

Daily production in 2018: oil, 2.3 mil. barrels (flat vs.'17); natural gas, 9.4 billion cubic feet (-4% vs. '17). On an oil-equivalent basis, total production fell 4% in '18. Daily refinery runs, 4.3 million barrels (flat vs. '17); product sales, 5.5 mill. bbls (flat vs. '17). Chemical sales, 26.9 mill. tonnes (+6% vs. '17). Proved reserves (12/31/18):

nies account for 17% of reserves. Owns 69.6% of Imperial Oil (Canada). Vanguard owns 8.0% of stock; BlackRock, 6.7% (4/19 Proxy). Employs 71,100. Chrmn., Pres., and CEO: Darren Woods. Inc.: NJ. Addr.: 5959 Las Colinas Blvd., Irving, TX 75039-2298. Tel.: 972-444-1000. Internet: www.exxonmobil.com.

Past Est'd '16-'18 **ANNUAL RATES** Past 10 Yrs. -1.5% -2.0% -8.0% 5 Yrs. -8.0% -7.0% of change (per sh) to '22-'24 6.5% 8.0% 14.5% Sales "Cash Flow" Earnings -16.0% Dividends Book Value 8.0% 7.0%

47134

36796

17390

57231

3045

47973

37268

17258 2612 57138

Current Assets

Accts Payable Debt Due

Current Liab

51576

42090 21794 2748

66632

Cal-	QUARTERLY SALES (\$ mill.)A				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2016	48707	57694	58677	61016	226094
2017	58522	58142	61184	66515	244363
2018	68211	73501	76605	71895	290212
2019	63625	71000	73500	73875	282000
2020	75000	77000	78000	80000	310000
Cal-	EARNINGS PER SHARE B				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2016	.43	.41	.63	.41	1.88
2017	.95	.78	.93	.58	3.24
2018	1.09	.92	1.46	1.41	4.88
2019	.55	1.00	1.15	1.20	3.90
2020	1.10	1.15	1.25	1.25	4.75
Cal-	QUARTERLY DIVIDENDS PAID C=†				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2015	.69	.73	.73	.73	2.88
2016	.73	.75	.75	.75	2.98
2017	.75	.77	.77	.77	3.06
2018	.77	.82	.82	.82	3.23
2019	.82	.87			

Exxon Mobil shares fit the bill for investors looking for income and stability. The stock's high dividend yield and and range-bound pattern depicted in the Price Chart above suggest as much. Of course, performance tends to improve during periods when crude oil quotations are on the rise. But oil prices in recent years have been capped by the flood of production from shale reservoirs. On the plus side, the major players in the market, such as OPEC and Russia, usually feel obligated to prop up the market by pumping less when prices are weak. That conditional support puts a floor under profits and the stock price.

Given the tepid industry pricing backdrop, it is not surprising that we envision an overall sideways pattern to earnings in 2019 and 2020. The bottom line got off to a poor start this year as oil prices and refining margins were not as helpful as was the case 12 months earlier. We figure this year's earnings per share will come in lower as a result, although our estimates call for a recovery in share net in 2020. Next year's pickup assumes slightly higher, average oil prices and

normalized refining margins. Prospects are good for higher earnings out to 2022-2024. Although the apparent ceiling to oil prices could last several more years, Exxon Mobil can still make headway on the bottom line through volume increases and improved operating focus on developing efficiency. The properties in the Permian Basin of Texas and New Mexico acquired in recent years ought to lift pumping capacity. The push in that region is complemented by promising drilling ventures offshore of Brazil and Guyana. In refining, Gulf Coast facilities will benefit from the integration of supplies from the Permian fields, as well as an upgrade to higher-value products. Assuming reasonable margins and pricing, internal initiatives should lift share net in the coming three to five years.

Top-quality Exxon shares offer good long-term total return potential. The stock provides a high dividend yield and regular growth in the payout. The company's stellar finances ought to especially appeal to conservative investors. The issue is currently timely (Rank: 2). Robert Mitkowski

May 31, 2019

(A) Net of gasoline excise taxes through 2015. (B) Based on diluted shares. Excludes nonrecurring gains (losses): '02, 7¢; '03, 67¢; '05, 36¢; '06, 7¢; '12, \$1.61; '17, \$1.29.

Next earnings report due mid-July.

(C) Dividends historically paid in the second week of March, June, Sep., and Dec. ■Dividend reinvestment plan available.

† Stock Purchase Plan available w/o broker. (D) In mill., adjusted for split.

Company's Financial Strength Stock's Price Stability A++ 90 Price Growth Persistence 10 **Earnings Predictability** 45