

# Exxon Mobil Corp

**S&P Capital IQ Recommendation**



**S&P Capital IQ Equity Analyst S. Glickman, CFA**

**Price**

\$89.74 (as of May 20, 2016 4:00 PM ET)

**12-Mo. Target Price**

\$97.00

**Report Currency**

USD

**Investment Style**

Large-Cap Blend

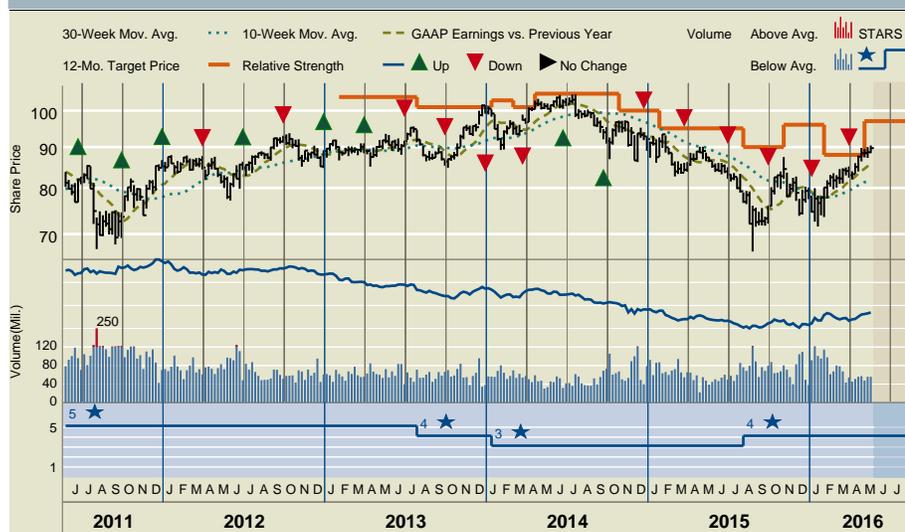
**GICS Sector Energy**  
**Sub-Industry Integrated Oil & Gas**

**Summary** XOM, formed through the merger of Exxon and Mobil in late 1999, is the world's largest publicly owned integrated oil company.

**Key Stock Statistics** (Source S&P Capital IQ, Vickers, company reports)

52-Wk Range	<b>\$90.40–66.55</b>	S&P Oper. EPS 2016E	<b>2.35</b>	Market Capitalization(B)	<b>\$372.117</b>	Beta	<b>0.90</b>
Trailing 12-Month EPS	<b>\$3.11</b>	S&P Oper. EPS 2017E	<b>4.00</b>	Yield (%)	<b>3.34</b>	S&P 3-Yr. Proj. EPS CAGR(%)	<b>7</b>
Trailing 12-Month P/E	<b>28.9</b>	P/E on S&P Oper. EPS 2016E	<b>38.2</b>	Dividend Rate/Share	<b>\$3.00</b>	S&P Quality Ranking	<b>A-</b>
\$10K Invested 5 Yrs Ago	<b>\$12,712</b>	Common Shares Outstg. (M)	<b>4,146.6</b>	Institutional Ownership (%)	<b>51</b>		

**Price Performance**



Past performance is not an indication of future performance and should not be relied upon as such.

Analysis prepared by Equity Analyst **S. Glickman, CFA** on Apr 29, 2016 03:51 PM, when the stock traded at **\$88.32**.

**Highlights**

- In March 2015, XOM updated its production outlook over the medium term (through 2017). Annual upstream production is anticipated to hit 4.3 million barrels of oil equivalent per day (MMboe/d) by 2017, flat versus the March 2014 forecast for 2017. Bentek Energy, a unit of Platts, forecasts WTI crude oil prices averaging about \$37 per barrel in 2016, and \$50/barrel in 2017 versus a current price of \$45 per barrel. We see XOM gradually shifting priority towards liquids, over natural gas, given better returns.
- First-quarter 2016 production was 4.33 million barrels of oil equivalent per day (MMboe/d), 0.9% above the Capital IQ consensus estimate, and 1.8% above the year-ago quarter. We think XOM is executing well on its plan to high-grade its portfolio towards higher-margin barrels, with the trade-off that production volume growth should be limited. While U.S. upstream again generated an operating loss, on a per-barrel basis, it was smaller than that of chief rival Chevron (CVX 101 Hold).
- We see operating EPS of \$2.35 in 2016, improving to \$4.00 in 2017. These estimates compare with 2015 operating EPS of \$3.85.

**Investment Rationale/Risk**

- With global crude production in the early stages of a reversal, many upstream players (especially smaller ones) should face difficult economics. We expect much of the industry to re-orient around returns instead of growth, and, in this environment, we think a flight to quality will emerge with XOM at the forefront. XOM's long-term commitment to cost control and strong balance sheet should enable acquisition opportunities. Beyond the current weakness, we see a strong pipeline of upstream assets, and the downstream unit should benefit over the long term from its complex large refineries.
- Risks to our recommendation and target price include deterioration in economic, industry and operating conditions, such as difficulty replacing reserves and increased production costs.
- Our 12-month target price of \$97 reflects a price to book value multiple of 2.4X, in line with XOM's five-year average multiple, and a premium to rival CVX. We estimate 2017 ROIC of 6.2%, above CVX and above the E&P peer average. We see 2017 operating cash flow well in excess of capital spending, raising flexibility for returns to shareholders.

**Analyst's Risk Assessment**

<b>LOW</b>	<b>MEDIUM</b>	<b>HIGH</b>
------------	---------------	-------------

Our risk assessment reflects our view of the company's diversified and strong business profile in volatile, cyclical and capital-intensive segments of the energy industry. We consider Exxon Mobil's earnings stability and corporate governance practices to be above average.

**Revenue/Earnings Data**

Revenue (Million U.S. \$)	1Q	2Q	3Q	4Q	Year
2017	--	--	--	--	--
2016	42,290	--	--	--	--
2015	59,228	65,395	59,866	52,321	236,810
2014	94,344	98,287	96,047	76,085	364,763
2013	95,886	95,498	100,508	98,355	390,247
2012	110,696	104,718	103,417	101,883	420,714

**Earnings Per Share (U.S. \$)**

2017	0.43	--	--	--	E4.00
2016	0.43	E0.51	E0.69	E0.72	E2.35
2015	1.17	1.00	1.01	0.67	3.85
2014	2.10	2.05	1.89	1.56	7.60
2013	2.12	1.55	1.79	1.91	7.37
2012	2.00	3.41	2.09	2.20	9.70

Fiscal year ended Dec. 31. Next earnings report expected: Early August. EPS Estimates based on S&P Capital IQ Operating Earnings; historical GAAP earnings are as reported in Company reports.

**Dividend Data**

Amount (\$)	Date Decl.	Ex-Div. Date	Stk. of Record	Payment Date
0.730	Jul 29	Aug 11	Aug 13	Sep 10 '15
0.730	Oct 28	Nov 9	Nov 12	Dec 10 '15
0.730	Jan 27	Feb 9	Feb 11	Mar 10 '16
0.750	Apr 27	May 11	May 13	Jun 10 '16

Dividends have been paid since 1882. Source: Company reports.

Past performance is not an indication of future performance and should not be relied upon as such.

**Please read the Required Disclosures and Analyst Certification on the last page of this report.**

Redistribution or reproduction is prohibited without written permission.

This document is not intended to provide personal investment advice and it does not take into account the specific investment objectives, financial situation and the particular needs of any specific person who may receive this report. Investors should seek independent financial advice regarding the suitability and/or appropriateness of making an investment or implementing the investment strategies discussed in this document and should understand that statements regarding future prospects may not be realized. Investors should note that income from such investments, if any, may fluctuate and that the value of such investments may rise or fall. Accordingly, investors may receive back less than they originally invested. Investors should seek advice concerning any impact this investment may have on their personal tax position from their own tax advisor. Please note the publication date of this document. It may contain specific information that is no longer current and should not be used to make an investment decision. Unless otherwise indicated, there is no intention to update this document.

# Exxon Mobil Corp

## Business Summary April 29, 2016

**CORPORATE OVERVIEW.** In late 1999, the FTC allowed Exxon and Mobil to reunite, creating Exxon Mobil Corp. ExxonMobil's businesses include oil and natural gas exploration and production (\$27.5 billion in 2014 segment earnings versus \$26.8 billion in 2013); refining and marketing (\$3.0 billion, \$3.4 billion); chemicals (\$4.3 billion, \$3.8 billion); and other operations, such as electric power generation, coal and minerals.

Including non-consolidated equity interest, proved oil and gas reserves at year end 2014 stood at 25.3 billion BOE (54% liquids; 65% developed), up 0.1 billion BOE versus year end 2013. Oil and gas production fell 4.9%, to 3.97 million barrels of oil equivalent per day (BOE/d; 53% liquids). XOM expects production, ex-divestitures, to rise to 4.3 million BOE/d by 2017. In 2014, XOM replaced 104% of its production. Using data from IHS Herold, we estimate XOM's three-year (2010-2012) reserve replacement at 150%, versus the peer average of 161%; three-year finding and development costs at \$24.78 per BOE, above the peer average of \$18.48; proved acquisition costs at \$7.81 per BOE, below the peer average of \$9.42; and its reserve replacement costs at \$18.24 per BOE, above the peer average of \$17.27.

