

# PLUNKETT'S CORPORATE BENCHMARKS REPORTS™



**D**eep studies of individual Corporations:  
Analytics, Extensive Financial Metrics, and Benchmarks  
Against Industry Averages and Top Competitors

## Compare Top Publicly-Held Companies to Industry Average

**NAIC 210000**

**Title Mining, Including Oil & Gas Exploration Industry (U.S.)**

### Group Number 1

Income Statement (Whole \$), % = Percent of Total Revenues

| \$USD, In whole numbers,<br>except marked * or % | Chevron<br>Corporation | Exxon Mobil Corporation<br>(ExxonMobil) | Schlumberger<br>Limited | ConocoPhillips<br>Company | Industry Average of<br>156 Companies |
|--|------------------------|---|-------------------------|---------------------------|--------------------------------------|
| Total Revenue                                    | 139,864,997,888        | 255,582,994,432                         | 32,917,000,192          | 32,566,999,040            | 6,342,890,614                        |
| Cost Of Revenue                                  | 109,330,997,248        | 199,624,998,912                         | 28,720,001,024          | 23,253,999,616            | 5,155,311,156                        |
| Gross Profit                                     | 30,534,000,640         | 55,957,999,616                          | 4,196,999,936           | 9,313,000,448             | 1,574,986,652                        |
| <b>Operating Expenses</b>                        |                        |   |                         |                           |                                      |
| General & Administrative<br>Costs                | -                      | -                                       | 474,000,000             | -                         | 97,983,067                           |
| SGA Expense                                      | 4,143,000,064          | 11,397,999,616                          | 474,000,000             | 556,000,000               | 338,366,534                          |
| R&D Expense                                      | -                      | -                                       | 717,000,000             | -                         | 93,861,546                           |
| Other Operating Expenses                         | 26,291,000,832         | 31,794,000,896                          | 717,000,064             | 1,152,999,936             | 617,277,308                          |
| Restructuring and<br>Merger/Acquisition Costs    | -                      | -                                       | 0                       | -                         | 70,638,204                           |

## Core Benefits to Customers:

- Comprehensive financial performance benchmarking, including the Subject Company's
  - 1) Financial results
  - 2) Financial history
  - 3) Ratios
  - 4) Vital metrics
- Industry-specific comparative financial analysis and benchmarking of the Subject Company to:
  - 1) Deep financials of each of the leading firms in the Subject Company's primary industry
  - 2) Detailed, multi-year financial averages for all companies within the industry
  - 3) Rankings of the Subject Company against the top companies within the industry
- Profiles of the Subject Company and industry's leading firms

# PLUNKETT'S CORPORATE BENCHMARKS

## Typical Table of Contents:

### Analysis Summary of the Subject Company's Primary Industry, U.S. Data

- Industry revenues, employee count and growth rate (table)
- Top U.S. companies, by revenues (table)
- Industry employee population, current and historical (chart)
- Industry revenues, 8-year history and 8-year forecast, with CAGR (table and chart)

### Comparative Financial Benchmarks for the Subject Company by Industry Averages in a 6-year Time Series of Detailed Financials, U.S. Companies

- A. Detailed table of companies used in computing these averages
- B. Income statement averages
- C. Balance sheet averages
- D. Cash flow averages

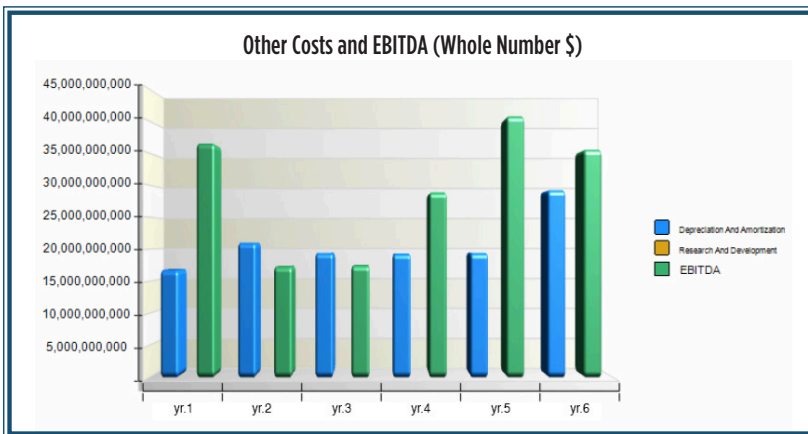
### Competitive Summary of Top Companies Within the Industry, Profiles & Ranks, Financial summaries, Ranks & Executive Lists for up to 10 Top U.S.- based Competitors

