## 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): October 30, 2003

# **Exxon Mobil Corporation**

(Exact name of registrant as specified in its charter)

**New Jersey** 

1-2256

13-5409005

(State or other jurisdiction of incorporation or organization)

(Commission File Number)

(I.R.S. Employer Identification Number)

### 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

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

ITEM 9. Regulation FD Disclosure; and

ITEM 12. Results of Operations and Financial Condition

The following information is furnished pursuant to both Item 9 and Item 12.

The Registrant hereby furnishes the information set forth in its News Release, dated October 30, 2003, announcing third quarter 2003 results, a copy of which is included as Exhibit 99.1, and furnishes the information in the related 3Q03 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: October 30, 2003 By: /s/ Donald D. Humphreys

Name: Donald D. Humphreys

Title: Vice President, Controller and Principal Accounting Officer

## INDEX TO EXHIBITS

Exhibit No.	<u>Description</u>
99.1	Exxon Mobil Corporation News Release, dated October 30, 2003, announcing third quarter 2003 results.
99.2	3Q03 Investor Relations Data Summary.

Exhibit 99.1 News Release

# **ExxonMobil**

Exxon Mobil Corporation 5959 Las Colinas Boulevard Irving, TX 75039-2298 972 444 1107 Telephone 972 444 1138 Facsimile

FOR IMMEDIATE RELEASE THURSDAY, OCTOBER 30, 2003

# EXXON MOBIL CORPORATION ANNOUNCES ESTIMATED THIRD QUARTER 2003 RESULTS

	<u>Third</u>	<u>Quarter</u>	<u>Nine</u>	Nine Months		
	2003	2002	<u>2003</u>	2002		
Net Income  \$ Millions \$ Per Common Share	3,650	2,640	14,860	7,370		
Assuming Dilution	0.55	0.39	2.22	1.08		
Earnings Excluding Merger Effects, Discontinued Operations, Accounting Change and Other Special Items						
\$ Millions	3,650	2,929	12,610	7,711		
\$ Per Common Share Assuming Dilution	0.55	0.44	1.88	1.13		
Revenue \$ Millions	59,841	54,098	180,786	148,295		
Capital & Exploration Expenditures \$ Millions	3,838	3,563	11,165	9,930		

IRVING, TX, October 30 -- Exxon Mobil Corporation today reported third quarter results. Net income was \$3,650 million (\$0.55 per share), an increase of \$1,010 million from the third quarter of 2002. Excluding merger effects, discontinued operations and special items, earnings increased \$721 million from the third quarter of 2002.

Revenue for the third quarter of 2003 totaled \$59,841 million compared with \$54,098 million in 2002. Capital and exploration expenditures of \$3,838 million in the third quarter of 2003 were up \$275 million compared with last year.

ExxonMobil's Chairman Lee R. Raymond commented as follows:

"Third quarter earnings were the second highest ever for this quarter and increased by 38% versus last year due to significant improvement in the downstream. Capex continued to grow consistent with our long-term investment plans.

"Compared with last year's third quarter, ExxonMobil's net income of \$3,650 million was up \$1,010 million."

"Upstream earnings were \$2,702 million, an increase of \$210 million from third quarter 2002 results excluding special items. The increase in earnings reflected higher average crude and natural gas prices.

"Liquids volumes increased by 1% due to production from new projects in West Africa. On an oil-equivalent basis, actual production in the third quarter was down 3% with contributions from new projects more than offset by lower European gas demand and natural field decline of both oil and gas.

"Excluding the effects of operational outages in the North Sea and West Africa and the national strike in Venezuela, total oil and natural gas producible volumes increased 1% versus the first nine months of last year. Actual oil-equivalent production, including these impacts, was down 1%. Plans for long-term capacity increases remain on track as reflected by higher capital spending, which for the year is up over 15%.

"Downstream earnings were \$911 million, an increase of \$786 million from last year's third quarter reflecting improved industry-wide conditions.

"Chemicals earnings of \$230 million, were down \$123 million from last year's strong third quarter due to higher worldwide feedstock costs.

"ExxonMobil's net income for the first nine months of 2003 was a record \$14,860 million, more than double the first nine months of 2002, reflecting improved results in all areas of the business.

