

## ExxonMobil Stock Turning Up

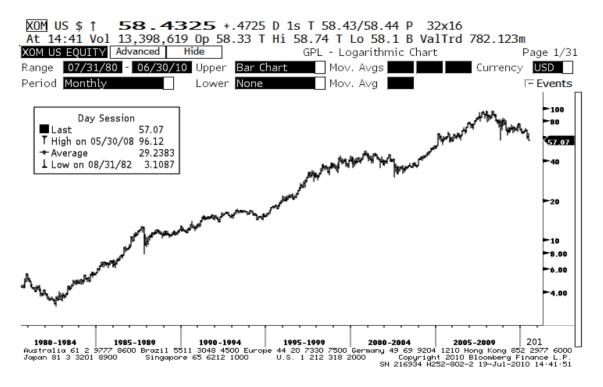
## **Summary and Recommendation**

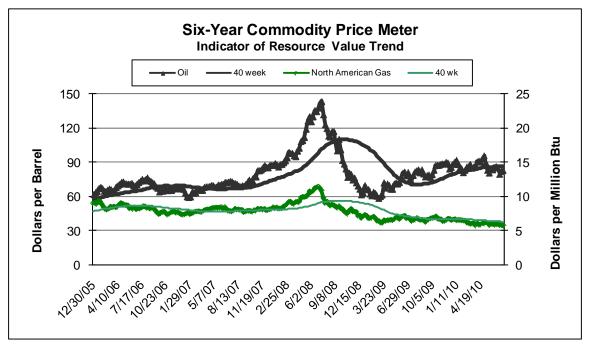
Contrarian Buy-recommended ExxonMobil (XOM) may be on a new upswing after stock price declined earlier this month by 41% compared to its high in May 2008 (see table below Cyclical Declines in XOM (XON) Stock Price, 1980-2010). The degree of decline matches the median of five declines in historic cycles over the past thirty years (see chart XOM, 07/31/80 - 06/30/10 on page 2). The duration of 26 months is longer than any of the previous four cycles. Despite fluctuations in stock price, ExxonMobil (XOM) and predecessor Exxon (XON) has returned 13% a year for thirty years to investors in dividends and price trend. One catalyst for the turn may be the resumption of a higher level of stock repurchase with the lifting of regulatory restrictions after the XTO Energy merger was completed at the end of June. We also sense that political anger aimed at the industry as a result of the Gulf of Mexico blowout may be subsiding. At the same time, the upcoming fall elections may mean that the government becomes more business and tax friendly in order to remain in power. Enterprise Value may appreciate 40% to a McDep Ratio of 1.0 where stock price would equal Net Present Value (NPV) of \$89 a share (see Tables 1-3 on pages 3-5). At NPV we see an unlevered return of 7% a year before inflation presuming a longterm oil price of \$75 a barrel. XOM is 27% concentrated on natural gas which will likely continue to grow more rapidly than oil. The latest settlements of six-year futures are \$83 a barrel and \$5.76 a million btu (see chart Six-Year Commodity Price Meter on page 2 and Six-Year and One-Year Natural Gas and Oil Futures on page 7).

Сус	clical Declines in XON	I (XON) Stock Pric	e, 1980-2010	
Month-Year	High	Low	Decline(%)	Duration (months)
Nov-80	5.55			
Aug-82		3.11	44	21
Sep-87	12.59			
Oct-87		7.17	43	1
Apr-93	17.25			
Oct-94		14.06	18	18
Oct-00	47.71			
Jul-02		29.75	38	21
May-08	96.12			
Jul-10		56.57	41	26
Median			41	21
Stock price from Bloomberg				