- A. Top companies within the industry ranked for key performance items
- B. Benchmarking of the Subject Company and its industry's leading firms to each other and to their industry's averages for all financial analysis metrics
  - Income statements, balance sheets and cash flow statements for the Subject Company and for each of the top companies compared to each other and to the overall industry average
- C. Corporate profiles, comparative analysis of the Subject Company and of the top companies within its industry, including executive listings and financial results

| \$USD, In whole numbers, except marked * or % | yr.1 Chevron Corporation | yr.2 Average of 180 Companies | yr.3 Chevron Corporation | yr.4 Average of 182 Companies | yr.5 Chevron Corporation | yr.6 Average of 177 Companies |
|---|--------------------------|-------------------------------|--------------------------|-------------------------------|--------------------------|-------------------------------|
| Total Revenue                                 | 134,673,997,824          | 4,941,372,674                 | 158,901,993,472          | 5,843,802,465                 | 139,864,997,888          | 5,592,003,368                 |
| Cost Of Revenue                               | 95,114,002,432           | 4,120,995,921                 | 113,996,996,608          | 4,600,227,140                 | 109,330,997,248          | 4,708,336,362                 |
| %   | 70.63                    | 80.14                         | 71.74                    | 77.85                         | 78.17                    | 84.20                         |
| Gross Profit                                  | 39,559,999,488           | 1,329,755,520                 | 44,905,000,960           | 1,719,214,705                 | 30,534,000,640           | 1,429,625,915                 |
| %   | 29.37                    | 25.86                         | 28.26                    | 29.10                         | 21.83                    | 25.57                         |
| <b>Operating Expenses</b>                     |                          |                               |                          |                               |                          |                               |
| SGA Expense                                   | 4,448,000,000            | 271,297,000                   | 3,838,000,128            | 316,101,098                   | 4,143,000,064            | 300,146,317                   |
| %   | 3.30                     | 5.28                          | 2.42                     | 5.35                          | 2.96                     | 5.37                          |
| R&D Expense                                   | -                        | 106,637,258                   | -                        | 91,631,292                    | -                        | 93,861,548                    |
| %   | -                        | 2.07                          | -                        | 1.55                          | -                        | 1.68                          |
| Other Operating Expenses                      | 32,631,998,464           | 584,145,674                   | 26,621,000,704           | 583,296,151                   | 26,291,000,832           | 540,873,141                   |
| %   | -                        | 11.96                         | -                        | 9.87                          | -                        | 9.67                          |
| Restructuring and Merger/Acquisition Costs    | -                        | 37,747,178                    | -                        | 22,606,733                    | -                        | 69,246,580                    |
| %   | -                        | 0.73                          | -                        | 0.38                          | -                        | 1.24                          |
| Amortization                                  | -                        | 2,236,193                     | -                        | 11,210,406                    | -                        | 9,748,757                     |
| %   | -                        | 0.04                          | -                        | 0.19                          | -                        | 0.17                          |

### AVERAGE COMPANY RESULTS FOR INCOME, BALANCE SHEET & CASH FLOW.

View a 6-year history of average results for all items.



### NUMEROUS CHARTS & TABLES

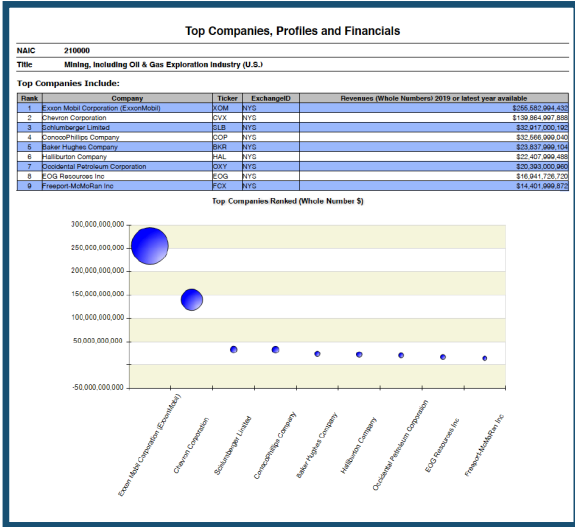
Compare vital metrics and benchmarks by utilizing advanced analytics and data visualization.