At year-end 2014, XOM had an ownership interest in 30 refineries with 5.25 million barrels per day (b/d) of atmospheric distillation capacity (U.S. 37%, Europe 31%, Asia Pacific 19%, Canada 8%, and Middle East/Latin America/Other 5%). The marketing operations sell products and services throughout the world. Exxon, Esso and Mobil brands serve customers at over 19,000 retail service stations.

XOM's Chemical segment manufactures and sells petrochemicals, supplying olefins, polyolefins, aromatics, and a wide variety of other petrochemicals. At year-end 2014, XOM had a chemicals complex capacity of 23.7 million metric tons per year.

**MARKET PROFILE.** Based on a blend of oil and gas assets and production volumes, we estimate that XOM is the largest publicly traded integrated oil company in the world, serving customers in over 200 countries. XOM maintains the largest portfolio of proved reserves and production in North America, and is the biggest net producer of oil and gas in Europe. Through wholly owned ExxonMobil Canada Ltd. and its 69.6%-owned affiliate Imperial Oil, XOM is one of the largest oil and gas producers in Canada and is building the Kearl oil sands project.

**CORPORATE STRATEGY.** XOM's capital spending peaked at \$42.5 billion in 2013 and dropped to \$38.5 billion in 2014. For the period 2015-2017, Capital IQ consensus estimates indicate average spending in the \$30.0 billion per year range. A total of 21 major oil and gas projects will have started or will begin production between 2014 and 2017, which includes the Kearl oil sands project in Canada and the Papua New Guinea LNG project.

**IMPACT OF MAJOR DEVELOPMENTS.** In August 2011, XOM and Russia's Rosneft executed a Strategic Cooperation Agreement under which the companies plan to undertake joint exploration and development of hydrocarbon resources in Russia, the U.S. and other countries throughout the world, and commence technology- and expertise-sharing activities. The agreement includes approximately US\$3.2 billion to be spent funding exploration in the Kara Sea and Black Sea, among the most promising and least explored offshore areas globally. The agreement provides Rosneft with an opportunity to gain equity interest in a number of XOM's exploration opportunities in North America, including the deepwater Gulf of Mexico and tight oil fields, as well as additional opportunities in other countries. The companies also agreed to conduct a joint study of developing tight oil resources in Western Siberia, and will create an Arctic Research and Design Center for Offshore Developments.

On June 25, 2010, XOM purchased XTO Energy, Inc. in an all-stock deal valued at \$40.5 billion (including \$10.0 billion of long-term debt). The deal added 2,471 million BOE (84% natural gas) at an implied value of \$11.51 per proved BOE. We believe XOM's technical expertise will unlock additional XTO resource potential in the coming years.

**FINANCIAL TRENDS.** As of December 31, 2015, XOM had net debt of \$32.8 billion, up from \$24.5 billion at year-end 2014. We believe XOM has enjoyed above-average returns versus peers. Total distributions to shareholders in 2015 stood at \$15.1 billion, including both share repurchases as well as quarterly dividends.

XOM continued its share repurchases in 2015, albeit to a lesser degree than in the past, given pressure on cash from operations. In January 2016, XOM advised that it was suspending its buyback program. XOM reduced its share count to 4.16 billion shares outstanding at the end of 2015, down from 7 billion shares after the Exxon/Mobil merger in 1999 and 5.1 billion after the XTO acquisition in 2010.

## Corporate Information

### Office

5959 Las Colinas Boulevard, Irving, TX 75039.

### Telephone

972-444-1000.

### Fax

972-444-1433.

### Website

<http://corporate.exxonmobil.com>

## Officers

### Chrmn & CEO

R.W. Tillerson

### Treas

R.N. Schlecker

### Pres

D.W. Woods

### Secy

J.J. Woodbury

### SVP & CFO

A.P. Swiger

## Board Members

M. J. Boskin

P. Brabeck-Letmathe

U. M. Burns

L. R. Faulkner

J. S. Fishman

H. H. Fore

K. C. Frazier

D. R. Oberhelman

S. J. Palmisano

S. S. Reinemund

R. W. Tillerson

W. C. Weldon

D. W. Woods

### Domicile

New Jersey

### Auditor

PRICEWATERHOUSECOOPERS

### Founded

1870

### Employees

73,500

### Stockholders

432,983

# Exxon Mobil Corp

## Quantitative Evaluations

<b>S&amp;P Capital IQ Fair Value Rank</b>	2	1	2	3	4	5
		LOWEST				HIGHEST

Based on S&P Capital IQ's proprietary quantitative model, stocks are ranked from most overvalued (1) to most undervalued (5).

**Fair Value Calculation** **\$82.70** Analysis of the stock's current worth, based on S&P Capital IQ's proprietary quantitative model suggests that XOM is slightly overvalued by \$7.04 or 7.8%.

**Investability Quotient Percentile** **99**  
 LOWEST = 1 HIGHEST = 100  
 XOM scored higher than 99% of all companies for which an S&P Capital IQ Report is available.

**Volatility** **LOW** **AVERAGE** **HIGH**

**Technical Evaluation** **BULLISH** Since February, 2016, the technical indicators for XOM have been BULLISH.

**Insider Activity** **UNFAVORABLE** **NEUTRAL** **FAVORABLE**

## Expanded Ratio Analysis

	2015	2014	2013	2012
Price/Sales	1.38	1.09	1.15	0.95
Price/EBITDA	NA	NA	NA	6.09
Price/Pretax Income	14.89	7.67	7.75	5.09
P/E Ratio	20.25	12.17	13.73	8.92
Avg. Diluted Shares Outstg (M)	4,196.0	4,282.0	4,419.0	4,628.0

Figures based on calendar year-end price

## Key Growth Rates and Averages

Past Growth Rate (%)	1 Year	3 Years	5 Years	9 Years
Sales	-35.08	-16.40	-6.69	-1.16
Net Income	-50.34	-26.42	-11.29	-4.97

**Ratio Analysis (Annual Avg.)**

Net Margin (%)	6.82	8.03	8.84	9.12
% LT Debt to Capitalization	9.53	6.28	5.65	5.57
Return on Equity (%)	9.36	15.73	20.51	24.06

For further clarification on the terms used in this report, please visit [www.spcapitaliq.com/stockreportguide](http://www.spcapitaliq.com/stockreportguide)

## Company Financials Fiscal Year Ended Dec. 31

Per Share Data (U.S. \$)	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
Tangible Book Value	41.10	41.51	40.14	36.84	32.61	29.49	23.39	22.70	22.62	19.87
Cash Flow	8.15	11.63	11.26	13.13	11.62	9.43	6.44	11.08	9.48	8.89
Earnings	3.85	7.60	7.37	9.70	8.42	6.22	3.98	8.69	7.28	6.62
S&P Capital IQ Core Earnings	NA	NA	7.74	9.17	8.47	6.48	4.36	8.64	7.40	6.75
Dividends	2.88	2.70	2.46	2.18	1.85	1.74	1.66	1.55	1.37	1.28
Payout Ratio	75%	36%	33%	22%	22%	28%	42%	18%	19%	19%
Prices:High	93.45	104.76	101.74	93.67	88.23	73.69	82.73	96.12	95.27	79.00
Prices:Low	66.55	86.19	84.79	77.13	67.03	55.94	61.86	56.51	69.02	56.42
P/E Ratio:High	24	14	14	10	11	12	21	11	13	12
P/E Ratio:Low	17	11	12	8	8	9	16	7	9	9

**Income Statement Analysis (Million U.S. \$)**

Revenue	236,810	364,763	390,247	420,714	433,526	341,578	275,564	425,071	358,600	335,086
Operating Income	NA	NA	NA	65,769	69,687	54,882	38,159	78,669	69,905	68,355
Depreciation, Depletion and Amortization	18,048	17,297	17,182	15,888	15,600	14,760	11,917	12,379	12,250	11,416
Interest Expense	311	286	9.00	327	247	259	548	673	957	654
Pretax Income	21,966	51,630	57,711	78,726	73,257	52,959	34,777	81,750	71,479	68,453
Effective Tax Rate	24.7%	34.9%	42.0%	39.4%	42.4%	40.7%	43.5%	44.7%	41.8%	40.8%
Net Income	16,150	32,520	32,580	44,880	41,060	30,460	19,280	45,220	40,610	39,500
S&P Capital IQ Core Earnings	NA	NA	34,206	42,420	41,327	31,732	21,109	44,959	41,250	40,263

**Balance Sheet & Other Financial Data (Million U.S. \$)**

Cash	3,705	4,616	4,644	9,582	12,664	7,827	10,862	32,007	34,500	32,848
Current Assets	42,623	52,910	59,308	64,460	72,963	58,984	55,235	72,266	85,963	75,777
Total Assets	336,758	349,493	346,808	333,795	331,052	302,510	233,323	228,052	242,082	219,015
Current Liabilities	53,976	64,633	71,724	64,139	77,505	62,633	52,061	49,100	58,312	48,817
Long Term Debt	18,687	11,278	6,516	7,497	9,062	11,923	6,761	7,025	7,183	6,645
Common Equity	170,811	174,399	174,003	165,863	154,396	146,839	110,569	112,965	121,762	113,844
Total Capital	196,055	193,112	188,045	180,182	173,237	170,787	123,037	144,274	156,126	141,340
Capital Expenditures	26,490	32,952	33,669	34,271	31,000	26,871	22,491	19,318	15,387	15,462
Cash Flow	34,198	49,817	49,762	60,768	56,660	46,158	31,197	57,599	52,860	50,916
Current Ratio	0.8	0.8	0.8	1.0	0.9	0.9	1.1	1.5	1.5	1.6
% Long Term Debt of Capitalization	9.5	5.8	3.5	4.2	5.2	7.0	5.5	4.9	4.6	4.7
% Return on Assets	4.7	9.3	9.6	13.5	13.0	11.4	8.4	19.2	17.6	18.5
% Return on Equity	9.4	18.7	19.2	28.0	27.3	23.7	17.3	38.5	34.5	35.1

Data as originally reported in Company reports.; bef. results of disc opers/spec. items. Per share data adj. for stk. divs.; EPS diluted. E-Estimated. NA-Not Available. NM-Not Meaningful. NR-Not Ranked. UR-Under Review.

