

# ExxonMobil

Taking on the world's toughest energy challenges.™



2007 Summary Annual Report

## ON THE COVER

Delivering outstanding performance requires exceptional people. ExxonMobil recruits talented people from around the world and provides them with formal training and a broad range of experiences to develop them into the next generation of company leaders.

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The term *Upstream* refers to exploration, development, production, and gas and power marketing. *Downstream* refers to the refining and marketing of petroleum products such as motor fuels and lubricants.

Projections, targets, expectations, estimates, and business plans in this report are forward-looking statements. Actual future results, including demand growth and energy mix; capacity growth; the impact of new technologies; capital expenditures; project plans, dates, and capacities; production rates and resource recoveries; and efficiency gains and cost savings could differ materially due to, for example, changes in oil and gas prices or other market conditions affecting the oil and gas industry; reservoir performance; timely completion of development projects; war and other political or security disturbances; changes in law or government regulation; the actions of competitors; unexpected technological developments; the occurrence and duration of economic recessions; the outcome of commercial negotiations; unforeseen technical difficulties; and other factors discussed in this report and in Item 1A of ExxonMobil's most recent Form 10-K.

Definitions of certain financial and operating measures and other terms used in this report are contained in the section titled "Frequently Used Terms" on pages 44 through 45. In the case of financial measures, the definitions also include information required by SEC Regulation G to the extent we believe applicable.

"Factors Affecting Future Results" and "Frequently Used Terms" are also posted on our Web site and are updated from time to time.

Prior years' data have been reclassified in certain cases to conform to the 2007 presentation basis.

Meeting the world's fundamental and growing need for energy is a massive undertaking.

Providing reliable, affordable energy supplies in a responsible manner enables global economic progress and improves the quality of life for people around the world. ExxonMobil remains uniquely positioned to take on the key challenges facing our industry today:

- Safely and reliably producing oil, natural gas, and hydrocarbon products
- Finding and developing new supplies and products to bring to market
- Maximizing resource and asset value
- Improving energy efficiency and minimizing environmental impacts
- Developing the next generation of scientists and engineers

## What does it take to meet these challenges?

It requires an understanding of the long-term nature of our business. It requires a consistent, systematic business model with the flexibility to adapt to changing business conditions. It requires a commitment to invest in and develop people, innovative technology, and projects that grow shareholder value. It requires a company of leaders with an unwavering commitment to integrity, operational excellence, and community development.

ExxonMobil has taken on these challenges for over 125 years while continuing to deliver superior financial results to our shareholders.

**ExxonMobil**

## To Our Shareholders

In 2007 ExxonMobil delivered a record \$40.6 billion in net income, with each of our businesses – Upstream, Downstream, and Chemical – achieving record earnings performance. Return on average capital employed was 32 percent and cash flow from operations and asset sales was \$56 billion. These exceptional results reflect the fundamental strength of our integrated businesses in a year of robust industry conditions.

# ExxonMobil's 125th anniversary year was, by many

ExxonMobil's total shareholder return for 2007 was 24 percent. The Corporation distributed a total of \$35.6 billion to our shareholders in 2007 through dividends and share purchases to reduce shares outstanding, an increase of \$3 billion from 2006. Over the past five years, we have distributed a total of nearly \$118 billion to our shareholders, including a 49-percent increase in our annual dividend.

Our 2007 business results demonstrate our commitment to operational excellence, enduring business controls, and disciplined capital investment. These results also reflect ExxonMobil's long-term industry perspective and our ability to meet the challenges of the changing global energy landscape.

Operational excellence, underpinned by our safety and environmental performance, remains a hallmark of our success. In 2007 we achieved our best-ever safety results, with the lost-time incident rate for our combined employee and contractor workforce at a record-low level. We also recorded the fewest hydrocarbon spills ever for the Corporation, with spills to water in our marine operations leading the way at an all-time low. These accomplishments are evidence of the commitment, training, and performance of our workforce throughout our worldwide operations.

ExxonMobil continues to pursue an industry-leading portfolio of world-class investment opportunities. In 2007 we invested nearly \$21 billion in capital and exploration projects. With today's major energy projects costing billions of dollars and operating for decades, a long-term view that transcends short-term market fluctuations and business cycles is essential.

Seven major Upstream projects started up during 2007 in Qatar, Angola, Norway, Kazakhstan, and the Netherlands. Over the next three years, we plan to participate in the start-up of another 19 major Upstream projects around the world. One of ExxonMobil's core competitive advantages remains our proven ability to manage large, complex energy projects under difficult conditions, on time and on budget, to help meet the growing global energy demand.

In our Downstream and Chemical businesses, we are implementing projects that increase capacity, improve yields of higher-value products, meet new product quality requirements, and further enhance our safety and environmental performance. To meet the growing demand for products in Asia, ExxonMobil is progressing an integrated refining, petrochemicals, and fuels marketing venture in China and a second world-scale petrochemical project in Singapore.

The global energy arena is undergoing important changes. Growing populations and expanding economies, especially in developing countries, are forecast to increase world energy demand by about 30 percent between now and 2030. Oil and natural gas are expected to be the dominant energy sources to meet this growing demand, and while supplies are abundant, they are often challenging to access and develop. New sources are found in remote locations, severe conditions, and unconventional forms. Public policies in some countries also limit access or increase investment risk.

**Rex W. Tillerson**  
Chairman and CEO



## measures, the strongest in our history.

These circumstances play to ExxonMobil's strengths, with our outstanding and proven financial, managerial, technological, and operational capabilities. Our fundamental business strategies are key to delivering the energy the world requires while achieving sustained, industry-leading returns and growing shareholder value.

Technology is and will remain key to meeting the world's growing energy needs. Technological innovations allow the identification and commercialization of challenged resources, optimization of operating unit performance, and development of high-performance products. ExxonMobil invested about \$3.5 billion in research and development over the past five years, demonstrating our commitment to maintaining and developing proprietary technology.

The changing energy landscape also demands that companies are good corporate citizens. Corporate citizenship is embedded in our business culture and is reflected in our ability to effectively integrate good corporate governance, safety, and a commitment to environmental and social responsibility into all aspects of our global business. We choose the course of highest integrity in all of our business interactions because we believe that a well-founded reputation for high ethical standards and strong business controls is a priceless corporate asset.

ExxonMobil is taking active measures at our facilities to reduce emissions and minimize environmental impacts through our initiative, *Protect Tomorrow. Today.* We are also partnering with vehicle and engine manufacturers to develop and deploy energy-saving technologies.

Additionally, we continue to invest in research and development to identify potential breakthrough innovations that could significantly reduce greenhouse gas emissions worldwide.

Our integrated business model allows us to maximize returns across the entire value chain. Our functional organization structure allows us to apply best practices and deploy expertise globally. Our operational experience allows us to deliver superior performance. These advantages ensure we are well-positioned to address the challenges of the global marketplace.

The same strengths that have enabled our past achievements prepare us to succeed in the future. We remain committed to growing long-term value for our shareholders – through high standards of operational excellence, disciplined capital investment, development of innovative technology, and the dedication and ingenuity of our employees.

A handwritten signature in dark ink, reading "Rex W. Tillerson".

Rex W. Tillerson  
Chairman and CEO

## Fundamentals of Our Approach: Consistency, Integrity, Discipline, Reliability, and Ingenuity

FINANCIAL HIGHLIGHTS	2007	2006	2005	2004	2003
<i>(millions of dollars, unless noted)</i>					
Sales and other operating revenue <sup>(1)(2)</sup>	<b>390,328</b>	365,467	358,955	291,252	237,054
Net income	<b>40,610</b>	39,500	36,130	25,330	21,510
Cash flow from operations and asset sales <sup>(3)</sup>	<b>56,206</b>	52,366	54,174	43,305	30,788
Capital and exploration expenditures <sup>(3)</sup>	<b>20,853</b>	19,855	17,699	14,885	15,525
Cash dividends to ExxonMobil shareholders	<b>7,621</b>	7,628	7,185	6,896	6,515
Common stock purchases <i>(gross)</i>	<b>31,822</b>	29,558	18,221	9,951	5,881
Research and development costs	<b>814</b>	733	712	649	618
Cash and cash equivalents at year end <sup>(4)</sup>	<b>33,981</b>	28,244	28,671	18,531	10,626
Total assets at year end	<b>242,082</b>	219,015	208,335	195,256	174,278
Total debt at year end	<b>9,566</b>	8,347	7,991	8,293	9,545
Shareholders' equity at year end	<b>121,762</b>	113,844	111,186	101,756	89,915
Average capital employed <sup>(3)</sup>	<b>128,760</b>	122,573	116,961	107,339	95,373
Share price at year end <i>(dollars)</i>	<b>93.69</b>	76.63	56.17	51.26	41.00
Market valuation at year end	<b>504,220</b>	438,990	344,491	328,128	269,294
Regular employees at year end <i>(thousands)</i>	<b>80.8</b>	82.1	83.7	85.9	88.3

KEY FINANCIAL RATIOS	2007	2006	2005	2004	2003
Net income per common share <i>(dollars)</i>	<b>7.36</b>	6.68	5.76	3.91	3.24
Net income per common share – assuming dilution <i>(dollars)</i>	<b>7.28</b>	6.62	5.71	3.89	3.23
Return on average capital employed <sup>(3)</sup> <i>(percent)</i>	<b>31.8</b>	32.2	31.3	23.8	20.9
Net income to average shareholders' equity <i>(percent)</i>	<b>34.5</b>	35.1	33.9	26.4	26.2
Debt to capital <sup>(5)</sup> <i>(percent)</i>	<b>7.1</b>	6.6	6.5	7.3	9.3
Net debt to capital <sup>(6)</sup> <i>(percent)</i>	<b>(24.0)</b>	(20.4)	(22.0)	(10.7)	(1.2)
Ratio of current assets to current liabilities	<b>1.47</b>	1.55	1.58	1.40	1.20
Fixed charge coverage <i>(times)</i>	<b>49.9</b>	46.3	50.2	36.1	30.8

(1) Sales and other operating revenue includes sales-based taxes of \$31,728 million for 2007, \$30,381 million for 2006, \$30,742 million for 2005, \$27,263 million for 2004, and \$23,855 million for 2003.

(2) Sales and other operating revenue includes \$30,810 million for 2005, \$25,289 million for 2004 and \$20,936 million for 2003 for purchases/sales contracts with the same counterparty. Associated costs were included in Crude oil and product purchases. Effective January 1, 2006, these purchases/sales were recorded on a net basis with no resulting impact on net income.

(3) See Frequently Used Terms on pages 44 through 45.

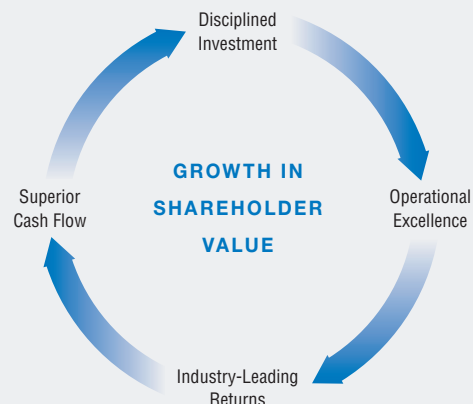
(4) Excluding restricted cash of \$4,604 million in 2006, 2005, and 2004.

(5) Debt includes short- and long-term debt. Capital includes short- and long-term debt, shareholders' equity, and minority interests.

(6) Debt net of cash and cash equivalents, excluding restricted cash.

## BUSINESS MODEL

ExxonMobil has a consistent and straightforward business model that combines our long-term perspective, disciplined approach to capital investment, and focus on operational excellence to grow shareholder value. We identify, develop, and execute projects using best practices that ensure project returns will be resilient over a range of economic scenarios. We operate our facilities using proven management systems to achieve operational excellence. As a result, we are able to generate more income from a highly efficient capital base, as demonstrated by our superior return on capital employed. Our successful execution of this model delivers industry-leading financial and operating results that grow shareholder value.



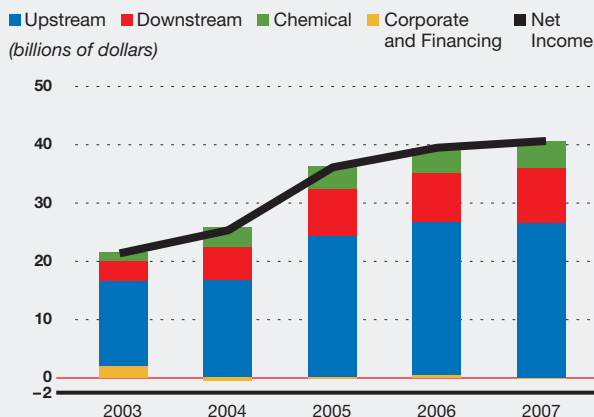
ExxonMobil's superior performance demonstrates the strength of our long-term business model.

## Superior 2007 Results

- Best-ever lost-time incident rate for our combined employee and contractor workforce
- Record earnings of \$40.6 billion, with record performance in each of our business functions
- Annual dividend per share growth of 7 percent versus 2006, the 25th consecutive year of dividend per share increases
- Total shareholder distributions of \$35.6 billion, an increase of \$3 billion versus 2006
- Industry-leading return on average capital employed of 32 percent
- Start-up of seven major Upstream projects
- Total liquids production and natural gas production available for sale of 4.2 million oil-equivalent barrels per day
- Replaced 101 percent of production with proved oil and gas reserve additions of 1.6 billion oil-equivalent barrels, including asset sales and the effect of the Venezuela expropriation, and excluding year-end price/cost effects
- Downstream and Chemical operating cost efficiencies and margin enhancements totaling \$2 billion after tax

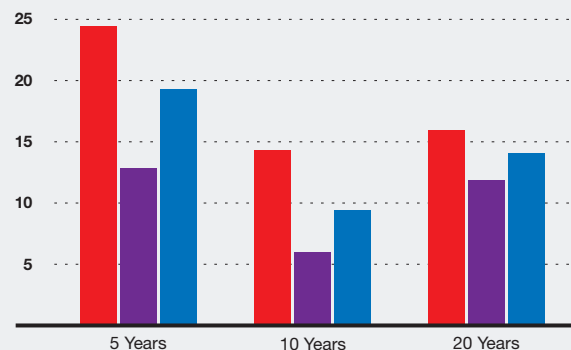
### Record Earnings in 2007

Functional Earnings and Net Income



### Total Shareholder Returns<sup>(1)</sup>

ExxonMobil S&P 500 Integrated Oil Competitor Data<sup>(2)</sup>  
(percent per year)



(1) Reflects data through December 31, 2007.

(2) Royal Dutch Shell, BP, and Chevron values are calculated on a consistent basis with ExxonMobil, based on public information.







Ready access to reliable and affordable supplies of energy is essential to economic progress. Turning crude oil and natural gas into usable products to meet the world's vast and growing energy demand requires complex facilities and constant management of thousands of operating variables. Ensuring the safety and reliability of our operations is fundamental to our business strategies and a critical challenge that ExxonMobil takes on every day.

## ○ Safety and Reliably Producing Oil, Natural Gas, and Hydrocarbon Products

ExxonMobil is committed to maintaining the highest standards of safety, security, health, and environmental care. We continue to believe that an unrelenting emphasis on flawless operations by our employees and contractors will translate into superior business results.

In 2007 we achieved our best-ever lost-time incident rate for our combined employee and contractor workforce. Our strong safety, health, and environmental performance is underpinned by the commitment of our employees and our contracting partners. Our company-wide Operations Integrity Management System (OIMS) provides a structured, global approach to managing risk throughout our worldwide operations. Our OIMS system has been recognized as meeting all of the requirements of the industry health and safety (OHSAS 18001:1999) and environmental (ISO 14001:2004) standards.

As part of the implementation of OIMS in our functional organizations, we developed integrity management systems that improve the reliability of our operations. Our systems define equipment operating procedures and limits, establish routine preventative maintenance schedules, and verify that integrity programs are completed. Management is involved in and accountable for decisions that impact the performance and reliability of our facilities.

ExxonMobil is committed to the safety of our products and the health and well-being of our employees, contractors, and customers. Our products, as well as the methods for delivering those products, are rigorously evaluated and managed.

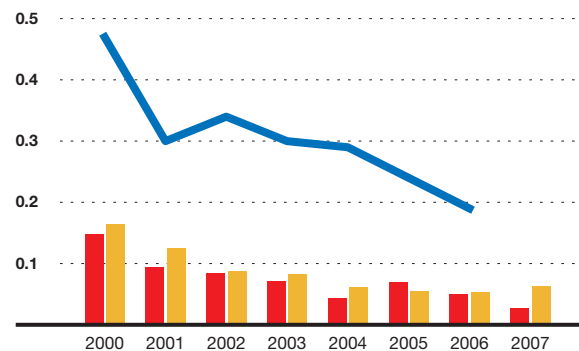
*(Graph)* ExxonMobil's outstanding safety performance is a competitive advantage. We continue to find ways to reduce incidents to achieve our goal: *Nobody Gets Hurt*.

*(Photo)* At ExxonMobil, we view outstanding performance in the areas of safety, health, and the environment as closely tied to outstanding performance in all other aspects of our business. Our Operations Integrity Management System has been instrumental in driving continued safety and health improvements for over 15 years. At our operating facilities, such as our refinery and chemical plant in Baytown, Texas, active employee and contractor participation in safety programs underpins our success.