| Top Companies Ranked, U.S.  |   |
|---|---|
| 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  | 210000  |
| Title   | Mining, Including Oil & Gas Exploration Industry (U.S.) |
| <b>Approximate Market Cap</b>   |   |
| 1. Exxon Mobil  | 441,421,100,000   |
| 2. Chevron  | 247,956,800,000   |
| 3. ConocoPhillips   | 105,410,900,000   |
| 4. Occidental Petroleum   | 84,849,880,000  |
| 5. EOG Resources  | 74,862,150,000  |
| 6. Pioneer Natural Resources  | 54,347,940,000  |
| 7. Devon Energy   | 32,474,600,000  |
| 8. Hess   | 31,110,950,000  |
| 9. Concho Resources   | 30,590,250,000  |
| 10. Continental Resources   | 30,017,660,000  |
| <b>Employee Count</b>   |   |
| 1. Exxon Mobil Corporation (ExxonMobil)   | 74,900  |
| 2. Chevron Corporation  | 49,200  |
| 3. Shell Oil Company  | 35,000  |
| 4. Occidental Petroleum Corporation   | 14,400  |
| 5. ConocoPhillips Company   | 10,400  |
| 6. CHX Gas Corporation  | 8,630   |
| 7. Hunt Consolidated Inc  | 4,500   |
| 8. Anadarko Petroleum Corporation   | 4,500   |
| 9. Conrill Resources Inc  | 3,740   |
| 10. Pioneer Southwest Energy Partners LP  | 3,667   |
| <b>Total Revenue</b>  |   |
| 1. Exxon Mobil Corporation (ExxonMobil)   | 255,582,994,432   |
| 2. Chevron Corporation  | 139,864,997,888   |
| 3. ConocoPhillips Company   | 32,598,999,040  |
| 4. Occidental Petroleum Corporation   | 20,393,000,960  |
| 5. EOG Resources Inc  | 16,941,726,720  |
| 6. Pioneer Natural Resources Company  | 9,671,000,264   |
| 7. Shell Oil Company  | 9,450,000,000   |
| 8. Chesapeake Energy Corporation  | 8,488,999,936   |
| 9. Maverick Natural Resources LLC   | 6,734,110,000   |
| 10. Qvistiv Inc   | 6,728,000,128   |
| <b>Net Income</b>   |   |
| 1. Exxon Mobil Corporation (ExxonMobil)   | 14,340,000,000  |
| 2. ConocoPhillips Company   | 7,189,000,000   |
| 3. Chevron Corporation  | 2,924,000,000   |
| 4. Murphy Oil Corporation   | 1,149,732,000   |
| 5. Southwestern Energy Company  | 897,000,000   |
| 6. Continental Resources Inc  | 776,641,000   |
| 7. Pioneer Natural Resources Company  | 756,000,000   |
| 8. Cabot Oil & Gas Corporation  | 681,070,000   |
| 9. Marathon Oil Corporation   | 480,000,000   |
| 10. WPX Energy Inc  | 256,000,000   |
| <b>3-Year Revenue Growth (%)</b>  |   |
| 1. Petro River Oil Corp   | 165.47  |
| 2. Carbon Natural Gas Co  | 142.33  |
| 3. Magnolia Oil & Gas Corp  | 103.60  |
| 4. Diamondback Energy Inc   | 95.92   |
| 5. Ring Energy Inc  | 85.12   |
| 6. Houston American Energy Corporation  | 81.87   |
| 7. Eaststone Energy Inc   | 65.40   |
| 8. Comstock Resources Inc   | 63.55   |
| 9. Goodrich Petroleum Corporation   | 63.12   |
| 10. Parsley Energy Inc  | 62.35   |
| 61. Chevron Corporation   | 8.27  |
| <b>3-Year Income Growth (%)</b>   |   |
| 1. Gulf Coast Ultra Deep Royalty Trust  | 50.71   |
| 2. MV Oil Trust   | 37.95   |
| 3. Dineuler Minerals LP   | 36.02   |
| 4. VOC Energy Trust   | 34.60   |
| 5. Magnolia Oil & Gas Corp  | 32.72   |
| 6. OIH/OIL Energy Inc   | 22.35   |
| 7. Exxon Mobil Corporation (ExxonMobil)   | 22.30   |
| 8. Sabina Royalty Trust   | 17.03   |
| 9. CIXX Lands Inc   | 15.56   |
| 10. Haveli Royalty Trust  | 12.41   |
| 22. Chevron Corporation   | 12.41   |

