

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): January 31, 2012

**Exxon Mobil Corporation**

(Exact name of registrant as specified in its charter)

**New Jersey**  
(State or other jurisdiction  
of incorporation)

**1-2256**  
(Commission  
File Number)

**13-5409005**  
(IRS Employer  
Identification No.)

**5959 LAS COLINAS BOULEVARD, IRVING, TEXAS 75039-2298**  
(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code **(972) 444-1000**

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(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Item 7.01 Regulation FD Disclosure  
Item 2.02 Results of Operations and Financial Condition

The following information is furnished pursuant to both Item 7.01 and Item 2.02.

The Registrant hereby furnishes the information set forth in its News Release, dated January 31, 2012, announcing fourth quarter 2011 results, a copy of which is included as Exhibit 99.1, and furnishes the information in the related 4Q11 Investor Relations Data Summary, a copy of which is included as Exhibit 99.2.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

EXXON MOBIL CORPORATION

Date: January 31, 2012

By: /s/ Patrick T. Mulva

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Name: Patrick T. Mulva  
Title: Vice President, Controller and  
Principal Accounting Officer

## INDEX TO EXHIBITS

<u>Exhibit No.</u>	<u>Description</u>
99.1	Exxon Mobil Corporation News Release, dated January 31, 2012, announcing fourth quarter 2011 results.
99.2	4Q11 Investor Relations Data Summary.

# News Release



Exxon Mobil Corporation  
 5959 Las Colinas Boulevard  
 Irving, TX 75039  
 972 444 1107 Telephone  
 972 444 1138 Facsimile

FOR IMMEDIATE RELEASE  
 TUESDAY, JANUARY 31, 2012

**EXXON MOBIL CORPORATION ANNOUNCES ESTIMATED  
 FOURTH QUARTER 2011 RESULTS**

	<u>Fourth Quarter</u>			<u>Twelve Months</u>		
	<u>2011</u>	<u>2010</u>	<u>%</u>	<u>2011</u>	<u>2010</u>	<u>%</u>
<b><u>Earnings Excluding Special Items</u></b> <sup>1</sup>						
\$ Millions	<b>9,400</b>	9,250	2	<b>41,060</b>	30,460	35
\$ Per Common Share Assuming Dilution	<b>1.97</b>	1.85	6	<b>8.42</b>	6.22	35
<b><u>Special Items</u></b>						
\$ Millions	<b>0</b>	0		<b>0</b>	0	
<b><u>Earnings</u></b>						
\$ Millions	<b>9,400</b>	9,250	2	<b>41,060</b>	30,460	35
\$ Per Common Share Assuming Dilution	<b>1.97</b>	1.85	6	<b>8.42</b>	6.22	35
Capital and Exploration Expenditures - \$ Millions	<b>10,019</b>	10,061	0	<b>36,766</b>	32,226	14

<sup>1</sup> See page 8 for a reference to earnings

**EXXONMOBIL'S CHAIRMAN REX W. TILLERSON COMMENTED:**

“ExxonMobil recorded strong results while investing at record levels to develop new supplies of energy that are critical to meeting growing world demand, and supporting economic recovery and growth.

Fourth quarter earnings of \$9.4 billion were up 2% from the fourth quarter of 2010. Full year 2011 earnings were \$41.1 billion, up 35% from 2010, reflecting higher crude oil and natural gas realizations, improved refining and chemical margins, and gains on asset sales.

Capital and exploration expenditures were a record \$36.8 billion in 2011.

Oil-equivalent production was up 1% from 2010. Excluding the impacts of entitlement volumes, OPEC quota effects and divestments, production was up 4%.

In 2011, the Corporation distributed \$29 billion to shareholders through dividends and share purchases to reduce shares outstanding.”

#### **FOURTH QUARTER HIGHLIGHTS**

- Earnings were \$9,400 million, an increase of 2% or \$150 million from the fourth quarter of 2010.
- Earnings per share (assuming dilution) were \$1.97, an increase of 6% from the fourth quarter of 2010.
- Capital and exploration expenditures were \$10.0 billion, consistent with the fourth quarter of 2010.
- Oil-equivalent production decreased 9% from the fourth quarter of 2010. Excluding the impacts of entitlement volumes, OPEC quota effects and divestments, production was down 4%.
- Cash flow from operations and asset sales was \$17.6 billion, including proceeds associated with asset sales of \$6.9 billion.
- Share purchases to reduce shares outstanding were \$5 billion.
- Dividends per share of \$0.47 increased 7% compared to the fourth quarter of 2010.
- ExxonMobil was the high bidder on 50 blocks in the most recent U.S. Gulf of Mexico lease sale, providing new exploration opportunities.
- Construction of a lower-sulfur fuels project began at the joint Saudi Aramco and ExxonMobil refinery in Yanbu, Saudi Arabia.

