

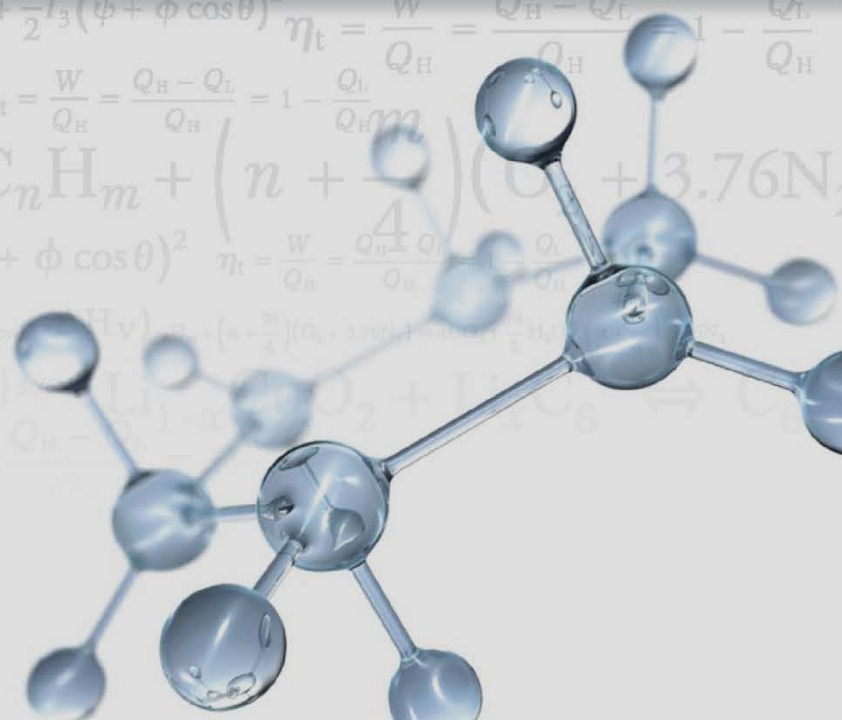


Taking on the world's toughest energy challenges.™

# An Unconventional Role in Delivering on the Energy Challenge

*Andy P. Swiger*  
Senior Vice President

November 16, 2011



# Cautionary Statement

**Forward-Looking Statements.** Statements of future events or conditions in this presentation or the subsequent discussion period are forward-looking statements. Actual future results, including energy demand growth and supply mix; future resource and production growth; future efficiency and technology improvements and project plans, costs, capacities, and outcomes could differ materially due to a number of factors. These include changes in long-term oil or gas prices or other market conditions affecting the oil and gas industries; changes in law or government regulation, including tax and environmental requirements; the occurrence of technical difficulties; the outcome of commercial negotiations; unforeseen technological developments; actions taken by partners and co-venturers; and other factors discussed here and under the heading "Factors Affecting Future Results" in the Investors section of our Web site at [exxonmobil.com](http://exxonmobil.com). Statements in this presentation are based on management's good faith belief at the time. We assume no duty to update these statements as of any future date.

**Frequently Used Terms.** References to "resources," the "resource base," and similar terms include quantities of discovered oil and gas that are not yet classified as proved reserves under SEC regulations but that we believe will likely be moved into the proved reserves category and produced in the future. See the "Frequently Used Terms" posted on the Investors section of our Web site for more information concerning these and other terms used in this presentation. The Financial and Operating Review on our Web site also shows ExxonMobil's net interest in specific projects.

# The Energy Challenge

Meeting the world's growing energy needs safely while minimizing the impact on the environment.

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- The scale of the challenge is enormous
- Requires an integrated set of technical, economic and political solutions
- Demands a commitment to innovation and technology
- Calls for unprecedented levels of investment
- Requires sound, stable government policies
- Involves effective risk management and a focus on operational excellence

# The “Unconventional Role”

One of the most promising developments in the effort to meet the energy challenge is the growing role of unconventional resources.

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## **Focus on North American**

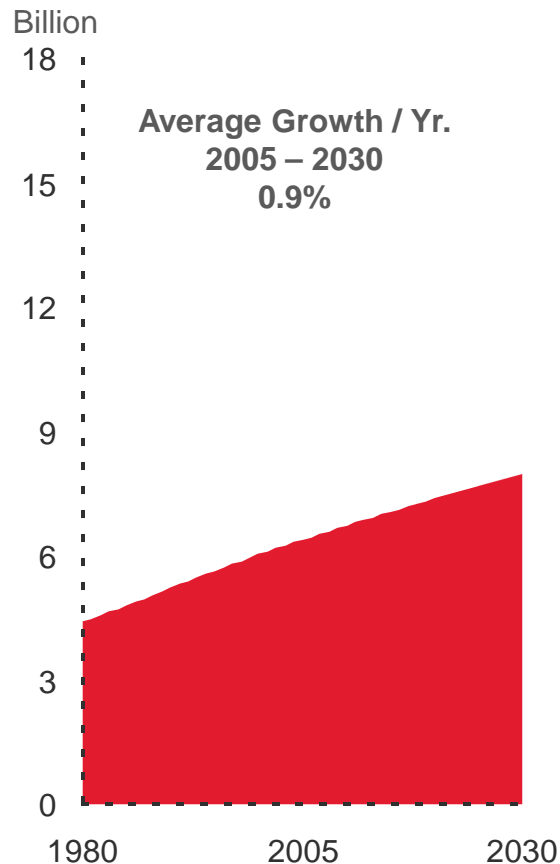
- Unconventional liquids
- Unconventional gas
- Heavy oil and oil sands

- Key emerging unconventional resources
- Various stages of maturity
- Pursuing global leadership position

