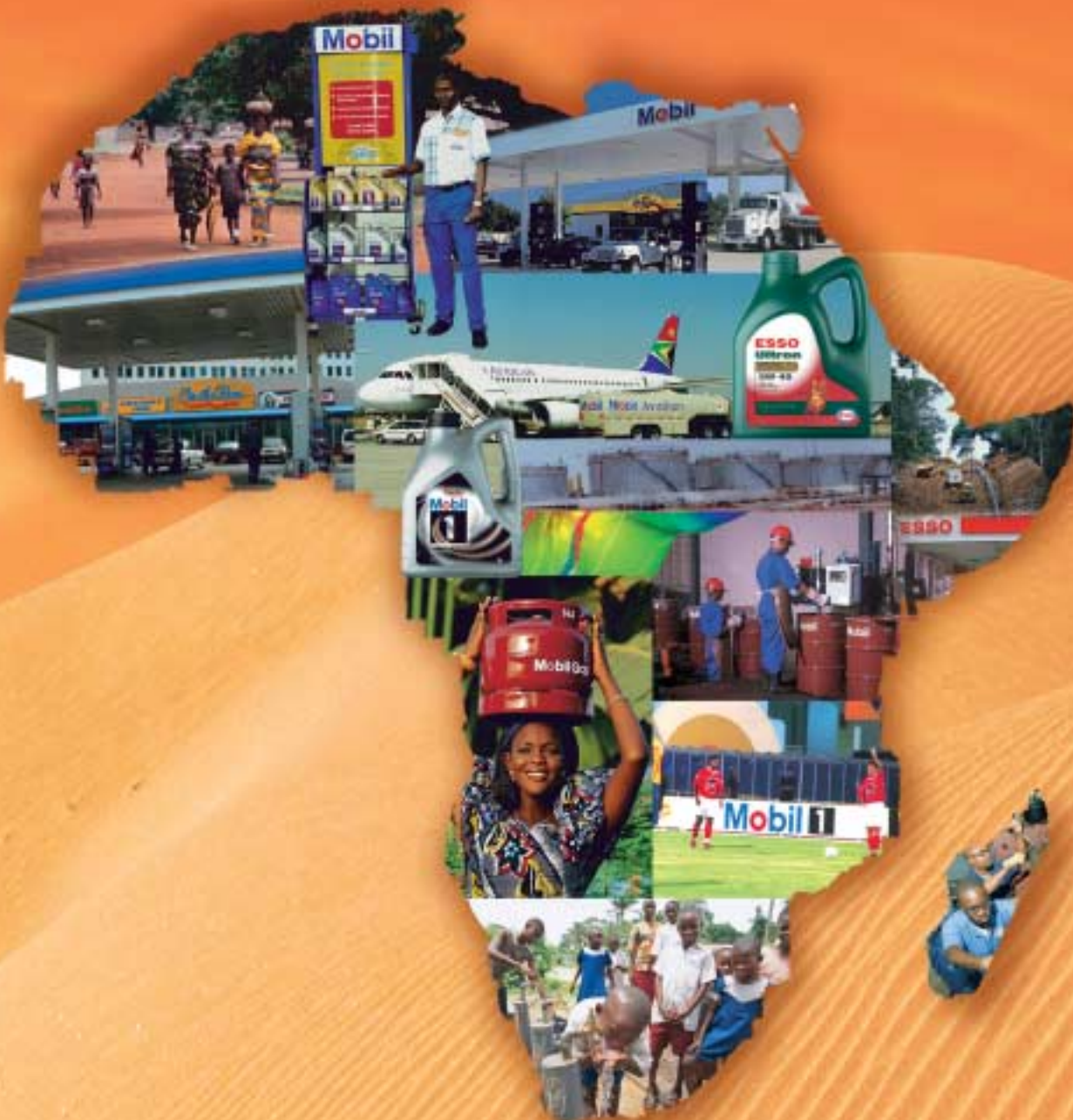


## ExxonMobil in Africa

Energy for growth





# Energy for growth

**Africa is immensely gifted: rich in talent and human resources, wide ranging in its beauty and diversity, and abundant in natural resources. These inherent strengths are unique, and taken together they offer Africa the chance to build a better future.**

Sustained economic growth is at the heart of this path and capturing the full benefit of Africa's resources is both a tremendous challenge and a major opportunity.

ExxonMobil has been present in Africa for over 100 years and

strongly believes in its future. We want to continue our partnership with Africa to help supply the energy needed for future growth and development. Our commitment is reflected in our business presence, with operations in most African countries, whether in exploration and production or

the sale of end products to industry and consumers.

With our oil and gas production output expected to triple in the next three years and many other projects to follow, we will continue to invest significantly in Africa.

## ExxonMobil

- Has been active in Africa for more than 100 years
- Is present in most African nations
- Has a network of almost 2,000 service stations
- Employs more than 5,000 people directly, and over 50,000 indirectly
- Produces oil both on land and offshore with output of one million barrels of oil per day - output is expected to triple by 2005
- Generates US \$1.5 billion in taxes on retail sales per year



## Safety and health: our primary concern

We are working constantly to drive injuries, illnesses and operational incidents to zero.