## **Fourth Quarter 2011 vs. Fourth Quarter 2010**

Upstream earnings were \$8,829 million, up \$1,349 million from the fourth quarter of 2010. Higher liquids and natural gas realizations increased earnings by \$1,990 million. Lower volumes and production mix effects decreased earnings by \$1,450 million. All other items, primarily gains on asset sales, increased earnings by \$810 million.

On an oil-equivalent basis, production decreased 9% from the fourth quarter of 2010. Excluding the impacts of entitlement volumes, OPEC quota effects and divestments, production was down 4%.

Liquids production totaled 2,250 kbd (thousands of barrels per day), down 276 kbd from the fourth quarter of 2010. Excluding the impacts of entitlement volumes, OPEC quota effects and divestments, liquids production was down 3%, mainly due to field decline.

Fourth quarter natural gas production was 13,677 mcf (millions of cubic feet per day), down 975 mcf from 2010, as U.S. growth was more than offset by field decline and lower demand in Europe.

Earnings from U.S. Upstream operations were \$1,184 million, \$133 million lower than the fourth quarter of 2010. Non-U.S. Upstream earnings were \$7,645 million, up \$1,482 million from last year.

Downstream earnings of \$425 million were down \$725 million from the fourth quarter of 2010. Weaker margins, principally in refining, decreased earnings \$740 million. Volume and mix effects decreased earnings by \$30 million, while all other items increased earnings by \$40 million. Petroleum product sales of 6,493 kbd were 62 kbd lower than last year's fourth quarter.

Earnings from the U.S. Downstream were \$30 million, down \$196 million from the fourth quarter of 2010. Non-U.S. Downstream earnings of \$395 million were \$529 million lower than last year.

Chemical earnings of \$543 million were \$524 million lower than the fourth quarter of 2010. Weaker margins decreased earnings by \$230 million, while lower volumes and mix effects reduced earnings by \$40 million. Other items, mainly unfavorable tax effects, decreased earnings by \$250 million. Fourth quarter prime product sales of 6,271 kt (thousands of metric tons) were 78 kt lower than last year's fourth quarter.

Corporate and financing expenses were \$397 million, down \$50 million from the same period in 2010.

During the fourth quarter of 2011, Exxon Mobil Corporation purchased 69 million shares of its common stock for the treasury at a gross cost of \$5.4 billion. These purchases included \$5 billion to reduce the number of shares outstanding, with the balance used to offset shares issued in conjunction with the company's benefit plans and programs. Share purchases to reduce shares outstanding are currently anticipated to equal \$5 billion in the first quarter of 2012. Purchases may be made in both the open market and through negotiated transactions, and may be increased, decreased or discontinued at any time without prior notice.



## **Full Year 2011 vs. Full Year 2010**

Earnings of \$41,060 million increased \$10,600 million from 2010. Earnings per share increased 35% to \$8.42.

### **FULL YEAR HIGHLIGHTS**

- Earnings were \$41,060 million, up 35%.
- Earnings per share (assuming dilution) increased 35% to \$8.42.
- Oil-equivalent production was up 1% from 2010. Excluding the impacts of entitlement volumes, OPEC quota effects and divestments, production was up 4%.
- Cash flow from operations and asset sales was \$66.5 billion, including proceeds associated with asset sales of \$11.1 billion.
- The Corporation distributed \$29 billion to shareholders in 2011 through dividends and share purchases to reduce shares outstanding.
- Capital and exploration expenditures were a record \$36.8 billion, up 14% from 2010.

Upstream earnings were \$34,439 million, up \$10,342 million from 2010. Higher crude oil and natural gas realizations increased earnings by \$10.6 billion, while volume and production mix effects decreased earnings by \$2.5 billion. All other items increased earnings by \$2.2 billion, driven by higher gains on asset sales of \$2.7 billion, partly offset by increased activity.

On an oil-equivalent basis, production was up 1% compared to 2010. Excluding the impacts of entitlement volumes, OPEC quota effects and divestments, production was up 4%.

Liquids production of 2,312 kbd decreased 110 kbd from 2010. Excluding the impacts of entitlement volumes, OPEC quota effects and divestments, liquids production was in line with 2010, as higher volumes from Qatar, the U.S., and Iraq offset field decline.

