The Outlook for Energy includes ExxonMobil Corporation’s internal estimates and forecasts of energy demand, supply, and trends through 2040 based upon internal data and analyses as well as publicly available information from external sources including the International Energy Agency. Work on the report was conducted throughout 2015. This presentation includes forward-looking statements. Actual future conditions and results (including energy demand, energy supply, the relative mix of energy across sources, economic sectors and geographic regions, imports and exports of energy) could differ materially due to changes in economic conditions, technology, the development of new supply sources, political events, demographic changes, and other factors discussed herein and under the heading “Factors Affecting Future Results” in the Investors section of our website at www.exxonmobil.com. This material is not to be used or reproduced without the permission of ExxonMobil Corporation. All rights reserved.
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The Outlook for Energy: A View to 2040

Global Fundamentals

Meeting Growing Demand
  Transportation
  Residential and Commercial
  Industrial
  Electricity Generation

Lowering Emissions

Fulfilling Future Supply

Q&As
This is ExxonMobil
## 2015 Financial Results

<table>
<thead>
<tr>
<th>Category</th>
<th>Value (Billions of Dollars)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings</td>
<td>16.2</td>
</tr>
<tr>
<td>Earnings Per Share – Diluted (dollars)</td>
<td>3.85</td>
</tr>
<tr>
<td>Shareholder Distributions</td>
<td>15.1</td>
</tr>
<tr>
<td>CAPEX</td>
<td>31.1</td>
</tr>
<tr>
<td>Cash Flow from Operations and Asset Sales(^1)</td>
<td>32.7</td>
</tr>
<tr>
<td>Cash</td>
<td>3.7</td>
</tr>
<tr>
<td>Debt</td>
<td>38.7</td>
</tr>
</tbody>
</table>

\(^1\) Includes Proceeds Associated with Asset Sales of $2.4B

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**ExxonMobil**
ExxonMobil global portfolio

We have a presence on six continents and operations in 47 countries.
Our corporation’s structure

Upstream
- Crude Oil & Natural Gas
- Upstream Research
- Exploration
- Development
- Production
- Natural Gas → Customers

Downstream
- Feedstocks
- Refining & Supply
- Lubricants & Specialties
- Fuels Marketing
- Products → Customers

Chemical
- Research & Development
- Products
- Customers

Every Day Progress – Egg
ExxonMobil Prague

- Operations
  - Approx. 1200 employees
  - Departments support businesses in ~30 countries across Europe, Middle East and Africa.
- Location
  - 2 buildings in Prague: Atrium Flora & Luxembourg Plaza
  - Easy access to public transportation
Credit Open Day
April 27 (9am – 1pm)

Exciting opportunity in Credit Analysis
Global Oil & Gas Corporation | Multicultural Environment

Program

• Introduction to ExxonMobil, our affiliate in Prague plus the Credit Department
• Credit Analysis of a real business case
• Informal discussions with Credit Professionals

Who we are looking for

• Masters Students
• Fluent in English
• Register before April 8 at: www.exxonmobil.cz *

*Click to apply → Search for openings → Credit Open Day
(10 seats available)

ExxonMobil Business Support Center Czechia s.r.o., Přemyslovská 2845/43,
Prague 3, Luxembourg Plaza
Global fundamentals
The world’s demand for energy is driven by many factors, but the two biggest are population and economic growth.

Energy is fundamental to standards of living.
The energy equation

People \times \text{living standards} \equiv \text{energy needs}
Energy Fuels Human Development

U.N. Human Development Index
2013 Index

Energy Use per Capita (Thousand BTU/person/day)

Source: United Nations, ExxonMobil estimates
Global Progress Drives Demand

Population
Billion

GDP
Trillion 2010$

Energy Demand
Quadrillion BTUs

Rest of World

Key Growth

India

China

OECD*

*Mexico and Turkey included in Key Growth countries
25% increase in energy demand by 2040. That’s like adding another North and Latin America.
Developing nations lead in GDP growth and living standard improvements.
Global GDP Shifts Toward Developing Nations

2014

$72 Trillion (2010$)

*Mexico and Turkey included in Key Growth countries
Global GDP Shifts Toward Developing Nations

2014

OECD*

Rest of World

Key Growth

India

China

$72 Trillion (2010$)

2040

2.0% per year

~$150 Trillion (2010$)

3.4%

3.5%

5.5%

5.0%

*Mexico and Turkey included in Key Growth countries
Meeting
Growing
Demand
Global GDP Shifts Toward Developing Nations

Energy Demand

- Transportation
- Residential/Commercial
- Industrial
- Electricity Generation

Quadrillion BTUs

2000 2010 2014 2025 2040

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Transportation
Close to 95% of current transportation energy needs are met by oil.