# Exxon Mobil Corp

## Sub-Industry Outlook

Our fundamental outlook for the integrated oil & gas sub-industry for the next 12 months is neutral. While integrated oils generally offer strong dividend and buyback potential, we think that crude oil prices will not recover quickly from the dramatic and relatively sudden decline that began in late 2014. Production growth has been difficult, but we think project start-ups and natural gas and LNG growth, particularly in Asia, will drive growth over the next five years. However, some LNG projects will likely not get built, as LNG pricing overseas is often oil-linked, and thus, the economics of such projects has likely dimmed following the decline in crude oil prices. On the downstream side, integrated oils continue to restructure and downsize operations, and refining margins, while having deteriorated from strong levels in 2015, should remain relatively robust in our view.

The International Energy Agency (IEA) estimates that global oil demand should rise by 1.2 million barrels per day (MMb/d) in 2016 to 95.8 MMb/d. With non-OPEC production on the decline, projected to fall 0.7 MMb/d in 2016 to 57.0 MMb/d, we expect the call on OPEC to be 31.9 MMb/d, higher than in 2015. According to the IEA, OPEC effective spare production capacity stood at 2.69 MMb/d in February 2016 with Saudi Arabia comprising about 75% of that spare capacity.

As of March 2016, Bentek Energy, a unit of Platts, projects West Texas Intermediate (WTI) crude oil averaging \$37 per barrel in 2016, and \$50 per barrel in 2017. The price differential for WTI versus Brent narrowed to under \$2/bbl. in March 2016, but the spread has been very volatile in recent years.

For U.S. natural gas, we look for weak U.S. gas drilling activity, and note that U.S. gas-directed drilling is currently at 30-year lows. Based on Capital

IQ consensus estimates of companies under our coverage, we see the median producer generating 8% lower natural gas volumes in 2016 versus 2015 levels, although production growth in the Marcellus and Utica shale plays should persist in the northeast. According to the U.S. Energy Information Administration (EIA), natural gas production is expected to rise 0.7% in 2016. Natural gas working inventories, as of late March 2016, were 46% above the year-ago levels. The fairly warm 2015/16 Winter Season has caused prices to plummet to the \$1.80 per MMBtu range. As of March 2016, the EIA forecasts Henry Hub natural gas prices averaging \$2.32 per million BTU in 2016, and \$3.11/MMBtu in 2017.

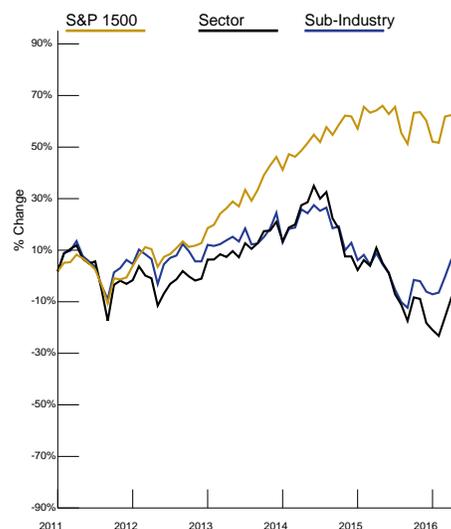
Year to date through March 24, the S&P Integrated Oil & Gas Sub-Industry Index was up 6.4%, versus a 0.3% decline in the S&P 1500 Composite Index. In 2015, the sub-industry index was down 17%, versus a 1.0% decline for the 1500.

--Stewart Glickman, CFA

## Industry Performance

**GICS Sector: Energy**  
**Sub-Industry: Integrated Oil & Gas**

Based on S&P 1500 Indexes  
Five-Year market price performance through May 21, 2016



**NOTE:** All Sector & Sub-Industry information is based on the Global Industry Classification Standard (GICS)

Past performance is not an indication of future performance and should not be relied upon as such.

## Sub-Industry : Integrated Oil & Gas Peer Group\*: Supermajor Integrated Oil & Gas

Peer Group	Stock Symbol	Stk.Mkt. Cap. (Mil. \$)	Recent Stock Price(\$)	52 Week High/Low(\$)	Beta	Yield (%)	P/E Ratio	Fair Value Calc.(\$)	Quality Ranking	S&P IQ %ile	Return on Revenue (%)	LTD to Cap (%)
<b>Exxon Mobil</b>	<b>XOM</b>	<b>372,117</b>	<b>89.74</b>	<b>90.40/66.55</b>	<b>0.90</b>	<b>3.3</b>	<b>29</b>	<b>82.70</b>	<b>A-</b>	<b>99</b>	<b>6.6</b>	<b>9.5</b>
BP p.l.c. ADS	BP	98,181	31.93	42.20/27.01	1.95	7.5	NM	28.30	NR	34	NM	30.5
Chevron Corp	CVX	188,074	99.79	104.44/69.58	1.16	4.3	NM	97.60	B+	89	3.3	17.8
China Petrol & Chem ADS	SNP	80,404	66.37	93.05/48.28	0.59	3.1	14	NA	NR	49	2.2	14.4
ENI S.p.A. ADS	E	52,560	29.20	38.31/24.73	1.52	4.4	NM	24.60	NR	23	NM	25.6
Ecopetrol S.A. ADS	EC	18,893	9.19	15.38/5.16	0.71	11.3	NM	NA	NR	16	NM	49.4
Imperial Oil Ltd	IMO	26,479	31.24	40.50/25.55	1.28	1.5	59	34.30	A+	99	4.2	NA
Occidental Petroleum	OXY	57,250	74.96	79.89/58.24	1.44	4.0	NM	47.80	B-	70	NM	21.1
PJSC LUKOIL ADS	LUKOY	24,189	40.50	3986/25.88	1.24	6.7	6	52.40	NR	79	5.1	19.8
Petroleo Brasileiro S.A. ADS	PBR	42,069	6.45	9.72/2.71	1.91	Nil	NM	7.60	NR	10	NM	58.5
Royal Dutch Shell 'A' ADS	RDS.A	176,537	49.22	60.36/35.80	1.30	6.5	NM	49.90	NR	37	0.8	23.8
Royal Dutch Shell 'B' ADR	RDS.B	67,473	49.73	61.20/35.95	1.31	7.6	6	50.30	NR	36	8.3	7.1
Statoil ASA ADS	STO	51,739	16.27	19.16/10.88	1.45	4.1	81	16.10	NR	27	NM	41.3
Suncor Energy	SU	40,436	26.30	30.70/18.71	1.61	3.4	NM	19.00	B	70	NM	27.0
Total 'B' ADS	TOT	112,534	48.09	52.38/39.05	1.42	3.9	29	NA	NR	37	3.3	30.8

NA-Not Available NM-Not Meaningful NR-Not Rated. \*For Peer Groups with more than 15 companies or stocks, selection of issues is based on market capitalization.

**S&P Capital IQ Analyst Research Notes and other Company News****April 29, 2016**

11:32 am ET ... S&P GLOBAL KEEPS BUY OPINION ON SHARES OF EXXON MOBIL CORPORATION (XOM 89.14\*\*\*\*): We cut our '16 EPS estimate by \$0.55 to \$2.35, and '17's by \$0.57 to \$4.00. Our 12-month target of \$97, up \$9, reflects a 2.4X multiple of price to tangible book value, in line with XOM's historical average. Q1 EPS of \$0.43, vs. \$1.17 beat the Capital IQ consensus view by \$0.12. Upstream production rose 1.8% year over year, and while upstream yielded an operating loss, it was a narrower loss than that of rival Chevron (CVX 102 \*\*\*). We see XOM generating positive free cash flow in both '16 and '17, helping to support the dividend (now yielding 3.4%) despite high payout ratio. /S. Glickman, CFA

**March 2, 2016**

04:27 pm ET ... S&P CAPITAL IQ KEEPS BUY OPINION ON SHARES OF EXXON MOBIL CORPORATION (XOM 82.34\*\*\*\*): Our 12-month target remains \$88 on P/CF metrics. At today's Analyst Day event, XOM guided to long-term production in a range of 4.0 - 4.2 million barrels of oil equivalent per day (MMBoe/d) through 2020, down from 4.25 MMBoe/d in Q4 '15. We think XOM remains highly returns-focused and aims to deliver consistent growth of its dividend, which we think will remain flat to up in '16. Currently, XOM yields 3.5%. Incremental projects longer-term include a potential blockbuster offshore Guyana and we think the company will remain cost-advantaged vs. peers in its downstream operations. /S. Glickman, CFA

