## **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 29, 2004

## Exxon Mobil Corporation (Exact name of registrant as specified in its charter)

13-5409005

(State or other jurisdiction of incorporation)	(Commission File Number)	(I.R.S. Employer Identification No.)	
	<b>5959 LAS COLINAS BOULEVAI</b> (Address of principal executive office		
	(Registrant's telephone number, inc	cluding area code): <b>(972) 444-1000</b>	

1-2256

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

**New Jersey** 

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 January 29, 2004, announcing fourth quarter 2003 results, a copy of which is included as Exhibit 99.1, and furnishes the information in the related 4Q03 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 29, 2004 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 January 29, 2004, announcing fourth quarter 2003 results.
99.2	4Q03 Investor Relations Data Summary.

## **ExxonMobil**

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

FOR IMMEDIATE RELEASE THURSDAY, JANUARY 29, 2004

## EXXON MOBIL CORPORATION ANNOUNCES ESTIMATED FOURTH QUARTER AND 2003 RESULTS

Not Income	<u>Fourth</u> 2003	Quarter 2002	<u>Twelve</u> 2003	<u>2002</u>
Net Income  \$ Millions	6,650	4,090	21,510	11,460
\$ Per Common Share Assuming Dilution	1.01	0.60	3.23	1.68
Earnings Excluding Merger Effects, Discontinued Operations, Accounting Change and Other Special Items				
\$ Millions \$ Per Common Share	4,420	3,790	17,030	11,501
Assuming Dilution	0.68	0.56	2.56	1.69
Revenue - \$ Millions	65,952	56,211	246,738	204,506
Capital & Exploration Expenditures - \$ Millions	4,360	4,025	15,525	13,955

IRVING, TX, January 29 -- Exxon Mobil Corporation today reported fourth quarter results. Net income was \$6,650 million (\$1.01 per share), an increase of \$2,560 million from the fourth quarter of 2002, and included a special item of \$2,230 million relating to the settlement of a long-running U.S. tax dispute. Excluding merger effects, discontinued operations and special items, earnings increased \$630 million from the fourth quarter of 2002.

Revenue for the fourth quarter of 2003 totaled \$65,952 million compared with \$56,211 million in 2002. Capital and exploration expenditures of \$4,360 million in the fourth quarter of 2003 were up \$335 million compared with last year.

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

"Strong fourth quarter earnings continued to reflect the improved results we have seen throughout 2003.

"ExxonMobil's full year 2003 net income was a record \$21,510 million. Full year 2003 earnings excluding special items and a required accounting change in the first quarter were also a record at \$17,030 million, representing much stronger results in all areas of the business.

"Fourth quarter upstream earnings were \$3,269 million, an increase of \$267 million from 2002 results.

The increase in earnings reflected higher average crude and natural gas prices.

"Liquids volumes increased 4% in the quarter due to production from new projects in West Africa and Norway. On an oil-equivalent basis, production was down 1% with contributions from new projects more than offset by natural field decline of both oil and gas.

"Plans for long-term capacity increases remain on track as reflected by strong liquids volumes growth in the fourth quarter and higher capital spending, which for the year is up over 15%. "Downstream earnings of \$736 million, were down \$85 million from last year's fourth quarter reflecting weaker marketing results.

"Chemicals earnings of \$476 million increased \$400 million from last year's fourth quarter due to improved margins and favorable foreign exchange effects.

"ExxonMobil continued its active investment program in the fourth quarter, spending \$4,360 million on capital and exploration projects, compared with \$4,025 million last year, reflecting continued growth in upstream spending.

"During the quarter, the corporation acquired 50 million shares at a gross cost of \$1,832 million to offset the dilution associated with benefit plans and to reduce common stock outstanding."

Additional comments on earnings for the major operating segments follow:

### Fourth Quarter 2003 vs. Fourth Quarter 2002

Upstream earnings were \$3,269 million, up \$267 million from the fourth quarter 2002, reflecting higher crude oil and natural gas realizations.