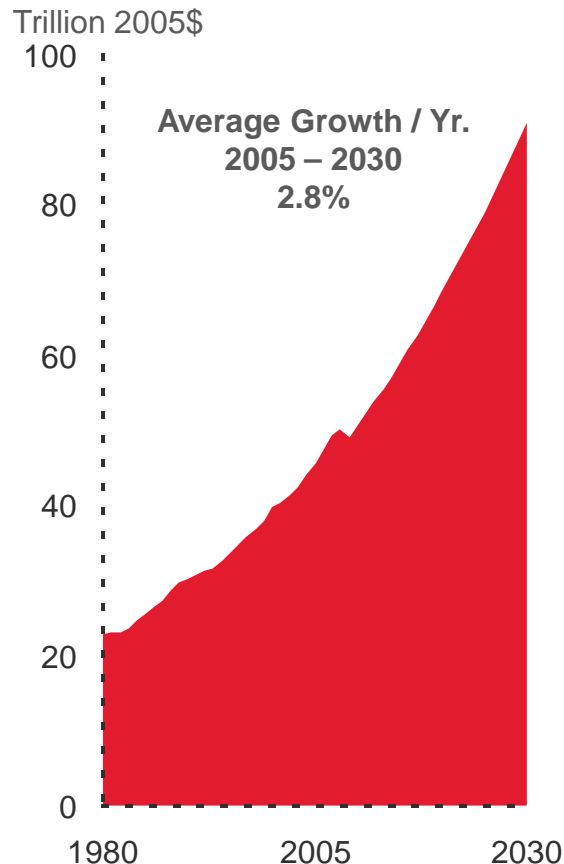
# Global Progress Drives Demand

Growing populations continue to advance economically over time and seek better living standards, which leads to increased energy use.

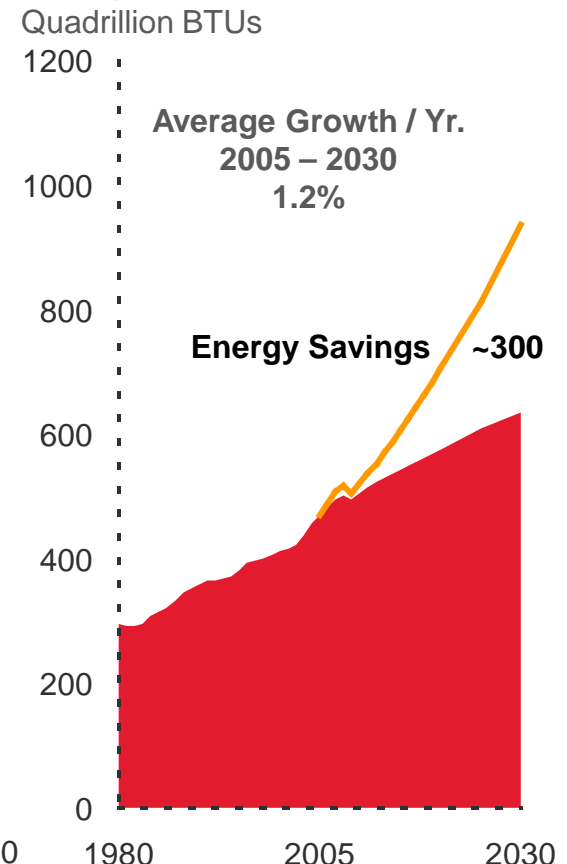
## Population



## GDP



## Energy Demand

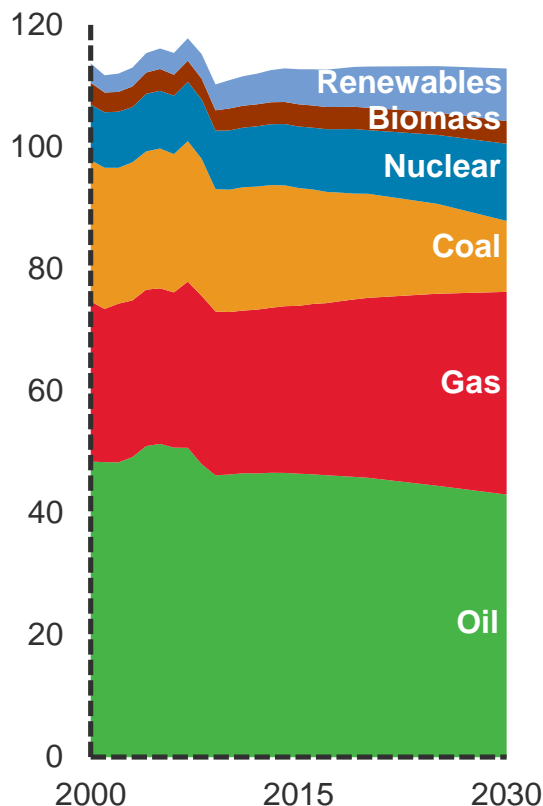


# North America Oil and Gas Supply

The industry continues to explore new frontiers and unlock new supplies by applying innovative technologies, and effectively managing risks.

