

Analytics Reports Available on 500 Different
U.S. Industries. Updated and Republished Frequently.



PR  **Plunkett Research,® Ltd.**
Our Market Research = Your Smart Decisions

PLUNKETT'S INDUSTRY ANALYTICS™

ANALYTICS, DEEP FINANCIAL
BENCHMARKS, METRICS AND
REVENUE FORECASTS

WE SOLVE DATA NEEDS!

➤ I Need Historic Market Growth



• 7-Year History

➤ I Need Market Size Forecasts



• 7-Year Forecasts

➤ I need Financial Metrics, Averages and Ratios



• Complete Financial Metrics & Analytics

➤ I need Profit Margins and EBITDA



• Profits, Margins, COGS, EBITDA

➤ I Need Benchmarks for Top Firms



• Top Firms Analyzed and Compared

➤ I need Deep Data on a Niche Industry



• Covering 500 Industry Sectors

User-Friendly Tools

Each 60 to 70-Page Report Starts With an Industry Summary

- ✓ Market Size by Revenues, Latest Year
- ✓ Growth-Rate, Latest Year
- ✓ CAGR Past 8 Years
- ✓ Market Size Projection 7 years
- ✓ CAGR Next 7 Years

Industry Summary

NAIC	211000
Title	Oil and Gas Exploration & Production Industry (U.S.)
Revenues (Latest available year)	\$290,280,771,253
Employees (Latest available year)	117,700
Annual Revenue Growth Rate (Latest available year)	15.00 %
CAGR*, Estimated (Latest available year)	0.77 %
Revenues (Latest available year)	\$502,768,021,535
CAGR*, Estimated (Latest available year)	4.30 %

* Compound Annual Growth Rate

Revenues, Historical and Projected

NAIC **211000**

Title **Oil and Gas Exploration & Production Industry (U.S.)**

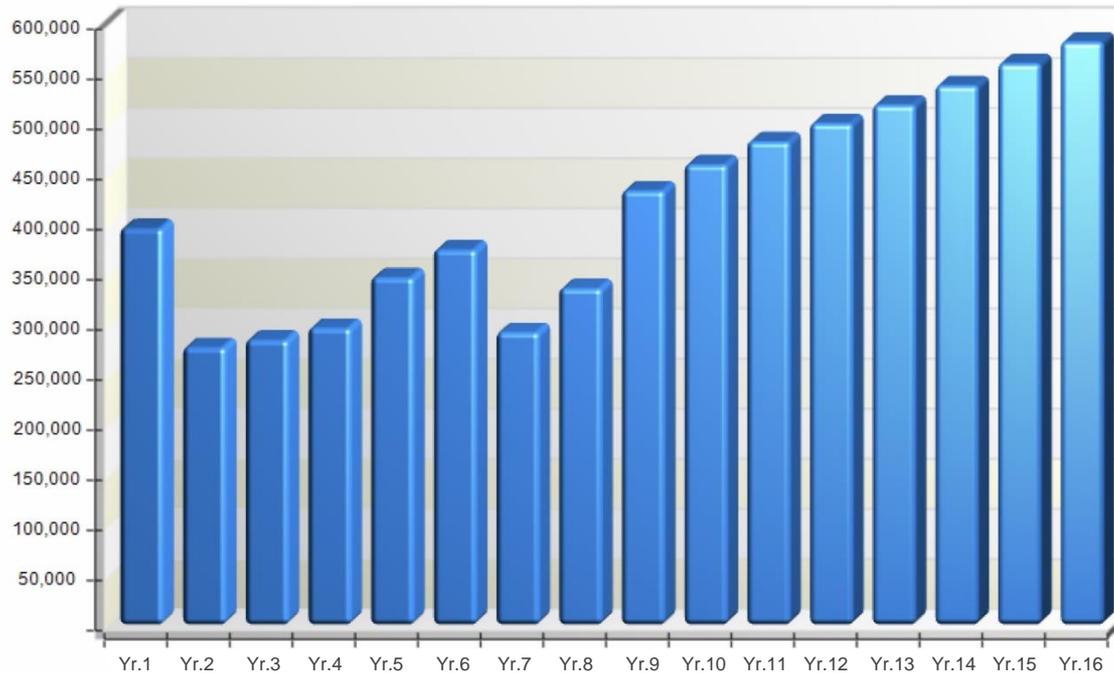
Revenues - Historical (Millions of \$)

	Yr.1	Yr.2	Yr.3	Yr.4	Yr.5	Yr.6	Yr.7	Yr.8
Revenues	\$395,955	\$277,169	\$284,614	\$296,558	\$346,973	\$374,731	\$292,290	\$336,133
Growth Rate, Revenues		-30.00 %	2.69 %	4.20 %	17.00 %	8.00 %	-22.00 %	15.00 %

Revenues - Projected (Millions of \$)

	Yr.1	Yr.2	Yr.3	Yr.4	Yr.5	Yr.6	Yr.7	Yr.8
Revenues	\$433,612	\$459,629	\$482,610	\$500,785	\$519,318	\$538,629	\$560,648	\$582,185
Growth Rate, Revenues	29.00 %	6.00 %	5.00 %	3.77 %	3.70 %	3.72 %	4.09 %	3.84 %

Revenues (Millions of \$)



Deep History of Employment

Hard-to-find data includes revenues per employee and revenues per average firm.

