

RECENT PRICE	87.35	P/E RATIO	10.7 (Trailing: 11.1 Median: 11.0)	RELATIVE P/E RATIO	0.72	DIV'D YLD	2.6%	VALUE LINE
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**2015-17 PROJECTIONS**

	Price	Gain	Ann'l Total Return
High	135	(+55%)	14%
Low	110	(+25%)	9%

**Insider Decisions**

	J	F	M	A	M	J	J	A	S
to Buy	0	0	0	0	0	0	0	0	0
Options	0	0	0	0	0	0	0	0	0
to Sell	0	3	0	0	1	0	0	2	2

**Institutional Decisions**

	4Q2011	1Q2012	2Q2012
to Buy	672	593	654
to Sell	943	1027	933
Hld's(000)	22642752272214203096		

**% TOT. RETURN 10/12**

	THIS STOCK	VL ARITH. INDEX
1 yr.	19.7	10.8
3 yr.	37.1	48.5
5 yr.	11.3	25.2

<b>CAPITAL STRUCTURE as of 9/30/12</b>	178909	210959	263989	328213	335086	358600	425071	275564	341578	433526	421375	434000	Sales (\$mill) ^	515000
Total Debt \$12424 mill. Due in 5 Yrs \$10658 mill.	12.8%	14.2%	17.3%	18.1%	20.1%	19.2%	18.1%	13.8%	16.1%	16.1%	15.0%	15.0%	Operating Margin	17.0%
LT Debt \$8928 mill. LT Interest \$450 mill.	8310.0	9047.0	9767.0	10253	11416	12250	12379	11917	14760	15583	15815	16500	Depreciation (\$mill)	19000
(Total interest coverage: over 25.0x)	11011	17030	25330	33860	39090	40610	45220	19280	30460	41060	36550	36385	Net Profit (\$mill)	45000
Incl. \$260 mill. of capitalized leases	37.1%	42.7%	38.6%	43.0%	42.0%	42.4%	44.7%	43.5%	40.7%	42.4%	42.5%	43.0%	Income Tax Rate	45.0%
(% of Cap'l)	6.2%	8.1%	9.6%	10.3%	11.7%	11.3%	10.6%	7.0%	8.9%	9.5%	8.7%	8.4%	Net Profit Margin	8.7%
<b>Leases, Uncapitalized</b> Annual rentals \$2.2 bill.	5116.0	7574.0	17396	27035	26960	27651	23166	3174.0	d3649	d4524	2000	2500	Working Cap'l (\$mill)	8000
Pension Assets-12/11 \$27.8 bill.	6655.0	4756.0	5013.0	6220.0	6645.0	7183.0	7025.0	7129.0	12227	9322.0	9000	9000	Long-Term Debt (\$mill)	10000
Obligation \$46.1 bill.	74597	89915	101756	111186	113844	121762	112965	110569	146839	154396	170500	183635	Shr. Equity (\$mill)	239350
Pfd Stock None	13.9%	18.1%	23.8%	28.9%	32.6%	31.6%	37.9%	16.8%	19.4%	25.3%	20.5%	20.0%	Return on Total Cap'l	18.0%
Common Stock 4,559,342,639 shares	14.8%	18.9%	24.9%	30.5%	34.3%	33.4%	40.0%	17.4%	20.7%	26.6%	21.5%	20.0%	Return on Shr. Equity	19.0%
MARKET CAP: \$398 billion (Large Cap)	6.2%	11.2%	17.9%	23.7%	27.4%	26.9%	32.6%	9.9%	14.8%	20.6%	15.5%	14.0%	Retained to Com Eq	14.5%
CURRENT POSITION     2010    2011    9/30/12 (\$MILL.)	58%	41%	28%	22%	20%	19%	19%	43%	29%	23%	28%	29%	All Div'ds to Net Prof	25%

Other	9812	12727	13049
Current Liab.	62633	77505	70061
<b>ANNUAL RATES</b>	<b>Past</b>	<b>Past</b>	<b>Est'd '09-'11</b>
of change (per sh)	<b>10 Yrs.</b>	<b>5 Yrs.</b>	<b>to '15-'17</b>
Sales	10.5%	7.5%	10.0%
"Cash Flow"	11.5%	5.0%	9.5%
Earnings	12.5%	3.5%	10.0%
Dividends	7.0%	8.5%	8.0%
Book Value	11.0%	9.5%	13.0%

Calendar	EARNINGS PER SHARE <sup>B</sup>				Full Year
	Mar.31	Jun.30	Sep.30	Dec.31	
2009	.92	.81	.98	1.27	3.98
2010	1.33	1.60	1.44	1.85	6.22
2011	2.14	2.18	2.13	1.97	8.42
2012	2.00	1.81	2.09	2.00	7.90
2013	2.00	2.10	2.00	2.05	8.15

<p><b>(A)</b> Net of gasoline excise taxes.</p> <p><b>(B)</b> Based on diluted shares. Excludes non-recurring gains (losses): '96, 11¢; '97, 6¢; '98, 2¢; '99, 7¢; '00, 12¢; '01, 3¢; '02, 7¢; '03, 67¢; '05, 36¢; '06, 7¢; '12, \$1.61.</p> <p><b>(C)</b> Dividends historically paid in the second week of March, June, Sep., and Dec.</p>	<p>67¢; '05, 36¢; '06, 7¢; '12, \$1.61.</p> <p>Next earnings report due late January.</p>	<p>■ Dividend reinvestment plan available.</p> <p>† Stock Purchase Plan available w/o broker.</p> <p>(D) In mill., adjusted for split.</p>	<p><b>Company's Financial Strength</b> A++</p> <p><b>Stock's Price Stability</b> 100</p> <p><b>Price Growth Persistence</b> 80</p> <p><b>Earnings Predictability</b> 60</p>
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sales, 25.0 mill. tonnes (-3% vs. '109). Reserves as of 12/31/11: 24.9 billion barrels of oil equivalent, 49% oil, 51% gas. Reserve life: 15 years. 10-year average reserve replacement rate: 121%. Acquired XTO Energy, 2010. Employs 83,600. Chairman and CEO: Rex Tillerson. Inc.: N.J. Address: 5959 Las Colinas Blvd., Irving, TX 75039-2298. Tel.: 972-444-1000. [www.exxonmobil.com](http://www.exxonmobil.com).

along projects its own way from the start. But Exxon Mobil had to find a way to get in on the revival of North American drilling, after long focusing on overseas exploration, and is making a couple of purchases in the \$2 billion-\$3 billion range. Producing properties in the Bakken field of North Dakota and a western Canadian driller coming on board should be a plus for results in the field.

**The best is still to come.** A sustained upswing in product demand arising from improved economic conditions would allow heavy investment in oilfield operations to pay off over time. The domestic refining business should benefit from greater North American oil production, too. All told, there is potential for sizable bottom-line progress out to 2015-2017.

**The neutrally ranked blue chip has some appeal for conservative investors looking to take a long-term position in the energy sector.** Exxon's gold-plated balance sheet tends to compensate for periodic slumps in performance over time, partly through a large-scale share-repurchase program.

*Robert Mitkowski, Jr.* *December 7, 2012*

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