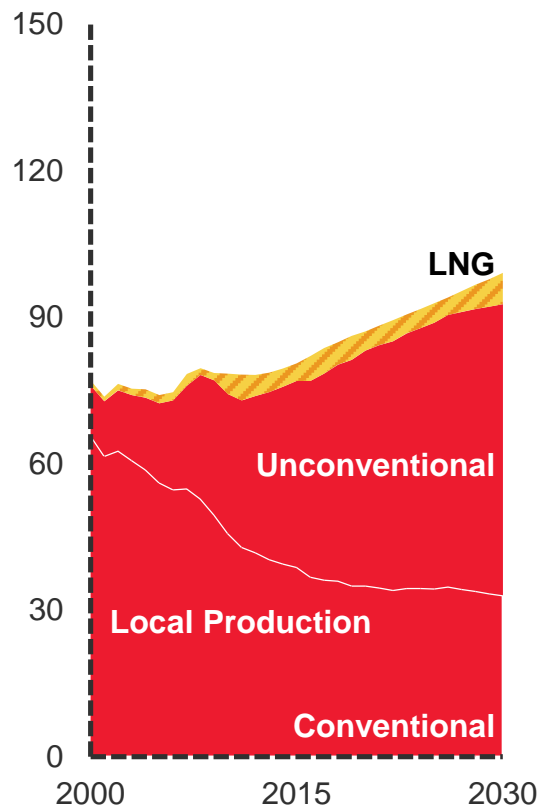
## Demand By Fuel

Quadrillion BTUs



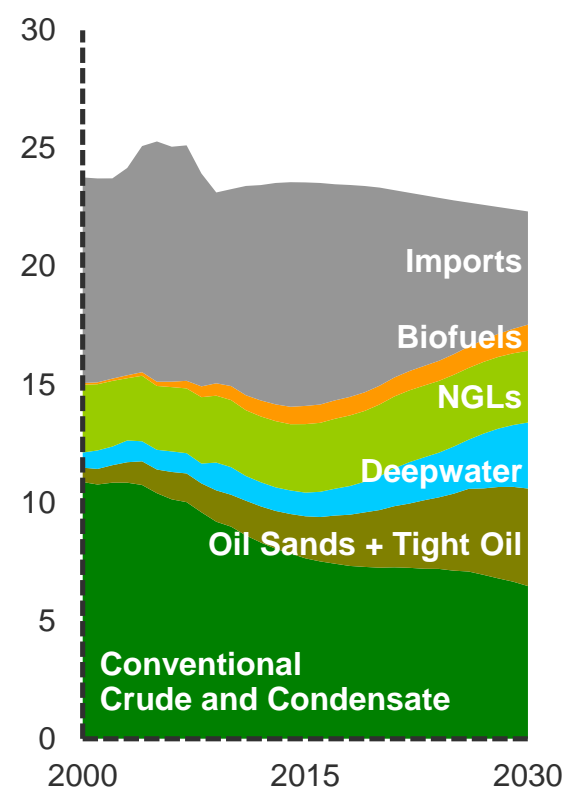
## Natural Gas Supply

BCFD



## Liquids Supply

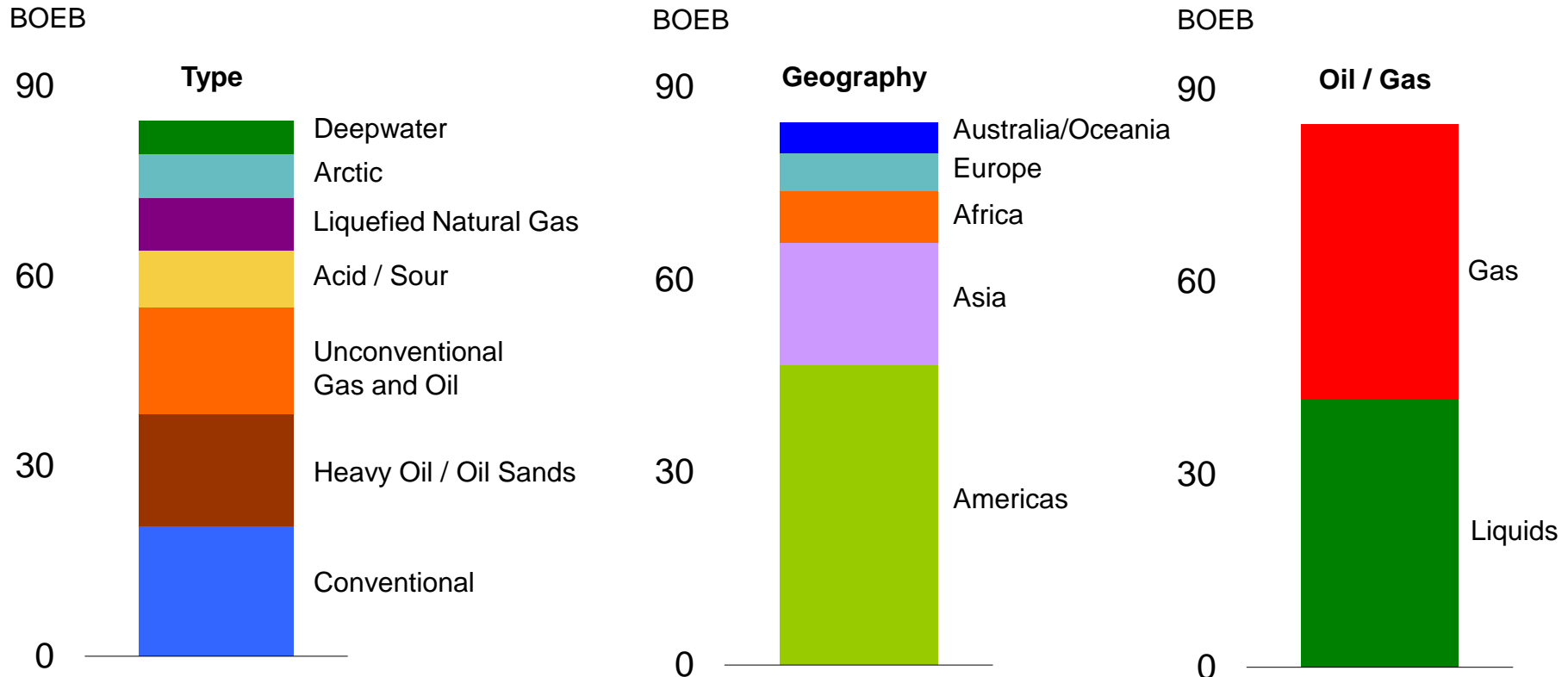
MOEBD



# 2010 Resource Base

ExxonMobil's resource base of over 84 billion oil-equivalent barrels is diverse by resource type, geography, and oil / gas mix.