Liquids production of 2,595 kbd (thousands of barrels per day) increased 4% from 2,497 kbd in the fourth quarter of 2002. Higher production from new projects in West Africa and Norway, and reduced OPEC quota restrictions, were partly offset by natural field decline in mature areas.

Fourth quarter natural gas production was 10,858 mcfd (millions of cubic feet per day) compared with 11,667 mcfd last year. Contributions from new projects and work

programs were more than offset by lower demand and operational outages at partner operated facilities in Europe, natural field decline in mature areas and reduced entitlement effects.

Earnings from U.S. upstream operations were \$856 million, up \$99 million. Non-U.S. upstream earnings of \$2,413 million were \$168 million higher than last year.

Downstream earnings of \$736 million were down \$85 million from the fourth quarter of last year reflecting weaker marketing results. Petroleum product sales were 8,237 kbd, 220 kbd higher than last year's fourth quarter.

U.S. downstream earnings were \$384 million, down \$19 million. Non-U.S. downstream earnings of \$352 million were \$66 million lower than last year's fourth quarter.

Chemicals earnings of \$476 million were up \$400 million from last year due to stronger margins, reduced operating expenses, favorable foreign exchange effects and positive inventory impacts. Prime product sales of 6,692 kt (thousands of metric tons) were up 78 kt.

Corporate and financing expenses of \$61 million, excluding the special tax settlement item, decreased by \$48 million. During the period, the company continued to benefit from favorable tax related items.

During the fourth quarter of 2003, Exxon Mobil Corporation purchased 50 million shares of its common stock for the treasury at a gross cost of \$1,832 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 6,610 million at the end of the third quarter of 2003 to 6,568 million at the end of the fourth 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.

## Full Year 2003 vs. Full Year 2002

Net income of \$21,510 million (\$3.23 per share) was a record and increased \$10,050 million from 2002. Excluding a required accounting change, special items, merger effects and discontinued operations, earnings of \$17,030 million (\$2.56 per share) were also a record and were \$5,529 million higher than 2002. Net income for 2003 included a \$550 million positive impact for the required adoption of FAS 143 relating to accounting for asset retirement obligations. Net income also included one-time special items of \$2,230 million relating to the positive settlement of a long-running U.S. tax dispute and \$1,700 million from a gain on the transfer of shares in Ruhrgas AG, a German gas transmission company. Net income for 2002 included \$275 million of after-tax merger expenses, \$449 million in earnings from discontinued operat ions 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 \$12,802 million increased \$2,989 million due to higher liquids and natural gas realizations. Excluding the effects of operational outages in the North Sea and West Africa, the national strike in Venezuela and price related entitlement effects, total oil and natural gas producible volumes were up 1%. Actual oil-equivalent production, including these impacts, was down 1%.

Liquids production of 2,516 kbd increased 20 kbd from 2002. Higher production in West Africa, Norway and Canada and lower OPEC-driven quota constraints, were partly 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 10,119 mcfd decreased 333 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 2003 were \$3,905 million, an increase of \$1,381 million. Earnings outside the U.S., excluding the effects of special items, were \$8,897 million, \$1,608 million higher than last year.

Downstream earnings of \$3,516 million increased by \$2,216 million from 2002 reflecting higher worldwide refining and marketing margins. Petroleum product sales of 7,957 kbd compared with 7,757 kbd in 2002.

U.S. downstream earnings were \$1,348 million, up \$655 million. Non-U.S. downstream earnings of \$2,168 million were \$1,561 million higher than last year.

Chemicals earnings of \$1,432 million were up \$602 million from 2002 due to improved margins and favorable foreign exchange effects. Prime product sales of 26,567 kt were down 39 kt.

Corporate and financing expenses, excluding special items, of \$720 million increased by \$278 million mainly due to higher U.S. pension costs.