"In the third quarter, ExxonMobil continued its active investment program, spending \$3,838 million on capital and exploration projects, compared with \$3,563 million last year, reflecting continued growth in upstream spending.

"During the quarter, the corporation acquired 46 million shares at a gross cost of \$1,664 million to offset the dilution associated with benefit plans and to reduce common stock outstanding. The cost of shares acquired in the third quarter was \$470 million higher than in the second quarter of this year."

Additional comments on earnings for the major operating segments follow:

#### Third Quarter 2003 vs. Third Quarter 2002

Upstream earnings were \$2,702 million, up \$210 million from the third quarter 2002 excluding special items, reflecting higher crude oil and natural gas realizations.

Liquids production of 2,485 kbd (thousands of barrels per day) increased 1% from 2,453 kbd in the third quarter of 2002. Higher production from new projects in

West Africa and Canada, and reduced OPEC quota restrictions in Abu Dhabi, were partly offset by natural field decline in mature areas.

Third quarter natural gas production was 8,268 mcfd (millions of cubic feet per day) compared with 9,222 mcfd last year. Contributions from new projects and work programs were more than offset by lower demand in Europe, natural field decline in mature areas and reduced entitlement effects.

Earnings from U.S. upstream operations were \$883 million, up \$241 million. Excluding special items, non-U.S. upstream earnings of \$1,819 million were \$31 million lower than last year.

Downstream earnings of \$911 million increased \$786 million from the third quarter of last year reflecting stronger worldwide refining and marketing margins. Petroleum product sales were 7,935 kbd, 172 kbd higher than last year's third quarter.

U.S. downstream earnings were \$371 million, up \$329 million. Non-U.S. downstream earnings of \$540 million were \$457 million higher than last year's third quarter.

Chemicals earnings of \$230 million were down \$123 million from the same quarter a year ago due to weaker margins. Prime product sales of 6,694 kt (thousands of metric tons) were up 38 kt.

Corporate and financing expenses of \$193 million increased by \$152 million due to higher U.S. pension costs and the absence of last year's foreign exchange gains.

During the third quarter of 2003, Exxon Mobil Corporation purchased 46 million shares of its common stock for the treasury at a gross cost of \$1,664 million. These purchases were to offset shares issued in conjunction with company benefit plans and programs and to reduce the number of shares outstanding. Shares outstanding were reduced from 6,652 million at the end of the second quarter of 2003 to 6,610 million at the end of the third quarter. Purchases may be made in both the open market and through negotiated transactions. Purchases may be increased, decreased or discontinued at any time without prior notice.

#### First Nine Months 2003 vs. First Nine Months 2002

Net income of \$14,860 million (\$2.22 per share) for the first nine months of 2003 was a record and increased \$7,490 million from the first nine months of 2002. Excluding a required accounting change, special items, merger effects and discontinued operations, earnings for the first nine months of 2003 of \$12,610 million (\$1.88 per share) were \$4,899 million higher than 2002. Net income for the nine months of 2003 included a \$550 million positive impact for the required adoption of FAS 143 relating to accounting for asset retirement obligations. Net income for the first nine months of 2003 also included a one-time gain of \$1,700 million from the transfer of shares in Ruhrgas AG, a German gas transmission company. Net income for the first nine months of 2002 included \$175 million of after-tax merger expenses, \$49 million in earnings from discontinued operations and a special charge of \$215 million related to the deferred income tax effect of the 10% supplementary U.K. tax on North Sea operations.

Upstream earnings, excluding special items, of \$9,533 million increased \$2,722 million due to higher liquids and natural gas realizations. Excluding the effects of operational outages in the North Sea and West Africa and the national strike in

Venezuela, total oil and natural gas producible volumes increased 1%. Actual oil-equivalent production, including these impacts, was down 1%.

Liquids production of 2,488 kbd decreased 8 kbd from 2002. Higher production in West Africa and Canada, and lower OPEC-driven quota constraints, were offset by natural field decline and the impact of operational problems in the North Sea and West Africa which mainly occurred in the second guarter of 2003.

Natural gas production of 9,839 mcfd decreased 203 mcfd from 2002. Higher demand in the first half of the year in Europe and contributions from new projects and work programs were more than offset by natural field decline, reduced entitlements and operational outages in the North Sea.