Natural gas production of 13,162 mcf increased 1,014 mcf from 2010, driven by additional U.S. unconventional gas volumes and project ramp-ups in Qatar.

Earnings from U.S. Upstream operations for 2011 were \$5,096 million, an increase of \$824 million. Earnings outside the U.S. were \$29,343 million, up \$9,518 million.

Downstream earnings of \$4,459 million increased \$892 million from 2010. Margins, mainly refining, increased earnings by \$800 million. Volume and mix effects improved earnings by \$630 million. All other items, primarily the absence of favorable tax effects and higher expenses, decreased earnings by \$540 million. Petroleum product sales of 6,413 kbd were in line with 2010.

U.S. Downstream earnings were \$2,268 million, up \$1,498 million from 2010. Non-U.S. Downstream earnings were \$2,191 million, \$606 million lower than last year.

Chemical earnings of \$4,383 million were down \$530 million from 2010. Stronger margins increased earnings by \$260 million, while lower volumes reduced earnings by \$180 million. Other items, including unfavorable tax effects and higher planned maintenance expense, decreased earnings by \$610 million. Prime product sales of 25,006 kt were down 885 kt from 2010.

Corporate and financing expenses were \$2,221 million, up \$104 million from 2010.

Gross share purchases for 2011 were \$22 billion, reducing shares outstanding by 278 million shares.

Estimates of key financial and operating data follow.

**ExxonMobil will discuss financial and operating results and other matters on a webcast at 10 a.m. Central time on January 31, 2012. To listen to the event live or in archive, go to our website at [exxonmobil.com](http://exxonmobil.com).**

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Cautionary statement

*Statements relating to future plans, projections, events or conditions are forward-looking statements. Actual results, including project plans, costs, timing, and capacities; capital and exploration expenditures; and share purchase levels, could differ materially due to factors including: changes in oil or gas prices or other market or economic conditions affecting the oil and gas industry, including the scope and duration of economic recessions; the outcome of exploration and development efforts; changes in law or government regulation, including tax and environmental requirements; the outcome of commercial negotiations; changes in technical or operating conditions; and other factors discussed under the heading "Factors Affecting Future Results" in the "Investors" section of our website and in Item 1A of ExxonMobil's 2010 Form 10-K. We assume no duty to update these statements as of any future date. References to quantities of oil or natural gas may include amounts that we believe will ultimately be produced, but that are not yet classified as "proved reserves" under SEC definitions.*

Frequently used terms

*Consistent with previous practice, this press release includes both earnings excluding special items and earnings per share excluding special items. Both are non-GAAP financial measures and are included to help facilitate comparisons of base business performance across periods. Reconciliation to net income attributable to ExxonMobil is shown in Attachment II. The release also includes cash flow from operations and asset sales. Because of the regular nature of our asset management and divestment program, we believe it is useful for investors to consider proceeds associated with the sales of subsidiaries, property, plant and equipment, and sales and returns of investments together with cash provided by operating activities when evaluating cash available for investment in the business and financing activities. A reconciliation to net cash provided by operating activities is shown in Attachment II. Further information on ExxonMobil's frequently used financial and operating measures and other terms is contained under the heading "Frequently Used Terms" available through the "investors" section of our website at [exxonmobil.com](http://exxonmobil.com).*

Reference to Earnings

*References to total corporate earnings mean net income attributable to ExxonMobil (U.S. GAAP) from the income statement. Unless otherwise indicated, references to earnings, special items, earnings excluding special items, Upstream, Downstream, Chemical and Corporate and Financing segment earnings, and earnings per share are ExxonMobil's share after excluding amounts attributable to noncontrolling interests.*

**EXXON MOBIL CORPORATION**  
**FOURTH QUARTER 2011**

(millions of dollars, unless noted)

