



Exxon Mobil Corporation principally is engaged in the business of energy, involving the worldwide exploration, production, transportation and sale of



crude oil and natural gas and the manufacture, transportation and sale of petroleum products. The Company also is a major worldwide

manufacturer and marketer of petrochemicals and participates in coal and minerals mining and electric power generation.

XOM's oil cycle can be further divided into two segments.



Upstream



Downstream

The upstream business is organized into five global companies: exploration, development, production, gas marketing and research.

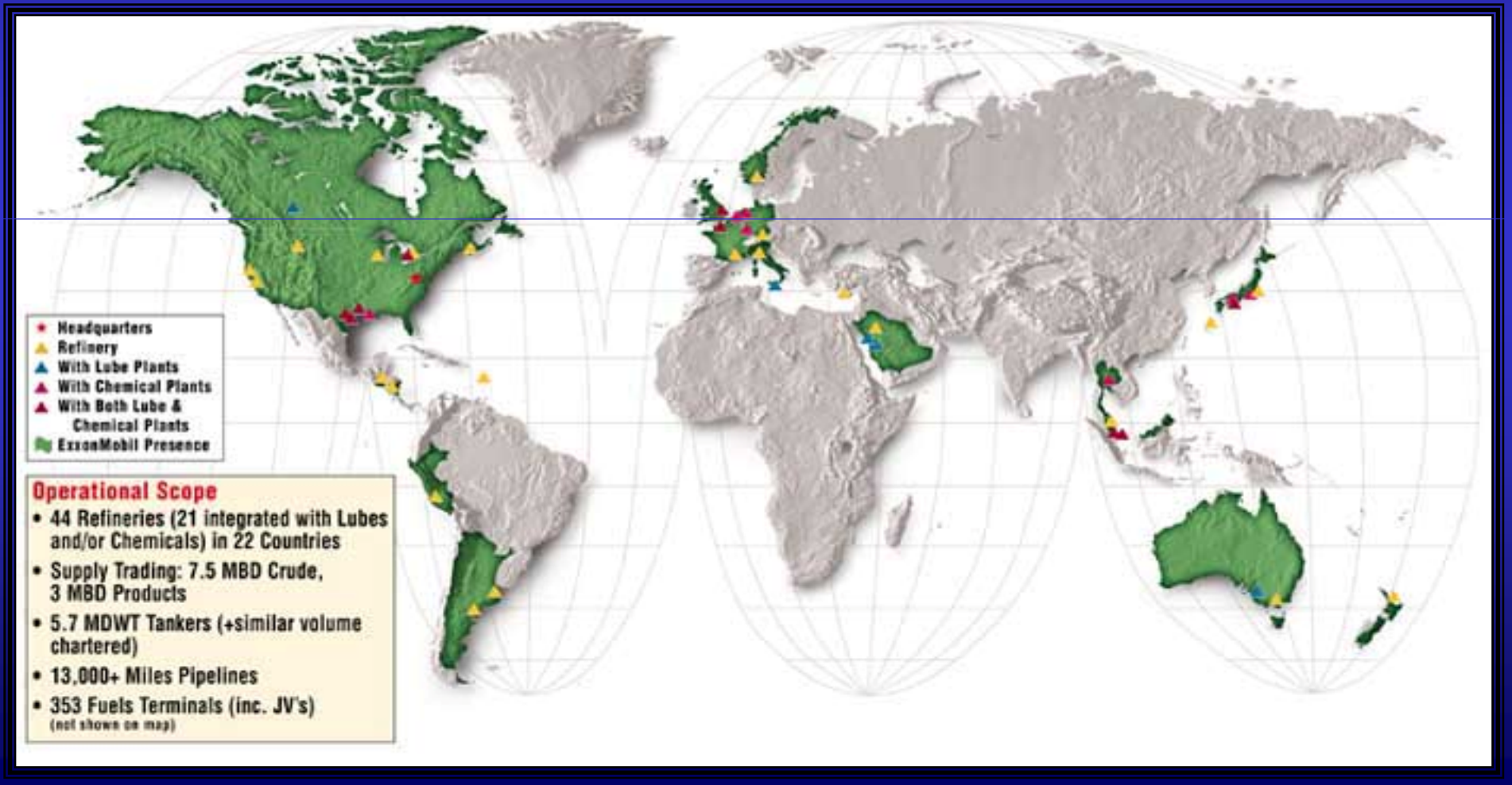


Natural Gas

- April 1999.
- Expand LNG sales to Japan, Korea, Taiwan, Mediterranean, China and India.

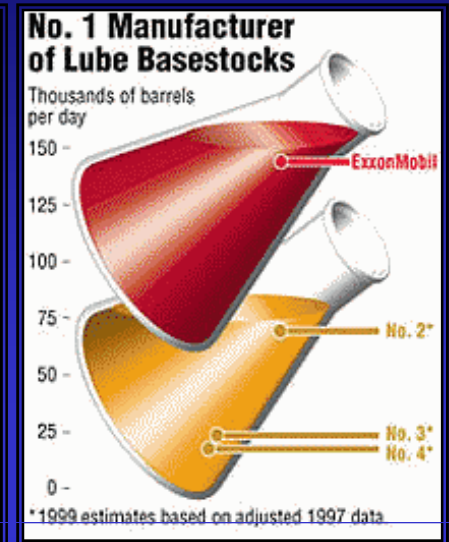
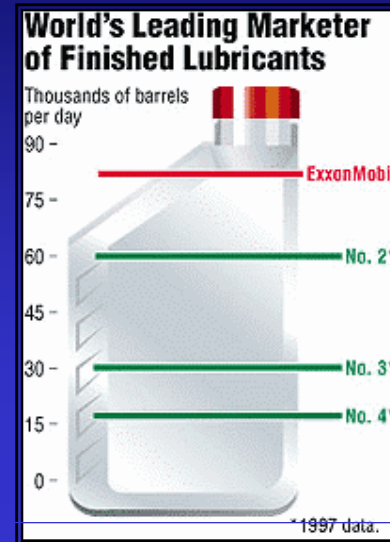


The downstream business is organized into four companies; refining & supply, fuels marketing, lubricants & petroleum specialties and research & engineering.