Earnings from U.S. upstream operations for the first nine months of 2003 were \$3,049 million, an increase of \$1,282 million. Earnings outside the U.S., excluding the effects of special items, were \$6,484 million, \$1,440 million higher than last year.

Downstream earnings of \$2,780 million increased by \$2,301 million from a weak first nine months of 2002 reflecting higher worldwide refining and marketing margins. Petroleum product sales of 7,865 kbd compared with 7,670 kbd in the first nine months of 2002.

U.S. downstream earnings were \$964 million, up \$674 million. Non-U.S. downstream earnings of \$1,816 million were \$1,627 million higher than last year.

Chemicals earnings of \$956 million were up \$202 million from the first nine months of 2002 due to improved margins and favorable foreign exchange effects. Prime product sales of 19,954 kt were down 38 kt.

Corporate and financing expenses of \$659 million increased by \$326 million mainly due to higher U.S. pension costs.

During the first nine months of 2003, Exxon Mobil Corporation purchased 114 million shares of its common stock for the treasury at a gross cost of \$4,049 million. These purchases were to offset shares issued in conjunction with company benefit plans and programs and to reduce the number of shares outstanding.

Estimates of key financial and operating data follow. Financial data, except per share amounts, are expressed in millions of dollars.

ExxonMobil will discuss financial and operating results and other matters on a webcast at 10 a.m. central time on October 30, 2003. To listen to the event live or in archive, go to our website at www.exxonmobil.com.

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Statements in this release relating to future plans, projections, events, or conditions are forward-looking statements. Actual results, including production and capacity growth and capital spending, could differ materially due to changes in market conditions affecting the oil and gas industry; political events or disturbances; changes in OPEC quotas; changes in technical or operating conditions or rates of natural field decline; and other factors including those discussed under the heading "Factors Affecting Future Results" on our website and in Item 1 of ExxonMobil's 2002 Form 10-K. We assume no duty to update these statements as of any future date.

Consistent with previous practice, the third quarter press release includes both net income and earnings excluding a required accounting change, special items, merger expenses and discontinued operations. Earnings that exclude the aforementioned items are a non-GAAP financial measure and are included to help facilitate comparisons of base business performance across periods. A reconciliation to net income is shown in Attachment II. Further information on ExxonMobil's frequently used financial and operating measures is contained on pages 26 and 27 in the 2002 Form 10-K and is also available through our website at www.exxonmobil.com. Additional information on the required accounting change is contained on pages 34 and 35 in the 2002 Form 10-K.

#### **ATTACHMENT I**

# EXXON MOBIL CORPORATION THIRD QUARTER 2003

(millions of dollars, except per share amounts)

	Third Quarter		<u>Nine</u>	<b>Months</b>
	<u>2003</u>	<u>2002</u>	<u>2003</u>	<u>2002</u>
EARNINGS / EARNINGS PER SHARE				
Total revenue Total costs and other deductions Income before income taxes Income taxes Income from continuing operations Discontinued operations Accounting change Net income (U.S. GAAP)	59,841 53,879 \$5,962 2,312 <b>\$3,650</b> 0 <b>\$3,650</b>	54,098 49,614 \$4,484 1,855 <b>\$2,629</b> 11 0 <b>\$2,640</b>	180,786 158,198 \$22,588 8,278 <b>\$14,310</b> 0 550 <b>\$14,860</b>	148,295 136,202 \$12,093 4,772 <b>\$7,321</b> 49 0 <b>\$7,370</b>
Net income per common share (dollars) Income from continuing operations Discontinued operations Accounting change Net income	0.55 0.00 0.00 \$0.55	0.39 0.00 0.00 \$0.39	2.15 0.00 0.08 \$2.23	1.08 0.01 0.00 \$1.09
Net income per common share - assuming dilution (dollars) Income from continuing operations Discontinued operations Accounting change Net income	0.55 0.00 0.00 \$0.55	0.39 0.00 0.00 \$0.39	2.14 0.00 0.08 \$2.22	1.07 0.01 0.00 \$1.08

(continued)

Note - -- Prior periods amounts include reclassifications to reflect the previously announced change in segment reporting. Earnings of divested coal and copper mining businesses are reported as discontinued operations.

