

## ExxonMobil (XOM-Buy) Renewable Energy Cash Flow

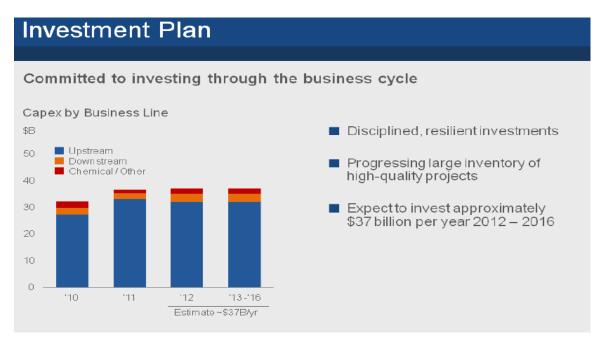
Symbol	XOM	Ebitda Next Twelve Months ending 3/31/13 (US\$mm)	84,700				
Rating	Buy	North American Natural Gas/Ebitda (%)	3				
Price (\$/sh)	85.55	Natural Gas and Oil Production/Ebitda (%)	83				
Pricing Date	3/12/12	Adjusted Reserves/Production NTM	12.8				
Shares (mm)	4775	EV/Ebitda	5.7				
Market Capitalization (\$mm)	409,000	PV/Ebitda	7.1				
Debt (\$mm)	78,000	Undeveloped Reserves (%)	36				
Enterprise Value (EV) (\$mm)	487,000	Natural Gas and Oil Ebitda (\$/boe)	43.50				
Present Value (PV) (\$mm)	604,000	Present Value Proven Reserves(\$/boe)	19.70				
Net Present Value (\$/share)	110	Present Value Proven Reserves(\$/mcfe)	3.30				
Debt/Present Value	0.13	Earnings Next Twelve Months (US\$/sh)	9.04				
McDep Ratio - EV/PV	0.81	Price/Earnings Next Twelve Months	9				
Dividend Yield (%/year)	2.2	Indicated Annual Dividend (US\$/sh)	1.88				
Note: Estimated cash flow a	nd earnings tied to o	one-year futures prices for oil and natural gas.					
Reported results may	vary widely from est	timates. Estimated present value per share revised only infred	quently.				
Estimated present valu	e presumes a long-t	erm price for oil of US\$100 a barrel and natural gas, \$6 a mi	llion btu.				
For historical analysis of XOM since 2001 see <a href="https://www.mcdep.com/1xom.htm">www.mcdep.com/1xom.htm</a>							

### **Summary and Recommendation**

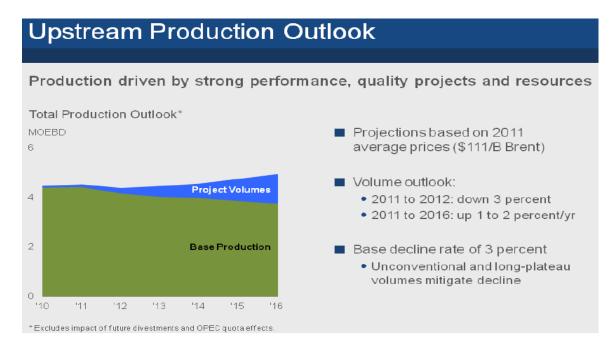
Buy-recommended ExxonMobil (XOM) offers 24% unlevered appreciation to a McDep Ratio of 1.0 where stock price would equal estimated Net Present Value (NPV) of \$110 a share. At the company's analyst presentation in New York on March 8, Chief Executive Rex Tillerson projected capital spending of \$37 billion a year to support real growth of about 1-2% a year (see slides Investment Plan and Production Outlook on page 2). Operations currently generate unlevered cash flow (Ebitda) of \$85 billion a year (see table Next Twelve Months Operating and Financial Estimates on page 3). After covering reinvestment and a \$15 billion adjustment to bring oil and gas price in line with our longterm assumption, we see unlevered free cash flow return of \$33 billion, or 5.5% a year on present value of \$604 billion. Add 1.5% a year for real growth and we match the business outlook for the company to the 7% a year unlevered return before inflation we expect for stock priced at NPV. The expected return would be higher from current stock price after inflation and modest leverage. Indeed, the total return on ExxonMobil stock has been 12% a year for the past 20 years. Better than uneconomic renewable energy that requires unaffordable government subsidies, ExxonMobil generates renewable cash flow from energy that promotes global growth and rewards investors.