### Industry-Leading Safety

#### Lost-Time Injuries and Illnesses

■ ExxonMobil Employees ■ ExxonMobil Contractors  
■ U.S. Petroleum Industry Benchmark<sup>(1)</sup>  
(incidents per 200,000 work hours)



<sup>(1)</sup> Employee safety data from participating American Petroleum Institute companies (2007 industry data not available at time of publication).

As the world's demand for energy continues to grow, ExxonMobil remains committed to finding and developing new supplies and products to meet this demand, while delivering long-term value to our shareholders and the resource owners. Meeting this demand, upon which continued economic growth and progress depends, has posed and will continue to pose a tremendous challenge.

## Finding and Developing New Supplies and Products to Bring to Market

Technological innovation is critical to addressing this challenge. Over the last five years, we have invested about \$3.5 billion in research and development across our functional businesses, including efforts to bring challenged resources and new products to market.

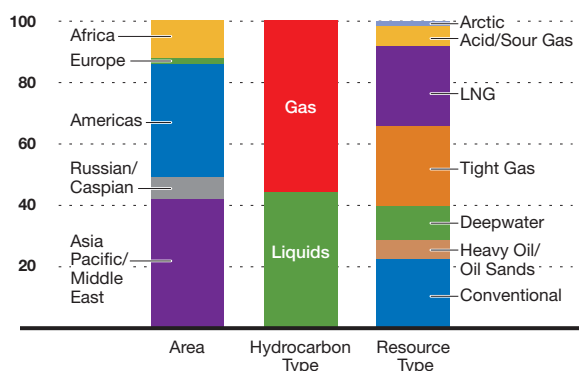
ExxonMobil maintains a unique, advantaged approach to identifying and assessing new exploration opportunities. Our geologists and geophysicists study how sedimentary basins were formed and hydrocarbons were accumulated over time. Using proprietary technologies and tools, including advanced reservoir prediction models and geological data visualization, we have significantly improved our ability to identify, model, and understand oil and gas reservoirs.

Scientists and engineers in our Upstream Research Center are developing technologies that are expanding the definition of recoverable resources. These innovations enable the commercial development of otherwise inaccessible or uneconomic hydrocarbons. Through the application of our new technologies, we are economically increasing liquefied natural gas supplies, developing tight gas resources, and enhancing heavy oil recovery.

Proprietary Downstream and Chemical technologies allow us to improve product performance and meet new product specification requirements. ExxonMobil's proprietary catalysts are used to produce lower-sulfur transportation fuels. Mobil 1 synthetic lubricants employ technology that improves fuel efficiency. Our chemical products help to reduce automobile vehicle weight, resulting in improved fuel economy and lower costs.

ExxonMobil's ability to find and develop new supplies and products relies on continued access to resources and stable economic environments. Our superior operating and financial performance makes us a partner of choice for both conventional and unconventional developments.

**Resource Additions**  
(percent, 2003–2007)



(Graph) During the past five years, ExxonMobil has added 15.7 billion oil-equivalent barrels to our resource base. These diverse additions provide a strong portfolio for future production growth.

(Photo) The Rocky Mountains contain vast quantities of an unconventional resource known as “tight gas” – natural gas trapped in sandstone reservoirs with very low permeability. We are using our proprietary Multi-Zone Stimulation Technology in Colorado's Piceance Basin to achieve better well productivity, enabling the commercial development of this large resource.









It takes increasingly large and complex projects to develop new oil and natural gas resources, many of which are found in remote and technically challenging environments. Additionally, consumers continue to demand new high-performance premium products at competitive prices. ExxonMobil is taking on the challenge of maximizing the value of resources and assets in order to deliver attractive returns to shareholders and resource owners while meeting the changing demands of the market.

## ○ Maximizing Resource and Asset Value

Our disciplined investment process focuses on selecting development concepts that are right for each opportunity – concepts that ensure we are using ExxonMobil's vast global expertise to develop oil and natural gas opportunities to their fullest potential.

ExxonMobil develops and deploys technologies and operating best practices that improve resource recovery and reduce development costs. In the Upstream, we are able to drill complex wells at lower costs using our unique tools and processes. We have extensive research capabilities that allow us to create unique solutions tailored to individual opportunities.

Our Downstream business delivers ongoing process improvements that increase supply flexibility, grow capacity, and improve product yields. Using our Molecule Management technology, our refineries are able to process more challenged raw materials, increase production by maximizing utilization of existing capacity, and optimize value through improved yields of higher-value products.

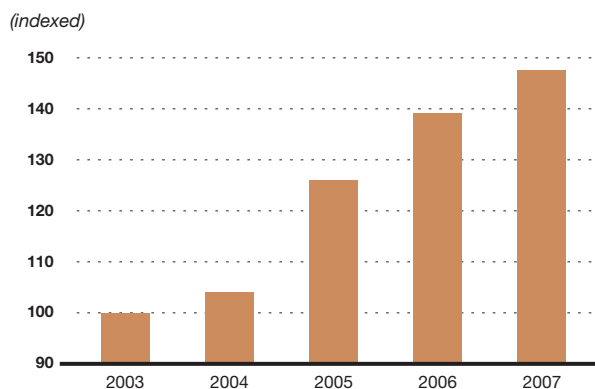
More than 90 percent of the chemical capacity that we own and operate is integrated with our large refining complexes or natural gas processing plants. These integrated sites are designed and operated to maximize the value of each product stream and to achieve cost savings from economies of scale.

Effective and efficient use of our resources is the key to delivering long-term profitability and growth in shareholder value. ExxonMobil's disciplined investment approach, operational excellence, and proprietary technologies make us uniquely positioned to maximize resource and asset value throughout our operations.

*(Graph)* Our proprietary modeling and processing technologies have allowed us to increase throughput of difficult-to-process “challenged” crudes that are typically discounted in the marketplace. The increased feed flexibility allows us to lower our raw material costs.

*(Photo)* Mondo, the first field in the Kizomba C development in Angola, started up in January 2008. The Kizomba C development includes two floating production, storage, and offloading vessels and 36 subsea wells, making it ExxonMobil's largest subsea development. Using our proven project management system and our “Design One, Build Multiple” strategy, first oil was achieved less than two years after project approval.

**ExxonMobil Raw Material Flexibility**  
Challenged Crudes





Balancing the need for more energy to support economic growth and improvements in living standards while effectively addressing potential risks to the environment is a key challenge facing the energy industry today. At ExxonMobil, we are committed to taking effective, globally applicable steps that address this challenge while enabling efficient and affordable delivery of our products to consumers.

## Improving Energy Efficiency and Minimizing Environmental Impacts

ExxonMobil is committed to continuously improving energy efficiency. Since the launch of our Global Energy Management System in 2000, we have improved energy efficiency at our refineries and chemical plants by over 6 percent.

ExxonMobil is an industry leader in the use of cogeneration, a highly efficient way to generate power and steam. With facilities under construction around the world, we expect to have interests in cogeneration capacity of over 5000 megawatts in the next three years.

Elimination of spills is one of our key focus areas in our effort to minimize our environmental footprint. We have reduced the number of spills in our operations by an average of over 13 percent per year since 2000.

With operations that span the globe, ExxonMobil faces the challenge of operating in a variety of environmentally sensitive locations. We recognize the importance of conserving biodiversity. ExxonMobil operates with high standards of environmental management, and is guided by an in-depth scientific understanding of the environmental impact of our activities.

ExxonMobil's commitment to developing innovative solutions goes beyond our own facilities. We support the Global Climate and Energy Project (GCEP) at Stanford University, a pioneering research effort aimed at identifying technologies that can meet energy demand while reducing greenhouse gas emissions. GCEP has a broad portfolio of activities, including fundamental research in the areas of solar energy, fuel cells, carbon capture and storage, and biofuels.

The research and development performed by our scientists, along with collaborative initiatives with vehicle and engine manufacturers, contributes to significant technological progress. We are developing improvements to the fuel economy and emissions performance of internal combustion engines and making advances in battery technology and on-board hydrogen generation for fuel cells.

### Cogeneration Capacity<sup>(1)</sup>

(megawatts)



(1) Capacity in which ExxonMobil has an interest.

(Graph) ExxonMobil has interests in nearly 100 cogeneration facilities around the world, with a total capacity of about 4500 megawatts. Since 2004 we have invested more than \$1 billion in new cogeneration capacity.

(Photo) Cogeneration is the simultaneous production of electricity and thermal heat/steam. Construction of a new facility at our Antwerp, Belgium, refinery is under way, with start-up planned in 2008.







The ongoing need for new scientific discoveries to help secure our energy future makes developing the next generation of scientists and engineers a global energy challenge. Just as recent technological advances only now enable hydrocarbon resources discovered decades ago to be brought to market, we recognize the need to prepare today's students to take on tomorrow's challenges.

## ○ Developing the Next Generation of Scientists and Engineers

The oil industry has operated on the edge of new, developing technologies throughout its history. New technologies would not be possible without the applied intellect and ingenuity of thousands of trained scientists and engineers. Innovation starts with education.

ExxonMobil employs thousands of scientists and engineers, many of whom have PhDs. Our exceptional teams working in research and applied science fields around the world create innovative solutions to the complex challenges we face. We provide technical training and development opportunities for our employees over the duration of their careers, fostering an environment of continuous innovation.

ExxonMobil's commitment to education spans all levels of achievement. One of our primary goals is to support basic education and literacy programs in the developing world. In areas of the world where basic education levels have been met, we support education programs in science, technology, engineering, and mathematics.

ExxonMobil recognizes the essential role that proficiency in math and science plays not only in the energy business, but also in fostering innovation and facilitating human progress. We are encouraging new generations to pursue studies and careers in fields involving math and science. Toward that goal, we support programs focused on laying the foundation for long-term educational improvements, such as the National Math and Science Initiative and the Mickelson ExxonMobil Teachers Academy.

Through our Educating Women and Girls initiative, ExxonMobil contributes to education projects in communities in which we operate around the world. Evidence shows that an educated population of women and girls fosters long-term improvements in health, greater economic growth, and increased education levels of the community as a whole.

*(Right)* Investment in education is the first step toward increasing standards of living around the world. It opens doors to countless opportunities for innovation, creativity, and progress. As one of the largest oil producers in Angola, ExxonMobil recognizes that education is critical to the sustained advancement of this developing country.

*(Left)* The Science Ambassador Program is one of many programs sponsored by ExxonMobil. More than 800 ExxonMobil employees and retirees serve as tutors, judge science fairs, and act as mentors and guest teachers. The Program emphasizes science, math, and energy education to help encourage students to become the next generation of scientists and engineers.





## The Outlook for Energy – A View to 2030

Our outlook is focused on the world's rising energy needs and how we expect these needs to be met. Providing this energy is not easy or automatic. The challenges reflect the global scope of the task, as well as substantial objectives related to economic development, energy security, and the environment.

*The Outlook for Energy* summarizes ExxonMobil's projections for global energy demand and supply through 2030, and is the result of an ongoing process that has been conducted for decades. The results underpin our long-term strategies and investment plans.

### PROGRESS DRIVES A GROWING NEED FOR ENERGY

The world's economy runs on energy. Future energy use will be driven by a growing global population that continues to advance and seek better living standards. Global economic output, as measured by Gross Domestic Product (GDP), is likely to increase by close to 3 percent annually through 2030, similar to historical trends.

While growing, the global economy is becoming more energy efficient. Energy intensity – the amount of energy used per unit of economic output – has improved significantly over the past 25 years. The rate of improvement is likely to increase as advanced technologies are developed and deployed. As a result, energy intensity in 2030 will be almost 50 percent below the level of 1980.

Global energy demand – expressed in millions of oil-equivalent barrels per day – is expected to increase 1.3 percent per year on average from 2005 to 2030, even with significant efficiency gains. The vast majority of the demand increase will be in developing countries, where economies are growing most rapidly and modern energy supplies are still a precious

commodity for millions of people. While the use of alternative fuels will continue to grow, oil, natural gas, and coal will remain the primary sources of energy throughout the outlook period.

### POWER GENERATION AND GROWING ELECTRICITY DEMANDS

The largest end-use sector today, and the one with the greatest volume growth going forward, is power generation. Both economic development and rising prosperity drive the demand for electricity.

As developing countries become more prosperous and billions of people move up the economic curve, demand for electricity will increase significantly. Meeting this demand will require strong growth in fuel supplies for power generation.

On a global basis, coal will remain the largest source of power through the outlook period, although natural gas will have the largest increase. While more efficient technologies and cleaner fuels will continue to penetrate the power generation sector, coal's predominance will continue to have significant implications for overall CO<sub>2</sub> emissions.

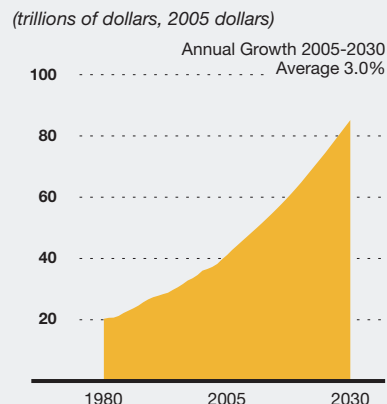
### TRANSPORTATION DEMAND EXPANDING

The fastest growing sector – and the one most important to oil demand – is transportation, which includes road vehicles, ships, trains, and airplanes.

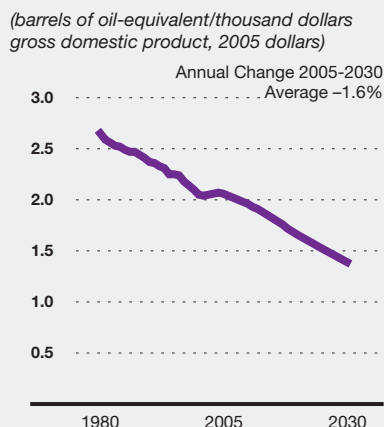
Transportation is an essential part of today's world – whether aiding the provision of goods and services, or getting people to local or distant destinations. Global economic progress, increasing populations, and rising individual prosperity will remain strong drivers of transportation demand.

As the number of vehicles continues to rise, energy efficiency will become increasingly important. Significant gains are expected to come from evolutionary changes to conventional engine technologies, along with market penetration of advanced vehicle technologies.

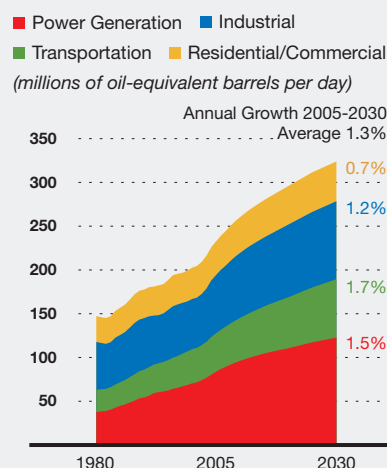
**Worldwide Economic Output**



**Global Energy Intensity**

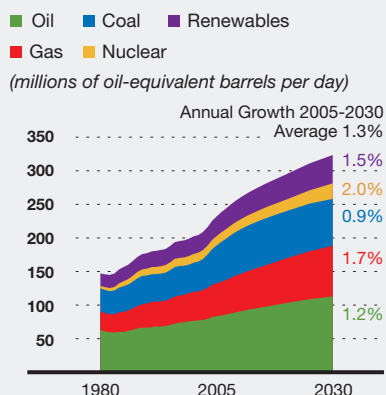


**World Energy Demand by Sector**

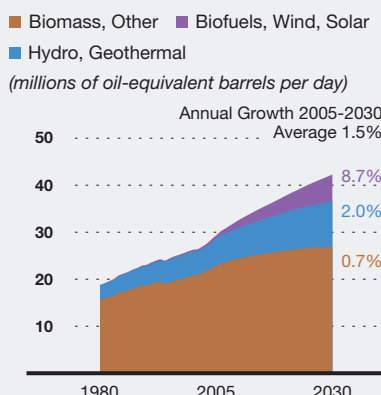




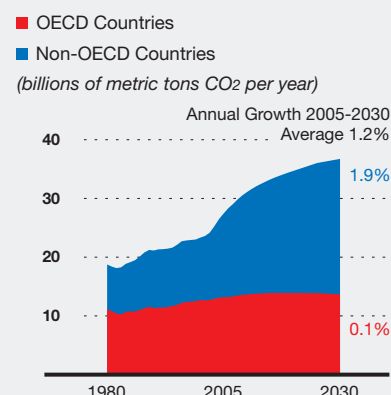
### World Energy Demand by Fuel



### Renewables



### Energy-Related CO<sub>2</sub> Emissions



### LIQUIDS SUPPLY AND DEMAND

Meeting the growing need for affordable, reliable energy supplies remains a tremendous challenge. Access to resources, ongoing investments, and transparent energy markets, including international trade, are critical.

Liquid fuel, principally oil, is the most widely used source of energy today. Demand is expected to increase from 86 million oil-equivalent barrels per day today to 116 million oil-equivalent barrels per day in 2030. Demand will be met by a variety of sources.

### GAS SUPPLY AND DEMAND

Natural gas will continue to expand its reach as a reliable, affordable source of energy. Demand will increase in North America, Europe and, most significantly, Asia Pacific. International trade, via long pipelines and liquefied natural gas (LNG) supplies, will play a critical role in meeting these growing needs. While each region's gas supply-demand outlook is unique, they share a growing need for LNG. To help meet these demands, supplies are expected to increase significantly from the Middle East, Africa, and Australia over the outlook period.