## Kurt H. Wulff, CFA









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		-	0	-	0.					
	Geogr	aphic	: Domic	cile and	d Busines	s Segn	ients			
							it Value by	Segment	t (%)	
			Price			North	Rest			
			(US\$/sh)	EV/	Enterprise	Amer.	of World			
	Symbol	0	19-Jul	Market	Value	Natural	Natural	Oil		McDep
	y, CB (see	below)	2010	Сар	(\$mm)	Gas	Gas	Prod'n	stream	Ratic
U.S. Integrated										
Exxon Mobil Corporation	XOM	B	58.43	1.20	366,000	10	17	56	17	0.70
Chevron Corporation	CVX		72.00	1.20	173,000	4	10	71	14	0.69
Marathon Oil Corporation	MRO	B	31.79	1.51	34,100	7	3	64	26	0.69
ConocoPhillips	COP	CB	51.84	1.68	131,000	13	9	64	14	0.67
Total or Median *	31%	8%	16%		704,000					0.69
Europe					- 1 - 0 - 0		• ·			
BGGroup	BRGXF		16.16	1.16	64,000		31	44	25	0.76
Royal Dutch Shell plc	RDS-A	CB	54.91	1.37	231,000	3	23	48	26	0.76
Statoil ASA (33%)	STO	CB	20.08	1.47	31,000		49	51	-	0.66
Total S.A.	TOT	CB	49.16	1.30	143,000		19	59	22	0.61
BP plc	BP	100/	35.72	1.52	171,000	6	12	61	21	0.60
Total or Median *	28%	10%	12%		640,000					0.66
Australia/Brazil/China/Russ			1 60 00	1.02	27.000		10			
CNOOC Limited (34%)	CEO		160.09	1.02	25,000		12	88	-	1.10
Woodside Petroleum Ltd.	WOPEY		36.13	1.18	34,000		75	25	-	0.84
PetroChina Company Ltd (14%			108.82	1.24	34,700		14	72	14	0.77
Petrobras	PBR		34.60	1.41	214,000		4	77	20	0.68
Lukoil Oil Company	LUKOY		52.35	1.13	50,000			68	32	0.42
Gazprom (50%)	OGZPY		20.50	1.36	81,000		77	23	-	0.39
Total or Median *	19%	12%	16%		439,000					0.72
U.S. Independent				1.10	10 000	100				1.04
Southwestern Energy Compan			36.36	1.10	13,900	100			-	1.04
Anadarko Petroleum Corp.	APC		45.52	1.63	36,900	45		51	4	0.90
EOG Resources	EOG		102.01	1.14	29,000	54	4	42	-	0.87
Occidental Petroleum Corp.	OXY		79.52	1.07	69,500	10	1	82	7	0.85
Chesapeake Energy Corp.	CHK		20.94	1.99	27,000	89		11	-	0.81
Devon Energy Corporation	DVN	CB	61.11	1.05	28,800	57		43	-	0.64
Total or Median *	9%	12%	12%		205,000					0.86
Canada		-								
EnCana Corporation	ECA	B	31.98	1.37	32,800	94		6	-	0.81
Canadian Natural Resources	CNQ		34.52	1.28	48,100	15		85	-	0.81
Imperial Oil Limited (30%)	IMO	CB	37.89	1.11	10,800	3		82	15	0.81
Cenovus Energy Inc.	CVE		28.07	1.32	27,800	18		76	6	0.81
Canadian Oil Sands Trust	COSWF	CB	26.20	1.11	14,000			100	-	0.71
Suncor Energy	SU		30.84	1.36	65,900	4		85	11	0.71
Total or Median *	9%	12%	24%		199,000					0.81
Income and Small Cap (see se										
Composite	4%	46%	20%		86,100	54		46		0.95
4	1000/				2 272 000	10	1.5	50	15	0.70
Enterprise Value Weighting	100%	1000/			2,273,000	12	15	59	15	0.70
Equal Weighting		100%	1000/			36	7	51	5	0.85
Equal Weighted Buys CB=Contrarian Buy, Stock Pric		• 1	100%	1, 20	0.1	12	13	52	8	0.71
I BH Ontrarian Buy Stock Pric	e may be	in down	trend comp	pared to 20	u-day average	e.				