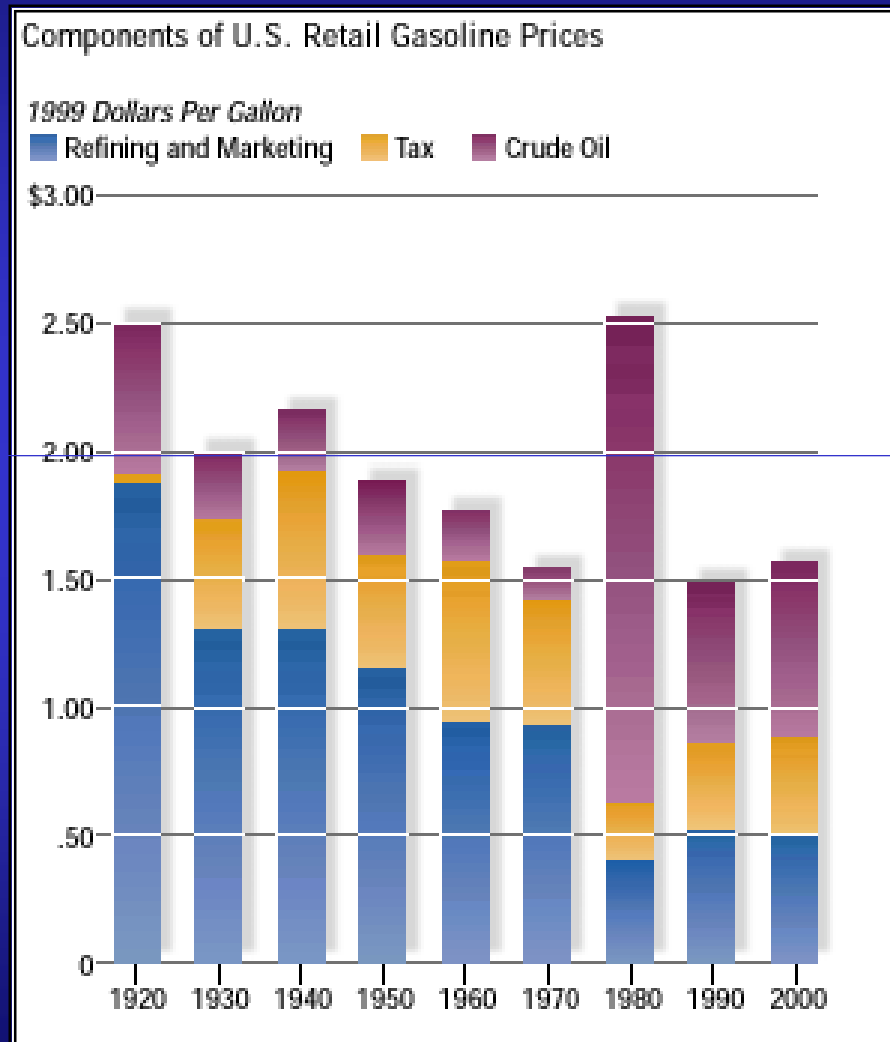
Downstream Products

- 45,000 stations under Exxon, Mobil and Esso brands.
- 700 airports.
- 150 marine ports
- 1 million industrial and wholesale customers.
- Released over 400 reformulated products in 1999.

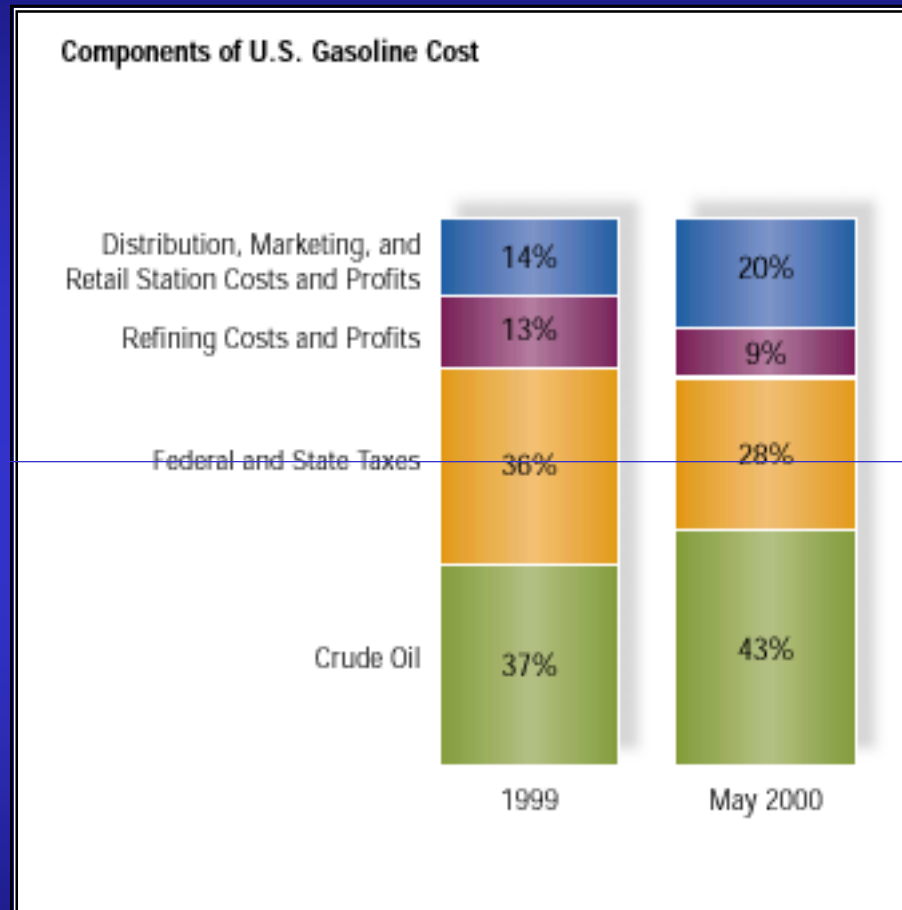


- Mobil 1 Tri-Synthetic
- 10% worldwide growth in synthetic lubricants.

10 Year Gas Components



2 Year Gas Components



ExxonMobil Chemical

- **Among the top three petrochemical companies in 1999.**
- **Manufacturing locations in more than 20 countries.**
- **Products marketed in more than 120 countries.**
- **Product line has applications in adhesives & sealants, agriculture, automotive, chewing gum, coatings, coated fabrics, consumer products, construction, dry cleaning, electric applications, fibers & non-wovens, film & sheet, firefighter training fuel, flooring & wall covering, healthcare & medical, industrial cleaning, inks & reproduction, packaging, personal care, polyurethane foam, portable heater fuel, sporting goods, synthetic lubricant base fluids, tires and wire & cable.**

ExxonMobil Coal and Minerals Company mines coal and copper on three continents. The coal is used to produce electricity on five continents, and the copper is marketed worldwide.

Monterey Coal Company / Illinois

- Underground longwall mine
- Coal railed or trucked to regional customers
- 1998 production: 2.6 million metric tons

Exxon Power Investment Co. Inc./Texas

- Worldwide power development activity

Exxon Energy Ltd./ Hong Kong, China

- Three power stations in Hong Kong (6,283Mw, 60% owned)
- Plant capacity access in Guangdong Province, China (600 Mw, 25.5% rights)
- Power development activities in China

International Colombia Resources Corp. (Intercor)/ Colombia

- ExxonMobil 50%
- Intercor operated
- Large surface coal mine
- 150 kilometer rail system
- Coal loading facility at Puerto Bolivar
- 1998 production: 15.5 million metric tons (100%)
- Most coal sold to European and North American customers

Compañía Minera Disputada de Las Condes Limitada / Chile

- Two copper mines and a smelter
 - Los Bronces: surface mine
 - El Soldado: surface and underground mines
 - Chagres Smelter
- 1998 production: 216,000 metric tons

Exxon Coal and Minerals Australia Ltd./ New South Wales

- Lemington Mine (100% owned)
 - Surface mine
 - 1998 production: 3.2 million metric tons
- Ulan Mines (36% owned, manager)
 - One surface and one underground mine
 - 1998 production: 5.2 million metric tons (100%)