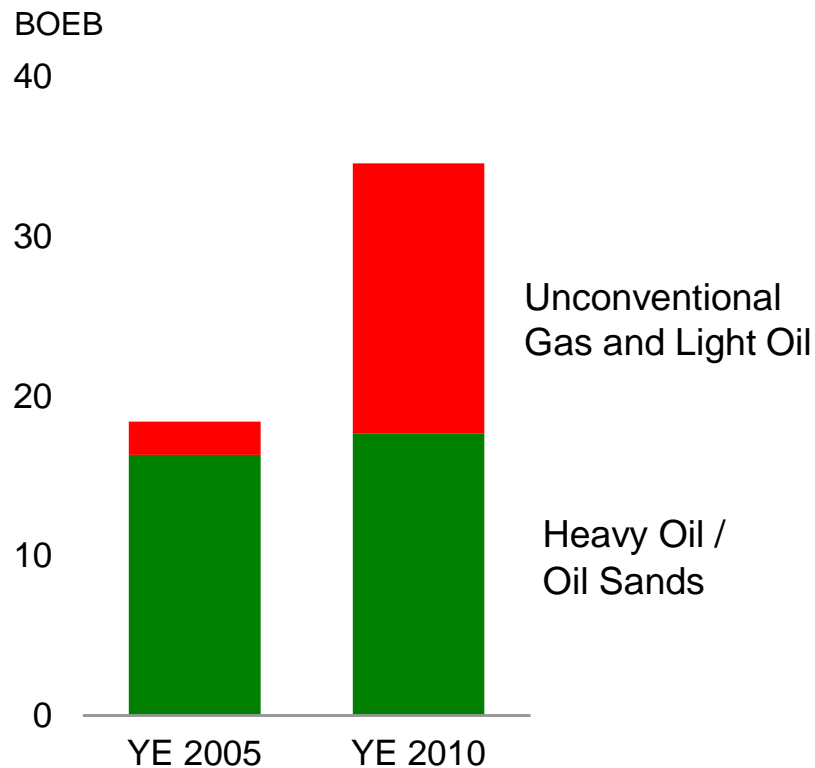
## Resource Base



# Unconventional Resource Base

ExxonMobil's global unconventional resource base of almost 35 billion oil-equivalent barrels is growing and includes several new strategic additions.

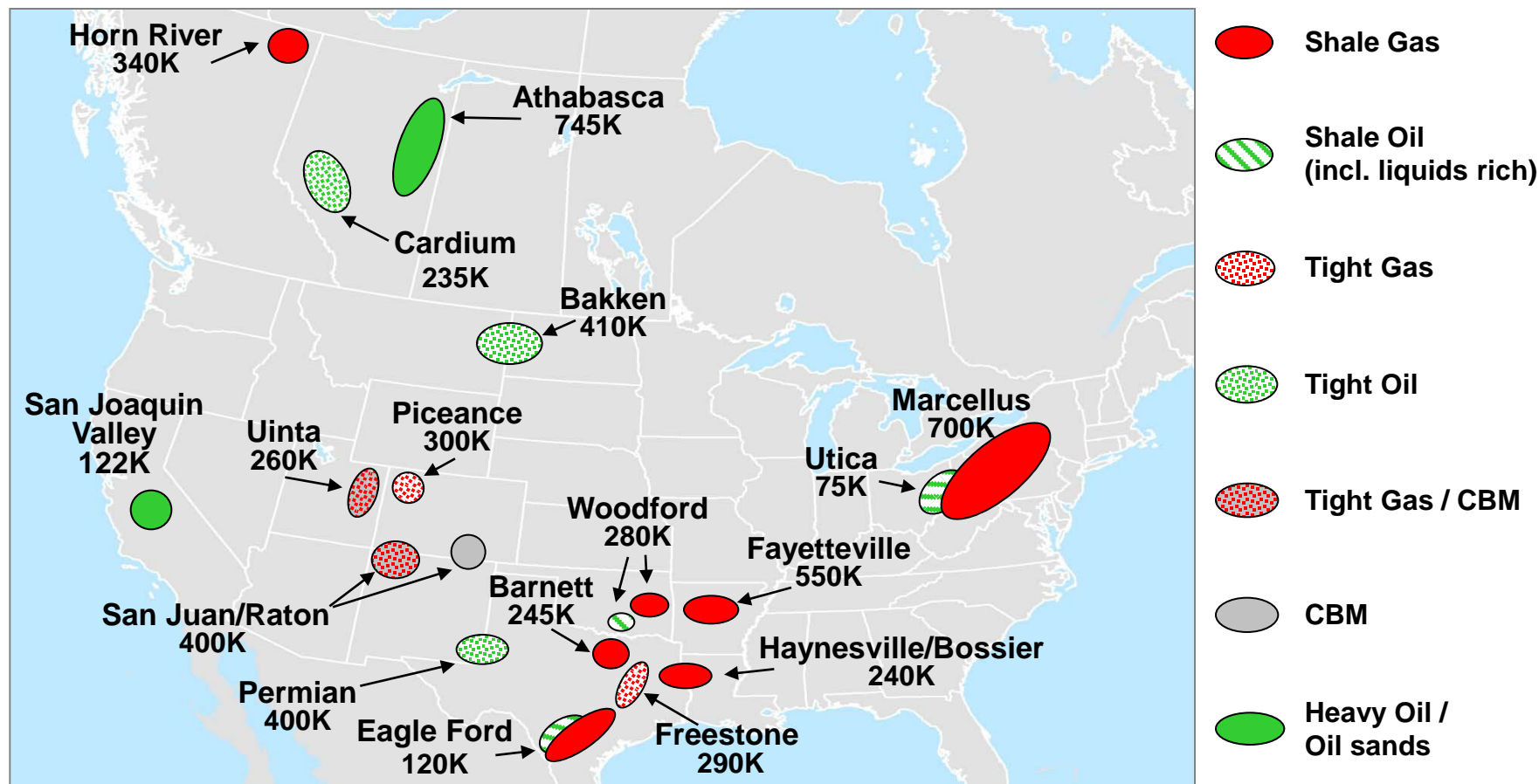
## Unconventional Resource Base



- Almost 90% growth over 2005-2010
- Deep inventory of attractive opportunities
- Unconventional accounts for over 40 percent of total resource base
- Gas growth balanced by strong position in heavy oil / oil sands

# Unconventional – North America

ExxonMobil holds a material position in multiple unconventional resource plays across North America.

