

Rating: Buy S&P 500: 1384 Intraday

# **Exxon Mobil Corporation Global Energy Leader**

| Symbol   | XOM     | Ebitda Next Twelve Months ending 12/31/08 (US\$mm) | 83,900 |  |  |  |  |
|--|---------|--|--------|--|--|--|--|
| Rating   | Buy     | North American Natural Gas/Ebitda (%)              |        |  |  |  |  |
| Price (\$/sh)  | 85.99   | Natural Gas and Oil Production/Ebitda (%)          | 69     |  |  |  |  |
| Pricing Date   | 2/1/08  | Adjusted Reserves/Production NTM                   | 12.0   |  |  |  |  |
| Shares (mm)  | 5454    | EV/Ebitda  | 5.9    |  |  |  |  |
| Market Capitalization (\$mm)   | 469,000 | PV/Ebitda  | 7.0    |  |  |  |  |
| Debt (\$mm)  | 27,000  | Undeveloped Reserves (%)                           | 38     |  |  |  |  |
| Enterprise Value (EV) (\$mm)   | 496,000 | Natural Gas and Oil Ebitda (\$/boe)                | 39.00  |  |  |  |  |
| Present Value (PV) (\$mm)  | 583,000 | Present Value Proven Reserves(\$/boe)              | 18.30  |  |  |  |  |
| Net Present Value (\$/share)   | 102     | Present Value Proven Reserves(\$/mcfe)             | 3.10   |  |  |  |  |
| Debt/Present Value   | 0.05    | Earnings Next Twelve Months (US\$/sh)              | 8.21   |  |  |  |  |
| McDep Ratio - EV/PV  | 0.85    | Price/Earnings Next Twelve Months                  | 10     |  |  |  |  |
| Dividend Yield (%/year)  | 1.6     | Indicated Annual Dividend (US\$/sh)                | 1.40   |  |  |  |  |
| Note: Estimated cash flow and earnings tied to one-year futures prices for oil and natural gas.                    |         |  |        |  |  |  |  |
| Reported results may vary widely from estimates. Estimated present value per share revised only infrequently.      |         |  |        |  |  |  |  |
| Estimated present value presumes a long-term price for oil of US\$80 a barrel and natural gas, \$11 a million 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 **Exxon Mobil Corporation (XOM)** offers unlevered appreciation potential of 18% to estimated net present value (NPV) of \$102 a share. Fourth quarter results reported today met expectations at a high level of unlevered cash flow (Ebitda) while the more volatile downstream (Other) also met expectations (see table <u>Next Twelve Months Operating and Financial Estimates</u>). On December 18 we increased NPV from \$92 a share prompted by an increase in long-term oil price for calculating present value to \$80 from \$66 a barrel. NPV is at a modest premium to that supported by projected cash flow capitalized at unlevered multiples (PV/Ebitda) related to reserve life (Adjusted R/P) (see table <u>Functional Cash Flow and Present Value</u>). Oil price is in an uptrend with the current quote for the average of futures for the next six-years of \$88 a barrel is above the 40-week average of \$76 (see chart Six-Year Commodity Price Meter).