Kurt H. Wulff, CFA





ExconMobil



ExonMobil



			Exxon Mob						
	Next	Twelve Mo	onths Oper	ating and I	inancial E	stimates			
									Next
	0.1	0.4	**	0.15	025	025	**	0.15	Twelve
	Q1	Q4	Year	Q1E	Q2E	Q3E	Year	Q1E	Months
	3/31/11	12/31/11	2011	3/31/12	6/30/12	9/30/12	2012E	3/31/13	3/31/13
Volume									
Natural Gas (mmcfd)									
North America	4,372	4,405	4,329	4,405	4,405	4,405	4,417	4,405	4,405
Overseas	10,153	9,272	8,833	10,153	8,028	7,899	8,861	10,153	8,833
Total	14,525	13,677	13,162	14,558	12,433	12,304	13,278	14,558	13,238
Oil (mbd)	2,399	2,250	2,312	2,250	2,250	2,250	2,250	2,250	2,250
Total gas & oil (mmb)	434	417	1,644	426	393	396	1,631	421	1,627
Total gas & oil (mbd)	4,820	4,530	4,505	4,676	4,322	4,301	4,457	4,676	4,456
Price									
Natural gas (\$/mcf)									
Henry Hub (\$/mmbtu)	4.11	3.55	4.04	2.73	2.47	2.69	2.72	3.40	2.89
U.S.	3.99	3.44	3.94	2.73	2.47	2.69	2.72	3.40	2.89
International	8.17	9.18	8.49	9.18	9.18	9.18	9.18	9.18	9.18
Total	6.91	7.33	7.00	7.23	6.80	6.86	7.03	7.43	7.09
Oil (\$/bbl)									
WTI Cushing	94.10	94.06	95.12	103.11	107.18	108.02	106.55	107.32	107.61
Worldwide	99.29	105.43	105.17	115.58	120.15	121.09	119.45	120.30	120.63
Total gas & oil (\$/bbl)	70.25	74.51	74.40	78.11	82.11	82.97	81.19	81.02	81.95
NY Harbor 3-2-1 (\$/bbl)	17.69	21.79	25.56	23.45	28.97	25.91	24.43	18.78	23.27
Revenue (\$mm)									
Natural Gas									
U.S.	1,570	1,394	6,221	1,094	990	1,091	4,389	1,348	4,643
International	7,466	7,831	27,384	8,482	6,706	6,671	29,690	8,388	29,597
Total	9,035	9,225	33,606	9,576	7,696	7,762	34,079	9,737	34,240
Oil	21,437	21,825	88,737	23,664	24,600	25,066	98,368	24,361	99,065
Other	83,531	90,559	364,086	90,559	90,559	90,559	362,237	90,559	362,237
Total	114,004	121,609	486,429	123,800	122,856	123,387	494,685	124,657	495,542
Expense									
Production	14,631	14,164	57,438	15,601	15,158	15,408	62,163	16,003	62,566
Other	78,882	88,391	347,886	87,059	87,059	87,059	348,237	87,059	348,237
Ebitda (\$mm)									
Exploration and Production	15,841	16,886	64,905	17,639	17,138	17,420	70,284	18,094	70,739
Other	4,650	2,168	16,200	3,500	3,500	3,500	14,000	3,500	14,000
Total Ebitda	20,491	19,054	81,105	21,139	20,638	20,920	84,284	21,594	84,739
Exploration	335	432	2,093	432	432	432	1,728	432	1,728
Deprec., Deplet., & Amort.	3,761	4,075	15,583	4,075	4,075	4,075	16,300	4,075	16,300
Ebit	16,395	14,547	63,429	16,632	16,131	16,413	66,256	17,087	66,711
Interest	29	75	247	75	75	75	300	75	300
Ebt	16,366	14,472	63,182	16,557	16,056	16,338	65,956	17,012	66,411
Income Tax	5,728	5,065	22,114	5,795	5,620	5,718	23,085	5,954	23,244
Net Income (\$mm)	- ,. <b>-</b> 5	-,000	,_,	-,,,,	-,020	-,,,10	,000	-,,,,,,	,
Exploration and Production	8,675	8,829	34,439						
Other	2,615	968	8,842						
Unallocated	(652)	(390)	(2,213)						
Total	10,638	9,407	41,068	10,762	10,437	10,620	42,871	11,058	43,167
Shares (millions)	4,971	4,775	4,877	4,775	4,775	4,775	4,775	4,775	4,775
Per share (\$)	2.14	1.97	8.42	2.25	2.19	2.22	8.98	2.32	9.04
Ebitda Margin (E&P)	52%	54%	53%	53%	53%	53%	53%	53%	53%