# ATTACHMENT I (continued) EXXON MOBIL CORPORATION THIRD QUARTER 2003

(millions of dollars, except per share amounts)

	<u>Third</u>	<u>l Quarter</u>		<u>Months</u>
OTHER FINANCIAL DATA	<u>2003</u>	<u>2002</u>	<u>2003</u>	<u>2002</u>
Dividends on common stock Total Per common share	\$1,658 \$0.25	\$1,552 \$0.23	\$4,866 \$0.73	\$4,672 \$0.69
Millions of common shares outstanding At September 30 Average Average-assuming dilution	6,619 6,652	6,740 6,787	6,610 6,653 6,683	6,729 6,767 6,824
Shareholders' equity at September 30 Capital employed at September 30			\$83,764 \$96,527	\$74,690 \$89,432
Income and other taxes Income taxes Excise taxes All other taxes Total taxes	2,312 5,900 10,207 \$18,419	1,855 5,783 8,945 \$16,583	8,278 17,627 29,381 \$55,286	4,772 16,224 26,366 \$47,362
ExxonMobil's share of income taxes of equity companies:	\$152	\$152	\$662	\$533

Note - -- Prior periods amounts include reclassifications to reflect the previously announced change in segment reporting. Earnings of divested coal and copper mining businesses are reported as discontinued operations.

### **ATTACHMENT II**

### EXXON MOBIL CORPORATION THIRD QUARTER 2003 FUNCTIONAL EARNINGS

(millions of dollars)

	<u>Third</u>	<u>l Quarter</u>	Nine N	<u> Months</u>
Net Income (U.S. GAAP)	<u>2003</u>	<u>2002</u>	<u>2003</u>	<u>2002</u>
Upstream	000	640	0.040	1 707
United States	883 1,819	642 1,635	3,049 8,184	1,767 4,829
Non-U.S. Downstream	1,019	1,035	0,104	4,023
United States	371	42	964	290
Non-U.S.	540	83	1,816	189
Chemicals			•	
United States	25	156	169	313
Non-U.S.	205	197	787 (650)	441 (333)
Corporate and financing Merger expenses	(193) 0	(41) (85)	(659) 0	(175)
Income from continuing operations	3,650	2,629	14,310	7,321
Discontinued operations	0	11	0	49
Accounting change	0	0	550	0
Net income (U.S. GAAP)	\$3,650	\$2,640	\$14,860	\$7,370
Merger Effects, Discontinued Operations, Accou Upstream	ınting Chan	ige and Othe	r Special Items	
Non-U.S.	0	(215)	1,700	(215)
Merger expenses	0	(85)	0	(175)
Discontinued operations	0 0	11 0	0 550	49
Accounting change Corporate total	<b>\$0</b>	(\$289)	\$2,250	(\$341)
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Earnings Excluding Merger Effects, Discontinue	d Operatior	ns,		
Accounting Change and Other Special Items				
Upstream	000	0.40	2.040	1 767
United States Non-U.S.	883 1,819	642 1,850	3,049 6,484	1,767 5,044
Downstream	1,019	1,030	0,404	3,044
United States	371	42	964	290
Non-U.S.	540	83	1,816	189
Chemicals				040
United States	25	156 107	169 787	313 441
Non-U.S. Corporate and financing	205 (193)	197 (41)	(659)	(333)
Corporate total	\$3,650	\$2,929	\$12,610	\$7,711
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Note - -- Prior periods amounts include reclassifications to reflect the previously announced change in segment reporting. Earnings of divested coal and copper mining businesses are reported as discontinued operations.

## **ATTACHMENT III**

# EXXON MOBIL CORPORATION THIRD QUARTER 2003

	<u>Third</u> 2003	<u>Quarter</u> 2002	<u>Nine</u> 2003	Months 2002
Net production of crude oil and natural gas liquids, thousands of barrels daily (kbd) United States Canada Europe Asia-Pacific Africa Other Non-U.S. Worldwide	596 370 541 240 456 282 2,485	656 348 552 273 354 270 2,453	610 363 575 237 423 280 2,488	691 340 588 265 348 264 2,496
Natural gas production available for sale, millions of cubic feet daily (mcfd) United States Canada	2,124 943	2,374 1,020	2,284 927	2,412 1,036
Europe Asia-Pacific Other Non-U.S. Worldwide	2,711 1,860 630 8,268	3,065 2,170 593 9,222	4,172 1,834 622 9,839	4,018 2,020 556 10,042
Oil-equivalent production (koebd)*	3,863	3,990	4,128	4,170

