

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

**FORM 8-K**

**CURRENT REPORT**  
**Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported): April 27, 2018

**Exxon Mobil Corporation**  
(Exact name of registrant as specified in its charter)

**New Jersey**  
(State or other jurisdiction  
of incorporation)

**1-2256**  
(Commission  
File Number)

**13-5409005**  
(IRS Employer  
Identification No.)

**5959 LAS COLINAS BOULEVARD, IRVING, TEXAS 75039-2298**  
(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: **972-940-6000**

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(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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Item 2.02  
Item 7.01

Results of Operations and Financial Condition  
Regulation FD Disclosure

The following information is furnished pursuant to both Item 2.02 and Item 7.01.

The Registrant hereby furnishes the information set forth in its News Release, dated April 27, 2018, announcing first quarter 2018 results, a copy of which is included as Exhibit 99.1, and furnishes the information in the related 1Q18 Investor Relations Data Summary, a copy of which is included as Exhibit 99.2. Material available by hyperlink from the News Release is not deemed to be furnished herewith or included in this filing.

INDEX TO EXHIBITS

<u>Exhibit No.</u>	<u>Description</u>
<a href="#">99.1</a>	Exxon Mobil Corporation News Release, dated April 27, 2018, announcing first quarter 2018 results.
<a href="#">99.2</a>	1Q18 Investor Relations Data Summary.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

EXXON MOBIL CORPORATION

Date: April 27, 2018

By:                                 /s/ DAVID S. ROSENTHAL                                  
David S. Rosenthal  
Vice President and Controller  
(Principal Accounting Officer)

# News Release

# ExxonMobil

## Exxon Mobil Corporation

5959 Las Colinas Boulevard  
Irving, TX 75039  
972 940 6007 Telephone  
972 940 6143 Facsimile

FOR IMMEDIATE RELEASE  
FRIDAY, APRIL 27, 2018

### ExxonMobil Earnings Increase 16 Percent to \$4.7 Billion in First Quarter 2018

- Positive U.S. Upstream earnings of \$429 million
- Highest quarterly cash flow from operations and asset sales since 2014
- Rapid response and recovery from Papua New Guinea earthquake

	<b>First Quarter 2018</b>	First Quarter 2017	%	Fourth Quarter 2017	%
<b>Earnings Summary</b>					
<i>(Dollars in millions, except per share data)</i>					
Earnings (U.S. GAAP)	<b>4,650</b>	4,010	16	8,380	-45
U.S. Tax Reform Enactment	-	-		5,942	
Asset Impairments	-	-		(1,294)	
Earnings Excluding U.S. Tax Reform Enactment and Impairments	<b>4,650</b>	4,010	16	3,732	25
 Earnings Per Common Share Assuming Dilution	 <b>1.09</b>	 0.95	 15	 1.97	 -45
 Capital and Exploration Expenditures	 <b>4,867</b>	 4,169	 17	 8,999	 -46

IRVING, Texas – April 27, 2018 – Exxon Mobil Corporation today announced estimated first quarter 2018 earnings of \$4.7 billion, or \$1.09 per share assuming dilution, compared with \$4 billion a year earlier. Cash flow from operations and asset sales was \$10 billion, including proceeds associated with asset sales of \$1.4 billion. During the quarter, the corporation distributed \$3.3 billion in dividends to shareholders. Capital and exploration expenditures were \$4.9 billion, up 17 percent from the prior year.

Oil-equivalent production was 3.9 million barrels per day, down 6 percent from the first quarter of 2017. Excluding entitlement effects and divestments, oil-equivalent production was down 3 percent from the first quarter of 2017.

“Increased commodity prices, coupled with a focus on operating efficiently and strengthening our portfolio, resulted in higher earnings and the highest quarterly cash flow from operations and asset sales since 2014,” said Darren W. Woods, chairman and chief executive officer. “Through new discoveries and acquired acreage, we’ve positioned our Upstream portfolio well for future growth. We also made good progress on our plans to improve the production mix and grow premium product sales in the Downstream and Chemical businesses.”