We also provide market size history and projections.

Employment and Establishments

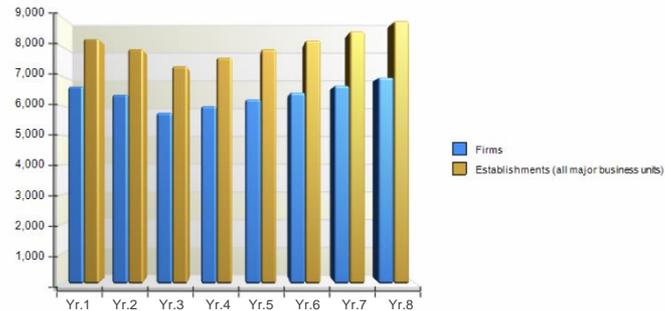
(Where Available)

NAIC	211000
Title	Oil and Gas Exploration & Production Industry (U.S.)

Industry Population Analyzed, U.S.

	Yr.1	Yr.2	Yr.3	Yr.4	Yr.5	Yr.6	Yr.7	Yr.8
Firms	6,646	6,373	5,760	5,987	6,212	6,442	6,682	6,955
Establishments (all major business units)	8,256	7,906	7,330	7,618	7,905	8,198	8,503	8,850
Employees	197,700	191,700	180,000	146,000	142,300	143,600	129,800	117,700
Growth Rate, Employees	52.31 %	-3.03 %	-6.10 %	-18.89 %	-2.53 %	0.91 %	-9.61 %	-9.32 %

Industry Population (Whole Number)

