

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): November 2, 2018

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: **972-940-6000**

(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))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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

The Registrant hereby furnishes the information set forth in its News Release, dated November 2, 2018, announcing third quarter 2018 results, a copy of which is included as Exhibit 99.1, and furnishes the information in the related 3Q18 Investor Relations Data Summary, a copy of which is included as Exhibit 99.2. Material available by hyperlink from the News Release is not deemed to be furnished herewith or included in this filing.

INDEX TO EXHIBITS

<u>Exhibit No.</u>	<u>Description</u>
99.1	Exxon Mobil Corporation News Release, dated November 2, 2018, announcing third quarter 2018 results.
99.2	3Q18 Investor Relations Data Summary.

News Release

ExxonMobil

Exxon Mobil Corporation
5959 Las Colinas Boulevard
Irving, TX 75039
972 940 6007 Telephone
972 940 6143 Facsimile

FOR IMMEDIATE RELEASE
FRIDAY, NOVEMBER 2, 2018

ExxonMobil Earnings Increase 57 Percent to \$6.2 Billion in Third Quarter of 2018

- Cash flow from operating activities of \$11.1 billion highest since the third quarter of 2014
- Ninth discovery offshore Guyana, newly acquired acreage in Brazil enhance Upstream opportunities
- Integration advantages further enhanced by midstream connectivity to Permian and Western Canada

	Third Quarter			Second Quarter		First Nine Months		
	<u>2018</u>	<u>2017</u>	<u>%</u>	<u>2018</u>	<u>%</u>	<u>2018</u>	<u>2017</u>	<u>%</u>
Earnings Summary								
<i>(Dollars in millions, except per share data)</i>								
Earnings (U.S. GAAP)	6,240	3,970	57	3,950	58	14,840	11,330	31
Earnings Per Common Share Assuming Dilution	1.46	0.93	57	0.92	59	3.47	2.66	30
Capital and Exploration Expenditures	6,586	5,987	10	6,627	-1	18,080	14,081	28

IRVING, Texas – November 2, 2018 – Exxon Mobil Corporation today announced estimated third quarter 2018 earnings of \$6.2 billion, or \$1.46 per share assuming dilution, compared with \$4 billion a year earlier. Cash flow from operations and asset sales was \$12.6 billion, including proceeds associated with asset sales of \$1.5 billion. During the quarter, the company distributed \$3.5 billion in dividends to shareholders. Capital and exploration expenditures were \$6.6 billion, up 10 percent from the prior year.

Oil-equivalent production was 3.8 million barrels per day, down 2 percent from the third quarter of 2017. Excluding entitlement effects and divestments, liquids production increased 6 percent, as growth in North America more than offset decline and higher downtime. Natural gas volumes decreased 4 percent, excluding entitlement effects and divestments, largely due to a continuing near-term shift in U.S. unconventional development from dry gas to liquids.

“We are seeing the benefits of integration as we capture value from advantaged feedstock from the Permian and Western Canada for our North American refineries,” said Darren W. Woods, chairman and chief executive officer. “The logistical network we’ve established provides reliable connectivity between Upstream production and manufacturing facilities. Operational performance improved significantly versus the second quarter with lower levels of scheduled maintenance and reliability levels in line with our expectations.”

“We’re pleased with the increase in production from the second quarter of 2018 recognizing it reflects contributions from just one of our key growth areas, the Permian,” Woods said. “We expect to continue to increase volumes over time as we ramp up activity in the Permian and new projects start up.”

Third Quarter 2018 Business Highlights

Upstream

- Crude and natural gas prices strengthened in the third quarter.
- Permian unconventional production experienced strong growth in the third quarter, with a ramp-up to 38 rigs currently in the Midland and Delaware basins.
- Third quarter production strengthened with improved reliability and lower scheduled maintenance. Syncrude operations in Canada were impacted by a power supply disruption that began in late June with recovery by the middle of September. Also in Canada, Kearn net production reached a quarterly record of 230,000 barrels per day.

Downstream

- Industry fuels margins strengthened during the quarter in North America and Europe supported by widening crude differentials in North America and tightening supply in Europe. The company leveraged its midstream logistics capacity to connect advantaged crudes from the Permian and Western Canada to its refineries and customers.
- Overall lower planned maintenance and improved reliability contributed to strong earnings in the quarter.