Kurt H. Wulff, CFA

### McDep LLC Independent Stock Idea

February 1, 2008

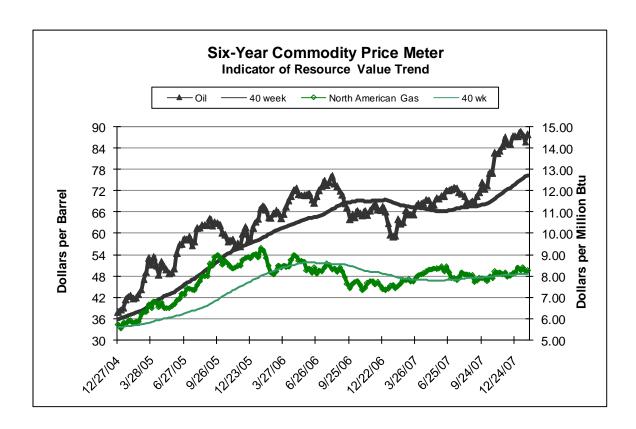


|   | Exxon Mobil Corporation    |          |          |            |             |             |          |         |          |          |  |
|---|----------------------------|----------|----------|------------|-------------|-------------|----------|---------|----------|----------|--|
|   |                            | Next     | Twelve M | onths Oper | ating and F | inancial Es | stimates |         |          |          |  |
| L |                            |          |          |            |             |             |          |         |          | Next     |  |
| L |                            | 0.4      |          |            |             | 0.17        | 0.2.77   | 0.27    | 0.45     | Twelve   |  |
|   |                            | Q4       | Q3       | Q4         | Year        | Q1E         | Q2E      | Q3E     | Q4E      | Months   |  |
| L |                            | 12/31/06 | 9/30/07  | 12/31/07   | 2007        | 3/31/08     | 6/30/08  | 9/30/08 | 12/31/08 | 12/31/08 |  |
| V | olume                      |          |          |            |             |             |          |         |          |          |  |
|   | Natural Gas (mmcfd)        |          |          |            |             |             |          |         |          |          |  |
|   | North America              | 2,406    | 2,171    | 2,122      | 2,226       | 2,122       | 2,122    | 2,122   | 2,122    | 2,128    |  |
|   | Overseas                   | 6,895    | 6,131    | 8,292      | 7,161       | 7,828       | 6,400    | 6,131   | 8,292    | 7,183    |  |
|   | Total                      | 9,301    | 8,302    | 10,414     | 9,387       | 9,950       | 8,522    | 8,253   | 10,414   | 9,310    |  |
|   | Oil (mbd)                  | 2,678    | 2,536    | 2,517      | 2,616       | 2,517       | 2,517    | 2,517   | 2,517    | 2,517    |  |
|   | Total gas & oil (mbd)      | 4,228    | 3,920    | 4,253      | 4,181       | 4,175       | 3,937    | 3,893   | 4,253    | 4,065    |  |
| P | rice                       |          |          |            |             |             |          |         |          |          |  |
|   | Natural gas (\$/mcf)       |          |          |            |             |             |          |         |          |          |  |
|   | Henry Hub (\$/mmbtu)       | 6.57     | 6.16     | 6.97       | 6.87        | 7.76        | 8.07     | 8.28    | 8.63     | 8.18     |  |
|   | U.S.                       | 6.22     | 5.79     | 6.38       | 6.46        | 7.10        | 7.39     | 7.57    | 7.89     | 7.49     |  |
| L | International              | 7.28     | 6.16     | 8.19       | 6.84        | 6.60        | 6.00     | 6.16    | 8.19     | 6.83     |  |
| L | Total                      | 7.01     | 6.06     | 7.82       | 6.75        | 6.71        | 6.35     | 6.52    | 8.13     | 6.98     |  |
|   | Oil (\$/bbl)               |          |          |            |             |             |          |         |          |          |  |
|   | WTI Cushing                | 59.99    | 75.48    | 90.67      | 72.28       | 91.62       | 90.56    | 89.92   | 89.34    | 90.36    |  |
|   | Worldwide                  | 55.59    | 71.45    | 85.04      | 68.78       | 85.93       | 84.93    | 84.34   | 83.79    | 84.75    |  |
|   | Total gas & oil (\$/bbl)   | 50.62    | 59.07    | 69.49      | 58.19       | 67.78       | 68.03    | 68.36   | 69.50    | 68.43    |  |
|   | NY Harbor 3-2-1 (\$/bbl)   | 7.54     | 12.64    | 8.19       | 14.37       | 9.18        | 14.37    | 13.89   | 9.82     | 11.81    |  |
| R | Revenue (\$mm)             |          |          |            |             |             |          |         |          |          |  |
|   | Natural Gas                |          |          |            |             |             |          |         |          |          |  |
|   | U.S.                       | 1,377    | 1,156    | 1,246      | 5,250       | 1,370       | 1,426    | 1,478   | 1,541    | 5,815    |  |
|   | International              | 4,618    | 3,475    | 6,248      | 17,867      | 4,701       | 3,494    | 3,475   | 6,248    | 17,918   |  |
|   | Total                      | 5,995    | 4,631    | 7,493      | 23,117      | 6,072       | 4,921    | 4,953   | 7,789    | 23,734   |  |
|   | Oil                        | 13,696   | 16,670   | 19,693     | 65,677      | 19,682      | 19,454   | 19,529  | 19,403   | 78,069   |  |
|   | Other                      | 70,337   | 81,036   | 89,456     | 315,758     | 89,456      | 89,456   | 89,456  | 89,456   | 357,822  |  |
|   | Total                      | 90,028   | 102,337  | 116,642    | 404,552     | 115,210     | 113,830  | 113,938 | 116,648  | 459,625  |  |
| F | Expense                    |          |          |            |             |             |          |         |          |          |  |
|   | Production                 | 6,828    | 9,220    | 11,814     | 38,124      | 11,074      | 10,481   | 10,527  | 11,693   | 43,775   |  |
|   | Other                      | 64,317   | 75,056   | 83,204     | 289,926     | 83,632      | 81,679   | 83,475  | 83,204   | 331,990  |  |
| F | Cbitda (\$mm)              |          |          |            |             |             |          |         |          |          |  |
|   | Exploration and Production | 12,863   | 12,081   | 15,373     | 50,670      | 14,680      | 13,894   | 13,955  | 15,500   | 58,028   |  |
|   | Other                      | 6,020    | 5,981    | 6,251      | 25,832      | 5,824       | 7,776    | 5,981   | 6,251    | 25,832   |  |
| Г | Total Ebitda               | 18,884   | 18,062   | 21,624     | 76,503      | 20,504      | 21,670   | 19,935  | 21,751   | 83,860   |  |
|   | Exploration                | 379      | 351      | 520        | 1,489       | 520         | 520      | 520     | 520      | 2,080    |  |
|   | Deprec., Deplet., & Amort. | 3,282    | 3,159    | 3,159      | 12,254      | 3,159       | 3,159    | 3,159   | 3,159    | 12,636   |  |
|   | Other non cash             |          |          |            | -           | -           | -        |         | -        | -        |  |
| F | bit                        | 15,223   | 14,552   | 17,945     | 62,760      | 16,825      | 17,991   | 16,256  | 18,072   | 69,144   |  |
| Г | Interest                   | 101      | 73       | 73         | 345         | 73          | 73       | 73      | 73       | 292      |  |
| F | Ebt                        | 15,122   | 14,479   | 17,872     | 62,415      | 16,752      | 17,918   | 16,183  | 17,999   | 68,852   |  |
|   | Income Tax                 | 5,293    | 5,068    | 6,255      | 21,845      | 5,863       | 6,271    | 5,664   | 6,300    | 24,098   |  |
| N | let Income (\$mm)          |          |          | ·          | ,           |             |          |         |          |          |  |
| T | Exploration and Production | 6,220    | 6,299    | 8,204      |             |             |          |         |          |          |  |
| T | Other                      | 3,202    | 3,203    | 3,379      |             |             |          |         |          |          |  |
| T | Unallocated                | 407      | (91)     | 34         |             |             |          |         |          |          |  |
| T | Total                      | 9,829    | 9,411    | 11,617     | 40,570      | 10,889      | 11,647   | 10,519  | 11,699   | 44,754   |  |
| S | hares (millions)           | 5,816    | 5,536    | 5,454      | 5,573       | 5,454       | 5,454    | 5,454   | 5,454    | 5,454    |  |
| Ĕ | Per share (\$)             | 1.69     | 1.70     | 2.13       | 7.28        | 2.00        | 2.14     | 1.93    | 2.15     | 8.21     |  |
| H | Ebitda Margin (E&P)        | 65%      | 57%      | 57%        | 57%         | 57%         | 57%      | 57%     | 57%      | 57%      |  |
| H | Tax Rate                   | 35%      | 35%      | 35%        | 35%         | 35%         | 35%      | 35%     | 35%      | 35%      |  |

