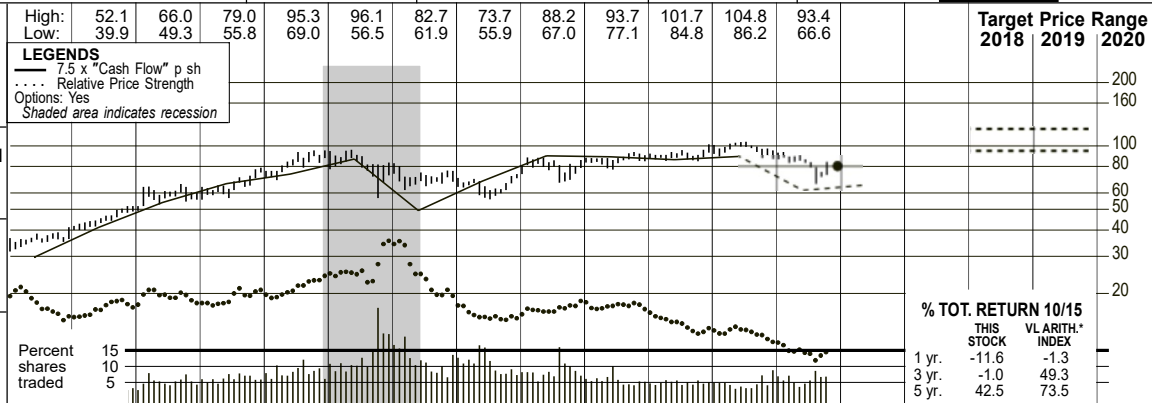


# EXXON MOBIL NYSE:XOM

RECENT PRICE **80.28** P/E RATIO **21.0** (Trailing: 16.9 Median: 11.0) RELATIVE P/E RATIO **1.17** DIV'D YLD **3.6%** VALUE LINE

**TIMELINESS 4** Raised 11/6/15  
**SAFETY 1** Raised 6/30/05  
**TECHNICAL 3** Raised 11/27/15  
**BETA .95** (1.00 = Market)



**2018-20 PROJECTIONS**

	Price	Gain	Ann'l Total Return
High	120	(+50%)	13%
Low	95	(+20%)	8%

**Insider Decisions**

	J	F	M	A	M	J	J	A	S
to Buy	0	0	0	0	0	0	0	1	0
Options	0	0	0	0	0	0	0	0	0
to Sell	0	1	1	0	2	1	0	0	0

**Institutional Decisions**

	4Q2014	1Q2015	2Q2015
to Buy	953	909	839
to Sell	913	1003	994

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1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	© VALUE LINE PUB. LLC	18-20
23.14	29.74	27.54	26.70	32.12	41.24	53.52	58.49	66.63	85.42	58.30	68.60	91.58	93.45	90.02	86.83	<b>58.45</b>	<b>61.60</b>	Sales per sh <sup>A</sup>	102.45
2.40	3.61	3.39	2.88	3.97	5.48	7.19	8.82	9.82	11.58	6.60	9.08	11.97	11.83	11.48	11.86	<b>8.30</b>	<b>8.80</b>	"Cash Flow" per sh	14.05
1.19	2.41	2.18	1.61	2.56	3.89	5.35	6.55	7.28	8.69	3.98	6.22	8.42	8.09	7.37	7.60	<b>4.05</b>	<b>4.25</b>	Earnings per sh <sup>B</sup>	9.00
.84	.88	.91	.92	.98	1.06	1.14	1.28	1.37	1.55	1.66	1.74	1.85	2.18	2.46	2.70	<b>2.88</b>	<b>2.95</b>	Div's Decl'd per sh <sup>C†</sup>	3.20
1.56	1.22	1.47	1.71	1.96	1.87	2.26	2.70	2.86	3.88	4.76	5.40	6.54	7.61	7.77	7.84	<b>6.50</b>	<b>6.75</b>	Cap'l Spending per sh	7.50
9.13	10.21	10.74	11.13	13.69	15.90	18.13	19.87	22.62	22.70	23.39	29.49	32.61	36.84	40.14	41.51	<b>42.70</b>	<b>43.65</b>	Book Value per sh	53.30
6954.0	6930.0	6809.0	6700.0	6568.0	6401.0	6133.0	5729.0	5382.0	4976.0	4727.0	4979.0	4734.0	4502.0	4335.0	4201.0	<b>4157.0</b>	<b>4140.0</b>	Common Shs Outst'g <sup>D</sup>	4050.0
32.3	17.3	18.9	23.4	14.1	11.7	10.9	10.0	11.4	9.5	17.8	10.5	9.5	10.7	12.3	12.8	<b>11.0</b>	<b>11.0</b>	Avg Ann'l P/E Ratio	12.0
1.84	1.12	.97	1.28	.80	.62	.58	.54	.61	.57	1.19	.67	.60	.68	.69	.68	<b>.68</b>	<b>.68</b>	Relative P/E Ratio	.75
2.2%	2.1%	2.2%	2.4%	2.7%	2.3%	2.0%	2.0%	1.6%	1.9%	2.3%	2.7%	2.3%	2.5%	2.7%	2.8%	<b>2.8%</b>	<b>2.8%</b>	Avg Ann'l Div'd Yield	3.0%