(continued)

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

# ATTACHMENT III (continued) EXXON MOBIL CORPORATION THIRD QUARTER 2003

Detrolouse product calco (label)	<u>Third</u>	Quarter	<u>Nine</u>	Months
	2003	2002	2003	2002
Petroleum product sales (kbd) United States Canada Europe Asia-Pacific Other Non-U.S. Worldwide	2,722	2,724	2,668	2,705
	591	596	595	583
	2,096	2,034	2,051	2,023
	1,637	1,516	1,669	1,477
	889	893	882	882
	7,935	7,763	7,865	7,670
Gasolines, naphthas Heating oils, kerosene, diesel Aviation fuels Heavy fuels Specialty products Total	3,308	3,253	3,203	3,160
	2,360	2,206	2,387	2,254
	672	728	658	688
	626	577	631	579
	969	999	986	989
	7,935	7,763	7,865	7,670
Refinery throughput (kbd) United States Canada Europe Asia-Pacific Other Non-U.S. Worldwide	1,850	1,807	1,783	1,842
	451	467	452	448
	1,598	1,529	1,546	1,537
	1,364	1,433	1,405	1,356
	292	242	293	229
	5,555	5,478	5,479	5,412
Chemical product revenue (\$ millions) United States Non-U.S. Worldwide	\$2,630 \$3,594 \$6,224	\$2,249 \$3,154 \$5,403	\$7,715 \$11,054 \$18,769	\$6,466 \$8,496 \$14,962
Chemical prime product sales, thousands of metric tons (kt) United States Non-U.S. Worldwide	2,698 3,996 6,694	2,849 3,807 6,656	8,102 11,852 19,954	8,603 11,389 19,992

### **ATTACHMENT IV**

# EXXON MOBIL CORPORATION THIRD QUARTER 2003

(millions of dollars)

		l Quarter	<u>Nine</u> 2003	<u>Nine Months</u> 2003 <u>2002</u>		
Capital and Exploration Expenditures	<u>2003</u>	<u>2002</u>	<u>2003</u>	2002		
Upstream						
United States Non-U.S.	539 2,440	619 2,069	1,554 7,130	1,773 5,740		
Total	2,979	2,688	8,684	7,513		
Downstream United States	312	257	953	656		
Non-U.S. Total	356 668	377 634	1,009 1,962	955 1,611		
Chemicals, administrative and	000	034	1,302	1,011		
discontinued operations United States	94	139	264	469		
Non-U.S.	97	102	255	337		
Total	191	241	519	806		
Worldwide	\$3,838	\$3,563	\$11,165	\$9,930		
Exploration expenses charged to income						
included above Consolidated affiliates						
United States	38	49	112	163		
Non-U.S. Equity companies - ExxonMobil share	184	107	429	430		
United States	0	0	1 19	0		
Non-U.S. Worldwide	3 \$225	0 \$156	\$561	6 \$599		

Note - -- Prior periods amounts include reclassifications to reflect the previously announced change in segment reporting. Capital and exploration expenditures of divested coal and copper mining businesses are reported as discontinued operations.

## ATTACHMENT V

# EXXON MOBIL CORPORATION NET INCOME

		\$ Millions	Per Common Share
1999	<ul><li>First Quarter</li><li>Second Quarter</li><li>Third Quarter</li><li>Fourth Quarter</li><li>Year</li></ul>	1,484 1,954 2,188 2,284 \$7,910	0.21 0.29 0.31 0.33 \$1.14
2000	<ul><li>First Quarter</li><li>Second Quarter</li><li>Third Quarter</li><li>Fourth Quarter</li><li>Year</li></ul>	3,480 4,530 4,490 5,220 \$17,720	0.50 0.66 0.63 0.76 \$2.55
2001	<ul><li>First Quarter</li><li>Second Quarter</li><li>Third Quarter</li><li>Fourth Quarter</li><li>Year</li></ul>	5,000 4,460 3,180 2,680 \$15,320	0.72 0.66 0.46 0.39 \$2.23
2002	<ul><li>First Quarter</li><li>Second Quarter</li><li>Third Quarter</li><li>Fourth Quarter</li><li>Year</li></ul>	2,090 2,640 2,640 4,090 \$11,460	0.30 0.40 0.39 0.60 \$1.69
2003	<ul><li>First Quarter</li><li>Second Quarter</li><li>Third Quarter</li></ul>	7,040 4,170 3,650	1.05 0.63 0.55

Europe

Asia-Pacific

Other Non-U.S.