Chemical

- Significant turnaround activities commenced at the Singapore chemical plant in the third quarter and are progressing as scheduled.

Strengthening the Portfolio

- ExxonMobil made its ninth discovery offshore Guyana at the Hammerhead-1 well, marking its fifth discovery on the Stabroek Block in the past year. Hammerhead-1 encountered approximately 197 feet (60 meters) of high-quality, oil-bearing sandstone reservoir.
- ExxonMobil increased its holdings in Brazil's pre-salt basins after it won the Titã exploration block with co-venturer Qatar Petroleum during Brazil's fifth pre-salt bid round. The awarded block added more than 71,500 net acres to the ExxonMobil portfolio, expanding its total position in the country to approximately 2.3 million net acres. ExxonMobil will be the operator and own a 64 percent equity interest in the block.
- ExxonMobil completed the sale of about 1,000 Esso-branded service stations in Germany to EG Group Ltd. on Oct. 1, 2018. The company is converting its retail business to the branded wholesaler model consistent with other markets in Europe and North America, and will continue selling ExxonMobil-supplied SynergyTM fuels and Mobil-branded lubricants at Esso stations throughout the country.
- Production started at the Kaombo project, an offshore development on Angola Block 32, where ExxonMobil has a 15 percent interest. Production will reach an estimated 230,000 barrels per day at its peak, and the associated gas will be delivered to the Angola LNG plant in Soyo.

Investing for Growth

- ExxonMobil started a new 1.5 million-metric-ton-per-year ethane cracker at its integrated Baytown, Texas chemical and refining complex. The new cracker, part of ExxonMobil's Growing the Gulf initiative, provides ethylene feedstock to new performance polyethylene lines at the company's Mont Belvieu plastics plant, which began production in the fall of 2017. The Mont Belvieu plant is one of the largest polyethylene plants in the world, with manufacturing capacity of about 1.3 million metric tons per year.

- ExxonMobil signed a cooperation framework agreement with the Guangdong Provincial People's Government in China to advance discussions concerning the proposed construction of a chemical complex in the Huizhou Dayawan Petrochemical Industrial Park. The new facility would help meet expected demand growth for chemical products in China. The multibillion-dollar project, which remains subject to a final investment decision, would include a 1.2 million-metric-ton-per-year ethylene flexible feed steam cracker, two performance polyethylene lines and two differentiated performance polypropylene lines. Startup is planned for 2023.

The framework agreement also confirms Guangdong Province's support in progressing the Huizhou LNG receiving terminal, in which ExxonMobil intends to participate, including supply of LNG.

Advancing Innovative Technologies and Products

- ExxonMobil started a new unit at its integrated Beaumont, Texas facility, increasing production of ultra-low sulfur fuels by about 45,000 barrels per day. The new unit relies on a proprietary catalyst system developed by ExxonMobil to remove sulfur and meet U.S. Environmental Protection Agency specifications while minimizing octane loss.
- ExxonMobil joined the Oil and Gas Climate Initiative (OGCI), a voluntary initiative representing 13 of the world's largest oil and gas producers working collaboratively toward solutions to mitigate the risks of climate change. As part of the initiative, ExxonMobil will expand its investment in research and development of long-term solutions to reduce greenhouse gas emissions and pursue lower-emission technologies. Since 2000, ExxonMobil has spent more than \$9 billion on lower-emission energy solutions such as cogeneration, flare reduction, energy efficiency, biofuels, carbon capture and storage and other technologies.
- Startup has commenced on a project to expand ExxonMobil's specialty elastomers plant in Newport, Wales. When completed, the expansion will increase the company's global capacity to manufacture Santoprene™ thermoplastic vulcanizate, high-performance elastomers used for automotive, industrial and consumer applications, by 25 percent.