Gasoline demand flattens as vehicle fuel economy improves rapidly.

Demand for diesel grows 45 percent 2014-2040 as truck and marine needs expand.
Transportation Demand

**Demand by Region**
- OECD*
- U.S.
- China
- India
- Key Growth
- Rest of World

**Sector Demand**
- Rail
- Marine
- Aviation
- Heavy Duty
- Light Duty

*Mexico and Turkey included in Key Growth countries*
Residential and commercial
Residential/Commercial energy demand grows by about 25%.

Reflects rising populations and an ongoing shift of people from rural to urban settings.
Demand Rises for Durable Goods

**China Durable Goods Ownership**
Average Ownership per 100 Households (1985 – 2012)

**Refrigerator Sales History and Forecast**
Units per 100 Households (2002 – 2022)

*Source: Freedonia Group, Inc., ExxonMobil Estimates*
Industrial
Industrial demand increases by about 30% as need for manufactured goods rises.

*Electricity* and *natural gas* are increasingly the *fuels of choice for manufacturing*. 
Industrial Demand

Industrial Demand by Sector
Quadrillion BTUs

- Chemical
- Heavy Industry
- Energy Industry
- Other

- Liquid Fuels
- Agriculture
- Coal
- Lubricants
- Asphalts
- Textiles
- Natural Gas
- Automobiles
- Paint
- Fertilizer
- Plastics
- Steel

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Electricity generation
World will need about 65% more electricity, mainly driven by demand from non-OECD countries.
Electricity Grows in Developing Economies

Electricity Demand by Region

- Thousand TWh

Per Capita Demand

- MWh per person

*Mexico and Turkey included in Key Growth countries
Electricity Demand Continues to Surge

By Sector
Thousand TWh

By Generation Type
Share of TWh

0
10
20
30
40

2000 2020 2040

Transportation
Res/Comm
Industrial

Oil
Coal
Gas
Nuclear
Wind & Solar
Other Renewables

2014
2040

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Emissions
Economics and policies impact the fuel mix.

CO₂ emissions will grow to 2030, then decline. OECD declining trend already.
Two Paths to CO₂ Reduction

**United States Generation Share**

<table>
<thead>
<tr>
<th>Year</th>
<th>2005</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coal</td>
<td>25%</td>
<td>25%</td>
</tr>
<tr>
<td>Gas</td>
<td>50%</td>
<td>50%</td>
</tr>
<tr>
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**Germany Generation Share**

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**CO₂ Intensity of Generation**

- **United States**
  - 2005: 800 g CO₂/kWh delivered
  - 2012: 800 g CO₂/kWh delivered

- **Germany**
  - 2005: 600 g CO₂/kWh delivered
  - 2012: 600 g CO₂/kWh delivered
Supply
Oil remains the world’s primary fuel through 2040

Gas will surpass coal as number two source of energy by 2040
Global Demand

2040 By Fuel
Quadrillion BTUs

Average Growth / Yr.
2014 - 2040

- Oil: 0.7% (2014), 2040: 0.7%
- Gas: 1.6% (2014), 2040: 1.6%
- Coal: -0.2% (2014), 2040: -0.2%
- Biomass: 0.3% (2014), 2040: 0.3%
- Nuclear: 2.9% (2014), 2040: 2.9%
- Solar / Wind / Biofuels: 4.8% (2014), 2040: 4.8%
- Hydro / Geo: 1.3% (2014), 2040: 1.3%

Average Growth / Yr.
2014 - 2040

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Liquids
Liquids Supply

Supply by Type
MBDOE

Crude and Condensate Resource*
Trillion barrels of oil

* Source: IEA
Remaining Oil Resource

Crude and Condensate (GBO)

- North America: ~1,100 GBO
- Europe: ~100 GBO
- Russia/Caspian: ~900 GBO
- Middle East: ~1,000 GBO
- Asia Pacific: ~200 GBO
- Latin America: ~800 GBO
- Africa: ~400 GBO

Global: ~4,500 GBO

Source: IEA
Natural gas grows more than any other energy source.
Global Natural Gas Supply and Demand

Supply by Type
BCFD

- Conventional
- Unconventional

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Technology has the highest potential and greatest uncertainty.
Technology Helps Us Do More With Less

Global Average Energy Intensity
Thousand BTUs per dollar GDP (2010$)
For more information, visit exxonmobil.com/energyoutlook

or download the ExxonMobil app