## First Quarter 2018 Business Highlights

### Upstream:

- Crude and natural gas prices strengthened in the first quarter. ExxonMobil's crude realizations were impacted by an increased discount in Western Canada, notably for heavy crudes, as Canadian supply exceeded pipeline and rail capacity. The logistics constraints in Canada supported the decision to accelerate Syncrude turnaround activities into the first quarter.
- Natural gas prices were supported by strong seasonal demand with colder weather across Europe and the U.S. and higher crude-linked LNG prices.
- As expected, higher prices reduced entitlement volumes.
- Following a severe earthquake in Papua New Guinea on February 26, operations at the PNG LNG project were temporarily shut down while the company responded with humanitarian relief for impacted communities and worked to fully restore operations. The project safely resumed LNG production ahead of schedule in mid-April. The impact of the earthquake reduced earnings by \$80 million and production by 25,000 oil-equivalent barrels per day.
- The Hebron field in Canada, which started up last year, has ramped up to produce 14,000 oil-equivalent barrels per day in the first quarter with well performance exceeding expectations.
- Development of the company's U.S. unconventional acreage is progressing with 27 operated rigs in the Permian and four operated rigs in the Bakken. Permian and Bakken unconventional production has experienced 18 percent growth year-over-year.

### Downstream:

- Global refining margins remained generally strong, especially in North America. Petroleum product demand was seasonally lower.
- Overall manufacturing reliability improved from one-time fourth quarter events. A significant focus during the quarter was on returning the refinery in Joliet, Ill., back to full capacity in March, capturing attractive margins on weaker Canadian crude prices.

### Chemical:

- ExxonMobil continued to make significant progress in growing the business. The integration of Jurong Aromatics Corporation into the existing Singapore business is progressing as planned, contributing 340,000 metric tons of sales during the quarter.
- The North America Growth project is also progressing well with the new polyethylene lines in Mont Belvieu, Texas, increasing sales volumes in the quarter.
- As expected, incremental activity associated with startup and commissioning of these new facilities increased expenses during the quarter.
- Within the base business, large planned turnarounds in the Middle East and the Gulf Coast were successfully completed.

## **Strengthening the Portfolio**

- ExxonMobil announced its seventh oil discovery offshore Guyana with the completion of the Pacora-1 exploration well. The well encountered approximately 65 feet (20 meters) of high-quality, oil-bearing sandstone reservoir.
- During the quarter, the company increased its holdings in Brazil's pre-salt basins after winning eight additional exploration blocks, six of them to be operated by ExxonMobil, during the latest bid round. The company added more than 640,000 net acres to its existing deepwater portfolio offshore Brazil, and is now one of the largest acreage holders among international oil companies in the country.
- ExxonMobil announced that its estimate of the size of the natural gas resource at the P'nyang field in Papua New Guinea (PNG) has increased to 4.36 trillion cubic feet of gas, an 84 percent increase from the previous assessment completed in 2012. This increase, based on an independent recertification study, supports a potential three-train expansion concept of the PNG LNG plant.
- ExxonMobil sold its 50 percent ownership interest in the Scarborough gas field, offshore Western Australia, to Woodside Petroleum Ltd. In the Downstream, the company closed several divestments, including distribution and marketing assets in South America, and retail sites in Europe.
- During the quarter, ExxonMobil added to its exploration portfolio offshore West Africa by signing an agreement with the government of Ghana to acquire exploration and production rights for the Deepwater Cape Three Points block. ExxonMobil also signed an agreement with a subsidiary of Galp Energia, SGPS, S.A. for a 40 percent farm-in to a deepwater license offshore Namibia. Both agreements are subject to government approvals.

## **Investing for Growth**

- The company began commissioning its new ethane cracker in Baytown, Texas. The cracker, expected to start up mid-year 2018, will produce 1.5 million metric tons per year of ethylene feedstock for the new polyethylene lines at the company's plastics plant in Mont Belvieu, Texas.
- The company also continued its entry into Mexico's fuels market with the opening of new Mobil-branded service stations operated by Grupo Orsan and Grupo Combured. The new stations will be supplied with gasoline and diesel produced by ExxonMobil's refineries in Texas.

## **Advancing Innovative Technologies and Products**

- During the quarter, ExxonMobil and Synthetic Genomics, Inc. announced a new phase in their joint algae biofuel research program that could lead to the technical ability to produce 10,000 barrels of algae biofuel per day by 2025.