In Africa we are coming ever closer to achieving this goal, despite the problems faced by the naturally challenging environment. We are investing in solutions to these problems on different levels. For example, we contribute to basic research

fighting the causes of malaria, and distribute insecticide-treated bed nets to those most vulnerable.

Everything we do is done with safety in mind. Our main tool for achieving leading levels of performance is our Operations Integrity Management System, which provides a framework and gives specific guidance for

every operation in the company. But without management and employee commitment every day, we wouldn't be able to achieve our aim that "Nobody Gets Hurt."

We don't stop, however, with our own personnel. ExxonMobil expects our contractors to adhere to the same standards we set for ourselves.



# Exploration and production:

deeply rooted dedication

**As with any speculative venture, the quality of the investment opportunity is a function of the "risk/reward" equation. Today, ExxonMobil believes that the balance is firmly tipped in favor of Africa.**

ExxonMobil is one of the largest oil producers in Africa, currently concentrating production in five nations. Today, ExxonMobil participates in production of about one million barrels per day (gross) in Nigeria, Equatorial Guinea, Angola and Cameroon. Production in Chad is expected to start in 2003. We also have made discoveries in the Republic of Congo.

We are currently participating in oil and gas development projects with an estimated total cost of US \$30 billion.

Over the last five years, Africa has represented 25% of ExxonMobil resource additions worldwide, making it the single largest region of reserve additions for the company. We are also stepping up production, and by 2005 expect to increase daily production by two million barrels to just above three million (gross).

Major new production fields will come online between 2003 and 2006 including Chad (Doba block), Equatorial Guinea (Zafiro), Angola (Xikomba, Kizomba A, Kizomba B, Dalia) and Nigeria (Bonga, Erha and Yoho).



## Older fields, new oil

For many years Nigeria's Ubit field production was limited to 30,000 barrels of oil per day. Then in the mid 1990s, an ExxonMobil 3-D survey unlocked the field's true potential. Production was raised to 130,000 barrels per day with estimated proven reserves almost doubling to one billion oil-equivalent barrels. ExxonMobil has also launched the East Area Additional Oil Recovery Project that will reinject gas to greatly improve oil recovery from several older fields and eliminate routine gas flaring.

# Marketing and sales:

a network across the continent

**ExxonMobil is one of the leading fuel and lubricants retailers in Africa. Its average 20% market share makes it one of the established players in most markets where it is present.**

Today, ExxonMobil sells fuel in over 30 African nations through a network of almost 2,000 Esso or Mobil-branded service stations. Across the continent, our full-service stations deliver about 19 million liters of fuel to over one million customers each day.

Our lubricants division is a market leader in Africa supplying hundreds of lubricants products under the two master brands, Esso and Mobil, for passenger vehicles, trucks and industries

in almost every country. Mobil 1 – the world's leading synthetic motor oil - is our flagship brand, and will become the brand focus for all premium lube bay investments. ExxonMobil also has equity in 12 lubricant blending plants, and 60 distribution centers throughout Africa.



*Mobil 1 with SuperSyn™ is available throughout Africa.*



## On the Run

*On the Run* is a food court at retail stations that encourages "fast service and slow eating." ExxonMobil opened several pilot restaurants in 1997 working together with Innescor of Zimbabwe. Since then, a full alliance has been created to set up and run food courts all over Africa.



# Our presence in Africa:



## Chad-Cameroon

The largest ExxonMobil - operated oil development project in continental Africa is being constructed in Chad and Cameroon. The US \$3.5 billion project unlocking one billion barrels of oil in Chad, has raised the hope for significant economic growth in the country.

The project team consulted more than 250 international aid, health care, human rights and environmental groups in the eight years preceding development, and tens of thousands of people expressed their views in thousands of consultation meetings.

Over 35,000 Chadian and Cameroonian nationals have been employed during the development of the oil fields, and the construction

of the pipeline. The project has also led to the upgrading of the rail system, construction and improvement of 400 miles of road infrastructure and the installation and repair of many new bridges.








[www.exxonmobil.com/chad/chad\\_homepage.asp](http://www.exxonmobil.com/chad/chad_homepage.asp)

### Identifying the four main regions and the main ExxonMobil activities in each of these regions.

Exploration	Esso and / or Mobil branded service stations	Lubricants and specialties sales	Aviation fuels and lubricants
Oil and gas production	LPG sales	Chemical sales	Marine fuels and lubricants
Lubes blending plant	Employees		







active in over 30 countries

North Africa	
<b>Main Presence</b>	Egypt, Morocco, Tunisia
	Algeria
	4
	830
	Sales
	700
<b>Started</b>	Egypt, 1902








**Proud to be African.**  
ExxonMobil has been part of Africa for over 100 years. Operations started in Egypt in 1902.

East Africa	
<b>Main Presence</b>	Ethiopia, Kenya, Mauritius, Reunion
	1
	260
	Sales
	400
<b>Started</b>	Ethiopia, 1962



**Back to the class room.**  
Considerable time and effort is devoted to providing training for our staff.

Southern Africa	
<b>Main Presence</b>	Mozambique, South Africa, Zambia, Zimbabwe
	1
	150
	Sales
	
	330
<b>Started</b>	Malawi, 1950

## ■ Zambia: Help us Help ■

Mobil Oil Zambia has launched a program to distribute insecticide-treated bed nets to pregnant mothers and children under five, the group most vulnerable to malaria.