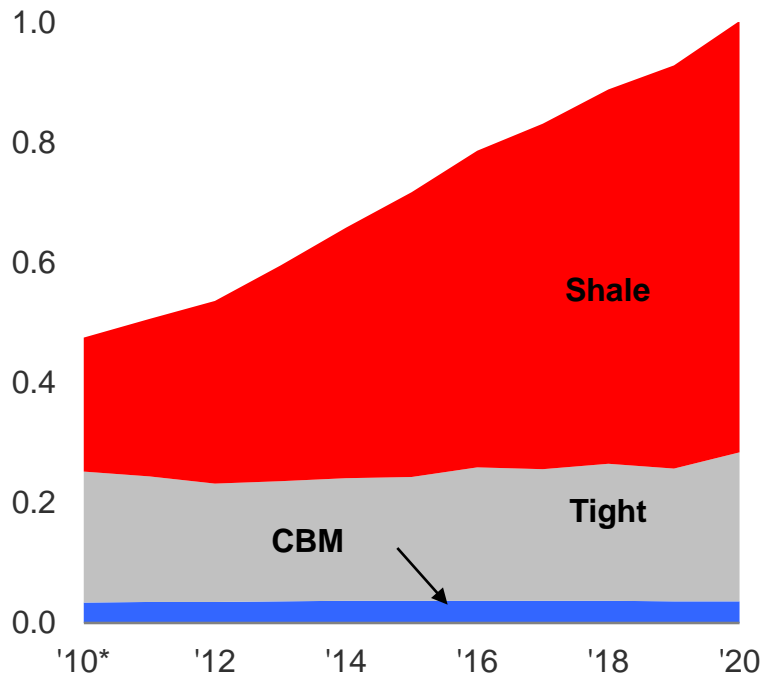


# Unconventional Gas and Oil Production

Unconventional gas and oil production has the potential to unlock significant future value with strong volume growth.

## North American Unconventional Production

MOEBD



- 100 Tcfe global resource base
- ~54,000 drillwell inventory in N. America
- N. America production doubles by 2020
- Shale plays drive growth

\* 2010 includes full-year XTO production.

# Unconventional Liquids - Bakken

ExxonMobil's global portfolio of unconventional assets contains a growing number of highly prospective liquids-rich plays.

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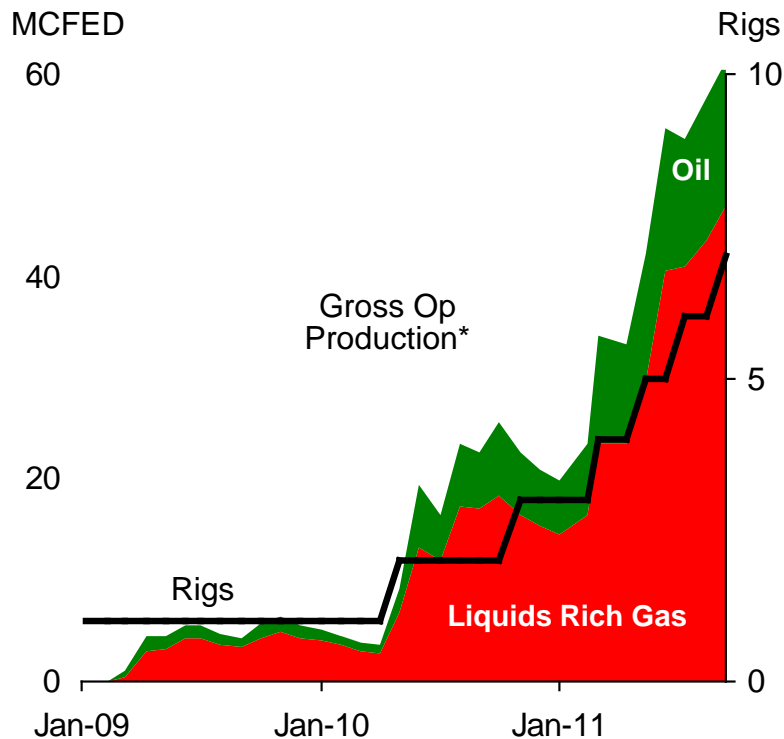
Bakken tight oil production

- Developing legacy tight oil acreage in Bakken and Permian
  - Bakken ~410,000 net acres
  - Permian ~400,000 net acres
- Active drilling programs
- Production rebounded from first half 2011 weather impacts

# Unconventional Liquids – Woodford Shale

Established leadership position in the liquids-rich area of the Ardmore Basin in the Woodford shale play.

## Woodford Shale- Ardmore

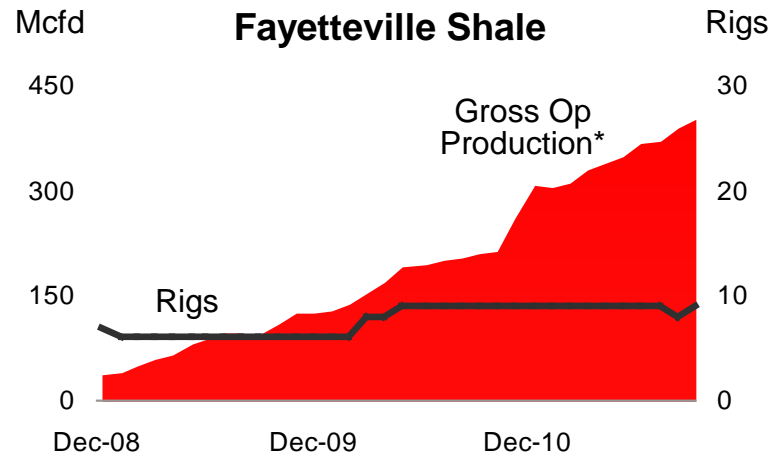
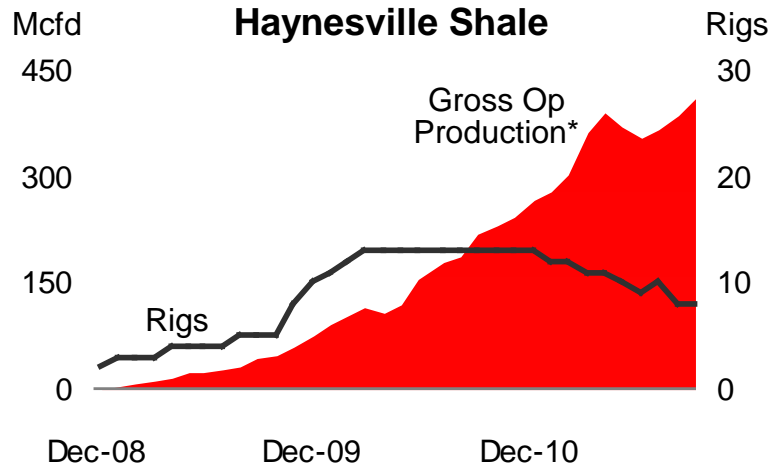


- ~150,000 acres
- 7 operated rigs – growing production
- Attractive acreage capture cost
- Progressing marketing and infrastructure plans

\* Represents gross operated production pre- and post-XTO acquisition.