**February 12, 2016**

05:34 pm ET ... S&P CAPITAL IQ KEEPS HOLD OPINION ON SHARES OF WORLD FUEL SERVICES, INC. (INT 42.54\*\*\*\*): We keep our 12-month target of \$47, on a 15.7X our '16 EPS estimates, above peers but below its historical 5-year average. We trim our '16 EPS estimates to \$3.00 from \$3.18 and introduce '17's at \$3.33. INT posts Q4 EPS of \$0.75 vs \$0.81, above Capital IQ consensus by \$0.01. Total revenue was down 31%, driven by low oil prices. We think INT's recent acquisition of Exxon's (XOM 81\*\*\*\*) fueling operations should give a boost to its Aviation segment. While we see INT's business remains resilient in down markets, previous execution issues leave us concerned with visibility. /D. Holt

**February 2, 2016**

10:28 am ET ... S&P CAPITAL IQ KEEPS BUY OPINION ON SHARES OF EXXON MOBIL (XOM 74.46\*\*\*\*): We cut our '16 EPS estimate by \$1.05 to \$2.90, and initiate '17's at \$4.57. Our 12-month target of \$88, cut by \$8, reflects an 11X multiple of price to projected '16 operating cash flow, above XOM's historical forward average, but below peak levels. XOM posts Q4 EPS of \$0.67, vs. \$1.32 before \$0.24 of one-time gains, beating the Capital IQ consensus estimate by \$0.03. Production on a barrel of oil equivalent (boe) basis in Q4 was 4.25 mmboe/d, up 0.9% versus the consensus view. XOM plans to cut its capital spending by 25% in 2016, which we view as prudent. Shares yield 3.8%. /S. Glickman, CFA

**December 14, 2015**

Exxon Mobil Corp. named Darren W. Woods as President and a member of the Board of Directors, effective January 1, 2016.

**November 5, 2015**

08:51 am ET ... S&P CAPITAL IQ KEEPS BUY OPINION ON SHARES OF EXXON MOBIL CORPORATION (XOM 85.98\*\*\*\*): We lift our 12-month target by \$6 to \$96, an 11.1X multiple of price to forward cash flow, above peers. Platts notes that U.S. crude oil inventories grew 2.85 million barrels this week, 16% above the consensus view of 2.45 million. This underscores, in our view, the resilience of U.S. crude production despite persistent weakness in crude oil prices. We believe that the upstream space is in the early stages of a flight to quality, and that a defensive approach is merited. XOM in our view offers a solid dividend (3.4% yield), industry-leading returns, and strong free cash flows. /S. Glickman, CFA

**October 30, 2015**

11:02 am ET ... UPDATE - S&P CAPITAL IQ KEEPS BUY OPINION ON SHARES OF EXXON MOBIL CORPORATION (XOM 82.46\*\*\*\*): We cut our '15 EPS estimate by \$0.44 to \$3.97, and '16's by \$1.28 to \$3.95. Our 12-month target remains \$90, a 10.5X multiple of price to projected '16 operating cash flow, above peers, but merited, in our view, by an above-average free cash flow profile. Following today's call, we remain bullish on XOM's prospects. We think the company is managing well despite a difficult crude oil macro environment, and although we think these headwinds persist through '16, we think it affords XOM the luxury of adding to its

portfolio either via bolt-on acquisitions or via larger deals. /S. Glickman, CFA

**October 30, 2015**

09:18 am ET ... S&P CAPITAL IQ KEEPS BUY OPINION ON SHARES OF EXXON MOBIL CORPORATION (XOM 82.23\*\*\*\*): XOM posts Q3 EPS of \$1.01, vs. \$1.89, beating the Capital IQ consensus view by \$0.11. Overall production of 3.9 mmboe/d was up 2.3% versus the year-ago quarter. Weak crude oil prices were a key culprit in XOM's upstream earnings decline in Q3, but we note that relative to chief rival Chevron Corp. (CVX 90 Hold), XOM generated a narrower loss on a per-barrel basis in the U.S., and higher margins in international markets. Notably, XOM still generated positive free cash flow in Q3, which we think persists in 2016, and shares yield 3.6%. We will update after the 9:30am call. /S. Glickman, CFA

**September 18, 2015**

12:53 pm ET ... S&P CAPITAL IQ KEEPS BUY OPINION ON LP UNITS OF CALUMET SPECIALTY PRODUCTS (CLMT 24.79\*\*\*\*): We maintain our 12-month target price of \$33, on a 9X enterprise value to '16 EBITDA multiple. CLMT recently announced Timothy Go as its permanent CEO, effective January 1, 2016. Mr. Go has over 25 years of experience in petroleum refining and specialty products markets, with positions at Flint Hills Resources as VP of Operations and management roles at Exxon Mobil (XOM 90 Buy). We see the experience that Mr. Go brings as a positive to aid in completion of CLMT's current organic projects and as low oil prices continue to drive margin expansion. We think CLMT is well positioned. /D. Holt

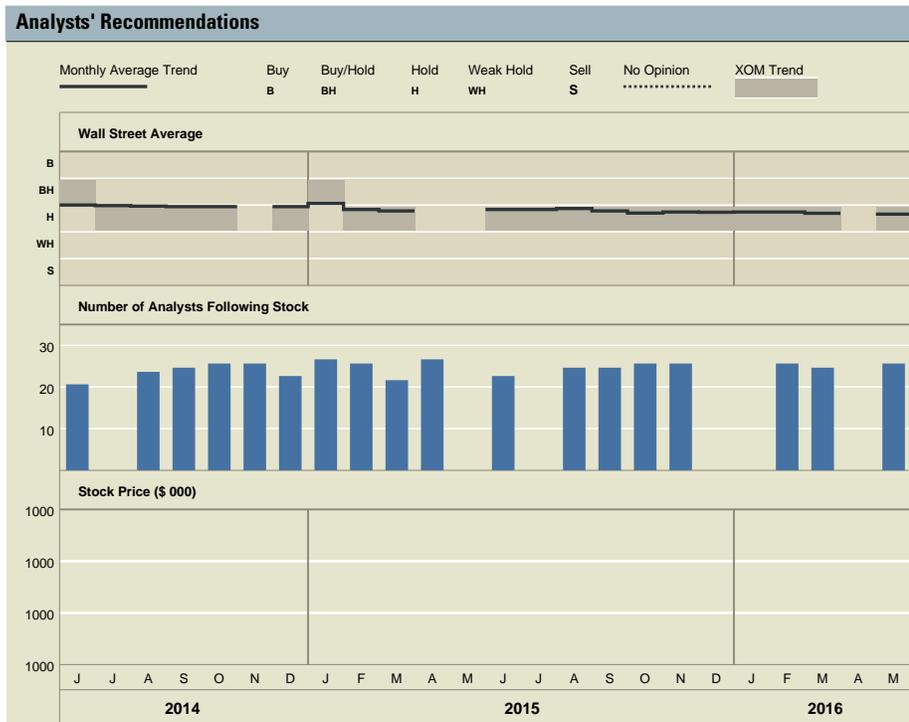
**August 3, 2015**

10:03 am ET ... S&P CAPITAL IQ ADDS EXXONMOBIL TO ITS TOTAL RETURN PORTFOLIO (XOM 77.84\*\*\*\*): We think XOM core business is generating solid return on invested capital and above-average free cash flow yield to support its 3.7% dividend yield. While Q2 EPS was weaker than we expected, this stemmed from a higher tax rate and greater impact from refining maintenance. We are encouraged that international upstream generated profits. XOM replaces Chevron in our Total return portfolio. /Todd Rosenbluth

**July 31, 2015**

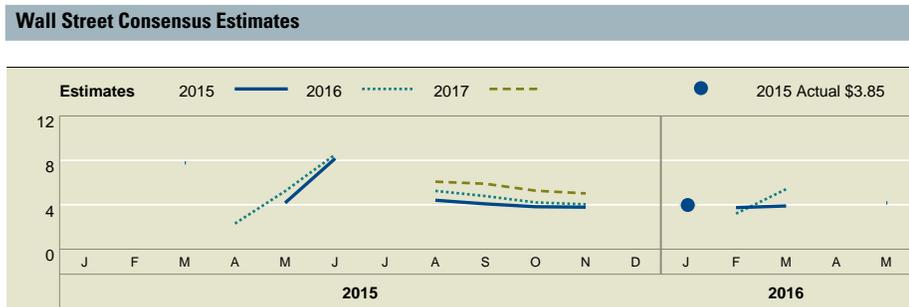
01:09 pm ET ... S&P CAPITAL IQ LIFTS VIEW ON SHARES OF EXXON MOBIL TO BUY FROM HOLD (XOM 79.94\*\*\*\*): We cut our 12-month target price by \$5, to \$90, on lower cash flow multiples. Q2 EPS of \$1.06 vs. \$2.05, missed the Capital IQ consensus view by \$0.05. We think earnings quality was better than indicated, given an elevated tax rate and a heavy Q2 refining maintenance impact. Despite weak crude oil prices, international upstream generated profits, with domestic a slight negative. While buybacks look to decelerate in Q3, we think XOM's core business is generating solid ROIC and notably above-peer free cash flows. Shares are trading at a more than three-year low and yield 3.5%. /S. Glickman, CFA

# Exxon Mobil Corp



Of the total 25 companies following XOM, 25 analysts currently publish recommendations.