			_	Table		~ -				
			_		Energy S					
	Geogra	ph	ic Dom	icile an	d Busines	s Segm	ents			
						Presei	nt Value by	Segmen	t (%)	
			Price			North	Rest		( /	
			(US\$/sh)	EV/	Enterprise	Amer.				
Sy	mbol/Rat	ino	12-Mar	Market	Value	Natural	Natural	Oil	Down-	McDei
B = Buy, Cl			2012	Cap	(\$mm)	Gas	Gas		stream	Ratio
U.S. and Europe Integrated	2 (500 501	,		Cup	(φπιπτ)	Ous	Out	1.00	Str Cum	10000
BG Group	BRGXF		23.59	1.22	98,000		25	48	26	0.95
Exxon Mobil Corporation	XOM	В	85.55	1.19	487,000	8	19	57	16	0.81
Royal Dutch Shell plc	RDS-A		71.45	1.28	286,000	3	21	58	18	0.75
Statoil ASA (33%)	STO		28.02	1.47	43,300		33	67	-	0.72
Chevron Corporation	CVX		110.00	1.11	243,000	3	10	77	9	0.67
BP plc	BP	_	46.72	1.56	234,000	3	10	64	23	0.66
Total S.A.	TOT	В	55.37	1.33	167,000		23	63	14	0.62
Total or Median	101	_	23.37	1.00	1,558,000		23	63	1.	0.72
Brazil/Russia/Australia/China	a				1,550,000			05		0.72
Woodside Petroleum Ltd.	WOPEY		37.61	1.25	38,000		67	33	_	0.86
CNOOC Limited (36%)	CEO		215.29	1.01	35,100		9	91	_	0.86
PetroChina Company Ltd (14%)		R	148.01	1.28	48,700		14	70	16	0.75
Petrobras	PBR			1.39	247,000		8	77	15	0.73
Gazprom (50%)	OGZPY		13.22	1.22	93,000		11	13	76	0.52
Lukoil Oil Company	LUKOY		63.65	1.04	53,800		- 11	72	28	0.43
Total or Median	Lenoi	Ъ	03.03	1.04	516,000			71	20	0.64
U.S. Independent					210,000			,,		0.07
Anadarko Petroleum Corp.	APC		84.76	1.44	60,800	33		64	3	0.99
EOG Resources, Inc.	EOG	R	113.73	1.19	34,300	31	4	65	-	0.96
Chesapeake Energy Corp.	CHK		24.21	1.92	34,900	68		32	_	0.94
Southwestern Energy Company	SWN		33.01	1.12	13,000	100		32	_	0.84
Occidental Petroleum Corp.	OXY	В	98.44	1.09	86,800	8	1	82	9	0.83
ConocoPhillips	COP	В	77.31	1.43	145,000	12	11	59	18	0.75
Devon Energy Corporation	DVN		71.11	1.25	36,000	52	- 11	48	-	0.74
Marathon Oil Corporation	MRO		33.67	1.22	29,000	6	4	90	_	0.67
Total or Median	MICO		33.07	1.22	440,000	0	-	64		0.84
Canada					440,000			0.7		0.07
Cenovus Energy Inc.	CVE	B	36.99	1.26	35,300	11		82	7	0.81
Penn West Exploration	PWE		20.51	1.44	14,800	11		89	-	0.79
Imperial Oil Limited (30%)	IMO	R	45.39	1.16	13,500	3		86	11	0.76
EnCana Corporation	ECA			1.63	23,600	87		13		0.65
Suncor Energy	SU		33.50	1.03	67,400	2		87	11	0.58
Canadian Oil Sands Limited	COSWF			1.19	12,700			100	- 11	0.30
Total or Median	CODWI	CD	22.00	1.17	167,000			87		0.70
Composite					2,681,000	7	14	63	16	0.70