# Unconventional Gas Plays

ExxonMobil continues to capture production growth and value from our Haynesville and Fayetteville plays.



- Haynesville
  - Hold 240,000 net acres

- Fayetteville
  - Hold 550,000 net acres

- Continued production growth

- Optimizing development plan

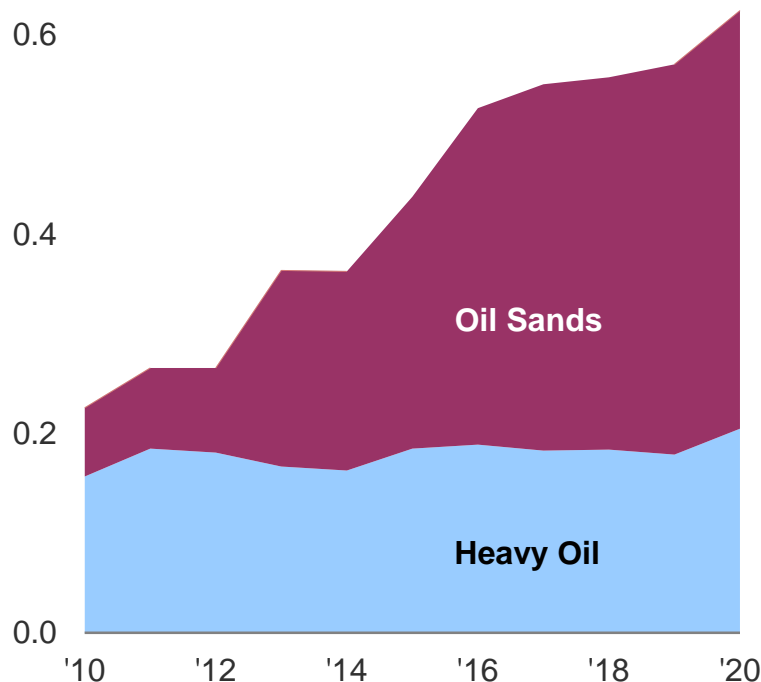
\* Represents gross operated production pre- and post-XTO acquisition.

# Heavy Oil and Oil Sands Production

Extensive inventory of long-life projects provides growth in long-plateau volumes.

## North American Heavy Oil / Oil Sands Production

MOEBD



- 18 BOEB heavy oil / oil sands resource base
- Over 500 percent growth in oil sands production by 2020
- Canadian oil sands drive growth

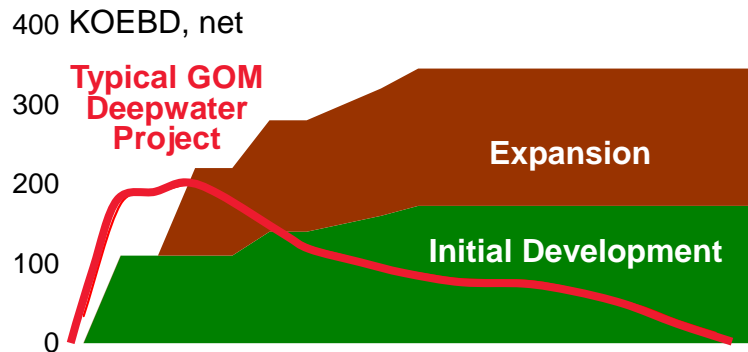
# Oil Sands – Kearl, Canada



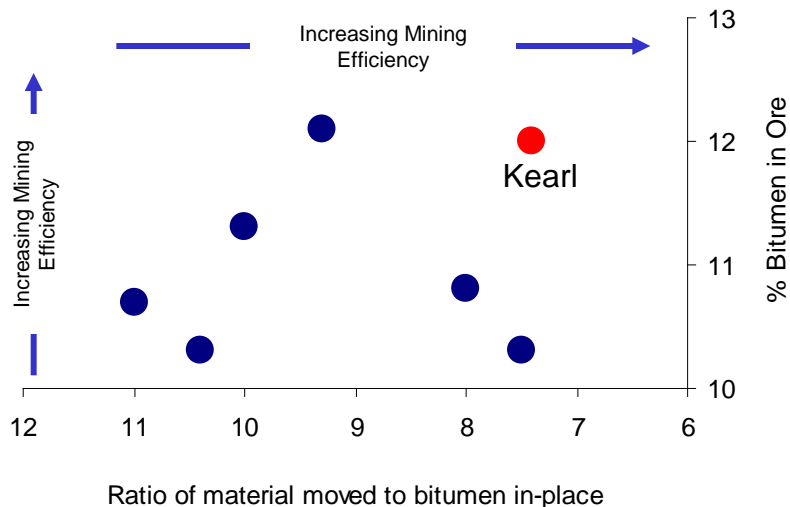
# Oil Sands – Kearl, Canada

High-quality oil sands resource coupled with ExxonMobil technology and execution capability provide long-life earnings contribution.