Total natural gas production available for sale

Total worldwide liquids and gas production, koebd

**EXHIBIT 99.2 EXXON MOBIL CORPORATION** 3Q03 INVESTOR RELATIONS DATA SUMMARY (PAGE 1 of 3) 3Q03 2Q03 1Q03 4Q02 3Q02 Net Income (U.S. GAAP), \$M Upstream 883 907 1,259 United States 757 642 Non-U.S. 1.819 1,931 4,434 2,245 1,635 Total 2,702 2,838 5,693 3,002 2,277 Downstream 403 United States 371 419 174 42 Non-U.S. 540 727 549 418 83 Total 911 1,146 723 821 125 Chemicals **United States** 25 128 16 71 156 Non-U.S. 205 311 271 197 Total 230 439 287 76 353 Corporate and financing (193)(253) (213)(109) (41)(85) Merger expenses (100)Income from continuing operations 3,650 4,170 6,490 3,690 2,629 Discontinued operations 0 0 400 0 11 Accounting change 550 0 0 0 0 Net income (U.S. GAAP) 3,650 4,170 7,040 4,090 2,640 Net income per common share (U.S. GAAP) 0.55 0.63 1.05 0.60 0.39 Net income per common share - assuming dilution (U.S. GAAP) 0.55 0.62 1.05 0.60 0.39 Merger Effects, Discontinued Operations, Accounting Change and Other Special Items \$M Upstream 0 O 0 n n United States 1,700 Non-U.S. 0 0 0 (215)Total 0 0 1,700 0 (215)Downstream United States 0 0 0 0 0 Non-U.S. 0 0 0 0 0 Total 0 O O n n Chemicals United States 0 0 0 0 0 Non-U.S. 0 0 0 0 0 Total 0 0 O 0 n Corporate and financing 0 0 0 0 0 Merger expenses 0 0 0 (100)(85) 0 0 0 Discontinued operations 400 11 Accounting change 0 0 550 0 0 Corporate total 0 0 2.250 300 (289)Earnings Ex. Merger Effects, Discontinued Operations, Accounting Change and Other Special Items \$M Upstream United States 883 907 1.259 757 642 Non-U.S. 1,819 1,931 2,734 2,245 1,850 2,702 2,838 3,993 3,002 2,492 Total Downstream 371 419 174 403 **United States** 42 Non-U.S. 540 727 549 418 83 Total 911 1,146 723 821 125 Chemicals **United States** 25 128 156 16 71 Non-U.S. 205 271 5 197 311 Total 230 439 287 76 353 Corporate and financing (193 (109)(41)Corporate total 3,650 4.170 4.790 2,929 EPS ex Merger Effects/Discontinued Operations/Accounting Change/Special Items - assuming dilution 0.55 0.62 0.56 0.44 0.71 **EXXON MOBIL CORPORATION** 3Q03 INVESTOR RELATIONS DATA SUMMARY (PAGE 2 of 3) **Supplemental Information (continued)** Net production of crude oil and 3Q03 2Q03 1Q03 4Q02 3Q02 natural gas liquids, kbd United States 596 603 633 650 656 370 372 347 375 348 Canada Europe 541 565 621 603 552 Asia-Pacific 240 240 231 246 273 Africa 456 399 414 352 354 282 297 258 270 Other Non-U.S. 271 2,485 2,476 2,504 2,453 Total liquids production 2.497 Natural gas production available for sale, mcfd **United States** 2,124 2,349 2,382 2,264 2,374 Canada 943 906 931 987 1,020

