

FINANCIAL HIGHLIGHTS

(billions of dollars, unless noted)

	2006	2005	2004	2003	2002
Sales and other operating revenue ⁽¹⁾	365,467	358,955	291,252	237,054	200,949
Net income	29,500	36,130	25,330	21,510	11,460
Cash flow from operations and asset sales ⁽²⁾	52,366	54,174	43,305	30,788	24,061
Capital and exploration expenditures ⁽³⁾	19,855	17,699	14,885	15,525	13,955
Cash dividends to ExxonMobil shareholders	7,628	7,185	6,890	6,515	6,217
Common stock purchases (gross)	29,558	18,221	9,251	5,881	4,798
Research and development costs	733	712	649	618	631
Cash and cash equivalents at year end ⁽⁴⁾	28,244	26,671	18,631	10,626	7,229
Total assets at year end	219,815	208,335	195,256	174,278	152,644
Total debt at year end	8,347	7,091	8,290	9,545	10,748
Shareholders' equity at year end	113,844	111,186	101,756	89,915	74,597
Average capital employed ⁽⁵⁾	122,373	116,961	107,339	96,373	88,342
Share price at year end (dollars)	79.83	68.17	61.26	41.00	34.94
Market valuation at year end	438,990	344,491	328,128	289,394	234,101
Regular employees at year end (thousands)	82.1	83.7	85.9	88.3	92.5

KEY FINANCIAL RATIOS

	2006	2005	2004	2003	2002
Net income per common share (dollars)	6.68	5.76	3.91	3.24	1.69
Net income per common share — assuming dilution (dollars)	6.62	5.71	3.89	3.23	1.68
Return on average capital employed ⁽⁶⁾ (percent)	32.2	31.3	23.8	20.9	13.5
Net income to average shareholders' equity (percent)	25.1	33.9	26.4	26.2	15.5
Debt to capital ⁽⁷⁾ (percent)	6.6	6.5	7.3	9.3	12.2
Net debt to capital ⁽⁸⁾ (percent)	(20.4)	(22.0)	(10.7)	(1.2)	4.4
Current assets to current liabilities	1.58	1.58	1.40	1.20	1.15
Fixed charge coverage (times)	46.3	50.2	36.1	30.8	13.8

(1) Sales and other operating revenue includes value-based taxes of \$30,381 million for 2006, \$20,742 million for 2005, \$27,262 million for 2004, \$23,855 million for 2003, and \$22,063 million for 2002.

(2) Sales and other operating revenue includes \$16,810 million for 2006, \$19,289 million for 2004, \$20,839 million for 2005, and \$18,190 million for 2002 for purchases/sales contracts with the same counterparty. Associated costs were included in Crude oil and product purchases. Effective January 1, 2006, these purchases/sales were recorded on a net basis with no resulting impact on net income.

(3) See frequently used terms on pages 44 and 45.

(4) Excluding restricted cash of \$4,804 million in 2006, 2005, and 2004.

(5) Debt includes short- and long-term debt. Capital includes short- and long-term debt, shareholders' equity, and minority interests.

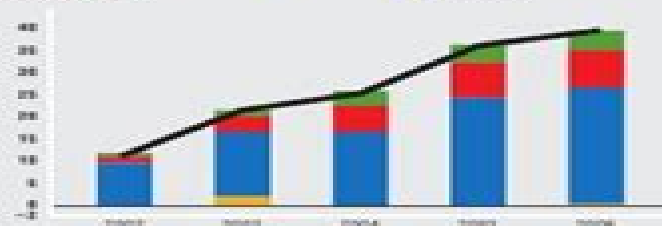
(6) Debt not of cash, excluding restricted cash. The ratio of net debt to capital including restricted cash is (28.3) percent for 2006.

RECORD EARNINGS IN 2006

Functional Earnings and Net Income

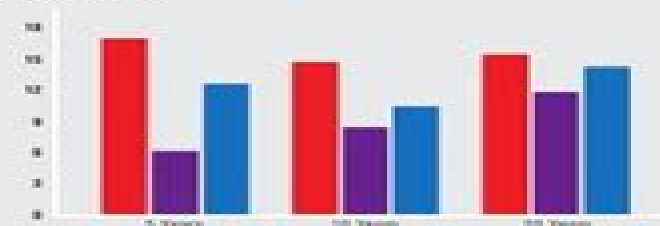
Upstream Downstream Chemical Corporate and Financing Net Income

(billions of dollars)

TOTAL SHAREHOLDER RETURNS⁽¹⁾

ExxonMobil S&P 500 Integrated Oil Competitor Data⁽²⁾

(percent per year)



(1) Total return to shareholders is the change in the stock price over a given period plus the value of the dividends, with dividend reinvestment, divided by the stock price at the beginning of the measurement period.

