Rating: Buy S&P 500: 1313

## Imperial Oil Limited Oil Sands and Arctic Natural Gas

| Symbol                         | IMO    | Ebitda Next Twelve Months ending 3/31/07 (US\$mm) | 5,300 |
|--------------------------------|--------|---|-------|
| Rating                         | Buy    | North American Natural Gas/Ebitda (%)             | 16    |
| Price (US\$/sh)                | 105.68 | Natural Gas and Oil Production/Ebitda (%)         | 74    |
| Pricing Date                   | 5/2/06 | Adjusted Reserves/Production NTM                  | 9.2   |
| Shares (mm)                    | 332    | EV/Ebitda   | 7.3   |
| Market Capitalization (US\$mm) | 35,100 | PV/Ebitda   | 6.3   |
| Debt (US\$mm)                  | 3,100  | Undeveloped Reserves (%)                          | 16    |
| Enterprise Value (EV) (US\$mm) | 38,200 | Natural Gas and Oil Ebitda (US\$/boe)             | 31.10 |
| Present Value (PV) (US\$mm)    | 33,000 | Present Value Proven Reserves(US\$/boe)           | 19.45 |
| Net Present Value (US\$/share) | 90     | Present Value Proven Reserves(US\$/mcfe)          | 3.24  |
| Debt/Present Value             | 0.09   | Earnings Next Twelve Months (US\$/sh)             | 8.60  |
| McDep Ratio - EV/PV            | 1.16   | Price/Earnings Next Twelve Months                 | 12    |
| Dividend Yield (%/year)        | 0.8    | Indicated Annual Dividend (US\$/sh)               | 0.87  |

Note: Estimated cash flow and earnings tied to one-year futures prices for oil, natural gas and refinery crack.

Reported results may vary widely from estimates. Estimated present value per share revised only infrequently.

#### **Summary and Recommendation**

Buy-recommended **Imperial Oil (IMO)** looks higher valued than peers on a long-term oil price of \$50 a barrel. Considering that long-term oil price is \$73 in the futures market, we should soon be raising estimated net present value (NPV) from the current level of \$90 a share. Also, NPV is higher than peers relative to estimated next twelve months (NTM) cash flow and adjusted reserve life. Yet, NTM cash flow and reported reserves do not include representation for more than 2 trillion cubic feet of Arctic natural gas that awaits a pipeline, nor for additional oil sands potential in the proposed Kearl mining project. Canadian crude oil price rebounded in April from low levels relative to the global standard reflected in first quarter results disclosed on May 2. The high-quality company has low financial risk with debt at just 0.09 times present value.

Kurt H. Wulff, CFA

#### **Functional Cash Flow and Present Value**

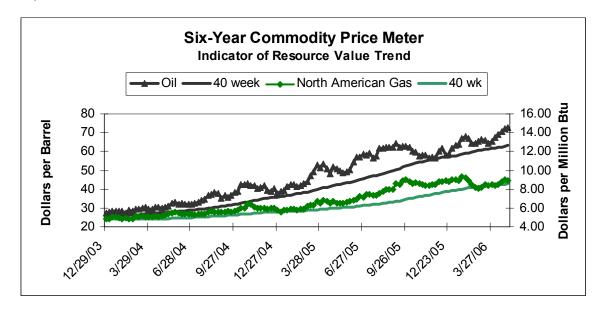
| i  | NTM Ebitda      | Adjusted   | PV/           | Present<br>Value |        |  |  |  |
|--|-----------------|------------|---------------|------------------|--------|--|--|--|
|  | <u>(US\$mm)</u> | <u>R/P</u> | <u>Ebitda</u> | <u>(US\$mm)</u>  |        |  |  |  |
| North American Natural Gas                                 | 861             | 3.7        | 4.6           | 4,000            | 12%    |  |  |  |
| Syncrude   | 1,127           | 20.0       | 9.0           | 10,100           | 31%    |  |  |  |
| Oil - Conventional and Cold Lake                           | 1,927           | 7.8        | 5.7           | 10,900           | 33%    |  |  |  |
| Downstream   | 1,356           |            | 5.9           | 8,000            | 24%    |  |  |  |
|  | 5,270           | 9.2        | 6.3           | 33,000           | 100%   |  |  |  |
| Debt (US\$mm)  |                 |            |               |                  | 3,100  |  |  |  |
| Net Present Value (US\$mm)                                 |                 |            |               |                  | 29,900 |  |  |  |
| Shares (mm)  |                 |            |               |                  | 332    |  |  |  |
| Net Present Value - Standard Estin                         | nate (US\$/sh)  |            |               |                  | 90     |  |  |  |
| Net Present Value - Approximation by Correlation (US\$/sh) |                 |            |               |                  |        |  |  |  |

