| EX) | (ON | MO | BILN | YSE-X | ОМ | | RI Pl | ecent Rice | 95.7 | 2 P/E RATI | o 13 . | 6 (Traili Medi | | RELATIV P/E RATI | | 4 DIV'D YLD | 3.0 | % | /ALUI LINE | | | |
|---|-----------------------|-----------------------|----------------------|---------------------|---------------------------|--|--|--|-------------------|----------------------|------------------------|-------------------|----------------------|---|---|-----------------|------------------|-----------------------|-----------------------------|-----------------|---------------|--|
| TIMELI | | B Lowered | 8/16/13 | High: Low: | 41.1 31.6 | 52.1 39.9 | 66.0 49.3 | 79.0 55.8 | 95.3 69.0 | 96.1 56.5 | 82.7 61.9 | 73.7 55.9 | 88.2 67.0 | 93.7 77.1 | 101.7 84.8 | 104.8 86.9 | | | | t Price 2018 | | |
| SAFET | | Raised 6 | | LEGE | NDS 5 x "Cash | Flow" p sh | 'n | | | | | | | | | | | | 2017 | 2010 | | |
| TECHN | | Lowered | 11/28/14 | 2-for-1 sp | elative Pric olit 7/01 | e Strength | | | | | | | | | | | | | | | 200 160 | |
| | 95 (1.00 = 7-19 PR | = Market) | ONS | Options: Shaded | | ates recess | ion | | | | | | | | | | | | | | | |
| | Price | | nn'l Total Return | | | | | | ارارار سیالیا | | Մլուրուս | | | | | 1111 | | | | | 80 | |
| ligh 1 | 40 (- | +45%) +20%) | 12% 8% | | | | 11 | 177771 ¹⁴ 14 | | 1 | | | | | | | | | | | | |
| | r Decis | ions | | , | 10000 | 1 | [| | | | •••• | | | | | | | | | | 40 | |
| o Buy | JFM 000 | | 0 0 0 | | | | | | | ••••• | • | | | | | | | | | | - 30 | |
| ptions Sell | 0 0 0 0 1 0 | 0 0 0 0 1 1 | | | •••••• | | •****** | **** | ****** | •• | •••• | •• | ****** | ••••••••• | | | | % то ⁻ | I T. RETUR | IN 10/14 | 20 | |
| nstitu | tional I 402013 | Decisio 102014 | ns 2Q2014 | | | | | | | البليت | III.u . I | ********** | | | ********** | •••• | | | | L ARITH.* | | |
| o Buy o Sell | 783 | 684 1026 | 694 1007 | Percent shares | 6 - | | | | | | | | | | ուներ | Illiuul | | 1 yr. 3 yr. | 10.9 34.0 | 10.1 67.5 | F | |
| Hld's(000) | 2204734 | 2171692 | 2162270 | traded | 3 | | | | | | | | | | | | 2045 | 5 yr. | 53.6 | 124.6 | <u>_</u> | |
| 20.74 | 1999 23.14 | 2000 29.74 | 2001 27.54 | 2002 26.70 | 2003 32.12 | 2004 41.24 | 2005 53.52 | 2006 58.49 | 2007 66.63 | 2008 85.42 | 2009 58.30 | 2010 68.60 | 2011 91.58 | 2012 93.45 | 2013 90.02 | 2014 90.85 | 2015 92.55 | Sales p | .UE LINE P er sh A | UB. LLC | 17-19 | |
| 2.42 | 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 | 11.95 | 11.50 | | Flow" per | sh | 16.9 | |
| 1.31 | 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 | 7.75 | 7.05 | | s per sh | | 11.5 | |
| .82 | .84 1.56 | .88 | .91 1.47 | .92 1.71 | .98 1.96 | 1.06 | 1.14 2.26 | 1.28 | 1.37 2.86 | 1.55 3.88 | 1.66 4.76 | 1.74 5.40 | 1.85 6.54 | 2.18 | 2.46 | 2.70 7.50 | 2.85 7.50 | | Decl'd per bending p | | 3.3 7.0 | |
| 8.99 | 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 | 43.70 | 47.25 | Book Va | alue per sl | h | 64.3 | |
| 856.0 26.5 | 6954.0 32.3 | 6930.0 17.3 | 6809.0 18.9 | 6700.0 23.4 | 6568.0 14.1 | 6401.0 11.7 | 6133.0 10.9 | 5729.0 10.0 | 5382.0 | 4976.0 9.5 | 4727.0 | 4979.0 10.5 | 4734.0 | 4502.0 | 4335.0 12.3 | 4205.0 | 4105.0 | | n Shs Out n'I P/E Rat | • | 3850. 11. | |