**CAPITAL STRUCTURE as of 9/30/15**  
 Total Debt \$34312 mill. Due in 5 Yrs \$24223 mill.  
 LT Debt \$19839 mill. LT Interest \$350 mill.  
 (Total interest coverage: over 25.0x)  
 Incl. \$375 mill. of capitalized leases

**Leases, Uncapitalized** Annual rentals \$2.0 bill.  
**Pension Assets-12/14** \$33.0 bill.  
**Obligation** \$50.6 bill.

**Pfd Stock** None  
**Common Stock** 4,162,938,512 shares

**MARKET CAP: \$334 billion (Large Cap)**

328213	335086	358600	425071	275564	341578	433526	420714	390247	364763	<b>243000</b>	<b>255000</b>	Sales (\$mill) <sup>A</sup>	415000
18.1%	20.1%	19.2%	18.1%	13.8%	16.1%	16.1%	15.6%	14.7%	14.1%	<b>13.5%</b>	<b>14.0%</b>	Operating Margin	16.0%
10253	11416	12250	12379	11917	14760	15583	15888	17182	17297	<b>17500</b>	<b>18750</b>	Depreciation (\$mill)	20500
33860	39090	40610	45220	19280	30460	41060	37380	32580	32520	<b>17000</b>	<b>17775</b>	Net Profit (\$mill)	36500
43.0%	42.0%	42.4%	44.7%	43.5%	40.7%	42.4%	43.6%	42.0%	34.9%	<b>29.0%</b>	<b>34.9%</b>	Income Tax Rate	42.0%
10.3%	11.7%	11.3%	10.6%	7.0%	8.9%	9.5%	8.9%	8.3%	8.9%	<b>7.0%</b>	<b>7.0%</b>	Net Profit Margin	8.8%
27035	26960	27651	23166	3174.0	d3649	d4542	321.0	d12416	d11723	<b>d7000</b>	<b>d8000</b>	Working Cap'l (\$mill)	d5000
6220.0	6645.0	7183.0	7025.0	7129.0	12227	9322.0	7928.0	6891.0	11653	<b>20000</b>	<b>22000</b>	Long-Term Debt (\$mill)	25000
111186	113844	121762	112965	110569	146839	154396	165863	174003	174399	<b>177500</b>	<b>180675</b>	Shr. Equity (\$mill)	215870
28.9%	32.6%	31.6%	37.9%	16.8%	19.4%	25.3%	21.7%	18.2%	17.7%	<b>8.5%</b>	<b>9.0%</b>	Return on Total Cap'l	15.0%
30.5%	34.3%	33.4%	40.0%	17.4%	20.7%	26.6%	22.5%	18.7%	18.6%	<b>9.5%</b>	<b>10.0%</b>	Return on Shr. Equity	17.0%
23.7%	27.4%	26.9%	32.6%	9.9%	14.8%	20.6%	16.3%	12.3%	11.9%	<b>3.0%</b>	<b>3.0%</b>	Retained to Com Eq	11.0%
22%	20%	19%	19%	43%	29%	23%	28%	34%	36%	<b>71%</b>	<b>69%</b>	All Div'ds to Net Prof	36%

**CURRENT POSITION**

	2013	2014	9/30/15
Cash Assets	4913	4658	4296
Receivables	33152	28009	22157
Inventory (LIFO)	16135	16678	16584
Other	5108	3565	4197
Current Assets	59308	52910	47234
Accts Payable	48085	42227	36681
Debt Due	15808	17468	14473
Other	7831	4938	3674
Current Liab.	71724	64633	54828

**BUSINESS:** Exxon Mobil Corp. is the largest publicly traded oil company. Owns 69.6% of Imperial Oil (Canada). Daily production in 2014: oil, 2.1 mil. barrels (-4% vs. '13); natural gas, 11.1 billion cubic feet (-5% vs. '13). On an oil-equivalent basis, total production fell 5% in 2014. Daily refinery runs, 4.5 million barrels (-2% vs. '13); product sales, 5.9 mill. bbls (flat vs. '13). Chemical sales, 24.2 mill.

tonnes (+1% vs. '13). Reserves as of 12/31/14: 25.3 billion barrels of oil equivalent, 54% oil, 46% gas. 10-year avg. reserve replacement rate: 123%. Acq. XTO Energy, 2010. Vanguard owns 5.9% of stock; BlackRock, 5.7% (4/15 Proxy). Employs 83,600. Chrmn. and CEO: Rex Tillerson, Inc.: NJ. Address: 5959 Las Colinas Blvd., Irving, TX 75039-2298. Tel.: 972-444-1000. www.exxonmobil.com.

