

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):

(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

velopment push is higher spending.

Exxon is taking a contrarian stance to the

view that domestic drillers need to con-

serve cash as it adds infrastructure to in-

crease the efficiency of its operations. That

clearly represents a long-term view of the

once-in-a-generation opportunity that shale drilling presents. The push is made

Expansion in the chemicals line offers further promise. Low feedstock costs are

providing a competitive advantage to facilities built domestically. Exxon is capi-

talizing on this market opening with a

half-dozen chemicals projects slated for

startup by the middle of the next decade.

Elsewhere, the company is well positioned

to profit in refining from a combination of

possible by a strong balance sheet.

2612 57138 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% 14.0% Sales "Cash Flow" Earnings -16.0% Dividends Book Value 8.0% 7.0%

47134

36796

17390

57231

3045

47973

37268

17258

**Current Assets** 

Accts Payable Debt Due

Current Liab.

51743

41480 26195

70287

2612

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		244363
2018	68211	73501	76605	71895	290212
2019	63625	69091	70000	70284	273000
2020	72000	72000	73000	73000	290000
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	.73	.95	.97	3.20
2020	1.00	1.05	1.10	1.10	4.25
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		1 001	-

Prospects for a down year for profits are weighing on Exxon Mobil's share **price.** Oil prices not long ago touched bear-market territory after falling 20% from their 2019 high. That negative development has hurt the bottom line, since the company delivers its best financial performance when oil prices are on the upswing. The sense that oil is plentiful, and the slowdown in the global economy, may hinder realizations into 2020, too.

This industry leader is nevertheless on its way toward achieving an important goal of boosting oil production. For years, the knock on Exxon was that the annual volume it pumped was flat or even down slightly. That has changed with a major investment in the Permian Basin that lifted oil production 8%, year over year, in the most recent quarter. That figure may represent a high point, but the company appears capable of delivering low- to mid-single-digit annual volume growth from its Texas fields. The push will pay off in higher profits once oil prices recover, as we now look for to a degree in 2020 and beyond.

The price to be paid for the major de-

increased efficiency and rising global product demand in the coming years. Blue-chip Exxon Mobil shares are suitable for income-oriented investors looking for some long-term upside possibilities. The shares offer a high dividend yield and good total return potential, but are no longer timely (Rank: 3). Patient

investors ought to do well here. Robert Mitkowski August 30, 2019

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

Next earnings report due mid-October.
(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