Global Presence

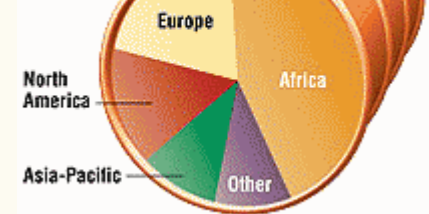
Global Portfolio

Major operations
in three key
regions

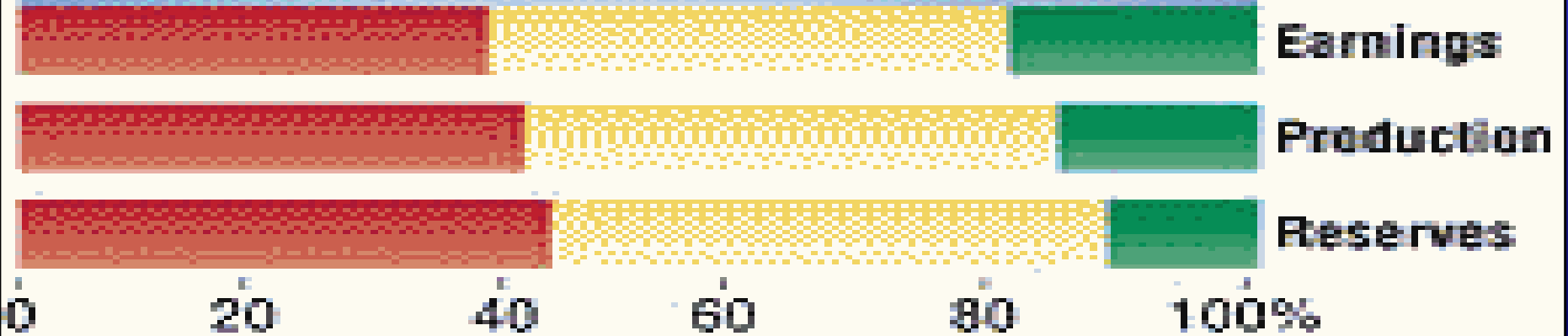


New Resource Additions

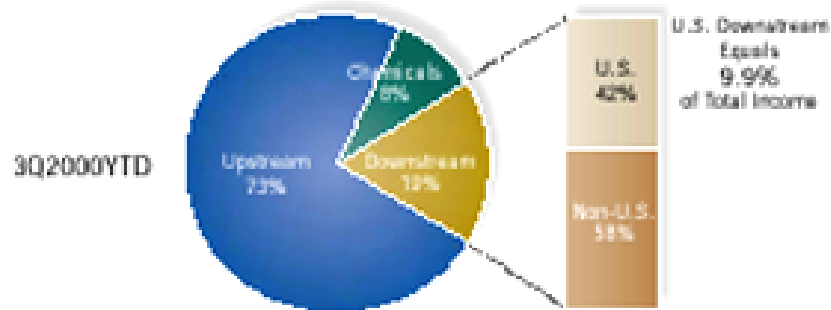
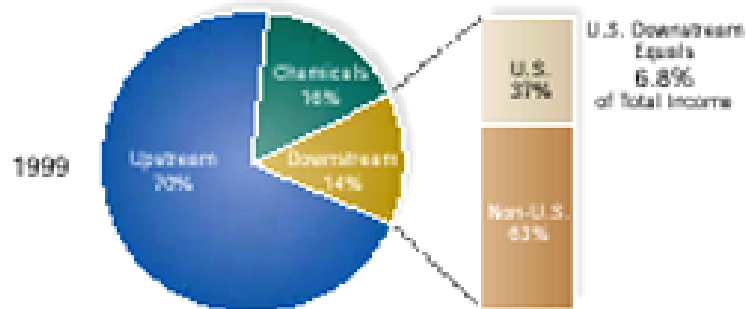
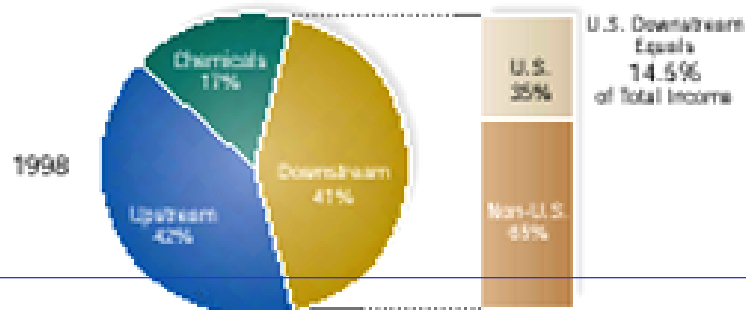
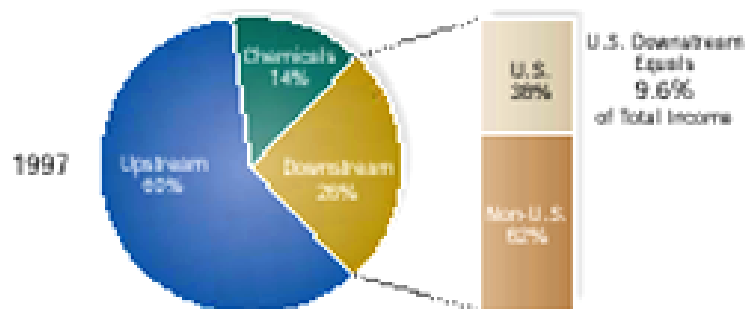
1997-1999



Resource additions are new discoveries and acquisitions of proved reserves and other quantities of oil and gas that will likely be developed.

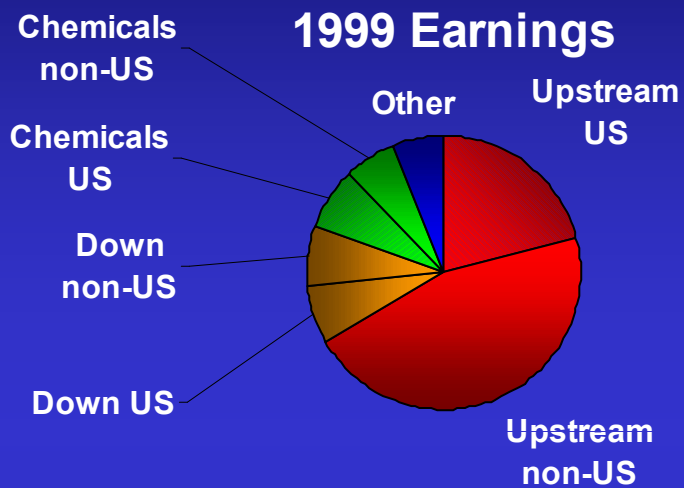


ExxonMobil Earnings 1997-3Q2000 by Business Sector*

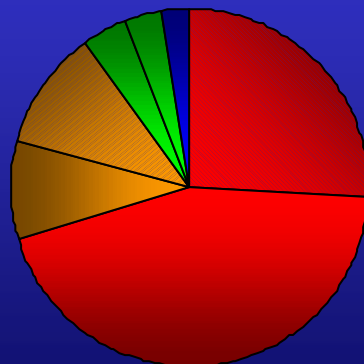


Four Year Earnings Breakdown

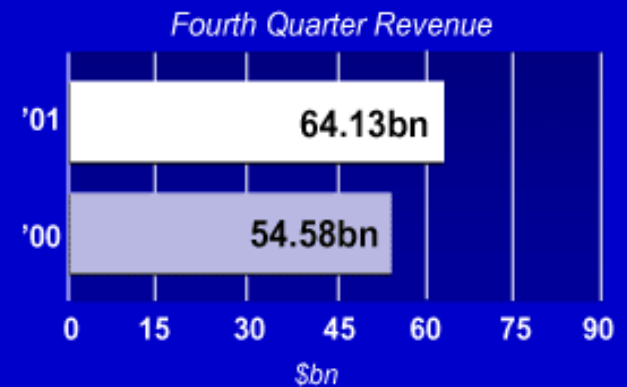
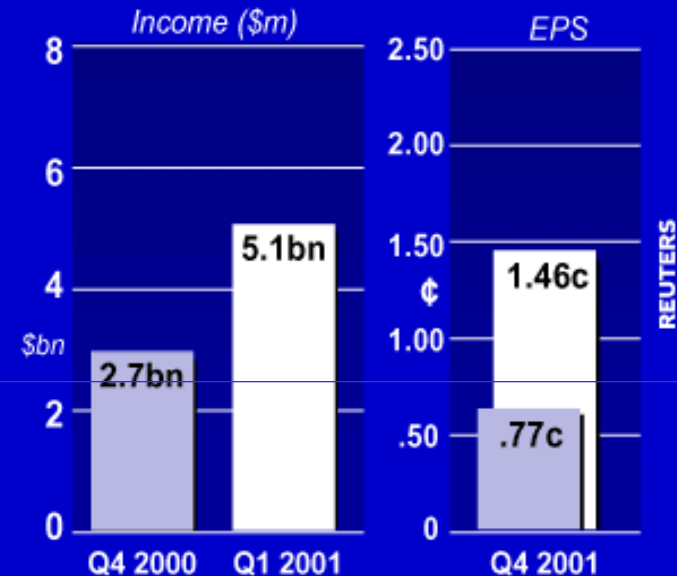
Earnings Breakdown



2000 Earnings



Exxon Mobil Corp (XOM)