Earnings and Volume Summary

Millions of Dollars (unless noted)	3Q 2018	3Q 2017	Change	Comments
Upstream				
U.S.	606	(238)	+844	Higher liquids prices and liquids volume growth
Non-U.S.	3,623	1,805	+1,818	Higher prices and favorable one-time tax impacts (+240), partly offset by higher production expenses (-260) and lower volumes including downtime
Total	4,229	1,567	+2,662	Prices +2,580, other volumes +130, downtime volumes -80, other +30
Production (koebd)	3,786	3,878	-92	Liquids +6 kbd: growth and improved performance, more than offset lower volumes from entitlements, divestments, decline, and downtime Gas -584 mcf: decline largely in U.S. aligned with value focus, lower volumes from divestments and lower demand
Downstream				
U.S.	961	391	+570	Higher margins capturing crude differentials, higher volumes and favorable tax impacts (+110)
Non-U.S.	681	1,141	-460	Lower margins, higher downtime / maintenance and unfavorable foreign exchange impacts
Total	1,642	1,532	+110	Margins -110, downtime / maintenance -10, other +230
Petroleum Product Sales (kbd)	5,616	5,542	+74	
Chemical				
U.S.	404	403	+1	Stronger margins and growth volumes, offset by higher growth-related expenses
Non-U.S.	309	689	-380	Weaker margins and higher downtime / maintenance, partly offset by growth volumes
Total	713	1,092	-379	Margins -140, downtime / maintenance -90, other volumes +30, other -180
Prime Product Sales (kt)	6,677	6,446	+231	Project growth and acquisitions
Corporate and financing	(344)	(221)	-123	Lower U.S. tax rate

Earnings and Volume Summary

Millions of Dollars (unless noted)	3Q 2018	2Q 2018	Change	Comments
Upstream				
U.S.	606	439	+167	Stronger prices, lower expenses and liquids volume growth
Non-U.S.	3,623	2,601	+1,022	Higher volumes including lower downtime, favorable one-time tax items (+270) and stronger prices, partially offset by higher expenses
Total	4,229	3,040	+1,189	Prices +270, other volumes +320, downtime volumes +130, other +470
Production (koebd)	3,786	3,647	+139	Liquids +74 kbd: growth and lower planned maintenance, more than offset lower entitlements and decline Gas +388 mcf: lower downtime
Downstream				
U.S.	961	695	+266	Higher margins capturing crude differentials and lower downtime / maintenance
Non-U.S.	681	29	+652	Higher margins, lower downtime / maintenance and absence of unfavorable foreign exchange impacts
Total	1,642	724	+918	Downtime / maintenance +460, margins +150, foreign exchange impacts +140, other +170
Petroleum Product Sales (kbd)	5,616	5,502	+114	
Chemical				
U.S.	404	453	-49	Weaker margins
Non-U.S.	309	437	-128	Higher downtime / maintenance, partly offset by higher growth-related volumes
Total	713	890	-177	Downtime / maintenance -140, margins -20, other volumes +40, other -60
Prime Product Sales (kt)	6,677	6,852	-175	Downtime / maintenance, partly offset by project growth
Corporate and financing	(344)	(704)	+360	Favorable one-time tax item

Earnings and Volume Summary

Millions of Dollars (unless noted)	YTD 2018	YTD 2017	Change	Comments
Upstream				
U.S.	1,474	(439)	+1,913	Higher liquids prices, liquids volume growth and favorable mix, partly offset by higher expenses and unfavorable tax impacts (-270)
Non-U.S.	9,292	5,442	+3,850	Higher prices, favorable one-time tax impacts (+400) and divestment gains, partly offset by lower volumes and higher expenses
Total	10,766	5,003	+5,763	Prices +6,400, divestment gains +290, higher production expenses -740, volumes -430, other +240
Production (koebd)	3,774	3,983	-209	Liquids -56 kbd: growth in North America, more than offset by lower volumes from decline, entitlements and divestments Gas -920 mcf: decline in U.S. aligned with value focus, higher downtime and lower volumes from entitlements and divestments
Downstream				
U.S.	1,975	1,030	+945	Higher margins capturing crude differentials, favorable tax impacts and higher sales, partly offset by higher downtime / maintenance
Non-U.S.	1,331	3,003	-1,672	Higher sales, more than offset by weaker margins, higher downtime / maintenance, unfavorable foreign exchange impacts and lower divestment gains
Total	3,306	4,033	-727	Margins +110, sales +180, downtime / maintenance -760, foreign exchange impacts -250, lower divestment gains -180, other +170
Petroleum Product Sales (kbd)	5,517	5,499	+18	
Chemical				
U.S.	1,360	1,413	-53	Volume growth and stronger margins, more than offset by higher growth-related expenses
Non-U.S.	1,254	1,835	-581	Weaker margins and higher growth-related expenses, partly offset by volume growth and favorable foreign exchange impacts
Total	2,614	3,248	-634	Margins -640, volumes +250, foreign exchange impacts +170, growth-related expenses -490, other +80
Prime Product Sales (kt)	20,197	18,638	+1,559	Growth from new assets and stronger demand
Corporate and financing	(1,846)	(954)	-892	Lower net favorable tax items, lower U.S. tax rate, and higher pension and financing related costs