During 2003, Exxon Mobil Corporation purchased 163 million shares of its common stock for the treasury at a gross cost of \$5,881 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 January 29, 2004. To listen to the event live or in archive, go to our website at www.exxonmobil.com.

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 fourth 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** FOURTH QUARTER 2003 (millions of dollars, except per share amounts)

	<u>Fourth</u>	Quarter	<u>Twelve</u>	e <u>Months</u>
	2003	2002	2003	2002
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)	65,952	56,211	246,738	204,506
	56,574	50,794	214,772	186,996
	\$9,378	\$5,417	\$31,966	\$17,510
	2,728	1,727	11,006	6,499
	<b>\$6,650</b>	<b>\$3,690</b>	<b>\$20,960</b>	<b>\$11,011</b>
	0	400	0	449
	0	0	550	0
	<b>\$6,650</b>	<b>\$4,090</b>	<b>\$21,510</b>	<b>\$11,460</b>
Net income per common share (dollars) Income from continuing operations Discontinued operations Accounting change Net income	1.01	0.54	3.16	1.62
	0.00	0.06	0.00	0.07
	0.00	0.00	0.08	0.00
	\$1.01	\$0.60	\$3.24	\$1.69
Net income per common share - assuming dilution (dollars) Income from continuing operations Discontinued operations Accounting change Net income	1.01	0.54	3.15	1.61
	0.00	0.06	0.00	0.07
	0.00	0.00	0.08	0.00
	\$1.01	\$0.60	\$3.23	\$1.68

(continued)

# ATTACHMENT I (continued) EXXON MOBIL CORPORATION FOURTH QUARTER 2003 (millions of dollars, except per share amounts)

	<u>Fourt</u>	<u>h Quarter</u>	Twelve Month		
OTHER FINANCIAL DATA	<u>2003</u>	2002	<u>2003</u>	<u>2002</u>	
OTHER FINANCIAL DATA					
Dividends on common stock					
Total	\$1,649	\$1,545	\$6,515	\$6,217 \$0.92	
Per common share	\$0.25	\$0.23	\$0.98	Φ0.92	
Millions of common shares outstanding					
At December 31	0.500	0.740	6,568	6,700	
Average Average-assuming dilution	6,580 6,612	6,712 6,755	6,634 6,662	6,753 6,803	
Average-assuming dilution	0,012	0,733	0,002	0,000	
Shareholders' equity at December 31			\$89,972	\$74,597	
Capital employed at December 31			\$102,105	\$88,698	
Income and other taxes					
Income taxes	2,728	1,727	11,006	6,499	
Excise taxes	6,228	5,816 9,380	23,855 40,107	22,040 35,746	
All other taxes Total taxes	10,726 \$19,682	\$16,923	\$74,968	\$64,285	
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ExxonMobil's share of income taxes	4004	<b>#0.4</b> F	<sub>ው</sub>	<u></u> ተ770	
of equity companies:	\$321	\$245	\$983	\$778	

## **ATTACHMENT II**

## EXXON MOBIL CORPORATION FOURTH QUARTER 2003 FUNCTIONAL EARNINGS

(millions of dollars)