			Table 2					
	McDep	Laı	ge Cap	Energy	Stocks			
N	et Pres	ent `	Value ar	nd McD	ep Ratio			
					•			
			Price			Net		
			(US\$/sh)		Market	Present	Debt/	
	Symbol/R		12-Mar	Shares	Сар	Value	Present	$McDe_{I}$
B = Buy	CB (see b	elow)	2012	(mm)	(US\$mm)	(US\$/sh)	Value	Ratio
U.S. and Europe Integrated								
BG Group plc	BRGXF		23.59	3,415	80,600	25.00	0.17	0.95
Exxon Mobil Corporation	XOM	В	85.55	4,775	409,000	110.00	0.13	0.81
Royal Dutch Shell plc	RDS-A	В	71.45	3,121	223,000	102.00	0.17	0.75
Statoil ASA (33%)	STO	В	28.02	1,050	29,400	44.00	0.23	0.72
Chevron Corporation	CVX	В	110.00	1,987	219,000	170.00	0.07	0.67
BP plc	BP		46.72	3,203	150,000	84.00	0.24	0.66
Total S.A.	TOT	В	55.37	2,264	125,000	100.00	0.16	0.62
Total or Median				, -	1,236,000		0.17	0.72
Brazil/Russia/Australia/China					-,,,,,,,			
Woodside Petroleum Ltd.	WOPEY		37.61	797	30,000	45.00	0.17	0.86
CNOOC Limited (36%)	CEO		215.29	162	34,800	250.00	0.01	0.86
PetroChina Company Ltd (14%)	PTR	В	148.01	256	37,900	210.00	0.17	0.75
Petrobras	PBR	СВ	27.40	6,473	177,400	62.00	0.15	0.52
Gazprom (50%)	OGZPY	В	13.22	5,750	76,000	28.00	0.09	0.52
Lukoil Oil Company	LUKOY	В	63.65	809	51,500	150.00	0.02	0.43
Total or Median					408,000		0.12	0.64
U.S. Independent					700,000		0.12	0.0
Anadarko Petroleum Corp.	APC		84.76	498	42,200	86.00	0.30	0.99
EOG Resources, Inc.	EOG	В	113.73	254	28,800	120.00	0.15	0.96
Chesapeake Energy Corp.	CHK		24.21	753	18,200	27.00	0.45	0.94
Southwestern Energy Company	SWN		33.01	350	11,600	40.00	0.09	0.84
Occidental Petroleum Corp.	OXY	В	98.44	812	79,900	120.00	0.07	0.83
ConocoPhillips	COP	В	77.31	1,307	101,000	114.00	0.23	0.75
Devon Energy Corporation	DVN	В	71.11	405	28,800	102.00	0.15	0.74
Marathon Oil Corporation	MRO	В	33.67	707	23,800	54.00	0.12	0.67
Total or Median	IVIICO		33.07	707	334,300	51.00	0.15	0.84
Canada					221,200		0.13	0.01
Cenovus Energy Inc.	CVE	В	36.99	758	28,000	48.00	0.17	0.81
Penn West Exploration	PWE		20.51	471	10,200	30.00	0.24	0.79
Imperial Oil Limited (30%)	IMO	В	45.39	256	11,600	62.00	0.11	$0.7\epsilon$
EnCana Corporation	ECA	CB	19.63	739	14,500	37.00	0.11	0.76
Suncor Energy	SU	В	33.50	1,572	52,700	64.00	0.13	0.58
Canadian Oil Sands Limited	COSWF	CB	22.00	485	10,700	52.00	0.13	0.37
Total or Median	COSWI	СБ	22.00	+05	128,000	32.00	0.08	0.70
Total of Median					120,000		0.13	0.70
CB=Contrarian Buy, Stock Price ma	y in downt	rend c	ompared to	200-day a	verage.			
McDep Ratio = $\mathbf{M}$ arket $\mathbf{c}$ ap and $\mathbf{De}$								
Estimated present value presumes a						al gas. \$6 a r	nillion btu	



