

Analytics Reports Available on 500 Different
U.S. Industries. UPDATED YEARLY.



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.)**

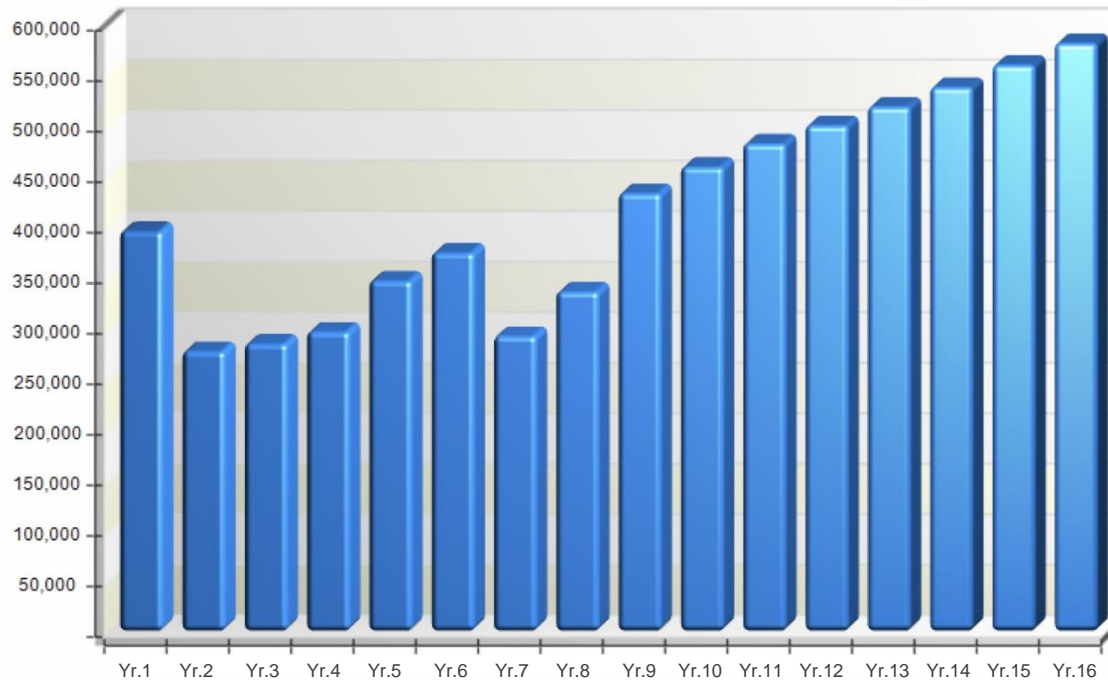
Revenues - Historical (Millions of \$)

| | 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

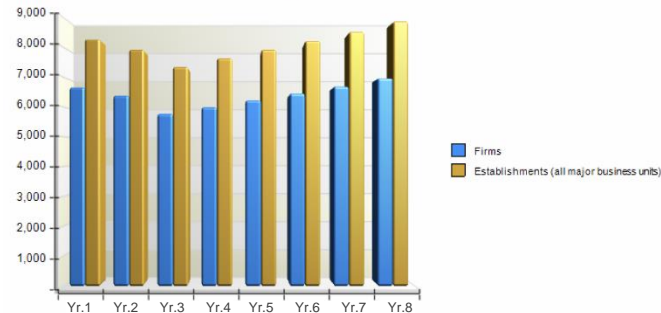
(Where Available)

| | |
|--------------|---|
| 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)