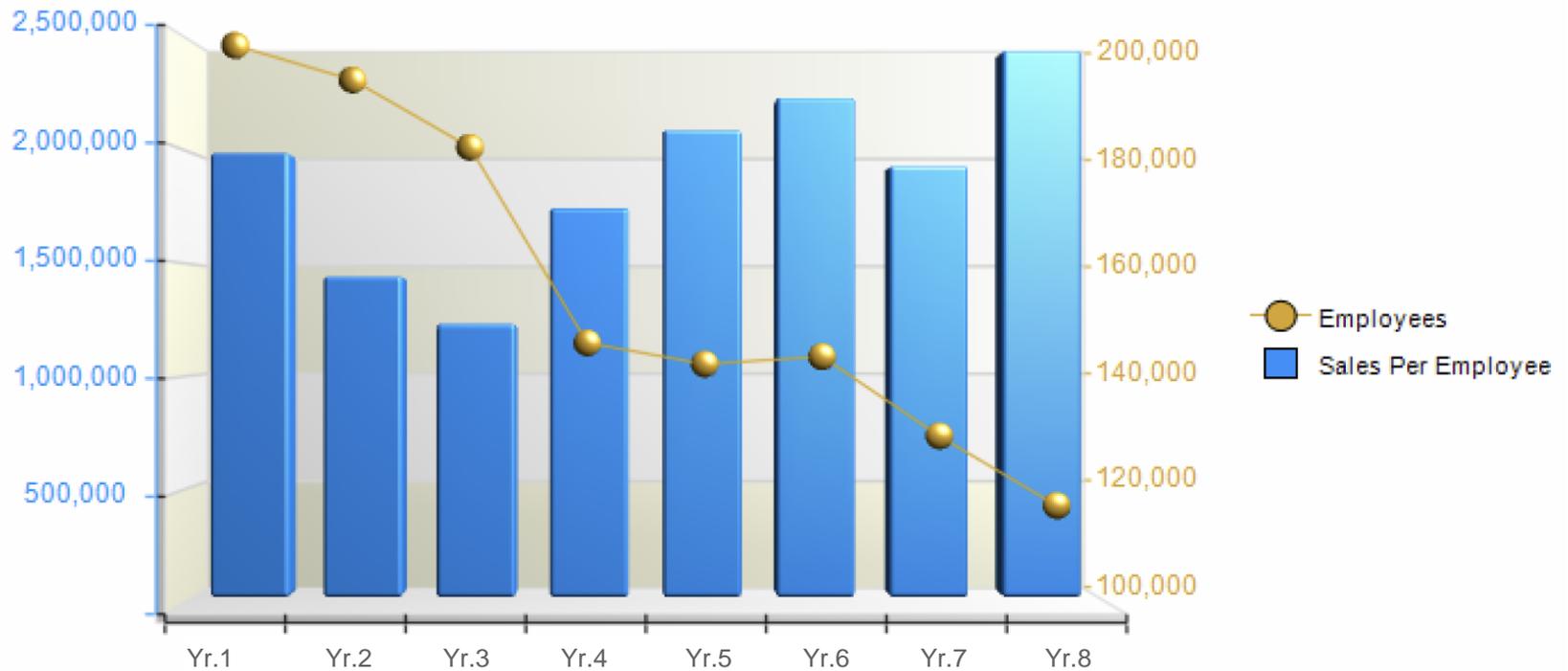


Average Annual U.S. Sales (Whole Number)

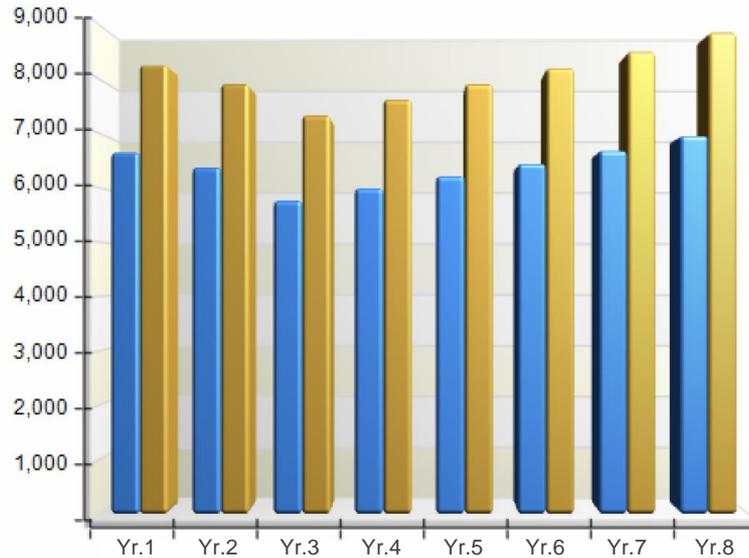
Year	Per Firm	Per Establishment (all major business units)
Yr.1	\$59,577,992	\$47,959,706
Yr.2	\$43,491,093	\$35,058,023
Yr.3	\$38,495,657	\$30,250,339
Yr.4	\$42,779,240	\$33,616,429
Yr.5	\$48,235,219	\$37,903,801
Yr.6	\$50,234,950	\$39,475,213
Yr.7	\$37,778,469	\$29,686,765
Yr.8	\$41,738,981	\$32,798,981

Sales Per Employee

Annual Sales Per Employee (Whole Number), Employees (Whole Number)



Sales Per Firm



Average Annual Sales
(Whole Number)

■ Firms
■ Establishments (all major business units)

Annual Sales Per U.S. Employee (Whole Number)

Year	Per Employee
Year 1	\$2,002,809
Year 2	\$1,445,846
Year 3	\$1,231,861
Year 4	\$1,754,136
Year 5	\$2,105,703
Year 6	\$2,253,572
Year 7	\$1,944,669
Year 8	\$2,466,277

Industry Results, Publicly-Held Companies (U.S.) Averages

Average of Companies Reporting \$200,000 or More in Recent Revenues

NAIC **211000**

Title **Oil and Gas Exploration & Production Industry (U.S.)**

Income Statement (Whole \$) **Note: Delays in reporting may affect latest year.**