Cash Flow from Operations and Asset Sales

Millions of Dollars	3Q	
	2018	Comments
Net income including noncontrolling interests	6,446	Including \$206 million for noncontrolling interests
Depreciation	4,658	
Changes in working capital	957	Including seasonal payables effects
Other	(953)	Mainly changes in deferred income taxes
Cash Flow from Operating Activities (U.S. GAAP)	11,108	
Asset sales	1,491	Including deposit for Germany service station sales
Cash Flow from Operations and Asset Sales	12,599	

Millions of Dollars	YTD	
	2018	Comments
Net income including noncontrolling interests	15,215	Including \$375 million for noncontrolling interests
Depreciation	13,717	
Changes in working capital	(25)	
Other	(1,500)	Equity company earnings greater than dividends
Cash Flow from Operating Activities (U.S. GAAP)	27,407	
Asset sales	3,239	
Cash Flow from Operations and Asset Sales	30,646	

First Nine Months 2018 Financial Updates

During the first nine months of 2018, Exxon Mobil Corporation purchased 5 million shares of its common stock for the treasury at a gross cost of \$425 million. These shares were acquired to offset dilution in conjunction with the company's benefit plans and programs. The corporation will continue to acquire shares to offset dilution in conjunction with its benefit plans and programs, but does not currently plan on making purchases to reduce shares outstanding.

ExxonMobil will discuss financial and operating results and other matters during a webcast at 8:30 a.m. Central Time on November 2, 2018. To listen to the event or access an archived replay, please visit www.exxonmobil.com.

Cautionary Statement

Outlooks, projections, goals, targets, descriptions of business plans and objectives, and other statements of future events or conditions in this release are forward-looking statements. Actual future results, including project plans, capacities, and timing; resource recoveries; earnings, margins and volume growth and mix; and maintenance activities could differ materially due to a number of factors. These include changes in supply and demand for oil, gas, and petrochemicals or other market conditions affecting the oil, gas, and petrochemical industries; reservoir performance; timely completion of new projects; the impact of fiscal and commercial terms and the outcome of commercial negotiations; changes in law, taxes, or government regulation and timely granting of governmental permits; war and other political or security disturbances; the actions of competitors; the capture of efficiencies between business lines; unforeseen technical or operating difficulties; unexpected technological developments; general economic conditions including the occurrence and duration of economic recessions; the results of research programs; and other factors discussed under the heading Factors Affecting Future Results on the Investors page of our website at www.exxonmobil.com and in Item 1A of ExxonMobil's 2017 Form 10-K. We assume no duty to update these statements as of any future date.

Forward-looking statements in this release regarding future earnings refer to plans outlined at ExxonMobil's Analysts' Meeting held on March 7, 2018. The growth figures presented at that meeting are not forecasts of actual future results but were intended to help quantify future potential and goals of management plans and initiatives. See the complete March 7, 2018 presentation available in archive form (including the Cautionary Statement and Supplemental Information included with that presentation) on the Investors page of our website at www.exxonmobil.com for more detailed information. That material includes a description of the assumptions underlying these potential growth estimates including a flat real oil price of \$60 per barrel, downstream and chemical margins consistent with 2017 levels, and future gas prices consistent with our internal company plans, as well as a reconciliation of adjusted 2017 earnings used as a baseline.

Frequently Used Terms and Non-GAAP Measures

This press release 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 for 2018 period on page 7 and for 2018 and 2017 periods in Attachment V.

This press release also includes total taxes including sales-based taxes. This is a broader indicator of the total tax burden on the corporation's products and earnings, including certain sales and value-added taxes imposed on and concurrent with revenue-producing transactions with customers and collected on behalf of governmental authorities ("sales-based taxes"). It combines "Income taxes" and "Total other taxes and duties" with sales-based taxes, which are reported net in the income statement. We believe it is useful for the corporation and its investors to understand the total tax burden imposed on the corporation's products and earnings. A reconciliation to total taxes is shown as part of the Estimated Key Financial and Operating Data in Attachment I.

