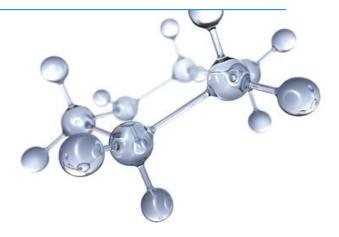
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Gas & Power Marketing

Alaska Resource Development Council Conference



Richard F. Guerrant, Vice President LNG

November 21, 2013

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 1A of ExxonMobil's latest report on Form 10-K or information set forth under "factors affecting future results" on the "investors" page of our website at www.exxonmobil.com). This material is not to be reproduced without the permission of Exxon Mobil Corporation.

LNG Industry



More complexities in marketing and handling LNG versus oil

360 LNG vs. 4000 oil ships; 87 LNG vs. thousands of crude terminals

LNG transportation is four times more expensive than oil

Significant liquidity in oil markets compared to LNG

Regional supply and demand drive gas prices; oil more global

Assurance of market outlet required to justify investment costs

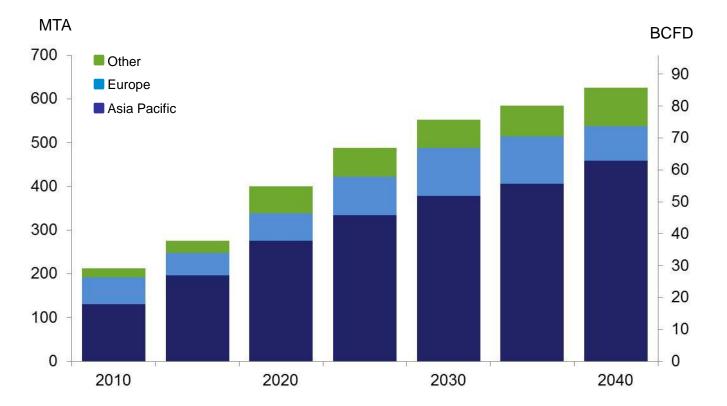






Global LNG Demand

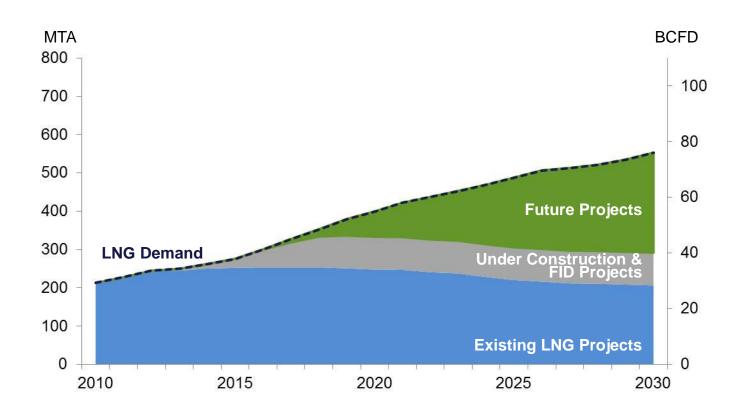




Global LNG demand expected to grow 5% per year through 2040

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Global LNG Supply Outlook

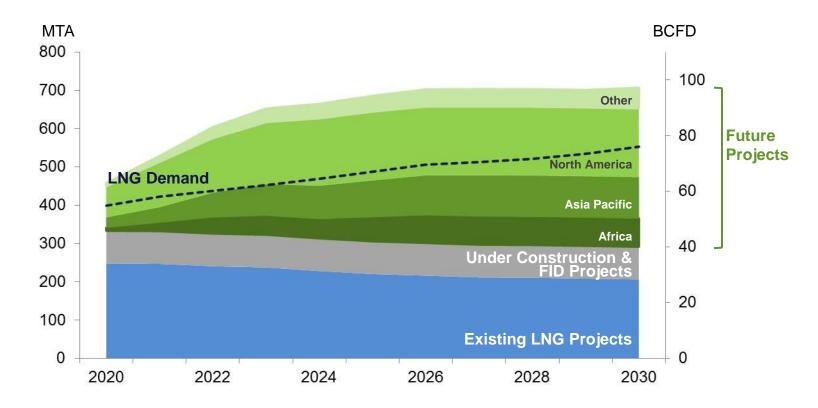


This growth will require significant additional new LNG supplies

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LNG Supply Competition

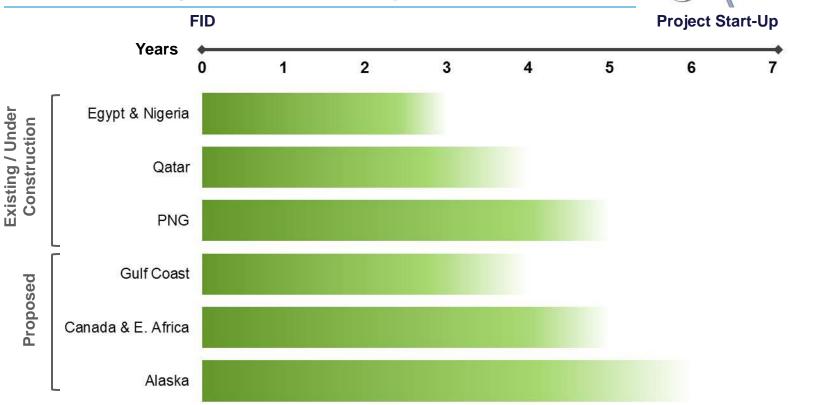




• Alaska LNG is in competition with other global LNG projects

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LNG Project Development



- Alaska LNG is technically challenged by virtue of remote arctic location
- Customers prefer to commit to sales with shorter construction timeframes

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Source: PFC Energy recently acquired by IHS / ExxonMobil Analysis

Alaska's Advantages



- Proximity to Asian markets
- High quality, known, conventional resource
- Alaska's experience as a natural resource player
- Strength and expertise of developers

- Actions required to progress the project
 - Agree on durable fiscal terms
 - Develop stable policies and regulation that supports commercial and financing obligations

LNG project provides significant economic benefits to Alaska