		<u>h Quarter</u>		e Months
Net Income (U.S. GAAP) Upstream	<u>2003</u>	<u>2002</u>	<u>2003</u>	<u>2002</u>
United States	856	757	3,905	2,524
Non-U.S. Downstream	2,413	2,245	10,597	7,074
United States	384	403	1,348	693
Non-U.S.	352	418	2,168	607
Chemicals United States	212	71	381	384
Non-U.S.	264	5	1,051	446 (442)
Corporate and financing Merger expenses	2,169 0	(109) (100)	1,510 0	(275)
Income from continuing operations	6,650	3,69 <b>0</b>	<b>20,960</b> 0	<b>11,011</b> 449
Discontinued operations Accounting change	0 0	400 0	550	0
Net income (U.S. GAAP)	\$6,650	\$4,090	\$21,510	\$11,460
Merger Effects, Discontinued Operations, Acco	unting Chan	ige and Othe	r Special Items	3
Upstream	0	0	1 700	(215)
Non-U.S. Corporate and financing	0 2,230	0 0	1,700 2,230	` Ó
Merger expenses	0	(100) 400	0	(275) 449
Discontinued operations Accounting change	0 0	0	550	0
Corporate total	\$2,230	\$300	\$4,480	(\$41)
Earnings Excluding Merger Effects, Discontinue	ed Operation	ns,		
Accounting Change and Other Special Items	-			
Upstream United States	856	757	3,905	2,524
Non-U.S.	2,413	2,245	8,897	7,289
Downstream United States	384	403	1,348	693
Non-U.S.	352	418	2,168	607
Chemicals United States	212	71	381	384
Non-U.S.	264	5	1,051	446
Corporate and financing Corporate total	(61) <b>\$4,420</b>	(109) <b>\$3,790</b>	(720) <b>\$17,030</b>	(442) <b>\$11,501</b>
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## ATTACHMENT III

## EXXON MOBIL CORPORATION FOURTH QUARTER 2003

		th Quarter		<u>ve Months</u>
Net production of crude oil and natural gas liquids, thousands of barrels daily (kbd)	<u>2003</u>	<u>2002</u>	<u>2003</u>	2002
United States Canada Europe Asia-Pacific Africa Other Non-U.S. Worldwide	607 364 589 236 500 299 2,595	650 375 603 246 352 271 2,497	610 363 579 237 442 285 2,516	681 349 592 260 349 265 2,496
Natural gas production available for sale, millions of cubic feet daily (mcfd)				
United States Canada Europe Asia-Pacific Other Non-U.S. Worldwide	2,038 994 5,467 1,711 648 10,858	2,264 987 5,782 2,015 619 11,667	2,246 943 4,498 1,803 629 10,119	2,375 1,024 4,463 2,019 571 10,452
Oil-equivalent production (koebd)*	4,405	4,442	4,203	4,238

(continued)

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

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

Detroloum product coloc (khd)	<u>Fourt</u>	h Quarter	<u>Twelve</u>	e Months
	2003	2002	2003	2002
Petroleum product sales (kbd) United States Canada Europe Asia-Pacific Other Non-U.S. Worldwide	2,912	2,810	2,729	2,731
	622	622	602	593
	2,102	2,097	2,061	2,042
	1,693	1,581	1,675	1,503
	908	907	890	888
	8,237	8,017	7,957	7,757
Gasolines, naphthas Heating oils, kerosene, diesel Aviation fuels Heavy fuels Specialty products Total	3,342	3,224	3,238	3,176
	2,568	2,406	2,432	2,292
	673	698	662	691
	662	680	638	604
	992	1,009	987	994
	8,237	8,017	7,957	7,757
Refinery throughput (kbd) United States Canada Europe Asia-Pacific Other Non-U.S. Worldwide	1,874	1,811	1,806	1,834
	445	446	450	447
	1,626	1,548	1,566	1,539
	1,345	1,449	1,390	1,379
	313	282	298	244
	5,603	5,536	5,510	5,443
Chemical product revenue (\$ millions) United States Non-U.S. Worldwide	\$2,448 \$4,036 \$6,484	\$2,247 \$3,101 \$5,348	\$10,163 \$15,090 \$25,253	\$8,713 \$11,597 \$20,310
Chemical prime product sales, thousands of metric tons (kt) United States Non-U.S. Worldwide	2,717 3,975 6,692	2,783 3,831 6,614	10,740 15,827 26,567	11,386 15,220 26,606