	<u>Fourth Quarter</u>		<u>Twelve Months</u>	
	<u>2011</u>	<u>2010</u>	<u>2011</u>	<u>2010</u>
<b>Earnings / Earnings Per Share</b>				
Total revenues and other income	<b>121,609</b>	105,186	<b>486,429</b>	383,221
Total costs and other deductions	<b>104,568</b>	89,859	<b>413,172</b>	330,262
Income before income taxes	<b>17,041</b>	15,327	<b>73,257</b>	52,959
Income taxes	<b>7,317</b>	5,811	<b>31,051</b>	21,561
Net income including noncontrolling interests	<b>9,724</b>	9,516	<b>42,206</b>	31,398
Net income attributable to noncontrolling interests	<b>324</b>	266	<b>1,146</b>	938
Net income attributable to ExxonMobil (U.S. GAAP)	<b>9,400</b>	9,250	<b>41,060</b>	30,460
Earnings per common share (dollars)	<b>1.97</b>	1.86	<b>8.43</b>	6.24
Earnings per common share - assuming dilution (dollars)	<b>1.97</b>	1.85	<b>8.42</b>	6.22
<b>Other Financial Data</b>				
Dividends on common stock				
Total	<b>2,247</b>	2,212	<b>9,020</b>	8,498
Per common share (dollars)	<b>0.47</b>	0.44	<b>1.85</b>	1.74
Millions of common shares outstanding				
At December 31			<b>4,734</b>	4,979
Average - assuming dilution	<b>4,775</b>	5,031	<b>4,875</b>	4,897
ExxonMobil share of equity at December 31			<b>154,396</b>	146,839
ExxonMobil share of capital employed at December 31			<b>175,406</b>	166,036
Income taxes	<b>7,317</b>	5,811	<b>31,051</b>	21,561
Sales-based taxes	<b>8,490</b>	7,614	<b>33,503</b>	28,547
All other taxes	<b>10,969</b>	10,463	<b>43,544</b>	39,127
Total taxes	<b>26,776</b>	23,888	<b>108,098</b>	89,235
ExxonMobil share of income taxes of equity companies	<b>1,296</b>	1,367	<b>5,603</b>	4,058

**EXXON MOBIL CORPORATION**  
**FOURTH QUARTER 2011**

(millions of dollars)

	<b>Fourth Quarter</b>		<b>Twelve Months</b>	
	<b><u>2011</u></b>	<b><u>2010</u></b>	<b><u>2011</u></b>	<b><u>2010</u></b>
<b>Earnings (U.S. GAAP)</b>				
Upstream				
United States	<b>1,184</b>	1,317	<b>5,096</b>	4,272
Non-U.S.	<b>7,645</b>	6,163	<b>29,343</b>	19,825
Downstream				
United States	<b>30</b>	226	<b>2,268</b>	770
Non-U.S.	<b>395</b>	924	<b>2,191</b>	2,797
Chemical				
United States	<b>383</b>	522	<b>2,215</b>	2,422
Non-U.S.	<b>160</b>	545	<b>2,168</b>	2,491
Corporate and financing	<b>(397)</b>	(447)	<b>(2,221)</b>	(2,117)
Net income attributable to ExxonMobil	<b>9,400</b>	9,250	<b>41,060</b>	30,460
<b>Special Items</b>				
Upstream				
United States	<b>0</b>	0	<b>0</b>	0
Non-U.S.	<b>0</b>	0	<b>0</b>	0
Downstream				
United States	<b>0</b>	0	<b>0</b>	0
Non-U.S.	<b>0</b>	0	<b>0</b>	0
Chemical				
United States	<b>0</b>	0	<b>0</b>	0
Non-U.S.	<b>0</b>	0	<b>0</b>	0
Corporate and financing	<b>0</b>	0	<b>0</b>	0
Corporate total	<b>0</b>	0	<b>0</b>	0
<b>Earnings Excluding Special Items</b>				
Upstream				
United States	<b>1,184</b>	1,317	<b>5,096</b>	4,272
Non-U.S.	<b>7,645</b>	6,163	<b>29,343</b>	19,825
Downstream				
United States	<b>30</b>	226	<b>2,268</b>	770
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Corporate and financing	<b>(397)</b>	(447)	<b>(2,221)</b>	(2,117)
Corporate total	<b>9,400</b>	9,250	<b>41,060</b>	30,460
<b>Cash flow from operations and asset sales (billions of dollars)</b>				
Net cash provided by operating activities (U.S. GAAP)	<b>10.7</b>	13.0	<b>55.4</b>	48.4
Proceeds associated with asset sales	<b>6.9</b>	1.7	<b>11.1</b>	3.3
Cash flow from operations and asset sales	<b>17.6</b>	14.7	<b>66.5</b>	51.7