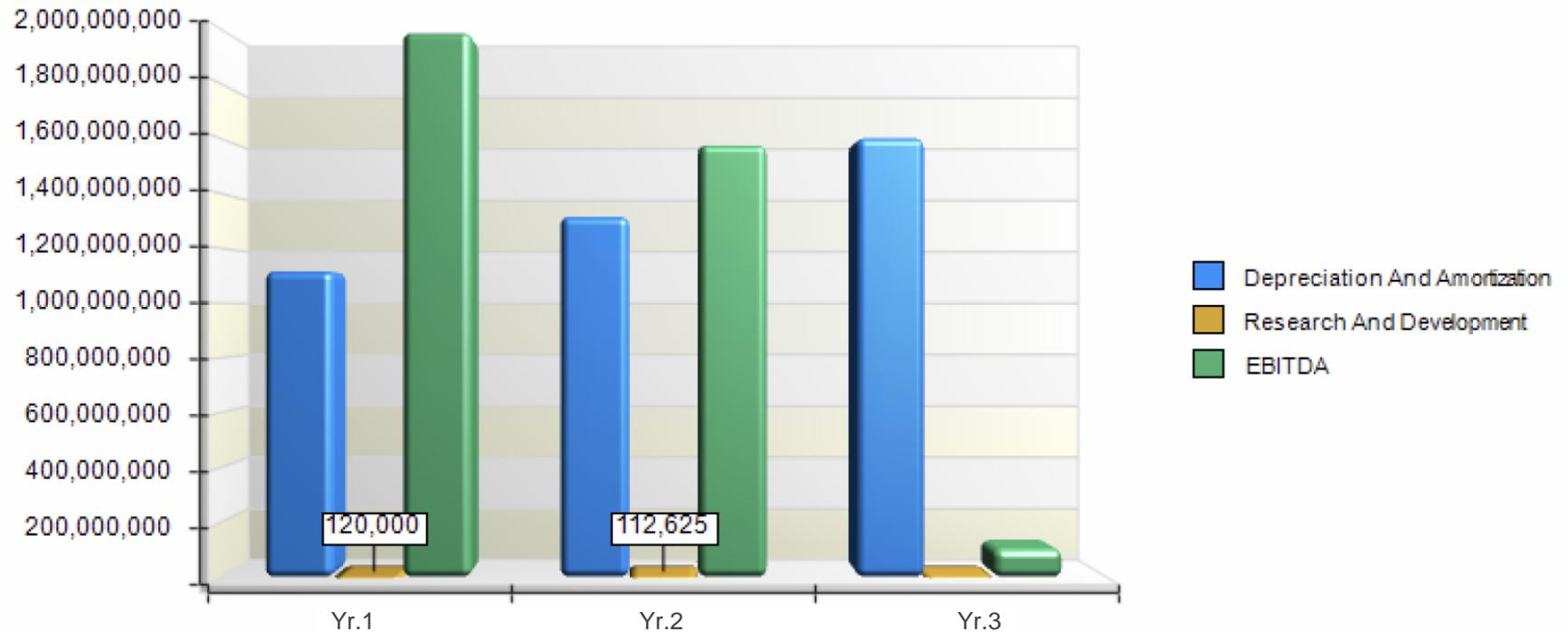
\$USD, In whole numbers, except marked %	Latest Year Average of 81 Companies	Year 2 Average of 81 Companies	Year 3 Average of 81 Companies	Year 4 Average of 82 Companies	Year 5 Average of 84 Companies	Year 6 Average of 84 Companies	Year 7 Average of 81 Companies
Total Revenue	6,127,191,838	5,076,715,793	6,118,821,308	7,397,207,093	6,652,143,945	4,576,346,333	8,039,446,554
Cost Of Revenue	5,703,192,341	4,936,239,427	5,381,868,948	6,302,913,308	5,983,624,704	4,793,927,552	6,571,265,825
%	90.78	96.03	84.70	84.17	89.95	104.75	81.74
Gross Profit	1,569,989,000	1,181,977,494	1,876,759,140	2,576,515,389	1,968,749,085	686,576,488	3,099,345,029
%	24.99	22.99	29.54	34.41	29.60	15.00	38.55
Operating Expenses							
SGA Expense	353,530,605	322,163,342	338,499,079	374,780,843	374,299,776	304,590,965	354,200,010
%	5.63	6.27	5.33	5.00	5.63	6.66	4.41
R&D Expense	-	-	0	120,000	112,625	0	486,492
%	-	-	0.00	0.00	0.00	0.00	0.01
Other Operating Expenses	1,086,120,545	905,175,996	932,113,507	857,496,606	727,968,125	693,286,154	846,727,878
%	17.29	17.61	14.67	11.45	10.94	15.15	10.53
Restructuring and Merger/Acquisition Costs	23,866,532	29,266,391	10,074,978	16,263,598	112,694,051	96,828,501	47,431,468
%	0.38	0.57	0.16	0.22	1.69	2.12	0.59
Amortization	609,772	732,249	509,210	222,261	231,695	150,305	90,890
%	0.01	0.01	0.01	0.00	0.00	0.00	0.00
Total Operating Expenses	1,463,517,682	1,256,605,729	1,280,687,564	1,248,541,047	1,214,961,952	1,094,705,620	1,248,359,356
%	23.30	24.45	20.16	16.67	18.26	23.92	15.53
Operating Income	(89,399,306)	(235,042,883)	355,529,746	937,086,101	465,291,986	(493,114,795)	1,403,737,962
%	-1.42	-4.57	5.60	12.51	6.99	-10.78	17.46
Misc Other Special Charges	-	-	-	-	-	-	-
%	-	-	-	-	-	-	-
Interest Expense	119,518,831	128,266,836	130,255,603	132,202,430	146,011,222	148,614,591	152,301,858
%	1.90	2.50	2.05	1.77	2.19	3.25	1.89

Multi-Year Financial Averages for the Industry's:

- Income Statement
- Balance Sheet
- Cash Flow Statement
- A Complete History!