(2) Royal Dutch/Shell, BP, and Chevron values are calculated on a consistent basis with ExxonMobil, based on public information.

Exxon Mobil 20annual Report

**Bruno S. Sergi,Elena G. Popkova,Anna
A. Ostrovskaya,Alexander A.
Chursin,Yulia V. Ragulina**

Exxon Mobil 20annual Report:

Dynamics of Corporate America & Innovation Matthias I. Chijioke, 2016-11-04 The Dynamics of Corporate America and Innovation provides a concise and comprehensive review of business types and ownerships emphasizes strategies to sustain business operations describes the place of technology in business evaluates innovation management in corporate America and describes the significance of the global supply chain This text compliments many years of academic research work This book serves as a resource for business professionals college students managers organizational leaders professors and educators alike Recent changes in corporate America the revolving door syndrome and the urge of technocrats are redefining business and management Chapter 1 introduces the dynamics of corporate America and addresses the nature of the business structure Chapter 2 presents elements of business ownership in corporate America Chapter 3 introduces the nature of innovation Chapter 4 introduces global supply chain Chapter 5 introduces elements of information technology and Information Systems Chapter 6 presents business and strategic management in corporate America while Chapter 7 presents the summary or conclusion The glossary section helps to explain some of the business jargon used in the chapters of the book The aim was to make it a straightforward and easy read *Reputation Risk and Globalisation* Terry O'Callaghan, 2016-10-28 Recently multinational corporations have begun to reinvent themselves as socially responsible actors largely in response to anti corporate activist pressure The author argues that a concern with corporate reputation is leading to an ideational shift in corporate behaviour in essence it is disciplining their behaviour This innovative exploration of the idea of a self regulating corporation in an era of globalisation first examines the link between corporate reputation corporate behaviour and self regulation and then goes on to compare and contrast various studies of multinational corporations that have sought to self regulate Terry O Callaghan includes a multifaceted critique of anti corporate activists This acknowledges both the dangers that multinational corporations pose to communities and that anti corporate activists are the first group to understand the potential risk of targeted campaigns to corporate reputations He also illustrates his points using three case studies of companies that have attempted to self regulate Royal Dutch Shell the Toyota Motor Corporation and Interface Inc Undergraduate and postgraduate students of international business management and business ethics will be interested in the essential topics covered in this book Academics and practitioners alike will appreciate its accessible lessons about reputational capital and holding multinational corporations accountable **Annual Report** American Institute of Physics, 2007 **Marketing responsable** Ramiro Restrepo González, 2018-10-01 Este libro ofrece al lector una visión del marketing desde la perspectiva del desarrollo sostenible En ese sentido propone una doble mirada En primer lugar una mirada crítica frente a las prácticas del marketing tradicional que no solo han ido a contracorriente de los más elementales principios de la sostenibilidad sino que han modelado una sociedad de consumo plagada de exceso distorsiones vicios desperdicios y contaminación una sociedad enferma por decir lo menos En segundo lugar una mirada propositiva a partir de

de infinidad de iniciativas y casos que están configurando unas renovadas filosofía y práctica del marketing en el contexto global esta vez basadas en los principios del desarrollo sostenible De esta manera este libro es una invitación a cambiar nuestra visión del desarrollo expresada en ese motor de las sociedades conformado por la producción la distribución y el intercambio de bienes y servicios

Wind Power Politics and Policy Scott Victor Valentine, 2014-10-30 The wind power development policy community faces a conundrum On the one hand as the most commercially viable form of utility scale renewable energy the wind power industry has experienced in excess of ten fold growth in total installed capacity over the past decade On the other hand installed wind power capacity still accounts for less than 2% of global electricity generation capacity despite the prevalence of studies indicating that in certain situations wind power can be a cheaper form of electricity than most fossil fuel alternatives Accordingly the most puzzling aspect of wind power development policy can be summed up in the following manner given the global imperative to facilitate an expedient transition away from CO2 intensive energy technologies and the commercial viability of wind power what is stopping the wind power industry from capturing higher market shares around the world In *Wind Power Politics and Policy* Scott Valentine examines this question from two angles First it presents an analysis of social technical economic and political STEP barriers which research shows tends to stymie wind power development Case studies which examine phlegmatic wind power development in Japan Taiwan Australia and Canada are presented in order to demonstrate to the reader how these barriers manifest themselves in practice Second the book presents an analysis of STEP catalysts which have been linked to successful growth of wind power capacity in select nations Four more case studies that examine the successful development of wind power in Denmark Germany the USA and China are put forth as practical examples of how supportive factors conflate to produce conditions that are conducive to growth of wind power markets By examining its impediments and catalysts the book will provide policymakers with insight into the types of factors that must be effectively managed in order to maximize wind power development