**EXXON MOBIL CORPORATION**  
**FOURTH QUARTER 2011**

	<u>Fourth Quarter</u>		<u>Twelve Months</u>	
	<u>2011</u>	<u>2010</u>	<u>2011</u>	<u>2010</u>
Net production of crude oil and natural gas liquids, thousands of barrels daily (kbd)				
United States	<b>432</b>	455	<b>423</b>	408
Canada/South America	<b>247</b>	266	<b>252</b>	263
Europe	<b>257</b>	335	<b>270</b>	335
Africa	<b>468</b>	618	<b>508</b>	628
Asia	<b>800</b>	800	<b>808</b>	730
Australia/Oceania	<b>46</b>	52	<b>51</b>	58
Worldwide	<b>2,250</b>	2,526	<b>2,312</b>	2,422
Natural gas production available for sale, millions of cubic feet daily (mcf)				
United States	<b>4,005</b>	3,869	<b>3,917</b>	2,596
Canada/South America	<b>400</b>	564	<b>412</b>	569
Europe	<b>3,866</b>	4,596	<b>3,448</b>	3,836
Africa	<b>8</b>	9	<b>7</b>	14
Asia	<b>5,103</b>	5,350	<b>5,047</b>	4,801
Australia/Oceania	<b>295</b>	264	<b>331</b>	332
Worldwide	<b>13,677</b>	14,652	<b>13,162</b>	12,148
Oil-equivalent production (koebd) <sup>1</sup>	<b>4,530</b>	4,968	<b>4,506</b>	4,447

<sup>1</sup> Gas converted to oil-equivalent at 6 million cubic feet = 1 thousand barrels

**EXXON MOBIL CORPORATION**  
**FOURTH QUARTER 2011**

	<u>Fourth Quarter</u>		<u>Twelve Months</u>	
	<u>2011</u>	<u>2010</u>	<u>2011</u>	<u>2010</u>
Refinery throughput (kbd)				
United States	<b>1,839</b>	1,732	<b>1,784</b>	1,753
Canada	<b>433</b>	467	<b>430</b>	444
Europe	<b>1,526</b>	1,501	<b>1,528</b>	1,538
Asia Pacific	<b>1,157</b>	1,307	<b>1,180</b>	1,249
Other	<b>295</b>	291	<b>292</b>	269
Worldwide	<b>5,250</b>	5,298	<b>5,214</b>	5,253
Petroleum product sales (kbd)				
United States	<b>2,579</b>	2,581	<b>2,530</b>	2,511
Canada	<b>463</b>	475	<b>455</b>	450
Europe	<b>1,592</b>	1,576	<b>1,596</b>	1,611
Asia Pacific	<b>1,221</b>	1,277	<b>1,204</b>	1,241
Other	<b>638</b>	646	<b>628</b>	601
Worldwide	<b>6,493</b>	6,555	<b>6,413</b>	6,414
Gasolines, naphthas	<b>2,626</b>	2,615	<b>2,541</b>	2,611
Heating oils, kerosene, diesel	<b>2,080</b>	2,106	<b>2,019</b>	1,951
Aviation fuels	<b>492</b>	472	<b>492</b>	476
Heavy fuels	<b>568</b>	602	<b>588</b>	603
Specialty products	<b>727</b>	760	<b>773</b>	773
Worldwide	<b>6,493</b>	6,555	<b>6,413</b>	6,414
Chemical prime product sales, thousands of metric tons (kt)				
United States	<b>2,392</b>	2,214	<b>9,250</b>	9,815
Non-U.S.	<b>3,879</b>	4,135	<b>15,756</b>	16,076
Worldwide	<b>6,271</b>	6,349	<b>25,006</b>	25,891



**EXXON MOBIL CORPORATION**  
**FOURTH QUARTER 2011**  
(millions of dollars)

	<u>Fourth Quarter</u>		<u>Twelve Months</u>	
	<u>2011</u>	<u>2010</u>	<u>2011</u>	<u>2010</u>
<b>Capital and Exploration Expenditures</b>				
Upstream				
United States	<b>2,414</b>	2,453	<b>10,741</b>	6,349
Non-U.S.	<b>6,589</b>	6,346	<b>22,350</b>	20,970
Total	<b>9,003</b>	8,799	<b>33,091</b>	27,319
Downstream				
United States	<b>152</b>	170	<b>518</b>	982
Non-U.S.	<b>493</b>	519	<b>1,602</b>	1,523
Total	<b>645</b>	689	<b>2,120</b>	2,505
Chemical				
United States	<b>93</b>	83	<b>290</b>	279
Non-U.S.	<b>235</b>	435	<b>1,160</b>	1,936
Total	<b>328</b>	518	<b>1,450</b>	2,215
Other	<b>43</b>	55	<b>105</b>	187
Worldwide	<b>10,019</b>	10,061	<b>36,766</b>	32,226
Exploration expenses charged to income included above				
Consolidated affiliates				
United States	<b>88</b>	121	<b>268</b>	283
Non-U.S.	<b>332</b>	427	<b>1,802</b>	1,855
Equity companies - ExxonMobil share				
United States	<b>3</b>	1	<b>10</b>	4
Non-U.S.	<b>9</b>	9	<b>13</b>	21
Worldwide	<b>432</b>	558	<b>2,093</b>	2,163