# Imperial Oil Limited Oil Production and Revenue (Canadian Dollars)

| (Canadian Donars) |   |   |   |  |  |  |  |  |
|-------------------|---|---|---|--|--|--|--|--|
| Q1<br>3/31/05     | Q4<br>12/31/05  | Year<br>2005E   | Q1<br>3/31/06   | Q4E<br>6/30/06   | Q3E<br>9/30/06   | Q4E<br>12/31/06  | Year<br>2006E  | Next<br>Twelve<br>Months<br>3/31/07  |
|                   |   |   |   |  |  |  |  |  |
|                   |   |   |   |  |  |  |  |  |
|                   |   | 29  |   |  |  |  | 23   | 23   |
|                   | 137   | 123   |   | 139  |  |  | 139  | 139  |
| 39                | 56  | 53  | 51  | 66   | 79   | 79   | 69   | 69   |
| 24                | 24  | 25  | 24  | 24   | 24   | 24   | 24   | 24   |
| 233               | 245   | 230   | 238   | 253  | 265  | 264  | 255  | 255  |
|                   |   |   |   |  |  |  |  |  |
| 0.82              | 0.83  | 0.82  | 0.87  | 0.90   | 0.90   | 0.90   | 0.89   | 0.89   |
|                   |   |   |   |  |  |  |  |  |
| 49.65             | 60.02   | 56.31   | 63.33   | 72.31  | 75.85  | 76.87  | 72.09  | 72.09  |
| 60.85             | 72.14   | 68.53   | 73.13   | 80.02  | 83.94  | 85.06  | 80.54  | 80.54  |
| 58.28             | 66.04   | 64.48   | 63.59   | 73.62  | 77.22  | 78.25  | 73.10  | 73.10  |
| 39.49             | 43.62   | 44.79   | 40.26   | 52.01  | 54.56  | 55.29  | 50.59  | 50.59  |
| 62.63             | 72.21   | 70.54   | 68.88   | 75.37  | 79.06  | 80.12  | 76.61  | 76.61  |
| 35.27             | 48.69   | 39.30   | 42.65   | 46.67  | 48.95  | 49.61  | 46.99  | 46.99  |
| 45.43             | 53.21   | 52.65   | 48.99   | 59.62  | 63.31  | 64.13  | 59.32  | 59.32  |
| 0.65              | 0.60  | 0.65  | 0.55  | 0.65   | 0.65   | 0.65   | 0.63   | 0.63   |
|                   |   |   |   |  |  |  |  |  |
| 163               | 170   | 688   | 137   | 159  | 164  | 163  | 623  | 623  |
| 494               | 550   | 2,013   | 504   | 665  | 698  | 707  | 2,574  | 2,574  |
| 220               | 372   | 1,373   | 316   | 458  | 573  | 580  | 1,927  | 1,927  |
| 76                | 108   | 355   | 92  | 103  | 108  | 110  | 413  | 413  |
| 953               | 1,199   | 4,429   | 1,049   | 1,385  | 1,542  | 1,560  | 5,537  | 5,537  |
|                   | 3/31/05<br>31<br>139<br>39<br>24<br>233<br>0.82<br>49.65<br>60.85<br>58.28<br>39.49<br>62.63<br>35.27<br>45.43<br>0.65<br>163<br>494<br>220<br>76 | 3/31/05 12/31/05  31 28 139 137 39 56 24 24 233 245  0.82 0.83  49.65 60.02 60.85 72.14 58.28 66.04 39.49 43.62 62.63 72.21 35.27 48.69 45.43 53.21 0.65 0.60  163 170 494 550 220 372 76 108 | Q1         Q4         Year           3/31/05         12/31/05         2005E           31         28         29           139         137         123           39         56         53           24         24         25           233         245         230           0.82         0.83         0.82           49.65         60.02         56.31           60.85         72.14         68.53           58.28         66.04         64.48           39.49         43.62         44.79           62.63         72.21         70.54           35.27         48.69         39.30           45.43         53.21         52.65           0.65         0.60         0.65           163         170         688           494         550         2,013           220         372         1,373           76         108         355 | Q1         Q4         Year 2005E         Q1 3/31/05           331         28         29         24           139         137         123         139           39         56         53         51           24         24         25         24           233         245         230         238           0.82         0.83         0.82         0.87           49.65         60.02         56.31         63.33           60.85         72.14         68.53         73.13           58.28         66.04         64.48         63.59           39.49         43.62         44.79         40.26           62.63         72.21         70.54         68.88           35.27         48.69         39.30         42.65           45.43         53.21         52.65         48.99           0.65         0.60         0.65         0.55           163         170         688         137           494         550         2,013         504           220         372         1,373         