			Table 3					
Mo	Dep L	arg	e Cap E	Energy S	tocks			
	_		_	Dividend				
			Price	Adjustd				
			(US\$/sh)	Resrvs/	PV/	EV/		Dividena
	ymbol/Rat	- 0	12-Mar	Prod	Ebitda	Ebitda	P/E	NTM
B = Buy, C	B (see bel	ow)	2012	NTM	NTM	NTM	NTM	(%)
U.S. and Europe Integrated								
BG Group plc	BRGXF		23.59	17.0	8.9	8.5	15	1.0
Exxon Mobil Corporation	XOM	В	85.55	12.8	7.1	5.7	9	2.2
Royal Dutch Shell plc	RDS-A	В	71.45	9.2	6.5	4.9	8	4.8
BP plc	BP		46.72	11.1	7.0	4.6	6	3.6
Statoil ASA (33%)	STO	В	28.02	6.5	5.9	4.3	8	4.0
Total S.A.	TOT	В	55.37	10.2	6.7	4.2	7	5.4
Chevron Corporation	CVX	В	110.00	8.8	6.2	4.1	8	2.9
Median				10.2	6.7	4.6	8	3.6
Brazil/Russia/Australia/China								
Woodside Petroleum Ltd.	WOPEY		37.61	15.2	8.0	6.9	10	2.9
Petrobras	PBR	CB	27.40	13.2	9.1	4.8	7	3.7
PetroChina Company Ltd (14%)	PTR	В	148.01	13.2	5.9	4.5	8	3.7
CNOOC Limited (36%)	CEO		215.29	6.9	4.8	4.1	7	3.0
Gazprom (50%)	OGZPY	В	13.22	30.2	5.7	3.0	4	4.3
Lukoil Oil Company	LUKOY	В	63.65	16.6	5.3	2.3	4	3.2
Median				14.2	5.8	4.3	7	3.4
U.S. Independent								
Southwestern Energy Company	SWN		33.01	7.1	14.6	12.3	21	-
Chesapeake Energy Corp.	CHK		24.21	9.4	8.2	7.8	8	1.4
Anadarko Petroleum Corp.	APC		84.76	8.7	6.9	6.8	22	0.4
Devon Energy Corporation	DVN	В	71.11	10.5	7.9	5.8	11	1.1
EOG Resources, Inc.	EOG	В	113.73	9.4	5.8	5.5	16	0.6
ConocoPhillips	COP	В	77.31	12.3	6.8	5.1	9	3.4
Occidental Petroleum Corp.	OXY	В	98.44	11.0	6.0	5.0	9	2.2
Marathon Oil Corporation	MRO	В	33.67	10.7	5.4	3.6	7	2.0
Median				10.0	6.8	5.7	10	1.3
Canada								
EnCana Corporation	ECA	CB	19.63	13.9	14.4	9.3	58	4.1
Cenovus Energy Inc.	CVE	В	36.99	23.3	10.4	8.4	23	2.4
Imperial Oil Limited (30%)	IMO	В	45.39	42.4	10.3	7.8	10	1.1
Penn West Exploration	PWE		20.51	9.1	8.9	7.1	13	5.3
Canadian Oil Sands Limited	COSWF	CB	22.00	27.5	10.6	4.9	7	5.5
Suncor Energy	SU	В	33.50	23.2	8.1	4.7	8	1.3
Median				23.2	10.4	7.5	12	3.2
CB=Contrarian Buy, Stock Price may be	in downtre	end c	omnared to	200-day ay	erage.			
EV = Enterprise Value = Market Cap and			-			eciation		
and amortization; NTM = Next Twelve M								
Earnings; PV = Present Value of oil and				713,1/E – S	SOUR FILE L	0		