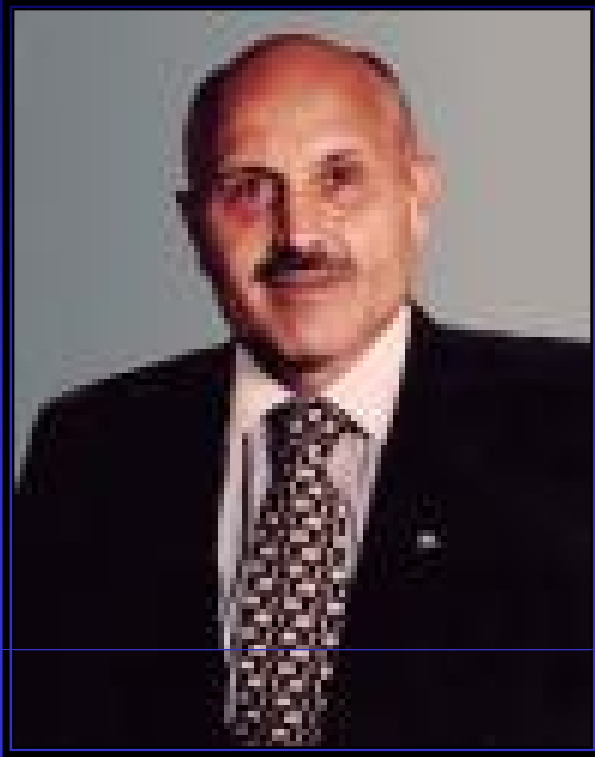




Lee R. Raymond

Chairman - CEO - President

- University of Wisconsin BA in Chemical Engineering.
- University of Minnesota Ph.D. in chemical Engineering.
- Joined Exxon as a Production Research Engineer in 1963.
- http://www.exxon.mobil.com/exec_speeches/



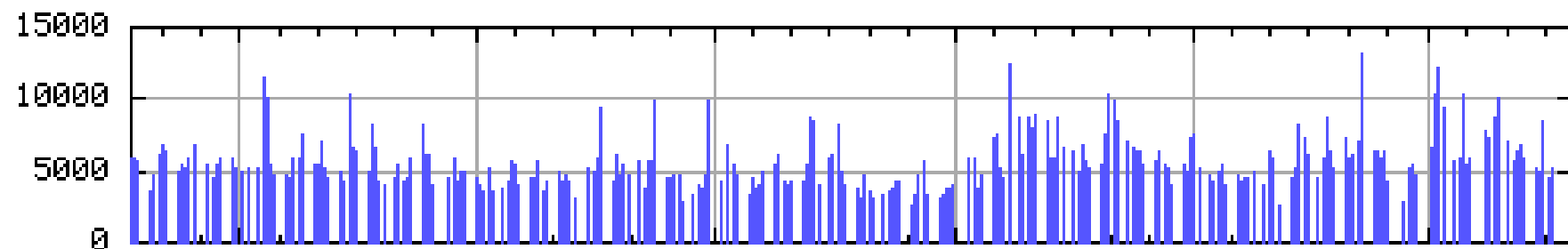
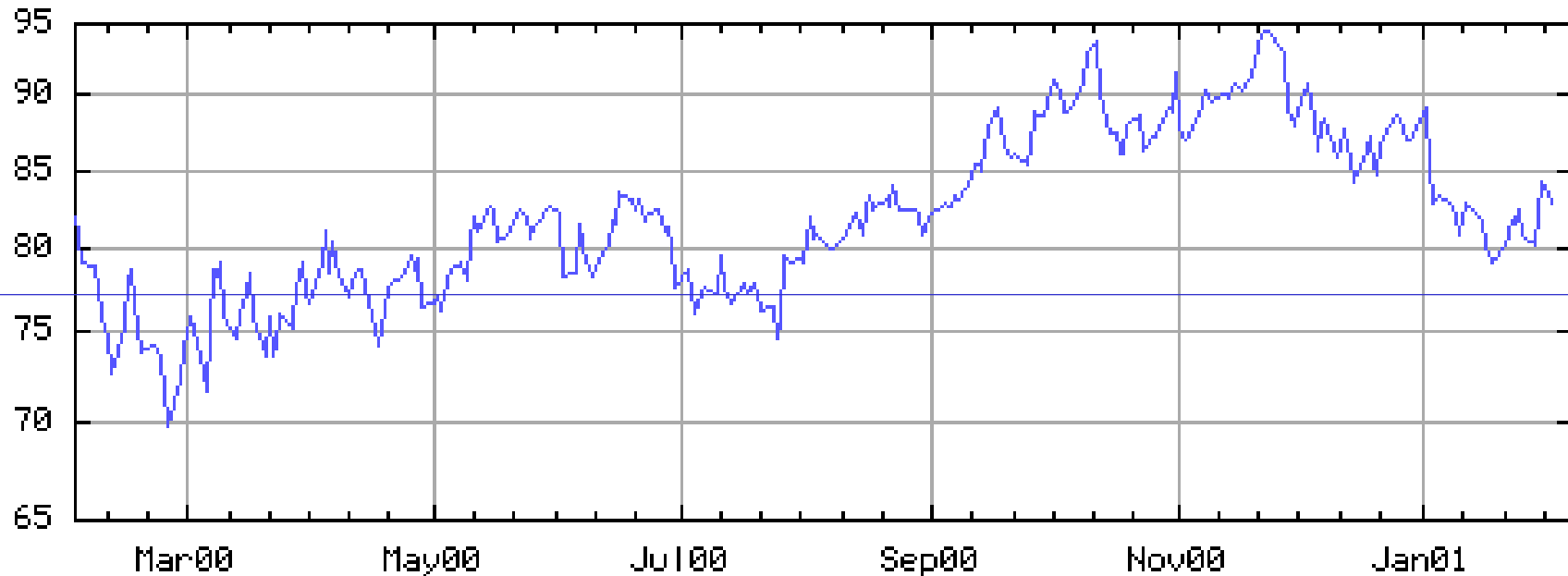
Lucio A. Noto

Vice -Chairman

- **University of Notre Dame BA in Physics.**
- **Masters in Business Administration from Cornell University.**
- **Joined Mobil in New York in 1962.**
- **Until 1985 Held a number of executive positions in Mobil's Italian, Japanese and Saudi Arabian operations.**
- **On January 31, 2001 Lou Noto announced his retirement to the Board of Directors.**

1 Year Stock Prices

Exxon Mobil Corp
as of 2-Feb-2001



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Volume (1000's)

<http://finance.yahoo.com/>

Ratio Analysis

Market Cap
\$290 billion

Annual Dividend
\$1.76

Operating Margin*
9.8%

Shares Float
3.44 billion

Dividend Yield
2.12%

Profit Margin*
7.0%

EPS
5.04

Debt/Equity
0.21

Return on Assets*
11.19%

PE
16.70

Current Ratio
0.99

Return on Equity*
24.79%

Merger Economies of Scale

- **November 30, 1999 Exxon Mobil became a reality.**
- **Larger project base to choose from.**
- **Efficiency improvements.**
- **Natural Synergies and cost cutting.**
- **3 years of missed cost cutting opportunity.**