**Earnings and Volume Summary**

Millions of Dollars (unless noted)	1Q 2018	1Q 2017	Change	Comments
<b>Upstream</b>				
U.S.	429	(18)	+447	Higher liquids prices, partially offset by higher expenses
Non-U.S.	3,068	2,270	+798	Higher prices and the gain on the Scarborough sale (\$366 million), partially offset by lower volumes, including the impact from PNG earthquake, and higher expenses
<b>Total</b>	<b>3,497</b>	<b>2,252</b>	<b>+1,245</b>	<b>Prices +\$1,430 million, volumes / mix -\$190 million, other +\$10 million</b>
Production (koebd)	3,889	4,151	-262	Liquids -117 kbd: lower volumes from decline, entitlements and divestments, partially offset by growth in North America  Gas -870 mcf: higher downtime, including impacts from PNG earthquake, lower entitlements and base decline
<b>Downstream</b>				
U.S.	319	292	+27	Higher margins and lower turnaround costs, partially offset by lower throughput (mainly Joliet)
Non-U.S.	621	824	-203	Higher expenses, lower divestment gains, and lower margins
<b>Total</b>	<b>940</b>	<b>1,116</b>	<b>-176</b>	<b>Margins -\$30 million, volumes / mix -\$60 million, other -\$90 million</b>
Petroleum Product Sales (kbd)	5,432	5,395	+37	
<b>Chemical</b>				
U.S.	503	529	-26	Higher growth-related expenses and lower margins, partially offset by higher volumes
Non-U.S.	508	642	-134	Lower margins and higher growth-related expenses, partially offset by favorable foreign exchange impacts and higher volumes
<b>Total</b>	<b>1,011</b>	<b>1,171</b>	<b>-160</b>	<b>Margins -\$270 million, volumes / mix +\$120 million, other -\$10 million</b>
Prime Product Sales (kt)	6,668	6,072	+596	Project growth and acquisitions
<b>Corporate and financing</b>	<b>(798)</b>	<b>(529)</b>	<b>-269</b>	<b>Primarily impact of lower U.S. tax rate, higher pension and financing related costs; in line with expectations</b>



#### Fourth Quarter 2017 Earnings

Millions of Dollars	4Q 2017	U.S. Tax Reform	Asset Impairments	4Q 2017 Adjusted
Upstream	8,352	7,122	(1,288)	2,518
Downstream	1,564	618	(6)	952
Chemical	1,270	335	-	935
Corporate and financing	(2,806)	(2,133)	-	(673)
<b>Total</b>	<b>8,380</b>	<b>5,942</b>	<b>(1,294)</b>	<b>3,732</b>

#### Earnings and Volume Summary

Millions of Dollars (unless noted)	1Q 2018	4Q 2017 Adjusted	Change	Comments
<b>Upstream</b>				
U.S.	429	(60)	+489	Higher prices and lower expenses
Non-U.S.	3,068	2,578	+490	Higher prices, the gain on the Scarborough sale, and lower operating expenses, partially offset by the absence of the Norway divestment and lower volumes
<b>Total</b>	<b>3,497</b>	<b>2,518</b>	<b>+979</b>	<b>Prices +\$640 million, volumes / mix -\$130 million, other +\$470 million</b>
Production (koebd)	3,889	3,991	-102	Liquids -35 kbd: higher downtime from Syncrude turnaround and lower volumes from entitlements and divestments, partially offset by growth  Gas -403 mcf: lower entitlements and higher downtime, including impacts from PNG earthquake, partially offset by higher demand
<b>Downstream</b>				
U.S.	319	306	+13	Higher volumes and lower expenses, partially offset by lower margins
Non-U.S.	621	646	-25	Absence of the gain on sale of assets in Norway and lower volumes, partially offset by lower expenses
<b>Total</b>	<b>940</b>	<b>952</b>	<b>-12</b>	<b>Margins -\$200 million, volumes / mix -\$40 million, other +230 million</b>
Petroleum Product Sales (kbd)	5,432	5,624	-192	
<b>Chemical</b>				
U.S.	503	442	+61	Lower expenses and favorable tax effects, partially offset by lower margins
Non-U.S.	508	493	+15	Favorable foreign exchange impacts, partially offset by lower volumes and lower margins
<b>Total</b>	<b>1,011</b>	<b>935</b>	<b>+76</b>	<b>Margins -\$30 million, volumes / mix -\$30 million, other +\$140 million</b>
Prime Product Sales (kt)	6,668	6,782	-114	
<b>Corporate and financing</b>	<b>(798)</b>	<b>(673)</b>	<b>-125</b>	<b>Primarily lower U.S. tax rate, higher pension and financing related costs</b>

### Cash Flow from Operations and Asset Sales

Millions of Dollars	1Q	
	2018	Comments
Net income including noncontrolling interests	4,783	Includes \$133 million for noncontrolling interests
Depreciation	4,470	
Changes in working capital	351	
Other	(1,085)	Timing of equity company dividends versus earnings
<b>Cash Flow from Operations (U.S. GAAP)</b>	<b>8,519</b>	
Asset sales	1,441	
<b>Cash Flow from Operations and Asset Sales</b>	<b>9,960</b>	

### First Quarter 2018 Financial Updates

During the first quarter of 2018, Exxon Mobil Corporation purchased 5 million shares of its common stock for the treasury at a gross cost of \$425 million. These shares were acquired to offset dilution in conjunction with the company's benefit plans and programs. The corporation will continue to acquire shares to offset dilution in conjunction with its benefit plans and programs, but does not currently plan on making purchases to reduce shares outstanding.