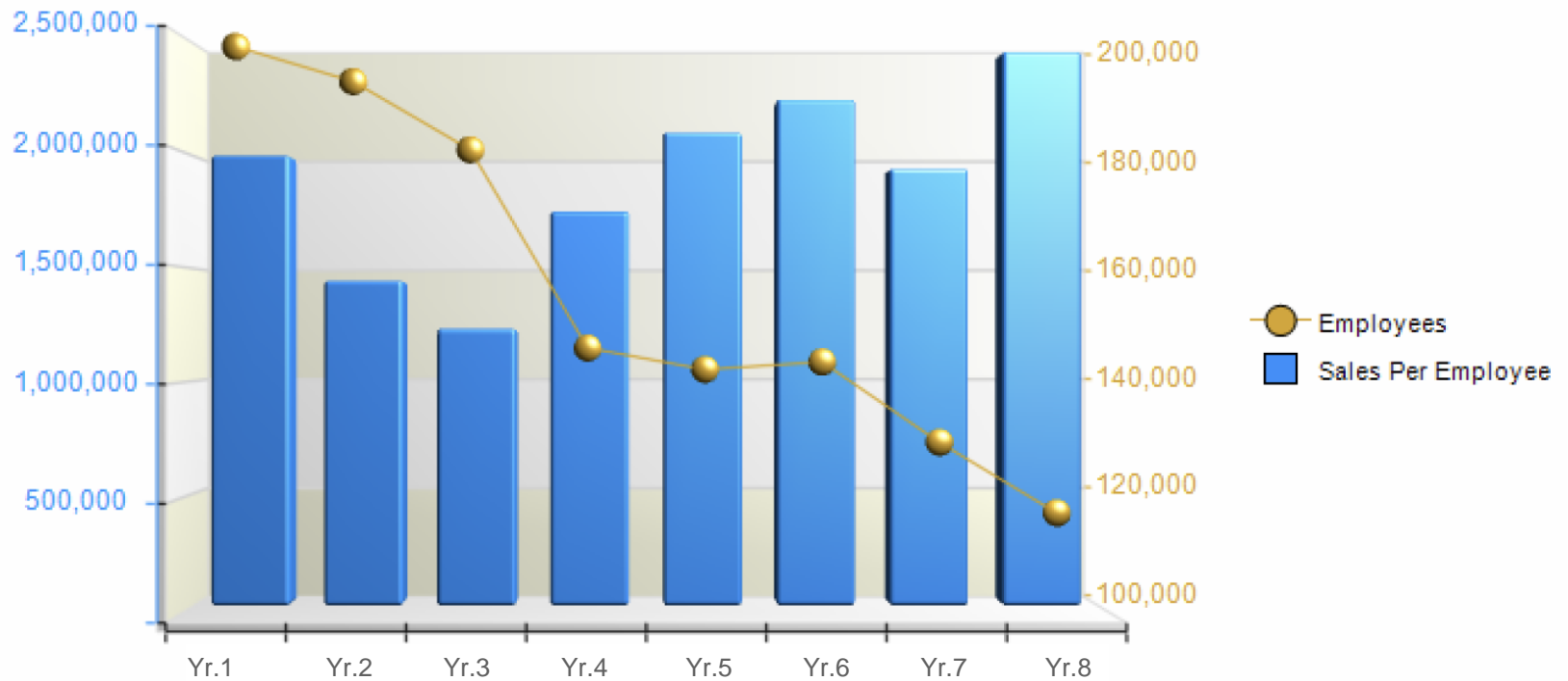


Average Annual U.S. Sales (Whole Number)