			Table 2	2				
Μ	lcDep I	Larg	e Cap E	2 nergy 2	Portfolio			
N	et Pres	ent <sup>°</sup>	Value ar	nd McD	ep Ratio			
					•			
			Price			Net		
			(US\$/sh)		Market	Present	Debt/	
	Symbol/R	ating	19-Jul	Shares	Cap	Value	Present	McDep
B = Buy	, CB (see b	elow)	2010	(mm)	(US\$mm)	(US\$/sh)	Value	Ratio
U.S. Integnated								
U.S. Integrated Exxon Mobil Corporation	XOM	В	58.43	5,215	305,000	89.00	0.12	0.70
Chevron Corporation	CVX	CB	72.00	2,004	144,000	110.00	0.12	0.70
Marathon Oil Corporation	MRO	В	31.79	2,004	22,600	53.00	0.11	0.69
ConocoPhillips	COP	CB	51.84	1,504	78,000	95.00	0.23	0.67
Total or Median	COF	СБ	51.64	1,304	550,000	95.00	0.27	0.69
Europe					550,000		0.10	0.09
BG Group plc	BRGXF		16.16	3,400	54,900	22.00	0.11	0.76
Royal Dutch Shell plc	RDS-A	СВ	54.91	3,400	168,000	79.00	0.11	0.76
Statoil ASA (33%)	STO	СВ	20.08	1,050	21,100	35.00	0.21	0.76
					,			
Total S.A.	TOT BP	CB	49.16 35.72	2,243 3,167	110,000 113,000	90.00 72.00	0.14 0.20	0.61
BP plc Total or Madian	Dr		55.12	5,107		72.00		
Total or Median Australia/Brazil/China/Russia					467,000		0.20	0.66
CNOOC Limited (34%)	CEO		160.09	150	24.400	145.00	0.02	1 10
Woodside Petroleum Ltd.	WOPEY	СВ	36.13	152 794	24,400 28,700	145.00 44.00	0.03	1.10
	PTR	СВ		256			0.15	0.84
PetroChina Company Ltd (14%) Petrobras	PBR	СБ	108.82 34.60	4,387	27,900	150.00 58.00	0.13	0.77
		CD	52.35		151,800			0.08
Lukoil Oil Company	LUKOY	CB		847	44,300	135.00	0.05	
Gazprom (50%)	OGZPY	CB	20.50	2,915	59,800	64.00	0.10	0.39
Total or Median					337,000		0.12	0.72
U.S. Independent	CWINI		26.26	240	12 700	25.00	0.00	1.04
Southwestern Energy Company	SWN APC		36.36	349 496	12,700	35.00	0.09	1.04
Anadarko Petroleum Corp.		n	45.52		22,600	54.00		0.90
EOG Resources	EOG	B CB	102.01 79.52	250	25,500	120.00	0.10	0.87
Occidental Petroleum Corp.	OXY	СБ		814	64,700	95.00	0.06	0.85
Chesapeake Energy Corp.	CHK	CD	20.94	647	13,600	31.00	0.40	0.81
Devon Energy Corporation	DVN	CB	61.11	448	27,400	98.00	0.03	0.64
Total or Median					166,500		0.10	0.86
Canada	ECA	D	21.00	740	24,000	12.00	0.00	0.01
EnCana Corporation	ECA	B	31.98	749	24,000	42.00	0.22	0.81
Canadian Natural Resources	CNQ	CB	34.52	1,086	37,500	45.00	0.18	0.81
Imperial Oil Limited (30%)	IMO	CB	37.89	256	9,700	48.00	0.08	0.81
Cenovus Energy Inc.	CVE	B	28.07	752	21,100	37.00	0.19	0.81
Canadian Oil Sands Trust	COSWF	CB	26.20	484	12,700	38.00	0.07	0.71
Suncor Energy	SU	CB	30.84	1,572	48,500	48.00	0.19	0.71
Total or Median			1	200.1	154,000		0.18	0.81
CB=Contrarian Buy, Stock Price may			-	-				
McDep Ratio = $\mathbf{M}$ arket <b>c</b> ap and <b>De</b> b	t to presen	t valu	e of oil and g		her businesse	s		

Estimated present value presumes a long-term price for oil of US\$75 a barrel and natural gas, \$8 a million btu.

