

The Financial Analyst Experience

For your first two to three years, you're likely to work in the Treasurer's Department at ExxonMobil's corporate headquarters in Irving, Texas, a suburb of Dallas.

While there, you'll become integrated into the Treasurer's community, learning ExxonMobil's approach to finance and receiving ample opportunity to demonstrate your analytical skills. While at headquarters, you'll be encouraged to contribute insights and advice on financial policies, including issues outside your own responsibility. You'll also interact on a regular basis with senior financial management, including the treasurer of the Corporation.

Your skills will be challenged, typically through two or more assignments that will expose you to



different facets of the Treasurer's function. Some examples of analyst activities include:

In Affiliate Finance ...

- Interfacing directly with your Treasurer's colleagues in affiliates around the world, evaluating financing options for wholly owned affiliates and complex joint ventures in many locations, including frontier areas such as the Caspian region, Russia, China, and West Africa.

- Working with tax experts to reduce tax costs associated with the corporation's worldwide financing activities.

In Capital Markets and Planning....

- Monitoring global capital markets to identify, analyze, structure, and implement low-cost financing opportunities, including special purpose equity or debt issues.

- Identifying and structuring tax-exempt borrowing opportunities in the United States.

- Developing ExxonMobil's financial policies and developing strategies related to leverage, non-recourse financing and debt equivalents.

- Analyzing ExxonMobil's global financial performance and comparing our results and approach to those of our competitors.



In Benefits Finance and Investment ...

- Determining the optimal mix of stocks, bonds, and venture capital and other assets for the numerous pension funds worldwide that total more than \$18 billion in assets.

- Developing financing arrangements and cost-effective structures for approximately \$18 billion of other employee benefits, such as life insurance, 401(k) programs, and health care.

In Global Cash Management ...

- Developing strategy and policy for cash management, including banking, commercial paper operations, and foreign exchange transactions.

- Assisting with commercial paper borrowing to provide the principal source of global liquidity.

Moving Up ... and Out

You've gained knowledge. You've gained exposure. You've gained management recognition. Where does your career go next?

You'll likely move to an operating organization, such as ExxonMobil Upstream (exploration, development, production, and gas marketing segments of the business), ExxonMobil Downstream (refining, marketing segments), or ExxonMobil Chemical Company. Treasurer's groups in these organizations provide financial support to business units in affiliates around the world.

Future assignments - in the United States or abroad - will continue to broaden your experience and sharpen your skills in finance and management.



Since more than two-third of ExxonMobil's assets are outside the United States, your career may later take you to one or more diverse international treasury assignments, such as working in a petroleum production affiliate in the Middle East, Africa, or Asia, an integrated affiliate in Canada, a petro-chemical affiliate in Europe, or a fuels-marketing affiliate in Latin America.

Your assignment will balance your strengths and personal preferences with ExxonMobil's needs. Your job title may be treasurer, assistant treasurer, or some other title appropriate for a given location.

In order to further broaden your skill set, with the objective of developing well-rounded finance professionals with energy business expertise,



you may receive exposure in additional areas such as business analysis, Controller's and line operations.

Regardless of the specific assignment, location, or length of time you handle the position, we'll challenge you to rise to your highest career potential every single day.