References to the resource base and other quantities of oil, natural gas or condensate may include amounts that are not yet classified as "proved reserves" under SEC definitions, but which we believe will likely be moved into the "proved reserves" category and produced in the future. The term "project" as used in this release can refer to a variety of different activities and does not necessarily have the same meaning as in any government payment transparency reports. Further information on ExxonMobil's frequently used financial and operating measures and other terms including "Cash flow from operations and asset sales",

and "Total taxes including sales-based taxes" is contained under the heading "Frequently Used Terms" available through the "Investors" section of our website at exxonmobil.com.

Reference to Earnings

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

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Exxon Mobil Corporation has numerous affiliates, many with names that include ExxonMobil, Exxon, Mobil, Esso, and XTO. For convenience and simplicity, those terms and terms such as corporation, company, our, we, and its are sometimes used as abbreviated references to specific affiliates or affiliate groups. Similarly, ExxonMobil has business relationships with thousands of customers, suppliers, governments, and others. For convenience and simplicity, words such as venture, joint venture, partnership, co-venturer, and partner are used to indicate business and other relationships involving common activities and interests, and those words may not indicate precise legal relationships.

Exxon Mobil Corporation
Third Quarter 2018
(millions of dollars, unless noted)

	Third Quarter 2018	<u>2017</u>	Second Quarter <u>2018</u>	First Nine Months 2018	<u>2017</u>
Earnings / Earnings Per Share					
Total revenues and other income ¹	76,605	61,100	73,501	218,317	177,848
Total costs and other deductions	67,525	55,517	66,989	195,485	162,191
Income before income taxes	9,080	5,583	6,512	22,832	15,657
Income taxes	2,634	1,498	2,526	7,617	4,218
Net income including noncontrolling interests	6,446	4,085	3,986	15,215	11,439
Net income attributable to noncontrolling interests	206	115	36	375	109
Net income attributable to ExxonMobil (U.S. GAAP)	6,240	3,970	3,950	14,840	11,330
Earnings per common share (dollars)	1.46	0.93	0.92	3.47	2.66
Earnings per common share - assuming dilution (dollars)	1.46	0.93	0.92	3.47	2.66
Exploration expenses, including dry holes	292	284	332	911	1,087
Other Financial Data					
Dividends on common stock					
Total	3,503	3,289	3,502	10,296	9,712
Per common share (dollars)	0.82	0.77	0.82	2.41	2.29
Millions of common shares outstanding					
At period end				4,234	4,237
Average - assuming dilution	4,271	4,271	4,271	4,271	4,252
ExxonMobil share of equity at period end				190,365	182,276
ExxonMobil share of capital employed at period end				232,792	225,308
Income taxes	2,634	1,498	2,526	7,617	4,218
Total other taxes and duties	8,939	8,287	9,003	26,757	23,876
Total taxes	11,573	9,785	11,529	34,374	28,094
Sales-based taxes	5,518	5,065	5,507	16,306	14,480
Total taxes including sales-based taxes	17,091	14,850	17,036	50,680	42,574
ExxonMobil share of income taxes of equity companies	755	512	655	2,150	1,728

¹ Effective December 31, 2017, the corporation revised its accounting policy election related to the reporting of sales-based taxes, which had no impact on earnings. For more information, please refer to Note 2 in the Financial Section of ExxonMobil's Form 10-K for the period ended December 31, 2017.

Exxon Mobil Corporation
Third Quarter 2018
(millions of dollars)

	Third Quarter		Second	First Nine Months	
	<u>2018</u>	<u>2017</u>	<u>Quarter</u>	<u>2018</u>	<u>2017</u>
Earnings (U.S. GAAP)					
Upstream					
United States	606	(238)	439	1,474	(439)
Non-U.S.	3,623	1,805	2,601	9,292	5,442
Downstream					
United States	961	391	695	1,975	1,030
Non-U.S.	681	1,141	29	1,331	3,003
Chemical					
United States	404	403	453	1,360	1,413
Non-U.S.	309	689	437	1,254	1,835
Corporate and financing	(344)	(221)	(704)	(1,846)	(954)
Net income attributable to ExxonMobil	6,240	3,970	3,950	14,840	11,330