## Kearl Comparison



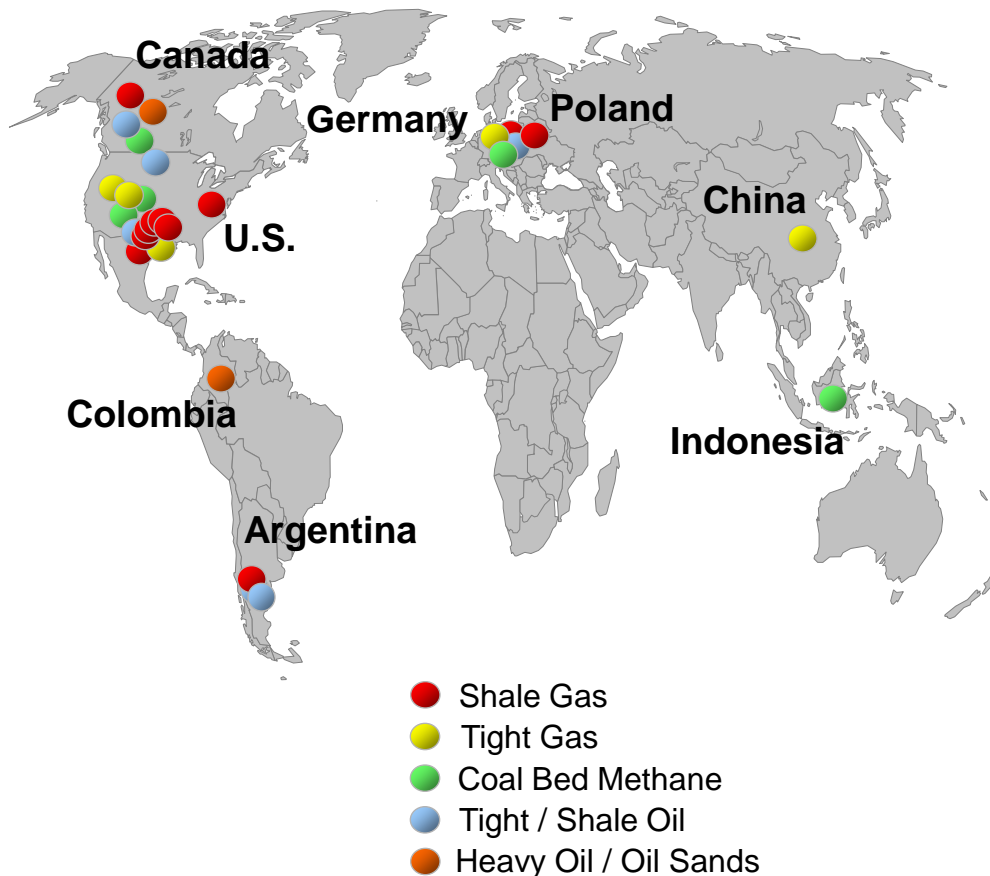
## Oil Sands Resource Quality



- Long-term plateau production profile
- Initial phase on schedule to commence operations year end 2012
- Superior quality resource
- Proprietary technology
- Low unit cost and competitive with Gulf of Mexico deepwater projects

# Global Growth Opportunities

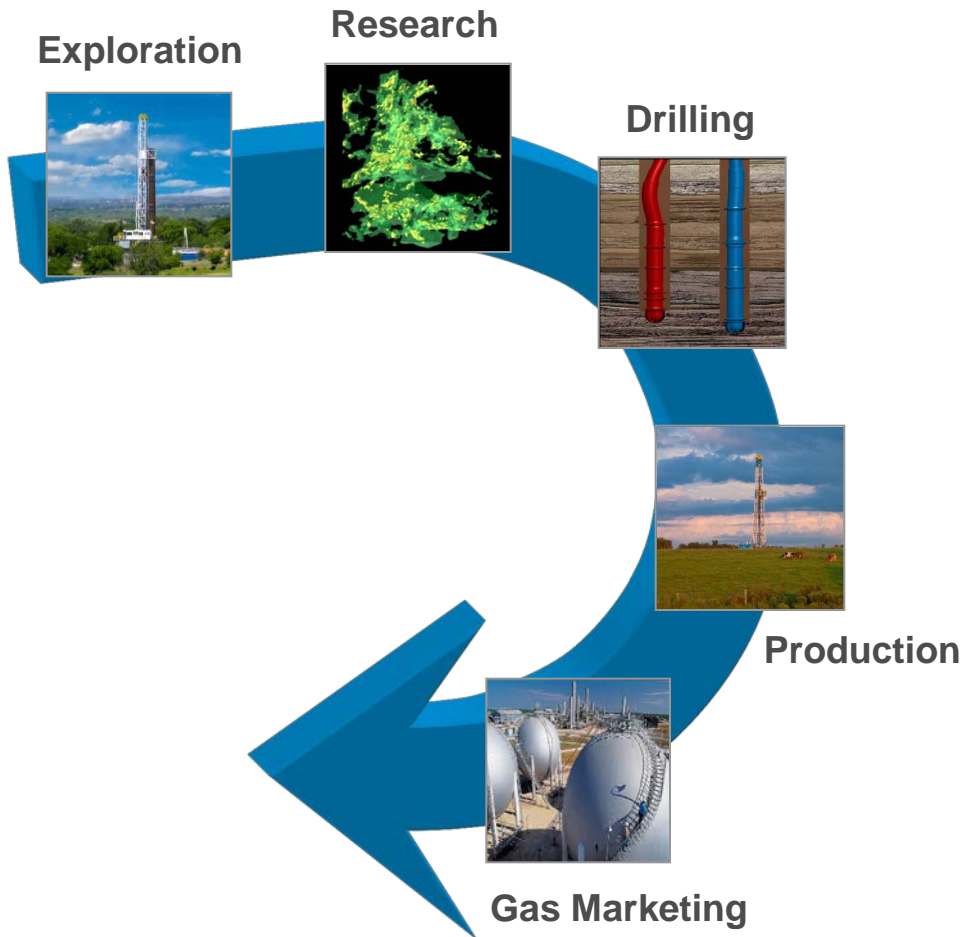
Growing global portfolio of unconventional assets with the potential for significant value creation.



