

| (SMILLL.) |  |  |  |
| :--- | ---: | ---: | ---: |
| Cash Assets | 4658 | 3705 | 4358 |
| Receivables | 28009 | 19875 | 21827 |
| Inventory (LIFO) | 16678 | 16245 | 15875 |
| Other | 3565 | 2798 | 3768 |
| Current Assets | 52910 | 42623 | 45828 |
| Accts Payable | 42227 | 32412 | 33801 |
| Debt Due | 17468 | 18762 | 14972 |
| Other | 49388 | 2802 | 2731 |
| Current Liab. | 64633 | 53976 | 51504 |


| 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. | Sep. 30 | Dec. 31 |  |
| 2013 | 96336 | 95301 | 100508 | 98102 | 90247 |
| 2014 | 94344 | 98287 | 96047 | 76085 | 4763 |
| 2015 | 59228 | 65395 | 59866 | 5232 | 36810 |
| 2016 | 42290 | 50925 | 55000 | 567 | 500 |
| 2017 | 59000 | 62000 | 65000 | 66000 | 52000 |
| $\begin{aligned} & \text { Cal- } \\ & \text { endar } \end{aligned}$ | $\text { Mar. } 31$ | $\text { Jun. } 30$ | Sep. 30 | $\text { Dec. } 31$ | Full 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 |
|  | QUARTERLY DIVIDENDS PAID C $\dagger \dagger$ |  |  |  | Fran |
| 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 | , | 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).
Wall Street has bid up the shares of Exxon Mobil on expectations of a further bounce in oil prices. But the wide ly 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 offsetting scaled-back drilling 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,

Reserves 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.
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, J r. September 2, 2016

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[^0]:    A) Net of gasoline excise taxes
    earnings report due late October.
    † Stock Purchase Plan available w/o broker (B) Based on diluted shares. Excludes non- (C) Dividends historically paid in the second (D) In mill., adjusted for split. recurring gains (losses): '00, 124; '01, 3c; '02, week of March, June, Sep., and Dec. 7¢; '03, 67¢; '05, 36¢' '06, 7¢; '12, \$1.61. Next $\quad$ Dividend reinvestment plan available.

    Company's Financial Strength Stock's Price Stability
    Price Growth Persistence
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