**EXXON MOBIL CORPORATION**  
**EARNINGS**

	<u>\$ Millions</u>	<u>\$ Per Common Share</u> <sup>1</sup>
<b><u>2007</u></b>		
First Quarter	9,280	1.63
Second Quarter	10,260	1.83
Third Quarter	9,410	1.71
Fourth Quarter	11,660	2.14
Year	40,610	7.31
<b><u>2008</u></b>		
First Quarter	10,890	2.03
Second Quarter	11,680	2.24
Third Quarter	14,830	2.86
Fourth Quarter	7,820	1.55
Year	45,220	8.70
<b><u>2009</u></b>		
First Quarter	4,550	0.92
Second Quarter	3,950	0.82
Third Quarter	4,730	0.98
Fourth Quarter	6,050	1.27
Year	19,280	3.99
<b><u>2010</u></b>		
First Quarter	6,300	1.33
Second Quarter	7,560	1.61
Third Quarter	7,350	1.44
Fourth Quarter	9,250	1.86
Year	30,460	6.24
<b><u>2011</u></b>		
First Quarter	10,650	2.14
Second Quarter	10,680	2.19
Third Quarter	10,330	2.13
Fourth Quarter	9,400	1.97
Year	41,060	8.43

<sup>1</sup> Computed using the average number of shares outstanding during each period.  
The sum of the four quarters may not add to the full year.

## EXXON MOBIL CORPORATION

## 4Q11 INVESTOR RELATIONS DATA SUMMARY (PAGE 1 of 4)

<b>Earnings, \$M</b>	<b>4Q11</b>	<b>3Q11</b>	<b>2Q11</b>	<b>1Q11</b>	<b>4Q10</b>
<b>Upstream</b>					
United States	1,184	1,184	1,449	1,279	1,317
Non-U.S.	7,645	7,210	7,092	7,396	6,163
Total	8,829	8,394	8,541	8,675	7,480
<b>Downstream</b>					
United States	30	810	734	694	226
Non-U.S.	395	769	622	405	924
Total	425	1,579	1,356	1,099	1,150
<b>Chemical</b>					
United States	383	538	625	669	522
Non-U.S.	160	465	696	847	545
Total	543	1,003	1,321	1,516	1,067
<b>Corporate and financing</b>	(397)	(646)	(538)	(640)	(447)
<b>Net income attributable to ExxonMobil (U.S. GAAP)</b>	<b>9,400</b>	<b>10,330</b>	<b>10,680</b>	<b>10,650</b>	<b>9,250</b>
<b>Earnings per common share (U.S. GAAP)</b>	<b>1.97</b>	<b>2.13</b>	<b>2.19</b>	<b>2.14</b>	<b>1.86</b>
<b>Earnings per common share</b>					
- assuming dilution (U.S. GAAP)	1.97	2.13	2.18	2.14	1.85

**Special Items, \$M**

<b>Upstream</b>					
United States	0	0	0	0	0
Non-U.S.	0	0	0	0	0
Total	0	0	0	0	0
<b>Downstream</b>					
United States	0	0	0	0	0
Non-U.S.	0	0	0	0	0
Total	0	0	0	0	0
<b>Chemical</b>					
United States	0	0	0	0	0
Non-U.S.	0	0	0	0	0
Total	0	0	0	0	0
<b>Corporate and financing</b>	0	0	0	0	0
<b>Corporate total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

**Earnings Excluding Special Items, \$M**

<b>Upstream</b>					
United States	1,184	1,184	1,449	1,279	1,317
Non-U.S.	7,645	7,210	7,092	7,396	6,163
Total	8,829	8,394	8,541	8,675	7,480
<b>Downstream</b>					
United States	30	810	734	694	226
Non-U.S.	395	769	622	405	924
Total	425	1,579	1,356	1,099	1,150
<b>Chemical</b>					
United States	383	538	625	669	522
Non-U.S.	160	465	696	847	545
Total	543	1,003	1,321	1,516	1,067
<b>Corporate and financing</b>	(397)	(646)	(538)	(640)	(447)
<b>Corporate total</b>	<b>9,400</b>	<b>10,330</b>	<b>10,680</b>	<b>10,650</b>	<b>9,250</b>
<b>EPS excluding Special Items - assuming dilution</b>	<b>1.97</b>	<b>2.13</b>	<b>2.18</b>	<b>2.14</b>	<b>1.85</b>