	No. of Recommendations	% of Total	1 Mo. Prior	3 Mos. Prior
Buy	6	24	0	5
Buy/Hold	3	12	0	4
Hold	10	40	0	11
Weak Hold	3	12	0	2
Sell	3	12	0	3
No Opinion	0	0	0	0
<b>Total</b>	<b>25</b>	<b>100</b>	<b>0</b>	<b>25</b>



Fiscal Years	Avg Est.	High Est.	Low Est.	# of Est.	Est. P/E
2017	4.28	6.63	2.77	19	21.0
2016	2.63	3.53	2.08	19	34.1
<b>2017 vs. 2016</b>	<b>▲ 63%</b>	<b>▲ 88%</b>	<b>▲ 33%</b>	<b>0%</b>	<b>▼ -38%</b>
Q2'17	1.10	1.71	0.76	10	81.6
Q2'16	0.62	0.82	0.52	10	NM
<b>Q2'17 vs. Q2'16</b>	<b>▲ 77%</b>	<b>▲ 109%</b>	<b>▲ 46%</b>	<b>0%</b>	<b>NA</b>

A company's earnings outlook plays a major part in any investment decision. S&P Capital IQ organizes the earnings estimates of over 2,300 Wall Street analysts, and provides their consensus of earnings over the next two years, as well as how those earnings estimates have changed over time. Note that the information provided in relation to consensus estimates is not intended to predict actual results and should not be taken as a reliable indicator of future performance.

### Wall Street Consensus Opinion

**HOLD**

### Companies Offering Coverage

- Argus Research Company
- Barclays
- BofA Merrill Lynch
- CLSA
- Citigroup Inc
- Cowen and Company
- Credit Suisse
- Deutsche Bank
- Erste Group Bank AG
- Evercore ISI
- Goldman Sachs
- HSBC
- JP Morgan
- Jefferies LLC
- Macquarie Research
- Morgan Stanley
- Morningstar Inc.
- Piper Jaffray Companies
- RBC Capital Markets
- Raymond James & Associates
- Scotia Howard Weil
- Societe Generale Cross Asset Research
- UBS Investment Bank
- Wells Fargo Securities, LLC
- Wolfe Research, LLC.

### Wall Street Consensus vs. Performance

For fiscal year 2016, analysts estimate that XOM will earn US\$ 2.63. For the 1st quarter of fiscal year 2016, XOM announced earnings per share of US\$ 0.43, representing 16% of the total annual estimate. For fiscal year 2017, analysts estimate that XOM's earnings per share will grow by 63% to US\$ 4.28.

## Glossary

### S&P Capital IQ STARS

Since January 1, 1987, S&P Capital IQ Equity Research has ranked a universe of U.S. common stocks, ADRs (American Depositary Receipts), and ADSs (American Depositary Shares) based on a given equity's potential for future performance. Similarly, S&P Capital IQ Equity Research has ranked Asian and European equities since June 30, 2002. Under proprietary STARS (STock Appreciation Ranking System), S&P Capital IQ equity analysts rank equities according to their individual forecast of an equity's future total return potential versus the expected total return of a relevant benchmark (e.g., a regional index (S&P Asia 50 Index, S&P Europe 350® Index or S&P 500® Index)), based on a 12-month time horizon. STARS was designed to meet the needs of investors looking to put their investment decisions in perspective. Data used to assist in determining the STARS ranking may be the result of the analyst's own models as well as internal proprietary models resulting from dynamic data inputs.

### S&P Capital IQ Quality Ranking

(also known as **S&P Capital IQ Earnings & Dividend Rankings**) - Growth and stability of earnings and dividends are deemed key elements in establishing S&P Capital IQ's earnings and dividend rankings for common stocks, which are designed to encapsulate the nature of this record in a single symbol. It should be noted, however, that the process also takes into consideration certain adjustments and modifications deemed desirable in establishing such rankings. The final score for each stock is measured against a scoring matrix determined by analysis of the scores of a large and representative sample of stocks. The range of scores in the array of this sample has been aligned with the following ladder of rankings:

A+ Highest	B Below Average
A High	B- Lower
A- Above Average	C Lowest
B+ Average	D In Reorganization
NR Not Ranked	

### S&P Capital IQ EPS Estimates

S&P Capital IQ earnings per share (EPS) estimates reflect analyst projections of future EPS from continuing operations, and generally exclude various items that are viewed as special, non-recurring, or extraordinary. Also, S&P Capital IQ EPS estimates reflect either forecasts of S&P Capital IQ equity analysts; or, the consensus (average) EPS estimate, which are independently compiled by Capital IQ, a data provider to S&P Capital IQ Equity Research. Among the items typically excluded from EPS estimates are asset sale gains; impairment, restructuring or merger-related charges; legal and insurance settlements; in process research and development expenses; gains or losses on the extinguishment of debt; the cumulative effect of accounting changes; and earnings related to operations that have been classified by the company as discontinued. The inclusion of some items, such as stock option expense and recurring types of other charges, may vary, and depend on such factors as industry practice, analyst judgment, and the extent to which some types of data is disclosed by companies.

### S&P Capital IQ Core Earnings

S&P Capital IQ Core Earnings is a uniform methodology for adjusting operating earnings by focusing on a company's after-tax earnings generated from its principal businesses. Included in the S&P Capital IQ definition are employee stock option grant expenses, pension costs, restructuring charges from ongoing operations, write-downs of depreciable or amortizable operating assets, purchased research and development, M&A related expenses and unrealized gains/losses from hedging activities. Excluded from the definition are pension gains, impairment of goodwill charges, gains or losses from asset sales, reversal of prior-year charges and provision from litigation or insurance settlements.

### S&P Capital IQ 12-Month Target Price

The S&P Capital IQ equity analyst's projection of the market price a given security will command 12 months hence, based on a combination of intrinsic, relative, and private market valuation metrics, including S&P Capital IQ Fair Value.

### S&P Capital IQ Equity Research

S&P Capital IQ Equity Research U.S. includes Standard & Poor's Investment Advisory Services LLC; Standard & Poor's Equity Research Services Europe includes McGraw-Hill Financial Research Europe Limited trading as S&P Capital IQ; Standard & Poor's Equity Research Services Asia includes: McGraw-Hill Financial Singapore Pte. Limited, Standard & Poor's Investment Advisory Services (HK) Limited, Standard & Poor's Malaysia Sdn Bhd, and Standard & Poor's Information Services (Australia) Pty Ltd.

### Abbreviations Used in S&P Capital IQ Equity Research Reports

CAGR - Compound Annual Growth Rate
CAPEX - Capital Expenditures
CY - Calendar Year
DCF - Discounted Cash Flow
DDM - Dividend Discount Model

EBIT - Earnings Before Interest and Taxes
EBITDA - Earnings Before Interest, Taxes, Depreciation and Amortization
EPS - Earnings Per Share
EV - Enterprise Value
FCF - Free Cash Flow
FFO - Funds From Operations
FY - Fiscal Year
P/E - Price/Earnings
P/NAV - Price to Net Asset Value
PEG Ratio - P/E-to-Growth Ratio
PV - Present Value
R&D - Research & Development
ROCE - Return on Capital Employed
ROE - Return on Equity
ROI - Return on Investment
ROIC - Return on Invested Capital
ROA - Return on Assets
SG&A - Selling, General & Administrative Expenses
SOTP - Sum-of-The-Parts
WACC - Weighted Average Cost of Capital

### Dividends on American Depositary Receipts (ADRs) and American Depositary Shares (ADSs) are net of taxes (paid in the country of origin).

### S&P Capital IQ Qualitative Risk Assessment

Reflects an S&P Capital IQ equity analyst's view of a given company's operational risk, or the risk of a firm's ability to continue as an ongoing concern. The S&P Capital IQ Qualitative Risk Assessment is a relative ranking to the S&P U.S. STARS universe, and should be reflective of risk factors related to a company's operations, as opposed to risk and volatility measures associated with share prices. For an ETF this reflects on a capitalization-weighted basis, the average qualitative risk assessment assigned to holdings of the fund.

### STARS Ranking system and definition:

#### ★★★★★ 5-STARS (Strong Buy):

Total return is expected to outperform the total return of a relevant benchmark, by a wide margin over the coming 12 months, with shares rising in price on an absolute basis.

#### ★★★★☆ 4-STARS (Buy):

Total return is expected to outperform the total return of a relevant benchmark over the coming 12 months, with shares rising in price on an absolute basis.

#### ★★★☆☆ 3-STARS (Hold):

Total return is expected to closely approximate the total return of a relevant benchmark over the coming 12 months, with shares generally rising in price on an absolute basis.

#### ★★☆☆☆ 2-STARS (Sell):

Total return is expected to underperform the total return of a relevant benchmark over the coming 12 months, and the share price not anticipated to show a gain.

#### ★☆☆☆☆ 1-STAR (Strong Sell):

Total return is expected to underperform the total return of a relevant benchmark by a wide margin over the coming 12 months, with shares falling in price on an absolute basis.

### Relevant benchmarks:

In North America, the relevant benchmark is the S&P 500 Index, in Europe and in Asia, the relevant benchmarks are the S&P Europe 350 Index and the S&P Asia 50 Index, respectively.

# Exxon Mobil Corp

## Disclosures

S&P Capital IQ ranks stocks in accordance with the following ranking methodologies:

### STARS Stock Reports:

S&P Capital IQ's qualitative STARS recommendations are determined and assigned by S&P Capital IQ equity analysts. For reports containing STARS recommendations refer to the Glossary section of the report for detailed methodology and the definition of STARS rankings.