Effective January 1, 2018, ExxonMobil adopted the Financial Accounting Standards Board's standard, *Revenue from Contracts with Customers (Topic 606)*, as amended, using the Modified Retrospective method. ExxonMobil also adopted the Financial Accounting Standards Board's Update, *Financial Instruments – Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities*. ExxonMobil also adopted the Financial Accounting Standards Board's Update, *Compensation – Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost*.

The adoption of these standards did not have a material impact on the corporation's financial statements. The cumulative effect of adoption of the new standards was de minimis.

**ExxonMobil will discuss financial and operating results and other matters during a webcast at 8:30 a.m. Central Time on April 27, 2018. To listen to the event or access an archived replay, please visit [www.exxonmobil.com](http://www.exxonmobil.com).**

#### Cautionary Statement

Statements relating to future plans, projections, events or conditions are forward-looking statements. Future results, including project plans, costs, timing, and capacities; business growth; integration benefits; resource recoveries; the impact of new technologies; and share purchase levels, could differ materially due to factors including: changes in oil, gas or petrochemical prices or other market or economic conditions affecting the oil, gas or petrochemical industries, including the scope and duration of economic recessions; the outcome of exploration and development efforts; timely completion of new projects; changes in law or government regulation, including tax and environmental requirements; the impact of fiscal and commercial terms and outcome of commercial negotiations; the results of research programs; changes in technical or operating conditions; actions of competitors; and other factors discussed under the heading "Factors Affecting Future Results" in the "Investors" section of our website and in Item 1A of ExxonMobil's 2017 Form 10-K. We assume no duty to update these statements as of any future date.

#### Frequently Used Terms and Non-GAAP Measures

This press release includes cash flow from operations and asset sales. Because of the regular nature of our asset management and divestment program, we believe it is useful for investors to consider proceeds associated with the sales of subsidiaries, property, plant and equipment, and sales and returns of investments together with cash provided by operating activities when evaluating cash available for investment in the business and financing activities. A reconciliation to net cash provided by operating activities is shown in Attachment V.

This press release also includes earnings excluding impacts from U.S. tax reform enactment and asset impairments. We believe these figures are useful for investors to consider in comparing the performance of our underlying business across periods when one, or both, periods have been impacted by the U.S. tax reform or an asset impairment charge. A reconciliation of earnings excluding these items to U.S. GAAP earnings is shown in Attachment II.

This press release also includes total taxes including sales-based taxes. This is a broader indicator of the total tax burden on the corporation's products and earnings, including certain sales and value-added taxes imposed on and concurrent with revenue-producing transactions with customers and collected on behalf of governmental authorities ("sales-based taxes"). It combines "Income taxes" and "Total other taxes and duties" with sales-based taxes, which are reported net in the income statement. We believe it is useful for the corporation and its investors to understand the total tax burden imposed on the corporation's products and earnings. A reconciliation to total taxes is shown in Attachment I.

References to the resource base and other quantities of oil, natural gas or condensate may include amounts that are not yet classified as "proved reserves" under SEC definitions, but which we believe will likely be moved into the "proved reserves" category and produced in the future. The term "project" as used in this release can refer to a variety of different activities and does not necessarily have the same meaning as in any government payment transparency reports. Further information on ExxonMobil's frequently used financial and operating measures and other terms including "Cash flow from operations and asset sales", and "Total taxes including sales-based taxes" is contained under the heading "Frequently Used Terms" available through the "Investors" section of our website at [exxonmobil.com](http://exxonmobil.com).

#### Reference to Earnings

References to corporate earnings mean net income attributable to ExxonMobil (U.S. GAAP) from the consolidated income statement. Unless otherwise indicated, references to earnings, Upstream, Downstream, Chemical and Corporate and financing segment earnings, and earnings per share are ExxonMobil's share after excluding amounts attributable to noncontrolling interests.