### GLOBAL ENERGY IN PERSPECTIVE

In assessing the global energy future, it is important to recognize the expected contribution of all primary energy sources. Oil consumption, driven by transportation and industrial demand, will likely increase at 1.2 percent per year. Gas consumption is expected to grow at 1.7 percent per year, largely due to increasing demand for power generation from efficient fuels with relatively low carbon intensity. Demand for coal, which has high carbon intensity, is likely to rise less than 1 percent per year. Nuclear power is expected to grow significantly, particularly after 2020.

Renewable fuels will also gain share, with a growth rate of 1.5 percent per year expected overall. Most of this segment is made up of traditional biomass (e.g., wood, charcoal, dung), hydroelectric, and geothermal energy, which have relatively modest growth rates.

In contrast, "modern" renewables, specifically wind, solar, and biofuels, are likely to grow rapidly, at about 9 percent per year on average, supported by government subsidies and mandates. These energy sources currently represent about 0.5 percent of world energy and are expected to reach approximately 2 percent by 2030.

Global energy-related CO<sub>2</sub> emissions are likely to increase 1.2 percent per year on average, with the non-OECD countries representing close to 95 percent of the annual growth over the outlook period.

### CONCLUSIONS

We draw three key conclusions from our outlook.

- Economic progress will drive energy demand significantly higher by 2030, up nearly 40 percent versus 2005, even with substantial gains in efficiency. This growth will be concentrated in the non-OECD countries, where economies are growing rapidly and where billions of people require access to growing quantities of energy to improve their quality of life.
- Oil, gas, and coal will be indispensable to meet the demand for reliable, affordable energy for the foreseeable future. Since renewable fuels start from a small base, even with rapid growth, they will not significantly alter the global energy mix over the outlook period. Fossil fuels are expected to continue to provide about 80 percent of energy in 2030.
- Significantly impacting global CO<sub>2</sub> emissions growth will require the combination of many challenging and essential elements, including global participation, step changes in energy efficiency, significant technology gains, and massive investment over decades.

Our approach to addressing these challenges is pragmatic, with a long-term perspective. We remain committed to finding practical, broad-based solutions that will help ensure reliable, affordable energy for people around the world.



# Upstream



RasGas Train 5 in Qatar began production of liquefied natural gas (LNG) in 2007. Train 5 is designed to produce 4.7 million tons per year of LNG, equivalent to 640 million cubic feet per day of natural gas.

UPSTREAM STATISTICAL RECAP	2007	2006	2005	2004	2003
Earnings (millions of dollars)	<b>26,497</b>	26,230	24,349	16,675	14,502
Liquids production (thousands of barrels per day)	<b>2,616</b>	2,681	2,523	2,571	2,516
Natural gas production					
available for sale (millions of cubic feet per day)	<b>9,384</b>	9,334	9,251	9,864	10,119
Oil-equivalent production (thousands of barrels per day)	<b>4,180</b>	4,237	4,065	4,215	4,203
Proved reserves replacement <sup>(1)(2)</sup> (percent)	<b>132</b>	129	129	125	107
Resource additions <sup>(2)</sup> (millions of oil-equivalent barrels)	<b>2,010</b>	4,270	4,365	2,940	2,110
Average capital employed <sup>(2)</sup> (millions of dollars)	<b>63,565</b>	57,871	53,261	50,642	47,672
Return on average capital employed <sup>(2)</sup> (percent)	<b>41.7</b>	45.3	45.7	32.9	30.4
Capital and exploration expenditures <sup>(2)</sup> (millions of dollars)	<b>15,724</b>	16,231	14,470	11,715	11,988

(1) Excluding asset sales, the 2007 Venezuela expropriation, and year-end price/cost effects.

(2) See Frequently Used Terms on pages 44 through 45.

## Exploration, Development, Production, and Gas & Power Marketing

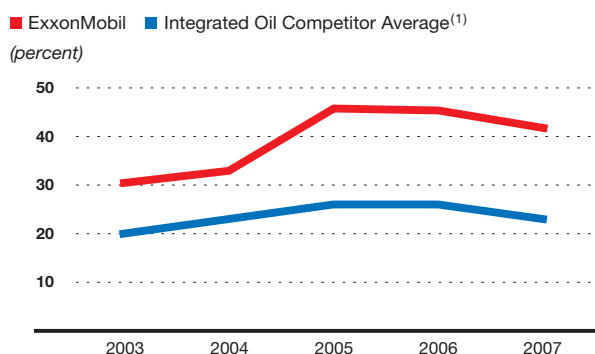
### UPSTREAM STRATEGIES

ExxonMobil's fundamental Upstream strategies guide our global exploration, development, production, and gas and power marketing activities:

- Identify and pursue all attractive exploration opportunities
- Invest in projects that deliver superior returns
- Maximize the profitability of existing oil and gas production
- Capitalize on growing natural gas and power markets

These strategies are underpinned by our relentless focus on safety, health, and environmental performance. Our commitment to the ongoing development and application of innovative technologies is key to the success of our Upstream strategies.

### Upstream Return on Average Capital Employed



(1) Royal Dutch Shell, BP, and Chevron values are estimated on a consistent basis with ExxonMobil, based on public information.

## 2007 Results and Highlights

**Achieved best-ever employee safety performance.**

**Earnings were a record \$26.5 billion.**

**Upstream return on average capital employed was 42 percent in 2007** and has averaged 39 percent over the past five years.

**Earnings per oil-equivalent barrel were \$17.37**, exceeding those of our competitors.

**Total liquids production and natural gas production available for sale was 4.2 million oil-equivalent barrels per day**, the highest among our competitors.

**Replaced 101 percent of production with proved oil and gas reserve additions of 1.6 billion oil-equivalent barrels**, including asset sales and the effect of the Venezuela expropriation, and excluding year-end price/cost effects.

**Resource base additions totaled 2.0 billion oil-equivalent barrels.** ExxonMobil's resource base now stands at 72 billion oil-equivalent barrels.

**Finding and resource-acquisition costs were \$0.97 per oil-equivalent barrel.**

**Upstream capital and exploration spending was \$15.7 billion**, driven by an active exploration program, selective investment in a strong portfolio of development projects, and continued investment to enhance the value of existing assets.

### UPSTREAM COMPETITIVE ADVANTAGES

**Portfolio Quality** • The quality, size, and diversity of ExxonMobil's resource base and project inventory underpin a strong long-term outlook.

**Global Integration** • The global functional Upstream companies work with the Downstream and Chemical businesses to identify and deliver integrated solutions that maximize resource value.

**Discipline and Consistency** • ExxonMobil rigorously assesses the world's hydrocarbon resources and pursues only the most attractive opportunities. We explore, develop, produce,

and market using globally deployed management systems that ensure application of the highest technical, operational, and commercial standards.

**Value Maximization** • From optimum development concept selection through mid- and late-life investments to increase reservoir recovery, ExxonMobil maximizes resource value over the life of each asset.

**Long-Term Perspective** • Consistent, selective capital investment and focused technology development ensure robust investments that reward shareholders over the long term.



## Identify and Pursue All Attractive Exploration Opportunities

ExxonMobil is positioned to identify, evaluate, pursue, and capture all high-quality exploration opportunities. ExxonMobil's gross undeveloped exploration acreage totaled 118 million acres in 31 countries at year-end 2007.

This geographically and geologically diverse, high-quality portfolio balances risk and reward to deliver both near-term production and long-term resource growth.

### GROWING THE RESOURCE BASE

The success of our approach is demonstrated by the addition of an average of 3.1 billion oil-equivalent barrels to the resource base per year over the past five years. The result is a resource base of 72 billion oil-equivalent barrels. Finding and resource-acquisition costs have averaged \$0.55 per oil-equivalent barrel over the past five years.

### DISCIPLINED APPROACH TO PROVED RESERVES

All reserves additions and revisions follow a rigorous and structured management review process that is stewarded by a team of experienced reserves experts with global responsibility. ExxonMobil has added over 8.7 billion oil-equivalent barrels to proved reserves over the past five years, replacing 110 percent of production. Total proved reserves of 22.7 billion oil-equivalent barrels would yield 14.4 years of production at current levels.

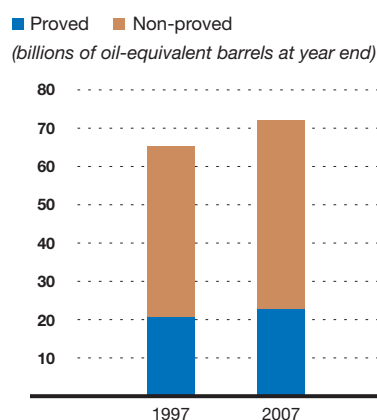
### 2007 KEY EXPLORATION CAPTURES

- Acquired equity in two blocks totaling over 2.1 million acres near the Jansz gas discovery offshore Western Australia
- Acquired interest in an 820,000-acre block in the Bonaparte Basin, offshore northern Australia
- Awarded a 500,000-acre block in the Beaufort Sea, Canada
- Awarded four exploration licenses covering 1.3 million acres in the Lower Saxony Basin, Germany
- Awarded equity in two blocks covering nearly 6.7 million acres offshore western Greenland
- Awarded the 1-million-acre deepwater Mandar block in the Makassar Strait, Indonesia
- Awarded a 2.5-million-acre block offshore Libya
- Awarded a 4-million-acre license in the Great South Basin, offshore New Zealand
- Awarded five licenses in the U.S. Central Gulf of Mexico Lease Sale 205

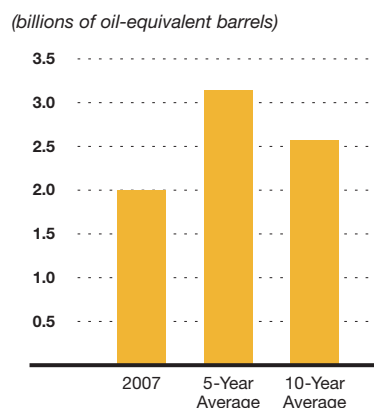


An active drilling program contributed to the 2.0 billion oil-equivalent barrels of new resources that ExxonMobil added to our industry-leading resource base in 2007.

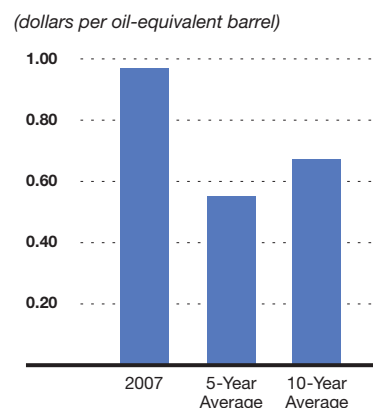
### Resource Base<sup>(1)</sup>



### Resource Additions and Acquisitions<sup>(1)</sup>



### Finding and Resource-Acquisition Costs<sup>(1)</sup>



(1) See Frequently Used Terms on pages 44 through 45.

## Invest in Projects That Deliver Superior Returns

**ExxonMobil continues to deliver superior returns from Upstream projects through disciplined investment and industry-leading project execution.**

As project scale and complexity increase across the industry, the challenge to bring new energy supplies to market on budget and on schedule grows. Through our ability to deliver superior project execution results, ExxonMobil consistently meets these new challenges and maximizes value to resource owners and to our shareholders.

Superior project execution begins with selecting the design and operating concept that will be robust through a range of uncertainties and will deliver maximum value over the life of the asset. It requires a commitment to and investment in technology to develop innovative solutions that lower costs and increase reliability. At ExxonMobil, we spend a great deal of time on execution planning, or the “how to” regarding development of major projects. These essentials are further enhanced by the experience of our project management professionals and our functional organization that facilitates the swift transfer of lessons learned and best practices around the world.

The combination of our global processes, proprietary technology, and project management experience results in industry-leading project performance.

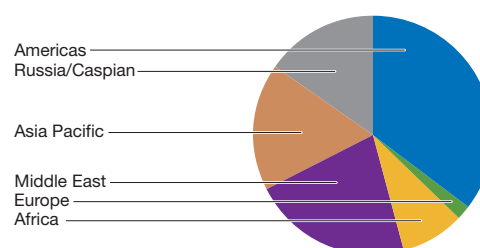
**In Nigeria, a new offshore platform is installed at the East Area NGL II project in late 2007. The new facilities will extract natural gas liquids and export them to the onshore Bonny River terminal.**

ExxonMobil has a geographically diverse portfolio of about 120 projects that are expected to develop over 24 billion oil-equivalent barrels (net). Many of these developments are located in challenging environments and include deepwater, heavy oil/oil sands, tight gas, arctic, liquefied natural gas (LNG), and acid/sour gas projects. This large, diverse portfolio provides ExxonMobil the ability to selectively fund those projects that will be robust over a wide range of economic conditions.

### Diverse Project Portfolio

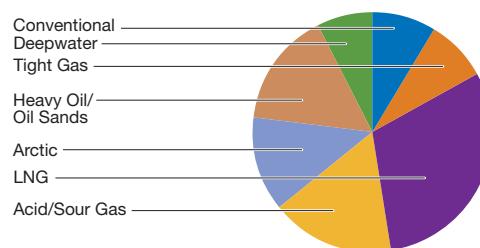
#### Resources in Projects by Geographic Region

(percent, oil-equivalent barrels)



#### Resources in Projects by Project Type

(percent, oil-equivalent barrels)





## Major Development Projects

ExxonMobil participated in seven major project start-ups in 2007, with 12 more anticipated in 2008.

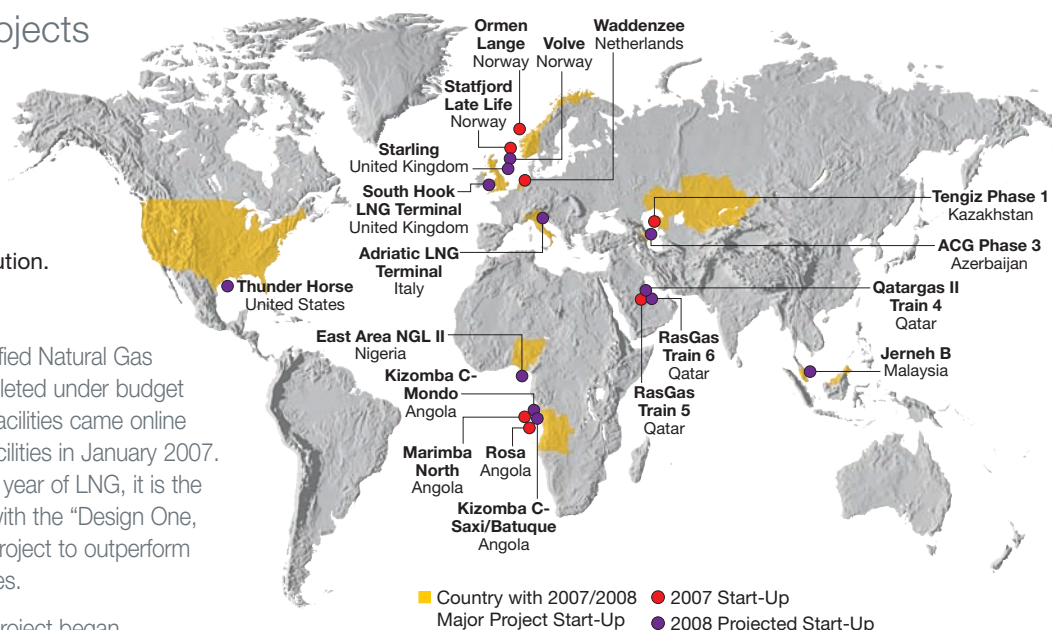
Beyond 2008, an additional 47 major projects are in various stages of project planning and execution.

### 2007 PROJECT START-UPS

**RasGas Train 5** • The Ras Laffan Liquefied Natural Gas Company II Train 5 in Qatar was completed under budget and ahead of schedule. The onshore facilities came online in November 2006 and the offshore facilities in January 2007. With production of 4.7 million tons per year of LNG, it is the third train built of this size at RasGas with the "Design One, Build Multiple" strategy, enabling this project to outperform the original cost and schedule estimates.

**Marimba North** • The Marimba North project began production in September 2007 and will develop 80 million barrels of oil (gross) in approximately 3900 feet of water, 90 miles off the coast of Angola. The project is a subsea tie-back to the Kizomba A development and was completed ahead of schedule and within budget.

**Ormen Lange** • The Ormen Lange project offshore Norway started production in September 2007. The project will develop almost 13 trillion cubic feet of gas and 175 million barrels of natural gas liquids (gross).



(Above) Gas from the Ormen Lange field is processed at a new plant at Nyhamna before being transported 750 miles to the U.K. (Below) Production of LNG from Ras Laffan Liquefied Natural Gas Company II Train 5 began just 29 months after major construction contracts were awarded.



**Tengiz Phase 1** • Initial oil production from the first expansion of the Tengiz development in Kazakhstan was achieved in October 2007. This expansion, when complete, will integrate a second-generation gas-handling project with sour-gas injection, resulting in incremental production of 285 thousand barrels of oil per day (gross).

**Rosa** • Production from the Rosa field in Angola began in June 2007. This 360-million-barrel (gross) development is located approximately 85 miles offshore in a water depth of 4500 feet. The field is tied back to the existing Girassol floating production, storage, and offloading (FPSO) vessel.