## ATTACHMENT IV

## **EXXON MOBIL CORPORATION** FOURTH QUARTER 2003 (millions of dollars)

	<u>Fourt</u> 2003	h Quarter 2002	<u>Twelve</u> 2003	e <u>Months</u> 2002
Capital and Exploration Expenditures				
Upstream				
United States	571 2,733	584 2,297	2,125 9,863	2,357 8,037
Non-U.S. Total	2,733 3,304	2,881	11,988	10,394
Downstream	201	224	1 244	980
United States Non-U.S.	291 528	324 515	1,244 1,537	1,470
Total	819	839	2,781	2,450
Chemicals, administrative and discontinued operations				
United States	133	151	397	620
Non-U.S. Total	104 237	154 305	359 756	491 1,111
	_		<b>415 505</b>	
Worldwide	\$4,360	\$4,025	\$15,525	\$13,955
Exploration expenses charged to income included above				
Consolidated affiliates				
United States	144	57	256	220
Non-U.S. Equity companies - ExxonMobil share	306	249	735	679
United States	0	0	1	0
Non-U.S. Worldwide	6 \$456	33 \$339	25 \$1,017	39 \$938

## ATTACHMENT V EXXON MOBIL CORPORATION NET INCOME **NET INCOME**

		<u>\$ Millions</u>	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><li>Fourth Quarter</li><li>Year</li></ul>	7,040 4,170 3,650 6,650 \$21,510	1.05 0.63 0.55 1.01 \$3.24

4Q03 INVESTOR RELATIONS DATA SUMMARY (PAGE 1 of 3)

4QU3 INVESTOR RELATIONS DATA SUMMARY (PAGE 1 01 3)					
Net Income (U.S. GAAP), \$M	<u>4Q03</u>	<u>3Q03</u>	<u>2Q03</u>	<u>1Q03</u>	<u>4Q02</u>
Upstream	<b>a</b> = -				
United States	856	883	907	1,259	757
Non-U.S.	<u>2,413</u>	<u>1,819</u>	<u>1,931</u>	<u>4,434</u>	<u>2,245</u>
Total	3,269	2,702	2,838	5,693	3,002
Downstream	20.4	074	44.0	474	400
United States	384	371	419	174	403
Non-U.S.	<u>352</u>	<u>540</u>	<u>727</u>	<u>549</u>	<u>418</u>
Total	736	911	1,146	723	821
Chemicals	212		400	4.0	
United States	212	25	128	16	71
Non-U.S.	<u>264</u>	<u>205</u>	<u>311</u>	<u>271</u>	<u>5</u>
Total	476	230	439	287	76
Corporate and financing	2,169	(193)	(253)	(213)	(109)
Merger expenses	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	(100)
Income from continuing operations	6,65 <del>0</del>	3,65 <del>0</del>	4,170	6,49 <del>0</del>	3,690
Discontinued operations	0	0	0	0	400
Accounting change	0	0	0	550	0
Net income (U.S. GAAP)	6,650	3,650	4,170	7,040	4,090
Net income per common share (U.S. GAAP)	1.01	0.55	0.63	1.05	0.60
Net income per common share					
- assuming dilution (U.S. GAAP)	1.01	0.55	0.62	1.05	0.60
Merger Effects, Discontinued Operations, Accounting Change and Other S	special Items \$M				
Upstream					
United States	0	0	0	0	0
Non-U.S.	<u>0</u>	<u>0</u>	<u>0</u>	<u>1,700</u>	<u>0</u>
Total	0	0	0	1,700	0
Downstream					
United States	0	0	0	0	0
Non-U.S.	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total	0	0	0	0	0
Chemicals					
United States	0	0	0	0	0
Non-U.S.	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total	0	0	0	0	0
Corporate and financing	2,230	0	0	0	0
Merger expenses	0	0	0	0	(100)
Discontinued operations	0	0	0	0	400
Accounting change	0	0	0	550	0
Corporate total	2,230	0	0	2,250	300
Earnings Ex. Merger Effects, Discontinued Operations, Accounting Chang	e and Other Speci	al Items \$M			
Upstream					
United States	856	883	907	1,259	757
Non-U.S.	<u>2,413</u>	<u>1,819</u>	<u>1,931</u>	<u>2,734</u>	<u>2,245</u>
Total	3,269	2,702	2,838	3,993	3,002
Downstream					
United States	384	371	419	174	403
Non-U.S.	<u>352</u>	<u>540</u>	<u>727</u>	<u>549</u>	<u>418</u>
Total	736	911	1,146	723	821
Chemicals					
United States	212	25	128	16	71
Non-U.S.	<u>264</u>	<u>205</u>	<u>311</u>	<u>271</u>	<u>5</u>
Total	476	230	439	287	7 <del>6</del>
Corporate and financing	(61)	(193)	(253)	(213)	(109)
Corporate total	4,420	3,650	4,170	4,790	3,790
EPS ex Merger Effects/Discontinued Operations/Accounting					
Change/Special Items	0.00	0.55	0.00	0.71	0.50
- assuming dilution	0.68	0.55	0.62	0.71	0.56
EXXON MOBIL CORPORATION					