The campaign not only aims to educate the population on the causes and danger of malaria, but also to raise

the understanding of how treated bed nets can prevent the spread of the disease.

The ExxonMobil Foundation has pledged to give funds, but the public will be able to help too. For every liter purchased, a percentage of the income will be donated to the cause.

help us   help





## Chemicals

ExxonMobil Chemical in Africa can supply a wide range of chemical products ranging from polyethylene to synthetic rubber. These products provide the raw materials for thousands of consumer items like shopping bags, greenhouse film, plastic

bottles, household containers, pipes and tires.

The Chemical division has sales offices in Egypt, Kenya, Morocco and South Africa, but our products are supplied throughout Africa.

## Aviation fuels and lubricants

ExxonMobil Aviation started in Tunisia in 1904 and has grown extensively since. We currently supply 6.2 million barrels of jet fuel per year, giving us an average market share of 25% at 57 airports located in 27 African countries. In aviation lubricants, ExxonMobil is a market leader

with 60% market share. In addition, we supply the international fuel requirements of a large number of African airlines through our network of over 700 airports worldwide.

Our most recent success in April 2003 has been the formation of

a new aviation fuels marketing company, called Exelem Aviation (Pty) Ltd, to sell jet fuel in Johannesburg, the largest airport in Africa. Exelem is a joint venture between ExxonMobil and Exel, a South African black empowered oil company.



## Marine fuels and lubricants

The Marine division of fuels and lubricants is by its very nature a global business, and it is one that ExxonMobil has been closely involved with for over

100 years. With coverage in over 60 African ports, ExxonMobil is the undisputed market leader with 40% market share. Our main customers are

not only with the large shipping lines, but also with the local fishing industries.

### Care on the road

Africa has some serious road accident statistics, with a fatality rate ranging from 50 to 100 times higher than in Europe.

ExxonMobil has rolled out a total road safety program that

aims to reduce fatalities and accidents to zero. Our program includes defensive driving courses for all drivers and full vehicle compliance with the corporation's world standards.

#### Drive safely.

*Each driver (employee and contractor) of an ExxonMobil vehicle must pass the internationally renowned 'Smith Defensive Driving Course.'*



# Responsible business

## Contributing to Africa

While Africa brings her valued resources to the table, so too does ExxonMobil strive to contribute. We want to help develop prosperous, stable communities and believe that good corporate citizenship and best business practices are among our most important exports. We also contribute through employment and training, by generating revenue for governments and by deploying our technology and capital to unlock the rich oil basins.



ExxonMobil also has a long tradition of working with the communities where we operate. We support numerous projects in partnership with local governments and aid organizations. They help provide electricity and water for villages, build schools,

improve health care services and assist in combating malaria. They also provide opportunities to small businesses and build local capacity. And they support infrastructure projects such as bridge construction, power generation and fresh water projects.

## Our Commitment to Responsible Business Practices

ExxonMobil is committed to running a business that is responsible as well as profitable. How we achieve results is as important as the results themselves.

We strongly believe that corporations have an important role to play in promoting respect for human rights. ExxonMobil condemns human rights abuses. We make it clear to all of our employees and contractors - as well as military forces that provide security to our operations - that human rights violations will not be tolerated. Our Standards of Business Conduct establish our approach and are consistent with the spirit and intent of the principles of the Universal Declaration of Human Rights insofar as they apply to private companies.

In all our business dealings, we

seek fairness and expect the highest ethical behavior. We will advocate the rule of law and be in full compliance with the law ourselves. ExxonMobil opposes corruption in any form. We are firmly committed to honest and ethical behavior.



## Lead in fuel phase-out

The World Health Organization, the World Bank and the United Nations Environment Program have made the phasing out of lead in fuel a high priority.

ExxonMobil has played a pivotal role securing the Dakar Declaration, and agreement to phase out leaded gasoline in Sub-Saharan Africa by 2005.

# People:

## and their potential

Wherever we operate, employment and advancement at ExxonMobil are based on a person's ability to perform. Wages are fair and competitive, and we strive to attract and retain superior performers. In Africa, we employ about 5,000 people (97% of whom are African) and another 8,900 contractors. This doesn't include the personnel at our service

stations, which provide income for more than 40,000 families.

The level of education of many of our employees is impressive. But regardless of the high level of training they start out with, ExxonMobil's objective is to provide continued growth and development opportunities through training activities and programs.

Over the last 10 years many of our managers have been promoted from within Africa. For example, in our retail operations two thirds of our senior managers are now African, up from around half five years ago. Our goal is to further increase these numbers within the next 10 years.



## REGIONAL OFFICES

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