**Statfjord Late Life** • The Statfjord Late Life project offshore Norway started up in October 2007. This project will develop 1.1 trillion cubic feet of gas and 186 million barrels of oil and natural gas liquids (gross).

**Waddenzee** • Start-up of the Moddergat and Nes fields in the Waddenzee area in the Netherlands was achieved on time and on budget in 2007.



#### OTHER PROJECTS PROGRESSING

**Kizomba C •** The Kizomba C-Mondo project in Angola began production in January 2008. Kizomba C exemplifies ExxonMobil's "Design One, Build Multiple" strategy as it includes two projects, Mondo and Saxi/Batuque, each utilizing an FPSO vessel that will handle 100 thousand barrels per day at peak production (gross). Together, these developments will recover approximately 600 million barrels of oil (gross).

**East Area NGL II •** The East Area NGL II project in Nigeria is expected to start up in 2008. The development will recover 300 million barrels of natural gas liquids (gross) and is part of ExxonMobil's ongoing efforts to reduce flaring and emissions.

**Qatargas II Trains 4 and 5 •** Work continues in Qatar on Qatargas II LNG Trains 4 and 5, each with an annual capacity of 7.8 million tons. Train 4 will be the largest in the world at start-up in 2008. Train 5 will start up in 2009. Deliveries from Qatargas II are planned primarily for the United Kingdom gas market via the South Hook LNG regasification terminal.

**RasGas Trains 6 and 7 •** In Qatar, two 7.8-million-tons-per-year LNG trains owned by Ras Laffan Liquefied Natural Gas Company 3, a joint venture between Qatar Petroleum and ExxonMobil, are under construction. Train 6 is expected to start up in late 2008 and is planned to supply the U.S. market. Train 7 will primarily supply Asian markets beginning in 2009.

**Kearl Oil Sands •** In northern Alberta, Canada, the Kearl Oil Sands project will develop a world-class oil sands resource in three phases. Each phase will produce approximately 100 thousand barrels of bitumen per day (gross) from a resource exceeding 4 billion barrels. Federal and provincial regulatory approvals have been secured.

LNG produced from the Qatargas II Trains 4 and 5 will add a total of 15 million tons per year of capacity to the market place. Train 4 is planned to start up in 2008 and Train 5 in 2009.

In Angola, the Kizomba C-Mondo project started production in January 2008 and will be followed by the Kizomba C-Saxi/Batuque project later in 2008.

**Greater Gorgon •** In the Greater Gorgon area offshore Western Australia, engineering and execution planning progressed during 2007. The project includes parallel development of the Gorgon and deepwater Jansz gas fields, and installation of a 15-million-tons-per-year LNG facility on Barrow Island.

**Adriatic LNG Terminal •** The Adriatic LNG regasification terminal is a concrete, gravity-based structure that is under construction in Algeciras, Spain. In mid-2008 the terminal will be transported to its final location off Italy's northern Adriatic coastline, nine miles offshore Porto Levante, for start-up later in the year. The terminal will supply the Italian gas market with up to 775 million cubic feet of gas per day.

**South Hook LNG Terminal •** The South Hook LNG regasification terminal in Milford Haven, Wales, will start up in 2008. The terminal will have the capacity to deliver up to 2 billion cubic feet of gas daily into the U.K. natural gas grid.





## Maximize Profitability of Existing Oil and Gas Production

ExxonMobil applies the most cost-effective technology and operations management systems to each and every asset to maximize the commercial recovery of hydrocarbons.

ExxonMobil's diverse and robust asset base is balanced between mature producing fields and fields that are early in their producing lives.

ExxonMobil employs a global organization to manage oil and gas assets. Using this structure, we are able to leverage the transfer of technology and best practices across our global portfolio. We establish priorities on a global basis and deploy resources when and where they are needed, drawing on an experienced, dedicated, and diverse workforce of exceptional quality.

Our strategies place significant emphasis on managing and optimizing base performance and continuously generating opportunities to maximize the value of our assets. High-quality reservoir management and rigorous depletion planning ensure optimum long-term performance from each of our fields and enhance production from existing wells. We continually invest in our existing asset base to enhance resource recovery, maximize profitability, and extend field life. New production volumes are generated through workovers, drilling new wells, and implementing secondary or tertiary recovery projects to access and develop resources not captured during the initial field development.

All of these activities are performed with a structured focus on cost management and capital discipline in combination with a steadfast commitment to operations excellence. Operations integrity is fundamental to our success and is a top priority. Within our Operations Integrity Management



The Grossenkneten Gas Plant staff in Germany helped to develop and pilot an upgraded work management system in 2007.

System (OIMS), integrity management processes address all aspects of our business and define global standards for safe and environmentally sound operations.

We place significant emphasis on maximizing production uptime through our disciplined focus on integrity and facility reliability. We maximize uptime through reliability improvement activities, rigorously scheduled maintenance planning, and disciplined root-cause analysis of downtime events.

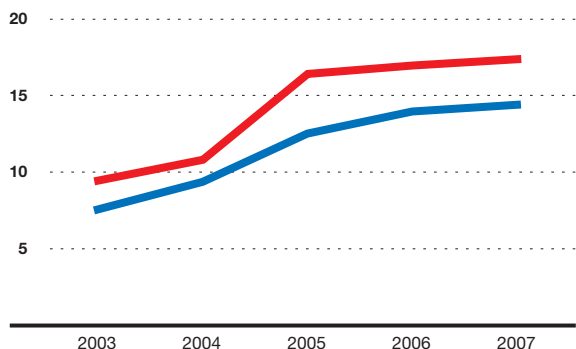
We are a recognized industry leader in the application of cost-effective technology for enhanced oil recovery (EOR). We have broad experience with water and gas injection, heavy oil steamflooding, and sour gas injection to increase reservoir recovery.

Our Upstream business consistently generates more earnings per barrel than our competitors. This is a reflection of our commitment to maximizing recovery, superior execution, and investment discipline.

### Upstream Earnings per Barrel

■ ExxonMobil ■ Integrated Oil Competitor Average<sup>(1)</sup>

(dollars per oil-equivalent barrel)

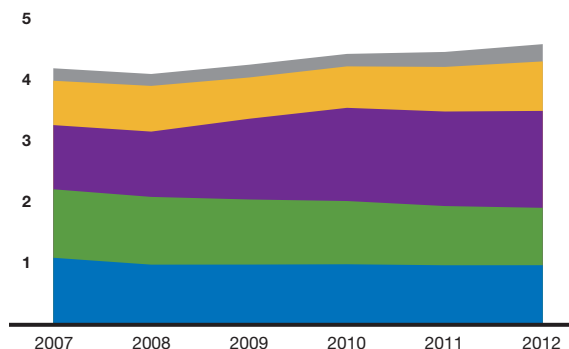


(1) Royal Dutch Shell, BP, and Chevron values calculated on a consistent basis with ExxonMobil, based on public information.

### Production Outlook by Geographic Region

■ Americas ■ Europe ■ Asia Pacific/Middle East ■ Africa ■ Russia/Caspian

(millions of oil-equivalent barrels per day)



## Capitalize on Growing Natural Gas and Power Markets

ExxonMobil sells natural gas across five continents in most major gas markets in the world. Our expertise in integrating advanced technologies across the gas value chain and our market presence and knowledge provide a substantial competitive advantage.

### NORTH AMERICAN GAS MARKET

With gas demand likely to grow about 0.8 percent per year on average to 2030, and domestic supply from existing wells declining, continued investments in existing fields and new discoveries are required. To this end, ExxonMobil is expanding development of tight gas in the Piceance Basin in Colorado. We also have a leading position in arctic gas resources in the Mackenzie Delta region of northern Canada and on the North Slope of Alaska. Liquefied natural gas (LNG) imports are forecast to play an increasingly important role. ExxonMobil is participating in building the Golden Pass LNG regasification terminal along the U.S. Gulf Coast, with a planned capacity of about 2 billion cubic feet per day. ExxonMobil is also pursuing an LNG regasification terminal, BlueOcean Energy, 20 miles off the coast of New Jersey.

### EUROPEAN GAS MARKET

ExxonMobil is a leading gas producer in Europe through ownership in many key assets in the Netherlands, Germany, and the North Sea. In Europe, local production is anticipated to begin declining in the next few years. To help meet the need for new supplies, ExxonMobil and its partners are developing new resources, such as the Ormen Lange field offshore Norway, and are nearing completion of LNG import terminals in the United Kingdom and Italy. Both the South Hook Terminal in Milford Haven, Wales, and the Adriatic Terminal offshore Italy are expected to be operational in 2008. These terminals will have a combined capacity of nearly 3 billion cubic feet of gas per day.

### GLOBAL LNG

Global LNG demand is expected to grow at more than 4 percent per year through 2030, driven by demand in North America and Europe as well as Asia Pacific markets. By 2030, LNG demand is expected to represent about 16 percent of the world's gas demand.

ExxonMobil is currently participating in LNG operations in Qatar and Indonesia with a combined gross capacity of approximately 35 million tons per year, supplying LNG to markets in Asia, Europe, and North America. This represents about 20 percent of global industry capacity. ExxonMobil is participating in the construction of four additional trains in Qatar that will increase gross capacity by over 30 million tons per year.



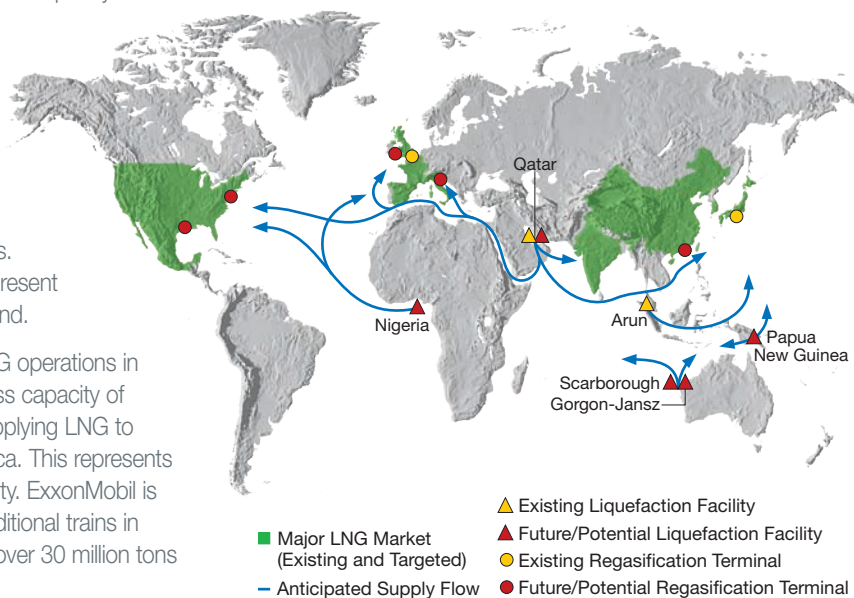
The Adriatic LNG terminal will be the world's first fixed offshore storage and regasification terminal. It is under construction in Spain and will be transported to Italy's Adriatic coast in 2008.

### ASIA PACIFIC GAS MARKET

Asia Pacific gas demand is expected to grow faster than any other region of the world at about 3.2 percent per year through 2030. ExxonMobil is among the largest suppliers to local markets of Australia and Malaysia, and also provides local supplies to markets in Thailand, Russia Far East, Qatar, and elsewhere. ExxonMobil-interest LNG operations in Indonesia and Qatar are major exporters to Japan, South Korea, India, and Taiwan. Additional pipeline and LNG opportunities are being progressed in the Middle East, Australia, Indonesia, Russia, and Papua New Guinea, as well as an LNG terminal in Hong Kong.

### POWER ACTIVITIES

ExxonMobil has interests in electric power generation facilities with total capacity of over 15,500 megawatts.





# Downstream



ExxonMobil's Fawley refinery processes over 300 thousand barrels per day of crude oil.

The Fawley refinery is the largest in the U.K. and is fully integrated with chemical and lubes operations.

DOWNSTREAM STATISTICAL RECAP	2007	2006	2005	2004	2003
Earnings (millions of dollars)	<b>9,573</b>	8,454	7,992	5,706	3,516
Refinery throughput (thousands of barrels per day)	<b>5,571</b>	5,603	5,723	5,713	5,510
Petroleum product sales <sup>(1)</sup> (thousands of barrels per day)	<b>7,099</b>	7,247	7,519	7,511	7,270
Average capital employed <sup>(2)</sup> (millions of dollars)	<b>25,314</b>	23,628	24,680	27,173	26,965
Return on average capital employed <sup>(2)</sup> (percent)	<b>37.8</b>	35.8	32.4	21.0	13.0
Capital expenditures (millions of dollars)	<b>3,303</b>	2,729	2,495	2,405	2,781

(1) Petroleum product sales data are reported net of purchases/sales contracts with the same counterparty.

(2) See Frequently Used Terms on pages 44 through 45.



## Refining & Supply, Fuels Marketing, and Lubricants & Specialties

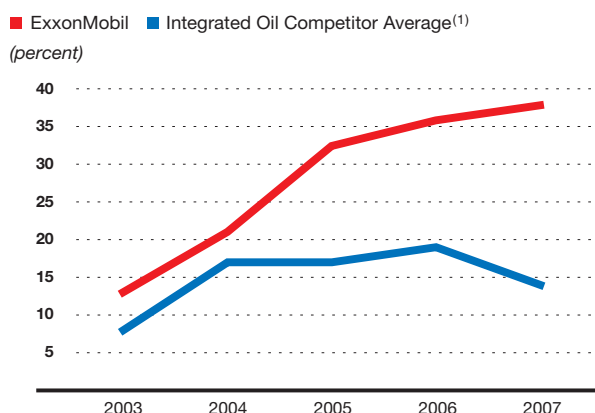
### DOWNSTREAM STRATEGIES

ExxonMobil's Downstream is a large, diversified, and profitable business, with marketing presence and refining complexes around the world. Fundamental Downstream business strategies position the company to deliver long-term growth in shareholder value that is superior to competition regardless of market conditions:

- **Maintain best-in-class operations, in all respects**
- **Provide quality, valued products and services to our customers**
- **Lead industry in efficiency and effectiveness**
- **Capitalize on integration with other ExxonMobil businesses**
- **Selectively invest for resilient, advantaged returns**
- **Maximize value from leading-edge technology**

Execution of these strategies combined with overall operations excellence continues to deliver superior results, such as return on average capital employed. Our financial objectives in the Downstream can be summarized into three broad areas – margin enhancement, cost efficiency, and capital discipline.

### Downstream Return on Average Capital Employed



(1) Royal Dutch Shell, BP, and Chevron values are estimated on a consistent basis with ExxonMobil, based on public information.

## 2007 Results and Highlights

**Continued leadership in safety, reliability, efficiency, scale, and technology contributed to our best-ever financial performance and superior operating results.**

**Earnings were a record \$9.6 billion**, up 13 percent from 2006.

**More than \$2 billion of pretax operating cost efficiencies and margin enhancements were achieved.** We have delivered an average of \$2 billion in pretax improvements per year since 2003 through improvements derived from our scale, integration, collaboration via our global functional organization, and industry-leading proprietary technology.

**Downstream capital expenditures were \$3.3 billion in 2007**, up more than 20 percent versus 2006, reflecting new investments in China and additional environmental expenditures.

**Return on average capital employed was 38 percent**, up from 36 percent in 2006.

**Refinery throughput was 5.6 million barrels per day**, in line with 2006 as volume growth was offset by divestments.

**Petroleum product sales continued to be strong at 7.1 million barrels per day.**

### DOWNSTREAM COMPETITIVE ADVANTAGES

**Portfolio Quality** • We are the world's largest global refiner, manufacturer of lube basestocks, and supplier/marketer of petroleum products. Our large, world-class facilities are located in major markets around the world.

**Global Integration** • Over 75 percent of our refining capacity is integrated with our lubes and/or chemical businesses. Our global functional organization delivers efficient development and deployment of best practices and new technology.

**Discipline and Consistency** • Systematic processes and corresponding efficient execution have established us as an industry leader in operations excellence and cost effectiveness.

**Value Maximization** • Proprietary Molecule Management technology allows us to optimize raw materials, maximize premium products, and highgrade product placement.

**Long-Term Perspective** • We maintain a disciplined capital approach focused on profitable and resilient investments that build on our advantages.

## Refining & Supply

ExxonMobil Refining & Supply encompasses a global network of reliable and efficient manufacturing plants, transportation systems, and distribution centers that provide a range of fuels, lubricants, and other high-value products and feedstocks to our customers around the world.

Our global supply organization optimizes our network – the supply of raw materials to our refineries, products supplied to our customers, and placement of equity crude production. Our proven business model is founded on continuous operations improvement, leveraging our global scale and integration to improve margins and deliver cost efficiencies, and a disciplined capital investment program to meet growing demand for high-quality products through selective investments that yield a competitive advantage.

### PURSuing OPERATIONS EXCELLENCE

Our goal is flawless operations. Safety – both personnel and operations safety – remains a top priority. Our Operations Integrity Management System (OIMS) framework establishes common worldwide expectations for mitigating operating risks that are inherent in our business. Our safety management process focuses on underlying behaviors as well as enhancements to our facilities, systems, and competencies. Our processes and efficient execution have established ExxonMobil as an industry leader in operations excellence.