316           76         108         355         92 | Q1         Q4         Year 2005E         Q1         Q4E 3/31/05         2005E         3/31/06         6/30/06           31         28         29         24         24           139         137         123         139         139           39         56         53         51         66           24         24         25         24         24           233         245         230         238         253           0.82         0.83         0.82         0.87         0.90           49.65         60.02         56.31         63.33         72.31           60.85         72.14         68.53         73.13         80.02           58.28         66.04         64.48         63.59         73.62           39.49         43.62         44.79         40.26         52.01           62.63         72.21         70.54         68.88         75.37           35.27         48.69         39.30         42.65         46.67           45.43         53.21         52.65         48.99         59.62           0.65         0.60         0.65         0.55         0.65           163 | Q1         Q4         Year         Q1         Q4E         Q3E           3/31/05         12/31/05         2005E         3/31/06         6/30/06         9/30/06           31         28         29         24         24         23           139         137         123         139         139         139           39         56         53         51         66         79           24         24         25         24         24         24           233         245         230         238         253         265           0.82         0.83         0.82         0.87         0.90         0.90           49.65         60.02         56.31         63.33         72.31         75.85           60.85         72.14         68.53         73.13         80.02         83.94           58.28         66.04         64.48         63.59         73.62         77.22           39.49         43.62         44.79         40.26         52.01         54.56           62.63         72.21         70.54         68.88         75.37         79.06           35.27         48.69         39.30 | Q1         Q4         Year 2005E         Q1         Q4E 6/30/06         Q3E 9/30/06         Q4E 12/31/06           31         28         29         24         24         23         23           139         137         123         139         139         139         139           39         56         53         51         66         79         79           24         24         25         24         24         24         24           233         245         230         238         253         265         264           0.82         0.83         0.82         0.87         0.90         0.90         0.90           49.65         60.02         56.31         63.33         72.31         75.85         76.87           60.85         72.14         68.53         73.13         80.02         83.94         85.06           58.28         66.04         64.48         63.59         73.62         77.22         78.25           39.49         43.62         44.79         40.26         52.01         54.56         55.29           62.63         72.21         70.54         68.88         75.37         79.06 | Q1         Q4         Year         Q1         Q4E         Q3E         Q4E         Year           3/31/05         12/31/05         2005E         3/31/06         6/30/06         9/30/06         12/31/06         2006E           31         28         29         24         24         23         23         23           139         137         123         139         139         139         139         139         139           39         56         53         51         66         79         79         69           24         24         25         24         24         24         24         24           233         245         230         238         253         265         264         255           0.82         0.83         0.82         0.87         0.90         0.90         0.90         0.89           49.65         60.02         56.31         63.33         72.31         75.85         76.87         72.09           60.85         72.14         68.53         73.13         80.02         83.94         85.06         80.54           58.28         66.04         64.48         63.59 |

