EXXON MOBIL NYSE-XOM																						
EX)	(UN	MU	BIT N	IYSE-X	OM		P	RICE	81.2	3   RĂTI	10 <b>30.</b>	4 (Medi	an: 11.0 <b>)</b>		51 <b>.8</b>	VYLD	3.6	)%	LINE			
TIMELIN	IESS 4	4 Raised 1	1/6/15	High: Low:	66.0 49.3		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 86.2	93.4 66.6	83.4 71.6					Range	
SAFETY 1 Raised 6/30/95 LEGENDS								50.5	01.5	00.0	07.0	11.1	04.0	00.2	00.0	71.0			2019	2020	2021	
TECHNICAL 4 Lowered 12/25/15 BETA 1.00 (1.00 = Market) Shaded area indicates recession																					200 160	
		) = Market) ROJECTI	NS	Shaded	area indic	ates recess	ion															
	Price		nn'l Total Return						•••		HTTP-LTT		ليركنون		ուսե	•					100 80	
High 1	20 (	+50%) +25%)	13% 9%					••••••• <sup>1</sup>			6 III.										60 50	
Inside		sions				*****	****			•• <u>•</u> •••••••	• •••••	••••••••••	******								40	
to Buy	<b>A M J</b> 0 0 0	0 1 0	0 0 0										••••	•••••••••	*******	•					30	
Options to Sell	0 0 0 0 2 1	$ \begin{array}{cccc} 0 & 0 & 0 \\ 0 & 0 & 0 \end{array} $	$\begin{array}{c} 0 & 21 & 12 \\ 0 & 4 & 4 \end{array}$												-			 % то	T. RETUR	 2N 1/16	_20	
Institu	tional   102015	Decisio 202015																		VL ARITH.*		
to Buy to Sell	909 1003	839	951 887	Percent shares traded	t 15 - 10 - 5 -		ւհահ								ա. հա			1 yr. 3 yr.	-7.9 -5.4	-10.4 20.6	E	
		2071407	2089813	2004	2005	2006	2007	2008	2009	2010		2012	2013	2014		2016	2017	5 yr. © VAI	10.8 UE LINE P	40.9	10-21	
29.74	27.54		32.12	41.24	53.52	58.49	66.63	85.42	58.30	68.60	91.58	93.45	90.02	86.83	56.98	54.15	63.75	Sales p	-	00. 220	100.00	
3.61	3.39	1	3.97	5.48	7.19	8.82	9.82	11.58	6.60	9.08	11.97	11.83	11.48	11.86	8.23	7.40	9.20		low" per		13.50	
2.41 .88	2.18 .91		2.56	3.89	5.35	6.55 1.28	7.28 1.37	8.69 1.55	3.98 1.66	6.22 1.74	8.42 1.85	8.09	7.37	7.60	3.85 2.88	2.85 2.93	4.50 3.00		s per sh <sup>1</sup> Decl'd per		8.50 3.20	
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	6.30	4.75	5.25	Cap'l Sp	pending p	er sh	7.50	
10.21 6930.0	10.74 6809.0		13.69 6568.0	15.90 6401.0	18.13 6133.0	19.87 5729.0	22.62 5382.0	22.70 4976.0	23.39 4727.0	29.49 4979.0	32.61 4734.0	36.84 4502.0	40.14	41.51 4201.0	41.10 4156.0	41.00 4156.0	42.55 4156.0		alue per sl n Shs Out		54.45 4150.0	
17.3	18.9		14.1	11.7	10.9	10.0	11.4	9.5	17.8	10.5	9.5	10.7	12.3	12.8	21.5	Bold fig	ures are		n'I P/E Rat	v	13.0	
1.12 2.1%	.97 2.2%	1	.80 2.7%	.62 2.3%	.58 2.0%	.54 2.0%	.61 1.6%	.57 1.9%	1.19 2.3%	.67 2.7%	.60 2.3%	.68 2.5%	.69 2.7%	.67 2.8%	1.09 3.5%		Line nates		P/E Ration'l Div'd Y		.80 2.9%	
