

## Oil and Gas Exploration and Production Earnings

The revenue, cost, and earnings data are shown both on a total dollar and unit basis, and are inclusive of non-consolidated and Syncrude tar sands operations. They are not directly comparable to the data on page F33 of ExxonMobil's 1999 Annual Report, which due to SEC reporting requirements, treat Syncrude as a mining operation. The data displayed here provide a more complete summary of ExxonMobil's exploration and production operations.

	Total Revenues/Costs, Including Non-Consolidated Interests and Tar Sands						Revenues and Costs per Unit of Sales or Production <sup>(3)</sup>				
	United States	Canada	Europe	Asia-Pacific	Other	Total	United States	Canada	Outside North America	Worldwide	
<b>1999</b>	<i>(millions of dollars)</i>						<i>(dollars per unit of sales)</i>				
Revenue <sup>(1)</sup>											
Crude oil and NGL	3,932	1,745	3,881	2,020	2,801	14,379	14.76	15.22	16.30	15.72	
Natural gas	2,345	401	3,820	1,390	116	8,072	2.24	1.61	2.16	2.15	
Other	64	2	33	0	0	99					
	<i>(dollars per barrel of net oil-equivalent production)</i>										
Total revenue	6,341	2,148	7,734	3,410	2,917	22,550	14.38	13.73	14.82	14.59	
Less costs:											
Production costs											
excluding taxes	1,660	676	1,710	566	644	5,256	3.77	4.32	3.08	3.40	
Depreciation and depletion	1,451	520	2,107	678	568	5,324	3.28	3.33	3.53	3.45	
Exploration expenses	232	93	307	144	499	1,275	.53	.59	1.00	.82	
Taxes other than income	445	35	576	288	265	1,609	1.00	.22	1.19	1.04	
Related income tax	893	311	1,206	521	798	3,729	2.03	1.99	2.66	2.41	
Results of producing activities	1,660	513	1,828	1,213	143	5,357	3.77	3.28	3.36	3.47	
Other earnings <sup>(2)</sup>	182	(64)	473	6	(68)	529	.41	(.41)	.43	.34	
<b>Total earnings</b>	<b>1,842</b>	<b>449</b>	<b>2,301</b>	<b>1,219</b>	<b>75</b>	<b>5,886</b>	<b>4.18</b>	<b>2.87</b>	<b>3.79</b>	<b>3.81</b>	

(1) Other revenue includes carbon dioxide, helium, and sulfur.

(2) Includes earnings related to transportation operations, LNG operations, sale of third-party purchases, technical services agreements, other non-operating activities, and adjustments for minority interests.

(3) The per unit data is divided into two separate sections: (a) revenue per unit of sales from ExxonMobil's own production and (b) operating costs and earnings per unit of net oil-equivalent production. Units for crude oil and NGL are barrels, while units for natural gas are thousands of cubic feet. The volumes of crude oil and natural gas liquids production and net natural gas production available for sale used in this calculation are shown on pages 48 and 49 of this document. The volumes of natural gas were converted to oil-equivalent barrels based on a conversion factor of 6,000 cubic feet per barrel.