### Imperial Oil Limited Next Twelve Months Operations (Canadian Dollars)

|                            | (Canadian Dollars) |                |               |               |                    |                |                 |               |                                     |  |
|----------------------------|--------------------|----------------|---------------|---------------|--------------------|----------------|-----------------|---------------|-------------------------------------|--|
|                            | Q1<br>3/31/05      | Q4<br>12/31/05 | Year<br>2005E | Q1<br>3/31/06 | <i>Q2E</i> 6/30/06 | Q3E<br>9/30/06 | Q4E<br>12/31/06 | Year<br>2006E | Next<br>Twelve<br>Months<br>3/31/07 |  |
| Volume                     |                    |                |               |               |                    |                |                 |               |                                     |  |
| Natural Gas (mmcfd)        | 522                | 507            | 514           | 520           | 520                | 520            | 520             | 520           | 520                                 |  |
| Oil (mbd)                  | 233                | 245            | 230           | 238           | 253                | 265            | 264             | 255           | 258                                 |  |
| Total gas & oil (bcf)      | 173                | 182            | 692           | 175           | 185                | 194            | 194             | 748           | 755                                 |  |
| Total gas & oil (mbd))     | 320                | 330            | 316           | 325           | 339                | 351            | 351             | 342           | 345                                 |  |
| Price                      |                    |                |               |               |                    |                |                 |               |                                     |  |
| Natural gas (\$/mcf)       |                    |                |               |               |                    |                |                 |               |                                     |  |
| Henry Hub (\$/mmbtu)       | 6.27               | 13.00          | 8.65          | 8.97          | 7.06               | 7.24           | 9.35            | 8.15          | 8.78                                |  |
| Currency (US\$/C\$)        | 0.82               | 0.85           | 0.83          | 0.87          | 0.90               | 0.90           | 0.90            | 0.89          | 0.90                                |  |
| Henry Hub (C\$/mmbtu)      | 7.68               | 15.30          | 10.48         | 10.36         | 7.81               | 8.01           | 10.34           | 9.12          | 9.71                                |  |
| Canada (C\$/mcf)           | 7.02               | 12.35          | 8.96          | 9.40          | 7.09               | 7.27           | 9.38            | 8.27          | 8.80                                |  |
| Oil (\$/bbl)               |                    |                |               |               |                    |                |                 |               |                                     |  |
| WTI Cushing                | 49.65              | 60.02          | 56.31         | 63.33         | 72.31              | 75.85          | 76.87           | 72.09         | 75.50                               |  |
| WTI Cushing (C\$/bbl)      | 60.85              | 70.61          | 68.15         | 73.13         | 80.02              | 83.94          | 85.06           | 80.54         | 83.54                               |  |
| Worldwide                  | 45.43              | 53.21          | 52.65         | 48.99         | 59.62              | 63.31          | 64.13           | 59.32         | 62.85                               |  |
| Total gas & oil (\$/mcf)   | 7.43               | 9.76           | 8.83          | 8.43          | 9.21               | 9.74           | 10.37           | 9.46          | 10.05                               |  |
| NY Harbor 3-2-1 (\$/bbl)   | 6.17               | 9.06           | 10.63         | 7.40          | 16.52              | 12.90          | 8.60            | 11.36         | 12.01                               |  |
| Revenue (\$mm)             |                    |                |               |               |                    |                |                 |               |                                     |  |
| Natural Gas                | 331                | 576            | 1,683         | 429           | 335                | 348            | 449             | 1,561         | 1,670                               |  |
| Oil                        | 953                | 1,199          | 4,429         | 1,049         | 1,370              | 1,542          | 1,560           | 5,522         | 5,925                               |  |
| Other                      | 4,674              | 5,968          | 22,102        | 4,340         | 4,340              | 4,340          | 4,340           | 17,359        | 17,359                              |  |
| Total                      | 5,958              | 7,743          | 28,214        | 5,818         | 6,045              | 6,230          | 6,348           | 24,441        | 24,954                              |  |
| Expense                    | - ,                | .,             | - /           | - ,           | -,-                | .,             | - ,             | ,             | , -                                 |  |