The Nature of the Firm in the Oil Industry Basak Beyazay, 2015-10-16 Firm to firm relationships along with the overall structure of industry have changed markedly over the past decades Replacing the model of vertical integration with one of global business firms have started to outsource more by using a wider global network At the same time they have begun to increase their control and coordination along the value chain to remain competitive blurring the boundaries between companies Understanding the nature of the firm and its role in coordinating the supply chain will help firms to better define global competitive strategies The challenges that lie ahead for global business render obsolete the traditional model of procuring each service without long term supply chain management Current trends suggest that in the future there will be even deeper supply chain integration in most industries *The Nature of the Firm in the Oil Industry* aims to facilitate the understanding of the firm via the analysis of the specific relationship between international oil companies which are among the world's biggest firms and which act as core system integrators and the oil services companies which help to find extract produce and distribute oil along the

petroleum industry supply chain This relationship serves as an example of deep integration by core system integrators and provides insights into the change in the nature of the firm in the era of modern globalization Aimed at researchers and academics The Nature of the Firm in the Oil Industry offers a thorough examination of this relationship in an effort to shed light on the nature of the firm both in the oil industry and in global business today It is a humble attempt to better understand the firm in a crucial industry

Allokation und Nutzung von erschöpfbaren Ressourcen Christoph Neumann, 2015-07-06 In der ökonomie erschöpfbarer Ressourcen liefert die Theorie nach Hotelling 1931 auch heute noch das Grundverständnis wie sich ein Markt mit einer erschöpfbaren Ressource entwickelt Jedoch existiert hinsichtlich der empirischen Fragestellung nach der Validierung der ressourcenökonomischen Standardtheorie kein Konsens Hindernisse bei der bisherigen methodischen Vorgehensweise tragen hierzu substantiell bei Ausgehend von dieser Problematik hat sich die vorliegende Arbeit das Ziel gesetzt mithilfe der experimentellen Wirtschaftsforschung eine Ergänzung zu den zahlreichen traditionell empirischen Untersuchungen sowie theoretischen Überlegungen zu liefern Das Design der durchgeführten Experimente basiert dabei auf einer Continuous Double Auction in der Käufer und Verkäufer auf einem Markt eine erschöpfbare Ressource handeln Es werden in den experimentellen Untersuchungen neben dem Basis Treatment drei weitere Treatments wie bspw die Einführung einer Backstop Technologie vorgestellt und ausgewertet Die Preis- und auch die Abbaupfade befinden sich weitestgehend im Einklang mit den theoretischen Voraussagen wobei der Markt eine effiziente Allokation der Ressourcen gewährleistet Neben den experimentellen Ergebnissen wird auch die tatsächliche Nutzung fossiler und damit erschöpfbarer Ressourcen analysiert Die Kombination aus einer komfortablen Ressourcenausstattung von fossilen Energierohstoffen in Verbindung mit einem kritischen Treibhausgasemissionsproblem führt dazu dass in ressourcenökonomischen Modellen eine Restriktion einer Emissionsobergrenze Berücksichtigung finden muss Weitere Themen wie beispielsweise die langfristige Preisentwicklung realer Ressourcenmärkte und verschiedene grüne Paradoxa werden diskutiert

The Business of Cannabis D. J. Summers, 2018-03-07 What happens when corporate culture takes over counterculture This book explores the contradictions present within the cannabis industry from a business and policy perspective Despite the unique culture surrounding cannabis this new industry follows the same economic principles as does any other agricultural product that is it would if the federal government allowed it to Four distinct challenges prevent the cannabis industry from becoming fully legal and federally regulated in the United States equivalent to the alcohol pharmaceutical or tobacco industries federal regulations counter to state laws an unfriendly financial system a U S attorney general bent on keeping the drug war running and Prohibition's 70 year old legacy of distrust between legalization advocates and opponents Policy however is changing Already the world's most heavily consumed illicit drug is in the midst of an international transformation Globally a new international trade market has emerged from efforts to legalize it for medical or recreational use and in the United States the nascent cannabis industry has acquired lobbyists well financed industry kingpins and