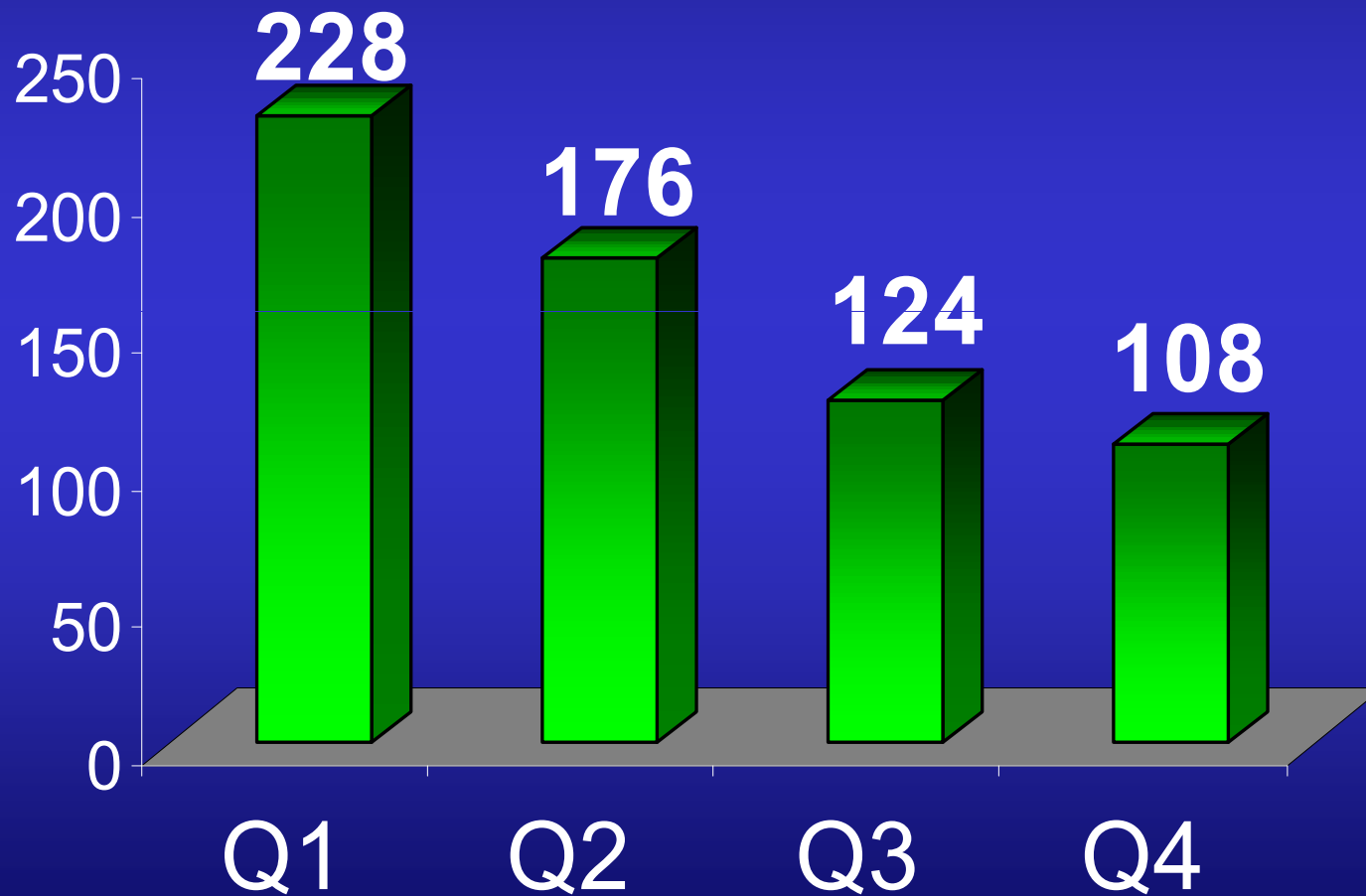
Income

- **\$17.72 billion.**
- **Oil prices average \$31.96 a barrel, up from \$24.56 a year ago.**
- **Natural gas averaged \$6.46 per btu, up from \$2.48 a year ago.**
- **Chemical down as it depends on crude oil and natural gas for raw materials.**

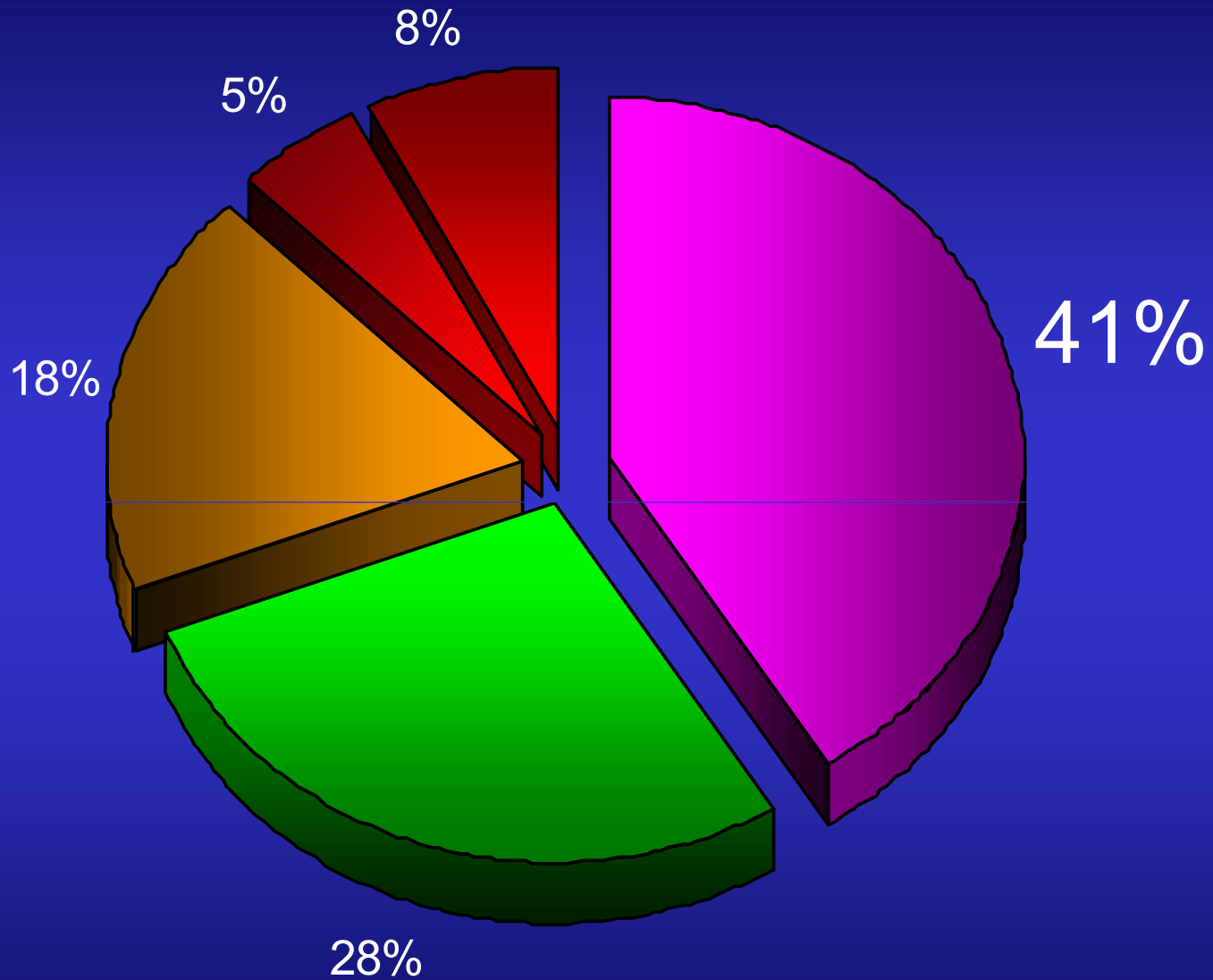
Additional Cash

- **Raised capital investment by 11% in 2000.**
- **Plans to raise budget for 2001 by a substantial 15-20%.**
- **Continued stock buy back.**
- **Possible increase in stock buy back or dividend payout in 2001.**
- **FCF of approx. 9 billion.**