Historic EBITDA

Other Costs and EBITDA (Whole Number \$)



Top Companies Ranked

Top Companies Ranked, U.S.

Latest year available data

This list may include private companies in the following categories: Total Revenue, Employee Count and Net Income.
Also, the list may include companies in closely related sectors.

NAIC 211000

Title Oil and Gas Exploration & Production Industry (U.S.)

Approximate Market Cap

1. Exxon Mobil Corporation (ExxonMobil)	441,421,100,000
2. Chevron Corporation	343,174,300,000
3. ConocoPhillips Company	145,332,000,000
4. Occidental Petroleum Corporation	80,870,840,000
5. EOG Resources Inc	80,219,320,000
6. Pioneer Natural Resources Company	67,250,080,000
7. Devon Energy Corporation	49,434,000,000
8. APA Corporation	39,264,680,000
9. Hess Corporation	38,307,080,000
10. Continental Resources Inc	30,017,660,000

Employee Count

1. Exxon Mobil Corporation (ExxonMobil)	74,900
2. Chevron Corporation	42,595
3. Shell Oil Company	35,000
4. Occidental Petroleum Corporation	11,678
5. ConocoPhillips Company	9,900
6. CNX Gas Corporation	8,630
7. Anadarko Petroleum Corporation	4,500
8. Hunt Consolidated Inc	4,500
9. Cornwall Resources Inc	3,740
10. Pioneer Southwest Energy Partners LP	3,667

Total Revenue

1. Exxon Mobil Corporation (ExxonMobil)	276,692,008,960
2. Chevron Corporation	155,606,007,808
3. ConocoPhillips Company	45,828,001,792
4. Occidental Petroleum Corporation	25,955,999,744
5. EOG Resources Inc	19,669,000,192
6. Pioneer Natural Resources Company	17,870,000,128
7. Devon Energy Corporation	12,206,000,128
8. Ovinliv Inc	8,657,999,872
9. APA Corporation	7,984,999,936
10. Hess Corporation	7,472,999,936

Net Income

1. Exxon Mobil Corporation (ExxonMobil)	23,040,000,000
2. Chevron Corporation	15,625,000,000
3. ConocoPhillips Company	8,079,000,000
4. Devon Energy Corporation	2,813,000,000
5. Occidental Petroleum Corporation	2,322,000,000
6. Diamondback Energy Inc	2,182,000,000
7. Pioneer Natural Resources Company	2,118,000,000
8. Continental Resources Inc	1,660,968,000
9. Ovinliv Inc	1,416,000,000
10. Coterra Energy Inc	1,158,000,000

3-Year Revenue Growth (%)

1. Riley Exploration Permian Inc	225.64
2. PetroTal Corp	147.60
3. Hillcrest Petroleum Ltd	128.66
4. AXP Energy Ltd	76.90
5. Callon Petroleum Company	51.54
6. Civitas Resources Inc	49.83
7. Diamondback Energy Inc	46.18
8. Kimbell Royalty Partners LP	38.66
9. Earthstone Energy Inc	36.40
10. Mexco Energy Corporation	34.84
53. Exxon Mobil Corporation (ExxonMobil)	-0.32

3-Year Income Growth (%)

1. PDC Energy Inc	536.76
2. APA Corporation	205.01
3. Kolibri Global Energy Inc	137.20
4. Spindletop Oil & Gas Company	57.78
5. Cub Energy Inc	38.96
6. Diamondback Energy Inc	37.14
7. Pioneer Natural Resources Company	29.38
8. Matador Resources Co	28.73
9. Coterra Energy Inc	27.63
10. San Juan Basin Royalty Trust	26.01
21. Exxon Mobil Corporation (ExxonMobil)	3.40

Return on Assets (%)

1. Sabine Royalty Trust	5.44
2. Permian Basin Royalty Trust	4.55
3. San Juan Basin Royalty Trust	4.40
4. North European Oil Royalty Trust	3.96
5. MV Oil Trust	1.23
6. Cross Timbers Royalty Trust	0.95
7. Cub Energy Inc	0.75
8. Dominion Resources Black Warrior Trust	0.69
9. Kolibri Global Energy Inc	0.59
10. Dorchester Minerals LP	0.58
44. Exxon Mobil Corporation (ExxonMobil)	0.07

Return on Equity (%)