| Fixed                      | 360                | 336            | 1,317         | 378           | 330                | 330            | 330             | 1,368         | 1,009                               |  |
| Variable                   | 360                | 336            | 1,317         | 378           | 436                | 484            | 514             | 1,812         | 1,078                               |  |
| Other                      | 4,390              | 5,491          | 20,826        | 3,940         | 4,756              | 4,803          | 4,784           | 18,283        | 14,675                              |  |
| Ebitda (\$mm)              | .,                 | -,.,-          | ,             | -,            | 1,,                | 1,000          | .,, .           | ,             | ,                                   |  |
| Exploration and Production | 564                | 1,104          | 3,478         | 722           | 939                | 1,076          | 1,165           | 3,902         | 4,332                               |  |
| Other                      | 284                | 476            | 1,276         | 400           | 350                | 350            | 400             | 1,500         | 1,500                               |  |
| Total Ebitda               | 847                | 1,580          | 4,754         | 1,122         | 1,289              | 1,426          | 1,565           | 5,402         | 5,832                               |  |
| Exploration                | 21                 | 6              | 43            | 10            | 10                 | 15             | 15              | 50            | 55                                  |  |
| Deprec., Deplet., & Amort. | 238                | 223            | 897           | 216           | 223                | 223            | 223             | 885           | 892                                 |  |
| Other non cash             |                    | (200)          | (100)         |               |                    |                |                 | -             | -                                   |  |
| Ebit                       | 588                | 1,551          | 3,914         | 896           | 1,056              | 1,188          | 1,327           | 4,467         | 4,885                               |  |
| Interest                   | 2                  | -              | 8             | 5             | 5                  | 5              | 5               | 20            | 20                                  |  |
| Ebt                        | 586                | 1,551          | 3,906         | 891           | 1,051              | 1,183          | 1,322           | 4,447         | 4,865                               |  |
| Income Tax                 | 195                | 543            | 1,318         | 299           | 368                | 414            | 463             | 1,544         | 1,703                               |  |
| Net Income (\$mm)          |                    |                | ,             |               |                    |                |                 | <i>)-</i>     | ,                                   |  |
| Exploration and Production | 242                | 671            | 1,954         | 397           |                    |                |                 | 397           |                                     |  |
| Other                      | 146                | 295            | 717           | 238           |                    |                |                 | 238           |                                     |  |
| Unallocated                | 3                  | 42             | (83)          | (43)          |                    |                |                 | (43)          |                                     |  |
| Total                      | 391                | 1,008          | 2,588         | 592           | 683                | 769            | 859             | 2,903         | 3,162                               |  |
| Shares (millions)          | 350                | 336            | 341           | 332           | 332                | 332            | 332             | 332           | 332                                 |  |
| Earnings per share (\$)    | 1.12               | 3.00           | 7.59          | 1.78          | 2.06               | 2.31           | 2.58            | 8.73          | 9.51                                |  |
| Ebitda Margin (E&P)        | 44%                | 62%            | 57%           | 49%           | 55%                | 57%            | 58%             | 55%           | 57%                                 |  |
| Tax Rate                   | 33%                |                | 34%           | 34%           | 35%                | 35%            | 35%             | 35%           | 35%                                 |  |
| - an raic                  | 3370               | 3370           | 3470          | 5-170         | 5570               | 55/0           | 3370            | 3370          | 3370                                |  |



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**Certification:** I, Kurt H. Wulff, certify that the views expressed in this research analysis accurately reflect my personal views about the subject securities and issuers. No part of my compensation was, is, or will be directly or indirectly related to the specific recommendations or views contained in this research analysis.

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