*Exxon Mobil Corporation has numerous affiliates, many with names that include ExxonMobil, Exxon, Mobil, Esso, and XTO. For convenience and simplicity, those terms and terms such as corporation, company, our, we, and its are sometimes used as abbreviated references to specific affiliates or affiliate groups. Similarly, ExxonMobil has business relationships with thousands of customers, suppliers, governments, and others. For convenience and simplicity, words such as venture, joint venture, partnership, co-venturer, and partner are used to indicate business and other relationships involving common activities and interests, and those words may not indicate precise legal relationships.*

**Exxon Mobil Corporation**  
**First Quarter 2018**  
(millions of dollars, unless noted)

	<b>First Quarter 2018</b>	First Quarter <u>2017</u>	Fourth Quarter <u>2017</u>
<b>Earnings / Earnings Per Share</b>			
Total revenues and other income <sup>1</sup>	<b>68,211</b>	58,671	66,515
Total costs and other deductions	<b>60,971</b>	52,753	63,498
Income before income taxes	<b>7,240</b>	5,918	3,017
Income taxes	<b>2,457</b>	1,828	(5,392)
Net income including noncontrolling interests	<b>4,783</b>	4,090	8,409
Net income attributable to noncontrolling interests	<b>133</b>	80	29
Net income attributable to ExxonMobil (U.S. GAAP)	<b>4,650</b>	4,010	8,380
Earnings per common share (dollars)	<b>1.09</b>	0.95	1.97
Earnings per common share - assuming dilution (dollars)	<b>1.09</b>	0.95	1.97
Exploration expenses, including dry holes	<b>287</b>	289	703
 <b>Other Financial Data</b>			
Dividends on common stock			
Total	<b>3,291</b>	3,134	3,289
Per common share (dollars)	<b>0.77</b>	0.75	0.77
Millions of common shares outstanding			
At period end	<b>4,234</b>	4,237	4,239
Average - assuming dilution	<b>4,270</b>	4,223	4,270
ExxonMobil share of equity at period end	<b>188,195</b>	177,151	187,688
ExxonMobil share of capital employed at period end	<b>231,282</b>	223,447	232,467
Income taxes	<b>2,457</b>	1,828	(5,392)
Total other taxes and duties	<b>8,815</b>	7,629	8,583
Total taxes	<b>11,272</b>	9,457	3,191
Sales-based taxes	<b>5,281</b>	4,616	5,245
Total taxes including sales-based taxes	<b>16,553</b>	14,073	8,436
ExxonMobil share of income taxes of equity companies	<b>740</b>	647	500

<sup>1</sup> Effective December 31, 2017, the corporation revised its accounting policy election related to the reporting of sales-based taxes, which had no impact on earnings. For more information, please refer to Note 2 in the Financial Section of ExxonMobil's 2017 Form 10-K.

**Exxon Mobil Corporation**  
**First Quarter 2018**  
(millions of dollars)

	<b>First Quarter <u>2018</u></b>	First Quarter <u>2017</u>	Fourth Quarter <u>2017</u>
<b>Earnings (U.S. GAAP)</b>			
Upstream			
United States	429	(18)	7,061
Non-U.S.	3,068	2,270	1,291
Downstream			
United States	319	292	918
Non-U.S.	621	824	646
Chemical			
United States	503	529	777
Non-U.S.	508	642	493
Corporate and financing	(798)	(529)	(2,806)
Net income attributable to ExxonMobil	<b>4,650</b>	4,010	8,380
<b>U.S. Tax Reform Enactment</b>			
Upstream			
United States	-	-	7,602
Non-U.S.	-	-	(480)
Downstream			
United States	-	-	618
Chemical			
United States	-	-	335
Corporate and financing	-	-	(2,133)
Total U.S. Tax Reform Enactment	-	-	5,942
<b>Asset Impairments</b>			
Upstream			
United States	-	-	(481)
Non-U.S.	-	-	(807)
Downstream			
United States	-	-	(6)
Total Asset Impairments	-	-	(1,294)
<b>Earnings Excluding U.S. Tax Reform Enactment and Impairments</b>			
Upstream			
United States	429	(18)	(60)
Non-U.S.	3,068	2,270	2,578
Downstream			
United States	319	292	306
Non-U.S.	621	824	646
Chemical			
United States	503	529	442
Non-U.S.	508	642	493
Corporate and financing	(798)	(529)	(673)
Earnings excluding U.S. Tax Reform Enactment and Impairments	<b>4,650</b>	4,010	3,732