4Q03 INVESTOR RELATIONS DATA SUMMARY (PAGE 2 of 3)

## Supplemental Information (continued)

Benchmarks

Net production of crude oil and	<u>4Q03</u>	<u>3Q03</u>	<u>2Q03</u>	<u>1Q03</u>	<u>4Q02</u>
natural gas liquids, kbd United States	607	595	603	633	650
Canada	364	370	372	347	375
Europe	589	541	565	621	603
Asia-Pacific	236	241	241	232	246
Africa	500	456	399	414	352
Other Non-U.S.	<u>299</u>	<u>282</u>	<u>297</u>	<u>257</u>	<u>271</u>
Total liquids production	2,595	2,485	2,477	2,504	2,497
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Natural gas production available					
for sale, mcfd					
United States	2,038	2,179	2,362	2,408	2,264
Canada	994	943	906	931	987
Europe	5,467	2,711	3,524	6,321	5,782
Asia-Pacific	1,711	1,860	1,890	1,752	2,015
Other Non-U.S.	648	<u>630</u>	<u>601</u>	634	619
Total natural gas production available for sale	10,858	8,323	9,283	12,046	11,667
Total worldwide liquids and gas production, koebd	4,405	3,872	4,024	4,512	4,442
Refinery throughput, kbd					
United States	1,874	1,850	1,815	1,683	1,811
Canada	445	451	459	447	446
Europe	1,626	1,598	1,573	1,464	1,548
Asia-Pacific	1,345	1,364	1,347	1,506	1,449
Other Non-U.S.	<u>313</u>	<u>292</u>	<u>297</u>	<u>290</u>	<u>282</u>
Total refinery throughput	5,603	5,555	5,491	5,390	5,536
Petroleum product sales, kbd	0.040	0.700	0.700	0.550	0.010
United States	2,912	2,722	2,706	2,573	2,810
Canada	622	591	580	613	622
Europe	2,102	2,092	2,064	1,986	2,097
Asia-Pacific	1,693	1,637	1,566	1,805	1,581
Other Non-U.S.	<u>908</u>	<u>889</u>	<u>879</u>	<u>882</u>	<u>907</u>
Total petroleum product sales	8,237	7,931	7,795	7,859	8,017
Gasolines, naphthas	3,342	3,308	3,263	3,035	3,224
Heating oils, kerosene, diesel	2,568	2,360	2,284	2,517	2,406
Aviation fuels	673	672	643	660	698
Heavy fuels	662	622	623	640	680
Specialty products	<u>992</u>	<u>969</u>	<u>982</u>	<u>1,007</u>	<u>1,009</u>
Total petroleum product sales	8,237	7,931	7,795	7,859	8,017
rotal potroloum product dates	0,201	7,001	1,100	7,000	0,011
Chemicals product revenue, \$M					
United States	\$2,448	\$2,630	\$2,486	\$2,599	\$2,247
Non-U.S.	4,036	3,594	3,629	<u>3,831</u>	<u>3,101</u>
Total chemicals product revenue	\$6,484	\$6,224	\$6,115	\$6,430	\$5,348
Chemicals prime product sales, kt					
United States	2,717	2,664	2,509	2,850	2,783
Non-U.S.	<u>3,975</u>	<u>3,996</u>	<u>3,826</u>	<u>4,030</u>	<u>3,831</u>
Total chemicals prime product sales	6,692	6,660	6,335	6,880	6,614
EXXON MOBIL CORPORATION					
4Q03 INVESTOR RELATIONS DATA SUMMARY (PAGE 3 of 3)					
Supplemental Information (continued)					
Average Realization Data	<u>4Q03</u>	3Q03	<u>2Q03</u>	1Q03	<u>4Q02</u>
United States				<u></u>	
ExxonMobil					
Crude (\$/B)	26.73	25.70	23.81	29.33	23.65
Natural Gas (\$/kCF)	4.59	4.92	5.22	6.19	3.87