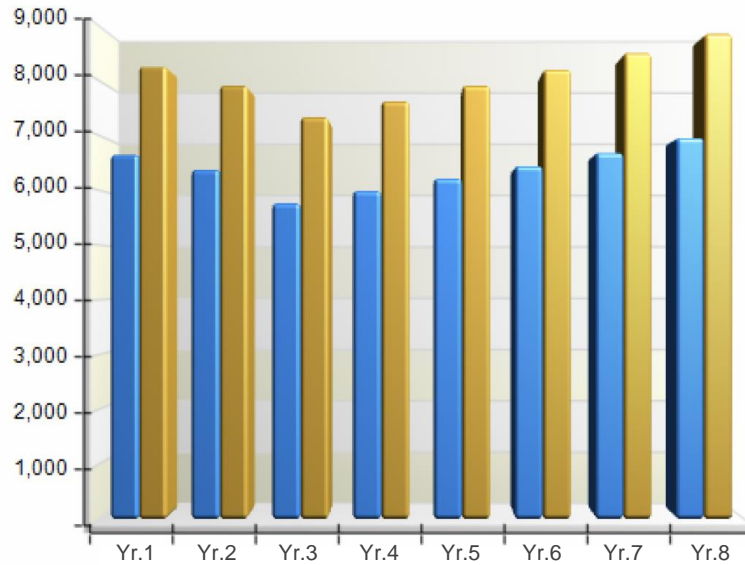
| Year | Per Firm | Per Establishment (all major business units) |
|------|--------------|--|
| Yr.1 | \$59,577,992 | \$47,959,706 |
| Yr.2 | \$43,491,093 | \$35,058,023 |
| Yr.3 | \$38,495,657 | \$30,250,339 |
| Yr.4 | \$42,779,240 | \$33,616,429 |
| Yr.5 | \$48,235,219 | \$37,903,801 |
| Yr.6 | \$50,234,950 | \$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.

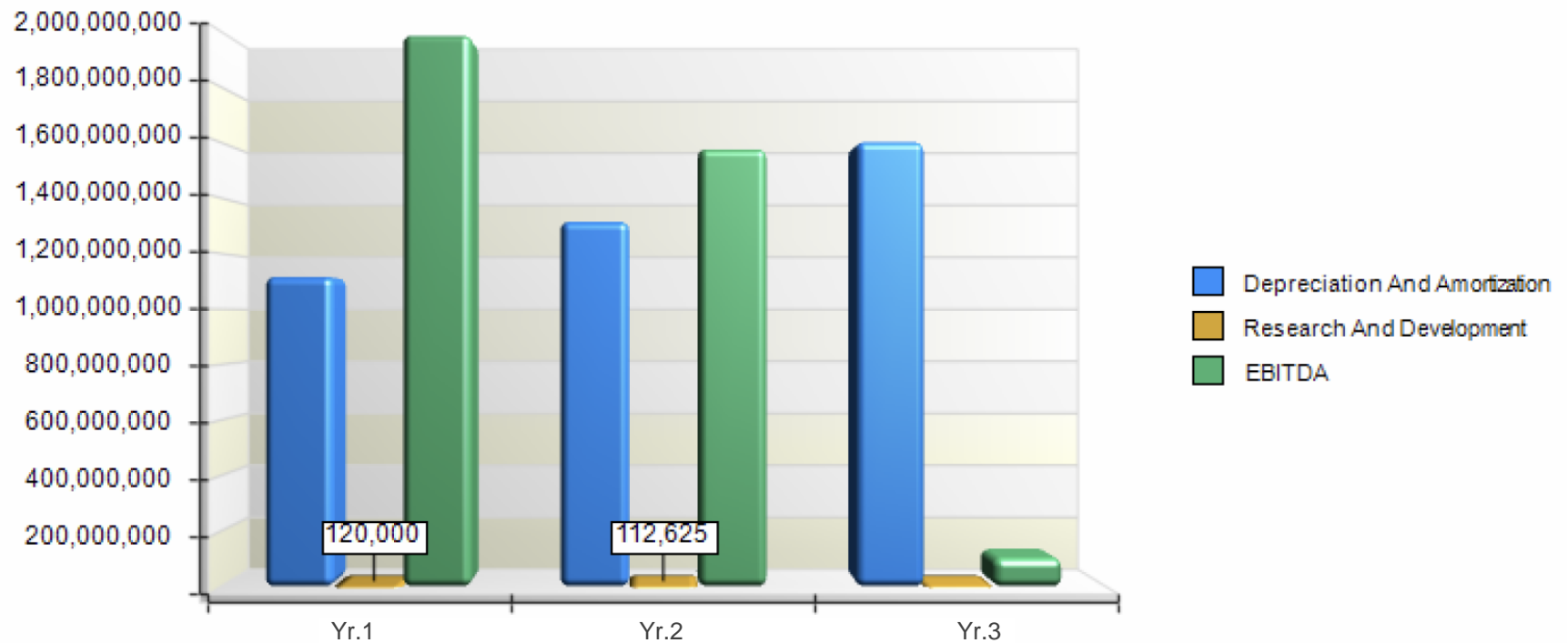
| \$USD, In whole numbers, except marked % | Latest Year Average of 81 Companies | Year 2 Average of 81 Companies | Year 3 Average of 81 Companies | Year 4 Average of 82 Companies | Year 5 Average of 84 Companies | Year 6 Average of 84 Companies | Year 7 Average of 81 Companies |
|--|-------------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|
| 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 |
|--------------------------------|-------|