## EXXON MOBIL CORPORATION

## 4Q11 INVESTOR RELATIONS DATA SUMMARY (PAGE 2 of 4)

**Supplemental Information (continued)**

	<b>4Q11</b>	<b>3Q11</b>	<b>2Q11</b>	<b>1Q11</b>	<b>4Q10</b>
<b>Net production of crude oil and natural gas liquids, kbd</b>					
United States	432	405	429	428	455
Canada/South America	247	256	240	262	266
Europe	257	247	273	306	335
Africa	468	481	522	561	618
Asia	800	806	834	792	800
Australia/Oceania	46	54	53	50	52
Total liquids production	2,250	2,249	2,351	2,399	2,526
<b>Natural gas production available for sale, mcf</b>					
United States	4,005	3,917	3,842	3,904	3,869
Canada/South America	400	381	397	468	564
Europe	3,866	2,471	2,694	4,783	4,596
Africa	8	5	8	6	9
Asia	5,103	5,036	4,961	5,089	5,350
Australia/Oceania	295	387	365	275	264
Total natural gas production available for sale	13,677	12,197	12,267	14,525	14,652
<b>Total worldwide liquids and gas production, koebd</b>	<b>4,530</b>	<b>4,282</b>	<b>4,396</b>	<b>4,820</b>	<b>4,968</b>

<b>Refinery throughput, kbd</b>					
United States	1,839	1,743	1,783	1,771	1,732
Canada	433	436	397	452	467
Europe	1,526	1,535	1,602	1,446	1,501
Asia Pacific	1,157	1,231	1,109	1,223	1,307
Other Non-U.S.	295	287	302	288	291
Total refinery throughput	5,250	5,232	5,193	5,180	5,298
<b>Petroleum product sales, kbd</b>					
United States	2,579	2,577	2,488	2,475	2,581
Canada	463	469	441	447	475
Europe	1,592	1,623	1,634	1,533	1,576
Asia Pacific	1,221	1,237	1,140	1,218	1,277
Other Non-U.S.	638	652	628	594	646
Total petroleum product sales	6,493	6,558	6,331	6,267	6,555
Gasolines, naphthas	2,626	2,568	2,498	2,470	2,615
Heating oils, kerosene, diesel	2,080	2,013	1,949	2,034	2,106
Aviation fuels	492	532	481	464	472
Heavy fuels	568	628	601	555	602
Specialty products	727	817	802	744	760
Total petroleum product sales	6,493	6,558	6,331	6,267	6,555
<b>Chemical prime product sales, kt</b>					
United States	2,392	2,280	2,303	2,275	2,214
Non-U.S.	3,879	3,952	3,878	4,047	4,135
Total chemical prime product sales	6,271	6,232	6,181	6,322	6,349