**Exxon Mobil Corporation**  
**First Quarter 2018**

	<b>First Quarter <u>2018</u></b>	First Quarter <u>2017</u>	Fourth Quarter <u>2017</u>
Net production of crude oil, natural gas liquids, bitumen and synthetic oil, thousand barrels per day (kbd)			
United States	<b>523</b>	513	525
Canada / Other Americas	<b>427</b>	421	426
Europe	<b>145</b>	205	155
Africa	<b>376</b>	433	403
Asia	<b>706</b>	711	690
Australia / Oceania	<b>39</b>	50	52
Worldwide	<b>2,216</b>	2,333	2,251
Natural gas production available for sale, million cubic feet per day (mcf)			
United States	<b>2,576</b>	3,011	2,753
Canada / Other Americas	<b>211</b>	218	240
Europe	<b>2,542</b>	2,768	2,266
Africa	<b>9</b>	5	6
Asia	<b>3,568</b>	3,807	3,855
Australia / Oceania	<b>1,132</b>	1,099	1,321
Worldwide	<b>10,038</b>	10,908	10,441
Oil-equivalent production (koebd) <sup>1</sup>	<b>3,889</b>	4,151	3,991

<sup>1</sup> Gas converted to oil-equivalent at 6 million cubic feet = 1 thousand barrels.

**Exxon Mobil Corporation**  
**First Quarter 2018**

	<b>First Quarter <u>2018</u></b>	First Quarter <u>2017</u>	Fourth Quarter <u>2017</u>
Refinery throughput (kbd)			
United States	<b>1,518</b>	1,621	1,379
Canada	<b>408</b>	397	391
Europe	<b>1,495</b>	1,453	1,509
Asia Pacific	<b>720</b>	652	728
Other	<b>152</b>	201	200
Worldwide	<b>4,293</b>	4,324	4,207
Petroleum product sales (kbd)			
United States	<b>2,128</b>	2,155	2,209
Canada	<b>484</b>	494	501
Europe	<b>1,574</b>	1,536	1,589
Asia Pacific	<b>795</b>	708	819
Other	<b>451</b>	502	506
Worldwide	<b>5,432</b>	5,395	5,624
Gasolines, naphthas	<b>2,215</b>	2,163	2,353
Heating oils, kerosene, diesel	<b>1,828</b>	1,833	1,878
Aviation fuels	<b>396</b>	370	393
Heavy fuels	<b>346</b>	380	370
Specialty products	<b>647</b>	649	630
Worldwide	<b>5,432</b>	5,395	5,624
Chemical prime product sales, thousand metric tons (kt)			
United States	<b>2,391</b>	2,280	2,399
Non-U.S.	<b>4,277</b>	3,792	4,383
Worldwide	<b>6,668</b>	6,072	6,782



**Exxon Mobil Corporation**  
**First Quarter 2018**  
(millions of dollars)

	<b>First Quarter <u>2018</u></b>	First Quarter <u>2017</u>	Fourth Quarter <u>2017</u>
<b>Capital and Exploration Expenditures</b>			
Upstream			
United States	<b>1,248</b>	704	1,158
Non-U.S.	<b>2,511</b>	2,415	6,457
Total	<b>3,759</b>	3,119	7,615
Downstream			
United States	<b>218</b>	205	264
Non-U.S.	<b>396</b>	340	518
Total	<b>614</b>	545	782
Chemical			
United States	<b>343</b>	388	389
Non-U.S.	<b>122</b>	109	167
Total	<b>465</b>	497	556
Other	<b>29</b>	8	46
Worldwide	<b>4,867</b>	4,169	8,999
 <b>Cash flow from operations and asset sales</b>			
Net cash provided by operating activities (U.S. GAAP)	<b>8,519</b>	8,173	7,411
Proceeds associated with asset sales	<b>1,441</b>	687	1,408
Cash flow from operations and asset sales	<b>9,960</b>	8,860	8,819

**Exxon Mobil Corporation  
Earnings**

	<u>\$ Millions</u>	<u>\$ Per Common Share</u> <sup>1</sup>
<b><u>2014</u></b>		
First Quarter	9,100	2.10
Second Quarter	8,780	2.05
Third Quarter	8,070	1.89
Fourth Quarter	6,570	1.56
Year	32,520	7.60
<b><u>2015</u></b>		
First Quarter	4,940	1.17
Second Quarter	4,190	1.00
Third Quarter	4,240	1.01
Fourth Quarter	2,780	0.67
Year	16,150	3.85
<b><u>2016</u></b>		
First Quarter	1,810	0.43
Second Quarter	1,700	0.41
Third Quarter	2,650	0.63
Fourth Quarter	1,680	0.41
Year	7,840	1.88
<b><u>2017</u></b>		
First Quarter	4,010	0.95
Second Quarter	3,350	0.78
Third Quarter	3,970	0.93
Fourth Quarter	8,380	1.97
Year	19,710	4.63
<b><u>2018</u></b>		
First Quarter	4,650	1.09

<sup>1</sup> Computed using the average number of shares outstanding during each period.