| 20.5 1.38 | 32.3 1.84 | 17.3 | .97 | 1.28 | .80 | .62 | .58 | .54 | .61 | 9.5 .57 | 1.19 | .67 | .60 | .68 | .69 | Value | ures are Line | - | P/E Ratio | | .7 | |
| 2.4% | 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% | estin | nates | Avg Anı | n'l Div'd Y | ield | 2.6% | |
| | | | as of 9/30 |)/14 Yrs \$122 | 75 mill | 263989 | 328213 | 335086 | 358600 | 425071 | 275564 | 341578 | 433526 | 420714 | 390247 | 382000 | 380000 | · · | | | 51000 | |
| T Deb | \$11591 | mill. L | T Interes | st \$280 m | | 17.3% 9767.0 | 18.1% 10253 | 20.1% | 19.2% 12250 | 18.1% 12379 | 13.8% | 16.1% 14760 | 16.1% 15583 | 15.6% 15888 | 14.7% 17182 | 14.5% | 14.0% | | ng Margin ation (\$m | | 16.0% 2050 | |
| | | | over 25.0x | | | 25330 | 33860 | 39090 | 40610 | 45220 | 19280 | 30460 | 41060 | 37380 | 32580 | 33100 | 29400 | | fit (\$mill) | , | 4470 | |
| | | · | | (6% o | f Cap'l) | 38.6% | 43.0% | 42.0% | 42.4% | 44.7% | 43.5% | 40.7% | 42.4% | 43.6% | 42.0% | 38.5% | 42.5% | | Tax Rate | | 42.5% | |
| | | | | | | | 10.3% 27035 | 11.7% 26960 | 11.3% 27651 | 10.6% 23166 | 7.0% | 8.9% d3649 | 9.5% d4542 | 8.9% 321.0 | 8.3% d12416 | 8.7% d6000 | 7.7% d9000 | | fit Margin g Cap'l (\$r | nill) | 8.89 d500 | |
| Obligat | ion \$44. | 7 bill. | | | | 5013.0 | 6220.0 | 6645.0 | 7183.0 | 7025.0 | 7129.0 | 12227 | 9322.0 | 7928.0 | 6891.0 | 12000 | 12000 | Long-Te | erm Debt (| \$mill) | 1500 | |
| | ck None | | 0.040 | | | 101756 23.8% | 111186 28.9% | 113844 32.6% | 121762 31.6% | 112965 37.9% | 110569 | 146839 | 154396 25.3% | 165863 21.7% | 174003 | 181950 17.0% | 189350 14.5% | | uity (\$mill) on Total C | | 24750 | |
| ommo | on Stock | 4,234,52 | 28,643 sh | ares | | 23.8% | 30.5% | 34.3% | 33.4% | 40.0% | 17.4% | 20.7% | 26.6% | 21.7% | 18.7% | 18.0% | 15.5% | | on Shr. Eq | | 18.0% | |
| | | | ion (Larg | | | 17.9% | 23.7% | 27.4% | 26.9% | 32.6% | 9.9% | 14.8% | 20.6% | 16.3% | 12.3% | 12.0% | 9.5% | | d to Com | | 12.5 | |
| (\$MI | | | 2012 | | 9/30/14 | 28% | 22% | 20% | 19% | 19% | 43% | 29% | 23% | 28% | 34% | 32% | 40% | | Is to Net F | | 29 | |
| Cash A Receiv | ables | 3 | 9923 4987 3 | 4913 33152 | 5014 30963 | | | | | | argest pu nada). Da | | | | | | | | s of 12/31 . 10-vear | | | |
| nventory (LIFO) 14542 16135 17761 2013: oil, Dther 5008 5108 4857 2013: oil, | | | | | | | y. Owns 69.6% of Imperial Oil (Canada). Daily production in iil, 2.2 mil. barrels (+1% vs. '12); natural gas, 11.8 billion part (4% vp. 142) On an ail activity last basis, total production | | | | | | | barrels of oil equivalent, 53% oil, 47% gas. 10-year avg. reserve re placement rate: 120%. Acquired XTO Energy, 2010. BlackRod | | | | | | | | |
| Current Assets 64460 59308 58595 CUDIC TE | | | | | | bic feet (-4% vs. '12). On an oil-equivalent basis, total production I 1.5% in 2013. Daily refinery runs, 4.6 million barrels (-9% vs. | | | | | | | | owns 5.4% of stock (4/14 Proxy). Employs 83,600. Chrmn. an CEO: Rex Tillerson. Inc.: NJ. Address: 5959 Las Colinas Blvd., I | | | | | | | | |