1. Permian Basin Royalty Trust	29.15
2. North European Oil Royalty Trust	13.51
3. San Juan Basin Royalty Trust	8.16
4. Sabine Royalty Trust	6.12
5. Cub Energy Inc	2.48
6. Barnwell Industries Inc	1.68
7. Cross Timbers Royalty Trust	1.24
8. MV Oil Trust	1.23
9. VAALCO Energy Inc	0.80
10. Kolibri Global Energy Inc	0.75
41. Exxon Mobil Corporation (ExxonMobil)	0.14

Return on Invested Capital (%)

1. Permian Basin Royalty Trust	29.15
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Includes a List of Companies Used for Industry Averages

For hundreds of NAIC Industry Codes:

- Industry revenues
- Company count
- Employee count
- Historical revenues
- Benchmarks
- Financial metrics
- Revenue forecasts

Company	Symbol	Employees	Latest Year Revenue	Year Two Revenue	City	State	Country	NAICS
Abraxas Petroleum Corporation	NAS:AXAS	62		\$43,043,000	San Antonio	TX	United States	211111
Amplify Energy Corp	NYS:AMPY	210	\$342,916,000	\$202,144,000	Houston	TX	United States	211110
Antero Resources Corporation	NYS:AR	519	\$5,790,758,912	\$3,083,905,024	Denver	CO	United States	211111
APA Corporation	NAS:APA	2,253	\$7,984,999,936	\$4,434,999,808	Houston	TX	United States	211111
AXP Energy Ltd	PINX:AUNXF		\$4,112,122	\$409,982	Sydney	CO	United States	211111
Barnwell Industries Inc	ASE:BRN	36	\$18,113,000	\$18,347,000	Honolulu	HI	United States	211111
Berry Corp	NAS:BRY	1,224	\$701,348,992	\$406,052,000	Houston	TX	United States	211111
California Resources Corp	NYS:CRC	970	\$2,564,999,936		Los Angeles	CA	United States	211111
Callon Petroleum Company	NYS:CPE	303	\$2,045,030,016	\$1,033,147,008	Houston	TX	United States	211111
Camber Energy Inc	ASE:CEI	9	\$401,222	\$150,814	Houston	TX	United States	211111
Centennial Resource Development Inc	NAS:CDEV	195	\$1,029,891,968	\$580,456,000	Denver	CO	United States	211110
Chesapeake Energy Corporation	NAS:CHK	1,300		\$5,209,999,872	Oklahoma City	OK	United States	211111
Chesapeake Granite Wash Trust	PINX:CHKR		\$8,697,000	\$4,947,000	Houston	TX	United States	211111
Chevron Corporation	NYS:CVX	42,595	\$155,606,007,808	\$94,470,995,968	San Ramon	CA	United States	211111
Civitas Resources Inc	NYS:CIVI		\$930,614,016	\$218,090,000	Denver	CO	United States	211120
CKX Lands Inc	ASE:CKX	1	\$744,545	\$671,944	Lake Charles	LA	United States	211111
CNX Resources Corporation	NYS:CNX	441	\$2,389,524,992	\$1,084,995,968	Canonsburg	PA	United States	211111

Compare Top Publicly-Held Companies to Industry Average

NAIC 211000

Title Oil and Gas Exploration & Production Industry (U.S.)

* Note: If 2020 data is not available, we are providing the previous year instead.

Top Companies Compared to Each Other and to the Industry Average

- Income Statement
- Balance Sheet
- Cash Flow Statement

Group Number 1						
Income Statement (Whole \$), % = Percent of Total Revenues						
\$USD, In whole numbers, except marked %	Exxon Mobil Corporation (ExxonMobil)	Chevron Corporation	ConocoPhillips Company	Occidental Petroleum Corporation	EOG Resources Inc	Industry Average of 74 Companies
Total Revenue	178,574,000,128	94,470,995,968	18,784,000,000	17,809,000,448	9,873,999,872	8,870,310,247
Cost Of Revenue	211,805,995,008	107,296,997,376	31,060,000,768	18,105,999,360	5,344,999,936	7,061,362,313
Gross Profit	64,886,001,664	48,308,998,144	14,768,000,000	7,849,999,872	14,323,999,744	3,302,729,845
Operating Expenses						
General & Administrative Costs	-	-	-	-	511,000,000	85,181,438
SGA Expense	9,573,999,616	4,014,000,128	719,000,000	863,000,000	4,684,000,256	386,713,109
R&D Expense	-	-	-	-	-	-
Other Operating Expenses	31,293,000,704	28,114,999,296	1,977,999,936	2,168,999,936	2,026,999,808	896,678,340
Restructuring and Merger/Acquisition Costs	-	-	-	153,000,000	-	77,914,873
Amortization	-	-	-	-	-	90,890
Total Operating Expenses	40,867,000,320	32,128,999,424	2,696,999,936	3,184,999,936	6,711,000,064	1,361,306,322
Operating Income	24,018,999,296	16,179,999,744	12,071,000,064	4,664,999,936	7,613,000,192	1,515,699,255
Misc Other Special Charges	-	-	-	-	-	-

