

Refined Product Markets

Trends and Impacts

Bruce March
Louisiana Center for Energy Studies
October 22, 2004

ExxonMobil

- Taking on the world's toughest energy challenges™

This presentation includes forward-looking statements. Actual future conditions (including economic conditions, energy demand, and energy supply) could differ materially due to changes in technology, the development of new supply sources, political events, demographic changes, and other factors discussed herein (and in Item 1 of ExxonMobil's latest report on Form 10-K). This material is not to be reproduced without the permission of Exxon Mobil Corporation.

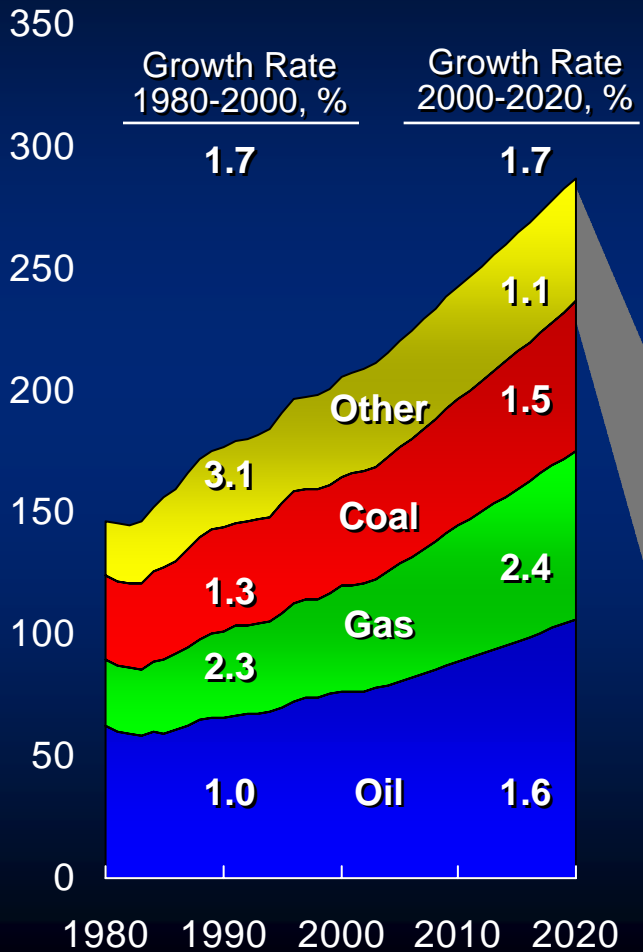
Global Energy Summary

- **Economic growth generates increased demand for energy**
- **Supporting demand growth requires accelerated efficiency plans**
- **Providing timely, adequate supplies is large-scale, long-term challenge**
- **Application of new technology is best way to meet challenges**
- **Diversity of energy mix is increasing**
- **Economic growth compromised if supply or demand challenges not met**