Quarterly Interest Payments in 2000

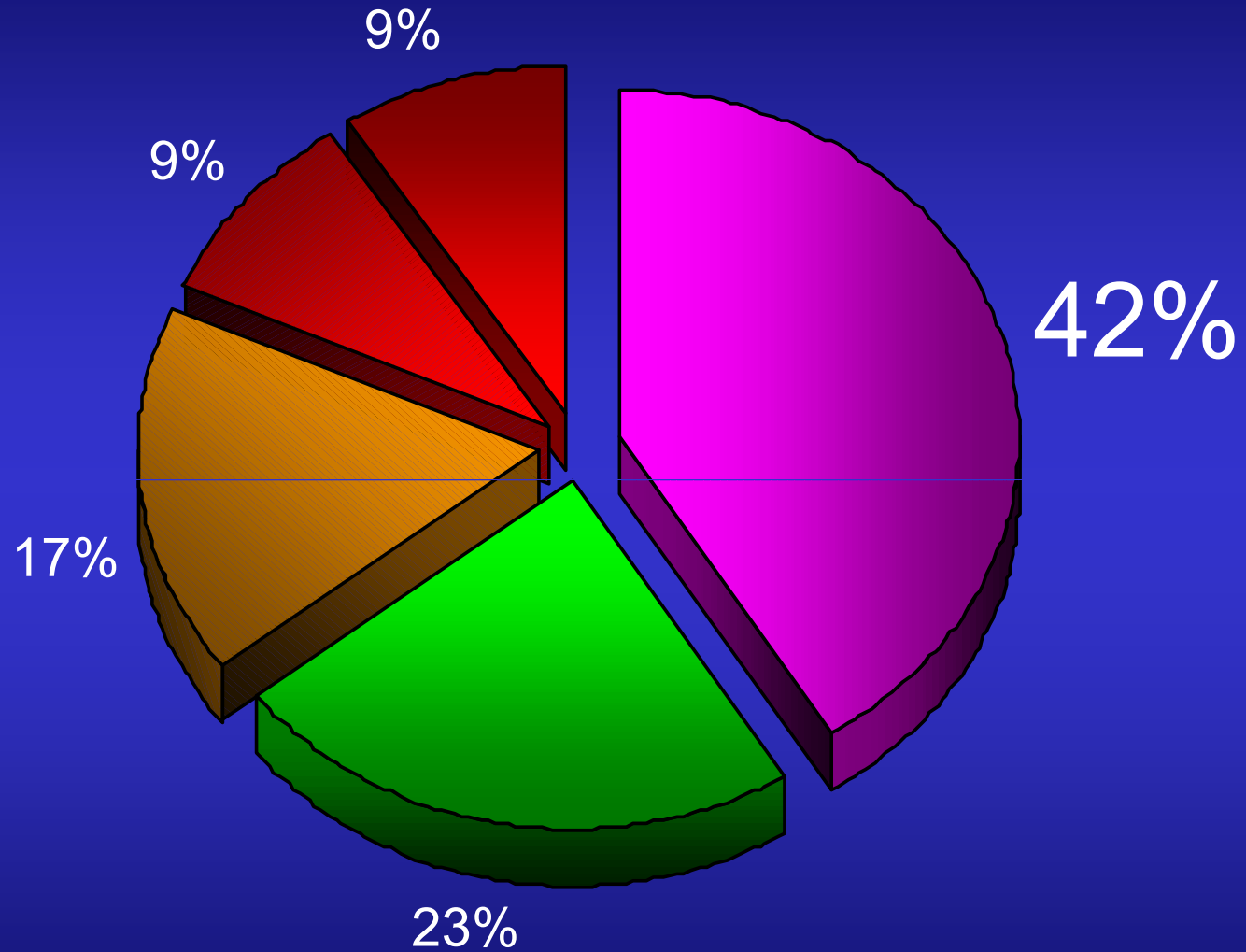


Market Value



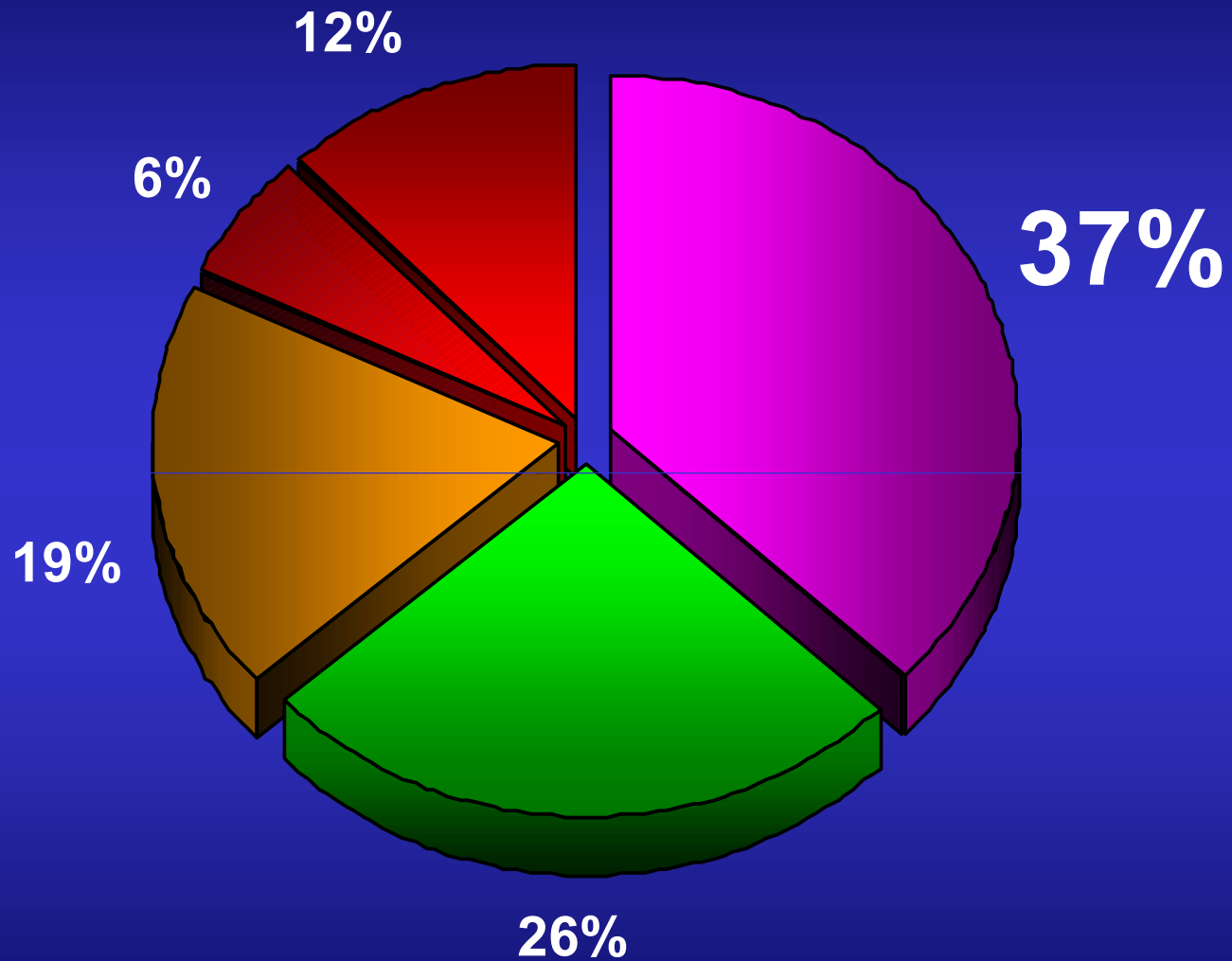
■ Exxon Mobil ■ BP Amoco ■ Petroleum ■ Texaco ■ Chevron
Royal Dutch

Revenues



■ Exxon Mobil ■ BP Amoco ■ Petroleum Royal Dutch ■ Texaco ■ Chevron

Net Income



■ Exxon Mobil ■ BP Amoco ■ Petroleum ■ Texaco ■ Chevron
Royal Dutch

Competition

	Exxon Mobil	BP Amoco	Chevron	Royal Dutch Petroleum	Texaco
Current Share Price	82.99	52	82.42	60.41	61.35
Market Value	\$288,473 mil	\$195,832 mil	\$52,899 mil	\$129,537 mil	\$33,751 mil
Revenues	\$232,737 mil	\$131,450 mil	\$51,996 mil	\$97,538 mil	\$51,130 mil
Net Earnings	\$16,305 mil	\$11,347 mil	\$5,185 mil	\$8,346 mil	\$2,542 mil
5-yr. Sales Growth	14.13%	12.25%	5.02%	0.41%	2.04%
5-yr. Earnings Growth	6.56%	10.00%	22.12%	2.25%	9.82%
Net Profit Margin	7.00%	8.60%	10.00%	8.60%	5.00%
Forward P/E	18.8	16.3	12.9	17.8	14.3
PEG	1.9	1.51	1.44	1.54	1.36
Price/Sales	1.2	1.5	1	1.3	0.7
Price/Book	4.2	2.7	2.8	3.6	2.6
ROE	23.90%	15.50%	27.40%	23.20%	19.80%
ROA	11.00%	8.20%	12.50%	12.30%	8.30%
Dividend	\$1.76	\$1.35	\$2.60	\$1.37	\$1.80
Beta	0.4	0.7	0.6	0.8	0.3