			as of 12/3		2.070	335086	358600	425071	275564	341578	433526	420714	390247	364763	236810	225000	265000				415000	
Total De	ebt \$385	597 mill.	Due in 5	Yrs \$2422 st \$350 m		20.1%	19.2%	18.1%	13.8%	16.1%	16.1%	15.6%	14.7%	14.1%	13.0%	12.5%	14.0%	Operatio	ng Margin		16.0%	
(Total in	terest co	overage:	over 25.0	x)		11416 39090	12250 40610	12379 45220	11917 19280	14760 30460	15583 41060	15888 37380	17182 32580	17297 32520	18048 16150	18750 11925	19500 18825		ation (\$mi fit (\$mill)	ill)	20500 35500	
Incl. \$3/	'5 mill. c	of capitaliz	zed leases		f Cap'l)	42.0%	42.4%	44.7%	43.5%	40.7%	42.4%	43.6%	42.0%	34.9%	24.7%	30.0%	40.0%		Tax Rate		42.0%	
		italized A s-12/14 \$		ntals \$2.0	bill.	11.7% 26960	11.3% 27651	10.6% 23166	7.0%	8.9% d3649	9.5% d4542	8.9% 321.0	8.3% d12416	8.9% d11723	6.8% d11353	5.3% d10000	7.1% d8000		fit Margin g Cap'l (\$n	nill)	8.6% d5000	
	ion \$50.					6645.0	7183.0	7025.0	7129.0	12227	9322.0	7928.0	6891.0	11653	19925	20000	22000		erm Debt (		25000	
	ck None					113844 32.6%	121762 31.6%	112965 37.9%	110569 16.8%	146839 19.4%	154396 25.3%	165863 21.7%	174003 18.2%	174399	170811 9.0%	170500 6.5%	176815 9.5%		uity (\$mill)		226000 14.0%	
as of 12		<b>(</b> 4,156,00	00,000 sh	ares		34.3%	33.4%	40.0%	17.4%	20.7%	26.6%	21.7%	18.7%	18.6%	9.5%	7.0%	9.5 <i>%</i> 10.5%		on Total C on Shr. Eq	•	14.0%	
	T CAP:		ion (Larg 2013	je Cap) 2014 1	2/24/45	27.4%	26.9%	32.6%	9.9% 43%	14.8%	20.6%	16.3% 28%	12.3%	11.9%	2.5% 75%	NMF	3.5%		d to Com		9.5%	
(\$MII Cash A	_L.)		4913	4658	3705	20%	19% <b>FSS</b> : Fx	19%		29% is the l	23%		34%	36%		103%	67%		Is to Net F		38%	
Receivables 33152 28009 19875 company. Ou Inventory (LIFO) 16135 16678 16245 2015; oil 2 2							ny. Owns	Exxon Mobil Corp. is the largest publicly traded oil wns 69.6% of Imperial Oil (Canada). Daily production in						tonnes (+2% vs. '14). Reserves at 12/31/15: 24.8 billion barrels of oil equivalent, 59% oil, 41% gas. 10-year avg. reserve replacement								
Other 5108 3565 2798 2013. 01, Current Assets 59308 52910 42623 feet (-6%								, 2.3 mil. barrels (+11% vs.'14); nat. gas, 10.5 billion cubic 6 vs. '14). On an oil-equivalent basis, total production rose							rate: 115%. Acq. XTO Energy, 2010. Vanguard owns 5.9% of stock; BlackRock, 5.7% (4/15 Proxy). Employs 73,500. Chrmn. and							
Accts Pavable 48085 42227 32412 3.2% in 2015								5. Daily refinery runs, 4.4 million barrels (-1% vs. '14); s, 5.8 mill. bbls (-2% vs. '14). Chemical sales, 24.7 mill.						CEO: Rex Tillerson. Inc.: NJ. Addr.: 5959 Las Colinas Blvd., Irving, TX 75039-2298. Tel.: 972-444-1000. www.exxonmobil.com.								