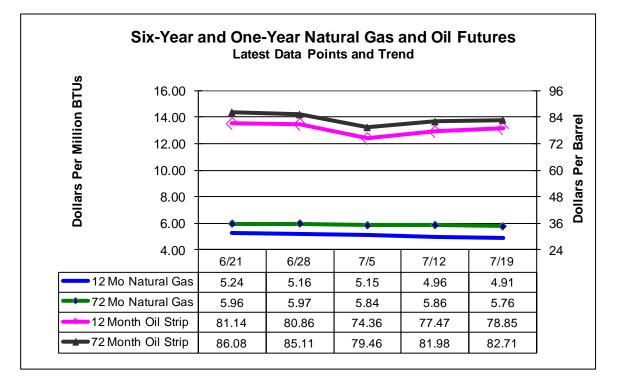


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ср Ца	rge	Cap Ei	nergy Po	ortfolio			
Multi	ples	s and Di	stributi	on Yield	l		
		Price	Adjustd				Divd or
		(US\$/sh)	Resrvs/	PV/	<i>EV</i> /		Distrik
ymbol/Rai	ting	19-Jul	Prod	Ebitda	Ebitda	P/E	NTM
CB (see be	low)	2010	NTM	NTM	NTM	NTM	(%)
XOM	В	58.43	13.5	8.8	6.1	11	2.9
MRO	В	31.79	9.1	7.7	5.3	11	2.4
	_					9	3.2
						9	3.8
			9.8	7.6	5.2	10	3.0
BRGXF		16.16	13.4	9.0	6.9	13	0.8
RDS-A	CB	54.91	8.7	6.6	5.0	9	6.1
TOT	CB	49.16	9.6	7.4	4.5	8	6.0
STO	CB	20.08	6.4	5.9	3.9	8	4.7
BP		35.72	9.7	6.0	3.6	5	9.4
			9.6	6.6	4.5	8	6.0
WOPEY	CB	36.13	17.8	13.3	11.2	19	2.7
PTR	CB	108.82	13.8	8.1	6.2	14	3.7
PBR		34.60	9.1	9.1	6.1	9	3.9
CEO		160.09	6.8	5.2	5.7	11	3.2
OGZPY	CB	20.50	30.2	9.7	3.8	5	0.2
LUKOY	CB	52.35	15.7	8.2	3.4	6	3.3
			14.7	8.6	5.9	10	3.2
SWN		36.36	6.5	9.1	9.4	19	-
EOG	В	102.01	9.7	10.5	9.1	35	0.6
CHK		20.94	12.0	11.1	9.0	13	1.4
	CB					15	1.3
							0.8
	CB					12	1.0
	-					15	0.9
						-	
CNO	CB	34.52	20.2	11.7	9.5	34	0.8
	_						1.0
	_						2.5
							7.2
							2.7
	-						1.2
		50.01					1.2
n downtre	nd ce	omnared to			0.0	17	1./
					ciation		
		•			ciation		
			1, 1/1 - 3100				
	wibol/Rai DB (see be XOM MRO COP CVX BRGXF RDS-A TOT STO BP WOPEY PTR PBR CEO OGZPY LUKOY SWN EOG CHK OXY APC DVN SWN EOG CHK OXY APC DVN CNQ IMO ECA COSWF CVE SU n downtre Debt; Ebit onths Enc	wmbol/Rating         CB (see below)         CB (see below)         XOM       B         MRO       B         COP       CB         CVX       CB         RDS-A       CB         TOT       CB         STO       CB         PBR       C         PBR       C         OGZPY       CB         LUKOY       CB         SWN       C         EOG       B         CHK       C         OXY       CB         DVN       CB         CNQ       CB         CHK       C         SWN       E         EOG       B         CHK       C         SWN       E         EOG       B         CHK       C         SWN       CB         SU       CB         IMO       CB         SU       CB         CNQ       CB         SU       CB         IMO       CB         SU       CB         CNQ       CB         CNQ       CB <td>Image: Constraint of the second s</td> <td>Image: Constraint of the second se</td> <td>Image: second second</td> <td>(US\$/sh)         Resrvs/         PV/         EV/           ymbol/Rating         19-Jul         Prod         Ebitda         Ebitda           B (see below)         2010         NTM         NTM         NTM           B (see below)         2010         NTM         NTM         NTM           Kom         B         58.43         13.5         8.8         6.1           XOM         B         58.43         13.5         8.8         6.1           MRO         B         31.79         9.1         7.7         5.3           COP         CB         51.84         10.5         7.5         5.0           CVX         CB         72.00         9.1         6.7         4.7           BRGXF         16.16         13.4         9.0         6.9         R           RDS-A         CB         49.16         9.6         7.4         4.5         5           STO         CB         20.08         6.4         5.9         3.9         9           BP         35.72         9.7         6.0         3.6         6         1.1         2           WOPEY         CB         36.13         17.8         8.3</td> <td>Image: state of the served state of the ser</td>	Image: Constraint of the second s	Image: Constraint of the second se	Image: second	(US\$/sh)         Resrvs/         PV/         EV/           ymbol/Rating         19-Jul         Prod         Ebitda         Ebitda           B (see below)         2010         NTM         NTM         NTM           B (see below)         2010         NTM         NTM         NTM           Kom         B         58.43         13.5         8.8         6.1           XOM         B         58.43         13.5         8.8         6.1           MRO         B         31.79         9.1         7.7         5.3           COP         CB         51.84         10.5         7.5         5.0           CVX         CB         72.00         9.1         6.7         4.7           BRGXF         16.16         13.4         9.0         6.9         R           RDS-A         CB         49.16         9.6         7.4         4.5         5           STO         CB         20.08         6.4         5.9         3.9         9           BP         35.72         9.7         6.0         3.6         6         1.1         2           WOPEY         CB         36.13         17.8         8.3	Image: state of the served state of the ser