- Argentina: drilling to begin 4Q 2011
- Canada: drilling in Cardium & Horn River basins
- Colombia: core hole drilling 4Q 2011
- Poland: progressing well testing
- Germany: progressing testing permits
- China: progressing opportunities with Chinese national oil companies
- Indonesia: drilling third CBM well

# Integration

Integration between XTO and ExxonMobil is a key enabler to unlocking the global unconventional resource value.

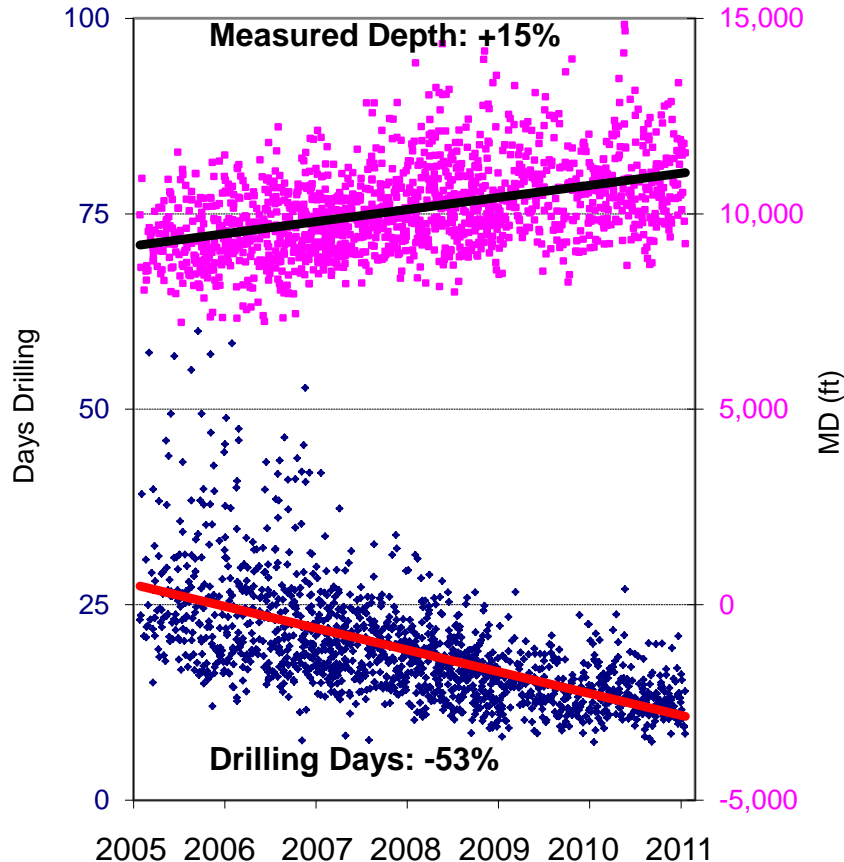


- Technology and expertise are key to unlocking greater value
- Benefits being realized
- Organization capability to be expanded globally

# Operational Excellence

Best practices in unconventional gas build value through higher recoveries and increasing operational efficiency.

## Barnett – XTO Drilling Days and Measured Depth Evolution 2005-2011

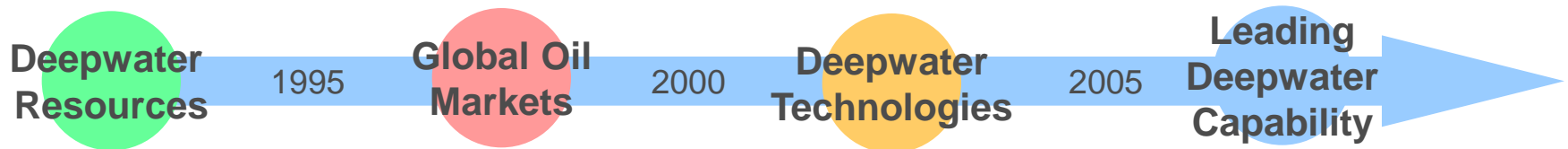


- Continue to extract value even as wells have been more complex to drill
- Systematic approach to capture value
- Apply approach to global portfolio

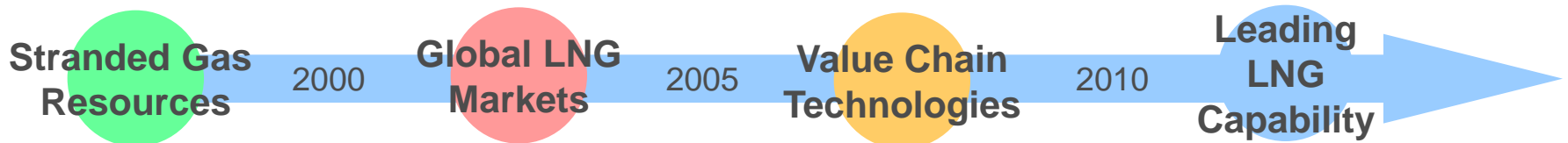
# Unlocking Greater Value

Superior value creation relies on high-quality resources, growth markets, enabling technologies, and growing organizational capability.

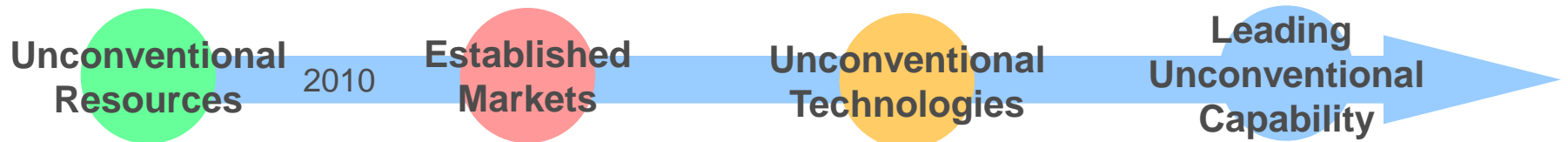
## Deepwater



## LNG



## Unconventional



# ExxonMobil Strengths

ExxonMobil is well positioned to maximize the value of unconventional resources as they grow in their importance in meeting the energy challenge.

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- High quality and diverse global asset and resource base
- Commitment to technology leadership
- Focus on operational excellence