Oil & Gas Remain Primary Energy Sources

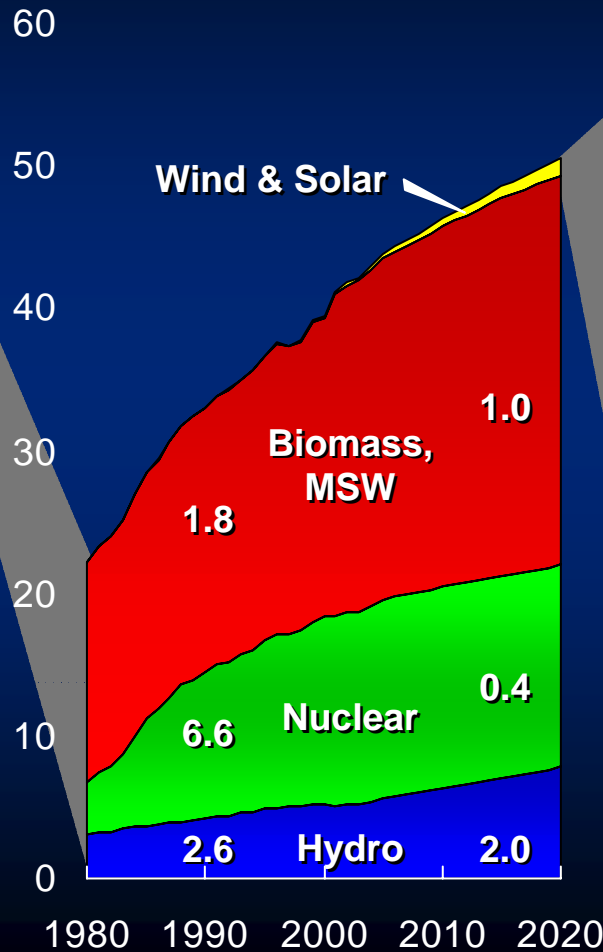
Total Energy

MBDOE



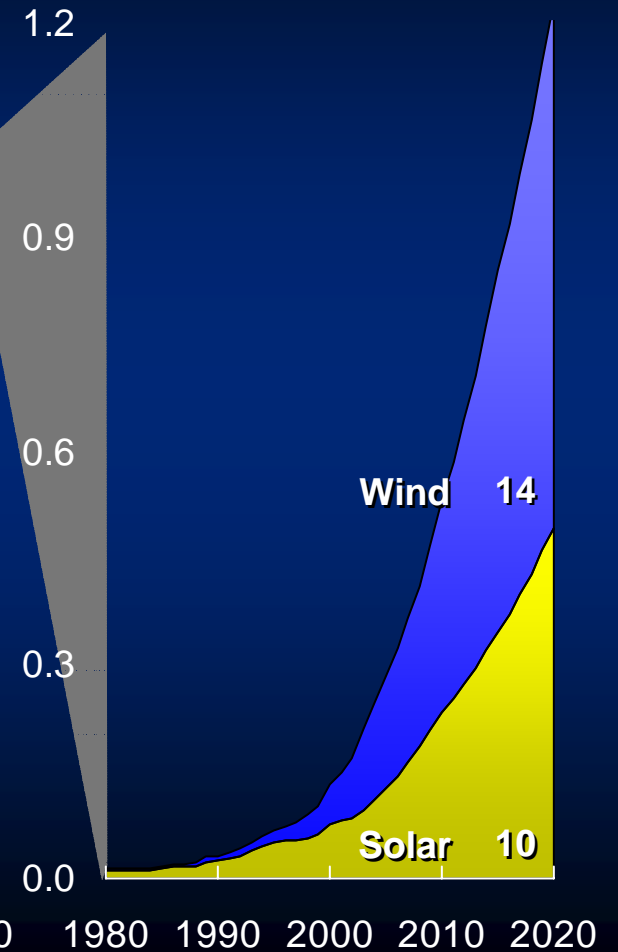
Other Energy

MBDOE



Wind & Solar

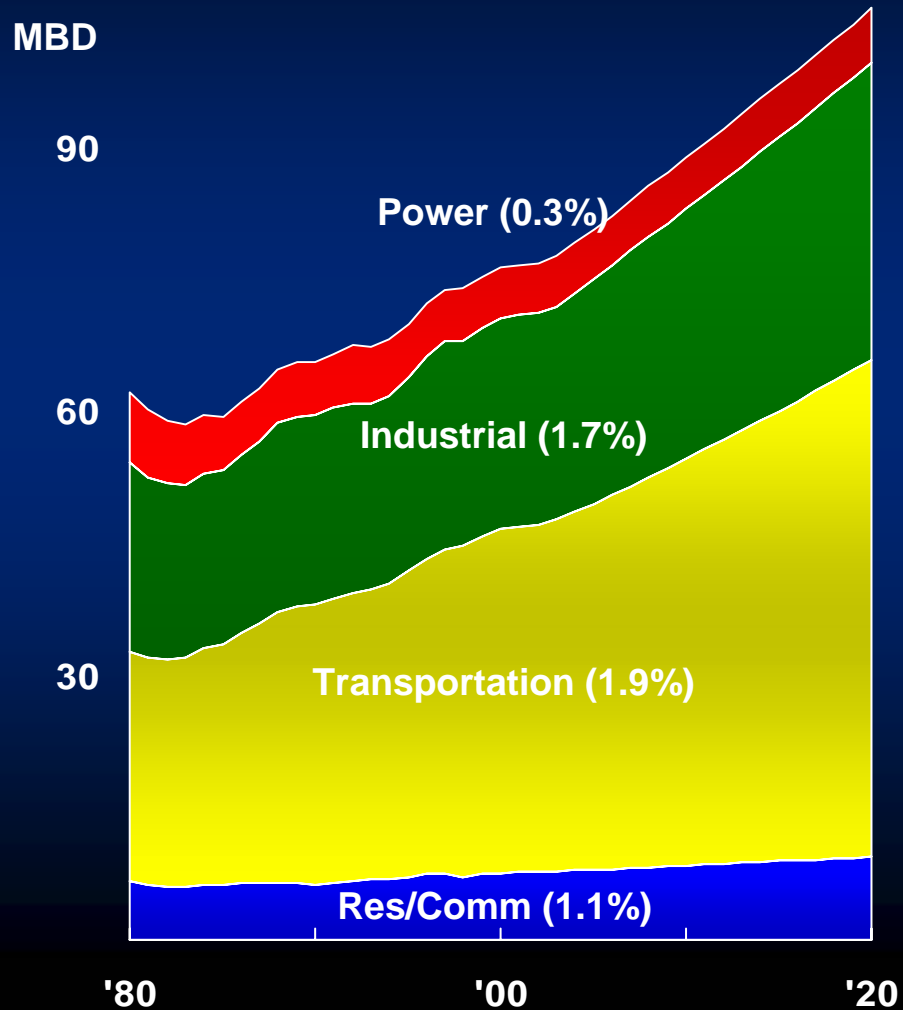
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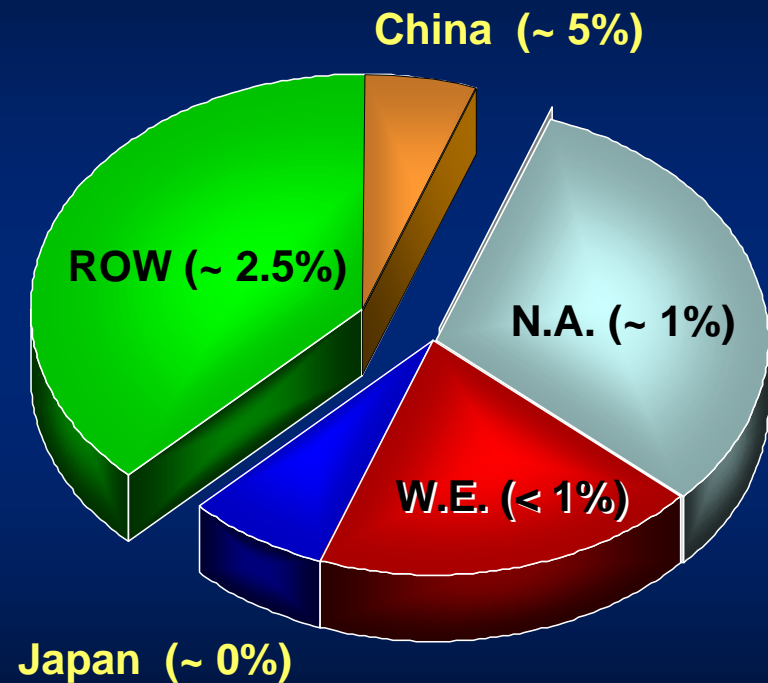
Oil Demand Growth Outlook