Exxon Mobil Corporation
Third Quarter 2018

	Third Quarter		Second	First Nine Months	
	<u>2018</u>	<u>2017</u>	<u>2018</u>	<u>2018</u>	<u>2017</u>
Net production of crude oil, natural gas liquids, bitumen and synthetic oil, thousand barrels per day (kbd)					
United States	555	500	543	541	511
Canada / Other Americas	454	423	391	424	406
Europe	127	172	136	136	191
Africa	387	441	410	391	430
Asia	706	683	686	699	701
Australia / Oceania	57	61	46	47	55
Worldwide	2,286	2,280	2,212	2,238	2,294
Natural gas production available for sale, million cubic feet per day (mcf)					
United States	2,549	2,899	2,591	2,572	2,997
Canada / Other Americas	224	216	226	219	212
Europe	1,004	1,326	1,136	1,555	1,840
Africa	16	6	9	12	5
Asia	3,685	3,646	3,393	3,549	3,773
Australia / Oceania	1,523	1,492	1,258	1,306	1,306
Worldwide	9,001	9,585	8,613	9,213	10,133
Oil-equivalent production (koebd) ¹	3,786	3,878	3,647	3,774	3,983

¹ Gas converted to oil-equivalent at 6 million cubic feet = 1 thousand barrels.

Exxon Mobil Corporation
Third Quarter 2018

	Third Quarter		Second Quarter	First Nine Months	
	<u>2018</u>	<u>2017</u>	<u>2018</u>	<u>2018</u>	<u>2017</u>
Refinery throughput (kbd)					
United States	1,644	1,435	1,529	1,564	1,552
Canada	388	385	364	386	380
Europe	1,446	1,555	1,384	1,441	1,510
Asia Pacific	720	715	714	718	678
Other	194	197	114	155	199
Worldwide	4,392	4,287	4,105	4,264	4,319
Petroleum product sales (kbd)					
United States	2,267	2,209	2,215	2,204	2,184
Canada	527	508	514	508	499
Europe	1,582	1,608	1,595	1,584	1,599
Asia Pacific	824	746	814	811	736
Other	416	471	364	410	481
Worldwide	5,616	5,542	5,502	5,517	5,499
Gasolines, naphthas	2,255	2,266	2,216	2,229	2,232
Heating oils, kerosene, diesel	1,837	1,836	1,781	1,815	1,840
Aviation fuels	430	380	405	410	378
Heavy fuels	411	372	432	397	372
Specialty products	683	688	668	666	677
Worldwide	5,616	5,542	5,502	5,517	5,499
Chemical prime product sales, thousand metric tons (kt)					
United States	2,445	2,294	2,411	7,247	6,908
Non-U.S.	4,232	4,152	4,441	12,950	11,730
Worldwide	6,677	6,446	6,852	20,197	18,638

Exxon Mobil Corporation

Third Quarter 2018

(millions of dollars)

	Third Quarter		Second	First Nine Months	
	<u>2018</u>	<u>2017</u>	<u>2018</u>	<u>2018</u>	<u>2017</u>
Capital and Exploration Expenditures					
Upstream					
United States	2,040	1,098	1,752	5,040	2,558
Non-U.S.	3,290	2,077	3,103	8,904	6,522
Total	5,330	3,175	4,855	13,944	9,080
Downstream					
United States	297	181	346	861	559
Non-U.S.	422	430	884	1,702	1,183
Total	719	611	1,230	2,563	1,742
Chemical					
United States	411	392	414	1,168	1,194
Non-U.S.	115	1,791	119	356	2,021
Total	526	2,183	533	1,524	3,215
Other	11	18	9	49	44
Worldwide	6,586	5,987	6,627	18,080	14,081
Cash flow from operations and asset sales					
Net cash provided by operating activities (U.S. GAAP)	11,108	7,535	7,780	27,407	22,655
Proceeds associated with asset sales	1,491	854	307	3,239	1,695
Cash flow from operations and asset sales	12,599	8,389	8,087	30,646	24,350