Company Profile

**EXXON MOBIL CORPORATION
(EXXONMOBIL) ([HTTPS://WWW.EXXONMOBIL.COM](https://www.exxonmobil.com))**

Ticker: XOM
Exchange: NYS
Year Established: 1882
Employees: 74,900
Fiscal Year Ends in December

Phone: 972 444-1000
Fax: 972 444-1348
Address: 5959 Las Colinas Boulevard
Irving, TX 75039-2298 United States

Types of Business	Industry Rank for Total Revenue
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Industry NAICS code: 211111

Oil & Gas Exploration & Production
Gas Refining & Supply
Fuel Marketing
Power Generation
Chemicals
Petroleum Products
Convenience Stores

1. Exxon Mobil Corporation (ExxonMobil)	276,692,008,960
2. Chevron Corporation	155,606,007,808
3. ConocoPhillips Company	45,828,001,792
4. Occidental Petroleum Corporation	25,955,999,744
5. EOG Resources Inc	19,669,000,192
6. Pioneer Natural Resources Company	17,870,000,128
7. Devon Energy Corporation	12,206,000,128
8. Ovintiv Inc	8,657,999,872
9. APA Corporation	7,984,999,936
10. Hess Corporation	7,472,999,936

Contacts	Description
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Darren Woods	CEO/Chairman of the Board/Director
Kathryn Mikells	CFO/Senior VP
Len Fox	Chief Accounting Officer/Controller/Vice President
Anders Runevad	Director
Kaisa Hietala	Director
Steven Kandarian	Director
Ursula Burns	Director
Gregory Goff	Director
Kenneth Frazier	Director
Joseph Hooley	Director
Alexander Karsner	Director
Jeffrey Ubben	Director
Michael Angelakis	Director
Angela Braly	Director
Susan Avery	Director
Craig Morford	General Counsel/Vice President
James Spellings	Other Corporate Officer/Treasurer/Vice President
Linda DuCharme	President, Subsidiary/Vice President
Stephen Littleton	Secretary/Vice President, Divisional
Neil Chapman	Senior VP
Jack Williams	Senior VP
Liam Mallon	Vice President
Karen McKee	Vice President
Ian Carr	Vice President
Theodore Wojnar	Vice President, Divisional

ExxonMobil is an integrated oil and gas company that explores for, produces, and refines oil around the world. In 2021, it produced 2.3 million barrels of liquids and 8.5 billion cubic feet of natural gas per day. At the end of 2021, reserves were 18.5 billion barrels of oil equivalent, 66% of which were liquids. The company is the world's largest refiner with a total global refining capacity of 4.6 million barrels of oil per day and one of the world's largest manufacturers of commodity and specialty chemicals.

Auditor: PricewaterhouseCoopers LLP
Legal Advisor:

For the Industry's Top Firms:

- Company Profile
- Leadership
- Historical Financials
- Business Discussion

6-Year Financial Summary for each Top Firm

Financials	Latest Year	Year Two	Year Three	Year Four	Year Five	Year Six
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\$USD, In whole numbers, except marked * or %

Financials	Latest Year	Year Two	Year Three	Year Four	Year Five	Year Six
Revenue	276,692,000,000	178,574,000,000	255,583,000,000	279,332,000,000	237,162,000,000	200,628,000,000
Cost of Revenue	211,806,000,000	170,447,000,000	199,625,000,000	211,599,000,000	180,800,000,000	156,927,000,000
Gross Margin %	23.45	4.55	21.89	24.25	23.77	21.78
R&D Expense	-	-	-	-	-	-
Operating Income	24,019,000,000	(29,448,000,000)	12,766,000,000	22,124,000,000	13,819,000,000	2,771,000,000
Operating Margin %	8.68	-16.49	4.99	7.92	5.83	1.38
SGA Expense	9,574,000,000	10,168,000,000	11,398,000,000	11,480,000,000	10,649,000,000	10,443,000,000
Net Income	23,040,000,000	(22,440,000,000)	14,340,000,000	20,840,000,000	19,710,000,000	7,840,000,000
Earnings Per Share	5.39	-5.25	3.36	4.88	4.63	1.88
Dividends	3.49	3.48	3.43	3.23	3.06	2.98
Book Value Per Share	-	-	44.85	44.93	43.00	41.13
Operating Cash Flow	48,129,000,000	14,668,000,000	29,716,000,000	36,014,000,000	30,066,000,000	22,082,000,000
Capital Expenditure	12,076,000,000	17,282,000,000	24,361,000,000	19,574,000,000	15,402,000,000	16,163,000,000
Free Cash Flow	36,053,000,000	(2,614,000,000)	5,355,000,000	16,440,000,000	14,664,000,000	5,919,000,000
Profitability						
EBITDA	52,788,000,000	18,284,000,000	39,884,000,000	50,464,000,000	39,168,000,000	30,730,000,000
Return on Assets %	-	-	-	-	-	-
Return on Equity %	-	-	-	-	-	-
Net Margin %	8.33	-12.57	5.61	7.46	8.31	3.91
Assets Turnover	0.82	0.51	0.72	0.80	0.70	0.60
Financial Leverage	2.01	2.12	1.89	1.81	1.86	1.97