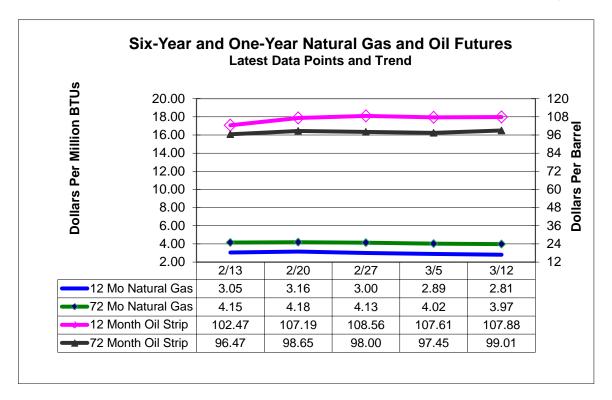


		Index of Re	ecent Research
Stock	Ideas		
<u>Date</u>	<u>Symbol</u>	<u>Subject</u>	<u>Theme</u>
9-Mar	BRY, DNR, WLL,	FRHLF, LGCY	Vote for Oil (Income and Small Cap Weekly)
6-Mar	IMO	Imperial Oil	Kearl Startup Late This Year (Meter Reader)
2-Mar	DMLP	Dorchester Minerals, L.P.	Fourth Quarter Production Up 42% (Income and Small Cap Wk
28-Feb	COP	ConocoPhillips	Shale Oil Growth with Alaska Upside (Meter Reader)
24-Feb	BIREF	Birchcliff Energy	Reserves Up 37% in 2011 (Income and Small Cap Weekly)
20-Feb	OGZPY	Gazprom	Dividend Double Expected (Meter Reader)
17-Feb	XEC	Cimarex Energy	Permian Payoff (ISCW)
13-Feb	TOT	Total	Sharpening Competitive Edge (Meter Reader)
7-Feb	CVX	Chevron	Oil Price Trend Improving (Meter Reader)
3-Feb	CRT	Cross Timbers Royalty Trust	Firm Oil Balances Soft Natural Gas (ISCW)
2-Feb	COSWF	Canadian Oil Sands Limited	Possible Year of High Volume Ahead
31-Jan	OXY	Occidental Petroleum	Delivering U.S. Oil Results (Meter Reader)
27-Jan	PETD	PDC Energy	Raise NPV to \$40 from \$36 on Reserves and Production (ISCV
24-Jan	SU	Suncor Energy	Oil as a Political Weapon against Canada (Meter Reader)
20-Jan	ERF	Enerplus Corporation	Timlier on Equity Offering Discount (ISCW)
17-Jan	MRO	Marathon Oil	Oil Resources and Shale Growth (Meter Reader)
10-Jan	PTR	PetroChina	A Bit More Free Market Capitalism (Meter Reader)
6-Jan	RRC	Range Resources	Rediscovers Mississippian Oil (Income and Small Cap Weekly)
3-Jan	DVN, TOT, CHK	Devon Energy, Total S.A.	Shale Deals (Meter Reader)
	LUKOY, OGZPY	Lukoil, Gazprom	Oil and Gas Undervalued in Russian Stocks (Meter Reader)
23-Nov		Whiting Petroleum	North Dakota Shale Oil (Income and Small Cap Weekly)
22-Nov		Exxon Mobil	Stash Your Cash in ExxonMobil Stock (Meter Reader)
	CVE, IMO, SU, CO		Buy Canadian Oil on U.S. Presidential Disappointment (MR)
	DVN, EOG, OXY,		U.S. Independent Shale Buys (Meter Reader)
4-Nov	NDRO	Enduro Royalty Trust	New Bottom Line Cash Payer (Income and Small Cap Weekly)
1-Nov	RDS	Royal Dutch Shell plc	Raise NPV to \$102 from \$96 on Reappearing Luster (MR)
	ECA, PBR	Encana, Petrobras	Most Out-of-Favor Buys (Meter Reader)
	APC, BP	Anadarko Petroleum, BP plc	Settle Oil Spill Dispute (Meter Reader)
3-Oct	STO	Statoil	Giant North Sea Oil Discovery (Meter Reader)
3-001			click on Stock Ideas, click on stock by name.