### Quantitative Stock Reports:

S&P Capital IQ's quantitative recommendations quantitative recommendations are determined by ranking a universe of common stocks based on 5 measures or model categories: Valuation, Quality, Growth, Street Sentiment, and Price Momentum. In the U.S., a sixth sub-category for Financial Health will also be displayed. Percentile scores are used to compare each company to all other companies in the same universe for each model category. The five (six) model category scores are then weighted and rolled up into a single percentile ranking for that company. For reports containing quantitative recommendations refer to the Glossary section of the report for detailed methodology and the definition of Quantitative rankings.

### STARS Stock Reports and Quantitative Stock Reports:

The methodologies used in STARS Stock Reports and Quantitative Stock Reports (collectively, the "S&P Capital IQ's Research Reports" or "Research Reports") reflect different criteria, assumptions and analytical methods and may have differing recommendations. S&P Capital IQ believes that the methodologies and data used to generate the different types of Research Reports are reasonable and appropriate. Generally, S&P Capital IQ does not generate reports with different ranking methodologies for the same issuer. However, in the event that different methodologies or data are used on the analysis of an issuer, the methodologies may lead to different views or recommendations on the issuer, which may at times result in contradicting assessments of an issuer. S&P Capital IQ reserves the right to alter, replace or vary models, methodologies or assumptions from time to time and without notice to clients.

### STARS Stock Reports:

#### S&P Capital IQ Global STARS Distribution as of March 31, 2016

Ranking	North America	Europe	Asia	Global
Buy	30.1%	40.6%	37.8%	33.6%
Hold	50.6%	32.8%	48.7%	46.2%
Sell	19.3%	26.6%	13.5%	20.2%
Total	100%	100%	100%	100%

### Quantitative Stock Reports:

The rankings for Quantitative reports have a fixed distribution based on relative weightings as described in the Glossary section of the report.

### Analyst Certification

STARS Stock Reports are prepared by the equity research analysts of Standard & Poor's Investment Advisory Services LLC ("SPIAS"), McGraw-Hill Financial Research Europe Limited ("MHFRE"), and Standard & Poor's Malaysia Sdn Bhd ("S&P Malaysia"), each a division of S&P Capital IQ. All of the views expressed in STARS Stock Reports accurately reflect the research analyst's personal views regarding any and all of the subject securities or issuers. Analysts generally update stock reports at least four times each year. No part of analyst compensation and SPIAS', MHFRE's or S&P Malaysia's compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed in a STARS Stock Report.

### About S&P Capital IQ's Distributors:

S&P Capital IQ's Research Reports have been prepared by Global Markets Intelligence ("GMI"), a business unit of S&P Capital IQ. In the United States, Research Reports are prepared and issued by SPIAS. In the European Economic Area ("EEA") States, Research Reports are distributed by MHFRE, which is authorized and regulated by the Financial Conduct Authority in the United Kingdom. Under and subject to the Markets in Financial Instruments Directive ("MiFID"), MHFRE is entitled to exercise a passport right to provide cross border investment advice into EEA States. MHFRE exercises its MiFID right to passport investment advice including the Research Reports into EEA States. In Hong Kong, Research Reports are issued by Standard & Poor's Investment Advisory Services (HK) Limited ("SPIAS HK"), which is regulated by the Hong Kong Securities Futures Commission; in Singapore, by McGraw-Hill Financial Singapore Pte. Limited ("MHFSPL"), which is regulated by the Monetary Authority of Singapore; Research Reports are distributed in Malaysia, by S&P Malaysia, which is regulated by the Securities Commission of Malaysia; in Australia, by Standard & Poor's Information Services (Australia) Pty Ltd ("SPIS"),

which is regulated by the Australian Securities & Investments Commission; and in Japan, by McGraw-Hill Financial Japan KK ("MHF Japan"), which is registered by Kanto Financial Bureau. SPIAS, MHFRE, SPIAS HK, MHFSPL, S&P Malaysia, SPIS and MHF Japan, each a wholly owned subsidiary of McGraw Hill Financial, Inc. operate under the GMI brand.

S&P Capital IQ and its affiliates provide a wide range of services to, or relating to, many organizations, including issuers of securities, investment advisers, broker-dealers, investment banks, other financial institutions and financial intermediaries, and accordingly may receive fees or other economic benefits from those organizations, including organizations whose securities or services they may recommend, rate, include in model portfolios, evaluate or otherwise address.

For details on the S&P Capital IQ research objectivity and conflict-of-interest policies, please visit: <https://www.spcapitaliq.com/disclaimers/s-p-capital-iq-research-reports>

For a list of companies mentioned in a Research Report for which McGraw Hill Financial, Inc. and/or one of its affiliates own 1% or more of common equity securities and for a list of companies mentioned in a Research Report that own more than 5% of the common equity securities of McGraw Hill Financial, Inc. and/or one of its affiliates, please visit: [www.SPcapitaliq.com/issuer-stock-ownership](http://www.SPcapitaliq.com/issuer-stock-ownership)

For a list of companies mentioned in a Research Report with whom S&P Capital IQ and/or one of its affiliates has had business relationships within the past year, please go to: [www.spcapitaliq.com/relationships](http://www.spcapitaliq.com/relationships)

S&P Capital IQ and/or one of its affiliates has performed services for and received compensation from this company during the past twelve months.

### General Disclosure

#### Notice to all jurisdictions:

Where S&P Capital IQ's Research Reports are made available in a language other than English and in the case of inconsistencies between the English and translated versions of a Research Report, **the English version will control and supersede any ambiguities associated with any part or section of a Research Report that has been issued in a foreign language.** Neither S&P Capital IQ nor its affiliates guarantee the accuracy of the translation.

Assumptions, opinions and estimates constitute our judgment as of the date of this material and are subject to change without notice. This document may contain forward looking statements or forecasts, such statement or forecasts are not a reliable indicator of future performance.

#### Past performance is not necessarily indicative of future results.

No content (including ratings, credit-related analyses and data, valuations, model, software or other application or output therefrom) or any part thereof (Content) may be modified, reverse engineered, reproduced or distributed in any form by any means, or stored in a database or retrieval system, without the prior written permission of Standard & Poor's Financial Services LLC or its affiliates (collectively, S&P). The Content shall not be used for any unlawful or unauthorized purposes. S&P and any third-party providers, as well as their directors, officers, shareholders, employees or agents (collectively S&P Parties) do not guarantee the accuracy, completeness, timeliness or availability of the Content. S&P Parties are not responsible for any errors or omissions (negligent or otherwise), regardless of the cause, for the results obtained from the use of the Content, or for the security or maintenance of any data input by the user. The Content is provided on an "as is" basis. S&P PARTIES DISCLAIM ANY AND ALL EXPRESS OR IMPLIED WARRANTIES, INCLUDING, BUT NOT LIMITED TO, ANY WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE OR USE, FREEDOM FROM BUGS, SOFTWARE ERRORS OR DEFECTS, THAT THE CONTENT'S FUNCTIONING WILL BE UNINTERRUPTED OR THAT THE CONTENT WILL OPERATE WITH ANY SOFTWARE OR HARDWARE CONFIGURATION. In no event shall S&P Parties be liable to any party for any direct, indirect, incidental, exemplary, compensatory, punitive, special or consequential damages, costs, expenses, legal fees, or losses (including, without limitation, lost income or lost profits and opportunity costs or losses caused by negligence) in connection with any use of the Content even if advised of the possibility of such damages.

While S&P Capital IQ has obtained information from sources it believes to be reliable, S&P Capital IQ does not perform an audit and undertakes no duty of due diligence or independent verification of any information it receives.

S&P keeps certain activities of its business units separate from each other in order to

**Exxon Mobil Corp**

preserve the independence and objectivity of their respective activities. As a result, certain business units of S&P may have information that is not available to other S&P business units. S&P has established policies and procedures to maintain the confidentiality of certain non-public information received in connection with each analytical process.

Research Reports are not intended to be investment advice and do not constitute any form of invitation or inducement by S&P Capital IQ to engage in investment activity. This material is not intended as an offer or solicitation for the purchase or sale of any security or other financial instrument. Securities, financial instruments or strategies mentioned herein may not be suitable for all investors and this material is not intended for any specific investor and does not take into account an investor's particular investment objectives, financial situations or needs. Any opinions expressed herein are given in good faith, are subject to change without notice, and are only current as of the stated date of their issue. Prices, values, or income from any securities or investments mentioned in this report may fluctuate, and an investor may, upon selling an investment, lose a portion of, or all of the principal amount invested. Where an investment is described as being likely to yield income, please note that the amount of income that the investor will receive from such an investment may fluctuate. Where an investment or security is denominated in a different currency to the investor's chosen currency, changes in rates of exchange may have an adverse effect on the value, price or income of or from that investment to the investor. The information contained in Research Reports does not constitute advice on the tax consequences of making any particular investment decision. Before acting on any recommendation in this material, you should consider whether it is suitable for your particular circumstances and, if necessary, seek professional advice.

Additional information on a subject company may be available upon request.