Sector Summary

(Growth Rate - %/yr)



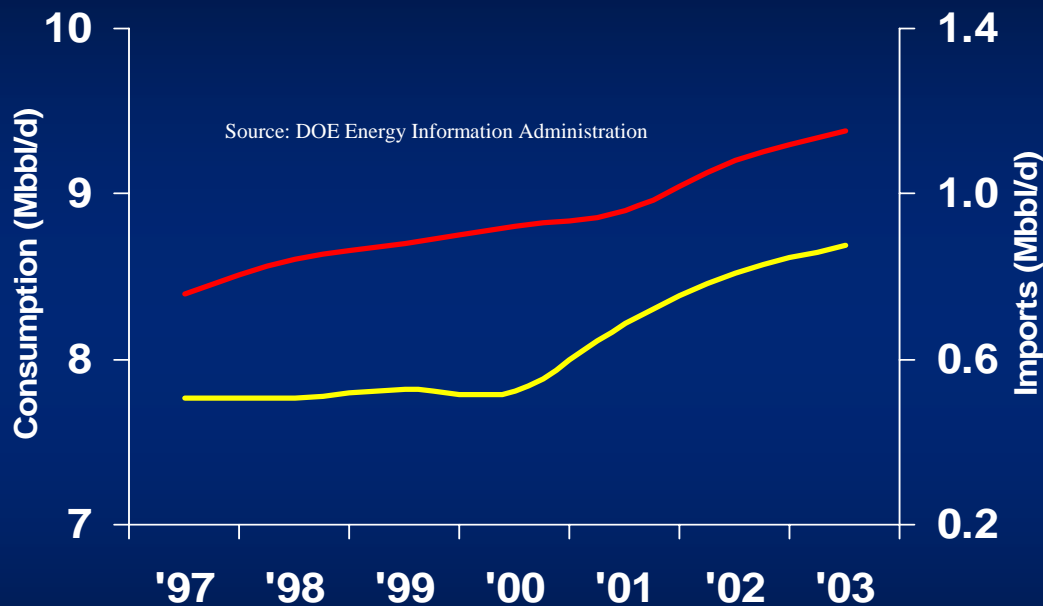
Region Summary / Growth



2003 Demand ('00-'20 Annual Growth)

U.S. Motor Gasoline Supply and Demand

US Motor Gasoline Supply



- Gasoline Demand Maintaining Steady Growth

- Increased Demand Partially Offset by Higher Import Rates

2000-2003 Motor Gasoline

- US Demand Increase -- 0.58 MB/D
- Imports Increase -- 0.35 MB/D

Investment focused on Environmental Improvements



Re-invest \$50-100M/year locally to stay competitive and meet regulatory requirements