### LEVERAGING GLOBAL SCALE & INTEGRATION

We are the world's largest global refining company, with the most distillation, conversion, and lube basestock production capacity. On average, our refineries are over 60 percent larger and are more integrated with chemical and lubes operations than the industry average. This scale and integration provide us greater flexibility to optimize operations and to produce higher-value products with lower feedstock and operating costs.



Monitoring and optimization of operations by refinery personnel is key to reliable operations and maximum yield of high-value products.

### INCREASING MARGIN

We improve margin by focusing on three key areas: economically growing production, reducing raw material costs, and improving yields of high-value products.

We strive to increase production by improving reliability, eliminating constraints, optimizing planned maintenance and intervals between downtimes, and expanding market outlets.

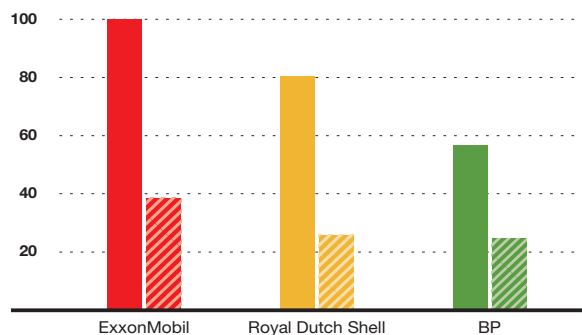
We continue to find opportunities to reduce raw materials costs by applying our Molecule Management technology.

In addition to improving raw material selection, our Molecule Management technology also enables us to optimize the yields and blending of high-value products on a real-time basis.

#### Equity Capacity<sup>(1)</sup>

■ Distillation ▨ Conversion<sup>(2)</sup>

(indexed)

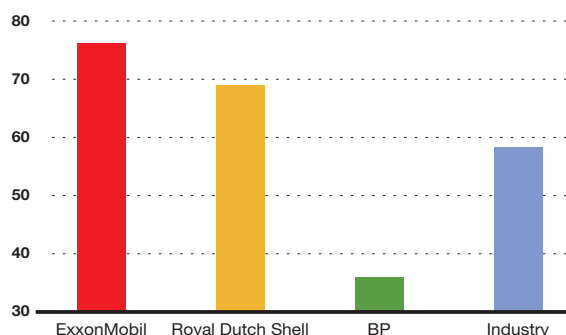


(1) Royal Dutch Shell and BP values calculated on a consistent basis with ExxonMobil, based on public information.

(2) Conversion capacity includes catalytic cracking, hydrocracking, and coking.

#### Refinery Integration With Chemicals or Lubes<sup>(1)</sup>

(percent)



(1) Royal Dutch Shell, BP, and Industry values calculated on a consistent basis with ExxonMobil, based on public information.

### IMPROVING OPERATING EFFICIENCY

Worldwide cash operating costs at our refineries are substantially below the industry average. We achieve industry-leading unit cost performance by leveraging our scale and integration as well as our leading-edge technology to capture efficiencies. We have been successful in developing energy and cost efficiencies that offset much of the inflationary pressures and expenses related to operating facility improvements, new process units, and production growth.

Improved energy efficiency is a key contributor to our cost performance. ExxonMobil's proprietary Global Energy Management System (GEMS) focuses on opportunities that reduce the energy consumed at our refineries and chemical complexes. As of year-end 2007, we have captured over \$900 million in pretax annual energy cost savings.

We continue to make significant investments in cogeneration facilities with several start-ups planned over the next few years. Cogeneration requires substantially less energy than separate conventional steam and power generation. Our GEMS system and cogeneration facilities also reduce greenhouse gas emissions.

In addition to energy improvement, we reduce costs through economies of scale. This activity includes common support organizations at our integrated sites, our global training initiative, and our global procurement organization.

### MAINTAINING CAPITAL DISCIPLINE

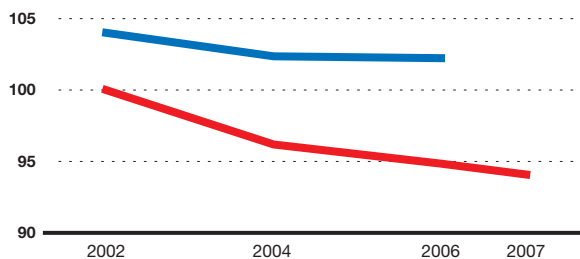
Refining & Supply capital expenditures are focused on selective and resilient investments that yield competitive advantage. These investments meet product quality requirements, reduce environmental impact, further upgrade safety systems, lower operating costs, and produce higher-value products and chemical feedstocks using lower-cost raw materials. We also implement projects that enhance refinery capacity and yield at much less than grassroots cost and generate an attractive return, even at bottom-of-cycle market conditions.

#### ExxonMobil Refining Cost Efficiency<sup>(1)(2)</sup>

Energy Intensity

■ ExxonMobil ■ Industry

(indexed Solomon data)



(1) Solomon data available for even years only.

(2) Only even-year data plotted for 2002-2006.

### EMERGING MARKET GROWTH

World-class scale and integration, industry-leading efficiency, leading-edge technology, and globally respected brands enable ExxonMobil to take advantage of attractive emerging-growth opportunities around the globe. Our assets are well-positioned and configured to supply liquids to meet demand growth in the Asia Pacific region, which we estimate will average 2 to 3 percent annually through 2020.

In mid-2007 ExxonMobil, along with our partners Saudi Aramco, Sinopec, and Fujian Province, formed the only fully integrated refining, petrochemicals, and fuels marketing venture with foreign participation in China.

The manufacturing portion of the venture expands an existing 80-thousand-barrel-per-day refinery in Quanzhou, Fujian Province, to a 240-thousand-barrel-per-day, high-conversion facility. It also includes a world-scale integrated chemical plant, with a new 800-thousand-tons-per-year steam cracker, and polyolefins and aromatics plants. The approximately \$5 billion project is expected to start up in 2009.

The Fujian venture allows participation across the value chain from crude supply and processing through fuels and chemical marketing and is the only fully integrated venture announced in China with foreign participation. This integrated approach, combined with leading technology, scale, and world-class operations, positions this venture to be highly competitive in the growing Chinese market.

Investments in energy conservation projects, such as this one at Crude Unit A at our refinery in Beaumont, Texas, help reduce operating costs.





## Fuels Marketing

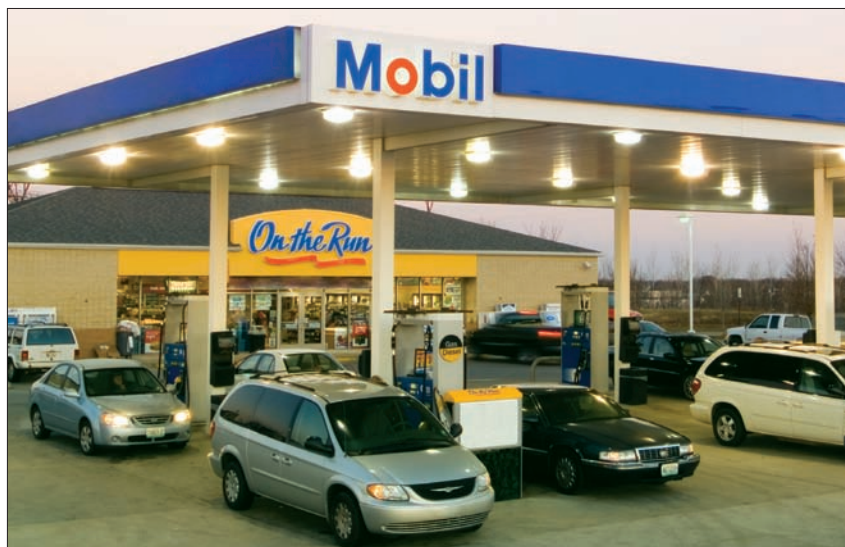
ExxonMobil Fuels Marketing creates long-term value by selling high-quality products and services daily to millions of customers across the globe. Our respected Exxon, Esso, Mobil, and On the Run brands serve customers “on the move” at more than 32,000 retail service stations. ExxonMobil’s fuel products and services are also provided through our three business-to-business segments – Industrial and Wholesale, Aviation, and Marine – to nearly 1 million customers worldwide.

Fuels Marketing provides a secure and ratable outlet for our refineries and continues to be well-positioned to successfully compete in a dynamic and competitive marketplace. We focus on key business fundamentals: superior safety and environmental performance, self-help improvements from global scale and integration, disciplined portfolio restructuring and capital management, and customer focused marketing initiatives.

### INTEGRATION AND OPERATING EFFICIENCIES

We continue to leverage integration with our refining business across the four Fuels Marketing business lines. Downstream cross-functional teams focus on optimizing product placement across the broad spectrum of customer segments to capture the highest value for our refined molecules. Highgrading sales to higher-value channels increased fuels margins by more than \$100 million in 2007.

Our popular *On the Run* store format provides customers with convenience, quality, and value.



High-quality products and services are provided to customers “on the move” at more than 32,000 service stations, like this site in St. Louis, Missouri.

Self-help improvements continue to reduce operating expenses through the global application of innovative technologies, centralization of support activities, and automation of work processes. The combined impact of our efficiency initiatives reduced ongoing operating expenses by over \$150 million in 2007 and over 5 percent since 2003.

### DISCIPLINED CAPITAL MANAGEMENT

The Fuels Marketing capital management strategy combines selective investments and disciplined asset highgrading to optimize the profitability of our business. Investments are prioritized through a rigorous, disciplined, and globally consistent market-planning process using sophisticated tools and demographic models.

Our investment decisions are complemented by equally selective divestments which highgrade our asset base and optimize overall financial returns. In addition, our portfolio restructuring activities have further enhanced integration with our refining assets. This disciplined and consistent approach has improved our capital efficiency by over 45 percent since 2003.

### NONFUELS MARGIN GROWTH

Further increasing nonfuels margin continues to be one of our key priorities to optimize retail site profitability. Fuels Marketing offers innovative market-specific retail formats and products to fully meet our customers’ needs and expectations by delivering convenience, quality, and value. Nonfuels margin growth from convenience products, car washes, strategic alliances, rents, and card payment programs has increased site productivity nearly 30 percent since 2003, increasing the resiliency of our retail business and improving returns.

## Lubricants & Specialties

ExxonMobil is the world's No. 1 supplier of lube basestocks and a leading marketer of finished lubricants, asphalt, and specialty products. Our three global brands, *Mobil*, *Exxon*, and *Esso*, identify ExxonMobil products that are sold around the world. At the forefront of these brands is *Mobil 1*, the world's leading synthetic motor oil. Major original equipment manufacturers trust us to deliver technically superior products that protect their customers' engines and industrial equipment, enabling peak performance. Our dedicated global organization and strong distributor network focus on the reliable supply of high-quality lubricants and providing technical application expertise to customers around the globe.



Over 60 percent of the teams in the top three NASCAR circuits use *Mobil 1* oil, the Official Motor Oil of NASCAR.

We produce high-quality basestocks through interests in 12 lube refineries, supplying volumes twice as large as our next competitor. Our finished lubricants are manufactured through a network of over 35 blend plants.

### TECHNOLOGY LEADERSHIP

ExxonMobil's *Mobil*, *Exxon*, and *Esso* lubricants continue to meet customer needs for automotive, industrial, commercial transportation, aviation, and marine applications around the world. Customers rely on our products because of their quality, reliability, technological leadership, close association with many leading original equipment manufacturers, and their demonstrated ability to withstand performance stresses.

We continue to introduce new and innovative high-quality products, building on our reputation as a technology leader. We have expanded our U.S. *Mobil 1* product offering with two advanced fuel economy products, providing consumers with the benefits of outstanding engine protection and improved gas mileage.

### STRATEGIC GLOBAL ALLIANCES

Globally respected brands and industry-leading technology enable ExxonMobil to build enduring and successful strategic global alliances with automotive and industrial equipment manufacturers.

We enjoy strong relationships with global partners such as Toyota, Caterpillar, Chrysler, General Motors, Peugeot, and Porsche, where we collaborate on developing innovative new lubricants. This approach leads to long-standing technology partnerships, such as our 10-year relationship with Porsche. Porsche recommends *Mobil 1* motor oil exclusively, and every new *Porsche* automobile rolls off the assembly line filled with *Mobil 1* motor oil. Motorsports sponsorships, like those in *Formula 1* with the *McLaren Mercedes* team, and NASCAR and IRL with Penske Racing, provide ideal environments for developing and demonstrating our high-performance lubricants.

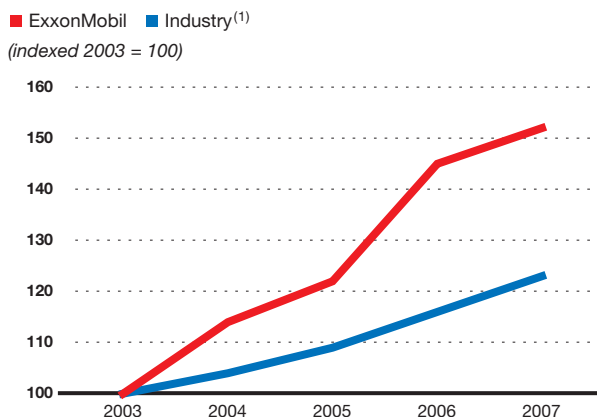
### WORLD-CLASS BRANDS

ExxonMobil continues to grow its market share in the premium segments of the finished lubes business. *Mobil 1*, our flagship engine oil, is recommended for more than 50 percent of new luxury vehicles sold in the North American market. No other motor oil holds as many engine specification approvals.

### GROWTH IN PROFITABLE EMERGING MARKETS

As economies around the world develop and industrialize, they bring increased demand for high-quality industrial and automotive lubricants. Our strong global brands, proprietary technology, and low-cost, efficient, and reliable supply chain enable us to take advantage of these growth opportunities. For example, in China and Russia, we have leveraged our well-recognized brands, strong equipment manufacturer relationships, and technical expertise to become a leading lubes marketer, growing our business more than twofold since 2000.

### Synthetic Lubricants Growth



(1) Source: ExxonMobil analysis of available industry data.



# Chemical



Implementation of global best practices for steam cracker operations at the Baytown Olefins Plant contributed to ExxonMobil Chemical's record operating reliability and energy efficiency performance in 2007.

CHEMICAL STATISTICAL RECAP	2007	2006	2005	2004	2003
Earnings (millions of dollars)	<b>4,563</b>	4,382	3,943	3,428	1,432
Prime product sales <sup>(1)</sup> (thousands of metric tons)	<b>27,480</b>	27,350	26,777	27,788	26,567
Average capital employed <sup>(2)</sup> (millions of dollars)	<b>13,430</b>	13,183	14,064	14,608	14,099
Return on average capital employed <sup>(2)</sup> (percent)	<b>34.0</b>	33.2	28.0	23.5	10.2
Capital expenditures (millions of dollars)	<b>1,782</b>	756	654	690	692

(1) Prime product sales include ExxonMobil's share of equity-company volumes and finished-product transfers to the Downstream. Carbon-black oil volumes are excluded.

(2) See Frequently Used Terms on pages 44 through 45.



## CHEMICAL STRATEGIES

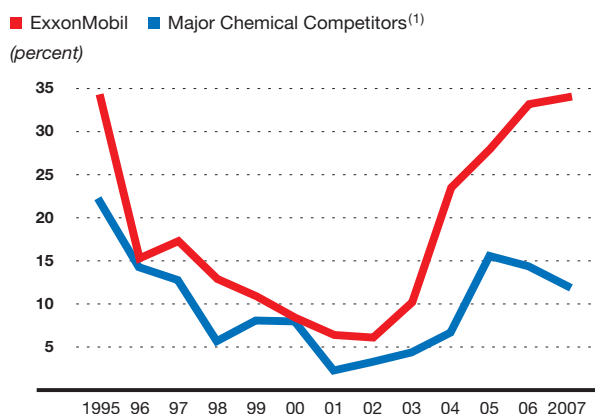
ExxonMobil Chemical continues to deliver superior returns and earnings growth through the effective implementation of our fundamental strategies. Proven over several decades, these strategies reflect our ongoing commitment to the petrochemical business:

- **Focus on businesses that capitalize on core competencies**
- **Capture full benefits of integration across ExxonMobil operations**
- **Consistently deliver best-in-class performance**
- **Selectively invest in advantaged projects**
- **Build proprietary technology positions**

Together with our core business practices and focus on operations integrity, these strategies remain the foundation for our business, and ultimately, our performance.

## Chemical Outperformed Competition Across the Business Cycle

*Return on Average Capital Employed*



(1) Includes the chemical segments of Royal Dutch Shell, BP (through 2004), and Chevron, as well as Dow Chemical, the sole publicly traded chemical-only competitor with a significant portfolio overlap. Competitor values are estimated on a consistent basis with ExxonMobil, based on public information.

## 2007 Results and Highlights

**Best-ever reliability and energy efficiency achieved through continued focus on operational excellence.**

**Earnings were a record \$4.6 billion**, up 4 percent versus 2006. ExxonMobil continued to benefit from our unique business portfolio, global presence, downstream integration, and feedstock advantages. Specialty business earnings exceeded \$1 billion for the first time.

**Return on average capital employed was 34 percent**, up from 33 percent in 2006. Chemical returns continued to exceed the average of our major chemical competitors. While making substantial investments to support long-term growth, we achieved an average annual return of 17 percent over the last 10 years. During this period, our competition averaged 8 percent.

**Prime product sales of 27.5 million tons were 0.5 percent higher than 2006.** Premium product sales volumes increased by 8 percent.