**Notice to all Non U.S. Residents:**

S&P Capital IQ's Research Reports may be distributed in certain localities, countries and/or jurisdictions ("Territories") by independent third parties or independent intermediaries and/or distributors (the "Intermediaries" or "Distributors"). Intermediaries are not acting as agents or representatives of S&P Capital IQ. In Territories where an Intermediary distributes S&P Capital IQ's Research Reports, the Intermediary, and not S&P Capital IQ, is solely responsible for complying with all applicable regulations, laws, rules, circulars, codes and guidelines established by local and/or regional regulatory authorities, including laws in connection with the distribution of third-party Research Reports, licensing requirements, supervisory and record keeping obligations that the Intermediary may have under the applicable laws and regulations of the territories where it distributes the Research Reports.

Each Research Report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would subject S&P Capital IQ or its affiliates to any registration or licensing requirements in such jurisdiction.

Each Research Report is not directed to, or intended for distribution to or use by, any person or entity who is not in a class qualified to receive Research Reports (e.g., a qualified person and/or investor), as defined by the local laws or regulations in the country or jurisdiction where the person is domiciled, a citizen or resident of, or the entity is legally registered or domiciled.

**S&P Capital IQ's Research Reports are not intended for distribution in or directed to entities, residents or investors in: Burma, Cuba, Crimea, Czech Republic, Iran, Kuwait, Lebanon, North Korea, Portugal, Romania, Sudan, Slovakia, Syria, Thailand and Turkey.**

**For residents of Australia:** Research Reports are distributed in Australia by SPIS. Any express or implied opinion contained in a Research Report is limited to "General Advice" and based solely on consideration of the investment merits of the financial product(s) alone. The information in a Research Report has not been prepared for use by retail investors and has been prepared without taking account of any particular investor's financial or investment objectives, financial situation or needs. Before acting on any advice, any investor using the advice should consider its appropriateness having regard to their own or their clients' objectives, financial situation and needs. Investors should obtain a Product Disclosure Statement relating to the product and consider the statement before making any decision or recommendation about whether to acquire the product. Each opinion must be weighed solely as one factor in any investment decision made by or on behalf of any adviser and any such adviser must accordingly make their own assessment taking into account an individual's particular circumstances.

SPIS holds an Australian Financial Services License Number 258896. Please refer to the SPIS Financial Services Guide for more information at: [www.spcapitaliq.com/financialservicesguide](http://www.spcapitaliq.com/financialservicesguide)

More information about the written criteria and methodologies for the generation of Research Reports and historical information for Research Reports for the past 12 months are available by contacting S&P Capital IQ Client Services Department at 61-1300-792-553 or via e-mail at [clientsupport@standardandpoors.com](mailto:clientsupport@standardandpoors.com) or [clientsupport@sandp.com](mailto:clientsupport@sandp.com).

**For residents of Bahamas:** The Intermediary, and not S&P Capital IQ, is solely responsible for complying with licensing requirements under the Securities Industry Act of 1999 and the Securities Industry Regulations of 2000 of The Bahamas, when distributing Research Reports to members of the public in The Bahamas. The Intermediary is also solely responsible for providing any required disclosures under applicable securities laws and regulations to its Bahamian clients, including but not limited to disclosing whether the Intermediary: (i) has a reasonable basis for specific investment recommendations, and the recommended security's price or price range at the time of the recommendation to the client; (ii) makes a market in the recommended security; (iii) its directors, officers or principal shareholders have a current or contingent financial interest in the recommended security, unless the interest is nominal; (iv) participated in a public offering of the recommended security in the last two (2) years; and (v) has disclosed any conflict of interest between it and the issuer of the recommended security.

**For residents of Bermuda:** The Bermuda Monetary Authority or the Registrar of Companies in Bermuda has not approved the Research Reports and any representation, explicit or implicit, is prohibited.

**For residents of Brazil:** Research reports are distributed by S&P Capital IQ and in compliance with Instruction 483 enacted by Comissão de Valores Mobiliários (the Brazilian Securities Commission) dated as of July 6, 2010, the analyst (where applicable) who prepares a Research Report or a report extract affirms: (i) that all the views expressed herein and/or in a Research Report accurately reflect his or her personal views about the securities and issuers; (ii) that all recommendations issued by him or her were independently produced, including from the opinion of the entity in which he or she is an employee. S&P Capital IQ is of the opinion its Research Reports have been prepared in accordance with section 17, II of Instruction 483. The Distributor of the Research Report is responsible for disclosing any circumstances that may impact the independence of S&P Capital IQ's Research Report, in accordance with section 17, II of Instruction 483.

**For residents of British Virgin Islands:** All products and services offered by S&P Capital IQ and its affiliates are provided or performed, outside of the British Virgin Islands. The intended recipients of the Research Reports are (i) persons who are not members of the public for the purposes of the Securities and Investment Business Act, 2010 ("SIBA"); (ii) persons who are professional services providers to the British Virgin Islands business companies for the purposes of SIBA; and (iii) any other person who is given the Research Reports by a person licensed as an investment advisor in the British Virgin Islands. If you are in any doubt as to whether you are the intended recipient of this document, please consult your licensed investment advisor.

**For residents of Canada:** Canadian investors should be aware that any specific securities discussed in a Research Report can only be purchased in Canada through a Canadian registered dealer and, if such securities are not available in the secondary market, they can only be purchased by eligible private placement purchasers on a basis that is exempt from the prospectus requirements of Canadian securities law and will be subject to resale restrictions. Information in Research Reports may not be suitable or appropriate for Canadian investors.

**For residents of Chile:** S&P Capital IQ shall not be acting as an Intermediary of any securities referred to in a Research Report. S&P Capital IQ (and its affiliates) is not registered with, and such securities may not be registered in the Securities Registry maintained by the Superintendencia de Valores y Seguros de Chile (Chilean Securities and Insurance Superintendence or "SVS") pursuant to the Chilean Securities Market Law 18045. Accordingly, investment research presented in a Research Report is not intended to constitute a public or private offer of securities in Chile within the meaning of Article 4 of the Chilean Securities Market Law 18045, as amended and restated, and supplemental rules enacted thereunder.

**For residents of Colombia:** This information and/or information contained in Research Reports is not intended or should not be construed as constituting information delivery to the Colombian Securities Market under Colombian Law.

**For residents of Czech Republic:** The Intermediary, and not S&P Capital IQ, is solely responsible for complying with licensing requirements under the Capital Markets Act (Act No. 256/2004 Coll., as amended), implementing Directive 2004/39/EC of the European Parliament and of the Council of 21 April, 2004 on markets in financial instruments amending Council Directives 85/611/EEC and 93/6/EEC and Directive 2000/12/EC of the European Parliament and of the Council and repealing Council Directive 93/22/EEC and its implementing directives, and Directive 2003/125/EC implementing Directive 2003/6/EC as regards the fair presentation of investment recommendations and the disclosure of conflicts of interest; and the Civil Code (Act No. 40/1964 Coll., as amended) as regards the distance financial contract regulation

# Exxon Mobil Corp

protecting the consumers.

**For residents of Dubai (DIFC):** The information contained in Research Reports distributed by S&P Capital IQ is intended for investors who are "professional clients", as defined in Rule 2.3.2(2) of the Conduct of Business Module (COB) of the DFSA Rulebook.

**For residents of the European Economic Area (EEA):** Research Reports have been approved for distribution in the EEA listed here: Austria; Belgium; Bulgaria; Cyprus; Czech Republic (see further disclosure above); Denmark; Estonia; Finland; France (see further disclosure below); Germany; Gibraltar; Greece; Hungary (see further disclosure below); Iceland; Ireland; Italy; Latvia; Liechtenstein; Lithuania; Luxembourg; Malta (see further disclosure below); Netherlands; Norway; Poland; Portugal; Romania; Slovakia (see further disclosure below); Slovenia; Spain (see further disclosure below); Sweden and United Kingdom, as investment research by MHFRE, which is authorized and regulated by the Financial Conduct Authority in the UK. S&P Capital IQ's Stock Reports are to be read in conjunction with "Your Guide to S&P Capital IQ's Stock Reports" which can be found at: [www.spcapitaliq.com/stockreportguide](http://www.spcapitaliq.com/stockreportguide).

More information about the written criteria and methodologies for the generation of Research Reports and historical information for Research Reports for the past 12 months are available by contacting S&P Capital IQ Client Services Department at 800-523-4534 or via e-mail at: [clientsupport@standardandpoors.com](mailto:clientsupport@standardandpoors.com) or [clientsupport@sandp.com](mailto:clientsupport@sandp.com).

**For residents of Guernsey, Isle of Man and Jersey:** The Research Reports provided by S&P Capital IQ serve to assist the Intermediary in determining the advice it provides to its clients, but are not intended as advice to any of the Intermediary's clients, and the Intermediary, and not S&P Capital IQ, will be solely responsible for the provision of investment advice to the client. Independent investment advice should be sought by persons in their capacity as investors or potential investors and the Intermediary will be solely responsible for complying with any applicable regulatory obligations relating to the distribution of investment research.

**For residents of France:** The Intermediary, and not S&P Capital IQ, is solely responsible for complying with the rules related to the distribution of investment recommendations as specified in the Financial Code and the Autorité des Marchés Financiers rule book.

**For residents of Hong Kong:** Information in the Research Reports shall not be construed to imply any relationship, advisory or otherwise, between S&P and the recipient user of the research report unless expressly agreed by S&P Capital IQ. S&P Capital IQ is not acting nor should it be deemed to be acting, as a "fiduciary" or as an "investment manager" or "investment advisor" to any recipient of this information unless expressly agreed by S&P Capital IQ. The Distributor of the Research Reports will be solely responsible for describing its role to its clients with respect to the distribution of S&P Capital IQ's Research Reports.