**Exxon Mobil Corporation
Earnings**

	<u>\$ Millions</u>	<u>\$ Per Common Share¹</u>
<u>2014</u>		
First Quarter	9,100	2.10
Second Quarter	8,780	2.05
Third Quarter	8,070	1.89
Fourth Quarter	6,570	1.56
Year	32,520	7.60
<u>2015</u>		
First Quarter	4,940	1.17
Second Quarter	4,190	1.00
Third Quarter	4,240	1.01
Fourth Quarter	2,780	0.67
Year	16,150	3.85
<u>2016</u>		
First Quarter	1,810	0.43
Second Quarter	1,700	0.41
Third Quarter	2,650	0.63
Fourth Quarter	1,680	0.41
Year	7,840	1.88
<u>2017</u>		
First Quarter	4,010	0.95
Second Quarter	3,350	0.78
Third Quarter	3,970	0.93
Fourth Quarter	8,380	1.97
Year	19,710	4.63
<u>2018</u>		
First Quarter	4,650	1.09
Second Quarter	3,950	0.92
Third Quarter	6,240	1.46

¹ Computed using the average number of shares outstanding during each period.

3Q18 INVESTOR RELATIONS DATA SUMMARY (PAGE 1 of 4)

Earnings, \$M	3Q18	2Q18	1Q18	4Q17	3Q17
Upstream					
United States	606	439	429	7,061	(238)
Non-U.S.	3,623	2,601	3,068	1,291	1,805
Total	4,229	3,040	3,497	8,352	1,567
Downstream					
United States	961	695	319	918	391
Non-U.S.	681	29	621	646	1,141
Total	1,642	724	940	1,564	1,532
Chemical					
United States	404	453	503	777	403
Non-U.S.	309	437	508	493	689
Total	713	890	1,011	1,270	1,092
Corporate and financing	(344)	(704)	(798)	(2,806)	(221)
Net income attributable to ExxonMobil (U.S. GAAP)	6,240	3,950	4,650	8,380	3,970
Earnings per common share (U.S. GAAP)	1.46	0.92	1.09	1.97	0.93
Earnings per common share - assuming dilution (U.S. GAAP)	1.46	0.92	1.09	1.97	0.93
Exploration expenses, including dry holes	292	332	287	703	284
Capital and Exploration Expenditures, \$M					
Upstream					
United States	2,040	1,752	1,248	1,158	1,098
Non-U.S.	3,290	3,103	2,511	6,457	2,077
Total	5,330	4,855	3,759	7,615	3,175
Downstream					
United States	297	346	218	264	181
Non-U.S.	422	884	396	518	430
Total	719	1,230	614	782	611
Chemical					
United States	411	414	343	389	392
Non-U.S.	115	119	122	167	1,791
Total	526	533	465	556	2,183
Other	11	9	29	46	18
Total Capital and Exploration Expenditures	6,586	6,627	4,867	8,999	5,987
Effective Income Tax Rate, %	34%	44%	40%	-139%	33%
Common Shares Outstanding, millions					
At quarter end	4,234	4,234	4,234	4,239	4,237
Average - assuming dilution	4,271	4,271	4,270	4,270	4,271
Total Cash and Cash Equivalents, \$B	5.7	3.4	4.1	3.2	4.3
Total Debt, \$B	40.0	41.2	40.6	42.3	40.6
Cash Flow from Operations and Asset Sales, \$B					
Net cash provided by operating activities	11.1	7.8	8.5	7.4	7.5
Proceeds associated with asset sales	1.5	0.3	1.4	1.4	0.9
Cash flow from operations and asset sales	12.6	8.1	9.9	8.8	8.4

3Q18 INVESTOR RELATIONS DATA SUMMARY (PAGE 2 of 4)