	101 historical res	earen by stock, go to medep.com,	click on <u>Stock ideas</u> , click on stock by halife.
Meter	Reader		
6-Mar	IMO	Imperial Oil	Kearl Startup Late This Year
28-Feb	-	ConocoPhillips	Shale Oil Growth with Alaska Upside
	OGZPY	Gazprom	Dividend Double Expected
14-Feb	TOT	Total	Sharpening Competitive Edge
14 100		ns, go to mcdep.com, click on Me	
	Tor carrer carrer	ins, go to <u>interepresim</u> , erren en <u>erre</u>	
Income	and Small Cap	Weekly	
9-Mar	BRY, DNR, WLL,		Vote for Oil
2-Mar	DMLP	Dorchester Minerals, L.P.	Fourth Quarter Production Up 42%
	BIREF	Birchcliff Energy	Reserves Up 37% in 2011
	XEC	Cimarex Energy	Permian Payoff
. 100		ns, go to mcdep.com, click on Ene	
	2 of Carlot Cartio	, g to <u>medepison</u> , ener on <u>Ene</u>	
Industr	ry Ideas		
	*	oil and Cas in Car-4-	Sinones Dide for Daylight Engage
10-Oct	China Buys More C	Oil and Gas in Canada	Sinopec Bids for Daylight Energy



# DEP Meter Reader

A Weekly Analysis of Large Cap Oil and Gas Stocks March 13, 2012



**Disclaimer:** This analysis was prepared by Kurt Wulff, Manager of McDep LLC. The firm used sources and data believed to be reliable, but makes no representation as to their accuracy or completeness. This analysis is intended for informational purposes and is not a solicitation to buy or sell a security. Past performance is no guarantee of future results.

McDep or its employees may take positions in stocks the firm covers for research purposes. No trades in a subject stock shall be made within a week before or after a change in recommendation.

**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.

Research Methodology/Ratings Description: McDep LLC is an independent research originator focused on oil and gas stocks exclusively. The firm applies the forty years of experience of its analyst to estimate a present value of the oil and gas resources and other businesses of covered companies. That value is compared with a company's stock market capitalization and debt. Stocks with low market cap and debt relative to present value tend to outperform stocks with high market cap and debt relative to present value. Buy recommendations are expected to deliver a total return better than 7% per year above inflation. Hold recommendations assume the attributes of the underlying business are reflected in the current price of the stock. Sell recommendations are expected to deliver a total return less than inflation.