extensive ancillary industry and taxation The Business of Cannabis explores these issues in depth and contextualizes U S drug policy at a time when lawmakers across the nation are deciding which way to lean on the issue *Leadership Communication* E. Bruce Harrison, Judith Mühlberg, 2014-09-05 My graduate students like this book s real world focus on public relations as a strategic role in the C suite Ron Culp professional director Public Relations former Senior Vice President Chief Communication Officer Sears Leadership in Communication is a cogent bright easily readable definition of what corporate communicators do More than that it s an uncommonly careful look at how strategic communication defines drives and creates value for a commercial enterprise its employees its owners and those whom they serve James S O Rourke IV PhD Professor of Management Mendoza College of Business University of Notre Dame The quality of leadership in any organization business social military and government is enhanced or limited by the quality of its leadership communication The authors assert that leadership is given force by strategic communication that produces results required in competitive conditions For the professional in enterprise communication this brings into focus two questions What is the relevance of communication in the leadership process of reaching best achievable outcomes BAOs And how does the primary communication professional attain expert in uence and success in a leadership position This book provides insights and guidance on functioning at the highest levels of the corpo rate communications profession **West Virginia Law Review**, 2014 **Sustainability Performance and Reporting** Irene M. Herremans, 2020-06-19 This book provides a step by step approach for organizations to reap benefits from a more sustainable approach As organizations tackle global challenges the faces of our businesses and our economic system are changing to consider the interests of all stakeholders rather than just shareholders This book provides a step by step approach for organizations to reap benefits from a more sustainable approach It begins with a brief history of the concept of sustainability as it applies to both performance and reporting Implementing sustainability in an organization begins with the development of policies which are consistent with the expectations of its stakeholders An organization s active participation in multi stakeholder initiatives helps to align the policies with societal trends Once the policies are developed a management system is crucial to ensure congruence of policies with actual performance Then periodic reporting of performance based on well recognized standards aids stakeholders in assessing an organization s performance reporting also helps stakeholders to determine if performance aligns with their expectations Both internal and external assurances build stakeholder trust in the organization s performance and reporting Finally the book concludes with a reflection on key messages and potential future actions for continuous improvement By All Means Necessary Elizabeth Economy, Michael Levi, 2014-03 From two leading scholars in the field a comprehensive account of the Chinese economy s explosive growth over the past 25 years **Ecological Footprint of the Modern Economy and the Ways to Reduce It** Bruno S. Sergi, Elena G. Popkova, Anna A. Ostrovskaya, Alexander A. Chursin, Yulia V. Ragulina, 2024-02-26 This book is devoted to the systems rethinking of the role of the leading digital technologies and

circular innovations to reduce the environmental footprint of the modern economy The target audience of this book consists of scientists who explore environmental economics energy economics and sustainable development In this book they will find a consistent take on the impact of the economy on the environment from the perspective of a new scientific concept the environmental footprint of the economy described through the lens of the UN SDGs This book is also useful for public agencies of energy and environmental economics and environmentally responsible enterprises In this book they will find applied recommendations on improving the efficiency of the use of high technologies and responsible innovations to reduce the environmental footprint of the modern economy The book provides numerous real world examples case studies and recommendations on unlocking the environmental potential of high technologies Big Data Ubiquitous Computing UC Robotics Artificial Intelligence AI and the Internet of Things IoT and responsible innovations ESG investments environmental taxation green jobs which allow reaching net zero emission and building a carbon neutral circular economy The interest in this book is also attributable to the fact that it takes into account the specifics of developed and less developed countries The book puts more focus on the real life and case experience of Central Asia and the Eurasian Economic Union EAEU **The Future of Trade** David A. Gantz, Tony Payan, 2023-12-11 This critical book assesses the current trade policy challenges facing the US and offers a series of recommendations which if implemented have the potential to improve both US domestic trade policy and international foreign policy Focusing on the reform of the WTO the implementation of the United States Mexico Canada Agreement and the continuing rivalry between the US and China The Future of Trade crucially advances the ongoing dialogue between US governments and stakeholders **Mergent Corporate News Reports Monthly** ,2006

Innovación y Gobernanza para el desarrollo sustentable en México ,2025-04-08 Innovación y gobernanza para el desarrollo sustentable en México contribuye a los temas de la industria inteligente y tecnologías emergentes transformaciones sociales y sustentables En nuestra visión el desarrollo sustentable de las sociedades se basa de manera crucial en la evaluación y mejora de la interacción entre los recursos naturales sociales y técnicos El desafío del desarrollo sustentable sólo puede ser manejado por su coevolución productiva El presente libro busca investigar cómo dichos procesos pueden ser apoyados por enfoques de gobernanza basados en una comprensión más profunda de cómo y cuándo ocurren las innovaciones sustentables y pueden conducir a las llamadas transiciones En particular el libro se centra en la investigación fundamental y aplicada sobre la gobernanza la dinámica institucional y de gestión de los recursos naturales sociales y técnicos así como su interacción Dentro de esta complejidad nuestra investigación propone una relación estrecha con los Objetivos de Desarrollo Sostenible de la Agenda 2030 de las Naciones Unidas DOI <https://doi.org/10.52501/cc077> [A History of Technology and Environment](#) Edward Golding, 2016-12-08 This book provides an accessible overview of the ways that key areas of technology have impacted global ecosystems and natural communities It offers a new way of thinking about the overall origins of environmental problems Combining approaches drawn from environmental biology and the history of

