**Overview: Annual Rates of Change and Key Company Risks**

**Report Headings**

1. **Name of Company and Ticker Symbol:** Exxon Mobil Corporation Common Stock (XOM)
2. **10-K Report:** <https://corporate.exxonmobil.com/-/media/Global/Files/investor-relations/annual-meeting-materials/annual-report-summaries/2018-Summary-Annual-Report.pdf>
3. **Company Website:** <https://corporate.exxonmobil.com/>
4. **Value Line's Per Share Financial Data:** <http://www3.valueline.com/dow30/f3226.pdf>
5. **Value Line's Annual Rates of Change:** See the Sample Value Line document to find the data. Format the data using the example below.

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| --- | --- | --- | --- |
| **Value Line Per Share Financial Data** | **2016** | **2017** | **2018** |
| **Average Annual Price/Earnings Ratio** | 15% | 30% | 25% |
| **Earnings per Share** | 4.88 | 4.63 | 1.88 |
| **Dividends per Share** | 5.6 | 2.7 | 3.5 |
| **Cash Flow per Share** | --20,108 | --18,500 | --17,300 |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Value Line Annual Rates of Change** | **Last 10**  **Years** | **Last 5**  **years** | **Next 5**  **Years** |  |
| **Annual Rate of Change in Sales** | 5% | 4% | 4.5% |  |
| **Annual Rate of Change in Earnings** | 25% | 23% | 8% |  |
| **Annual Rate of Change in Dividends** | 3% | 8% | 5% |  |
|  |  |  |  |  |

1. **Top 5 Risks:**

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| 1. Risk of climate change |
| 1. The Joint venture partner could get access to resources and technology. |
| 1. Because of the compatibility problem and liability of partner mistake may cause a chance of failure of JV. |
| 1. It is difficult to structure the agreement and it may create issues in the future. |
| 1. It is sometimes difficult to withdrawal from some joint ventures. |

1. **Evaluation**: Using the information you’ve collected, comment on what you have learned about the company this week. Identify and discuss any strengths and/or concerns.

* **Strengths**
* Technology
* Technological advances
* material development
* usage change and customer preference
* Strong supply chain management
* Competitive prices
* 24/7 Service
* Consumer equipment brand awareness
* Advance technology – that has room to be Upgrade
* **Concerns**
* High cost as compared to competitors
* Short on space
* Inability to use technology
* Language barriers
* Limited financial resources