Technology

- **Mobil SpeedPass**
- **Fuel cell research with the leaders in the field Toyota and General Motors.**
- **Exxon's internationally patented gas liquidification process may find a way around LNG downsides.**

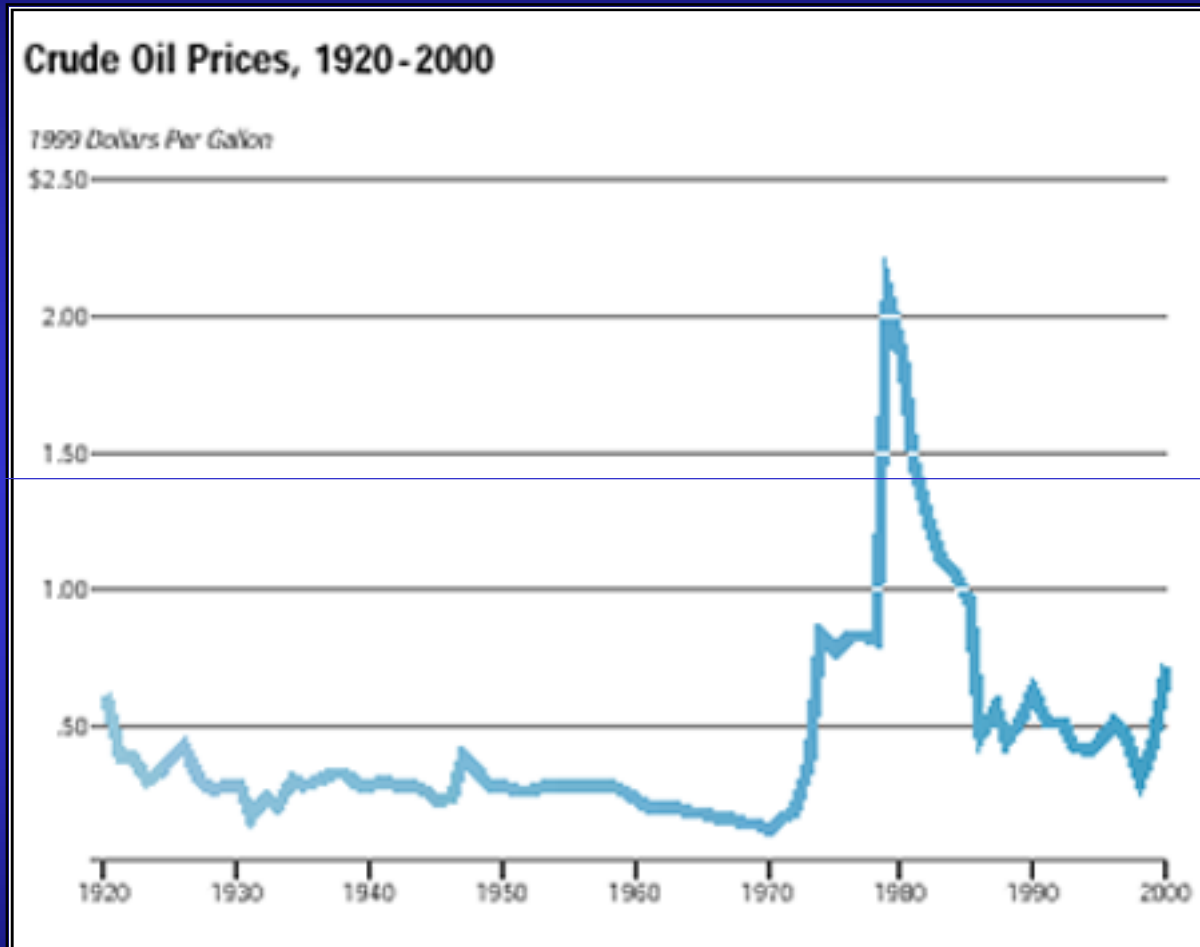
Risks

- **Earnings are linked to a commodity.**
- **Savings from merger make take longer to realize.**
- **Battery operated cars can run at 60-70 miles per gallon, well above the average of 26 miles per gallon.**
- **New technological development.**

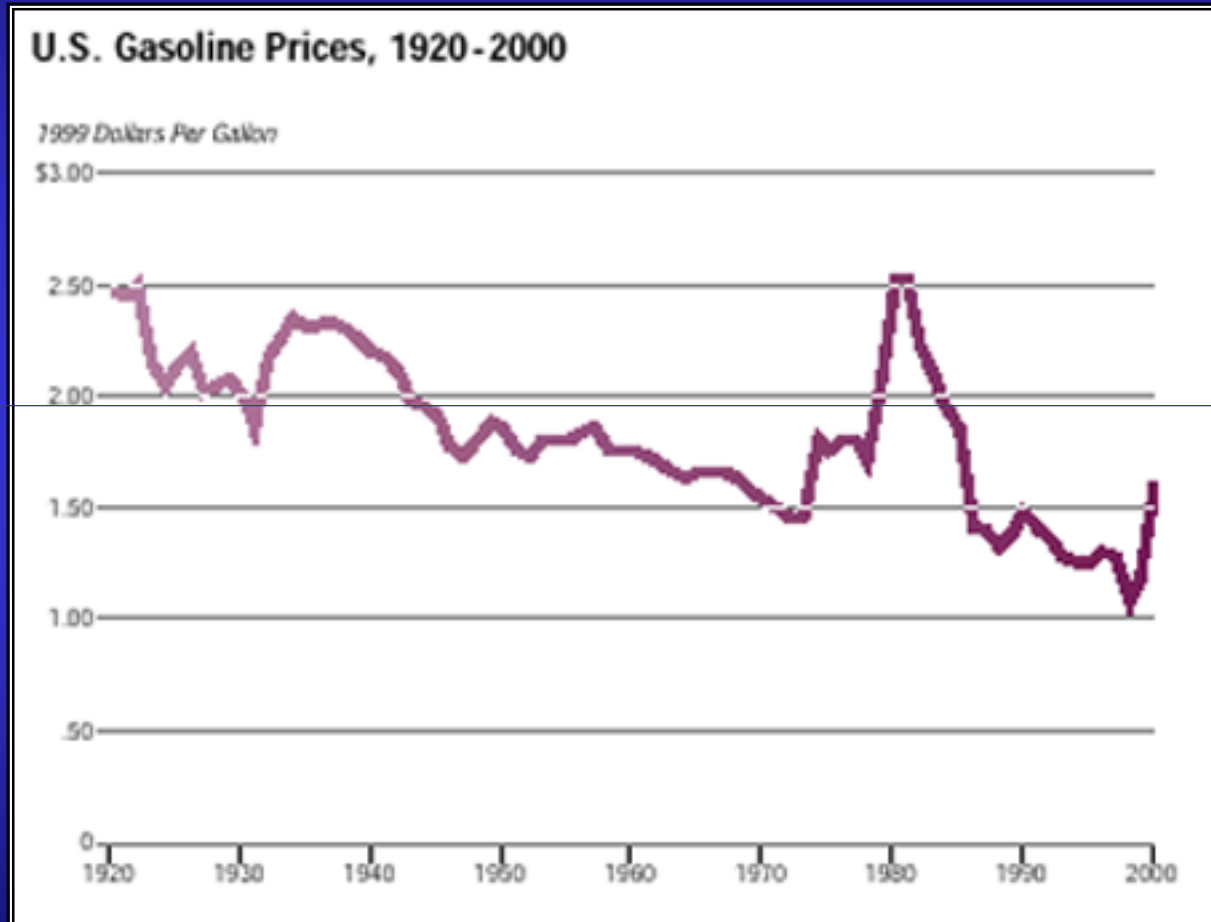
Lawsuits

- **December 19, 2000 an Alabama jury awarded \$3.5 billion punitive damages**
- **Illegally deducted \$87.7 million in expenses from royalties due**
- **Currently appealing the \$5 billion punitive damages for the Valdez spill.**
- **\$3.5 billion has already been paid to clean up the spill.**

