



1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	© VALUE LINE PUB. LLC	14-16
21.72	23.50	24.48	20.74	23.14	29.74	27.54	26.70	32.12	41.24	53.52	58.49	66.63	85.42	58.30	68.60	91.00	97.80	Sales per sh ^A	125.00
2.36	2.47	2.77	2.42	2.40	3.61	3.39	2.88	3.39	5.48	7.19	8.82	9.82	11.58	6.60	9.08	12.00	12.30	"Cash Flow" per sh	15.75
1.28	1.40	1.64	1.31	1.19	2.41	2.18	1.61	2.56	3.89	5.35	6.55	7.28	8.69	3.98	6.22	8.50	8.50	Earnings per sh ^B	10.75
.75	.78	.81	.82	.84	.88	.91	.92	.98	1.06	1.14	1.28	1.37	1.55	1.66	1.74	1.85	1.91	Div'ds Decl'd per sh ^{C†}	2.50
1.43	1.45	1.50	1.72	1.56	1.22	1.47	1.71	1.96	1.87	2.26	2.70	2.86	3.88	4.76	5.40	5.95	6.25	Cap'l Spending per sh	5.25
8.05	8.71	8.85	8.99	9.13	10.21	10.74	11.13	13.69	15.90	18.13	19.87	22.62	22.70	23.39	29.49	34.85	40.45	Book Value per sh	54.60
4968.0	4966.8	4914.0	4856.0	6954.0	6930.0	6809.0	6700.0	6568.0	6401.0	6133.0	5729.0	5382.0	4976.0	4727.0	4979.0	4725.0	4550.0	Common Shs Outst'g ^D	4000.0
13.9	15.3	18.0	26.5	32.3	17.3	18.9	23.4	14.1	11.7	10.9	10.0	11.4	9.5	17.8	10.5	10.5	10.5	Avg Ann'l P/E Ratio	12.0
.93	.96	1.04	1.38	1.84	1.12	.97	1.28	.80	.62	.58	.54	.61	.57	1.19	.67	.67	.67	Relative P/E Ratio	.80
4.2%	3.6%	2.8%	2.4%	2.2%	2.1%	2.2%	2.4%	2.7%	2.3%	2.0%	2.0%	1.6%	1.9%	2.3%	2.7%	2.3%	2.7%	Avg Ann'l Div'd Yield	2.0%

CAPITAL STRUCTURE as of 9/30/11		187510	178909	210959	263989	328213	335086	358600	425071	275564	341578	430000	445000	Sales (\$mill) ^A	500000
Total Debt \$16762 mill. Due in 5 Yrs \$5810 mill.		15.4%	12.8%	14.2%	17.3%	18.1%	20.1%	19.2%	18.1%	13.8%	16.1%	16.5%	16.0%	Operating Margin	17.5%
LT Debt \$9331 mill. LT Interest \$270 mill.		7944.0	8310.0	9047.0	9767.0	10253	11416	12250	12379	11917	14760	15375	16500	Depreciation (\$mill)	19000
(Total interest coverage: over 25.0x)		15105	11011	17030	25330	33860	39090	40610	45220	19280	30460	41205	39425	Net Profit (\$mill)	44000
Incl. \$304 mill. of capitalized leases		37.4%	37.1%	42.7%	38.6%	43.0%	42.0%	42.4%	44.7%	43.5%	40.7%	42.0%	44.0%	Income Tax Rate	45.0%
(5% of Cap'l)		8.1%	6.2%	8.1%	9.6%	10.3%	11.7%	11.3%	10.6%	7.0%	8.9%	9.6%	8.9%	Net Profit Margin	8.8%
Leases, Uncapitalized Annual rentals \$2.1 bill.		5567.0	5116.0	7574.0	17396	27035	26960	27651	23166	3174.0	d3649	d5000	1000	Working Cap'l (\$mill)	8000
Pension Assets-12/10 \$27.6 bill.		7099.0	6655.0	4756.0	5013.0	6220.0	6645.0	7183.0	7025.0	7129.0	12227	10000	12000	Long-Term Debt (\$mill)	13000
Obligation \$40.7 bill.		73161	74597	89915	101756	111886	113844	121762	112965	110569	146839	164625	183975	Shr. Equity (\$mill)	218350
Pfd Stock None		19.2%	13.9%	18.1%	23.8%	28.9%	32.6%	31.6%	37.9%	16.6%	19.3%	23.5%	20.0%	Return on Total Cap'l	19.0%
Common Stock 4,793,207,715 shares		20.6%	14.8%	18.9%	24.9%	30.5%	34.3%	33.4%	40.0%	17.4%	20.7%	25.0%	21.5%	Return on Shr. Equity	20.0%
MARKET CAP: \$369 billion (Large Cap)		12.1%	6.2%	11.2%	17.9%	23.7%	27.4%	26.9%	32.6%	9.9%	14.8%	19.5%	17.0%	Retained to Com Eq	15.5%
CURRENT POSITION		41%	58%	41%	28%	22%	20%	19%	19%	43%	29%	22%	22%	All Div'ds to Net Prof	23%