| ebt D | | | 3653 ´ | 15808 | 10243 | | | | | | /s. '12). | | | ving, T | (75039-2 | 2298. Tel | .: 972-44 | 4-1000. | www.exxo | onmobil. | com. | |
| Other Curren | t Liab. | | 9758 4139 7 | 7831 71724 | 6469 65984 | | | | | | out ti than | | | | | assets | | | | Gald | • | |
| | | | | st Est'd | | | | | | | third | | | | | | | | ty, oil ahead | | | |
| or change (per sh) 10 Yrs. 5 Yrs. to 17-19 Sales 12.5% 5.5% 6.5% the refin | | | | | | | | ing and chemicals lines pitched in | | | | | | | vestment will be steady ahead. Replac- ing reserves requires a massive amount of | | | | | | | |
| Earnings 14.0% 1.0% 6.5% that help | | | | | | | | rong results. Industry downtime ped refiners is not likely to recur | | | | | | | upfront capital for the development of major projects with lengthy lead times. | | | | | | | |
| ivider ook V | | 8.5 12.0 | % 9. % 11. | 0% 0% 1 | 7.5% 0.0% | for a | while | e, thou | ugh. P | Plus, p | rices a | at the | gas- | Whet | ther l | Exxon | can | actua | ally ra | nise p | orod | |
| Cal- | QUA | ARTERLY S | ALES (\$ m | nill.)^ | Full | | | | | | vn. As th-qua | | | | | | | | r ques produc | | | |
| ndar | | | Sep.30 | | Year | and | full-y | ear 2 | 015 ea | arnin | gs-per | -share | e es- | woul | d allo | w the | e com | pany | to bei | nefit | fron | |
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| Cal- | | | ER SHAR | | Full | | | | e of th | | nighlig hares. | gnts | the | | | | | | repure under | | | |
| ndar 011 | Mar.31 2.14 | Jun.30 2.18 | 2.13 | | Year 8.42 | Exx | on ap | pear | s set | to be | egin 2 | | | befor | e, and | d borr | owing | costs | are s | o low | nov | |
| 012 | 2.00 | 1.80 | 2.09 | 1.97 2.20 | 8.09 | | | | | | of pro eam ii | | | | | | | | back hat sl | | | |
| 013 014 | 2.12 2.10 | 1.55 2.05 | 1.79 1.89 | 1.91 1.71 | 7.37 7.75 | on Š | akhali | in Isla | and, n | ear Ja | apan; | two ir | ı the | | | | | | is rate | | | |
| 014 | 2.10 1.70 | 2.05 1.75 | 1.89 1.75 | 1.85 | 7.75 | Gulf | of M | lexico | ; and | one | in Ca | nada' | s oil | Thes | še hig | gh-qu | ality | shar | res ar | e an | ex | |
| Cal- | QUAR | terly div | IDENDS P/ | AID ⊂∎† | Full | | | | | | nd to j to over | | | | | | | | nserv tain a | | | |
| ndar | Mar.31 | | Sep.30 | | Year | lion | barrel | ls a da | ay, on | an er | nergy e | equiva | alent | ing | in th | e ene | ergy | secto | r. Tot | al re | turi | |
| | | | | | | | rue, the company would only be | | | | | | | | | | | ate de | | | | |
| 2012 .47 .57 .57 .57 2.18 to be a | | | | | | | g lost ground. But there is likely further underlying gain in per- | | | | | | | | meline | | | ranke | u J (F | wer | | |
| 013 014 | .57 .63 | .63 .69 | .63 .69 | .63 .69 | 2.46 | | | | | | matur | | | | | tkowsł | | | Deceml | ber 5, | 201 | |
| Net o | of gasolir | ne excise | taxes. | | | 7¢; '12, \$ | | | onuori | | Dividen | | | | | | | | al Strengt | th | A++ | |
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(b) based of initiate statutation were earning report due fails variable with biotect.
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