Please contact via e-mail at [clientsupport@standardandpoors.com](mailto:clientsupport@standardandpoors.com) or [clientsupport@sandp.com](mailto:clientsupport@sandp.com) if you have any queries on or any matters arising from or in connection with this document.

**For residents of Hungary:** The Intermediary, and not S&P Capital IQ, is solely responsible for complying with the rules related to data protection requirements as set out in Act CXII of 2011 on the Right of Informational Self-Determination and on Freedom of information; and with Act CLV. of 1997 on Consumer Protection and with Act CXXXVIII of 2007 on Investment services.

**For residents of India:** Residents of India should consult their financial and legal advisers regarding the suitability of any of S&P Capital IQ's services and products. S&P Capital IQ does not intend to utilize the Research Report service to invite or carry out any business activities with S&P Capital IQ. Research Reports provided by S&P Capital IQ serve to assist the Intermediary in determining the advice it provides to its clients, but are not intended as advice to the Intermediary and to any of the Intermediary's clients and the Intermediary will be solely responsible for the provision of investment advice to the client.

**For residents of Indonesia:** Research Reports do not constitute an offering document and it should not be construed as an offer of securities in Indonesia, and any such securities will only be offered or sold through a financial institution.

**For residents of Israel:** Research reports are intended only for distribution to "Qualified Investors", as defined in the Schedule to Israel's Regulation of Investment Advice, Investment Marketing and Portfolio Management Law of 1995. All other persons who are not Qualified Investors under Israeli law should seek additional investment advice from their financial advisers. The relevant analyst declares that the views expressed in a particular Research Report faithfully reflect the analyst's personal views regarding the securities under review and the issuer of the securities.

**For residents of Japan:** Research Reports are intended only for distribution to "Asset Management Firms".

**For residents of Kazakhstan:** The distribution to specific persons in Kazakhstan is the sole responsibility of the Distributor and the Distributor, and not S&P Capital IQ, is responsible for complying with all local regulations, including but not limited to advertising requirements related to public solicitation.

**For residents of Malta:** The Distributor of Research Reports in Malta, is solely responsible for ensuring that the investment research produced by S&P Capital IQ and proposed to be disseminated in or from within Malta is reviewed for compliance with the investment services rules issued by the Malta Financial Services Authority in terms of the Investment Services Act, Cap 370 of the laws of Malta.

**For residents of Mexico:** S&P Capital IQ is not regulated or supervised by the Mexican National Banking and Securities Commission ("CNBV"). S&P Capital IQ has a licensed rating agency affiliate in Mexico (Standard & Poor's, S.A. De C.V.), of which S&P maintains firewalls and seeks to avoid conflicts of interest, pursuant to approved policies. Research Reports on securities that are not registered with the National Securities Registry maintained by the Mexican National Securities Registry are intended only for distribution to qualified, institutional investors or to any other investors to whom distribution of the S&P Research is permissible under Mexican law.

**For residents of Monaco:** The Intermediary, and not S&P Capital IQ, will be solely responsible for providing copies of S&P Capital IQ Research Reports to the appropriate Monegasque regulator prior to distributing to its clients.

**For residents of Morocco:** Research Reports are intended for distribution only to professional investors.

**For residents of Peru:** S&P Capital IQ's Research Reports shall not, under any circumstances, be considered an invitation to take deposits or funds from the public, under any mechanism, or to carry on any activities that may be prohibited by Peruvian law. The Intermediary also agrees that the use of S&P Capital IQ's Research Reports shall not be used by Intermediary to solicit an investment in the securities that are the subject of the Research Report in any way that may be prohibited by Peruvian law.

**For residents of Qatar:** The Distributor, and not S&P Capital IQ, is responsible for complying with all relevant licensing requirements as set forth by the Qatar Financial Markets Authority or the Qatar Central Bank, and with all relevant rules and regulations set out in the Qatar Financial Markets Authority's rule book, including third party branded investment research distribution of securities that are admitted for trading on a Qatari securities exchange (Admitted Securities).

**For residents of Russia:** Research Reports on financial instruments are intended for "qualified investors", as defined in the Securities market law of the Russian Federation dated 22 April 1996, as amended, only.

**For residents of The Kingdom of Saudi Arabia:** S&P Capital IQ and its affiliates do not distribute Research Reports in the Kingdom of Saudi Arabia. Residents of Saudi Arabia should be aware that the Distributor of S&P Capital IQ's Research Reports may not be permitted to distribute investment research either: (i) from a permanent place of business in or otherwise within the territory of the Kingdom of Saudi Arabia; or (ii) to an investor in the Kingdom of Saudi Arabia unless that investor is a Capital Market Authority authorized investor or the Saudi Arabian Monetary Agency.

When a Distributor disseminates S&P Capital IQ's Research Reports in the Kingdom of Saudi Arabia, the Distributor, and not S&P Capital IQ, is solely responsible for approving the contents of Research Reports and complying with licensing requirements and authorizations of the Saudi Arabian Capital Market Authority's ("CMA"), including CMA's Authorized Persons Regulations concerning securities advertisements.

S&P does not conduct a securities business in the Kingdom of Saudi Arabia and the Distributor, and not S&P Capital IQ, assumes all responsibilities and liabilities for distributing Research Reports in the Kingdom of Saudi Arabia. **Research Reports are not intended to be investment advice and do not constitute any form of invitation or inducement by S&P Capital IQ to engage in an investment activity in the Kingdom of Saudi Arabia.** S&P Capital IQ does not communicate directly with a Distributor's customers and a Distributor's customers should not contact S&P Capital IQ directly regarding any information or data provided in Research Reports.

**For residents of Singapore:** Recipients of the Research reports in Singapore should contact the Distributor of the Research Reports in respect to any matters arising from, or in connection with, the analysis of the report. The Distributor accepts all legal responsibility for the contents of the Research Reports. When reports are distributed by Intermediaries in Singapore, the Intermediary, and not S&P Capital IQ, is solely responsible for ensuring that the recipients of the Research Reports understand the information contained in the Research Reports and that such information is suitable

# Exxon Mobil Corp

based on the customer's profile and investment objectives.

**For residents of Slovak Republic:** The Intermediary, and not S&P Capital IQ, is solely responsible for complying with the rules related to the Slovak Securities Act (Act No. 566/2001 Coll., as amended), implementing Directive 2004/39/EC of the European Parliament and of the Council of 21 April 2004 on markets in financial instruments amending Council Directives 85/611/EEC and 93/6/EEC and Directive 2000/12/EC of the European Parliament and of the Council and repealing Council Directive 93/22/EEC and its implementing directives, and Directive 2003/125/EC implementing Directive 2003/6/EC as regards the fair presentation of investment recommendations and the disclosure of conflicts of interest; and with the Slovak Act on Consumer Protection in Distance Financial Services Contracts (Act No. 266/2005 Coll., as amended).

**For residents of Spain:** Certain of S&P Capital IQ's equity Research Reports may be considered to be marketing communications for purposes of Spanish law.

**For residents of the United Arab Emirates (UAE):** S&P Capital IQ and its affiliates neither undertake banking, financial, or investment consultations business in or into the UAE within the meaning of the Central Bank Board of Directors' Resolution No. 164/8/94 regarding the regulations for investment companies nor provides financial analysis or consultation services in or into the UAE within the meaning of UAE SECURITIES AND COMMODITIES AUTHORITY DECISION NO. 48/R OF 2008 concerning financial consultation and financial analysis.

Investment research distributed by S&P Capital IQ and its affiliates is not intended to amount to an offer of securities within the meaning of DIFC Law NO. 12 OF 2004 (the DIFC Markets Law) or the equivalent laws, rules and regulations made by the Central Bank of the UAE and their Emirates Securities and Commodities Authority. Neither the Dubai Financial Services Authority, the UAE Securities nor Commodities Authority of the Central Bank of the UAE has reviewed or verified any of the information provided in a Research Report or through any service provided by S&P Capital IQ or its affiliates, or has any responsibility for it.

If a recipient of Research Report does not understand any of the contents of the Research Report, the recipient should contact a financial advisor. Users of extracts of investment Research Reports should be aware that if they are distributed in the UAE by an Intermediary, the Intermediary is solely responsible for the distribution and contents of the investment research in the UAE.

**For residents of Uruguay:** S&P Capital IQ or its affiliates are not, individually a risk assessment entity registered with the Central Bank of Uruguay, and S&P Capital IQ's Research Reports do not constitute a risk assessment. Investment research presented in a Research Report is not intended to constitute a public or private offer of securities in Uruguay. S&P Capital IQ's Research Reports are not intended for worldwide distribution, as such, and are not published to Uruguayan clients in Spanish.

**For residents of Venezuela:** Research Reports can only be distributed in Venezuela by an investment advisor, duly licensed under Venezuelan law. The Distributor of the Research Reports, and not S&P Capital IQ, is solely responsible for complying with licensing requirements.

Copyright © 2016 Standard & Poor's Financial Services LLC. All rights reserved. STANDARD & POOR'S, S&P, S&P 500, S&P EUROPE 350 and STARS are registered trademarks of Standard & Poor's Financial Services LLC. S&P CAPITAL IQ is a trademark of Standard & Poor's Financial Services LLC.