2,711

1,860

8,268

3,863

630

3,524

1,890

9,270

4,021

601

6,321

1.752

12,020

4,507

634

5,782

2,015

11,667

4,442

619

3,065

2,170

9,222

3,990

593

Pofinery throughput, klyd					
Refinery throughput, kbd United States	1,850	1,815	1,683	1,811	1,807
Canada Europe	451 1,598	459 1,573	447 1,464	446 1,548	467 1,529
Asia-Pacific Other Non-U.S.	1,364 292	1,347 297	1,506 290	1,449 282	1,433 242
Total refinery throughput	5,555	5,491	5,390	5,536	5,478
Petroleum product sales, kbd United States	2,722	2,706	2,573	2,810	2,724
Canada	591 2,096	580	613	622	596
Europe Asia-Pacific	1,637	2,068 1,566	1,988 1,805	2,097 1,581	2,034 1,516
Other Non-U.S. Total petroleum product sales	889 7,935	7,800	7,861	907 8,017	893 7,763
Gasolines, naphthas	3,308	3,263	3,035	3,224	3,253
Heating oils, kerosene, diesel	2,360 672	2,284	2,517 660	2,406 698	2,206 728
Aviation fuels Heavy fuels	626	643 628	642	680	577
Specialty products Total petroleum product sales	969 7,935	982 7,800	1,007 7,861	1,009 8,017	999 7,763
Chemicals product revenue, \$M					
United States Non-U.S.	\$2,630 3,594	\$2,486 3,629	\$2,599 3,831	\$2,247 3,101	\$2,249 3,154
Total chemicals product revenue	\$6,224	\$6,115	\$6,430	\$5,348	\$5,403
Chemicals prime product sales, kt					
United States Non-U.S.	2,698 3,996	2,543 3,826	2,861 4,030	2,783 3,831	2,849 3,807
Total chemicals prime product sales	6,694	6,369	6,891	6,614	6,656
EXXON MOBIL CORPORATION					
3Q03 INVESTOR RELATIONS DATA SUMMARY (PAGE 3 of 3)					
Supplemental Information (continued)					
Average Realization Data United States	<u>3Q03</u>	<u>2Q03</u>	<u>1Q03</u>	<u>4Q02</u>	<u>3Q02</u>
ExxonMobil					
Crude (\$/B) Natural Gas (\$/kCF)	25.70 5.01	23.81 5.22	29.33 6.20	23.65 3.87	24.26 2.92
Benchmarks	20.40	00.00	0.4.00	00.00	00.00
WTI (\$/B) ANS-WC (\$/B)	30.18 28.83	29.02 27.05	34.06 33.23	28.20 26.75	28.32 27.32
Henry Hub (\$/MBTU)	4.97	5.40	6.58	3.99	3.16
Non-U.S. ExxonMobil					
Crude (\$/B) Natural Gas (\$/kCF)	27.25 3.50	25.39 3.75	30.65 4.04	25.86 3.37	25.76 2.72
European NG (\$/kCF)	3.65	3.92	4.03	3.55	3.01
Benchmarks					
Brent (\$/B)	28.41	26.03	31.51	26.78	26.95
Capital and Exploration Expenditures, \$M Upstream					
United States Non-U.S.	539 2,440	526 2,395	489 2,295	584 2,297	619 2,069
Total	2,979	2,921	2,784	2,881	2,688
<b>Downstream</b> United States	312	333	308	324	257
Non-U.S. Total	356 668	380 713	273 581	515 839	377 634
Chemicals, Administrative and Discontinued Operations United States	94	107	63	151	139
Non-U.S.	97	90	68 131	154 305	102
Total					
Total Capital and Exploration Expenditures	3,838	3,831	3,496	4,025	3,563
Exploration Expense Charged to Income, \$M  Consolidated - United States	38	39	35	57	49
- Non-U.S. Non-consolidated - ExxonMobil share - United States	184 0	138 1	107 0	249 0	107 0
- Non-U.S.	3	4	12	33	0
Total Exploration Expense Charged to Income	225	182	154	339	156
Effective Income Tax Rate	40.3%	39.8%	36.4%	34.8%	43.3%
Common Shares Outstanding (millions) At quarter end	6 610	6,652	6 670	6,700	6,729
Average	6,610 6,619	6,654	6,679 6,683	6,712	6,740
Average - assuming dilution	6,652	6,687	6,714	6,755	6,787
Cash Flows from Operations and Asset Sales (\$G)  Net cash provided by operating activities	5.7	7.3	8.7	5.1	7.5
Sales of subsidiaries. investments and PP&E	0.2	0.3	1.3	1.7	0.2

Cash flows from operations and asset sales

7 /

10.0

6.8

The above numbers reflect ExxonMobil's current estimate of volumes and realizations given data available as of the end of the third quarter of 2003. 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.