			Index of Re	cent Research
Stock 1	[de	as		
Date		Symbol	Subject	Theme
16-Jul		SJT	San Juan Basin Royalty Trust	Raise NPV to \$25 from \$23 (Income and Small Cap Weekly)
9-Jul		HK	Petrohawk	Early in Haynseville (Income and Small Cap Weekly)
7-Jul		EOG	EOG Resources	Raise NPV to \$120 from \$92 a Share (Meter Reader)
1-Jul		RRC	Range Resources	First in Marcellus (Income and Small Cap Weekly)
29-Jun	*	-	R, LUKOY, OGZPY, PBR, CNOOC	Value in Developing Country Growth (Meter Reader)
25-Jun 25-Jun	-	DNR	Denbury Resources	Small Cap Oil Growth (Income and Small Cap Weekly)
22-Jun 22-Jun	-	CVE	Cenovus Energy	Quintuple in Deep Oil Sands (Meter Reader)
18-Jun	-		F, PWE, COSWF	Montney Buzz from Calgary (Income and Small Cap Weekly)
15-Jun			OXY, CVE, BP, APC	Onshore On, Offshore Off (Meter Reader)
13-Jun 11-Jun	-			
			TR, LGCY, LINE, ENP	Bright Outlook for Pure Play Oil and Gas (ISCW)
8-Jun	-		EOG, SWN, CHK, APC	U.S. Independent Producers Unlocking Resources (MReader)
4-Jun 2 Jun	-		LF, CRT, PBT, SBR	Top Line Cash - Pure Plays in Reawakening Oil and Gas (ISC)
3-Jun	-	LUKOY	Lukoil Oil Company	Underrated Oil Performer
1-Jun			F, CNQ, CVE, IMO, SU	Long-Life Resources in Canada (Meter Reader)
28-May	-		WLL, BRY, RRC, HK, UPL	Shell Shale Gas Deal Boosts Independent Producers (ISCW)
25-May	-	XOM, BP, TO		Large Caps Go Contrarian (Meter Reader)
21-May	-		E, ERF, PGH, PEYUF	Canadian Income Trusts for Value and Distributions (ISCW)
20-May	-	CEO	CNOOC Ltd	Remove Buy on Valuation and Trend
18-May	-	RDSA, STO,		European Oil for Contrarians (Meter Reader)
13-May		BIREF	Birchcliff Energy Ltd.	New Buy for Small Cap Natural Gas Growth
11-May		XOM, CVX,		U.S. Integrated Oil in New Trend (Meter Reader)
10-May	-	XEC	Cimarex Energy Company	Raise NPV Again on More Production
5-May	-	DVN	Devon Energy Corporation	Stock Repurchase Compelling
4-May	-	BP	BP p.l.c.	Oil Spill and BP Stock Spill (Meter Reader)
30-Apr	-	WLL	Whiting Petroleum Corporation	Raise NPV to \$95 a Share on Onshore Oil Drilling (ISCW)
30-Apr	*	PBR, BG, AP	C and BP	Remove Buys - Accident May Delay Deep Water Oil
Meter	R	eader		
20-Jul			Weekly	
13-Jul			Weekly	Abundant Value
7-Jul		EOG	EOGResources	Raise NPV to \$120 from \$92 a Share
29-Jun	*		R, LUKOY, OGZPY, PBR, CEO	Value in Developing Country Growth
22-Jun		CVE	Cenovus Energy	Quintuple in Deep Oil Sands
15-Jun			OXY, CVE, BP, APC	Onshore On, Offshore Off
Income		nd Small C	ap Weekly	
	a		-	Raise NPV to \$25 from \$23
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18-Jun	*	BIREF, FRHI	.F, PWE, COSWF	Montney Buzz from Calgary
Industi	y	Ideas		
30-Apr	-	PBR, BG, AP	C and BP	Remove Buys - Accident May Delay Deep Water Oil
	*	Archived on	www.mcdep.com	





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