Other 7831 4938 2802 Weak of								il prices and declining earn-						keep its string of annual increases intact.								
Current Liab. 71724 64633 53976 ings asi								ide, a couple of Exxon Mobil's						Production growth may slow as								
of change (per sh) 10 frs. 5 frs. to 19-21   lack of c								<b>hs shine through.</b> One is the asset writedowns and impairments						project backing is modified. Exxon boosted combined oil and natural gas prod-								
Sales 10.5% 5.0% 1.5% 14CK 01 2 "Cash Flow" 11.0% 4.5% 2.0% that have							have	ve become common in the energy						uction by 3% in 2015, spearheaded by a								
Dividends 9.5% 10.0% 4.0% bigh au								ecently. That is a testament to the ality of the company's portfolio.						notable 11% rise in oil pumped. Modest overall production growth of perhaps 2%								
Book Value 11.5% 11.5% 4.5% Operation								ons are still profitable, too, albeit 1						may continue in 2016, as projects that								
endar Mar.31 Jun.30 Sep.30 Dec.31 Year ic down														came on stream last year ramp up, and new ones, such as the Gorgon LNG facility								
2013 2014	2013 96336 95301 100508 98102 390247 04244 08287 06047 76085 264762 ny's inte							egrated approach to the business						in Australia, come on line. But the budget								
2015	14 94344 98287 96047 76085 364763 15 59228 65395 59866 52321 236810 facturing							oil refining and chemicals manu- g, which provide an internal hedge						of a flattish tone to production by 2017.								
2016 57000 57000 58000 59000 225000 against f								falling oil prices. Still, we now look						Downstream, we figure efficiency will con- tinue to reign Near-term plans call for in-								
Cal- EARNINGS PER SHARE <sup>B</sup> Full in 2016								e profits to fall another 25%, or so, before recovering in 2017, assum-						tinue to reign. Near-term plans call for in- vestments in European refineries to pro-								
endar war.51 Jun.50 Sep.50 Dec.51 Year ing oil pr								rices stabilize, and then rebound.						duce more diesel fuel. Still, while Exxon								
2014	2.10 2.05 1.89 1.56 7.60 back F							xxon Mobil has indicated that it							excels at squeezing out more profits per barrel than its competitors, the bottom-							
2015 2016	015 1.17 1.00 1.01 .07 3.05 will be 016 .60 .70 .70 .85 2.85 2.59 in							reducing capital expenditures by							line comeback we project to 2019-2021							
2017	017 1.00 1.10 1.20 1.20 4.50 2.5% In cash flow														depends on an oil market recovery. Exxon is the strongest among the oil							
Cal- QUARTERLY DIVIDENDS PAID Car Full buying I							ng ba	back shares, other than to offset						names. Conservative investors looking for								
<b>2012</b> .47 .57 .57 .57 2.18 stock is							uances used for employee benefit hare repurchases had been a popu-						healthy 3- to 5- year total return potential might look more closely at this blue-chip									
2013 2014	2013   .57 .63 .63 .63   2.46   lar featu						eatur	re for investors in recent years.							stock. But the top-quality shares are now							
2015	5 .69 .73 .73 .73 2.88 quarterly dividend slightly this year to <i>Bahart Mithowski</i> Ir March 4 201										2016											
		ne excise				nings repo	ort due la	te April.			t Stock I	Purchase	Plan ava	ailable w/o		Co	mpany's		al Strengt		A++	
	ed on d	iluted sh	ares. Exc	cludes no	on- (C)	Dividend	s historic	ally paid	in the s							Sto	ck's Éric ce Growt	e Stabil	ity –		90 35	

Stock's Price Stability 90	
Price Growth Persistence 35	
Earnings Predictability 60	