**Revenue of \$53 billion increased 9 percent from 2006.**

**Chemical capital expenditures were \$1.8 billion**, with construction under way on growth projects in Singapore and Fujian, China. We continued selective investment in high-return efficiency projects, low-cost debottlenecks, and growth of our profitable specialty businesses.

## CHEMICAL COMPETITIVE ADVANTAGES

**Portfolio Quality** • Our unique mix of Chemical businesses delivers superior performance relative to competition throughout the business cycle.

**Global Integration** • Synergies with the Upstream and Downstream continue to be identified and realized. Benefits are derived from the physical integration of sites, coordinated planning, global networks, feedstock integration, shared services, and best-practice sharing.

**Discipline and Consistency** • Our consistent and relentless focus on all aspects of operational excellence has produced industry-leading practices and systems.

**Value Maximization** • Our proprietary technology has successfully led to the development and growth of higher-value premium products in both our commodity and specialty businesses.

**Long-Term Perspective** • Through a highly structured capital management approach, we invest in projects that can compete in the toughest market environments based on feedstock, technology, and marketing advantages.

## Chemical Strategies

Through implementation of focused, long-term strategies, ExxonMobil has consistently demonstrated superior returns across the business cycle, and has strengthened our position as one of the world's premier petrochemical companies.

### Businesses

Worldwide Rank  
Based on Market Position

#### Commodities

Paraxylene.....	#1
Olefins .....	#2
Polyethylene .....	#2
Polypropylene.....	#5

#### Specialties

Butyl Polymers .....	#1
Fluids.....	#1
Plasticizers/Oxo Alcohols.....	#1
Synthetics .....	#1
Oriented Polypropylene Films .....	#1
Adhesive Polymers .....	#1
Specialty Elastomers .....	#2
Petroleum Additives.....	#2

Premium products, such as metallocene-catalyzed polyethylene produced at the Mont Belvieu Plastics Plant, located outside of Houston, Texas, have growth rates well above the industry average.



### FOCUS ON BUSINESSES THAT CAPITALIZE ON CORE COMPETENCIES

ExxonMobil has developed a unique portfolio of chemical businesses over many years, with a balance of profitable commodity and specialty business growth. Built on fundamental competitive advantages, we hold leadership positions in some of the largest-volume commodity petrochemical products. We also have leadership positions in a diverse set of higher-value specialty businesses.

### CAPTURE FULL BENEFITS OF INTEGRATION ACROSS EXXONMOBIL OPERATIONS

ExxonMobil Chemical has a network of manufacturing sites around the world. More than 90 percent of the chemical capacity we own and operate is integrated with our large refining complexes or natural gas processing plants.

Integration continues to be one of the key differentiating factors that allows ExxonMobil to consistently outperform competition. Our manufacturing sites are designed and operated to take advantage of the flexibility and cost savings that result from physical integration.

### CONSISTENTLY DELIVER BEST-IN-CLASS PERFORMANCE

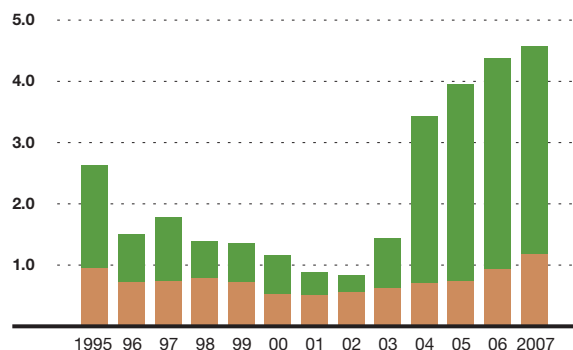
Underpinning our performance is a consistent and relentless focus on operational excellence in every aspect of our business. Business practices and systems have been developed and continuously improved over many years to deliver industry-leading performance and to ensure the integrity of our operations.

ExxonMobil's disciplined approach to safety, productivity, reliability, and quality improvement continues to increase the contribution of existing assets. Over the last four years, improved reliability, elimination of constraints, and technology advances have added the equivalent capacity of about one-and-a-half steam crackers at significantly less than grassroots cost.

### Differentiated Business Mix

#### Segment Earnings

Specialties    Commodities  
(billions of dollars)



### SELECTIVELY INVEST IN ADVANTAGED PROJECTS

In 2007 we continued to progress plans to meet demand growth in Asia, with final investment decisions for projects in Singapore and Fujian, China.

Over the next 10 years, we expect about 60 percent of the world's petrochemical demand growth will occur in Asia, with over one-third in China alone. Our investments in the Middle East and Asia to meet this growth are based on long-term competitive advantages, including integration with other operations, advantaged feedstocks, and market access.

**China** • Construction began on the integrated refining and petrochemical facility located in Quanzhou, Fujian Province. This project includes construction of an 800-thousand-tons-per-year ethylene steam cracker and integrated polyethylene, polypropylene, and paraxylene units. Start-up is scheduled for 2009.

**Singapore** • In 2007 we made the decision to build a second world-scale petrochemical project at our integrated refining and chemical facility in Singapore. The project includes a 1-million-tons-per-year ethylene steam cracker and derivative units. Project start-up is expected in early 2011.

**Saudi Arabia** • We are working with our partner, Saudi Basic Industries Corporation (SABIC), to progress feasibility studies at our petrochemical joint ventures, Kemya and Yanpet, to supply synthetic rubber, thermoplastic specialty polymers, and carbon black for emerging local and international markets.

**Qatar** • In cooperation with Qatar Petroleum, we continue to progress studies for a petrochemical complex in Ras Laffan Industrial City, Qatar, including a world-scale ethylene steam cracker and associated derivative units. The complex would utilize feedstock from gas development projects in Qatar's North Field and employ ExxonMobil's proprietary steam cracking furnace and polyethylene technologies.



With facilities located in key growth areas, ExxonMobil Chemical is well-positioned to supply the demand in Asia. Projects currently under development could increase our capacity in the Middle East and Asia by approximately 60 percent.

We also continued to grow our specialty businesses and to progress low-cost debottleneck and high-return efficiency projects. We seek investment opportunities offering competitive advantages that support growth and achieve industry-leading returns.

### BUILD PROPRIETARY TECHNOLOGY POSITIONS

Development and deployment of technology are key competitive advantages and major sources of differentiation for ExxonMobil. We focus significant research in the development of leading process and product technology, including commercialization of premium products, as well as the identification and utilization of lower-cost, advantaged feedstocks.

### APPROVED MAJOR PROJECTS

Commodities	Product	Capacity <sup>(1)</sup> (metric tons per year)
<b>2007</b>	Antwerp, Belgium	Polyethylene
	Singapore	Ethylene
<b>2009</b>	Fujian, China	Ethylene
		Paraxylene
		Polyethylene
		Polypropylene
	Rotterdam, the Netherlands	Benzene
		Paraxylene
<b>2011</b>	Singapore	Ethylene
		Polyethylene
		Polypropylene
		Paraxylene
		Benzene

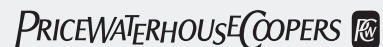
Specialties	Product	Capacity <sup>(1)</sup> (metric tons per year)
<b>2007</b>	Antwerp, Belgium	Hydrocarbon Fluids
	Baton Rouge, Louisiana	Compounded Polymers
	Beaumont, Texas	Synthetics
	Edison, New Jersey	Synthetics
<b>2008</b>	Baytown, Texas	Bromobutyl Rubber
	Notre-Dame-de-Gravenchon, France	Adhesive Polymers
	Pensacola, Florida	Compounded Polymers
	Singapore	Hydrocarbon Fluids
<b>2011</b>	Singapore	Oxo Alcohols
		Specialty Elastomers

(1) ExxonMobil equity share of capacity addition.



## Financial Summary

### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM



#### To The Shareholders Of Exxon Mobil Corporation:

We have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated financial statements of Exxon Mobil Corporation as of December 31, 2007, and 2006, and for each of the three years in the period ended December 31, 2007, and in our report dated February 28, 2008, we expressed an unqualified opinion thereon. The consolidated financial statements referred to above (not presented herein) appear in Appendix A to the Proxy Statement for the 2008 annual meeting of shareholders of the Corporation.

As discussed in Note 2 to the consolidated financial statements, the Corporation changed its method of accounting for uncertainty in income taxes in 2007.

In our opinion, the information set forth in the accompanying condensed consolidated financial statements (pages 37-40) is fairly stated, in all material respects, in relation to the consolidated financial statements from which it has been derived.

A handwritten signature in black ink that reads 'Price Waterhouse Coopers LLP'. The signature is written in a cursive, flowing style.

Dallas, Texas  
February 28, 2008

## SUMMARY OF ACCOUNTING POLICIES AND PRACTICES

The Corporation's accounting and financial reporting fairly reflect its straightforward business model involving the extracting, refining, and marketing of hydrocarbons and hydrocarbon-based products. The preparation of financial statements in conformity with U.S. Generally Accepted Accounting Principles (GAAP) requires management to make estimates and judgments that affect the reported amounts of assets, liabilities, revenues, expenses, and the disclosure of contingent assets and liabilities. Actual results could differ from these estimates.

The summary financial statements include the accounts of those subsidiaries owned directly or indirectly with more than 50 percent of the voting rights held by the Corporation, and for which other shareholders do not possess the right to participate in significant management decisions. They also include the Corporation's share of the undivided interest in certain Upstream assets and liabilities. Amounts representing the Corporation's percentage interest in the net assets and net income of the less-than-majority-owned companies are included in "Investments, advances, and long-term receivables" on the Balance Sheet and "Income from equity affiliates" on the Income Statement.

The "functional currency" for translating the accounts of the majority of Downstream and Chemical operations outside the United States is the local currency. The local currency is also used for Upstream operations that are relatively self-contained and integrated within a particular country. The U.S. dollar is used for operations in countries with a history of high inflation and certain other countries.

Revenues associated with sales of crude oil, natural gas, petroleum and chemical products are recognized when the products are delivered and title passes to the customer.

Inventories of crude oil, products, and merchandise are carried at the lower of current market value or cost (generally determined under the last-in, first-out method – LIFO). Inventories of materials and supplies are valued at cost or less.

The Corporation makes limited use of derivative instruments. When derivatives are used, they are recorded at fair value, and gains and losses arising from changes in their fair value are recognized in income.

The Corporation's exploration and production activities are accounted for under the "successful efforts" method. Depreciation, depletion, and amortization are primarily determined under either the unit-of-production method or the straight-line method. Unit-of-production rates are based on the amount of proved developed reserves of oil, gas, and other minerals that are estimated to be recoverable from existing facilities. The straight-line method is based on estimated asset service life.

The Corporation incurs retirement obligations for certain assets at the time they are installed. The fair values of these obligations are recorded as liabilities on a discounted basis and are accreted over time for the change in their present value. The costs associated with these liabilities are capitalized as part of the related assets and depreciated. Liabilities for environmental costs are recorded when it is probable that obligations have been incurred and the amounts can be reasonably estimated.

The Corporation recognizes the underfunded or overfunded status of defined benefit pension and other postretirement plans as a liability or asset in the balance sheet with the offset in shareholders' equity, net of deferred taxes.

A variety of claims have been made against ExxonMobil and certain of its consolidated subsidiaries in a number of pending lawsuits and tax disputes. For further information on litigation and tax contingencies, see Notes 15 and 18 to the Consolidated Financial Statements in Appendix A of ExxonMobil's 2008 Proxy Statement.

The Corporation awards share-based compensation to employees in the form of restricted stock and restricted stock units. Compensation expense is measured by the market price of the restricted shares at the date of grant and is recognized in the income statement over the requisite service period of each award.

Further information on the Corporation's accounting policies and practices can be found in Appendix A of ExxonMobil's 2008 Proxy Statement (Critical Accounting Policies and Note 1 to the Consolidated Financial Statements).

## SUMMARY STATEMENT OF INCOME

(millions of dollars)

	2007	2006	2005
<b>Revenues and Other Income</b>			
Sales and other operating revenue <sup>(1)(2)</sup>	<b>390,328</b>	365,467	358,955
Income from equity affiliates	<b>8,901</b>	6,985	7,583
Other income	<b>5,323</b>	5,183	4,142
<b>Total revenues and other income</b>	<b>404,552</b>	377,635	370,680
<b>Costs and Other Deductions</b>			
Crude oil and product purchases	<b>199,498</b>	182,546	185,219
Production and manufacturing expenses	<b>31,885</b>	29,528	26,819
Selling, general and administrative expenses	<b>14,890</b>	14,273	14,402
Depreciation and depletion	<b>12,250</b>	11,416	10,253
Exploration expenses, including dry holes	<b>1,469</b>	1,181	964
Interest expense	<b>400</b>	654	496
Sales-based taxes <sup>(1)</sup>	<b>31,728</b>	30,381	30,742
Other taxes and duties	<b>40,953</b>	39,203	41,554
Income applicable to minority and preferred interests	<b>1,005</b>	1,051	799
<b>Total costs and other deductions</b>	<b>334,078</b>	310,233	311,248
Income before income taxes	<b>70,474</b>	67,402	59,432
Income taxes	<b>29,864</b>	27,902	23,302
<b>Net income</b>	<b>40,610</b>	39,500	36,130
<b>Net Income per Common Share</b> (dollars)	<b>7.36</b>	6.68	5.76
<b>Net Income per Common Share – Assuming Dilution</b> (dollars)	<b>7.28</b>	6.62	5.71

(1) Sales and other operating revenue includes sales-based taxes of \$31,728 million for 2007, \$30,381 million for 2006, and \$30,742 million for 2005.

(2) Sales and other operating revenue includes \$30,810 million for 2005 for purchases/sales contracts with the same counterparty. Associated costs were included in Crude oil and product purchases. Effective January 1, 2006, these purchases/sales were recorded on a net basis with no resulting impact on net income.

The information in the Summary Statement of Income (for 2005 to 2007), the Summary Balance Sheet (for 2006 and 2007), and the Summary Statement of Cash Flows (for 2005 to 2007), shown on pages 38 through 40, corresponds to the information in the Consolidated Statement of Income, Consolidated Balance Sheet, and the Consolidated Statement of Cash Flows in the financial statements of ExxonMobil's 2008 Proxy Statement. For complete consolidated financial statements, including notes, please refer to Appendix A of ExxonMobil's 2008 Proxy Statement. See also Management's Discussion and Analysis of Financial Condition and Results of Operations and other information in Appendix A of the 2008 Proxy Statement.



**SUMMARY BALANCE SHEET AT YEAR END**

(millions of dollars)

	2007	2006
<b>Assets</b>		
Current assets		
Cash and cash equivalents	33,981	28,244
Cash and cash equivalents – restricted	–	4,604
Marketable securities	519	–
Notes and accounts receivable, less estimated doubtful amounts	36,450	28,942
Inventories		
Crude oil, products and merchandise	8,863	8,979
Materials and supplies	2,226	1,735
Prepaid taxes and expenses	3,924	3,273
Total current assets	85,963	75,777
Investments, advances, and long-term receivables	28,194	23,237
Property, plant and equipment, at cost, less accumulated depreciation and depletion	120,869	113,687
Other assets, including intangibles – net	7,056	6,314
<b>Total assets</b>	<b>242,082</b>	<b>219,015</b>
<b>Liabilities</b>		
Current liabilities		
Notes and loans payable	2,383	1,702
Accounts payable and accrued liabilities	45,275	39,082
Income taxes payable	10,654	8,033
Total current liabilities	58,312	48,817
Long-term debt	7,183	6,645
Postretirement benefits reserves	13,278	13,931
Deferred income tax liabilities	22,899	20,851
Other long-term obligations	14,366	11,123
Equity of minority and preferred shareholders in affiliated companies	4,282	3,804
<b>Total liabilities</b>	<b>120,320</b>	<b>105,171</b>
Commitments and contingencies <sup>(1)</sup>		
<b>Shareholders' Equity</b>		
Common stock without par value	4,933	4,786
Earnings reinvested	228,518	195,207
Accumulated other comprehensive income		
Cumulative foreign exchange translation adjustment	7,972	3,733
Postretirement benefits reserves adjustment	(5,983)	(6,495)
Common stock held in treasury	(113,678)	(83,387)
<b>Total shareholders' equity</b>	<b>121,762</b>	<b>113,844</b>
<b>Total liabilities and shareholders' equity</b>	<b>242,082</b>	<b>219,015</b>

(1) For more information, please refer to Appendix A, Note 15 of ExxonMobil's 2008 Proxy Statement.

The information in the Summary Statement of Income (for 2005 to 2007), the Summary Balance Sheet (for 2006 and 2007), and the Summary Statement of Cash Flows (for 2005 to 2007), shown on pages 38 through 40, corresponds to the information in the Consolidated Statement of Income, Consolidated Balance Sheet, and the Consolidated Statement of Cash Flows in the financial statements of ExxonMobil's 2008 Proxy Statement. For complete consolidated financial statements, including notes, please refer to Appendix A of ExxonMobil's 2008 Proxy Statement. See also Management's Discussion and Analysis of Financial Condition and Results of Operations and other information in Appendix A of the 2008 Proxy Statement.