## EXXON MOBIL CORPORATION

### 4Q11 INVESTOR RELATIONS DATA SUMMARY (PAGE 3 of 4)

#### Supplemental Information (continued)

<u>Average Realization Data</u>	4Q11	3Q11	2Q11	1Q11	4Q10
<b>United States</b>					
ExxonMobil					
Crude (\$/b)	102.63	95.58	105.27	92.55	80.89
Natural Gas (\$/kcf)	3.44	4.14	4.20	3.99	3.70
<b>Benchmarks</b>					
WTI (\$/b)	94.07	89.70	102.44	93.98	85.06
ANS-WC (\$/b)	110.36	111.74	115.41	102.53	85.82
Henry Hub (\$/mbtu)	3.54	4.20	4.32	4.11	3.80
<b>Non-U.S.</b>					
ExxonMobil					
Crude (\$/b)	106.10	107.32	112.05	100.75	83.53
Natural Gas (\$/kcf)	9.18	8.28	8.31	8.17	7.24
European NG (\$/kcf)	10.18	9.47	9.80	9.19	8.23
<b>Benchmarks</b>					
Brent (\$/b)	109.31	113.46	117.36	104.97	86.48
<b>Capital and Exploration Expenditures, \$M</b>					
<b>Upstream</b>					
United States	2,414	2,172	4,075	2,080	2,453
Non-U.S.	6,589	5,580	5,361	4,820	6,346
Total	9,003	7,752	9,436	6,900	8,799
<b>Downstream</b>					
United States	152	135	114	117	170
Non-U.S.	493	406	370	333	519
Total	645	541	484	450	689
<b>Chemical</b>					
United States	93	76	65	56	83
Non-U.S.	235	245	287	393	435
Total	328	321	352	449	518
<b>Other</b>					
	43	6	34	22	55
<b>Total Capital and Exploration Expenditures</b>	10,019	8,620	10,306	7,821	10,061
<b>Exploration Expense Charged to Income, \$M</b>					
Consolidated - United States	88	68	49	63	121
- Non-U.S.	332	657	543	270	427
Non-consolidated - ExxonMobil share - United States	3	2	4	1	1
- Non-U.S.	9	1	2	1	9
<b>Exploration Expenses Charged to Income Included Above</b>	432	728	598	335	558
<b>Effective Income Tax Rate, %</b>	47%	47%	45%	47%	43%
<b>Common Shares Outstanding (millions)</b>					
At quarter end	4,734	4,793	4,862	4,926	4,979
Average - assuming dilution	4,775	4,843	4,912	4,971	5,031
<b>Total Cash, Cash Equivalent and Marketable Securities (\$G)<sup>1</sup></b>	13.1	11.3	10.3	13.2	8.5
<b>Total Debt (\$G)</b>	17.0	16.8	16.5	15.9	15.0
<b>Cash Flow from Operations and Asset Sales (\$G)</b>					
Net cash provided by operating activities	10.7	14.9	12.9	16.9	13.0
Proceeds associated with asset sales	6.9	1.4	1.5	1.3	1.7
Cash flow from operations and asset sales	17.6	16.3	14.4	18.2	14.7

The above numbers reflect ExxonMobil's current estimate of volumes and realizations given data available as of the end of

the fourth quarter of 2011. Volumes and realizations may be adjusted when full statements on joint venture operations are received from outside operators. ExxonMobil management assumes no duty to update these estimates.

<sup>1</sup> Includes restricted cash of \$0.4G in 4Q11, \$0.2G in 3Q11, \$0.2G in 2Q11, \$0.4G in 1Q11 and \$0.6G in 4Q10

## EXXON MOBIL CORPORATION

### 4Q11 INVESTOR RELATIONS DATA SUMMARY (PAGE 4 of 4)

<b>Earnings Factor Analysis, \$M</b>	<b>4Q11 vs. 4Q10</b>	<b>4Q11 vs. 3Q11</b>	<b>2011 vs. 2010</b>
<b>Upstream</b>			
Prior Period	7,480	8,394	24,097
Realization	1,990	190	10,650
Volume/Mix	-1,450	50	-2,520
Other	810	190	2,210
Current Period	8,829	8,829	34,439
<b>Downstream</b>			
Prior Period	1,150	1,579	3,567
Margin	-740	-1,570	800
Volume/Mix	-30	60	630
Other	40	360	-540
Current Period	425	425	4,459
<b>Chemical</b>			
Prior Period	1,067	1,003	4,913
Margin	-230	-390	260
Volume/Mix	-40	10	-180
Other	-250	-80	-610
Current Period	543	543	4,383
<b>Upstream Volume Factor Analysis, KOEBD</b>			
Prior Period	4,968	4,282	4,447
Entitlements	-200	31	-124
Quotas	28	0	32
Divestments	-52	-17	-43
Net Growth	-214	234	194
Current Period	4,530	4,530	4,506
<b>Sources and Uses of Funds (\$G)</b>			
	<b>4Q11</b>	<b>2011</b>	
Beginning Cash / Marketable Securities	11.3	8.5	
Earnings	9.4	41.1	
Depreciation	4.1	15.6	
Working Capital / Other	-2.8	-1.3	
Proceeds Associated with Asset Sales	6.9	11.1	
Additions to PP&E	-8.6	-31.0	
Shareholder Distributions	-7.2	-29.0	
Additional Financing / Investing	0.0	-1.9	
Ending Cash / Marketable Securities	13.1	13.1	

**Notes:**

Earnings exclude special items, if applicable.

The 4Q11 beginning and ending balances include restricted cash of \$0.2G and \$0.4G, respectively.

The 2011 beginning and ending balances include restricted cash of \$0.6G and \$0.4G, respectively.

The 4Q11 ending balance includes cash on deposit for potential asset sales.