### McDep LLC Independent Stock Idea February 1, 2008



| Exxon Mobil Corporation                         |               |              |                |              |         |  |  |  |  |
|---|---------------|--------------|----------------|--------------|---------|--|--|--|--|
| Functional Cash Flow and Present Value          |               |              |                |              |         |  |  |  |  |
|   |               |              |                |              |         |  |  |  |  |
|   | NTM           | Adjusted     | PV/            | Present      |         |  |  |  |  |
|   | <u>Ebitda</u> | <u>R/P</u>   | <u>Ebitda</u>  | <u>Value</u> |         |  |  |  |  |
|   |               |              |                |              |         |  |  |  |  |
| North American Natural Gas                      | 3,310         | 14.2         | 11.5           | 38,000       | 7%      |  |  |  |  |
| Rest of World Natural Gas                       | 10,210        | 16.3         | 7.8            | 80,000       | 14%     |  |  |  |  |
| Oil   | 44,500        | 9.6          | 7.8            | 345,000      | 59%     |  |  |  |  |
| Downstream                                      | 25,830        |              | 4.6            | 120,000      | 21%     |  |  |  |  |
|   | 83,850        | 12.0         | 7.0            | 583,000      | 100%    |  |  |  |  |
| Debt  |               |              |                |              | 27,000  |  |  |  |  |
| Net Present Value (\$mm)                        |               |              |                |              | 556,000 |  |  |  |  |
| Shares  |               |              |                |              | 5,454   |  |  |  |  |
| Net Present Value - Standard Estimate (US\$/sh) |               |              |                |              |         |  |  |  |  |
| NPV Approximation by Cash Flow Multip           | ple Depending | on Reserve I | Life (US\$/sh) |              | 90      |  |  |  |  |



# McDep LLC Independent Stock Idea

February 1, 2008



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