## 1Q18 INVESTOR RELATIONS DATA SUMMARY (PAGE 1 of 4)

<b>Earnings, \$M</b>	<b>1Q18</b>	<b>4Q17</b>	<b>3Q17</b>	<b>2Q17</b>	<b>1Q17</b>
<b>Upstream</b>					
United States	429	7,061	(238)	(183)	(18)
Non-U.S.	3,068	1,291	1,805	1,367	2,270
Total	3,497	8,352	1,567	1,184	2,252
<b>Downstream</b>					
United States	319	918	391	347	292
Non-U.S.	621	646	1,141	1,038	824
Total	940	1,564	1,532	1,385	1,116
<b>Chemical</b>					
United States	503	777	403	481	529
Non-U.S.	508	493	689	504	642
Total	1,011	1,270	1,092	985	1,171
<b>Corporate and financing</b>	(798)	(2,806)	(221)	(204)	(529)
<b>Net income attributable to ExxonMobil (U.S. GAAP)</b>	4,650	8,380	3,970	3,350	4,010
<b>Earnings per common share (U.S. GAAP)</b>	1.09	1.97	0.93	0.78	0.95
<b>Earnings per common share - assuming dilution (U.S. GAAP)</b>	1.09	1.97	0.93	0.78	0.95
<b>Exploration expenses, including dry holes</b>	287	703	284	514	289
<b>Capital and Exploration Expenditures, \$M</b>					
<b>Upstream</b>					
United States	1,248	1,158	1,098	756	704
Non-U.S.	2,511	6,457	2,077	2,030	2,415
Total	3,759	7,615	3,175	2,786	3,119
<b>Downstream</b>					
United States	218	264	181	173	205
Non-U.S.	396	518	430	413	340
Total	614	782	611	586	545
<b>Chemical</b>					
United States	343	389	392	414	388
Non-U.S.	122	167	1,791	121	109
Total	465	556	2,183	535	497
<b>Other</b>	29	46	18	18	8
<b>Total Capital and Exploration Expenditures</b>	4,867	8,999	5,987	3,925	4,169
<b>Effective Income Tax Rate, %</b>	40%	-139%	33%	31%	38%
<b>Common Shares Outstanding, millions</b>					
At quarter end	4,234	4,239	4,237	4,237	4,237
Average - assuming dilution	4,270	4,270	4,271	4,271	4,223
<b>Total Cash and Cash Equivalents, \$B</b>	4.1	3.2	4.3	4.0	4.9
<b>Total Debt, \$B</b>	40.6	42.3	40.6	41.9	43.6
<b>Cash Flow from Operations and Asset Sales, \$B</b>					
Net cash provided by operating activities	8.6	7.4	7.5	6.9	8.3
Proceeds associated with asset sales	1.4	1.4	0.9	0.2	0.6
Cash flow from operations and asset sales	10.0	8.8	8.4	7.1	8.9

EXXON MOBIL CORPORATION

1Q18 INVESTOR RELATIONS DATA SUMMARY (PAGE 2 of 4)