## SUMMARY STATEMENT OF CASH FLOWS

(millions of dollars)

	2007	2006	2005
<b>Cash Flows from Operating Activities</b>			
Net income			
Accruing to ExxonMobil shareholders	40,610	39,500	36,130
Accruing to minority and preferred interests	1,005	1,051	799
Adjustments for noncash transactions			
Depreciation and depletion	12,250	11,416	10,253
Deferred income tax charges/(credits)	124	1,717	(429)
Postretirement benefits expense in excess of/ (less than) payments	(1,314)	(1,787)	254
Other long-term obligation provisions in excess of/(less than) payments	1,065	(666)	398
Dividends received greater than/(less than) equity in current earnings of equity companies	(714)	(579)	(734)
Changes in operational working capital, excluding cash and debt			
Reduction/(increase) – Notes and accounts receivable	(5,441)	(181)	(3,700)
– Inventories	72	(1,057)	(434)
– Prepaid taxes and expenses	280	(385)	(7)
Increase/(reduction) – Accounts and other payables	6,228	1,160	7,806
Net (gain) on asset sales	(2,217)	(1,531)	(1,980)
All other items – net	54	628	(218)
<b>Net cash provided by operating activities</b>	<b>52,002</b>	<b>49,286</b>	<b>48,138</b>
<b>Cash Flows from Investing Activities</b>			
Additions to property, plant and equipment	(15,387)	(15,462)	(13,839)
Sales of subsidiaries, investments, and property, plant and equipment	4,204	3,080	6,036
Decrease in restricted cash and cash equivalents	4,604	–	–
Additional investments and advances	(3,038)	(2,604)	(2,810)
Collection of advances	391	756	343
Additions to marketable securities	(646)	–	–
Sales of marketable securities	144	–	–
<b>Net cash used in investing activities</b>	<b>(9,728)</b>	<b>(14,230)</b>	<b>(10,270)</b>
<b>Cash Flows from Financing Activities</b>			
Additions to long-term debt	592	318	195
Reductions in long-term debt	(209)	(33)	(81)
Additions to short-term debt	1,211	334	377
Reductions in short-term debt	(809)	(451)	(687)
Additions/(reductions) in debt with less than 90-day maturity	(187)	(95)	(1,306)
Cash dividends to ExxonMobil shareholders	(7,621)	(7,628)	(7,185)
Cash dividends to minority interests	(289)	(239)	(293)
Changes in minority interests and sales/(purchases) of affiliate stock	(659)	(493)	(681)
Tax benefits related to stock-based awards	369	462	–
Common stock acquired	(31,822)	(29,558)	(18,221)
Common stock sold	1,079	1,173	941
<b>Net cash used in financing activities</b>	<b>(38,345)</b>	<b>(36,210)</b>	<b>(26,941)</b>
Effects of exchange rate changes on cash	1,808	727	(787)
Increase/(decrease) in cash and cash equivalents	5,737	(427)	10,140
Cash and cash equivalents at beginning of year	28,244	28,671	18,531
<b>Cash and cash equivalents at end of year</b>	<b>33,981</b>	<b>28,244</b>	<b>28,671</b>

The information in the Summary Statement of Income (for 2005 to 2007), the Summary Balance Sheet (for 2006 and 2007), and the Summary Statement of Cash Flows (for 2005 to 2007), shown on pages 38 through 40, corresponds to the information in the Consolidated Statement of Income, Consolidated Balance Sheet, and the Consolidated Statement of Cash Flows in the financial statements of ExxonMobil's 2008 Proxy Statement. For complete consolidated financial statements, including notes, please refer to Appendix A of ExxonMobil's 2008 Proxy Statement. See also Management's Discussion and Analysis of Financial Condition and Results of Operations and other information in Appendix A of the 2008 Proxy Statement.

## DIVIDEND AND SHAREHOLDER RETURN INFORMATION

	2007	2006	2005	2004	2003
<b>Net income per common share</b> (dollars)	<b>7.36</b>	6.68	5.76	3.91	3.24
<b>Net income per common share – assuming dilution</b> (dollars)	<b>7.28</b>	6.62	5.71	3.89	3.23
<b>Dividends per common share</b> (dollars)					
First quarter	<b>0.32</b>	0.32	0.27	0.25	0.23
Second quarter	<b>0.35</b>	0.32	0.29	0.27	0.25
Third quarter	<b>0.35</b>	0.32	0.29	0.27	0.25
Fourth quarter	<b>0.35</b>	0.32	0.29	0.27	0.25
Total	<b>1.37</b>	1.28	1.14	1.06	0.98
<b>Dividends per share growth</b> (annual percent)	<b>7.0</b>	12.3	7.5	8.2	6.5
<b>Number of common shares outstanding</b> (millions)					
Average	<b>5,517</b>	5,913	6,266	6,482	6,634
Average – assuming dilution	<b>5,577</b>	5,970	6,322	6,519	6,662
Year end	<b>5,382</b>	5,729	6,133	6,401	6,568
<b>Cash dividends paid on common stock</b> (millions of dollars)	<b>7,621</b>	7,628	7,185	6,896	6,515
<b>Cash dividends paid to net income</b> (percent)	<b>19</b>	19	20	27	30
<b>Cash dividends paid to cash flow</b> <sup>(1)</sup> (percent)	<b>15</b>	15	15	17	23
<b>Total return to shareholders</b> (annual percent)	<b>24.3</b>	39.2	11.7	27.9	20.5
<b>Market quotations for common stock</b> (dollars)					
High	<b>95.27</b>	79.00	65.96	52.05	41.13
Low	<b>69.02</b>	56.42	49.25	39.91	31.58
Average daily close	<b>83.23</b>	65.35	58.24	45.29	36.14
Year-end close	<b>93.69</b>	76.63	56.17	51.26	41.00

(1) Net cash provided by operating activities.



## RESERVES SUMMARY

Net Proved Developed and Undeveloped Reserves

2007

2006

2005

2004

2003

**Liquids, Including Oil Sands and Non-Consolidated Reserves<sup>(1)</sup>** (millions of barrels at year end)**Net proved developed and undeveloped reserves**

United States	2,212	2,177	2,424	2,894	3,218
Canada/South America <sup>(1)</sup>	1,564	1,985	2,152	2,326	2,487
Europe	696	750	886	1,029	1,204
Africa	2,180	2,266	2,527	2,654	2,742
Asia Pacific/Middle East	2,976	2,765	1,908	1,688	1,383
Russia/Caspian	1,632	1,766	1,798	1,922	1,822
<b>Total worldwide, excluding year-end price/cost effects</b>	<b>11,260</b>	<b>11,709</b>	<b>11,695</b>	<b>12,513</b>	<b>12,856</b>
Year-end price/cost effects	(186)	(141)	(466)	(862)	—
<b>Total worldwide</b>	<b>11,074</b>	<b>11,568</b>	<b>11,229</b>	<b>11,651</b>	<b>12,856</b>

**Natural Gas, Including Non-Consolidated Reserves** (billions of cubic feet at year end)**Net proved developed and undeveloped reserves**

United States	13,255	10,231	11,362	10,578	11,424
Canada/South America	1,547	1,952	2,354	2,748	2,986
Europe	18,539	18,847	20,575	21,916	23,849
Africa	1,006	986	841	771	583
Asia Pacific/Middle East	32,143	31,878	26,662	19,938	13,993
Russia/Caspian	2,282	2,103	2,173	1,989	1,934
<b>Total worldwide, excluding year-end price/cost effects</b>	<b>68,772</b>	<b>65,997</b>	<b>63,967</b>	<b>57,940</b>	<b>54,769</b>
Year-end price/cost effects	(510)	1,563	2,940	2,422	—
<b>Total worldwide</b>	<b>68,262</b>	<b>67,560</b>	<b>66,907</b>	<b>60,362</b>	<b>54,769</b>
<b>Reserves replacement ratio, excluding sales<sup>(2)(3)</sup> (percent)</b>	<b>132</b>	<b>129</b>	<b>129</b>	<b>125</b>	<b>107</b>
<b>Reserves replacement ratio, including sales<sup>(2)(3)</sup> (percent)</b>	<b>101</b>	<b>122</b>	<b>112</b>	<b>112</b>	<b>105</b>
<b>Reserves replacement ratio, including sales and year-end price/cost effects<sup>(3)</sup> (percent)</b>	<b>76</b>	<b>128</b>	<b>143</b>	<b>83</b>	<b>NA</b>

(1) ExxonMobil has significant interest in proven oil sands reserves in Canada. See Frequently Used Terms on pages 44 through 45 for the definition of liquids and natural gas proved reserves.

(2) Excluding year-end effects associated with using December 31 prices and costs.

(3) The term "sales" includes the impact of expropriation of proved reserves in Venezuela (462 million oil-equivalent barrels) in 2007.

**Venezuela**

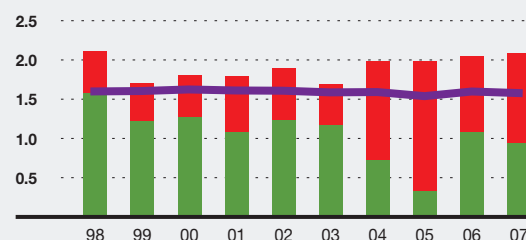
Following the expropriation of our assets in Venezuela effective June 27, 2007, ExxonMobil has attempted to work with the Venezuelan government to reach an agreement regarding compensation based on the fair market value of the assets. Discussions with Venezuelan authorities over compensation have not resulted in an agreement on the amount to be paid. ExxonMobil's affiliates have submitted the dispute against Venezuela to the International Centre for Settlement of Investment Disputes in September 2007 and have filed a related arbitration against Venezuela's national oil company (PdVSA) and a PdVSA affiliate with the International Chamber of Commerce in January 2008. ExxonMobil previously operated the Cerro Negro field (ExxonMobil interest, 42 percent), which produced an average of 76 thousand barrels of extra heavy oil per day (gross) in 2007, while ExxonMobil held an equity position.

**Leading Reserves Base<sup>(1)</sup>**

ExxonMobil has added 19 billion oil-equivalent barrels to proved reserves over the last 10 years, more than replacing production. ExxonMobil's proved reserves base of 22.7 billion oil-equivalent barrels equates to a reserve life, at current production rates, of 14.4 years.

**Proved Reserves Replacement<sup>(2)</sup>**

■ Liquids Additions ■ Gas Additions ■ Production  
(billions of oil-equivalent barrels)



(1) Excludes asset sales and year-end price/cost effects.

(2) See Frequently Used Terms on pages 44 through 45.

**BUSINESS PROFILE<sup>(1)</sup>**

	Earnings After Income Taxes			Capital and Exploration Expenditures			Average Capital Employed			Return on Average Capital Employed		
	2007	2006	2005	2007	2006	2005	2007	2006	2005	2007	2006	2005
<i>(millions of dollars, except as noted)</i>												
<i>(percent)</i>												
<b>Upstream</b>												
United States	4,870	5,168	6,200	2,212	2,486	2,142	14,026	13,940	13,491	34.7	37.1	46.0
Non-U.S.	21,627	21,062	18,149	13,512	13,745	12,328	49,539	43,931	39,770	43.7	47.9	45.6
Total	26,497	26,230	24,349	15,724	16,231	14,470	63,565	57,871	53,261	41.7	45.3	45.7
<b>Downstream</b>												
United States	4,120	4,250	3,911	1,128	824	753	6,331	6,456	6,650	65.1	65.8	58.8
Non-U.S.	5,453	4,204	4,081	2,175	1,905	1,742	18,983	17,172	18,030	28.7	24.5	22.6
Total	9,573	8,454	7,992	3,303	2,729	2,495	25,314	23,628	24,680	37.8	35.8	32.4
<b>Chemical</b>												
United States	1,181	1,360	1,186	360	280	243	4,748	4,911	5,145	24.9	27.7	23.1
Non-U.S.	3,382	3,022	2,757	1,422	476	411	8,682	8,272	8,919	39.0	36.5	30.9
Total	4,563	4,382	3,943	1,782	756	654	13,430	13,183	14,064	34.0	33.2	28.0
<b>Corporate and financing</b>	(23)	434	(154)	44	139	80	26,451	27,891	24,956	—	—	—
<b>ExxonMobil total</b>	<b>40,610</b>	<b>39,500</b>	<b>36,130</b>	<b>20,853</b>	<b>19,855</b>	<b>17,699</b>	<b>128,760</b>	<b>122,573</b>	<b>116,961</b>	<b>31.8</b>	<b>32.2</b>	<b>31.3</b>

(1) For definitions of selected financial performance measures, see Frequently Used Terms on pages 44 through 45.

**VOLUMES SUMMARY**

	2007	2006	2005	2004	2003
<b>Net production of crude oil and natural gas liquids</b>					
		<i>(thousands of barrels daily)</i>			
United States	392	414	477	557	610
Non-U.S.	2,224	2,267	2,046	2,014	1,906
Total worldwide	2,616	2,681	2,523	2,571	2,516
<b>Net natural gas production available for sale</b>					
		<i>(millions of cubic feet daily)</i>			
United States	1,468	1,625	1,739	1,947	2,246
Non-U.S.	7,916	7,709	7,512	7,917	7,873
Total worldwide	9,384	9,334	9,251	9,864	10,119
<b>Oil-equivalent production<sup>(2)</sup></b>	4,180	4,237	4,065	4,215	4,203
		<i>(thousands of oil-equivalent barrels daily)</i>			
<b>Refinery throughput</b>					
		<i>(thousands of barrels daily)</i>			
United States	1,746	1,760	1,794	1,850	1,806
Non-U.S.	3,825	3,843	3,929	3,863	3,704
Total worldwide	5,571	5,603	5,723	5,713	5,510
<b>Petroleum product sales<sup>(3)</sup></b>					
United States	2,717	2,729	2,822	2,872	2,729
Non-U.S.	4,382	4,518	4,697	5,338	5,228
Purchases/sales with same counterparty included above	—	—	—	(699)	(687)
Total worldwide	7,099	7,247	7,519	7,511	7,270
Gasoline, naphthas	2,850	2,866	2,957	3,301	3,238
Heating oils, kerosene, diesel	2,094	2,191	2,230	2,517	2,432
Aviation fuels	641	651	676	698	662
Heavy fuels	715	682	689	659	638
Specialty products	799	857	967	1,035	987
Purchases/sales with same counterparty included above	—	—	—	(699)	(687)
Total worldwide	7,099	7,247	7,519	7,511	7,270
<b>Chemical prime product sales</b>					
		<i>(thousands of metric tons)</i>			
United States	10,855	10,703	10,369	11,521	10,740
Non-U.S.	16,625	16,647	16,408	16,267	15,827
Total worldwide	27,480	27,350	26,777	27,788	26,567

(2) Gas converted to oil-equivalent at 6 million cubic feet = 1 thousand barrels.

(3) 2007, 2006, and 2005 petroleum product sales data is reported net of purchases/sales with the same counterparty.

## Frequently Used Terms

Listed below are definitions of several of ExxonMobil's key business and financial performance measures and other terms. These definitions are provided to facilitate understanding of the terms and their calculation.

### CASH FLOW FROM OPERATIONS AND ASSET SALES

Cash flow from operations and asset sales is the sum of the net cash provided by operating activities and proceeds from sales of subsidiaries, investments, and property, plant, and equipment from the Summary Statement of Cash Flows. This cash flow is the total sources of cash from both operating the Corporation's assets and from the divesting of assets. The Corporation employs a long-standing and regular disciplined review process to ensure that all assets are contributing to the Corporation's strategic and financial objectives. Assets are divested when they are no longer meeting these objectives, or are worth considerably more to others. Because of the regular nature of this activity, we believe it is useful for investors to consider sales proceeds together with cash provided by operating activities when evaluating cash available for investment in the business and financing activities, including shareholder distributions.

(millions of dollars)	2007	2006	2005
Net cash provided by operating activities	<b>52,002</b>	49,286	48,138
Sales of subsidiaries, investments and property, plant, and equipment	<b>4,204</b>	3,080	6,036
Cash flow from operations and asset sales	<b>56,206</b>	52,366	54,174

### CAPITAL EMPLOYED

Capital employed is a measure of net investment. When viewed from the perspective of how the capital is used by the businesses, it includes ExxonMobil's net share of property, plant, and equipment and other assets less liabilities, excluding both short-term and long-term debt. When viewed from the perspective of the sources of capital employed in total for the Corporation, it includes ExxonMobil's share of total debt and shareholders' equity. Both of these views include ExxonMobil's share of amounts applicable to equity companies, which the Corporation believes should be included to provide a more comprehensive measure of capital employed.

(millions of dollars)	2007	2006	2005
<b>Business uses: asset and liability perspective</b>			
Total assets	<b>242,082</b>	219,015	208,335
Less liabilities and minority share of assets and liabilities			
Total current liabilities excluding notes and loans payable	<b>(55,929)</b>	(47,115)	(44,536)
Total long-term liabilities excluding long-term debt and equity of minority and preferred shareholders in affiliated companies	<b>(50,543)</b>	(45,905)	(41,095)
Minority share of assets and liabilities	<b>(5,332)</b>	(4,948)	(4,863)
Add ExxonMobil share of debt-financed equity-company net assets	<b>3,386</b>	2,808	3,450
Total capital employed	<b>133,664</b>	123,855	121,291

### Total corporate sources: debt and equity perspective

Notes and loans payable	<b>2,383</b>	1,702	1,771
Long-term debt	<b>7,183</b>	6,645	6,220
Shareholders' equity	<b>121,762</b>	113,844	111,186
Less minority share of total debt	<b>(1,050)</b>	(1,144)	(1,336)
Add ExxonMobil share of equity-company debt	<b>3,386</b>	2,808	3,450
Total capital employed	<b>133,664</b>	123,855	121,291

### CAPITAL AND EXPLORATION EXPENDITURES (Capex)

Capital and exploration expenditures are the combined total of additions at cost to property, plant, and equipment and exploration expenses on a before-tax basis from the Consolidated Statement of Income. ExxonMobil's Capex includes its share of similar costs for equity companies. Capex excludes depreciation on the cost of exploration support equipment and facilities recorded to property, plant, and equipment when acquired. While ExxonMobil's management is responsible for all investments and elements of net income, particular focus is placed on managing the controllable aspects of this group of expenditures.