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 |
|-------------------|---------------------------------|
|-------------------|---------------------------------|

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 |
|----------|-------------|
|----------|-------------|

| | |
|-------------------|--|
| 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 |
|------------|-------------|----------|------------|-----------|-----------|----------|
|------------|-------------|----------|------------|-----------|-----------|----------|

\$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 | | | |
|--------|--------------|--|--|--|
|--------|--------------|--|--|--|

| | | | | |
|------------|-----------------|------------------------------------|----------------------|---------------------|
| 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 |
|----------------|-------------------|
|----------------|-------------------|

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.

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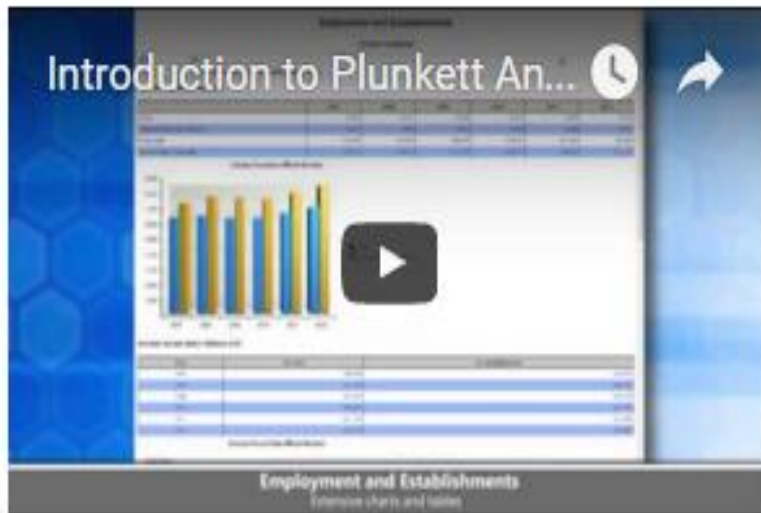


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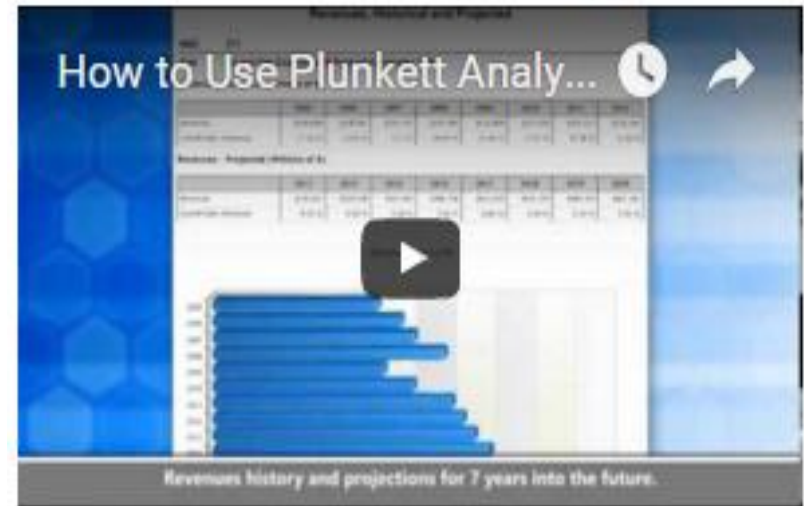
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