	1Q18	4Q17	3Q17	2Q17	1Q17
<b>Net production of crude oil, natural gas liquids, bitumen and synthetic oil, kbd</b>					
United States	523	525	500	520	513
Canada / Other Americas	427	426	423	374	421
Europe	145	155	172	195	205
Africa	376	403	441	417	433
Asia	706	690	683	710	711
Australia / Oceania	39	52	61	53	50
Total liquids production	2,216	2,251	2,280	2,269	2,333
<b>Natural gas production available for sale, mcfd</b>					
United States	2,576	2,753	2,899	3,083	3,011
Canada / Other Americas	211	240	216	203	218
Europe	2,542	2,266	1,326	1,442	2,768
Africa	9	6	6	4	5
Asia	3,568	3,855	3,646	3,867	3,807
Australia / Oceania	1,132	1,321	1,492	1,321	1,099
Total natural gas production available for sale	10,038	10,441	9,585	9,920	10,908
<b>Total worldwide liquids and gas production, koebd</b>	3,889	3,991	3,878	3,922	4,151
<b>Refinery throughput, kbd</b>					
United States	1,518	1,379	1,435	1,601	1,621
Canada	408	391	385	358	397
Europe	1,495	1,509	1,555	1,521	1,453
Asia Pacific	720	728	715	664	652
Other Non-U.S.	152	200	197	201	201
Total refinery throughput	4,293	4,207	4,287	4,345	4,324
<b>Petroleum product sales, kbd</b>					
United States	2,128	2,209	2,209	2,187	2,155
Canada	484	501	508	494	494
Europe	1,574	1,589	1,608	1,653	1,536
Asia Pacific	795	819	746	755	708
Other Non-U.S.	451	506	471	469	502
Total petroleum product sales	5,432	5,624	5,542	5,558	5,395
Gasolines, naphthas	2,215	2,353	2,266	2,265	2,163
Heating oils, kerosene, diesel	1,828	1,878	1,836	1,850	1,833
Aviation fuels	396	393	380	383	370
Heavy fuels	346	370	372	367	380
Specialty products	647	630	688	693	649
Total petroleum product sales	5,432	5,624	5,542	5,558	5,395
<b>Chemical prime product sales, kt</b>					
United States	2,391	2,399	2,294	2,334	2,280
Non-U.S.	4,277	4,383	4,152	3,786	3,792
Total chemical prime product sales	6,668	6,782	6,446	6,120	6,072

<u>Earnings Factor Analysis, \$M</u>	<u>1Q18 vs. 1Q17</u>	<u>1Q18 vs. 4Q17</u>
<b>Upstream</b>		
Prior Period	2,252	8,352
Realization	1,430	640
Volume / Mix	-190	-130
Other	10	-5,370
Current Period	3,497	3,497
<b>Downstream</b>		
Prior Period	1,116	1,564
Margin	-30	-200
Volume / Mix	-60	-40
Other	-90	-380
Current Period	940	940
<b>Chemical</b>		
Prior Period	1,171	1,270
Margin	-270	-30
Volume / Mix	120	-30
Other	-10	-200
Current Period	1,011	1,011
<b>Upstream Volume Factor Analysis, koebd</b>		
Prior Period	4,151	3,991
Entitlements - Net Interest	-3	-3
Entitlements - Price / Spend / Other	-70	-91
Quotas	-	-
Divestments	-53	-12
Growth / Other	-136	4
Current Period	3,889	3,889
<b>Sources and Uses of Funds, \$B</b>	<u>1Q18</u>	
Beginning Cash	3.2	
Earnings	4.7	
Depreciation	4.5	
Working Capital / Other	-0.6	
Proceeds Associated with Asset Sales	1.4	
PP&E Adds / Investments and Advances <sup>1</sup>	-3.3	
Shareholder Distributions	-3.3	
Debt / Other Financing	-2.5	
Ending Cash	4.1	

<sup>1</sup> PP&E Adds / Investments and Advances includes PP&E adds of (\$3.3B)

EXXON MOBIL CORPORATION

1Q18 INVESTOR RELATIONS DATA SUMMARY (PAGE 4 of 4)

<u>Average Realization Data</u>	1Q18	4Q17	3Q17	2Q17	1Q17
<b>United States</b>					
ExxonMobil					
Crude (\$/b)	60.07	54.12	44.75	43.58	45.93
Natural Gas (\$/kcf)	2.91	2.70	2.82	2.96	2.83
Benchmarks					
WTI (\$/b)	62.88	55.35	48.16	48.24	51.83
ANS-WC (\$/b)	67.16	61.42	52.01	50.75	53.93
Henry Hub (\$/mbtu)	3.01	2.93	2.99	3.19	3.32
<b>Non-U.S.</b>					
ExxonMobil					
Crude (\$/b)	57.78	55.55	47.45	44.48	47.87
Natural Gas (\$/kcf)	6.70	5.77	5.26	5.26	5.57
European NG (\$/kcf)	6.60	6.04	5.21	5.18	5.55
Benchmarks					
Brent (\$/b)	66.76	61.39	52.08	49.83	53.78

The above numbers reflect ExxonMobil's current estimate of volumes and realizations given data available as of the end of the first quarter of 2018. Volumes and realizations may be adjusted when full statements on joint venture operations are received from outside operators. ExxonMobil management assumes no duty to update these estimates.