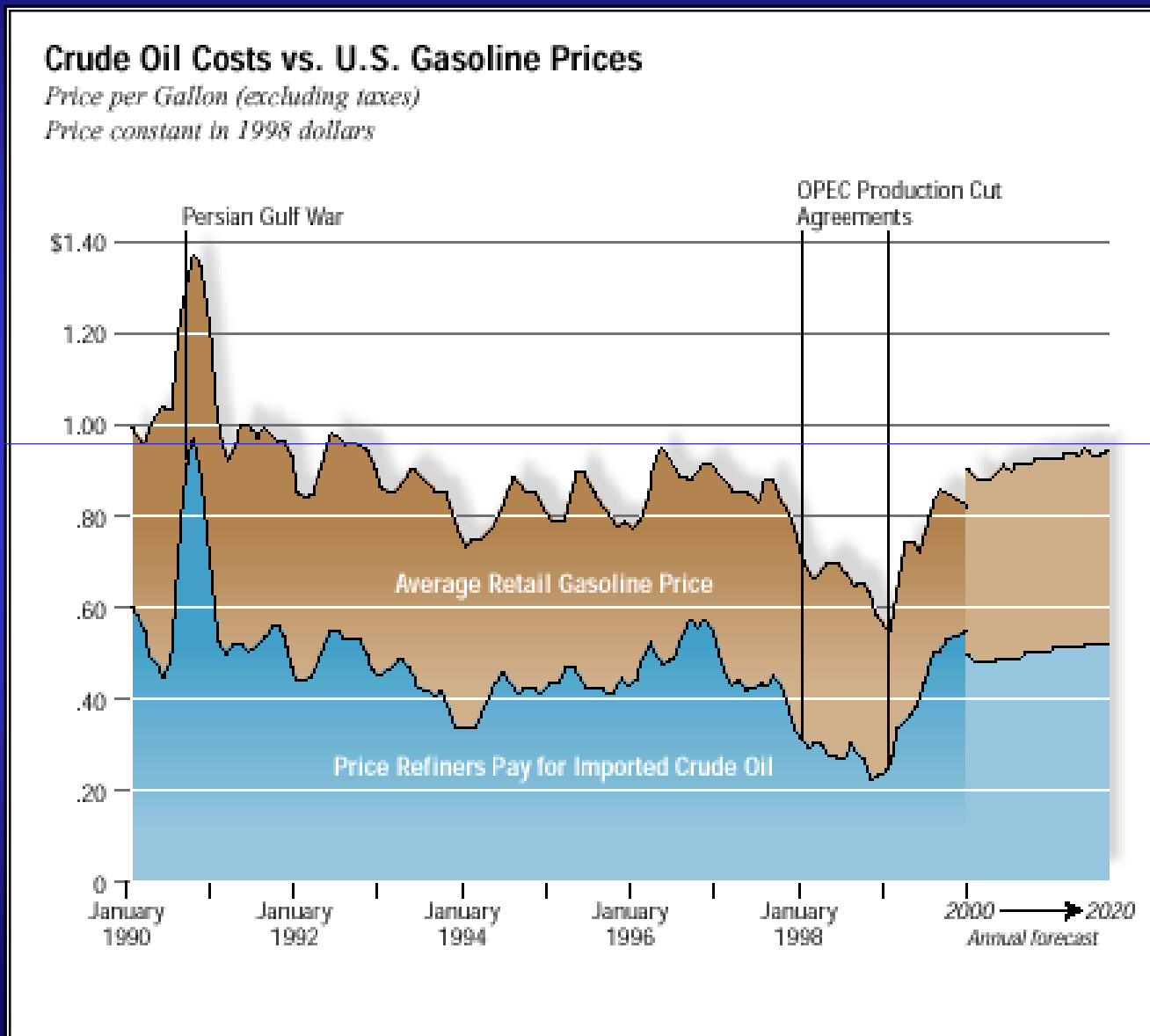
20 Year Crude Oil Prices



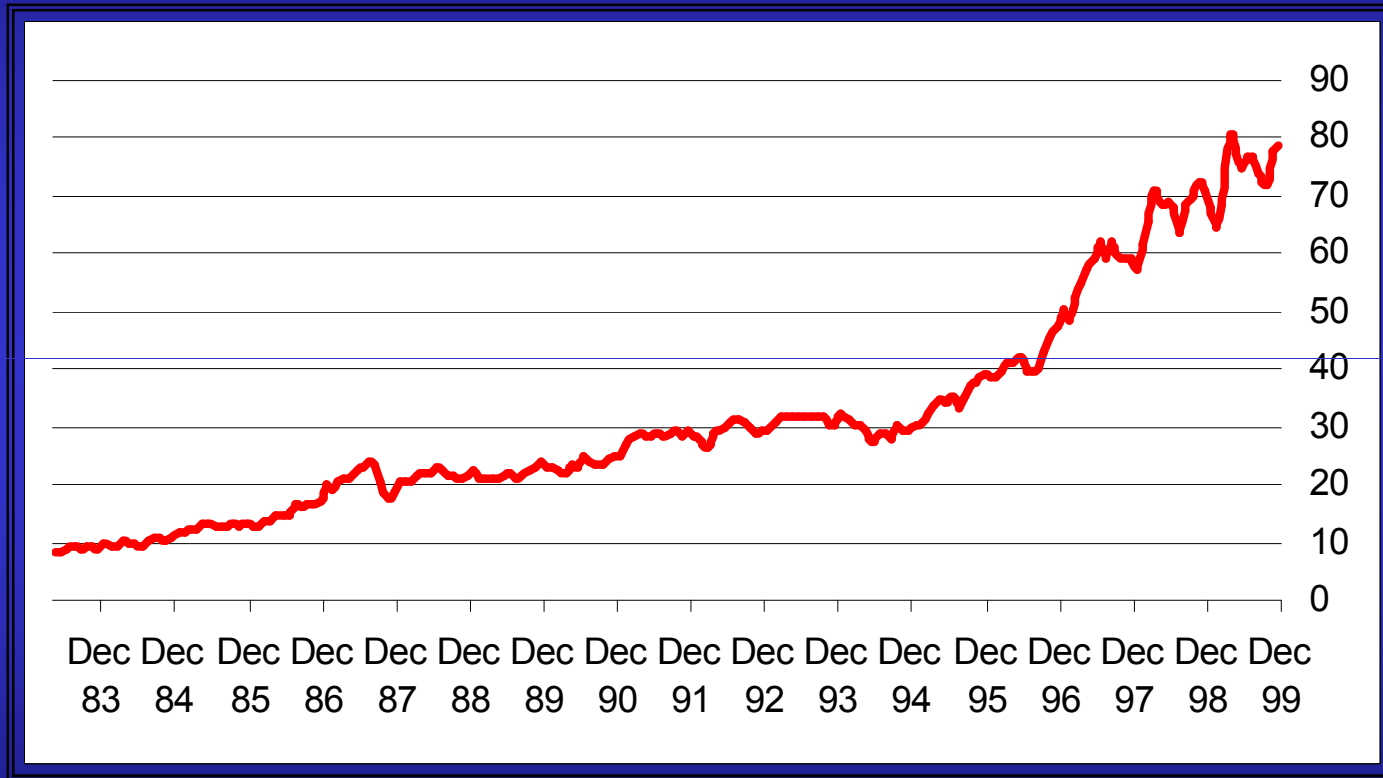
20 Year Gasoline Prices



Gas vs. Crude Oil



20 Year Stock Price



Highlights

- **Domination of it's industry. Net income of \$17.72 billion.**
- **High levels of cash flow give XOM Ability to pay off its debt saving \$700 million in interest payments combined with \$4.6 billion in cost savings due to the merger.**
- **Economies of scale from the Merger yet to be realized.**

Questions?