	3Q18	2Q18	1Q18	4Q17	3Q17
Net production of crude oil, natural gas liquids, bitumen and synthetic oil, kbd					
United States	555	543	523	525	500
Canada / Other Americas	454	391	427	426	423
Europe	127	136	145	155	172
Africa	387	410	376	403	441
Asia	706	686	706	690	683
Australia / Oceania	57	46	39	52	61
Total liquids production	2,286	2,212	2,216	2,251	2,280
Natural gas production available for sale, mcf					
United States	2,549	2,591	2,576	2,753	2,899
Canada / Other Americas	224	226	211	240	216
Europe	1,004	1,136	2,542	2,266	1,326
Africa	16	9	9	6	6
Asia	3,685	3,393	3,568	3,855	3,646
Australia / Oceania	1,523	1,258	1,132	1,321	1,492
Total natural gas production available for sale	9,001	8,613	10,038	10,441	9,585
Total worldwide liquids and gas production, koebd	3,786	3,647	3,889	3,991	3,878
Refinery throughput, kbd					
United States	1,644	1,529	1,518	1,379	1,435
Canada	388	364	408	391	385
Europe	1,446	1,384	1,495	1,509	1,555
Asia Pacific	720	714	720	728	715
Other Non-U.S.	194	114	152	200	197
Total refinery throughput	4,392	4,105	4,293	4,207	4,287
Petroleum product sales, kbd					
United States	2,267	2,215	2,128	2,209	2,209
Canada	527	514	484	501	508
Europe	1,582	1,595	1,574	1,589	1,608
Asia Pacific	824	814	795	819	746
Other Non-U.S.	416	364	451	506	471
Total petroleum product sales	5,616	5,502	5,432	5,624	5,542
Gasolines, naphthas	2,255	2,216	2,215	2,353	2,266
Heating oils, kerosene, diesel	1,837	1,781	1,828	1,878	1,836
Aviation fuels	430	405	396	393	380
Heavy fuels	411	432	346	370	372
Specialty products	683	668	647	630	688
Total petroleum product sales	5,616	5,502	5,432	5,624	5,542
Chemical prime product sales, kt					
United States	2,445	2,411	2,391	2,399	2,294
Non-U.S.	4,232	4,441	4,277	4,383	4,152
Total chemical prime product sales	6,677	6,852	6,668	6,782	6,446

<u>Earnings Factor Analysis, \$M</u>	<u>3Q18 vs. 3Q17</u>	<u>3Q18 vs. 2Q18</u>
Upstream		
Prior Period	1,567	3,040
Realization	2,580	270
Volume / Mix	50	450
Downtime Volume (Volume / Mix)	-80	130
Other	130	320
Other	30	470
Current Period	4,229	4,229
Downstream		
Prior Period	1,532	724
Margin	-110	150
Volume / Mix	210	440
Downtime / Maintenance (Volume / Mix)	-10	350
Other	220	90
Other	10	330
Downtime / Maintenance (Expenses)	-	110
Forex	-	140
Other	10	80
Current Period	1,642	1,642
Chemical		
Prior Period	1,092	890
Margin	-140	-20
Volume / Mix	20	-30
Downtime / Maintenance (Volume / Mix)	-10	-70
Other	30	40
Other	-260	-130
Downtime / Maintenance (Expenses)	-80	-70
Other	-180	-60
Current Period	713	713
Upstream Volume Factor Analysis, koebd		
Prior Period	3,878	3,647
Entitlements / Divestments	-155	-30
Downtime / Maintenance	-20	90
Growth / Decline / Other	85	80
Current Period	3,786	3,786
Sources and Uses of Funds, \$B		
	<u>3Q18</u>	
Beginning Cash	3.4	
Earnings	6.2	
Depreciation	4.7	
Working Capital / Other	0.2	
Proceeds Associated with Asset Sales	1.5	
PP&E Adds / Investments and Advances ¹	-5.4	
Shareholder Distributions	-3.5	
Debt / Other Financing	-1.4	
Ending Cash	5.7	

¹PP&E Adds / Investments and Advances includes PP&E adds of (\$5.2B) and net advances of (\$0.2B)

3Q18 INVESTOR RELATIONS DATA SUMMARY (PAGE 4 of 4)

Average Realization Data	3Q18	2Q18	1Q18	4Q17	3Q17
United States					
ExxonMobil					
Crude (\$/b)	64.06	64.87	60.07	54.12	44.75
Natural Gas (\$/kcf)	2.75	2.57	2.91	2.70	2.82
Benchmarks					
WTI (\$/b)	69.71	68.00	62.88	55.35	48.16
ANS-WC (\$/b)	75.37	73.89	67.16	61.42	52.01
Henry Hub (\$/mbtu)	2.91	2.80	3.01	2.93	2.99
Non-U.S.					
ExxonMobil					
Crude (\$/b)	66.64	66.35	57.78	55.55	47.45
Natural Gas (\$/kcf)	7.36	6.88	6.70	5.77	5.26
European NG (\$/kcf)	6.73	6.93	6.60	6.04	5.21
Benchmarks					
Brent (\$/b)	75.27	74.35	66.76	61.39	52.08

The above numbers reflect ExxonMobil's current estimate of volumes and realizations given data available as of the end of the third quarter of 2018. 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.