WTI (\$/B) ANS-WC (\$/B) Henry Hub (\$/MBTU)	31.16 29.44 4.58	30.18 28.83 4.97	29.02 27.05 5.40	34.06 33.23 6.58	28.20 26.75 3.99
	4.30	4.51	3.40	0.56	3.99
Non-U.S.					
ExxonMobil Crude (\$/B)	28.11	27.25	25.39	30.65	25.86
Natural Gas (\$/kCF)	4.08	3.52	3.75	4.04	3.37
European NG (\$/kCF)	4.38	3.64	3.92	4.03	3.55
Benchmarks					
Brent (\$/B)	29.41	28.41	26.03	31.51	26.78
Capital and Exploration Expenditures, \$M					
Upstream		=00		400	=0.4
United States	571	539	526	489	584
Non-U.S. Total	<u>2,733</u> 3,304	<u>2,440</u> 2,979	<u>2,395</u> 2,921	<u>2,295</u> 2,784	<u>2,297</u> 2,881
Downstream	3,304	2,919	2,921	2,704	2,001
United States	291	312	333	308	324
Non-U.S.	<u>528</u>	<u>356</u>	<u>380</u>	<u>273</u>	<u>515</u>
Total	<del>819</del>	668	713	581	839
Chemicals, Administrative and Discontinued Operations					
United States	133	94	107	63	151
Non-U.S.	<u>104</u>	<u>97</u>	<u>90</u>	<u>68</u>	<u>154</u>
Total	237	191	197	131	305
Total Capital and Exploration Expenditures	4,360	3,838	3,831	3,496	4,025
Exploration Expense Charged to Income, \$M					
Consolidated - United States	144	38	39	35	57
- Non-U.S.	306	184	138	107	249
Non-consolidated - ExxonMobil share - United States	0	0	1	0	0
- Non-U.S.	<u>6</u>	<u>3</u>	<u>4</u>	<u>12</u>	<u>33</u>
Total Exploration Expense Charged to Income	456	225	182	154	339
Effective Income Tax Rate, %	31.4%	40.3%	39.8%	36.4%	34.8%
Common Shares Outstanding (millions)					
At quarter end	6,568	6,610	6,652	6,679	6,700
Average	6,580	6,619	6,654	6,683	6,712
Average - assuming dilution	6,612	6,652	6,687	6,714	6,755
Cash Flows from Operations and Asset Sales (\$G)					
Net cash provided by operating activities	6.8	5.7	7.3	8.7	5.1
Sales of subsidiaries, investments and PP&E	<u>0.5</u>	<u>0.2</u>	<u>0.3</u>	<u>1.3</u>	<u>1.7</u>
Cash flows from operations and asset sales	7.3	5.9	7.6	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 fourth 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.