Cal-endar	QUARTERLY SALES (\$mill.) ^A				Full Year
	Mar.31	Jun.30	Sep.30	Dec.31	
2008	104791	124238	122758	73284	425071
2009	56222	65951	73285	80106	275564
2010	80222	82747	85181	93428	341578
2011	101335	112781	111991	103893	430000
2012	107500	114500	112500	110500	445000

Cal-endar	EARNINGS PER SHARE ^B				Full Year
	Mar.31	Jun.30	Sep.30	Dec.31	
2008	2.03	2.22	2.86	1.55	8.69
2009	.92	.81	.98	1.27	3.98
2010	1.33	1.60	1.44	1.85	6.22
2011	2.14	2.18	2.13	2.05	8.50
2012	2.15	2.05	2.05	2.25	8.50

Cal-endar	QUARTERLY DIVIDENDS PAID ^{C†}				Full Year
	Mar.31	Jun.30	Sep.30	Dec.31	
2007	.32	.35	.35	.35	1.37
2008	.35	.40	.40	.40	1.55
2009	.40	.42	.42	.42	1.66
2010	.42	.44	.44	.44	1.74
2011	.44	.47	.47	.47	1.84

EXXON MOBIL HAD ANOTHER GOOD YEAR IN 2011. The company is set to earn about \$40 billion in the 12 months now drawing to a close. That would be an excellent result for anyone, although Exxon has done even better before. Profits topped \$45 billion in 2008 when oil prices peaked at nearly \$150 a barrel. In 2011, stronger average oil prices and good refining margins paved the way for a solid bottom-line advance. Share net for 2012 is shaping up as flattish, though, owing to the likelihood of muted growth in petroleum product demand as the global economy slows.

Major project initiatives continue to be a dominant theme. Higher spending is called for to capitalize on the wave of unconventional drilling assets now available. The opportunity to build volume from a new asset class, such as shale gas, doesn't come around that often. Exxon has also ramped up spending in a big way to build capacity for the surge in energy demand arising from Asia. Boosting volume is sometimes a two-steps-forward, one-step-back affair, though, evidenced by a slight dip in combined oil and natural gas production in the most recent quarter.

But the overall trajectory still looks to be headed modestly higher for the coming three to five years.

The preference for stock buybacks over stronger dividend growth will likely continue. In a given year, Exxon typically spends much more on buying back shares than it does on paying cash dividends. That is because the company does not want to get stuck paying a big dividend if operating conditions were to deteriorate, and reduce earnings materially. Exxon also realizes that its large production base makes it difficult to achieve a high percentage of volume growth. But at least the company can deliver some growth on a per-share basis when it buys back stock in large quantities. Thus, while the dividend will likely be higher from one year to the next, it may not provide the level of income all investors are seeking.

Timely Exxon Mobil shares remain a core energy holding. Total return possibilities to mid-decade are very attractive for a stock of this caliber. The company's gilt-edged finances offer special appeal for conservative investors.

Robert Mitkowski, Jr. December 9, 2011

Company's Financial Strength	A++
Stock's Price Stability	100
Price Growth Persistence	80
Earnings Predictability	60