**ANNUAL RATES**

of change (per sh)	Past 10 Yrs.	Past 5 Yrs.	Est'd '12-'14 to '18-'20
Sales	10.5%	5.0%	2.0%
"Cash Flow"	11.0%	4.5%	3.0%
Earnings	11.0%	3.0%	2.5%
Dividends	9.5%	10.0%	4.5%
Book Value	11.5%	11.5%	5.0%

**QUARTERLY SALES (\$mill.)<sup>A</sup>**

Cal-endar	Mar.31	Jun.30	Sep.30	Dec.31	Full Year
2012	110696	104718	103417	101883	420714
2013	96336	95301	100508	98102	390247
2014	94344	98287	96047	76085	364763
2015	59228	65395	59866	<b>58511</b>	<b>243000</b>
2016	<b>60000</b>	<b>65000</b>	<b>65000</b>	<b>65000</b>	<b>255000</b>

**EARNINGS PER SHARE<sup>B</sup>**

Cal-endar	Mar.31	Jun.30	Sep.30	Dec.31	Full Year
2012	2.00	1.80	2.09	2.20	8.09
2013	2.12	1.55	1.79	1.91	7.37
2014	2.10	2.05	1.89	1.56	7.60
2015	1.17	1.00	1.01	.87	4.05
2016	.90	1.05	1.10	1.20	4.25

**QUARTERLY DIVIDENDS PAID<sup>C†</sup>**

Cal-endar	Mar.31	Jun.30	Sep.30	Dec.31	Full Year
2011	.44	.47	.47	.47	1.85
2012	.47	.57	.57	.57	2.18
2013	.57	.63	.63	.63	2.46
2014	.63	.69	.69	.69	2.70
2015	.69	.73	.73		

**The strength of Exxon Mobil's diversified operations is coming through these days.** More than half of its 2015 profits have come from the refining and chemicals segments, providing support during a tough period for the pumping division. That is in stark contrast to a year earlier, when oil prices were notably higher, and the oil production division accounted for 80% of earnings. Notwithstanding the hedge provided by the integrated approach, the pumping division over time tends to generate the best margins, and attracts the most capital. But low oil prices have temporarily taken the shine off of earnings and the stock price.

**It is now shaping up as another less-than-stellar year in 2016.** Crude oil quotations are being weighed down by high global inventories and the overhang of potential added supply from Iran. As such, we have reduced our full-year earnings-per-share estimate by about 15%, to \$4.25. **The current oil market weakness aside, the company is making strides toward its long-term goals.** Oil production is starting to move higher, helped by major project startups in Canada and

offshore Nigeria. A host of international ventures from 2016 to decade's end also augurs well for moderately higher volume by 2018-2020, which stands to pay off nicely once oil prices recover. Meantime, downstream expansion plans are more modest. Objectives include boosting capacity at Exxon's Singapore plant to produce its flagship synthetic engine oil and adding size to its Beaumont, Texas plant to handle extra domestic oil.

**The domestic drilling program is being addressed.** Losses at this segment have led to the shut-in of sizable natural gas production, and Exxon may well press for price reductions from its service providers. Too, signs point to a more focused approach, quite possibly in the Permian Basin, where the company has been steadily picking up acreage.

**The untimely (Rank: 4) stock is vulnerable in the near term to bearishness towards oil prices.** Taking the long view, however, these high-quality shares offer attractive 3- to 5-year risk-adjusted total return possibilities, and are especially suitable for conservative investors.

(A) Net of gasoline excise taxes. (B) Based on diluted shares. Excludes non-recurring gains (losses): '99, (7¢); '00, 12¢; '01, 3¢; '02, 7¢; '03, 67¢; '05, 36¢; '06, 7¢; '12, \$1.61. Next earnings report due late January. (C) Dividends historically paid in the second week of March, June, Sep., and Dec. (D) In mill., adjusted for split. † Stock Purchase Plan available w/o broker. ■ Dividend reinvestment plan available.

Company's Financial Strength	A++
Stock's Price Stability	95
Price Growth Persistence	35
Earnings Predictability	60

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