

OIL AND GAS EXPLORATION AND PRODUCTION EARNINGS

[illegible]

Production costs excluding taxes	3,275	2,612	3,011	2,215	1,628	462	13,203	10.67	20.07	6.17	8.14
Depreciation and depletion	3,507	1,015	2,719	2,580	1,596	219	11,636	11.43	7.80	6.00	7.17
Exploration expenses	287	464	413	587	362	56	2,169	0.94	3.57	1.20	1.34
Taxes other than income	1,220	86	2,997	1,742	5,142	204	11,391	3.96	0.67	8.49	7.02
Related income tax	2,093	715	5,543	6,068	9,147	262	23,828	6.82	5.49	17.73	14.68
Results of producing activities	3,901	2,158	3,610	4,330	9,233	616	23,848	12.71	16.58	15.00	14.69
Other earnings ⁽²⁾	379	(538)	216	96	(120)	(15)	18	1.23	(4.13)	0.15	0.02
Total earnings, excluding power and coal	4,280	1,620	3,826	4,426	9,113	601	23,866	13.94	12.45	15.15	14.71
Power and coal	(8)	—	—	—	239	—	231				
Total earnings	4,272	1,620	3,826	4,426	9,352	601	24,097				

2009	<i>(millions of dollars)</i>						<i>(dollars per unit of sales)</i>				
Revenue											
Liquids	7,573	5,135	7,739	14,868	12,941	1,311	49,567	54.02	51.88	58.53	57.04
Natural gas	1,442	748	9,080	12	4,237	341	15,860	3.10	3.19	5.09	4.69

(dollars per barrel of net oil-equivalent production)

Total revenue	9,015	5,883	16,819	14,880	17,178	1,652	65,427	41.41	43.02	46.74	45.58
Less costs:											
Production costs excluding taxes	2,736	2,428	2,923	2,027	1,498	386	11,998	12.57	17.75	6.32	8.36
Depreciation and depletion	1,833	948	2,246	2,293	1,182	195	8,697	8.42	6.93	5.47	6.06
Exploration expenses	220	339	387	662	393	33	2,034	1.01	2.48	1.36	1.42
Taxes other than income	767	78	2,826	1,343	3,111	252	8,377	3.52	0.57	6.97	5.83
Related income tax	1,127	597	5,179	4,667	5,943	237	17,750	5.18	4.37	14.83	12.37
Results of producing activities	2,332	1,493	3,258	3,888	5,051	549	16,571	10.71	10.92	11.79	11.54
Other earnings ⁽²⁾	565	(605)	325	81	(86)	36	316	2.60	(4.43)	0.33	0.22
Total earnings, excluding power and coal	2,897	888	3,583	3,969	4,965	585	16,887	13.31	6.49	12.12	11.76
Power and coal	(4)	—	—	—	224	—	220				
Total earnings	2,893	888	3,583	3,969	5,189	585	17,107				

2008	<i>(millions of dollars)</i>						<i>(dollars per unit of sales)</i>				
Revenue											
Liquids	11,788	8,540	13,910	20,606	20,288	2,111	77,243	87.95	81.43	91.66	89.84
Natural gas	3,296	1,834	15,230	39	7,005	389	27,793	7.23	7.82	8.59	8.35

(dollars per barrel of net oil-equivalent
production)

Total revenue	15,084	10,374	29,140	20,645	27,293	2,500	105,036	71.73	71.23	73.74	73.19
Less costs:											
Production costs excluding taxes	2,675	2,625	3,051	1,603	1,392	332	11,678	12.72	18.03	5.91	8.14
Depreciation and depletion	1,427	1,043	2,662	2,471	1,231	179	9,013	6.79	7.16	6.06	6.28
Exploration expenses	189	251	183	439	292	109	1,463	0.90	1.72	0.95	1.02
Taxes other than income	2,021	81	4,248	1,815	5,457	665	14,287	9.61	0.55	11.29	9.95
Related income tax	3,191	1,813	11,979	8,119	10,691	399	36,192	15.17	12.45	28.90	25.22
Results of producing activities	5,581	4,561	7,017	6,198	8,230	816	32,403	26.54	31.32	20.63	22.58
Other earnings ⁽²⁾	687	(997)	2,860	212	(45)	29	2,746	3.27	(6.85)	2.83	1.91
Total earnings, excluding power Power and coal	6,268 (25)	3,564 —	9,877 —	6,410 —	8,185 278	845 —	35,149 253	29.81	24.47	23.46	24.49
Total earnings	6,243	3,564	9,877	6,410	8,463	845	35,402				

2007

(millions of dollars)

(dollars per unit of sales)

Revenue											
Liquids	8,997	6,569	11,986	17,834	15,878	1,752	63,016	62.86	55.27	69.32	66.58
Natural gas	3,176	1,704	9,911	21	4,763	400	19,975	5.93	5.77	5.82	5.83

(dollars per barrel of net oil-equivalent
production)

Total revenue	12,173	8,273	21,897	17,855	20,641	2,152	82,991	52.42	49.40	55.55	54.40
Less costs:											
Production costs excluding taxes	2,275	2,206	3,243	1,180	1,163	266	10,333	9.80	13.17	5.20	6.77
Depreciation and depletion	1,493	1,256	2,657	2,101	1,229	172	8,908	6.43	7.50	5.47	5.85
Exploration expenses	282	273	170	470	205	102	1,502	1.21	1.63	0.84	0.98
Taxes other than income	1,347	126	2,528	1,599	3,561	570	9,731	5.80	0.75	7.33	6.38
Related income tax	2,429	1,190	8,190	7,263	8,140	331	27,543	10.46	7.11	21.25	18.05
Results of producing activities	4,347	3,222	5,109	5,242	6,343	711	24,974	18.72	19.24	15.46	16.37
Other earnings ⁽²⁾	609	(504)	944	277	(13)	(1)	1,312	2.62	(3.01)	1.07	0.86
Total earnings, excluding power and coal	4,956	2,718	6,053	5,519	6,330	710	26,286	21.34	16.23	16.53	17.23
Power and coal	(86)	—	—	—	297	—	211				
Total earnings	4,870	2,718	6,053	5,519	6,627	710	26,497				

(1) The per-unit data are divided into two 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 natural gas liquids 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 42 and 43 of ExxonMobil's 2011 Financial and Operating Review. The volumes of natural gas were converted to oil-equivalent barrels based on a conversion factor of 6 thousand cubic feet per barrel.

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