### TOP COMPANIES RANKED

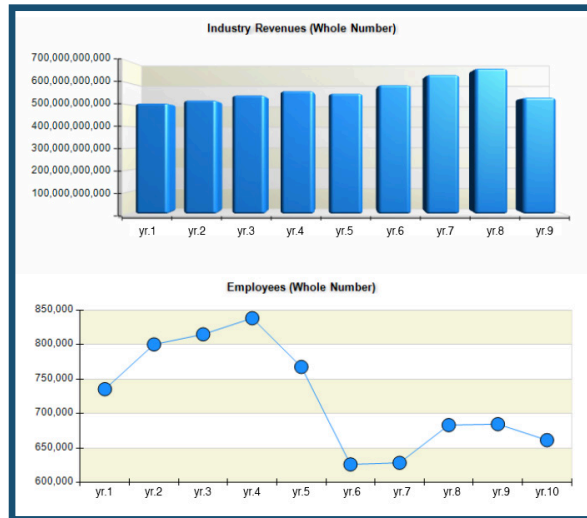
Company ranks for market capitalization, employees, revenues, net income, income growth, ROI, ROA, and ROIC.

# Available for ALL Publicly-Held U.S. Companies



Extensive Benchmarking of The Subject Company to its peers.

- All Income Statement, Cash Flow, and Balance Sheet Items



Includes Extensive Charts and Data Visualization.

Our charts will enable you to quickly grasp key trends.

**Revenues, Historical and Projected**

NAIC 210000  
Title Mining, Including Oil & Gas Exploration Industry (U.S.)

Revenues - Historical (Millions of \$)

|                       | yr.1      | yr.2      | yr.3      | yr.4      | yr.5      | yr.6      | yr.7 |
|-----------------------|-----------|-----------|-----------|-----------|-----------|-----------|------|
| Revenues              | \$606,457 | \$619,195 | \$641,939 | \$661,091 | \$650,751 | \$689,304 | \$63 |
| Growth Rate, Revenues |           | 2.72 %    | 4.38 %    | 3.70 %    | -2.00 %   | 7.00 %    | 8    |

Revenues - Projected (Millions of \$)

|                       | yr.1      | yr.2      | yr.3      | yr.4      | yr.5      |
|-----------------------|-----------|-----------|-----------|-----------|-----------|
| Revenues              | \$685,278 | \$614,542 | \$644,040 | \$674,954 | \$700,602 |
| Growth Rate, Revenues | 10.00 %   | 5.00 %    | 4.80 %    | 4.80 %    | 3.80 %    |

Industry Revenue Forecasts and History.

8-year history and 8-years forward.

**Compare Top Publicly-Held Companies to Industry Average**

NAIC 210000  
Title Mining, Including Oil & Gas Exploration Industry (U.S.)

Group Number 1

| USD, in whole numbers, except marked * or % | Chevron Corporation | Exxon Mobil Corporation (ExxonMobil) | Schlumberger Limited | CoscoPhillips Company | Industry Average of 156 Companies |
|---|---------------------|--------------------------------------|----------------------|-----------------------|-----------------------------------|
| Total Revenue                               | 139,864,997,858     | 255,562,994,432                      | 82,917,000,192       | 32,566,999,040        | 6,342,850,614                     |
| Cost Of Revenue                             | 109,330,997,248     | 199,624,999,912                      | 28,720,001,024       | 23,253,999,616        | 5,155,911,158                     |
| Gross Profit                                | 30,534,000,640      | 55,957,999,616                       | 4,196,999,898        | 9,313,000,448         | 1,574,866,852                     |
| Operating Expenses                          |                     |                                      |                      |                       |                                   |
| General & Administrative Costs              | -                   | -                                    | 474,000,000          | -                     | 97,983,067                        |
| SGA Expense                                 | 4,143,000,064       | 11,397,999,616                       | 474,000,000          | 596,000,000           | 338,386,534                       |
| R&D Expense                                 | -                   | -                                    | 717,000,000          | -                     | 93,861,546                        |
| Other Operating Expenses                    | 26,291,000,832      | 31,794,000,896                       | 717,000,064          | 1,152,999,936         | 617,277,308                       |
| Restructuring and Merger/Acquisition Costs  | -                   | -                                    | 0                    | -                     | 70,638,204                        |
| Amortization                                | -                   | -                                    | -                    | -                     | 12,924,015                        |

Operating Ratios.

Covers a broad range of income and expense item estimates, as a percentage of total revenues. Includes benchmark of this company to the average for its industry.