science and technology it describes the motivations behind many technical advances and the settings in which they occurred before tracing their ultimate environmental impacts Four broad areas of human activity are described over harvesting of natural resources using the examples of hunting fishing and freshwater use farming population land use and migration discovery synthesis and use of manufactured chemicals and development of sources of artificial energy and the widespread pollution caused by power generation and energy use These innovations have been driven by various forces but in most cases new technologies have emerged out of fascinating psychologically rich human experiences This book provides an introduction to these complex developments and will be essential reading for students of science technology and society environmental history and the history of science and technology

The Climate Casino William Nordhaus,2013-10-22

Climate change is profoundly altering our world in ways that pose major risks to human societies and natural systems We have entered the Climate Casino and are rolling the global warming dice warns economist William Nordhaus But there is still time to turn around and walk back out of the casino and in this essential book the author explains how div DIVdivBringing together all the important issues surrounding the climate debate Nordhaus describes the science economics and politics involved and the steps necessary to reduce the perils of global warming Using language accessible to any concerned citizen and taking care to present different points of view fairly he discusses the problem from start to finish from the beginning where warming originates in our personal energy use to the end where societies employ regulations or taxes or subsidies to slow the emissions of gases responsible for climate change DIVdiv DIVdivNordhaus offers a new analysis of why earlier policies such as the Kyoto Protocol failed to slow carbon dioxide emissions how new approaches can succeed and which policy tools will most effectively reduce emissions In short he clarifies a defining problem of our times and lays out the next critical steps for slowing the trajectory of global warming DIV

Climate Justice and Non-State Actors Jeremy

Moss,Lachlan Umbers,2020-05-18 This book investigates the relationship between non state actors and climate justice from a philosophical perspective The climate justice literature remains largely focused upon the rights and duties of states Yet for decades states have failed to take adequate steps to address climate change This has led some to suggest that if severe climate change and its attendant harms are to be avoided non state actors are going to have to step into the breach This collection represents the first attempt to systematically examine the climate duties of the most significant non state actors corporations sub national political communities and individuals Targeted at academic philosophers working on climate justice this collection will also be of great interest to students and scholars of global justice applied ethics political philosophy and environmental humanities

Our Natural Resources at Risk United States. Congress. House. Committee on Natural Resources. Subcommittee on Insular Affairs, Oceans, and Wildlife,2010

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Table of Contents Exxon Mobil 20annual Report

1. Understanding the eBook Exxon Mobil 20annual Report
 - The Rise of Digital Reading Exxon Mobil 20annual Report
 - Advantages of eBooks Over Traditional Books
2. Identifying Exxon Mobil 20annual Report
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Exxon Mobil 20annual Report
 - User-Friendly Interface
4. Exploring eBook Recommendations from Exxon Mobil 20annual Report
 - Personalized Recommendations
 - Exxon Mobil 20annual Report User Reviews and Ratings
 - Exxon Mobil 20annual Report and Bestseller Lists
5. Accessing Exxon Mobil 20annual Report Free and Paid eBooks
 - Exxon Mobil 20annual Report Public Domain eBooks
 - Exxon Mobil 20annual Report eBook Subscription Services
 - Exxon Mobil 20annual Report Budget-Friendly Options

6. Navigating Exxon Mobil 20annual Report eBook Formats
 - ePub, PDF, MOBI, and More
 - Exxon Mobil 20annual Report Compatibility with Devices
 - Exxon Mobil 20annual Report Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Exxon Mobil 20annual Report
 - Highlighting and Note-Taking Exxon Mobil 20annual Report
 - Interactive Elements Exxon Mobil 20annual Report
8. Staying Engaged with Exxon Mobil 20annual Report
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Exxon Mobil 20annual Report
9. Balancing eBooks and Physical Books Exxon Mobil 20annual Report
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Exxon Mobil 20annual Report
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Exxon Mobil 20annual Report
 - Setting Reading Goals Exxon Mobil 20annual Report
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Exxon Mobil 20annual Report
 - Fact-Checking eBook Content of Exxon Mobil 20annual Report
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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