### RETURN ON AVERAGE CAPITAL EMPLOYED (ROCE)

Return on average capital employed is a performance measure ratio. From the perspective of the business segments, ROCE is annual business segment earnings divided by average business segment capital employed (average of beginning- and end-of-year amounts). These segment earnings include ExxonMobil's share of segment earnings of equity companies, consistent with our definition of capital employed, and exclude the cost of financing. The Corporation's total ROCE is net income excluding the after-tax cost of financing, divided by total corporate average capital



employed. The Corporation has consistently applied its ROCE definition for many years and views it as the best measure of historical capital productivity in our capital-intensive, long-term industry, both to evaluate management's performance and to demonstrate to shareholders that capital has been used wisely over the long term. Additional measures, which are more cash-flow based, are used to make investment decisions.

<i>(millions of dollars)</i>	2007	2006	2005
Net income	<b>40,610</b>	39,500	36,130
Financing costs (after tax)			
Gross third-party debt	<b>(339)</b>	(264)	(261)
ExxonMobil share of equity companies	<b>(204)</b>	(156)	(144)
All other financing costs – net	<b>268</b>	499	(35)
Total financing costs	<b>(275)</b>	79	(440)
Earnings excluding financing costs	<b>40,885</b>	39,421	36,570
Average capital employed	<b>128,760</b>	122,573	116,961
Return on average capital employed – corporate total	<b>31.8%</b>	32.2%	31.3%

#### LIQUIDS AND NATURAL GAS PROVED RESERVES

In this report, we use the term “proved reserves” to mean quantities of oil and gas that ExxonMobil has determined to be reasonably certain of recovery under existing economic and operating conditions on the basis of our long-standing, rigorous management review process. We only book proved reserves when we have made significant funding commitments for the related projects. In this report, we aggregate proved reserves of consolidated and equity companies, excluding royalties and quantities due others, since ExxonMobil does not view these reserves differently from a management perspective. To reflect management's view of ExxonMobil's total liquids reserves, proved reserves in this report also include oil sands reserves from Canadian Syncrude operations, which are reported separately as mining reserves in our Form 10-K and proxy statement. Oil sands reserves included in this report totaled 694 million barrels at year-end 2007, 718 million barrels at year-end 2006, 738 million barrels at year-end 2005, 757 million barrels at year-end 2004 and 781 million barrels at year-end 2003. For our own management purposes and as discussed in this report, we determine proved reserves based on price and cost assumptions that are consistent with those used to make investment decisions. Therefore, the proved reserves in this report are not directly comparable to the data reported in our Form 10-K and proxy statement. Based on regulatory guidance, ExxonMobil began in 2004 to state our results in the Form 10-K and proxy statement to reflect the impacts on proved reserves of utilizing December 31 liquids and natural gas prices (“year-end price/cost effects”). On this basis, year-end proved reserves, including year-end price/cost effects, totaled 22.5 billion oil-equivalent barrels in 2007, 22.8 billion oil-equivalent barrels in 2006, 22.4 billion oil-equivalent barrels in 2005 and 21.7 billion oil-equivalent barrels in 2004. Excluding year-end price/cost effects, 2007 proved reserves totaled 22.7 billion oil-equivalent barrels, 2006 proved reserves totaled 22.7 billion oil-equivalent barrels, 2005 proved reserves totaled 22.4 billion oil-equivalent barrels, while 2004 proved reserves totaled 22.2 billion oil-equivalent barrels.

#### RESOURCES, RESOURCE BASE, AND RECOVERABLE RESOURCES

Resources, resource base, recoverable oil, recoverable hydrocarbons, recoverable resources, and similar terms used in this report are the total remaining estimated quantities of oil and gas that are expected to be ultimately recoverable. In addition to proved reserves, the resource base includes quantities of oil and gas that are not yet classified as proved reserves, but which ExxonMobil believes will likely be moved into the proved reserves category and produced in the future.

#### PROVED RESERVES REPLACEMENT RATIO

Proved reserves replacement ratio is a performance measure that is calculated using proved oil-equivalent reserves additions divided by oil-equivalent production. Both proved reserves additions and production include amounts applicable to equity companies. The ratio usually reported by ExxonMobil excludes sales and year-end price/cost effects, and includes Canadian oil sands mining operations in both additions and production volumes. See the definition of “liquids and natural gas proved reserves” above.

#### FINDING AND RESOURCE-ACQUISITION COSTS

Finding and resource-acquisition costs per oil-equivalent barrel is a performance measure that is calculated using the Exploration portion of Upstream capital and exploration expenditures and proved property acquisition costs divided by resource additions (in oil-equivalent barrels). ExxonMobil refers to new discoveries and acquisitions of discovered resources as resource additions. In addition to proved reserves, resource additions include quantities of oil and gas that are not yet classified as proved reserves, but which ExxonMobil believes will likely be moved into the proved reserves category and produced in the future.

	2007	2006	2005
Exploration portion of Upstream capital and exploration expenditures <i>(millions of dollars)</i>	<b>1,909</b>	2,044	1,693
Proved property acquisition costs <i>(millions of dollars)</i>	<b>37</b>	234	174
Total exploration and proved property acquisition costs <i>(millions of dollars)</i>	<b>1,946</b>	2,278	1,867
Resource additions <i>(millions of oil-equivalent barrels)</i>	<b>2,010</b>	4,270	4,365
Finding and resource-acquisition costs per oil-equivalent barrel <i>(dollars)</i>	<b>0.97</b>	0.53	0.43

# Directors, Officers, and Affiliated Companies\*

## STANDING COMMITTEES OF THE BOARD

### Audit Committee

J.R. Houghton (Chair), M.J. Boskin, P.E. Lippincott,  
S.S. Reinemund

### Board Advisory Committee on Contributions

M.C. Nelson (Chair), W.W. George, R.C. King, S.J. Palmisano

### Board Affairs Committee

W.V. Shipley (Chair), W.R. Howell, M.C. Nelson, S.J. Palmisano

### Compensation Committee

W.R. Howell (Chair), W.W. George, R.C. King, S.J. Palmisano

### Finance Committee

R.W. Tillerson (Chair), M.J. Boskin, J.R. Houghton,  
P.E. Lippincott, S.S. Reinemund

### Public Issues Committee

R.C. King (Chair), W.W. George, M.C. Nelson, W.V. Shipley

### Executive Committee

R.W. Tillerson (Chair), J.R. Houghton, W.R. Howell,  
P.E. Lippincott, M.C. Nelson

## OFFICERS

**R.W. Tillerson** . . . . . Chairman of the Board<sup>(1)</sup>  
**M.W. Albers** . . . . . Senior Vice President<sup>(1)</sup>  
**D.D. Humphreys** . . . . . Senior Vice President and Treasurer<sup>(1)</sup>  
**J.S. Simon** . . . . . Senior Vice President<sup>(1)</sup>  
**L.J. Cavanaugh** . . . . . Vice President – Human Resources  
**A.T. Cejka** . . . . . Vice President<sup>(1)</sup>  
**K.P. Cohen** . . . . . Vice President – Public Affairs  
**H.R. Cramer** . . . . . Vice President<sup>(1)</sup>  
**M.J. Dolan** . . . . . Vice President<sup>(1)</sup>  
**M.E. Foster** . . . . . Vice President<sup>(1)</sup>  
**H.H. Hubble** . . . . . Vice President – Investor Relations  
and Secretary<sup>(1)</sup>  
**A.J. Kelly** . . . . . Vice President<sup>(1)</sup>  
**S.R. LaSala** . . . . . Vice President and General Tax Counsel<sup>(1)</sup>  
**R.A. Luxbacher** . . . . . General Manager – Corporate Planning  
**C.W. Matthews** . . . . . Vice President and General Counsel<sup>(1)</sup>  
**P.T. Mulva** . . . . . Vice President and Controller<sup>(1)</sup>  
**R.D. Nelson** . . . . . Vice President – Washington Office  
**S.D. Pryor** . . . . . Vice President<sup>(1)</sup>  
**S.K. Stuewer** . . . . . Vice President – Safety, Health and  
Environment  
**A.P. Swiger** . . . . . Vice President<sup>(1)</sup>

## FUNCTIONAL AND SERVICE ORGANIZATIONS

### Upstream

**S.M. Cassiani** . . . . . President, ExxonMobil Upstream  
Research Company  
**A.T. Cejka** . . . . . President, ExxonMobil Exploration Company<sup>(1)</sup>  
**N.W. Duffin** . . . . . President, ExxonMobil Development  
Company<sup>(1)</sup>  
**M.E. Foster** . . . . . President, ExxonMobil Production Company<sup>(1)</sup>  
**A.P. Swiger** . . . . . President, ExxonMobil Gas & Power  
Marketing Company<sup>(1)</sup>

### Downstream

**H.R. Cramer** . . . . . President, ExxonMobil  
Fuels Marketing Company<sup>(1)</sup>  
**A.J. Kelly** . . . . . President, ExxonMobil Lubricants &  
Petroleum Specialties Company<sup>(1)</sup>  
**R.V. Pisarczyk** . . . . . President, ExxonMobil  
Research and Engineering Company  
**S.D. Pryor** . . . . . President, ExxonMobil Refining &  
Supply Company<sup>(1)</sup>

### Chemical

**M.J. Dolan** . . . . . President, ExxonMobil Chemical Company<sup>(1)</sup>

### Other

**N.A. Chapman** . . . . . President, ExxonMobil Global  
Services Company  
**T.J. Hearn** . . . . . Chairman of the Board, Imperial Oil Limited

\* As of year-end 2007

(1) Required to file reports under Section 16 of the Securities Exchange Act of 1934.



## BOARD OF DIRECTORS

### Michael J. Boskin

*T.M. Friedman Professor of Economics and Senior Fellow, Hoover Institution, Stanford University*

### William W. George

*Professor of Management Practice, Harvard University; Former Chairman and Chief Executive Officer, Medtronic, Inc. (medical technology)*

### James R. Houghton

*Chairman of the Board Emeritus, Corning Incorporated (communications, advanced materials and display products)*

### William R. Howell

*Chairman Emeritus, J.C. Penney Company, Inc. (department store and catalog chain)*

### Reatha Clark King

*Former Chairman, Board of Trustees, General Mills Foundation, the philanthropic foundation of General Mills, Inc. (consumer food products)*

### Philip E. Lippincott

*Retired Chairman of the Board and Chief Executive Officer, Scott Paper Company (sanitary paper, printing and publishing papers, and forestry operations); Retired Chairman of the Board, Campbell Soup Company (branded convenience food products)*

### Marilyn Carlson Nelson

*Chairman of the Board, Carlson (travel, hotel, restaurant, cruise, and marketing services)*

### Samuel J. Palmisano

*Chairman of the Board, President, and Chief Executive Officer, International Business Machines Corporation (computer hardware, software, business consulting, and information technology services)*

### Steven S Reinemund

*Retired Executive Chairman of the Board, PepsiCo (consumer food products)*

### Walter V. Shipley

*Retired Chairman of the Board, The Chase Manhattan Corporation and The Chase Manhattan Bank (banking and finance)*

### J. Stephen Simon

*Senior Vice President*

### Rex W. Tillerson

*Chairman and Chief Executive Officer*

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Front Row: **Reatha Clark King, Rex W. Tillerson, Philip E. Lippincott**

Middle Row: **James R. Houghton, William W. George, William R. Howell, Marilyn Carlson Nelson**

Back Row: **Michael J. Boskin, Steven S Reinemund, Walter V. Shipley, Samuel J. Palmisano, J. Stephen Simon**



## Investor Information

ExxonMobil offers its shareholders a wide range of services and several ways to access important company information.

### SHAREHOLDER SERVICES

Shareholder inquiries should be addressed to ExxonMobil Shareholder Services at Computershare Trust Company, N.A., ExxonMobil's transfer agent:

#### ExxonMobil Shareholder Services

P.O. Box 43078  
Providence, RI 02940-3078

**1-800-252-1800**

(Within the continental U.S. and Canada)

**1-781-575-2058**

(Outside the continental U.S. and Canada)

An automated voice-response system is available 24 hours a day, 7 days a week. Service representatives are available during normal business hours.

Registered shareholders can access information about their ExxonMobil stock accounts via the Internet at [computershare.com/exxonmobil](http://computershare.com/exxonmobil).

### STOCK PURCHASE AND DIVIDEND REINVESTMENT PLAN

Computershare Trust Company, N.A. sponsors a stock purchase and dividend reinvestment plan, the Computershare Investment Plan for Exxon Mobil Corporation Common Stock. For more information and plan materials, go to [computershare.com/exxonmobil](http://computershare.com/exxonmobil) or call or write ExxonMobil Shareholder Services.

### DIVIDEND DIRECT DEPOSIT

Shareholders may have their dividends deposited directly into their U.S. bank accounts. If you would like to elect this option, go to [computershare.com/exxonmobil](http://computershare.com/exxonmobil) or call or write ExxonMobil Shareholder Services for an authorization form.

### CORPORATE GOVERNANCE

Our Corporate Governance Guidelines and related materials are available by selecting "Investors" on our Web site at [exxonmobil.com](http://exxonmobil.com).

### EXXONMOBIL PUBLICATIONS

The publications listed below, all of which, when published, can be found on the Internet at [exxonmobil.com](http://exxonmobil.com), are available without charge to shareholders. Requests for printed copies should be directed to ExxonMobil Shareholder Services.

- *2007 Summary Annual Report*
- *2007 Annual Report on Form 10-K*
- *2007 Financial and Operating Review*, a report on ExxonMobil's businesses, strategies, and results
- *2007 Corporate Citizenship Report*
- *The Lamp*, a shareholder magazine with news and features about ExxonMobil's worldwide activities

### ELECTRONIC DELIVERY OF DOCUMENTS

Registered shareholders can receive the following documents online, instead of by mail, by contacting ExxonMobil Shareholder Services:

- Summary Annual Report
- Proxy Statement
- Tax Documents
- Account Statements

Beneficial shareholders should contact their bank or broker for electronic receipt of proxy voting materials.

### ELIMINATE ANNUAL REPORT MAILINGS

Shareholders may eliminate annual report mailings by marking their proxy card, or by writing or calling ExxonMobil Shareholder Services.

### EXECUTIVE CERTIFICATIONS

ExxonMobil has included, as Exhibits 31 and 32 to its 2007 Annual Report on Form 10-K filed with the Securities and Exchange Commission, certificates of the chief executive officer, principal financial officer, and principal accounting officer of the Corporation regarding the quality of the Corporation's public disclosure. The Corporation has also submitted to the New York Stock Exchange (NYSE) a certificate of the CEO certifying that he is not aware of any violation by the Corporation of NYSE corporate governance listing standards.

#### ExxonMobil on the Internet

A quick, easy way to get information about ExxonMobil. ExxonMobil publications and important shareholder information are available on the Internet at [exxonmobil.com](http://exxonmobil.com):

- Publications
- Dividend Information
- Shareholder Issues
- Investor Presentations
- Shareholder Contacts
- Stock Quote
- Contact Information
- News Releases
- Corporate Governance
- *The Outlook for Energy*

## General Information

### CORPORATE HEADQUARTERS

Exxon Mobil Corporation  
5959 Las Colinas Boulevard  
Irving, TX 75039-2298

Additional copies may be  
obtained by writing or phoning:  
Phone: 972-444-1000  
Fax: 972-444-1505

### SHAREHOLDER RELATIONS

Exxon Mobil Corporation  
P.O. Box 140369  
Irving, TX 75014-0369

### MARKET INFORMATION

The New York Stock Exchange is the principal exchange  
on which Exxon Mobil Corporation common stock  
(symbol XOM) is traded.

### ANNUAL MEETING

The 2008 Annual Meeting of Shareholders will be held at  
9:00 a.m. Central Time on Wednesday, May 28, 2008, at:

The Morton H. Meyerson Symphony Center  
2301 Flora Street  
Dallas, Texas 75201

The meeting will be audiocast live on the Internet.  
Instructions for listening to this audiocast will be  
available on the Internet at [exxonmobil.com](http://exxonmobil.com)  
approximately one week prior to the event.

# ExxonMobil

Included in this *Summary Annual Report* are financial and operating highlights and summary financial statements. For complete financial statements, including notes, please refer to the Proxy Statement for ExxonMobil's 2008 Annual Meeting. The Proxy Statement also includes Management's Discussion and Analysis of Financial Condition and Results of Operations. The Investors section of ExxonMobil's Web site ([exxonmobil.com](http://exxonmobil.com)), contains the Proxy Statement and other company publications, including ExxonMobil's *Financial and Operating Review*. These publications provide additional detail about the company's global operations.


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5959 Las Colinas Boulevard

Irving, Texas 75039-2298

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