

| C(SMILL.) |  |  |  |
| :--- | ---: | ---: | ---: |
| Cash Assets | 4658 | 3705 | 4846 |
| Receivables | 28009 | 19875 | 19814 |
| Inventory (LIFO) | 16678 | 16245 | 16223 |
| Other | 3565 | 2798 | 3368 |
| Current Assets | 52910 | 42623 | 44251 |
| Accts Payable | 42227 | 32412 | 32294 |
| Debt Due | 17468 | 18762 | 13540 |
| Other | $\underline{4938}$ | $\frac{2802}{}$ | 2892 |
| Current Liab. | 64633 | 53976 | 48726 |


| ANNUAL RATES | Past | Past | Est'd '13-'15 |
| :--- | ---: | ---: | ---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to'19.'21 |
| Sales | $6.5 \%$ | $2.0 \%$ | $4.0 \%$ |
| "Cash Flow" | $6.5 \%$ | $3.0 \%$ | $4.5 \%$ |
| Earnings | $5.0 \%$ | 0. | $5.0 \%$ |
| Dividends | $9.5 \%$ | $10.0 \%$ | $4.0 \%$ |
| Book Value | $10.0 \%$ | $10.0 \%$ | $4.5 \%$ |


| Calendar | QUARTERLY SALES (\$ mill.) ${ }^{\text {A }}$ |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2013 | 96336 | 95301 | 100508 | 98102 | 390247 |
| 2014 | 94344 | 98287 | 96047 | 76085 | 364763 |
| 2015 | 59228 | 65395 | 59866 | 52321 | 236810 |
| 2016 | 42290 | 50000 | 55000 | 57710 | 205000 |
| 2017 | 61000 | 64000 | 67000 | 68000 | 260000 |
| al- |  | NGS | ER SHARE |  | 11 |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 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 | . 67 | 3.85 |
| 2016 | . 43 | . 65 | . 75 | . 82 | 2.65 |
| 2017 | . 90 | 1.10 | 1.20 | 1.20 | 4.40 |
| Cal- | QUAR | RLY DIV | IDENDS | $\mathrm{IID}^{\text {co }} \dagger$ | Il |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 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 | . 73 | 2.88 |
| 2016 | . 73 | 75 |  |  |  |

BUSINESS: Exxon Mobil Corp. is the largest publicly traded oil company. Daily production in 2015: oil, 2.3 mil. barrels ( $+11 \%$ vs.'14); nat. gas, 10.5 billion cubic feet ( $-6 \%$ vs. '14). On an oilequivalent basis, total production rose $3.2 \%$ in 2015. Daily refinery runs, 4.4 million barrels ( $-1 \%$ vs. '14); product sales, 5.8 mill. bbls ( $2 \%$ vs. '14). Chemical sales, 24.7 mill. tonnes ( $+2 \%$ vs. '14).

## Exxon Mobil stock is up more than

 30\% from its 52-week low, and not all that far off the all-time high set in 2014. The bounceback in oil prices from their recent bottom is the primary reason, of course, although the issue's valuation is now extended. But investors appear to be favoring certain large-capitalization stocks that pay good dividends during this prolonged period of ultra-low interest rates. That and expectations for an oilmarket recovery are providing support.Exxon has raised the quarterly dividend by $3 \%$, to $\$ 0.75$. That is the smallest increase in a number of years, as oil prices remain well bel ow the $\$ 90-\$ 100-\mathrm{a}-$ barrel levels of the not-so-distant past. Still, the hike is a sign of confidence in the future. The popular share-repurchase program remains on hold, though, other than to offset stock issued in conjunction with employee benefit plans. That is in view of reduced cash flow from operations.

## The company sold $\$ 12$ billion in bonds

 to tide things over. Exxon issued the debt to provide a cushion, as oil prices remain on the low side, despite theirReserves at 12/31/15: 24.8 billion barrels of oil equivalent, $59 \%$ oil, $41 \%$ gas. 10 -year avg. reserve replacement rate: $115 \%$. Owns $69.6 \%$ of Imperial Oil (Canada). Vanguard owns $6.3 \%$ of stock; BlackRock, 5.8\% (4/16 Proxy). Employs 73,500. Chrmn. and CEO: Rex Tillerson. Inc.: NJ. Addr.: 5959 Las Colinas Blvd., Irving, TX 75039-2298. Tel.: 972-444-1000. www.exxonmobil.com.
gations, debt levels, and the associated interest expense, remain very manageable.
Oil production is up, but sharply lower price realizations are pressuring profits. Hefty capital spending in recent years is allowing Exxon to pump moderately more oil, as major projects in Canada and Angola have come on line. It's a different story in natural gas, though, where persistently low prices dictate that the company restrict drilling efforts. Over time, Exxon likely has sufficient reserves to modestly boost combined production. But, in 2016, poor oil price comparisons and a narrowing in refining margins may limit earnings to $\$ 2.65$ a share. In 2017, a comeback to $\$ 4.40$ a share seems within reach, assuming the global oil market continues to recover.
This top-quality stock offers returns in line with the high level of Safety (Rank: 1) provided. We project high-single-digit total returns here out to 20192021, predicated on a further recovery in oil prices. Highly conservative, incomeminded investors might look closer at the untimely (Rank: 4) stock.
Robert Mitkowski
J une 3, 2016

