

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).

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

53976 51504 Past Est'd '13-'15 **ANNUAL RATES** Past 10 Yrs. 6.5% 6.5% 5.0% 5 Yrs. 2.0% 3.0% of change (per sh) to '19-'21 4.0% 4.5% 5.0% Sales "Cash Flow" Earnings Dividends Book Value 10.0% 10.0% 10.0%

52910

42227

17468

64633

4938

42623

32412

18762

45828

33801

14972

Current Assets

Accts Payable Debt Due

Current Liab.

Cal-	QUARTERLY SALES (\$ mill.)A				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2013	96336	95301	100508	98102	390247
2014	94344	98287	96047	76085	364763
2015	59228	65395	59866	52321	236810
2016	42290	50925	55000	56785	205000
2017	59000	62000	65000	66000	252000
Cal-	EARNINGS PER SHARE B				Full
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	.41	.75	.76	2.35
2017	.85	.90	1.00	1.20	3.95
Cal-	QUARTERLY DIVIDENDS PAID C=†				Full
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			

Wall Street has bid up the shares of Exxon Mobil on expectations of a further bounce in oil prices. But the widely anticipated comeback in the oil market has hit resistance with OPEC members opening the spigots in a battle for market share. That factor seems to be largely offdrilling scaled-back efforts stateside. A surplus of refined products is also now weighing on near-term performance and prospects. Given the tentative nature of the industry recovery, we have trimmed our 2016 and 2017 share-net estimates by \$0.30 and \$0.45, to \$2.35 and \$3.95, respectively.

In the meantime, Exxon is thinking long term, as usual, illustrated by a promising fill-in acquisition. The company has proposed buying natural gas producer InterOil for \$2.2 billion in stock and a volume-based contingent payment. The move would allow for expansion of the company's Papua New Guinea LNG facility. The deal, expected to close this month, is premised on the theme of rising energy demand in the Asia-Pacific area.

Project spending has been reined in, given excess global oil inventories,

but could ramp up again by late decade. For now, big undertakings coming on line or recently commenced are lifting oil production modestly. However, with capital expenditures down 27% in 2016 and likely to remain at a lower level for another year or two, combined oil and gas production could flatten out within a couple of years. But assuming oil prices reach a sustainably higher range out to 2019-2021, we project improved earnings and a renewed focus on expanding pumping capabilities.

"Efficient expansion" could be Exxon's motto in refining. Planned additions to plant and equipment in this line are aimed at making low-sulfur diesel. This strategy should pay off into the coming decade, since demand prospects are

much brighter than for gasoline.

This blue-chip stock is currently favvorably ranked (2) for Timeliness. Moreover, the high valuation notwithstanding, conservative investors looking for solid risk-adjusted 3- to 5-year total return possibilities from a top-quality stock might take a closer look here.

Robert Mitkowski, Jr. September 2, 2016

(A) Net of gasoline excise taxes.
(B) Based on diluted shares. Excludes nonrecurring gains (losses): '00, 12¢; '01, 3¢; '02, 7¢; '03, 67¢; '05, 36¢; '06, 7¢; '12, \$1.61. Next | ■Dividend reinvestment plan available.

earnings report due late October.
(C) Dividends historically paid in the second week of March, June, Sep., and Dec.

Stock Purchase Plan available w/o broker.

Company's Financial Strength Stock's Price Stability A++ 95 Price Growth Persistence **Earnings Predictability** 55