Also investing in special, local projects like

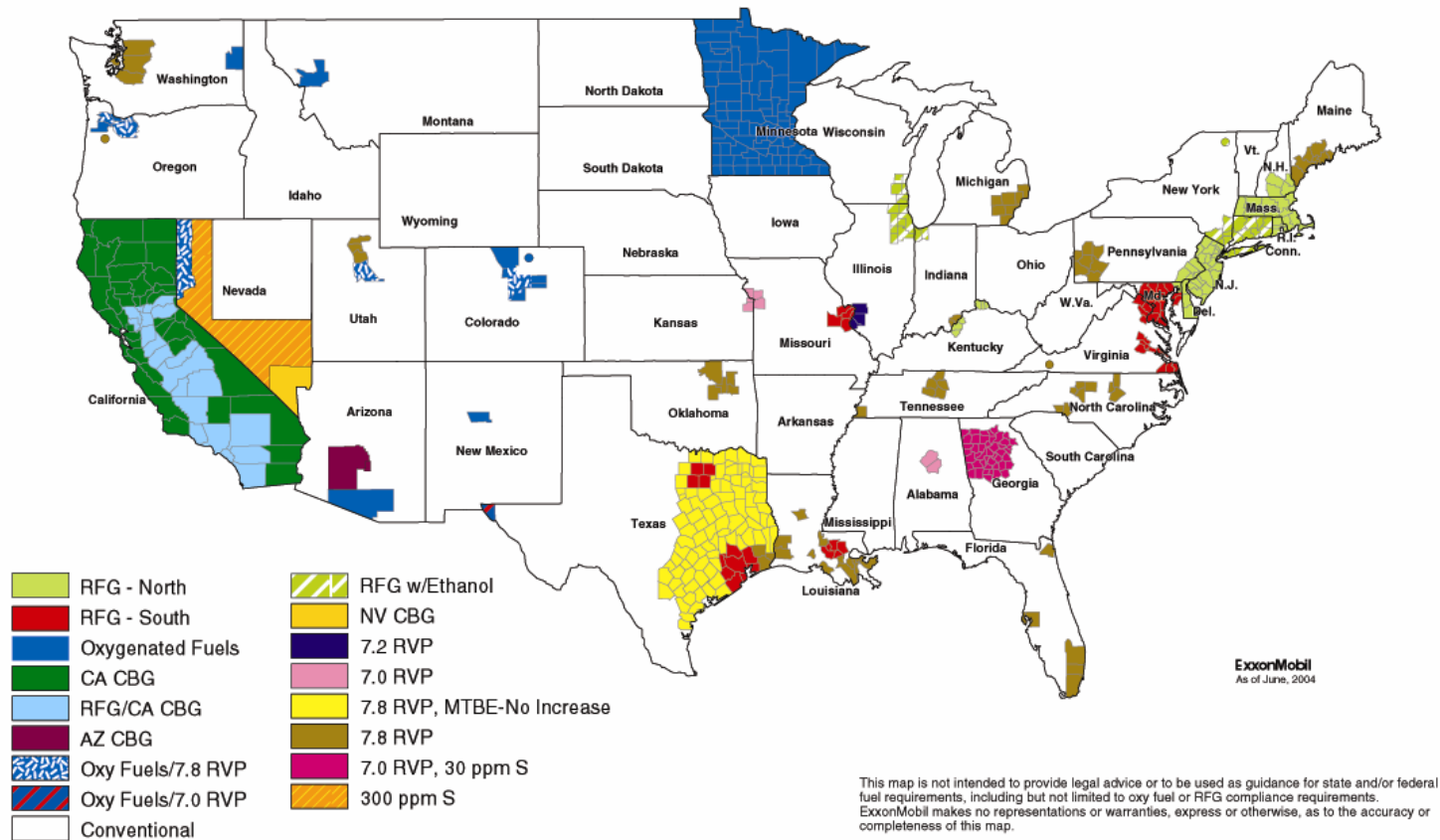
Low Sulfur Mogas,

Ultra-Low Sulfur Diesel and

Ultra-Low Sulfur Off-Road Diesel.

U.S. Gasoline Requirements

U.S. Gasoline Requirements





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Trends and Overview

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