Brands	Top Salaries			
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ExxonMobil	Name	Title	Salary (US\$)	Bonus (US\$)
Esso	Darren Woods	CEO/Chairman of the Board/Director	1,615,000	3,142,000
Exxon	Jack Williams	Senior VP	1,068,000	1,932,000
XTO	Neil Chapman	Senior VP	955,000	1,932,000
Mobil	Andrew Swiger	Former CFO/Former Senior VP	1,207,228	1,345,000
	Kathryn Mikells	CFO/Senior VP	437,500	1,932,000

Other Thoughts	Corporate Culture
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85% of Exxon Mobil's employees are covered by its health program, its benefits vary across global offices, but build on categories such as health, finance and life.

Buyers Include the World's top Consultancies, Corporations and Investment Firms

Plunkett Analytics Saves Countless Hours of Effort and Solves Unique Data Needs for Specific Types of Buyers:

Banks and Other Lenders



M&A Advisors and Appraisers



Professionals
at Investment Banks



Consulting and Accounting Firms



Private Equity Firms



Analysts, Hedge Fund Professionals



VP of Strategy Needing Deep, Industry-Specific Data

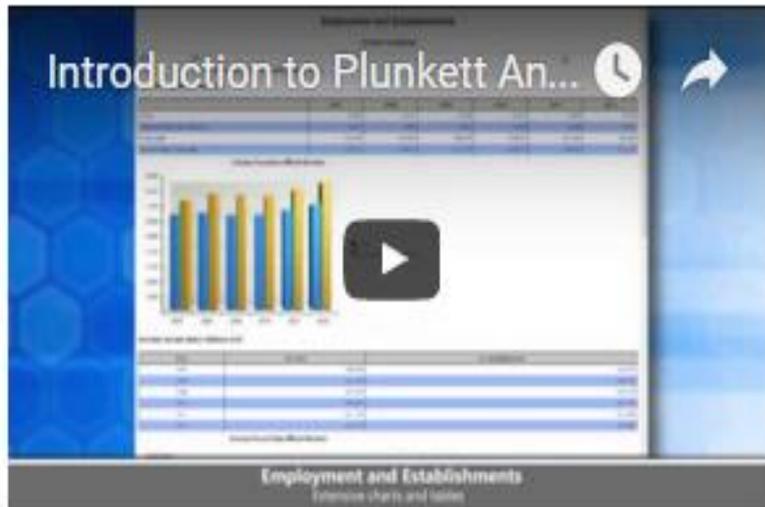


Helpful Videos

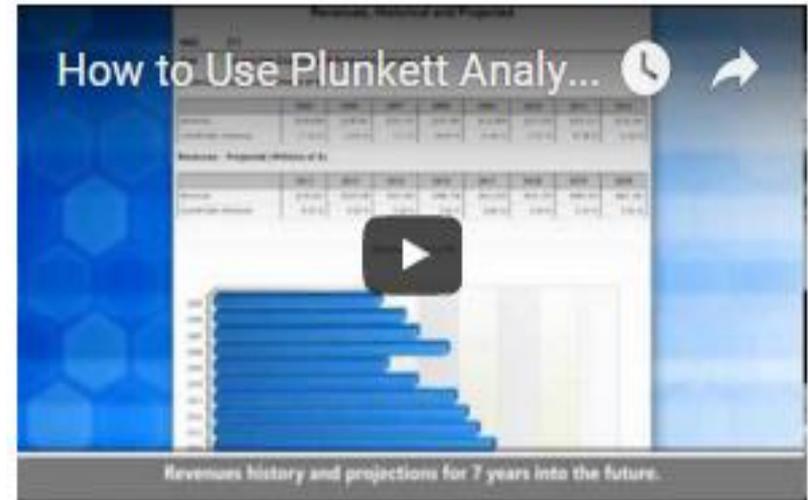
2-MINUTE VIDEO INTRODUCTION

6-MINUTE HOW-TO

Introduction to Plunkett Analytics Reports



How to Use Plunkett Analytics Reports



Our Market Research = Your Smart Decisions

Reports Available for All American Industries

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