


*Remarks by Charles W. Matthews, Jr.
Vice President and General Counsel
Exxon Mobil Corporation
United Way Campaign
Closing Meeting at Pegasus Place
October 11, 2004*



Thank you, Quyen [KWEN] (Tate). Good morning and thank you for being here today for our United Way closing celebration.

I'm very pleased to express my personal thanks to each of you who helped make this year's effort so successful.

One of the best-kept secrets at our company has nothing to do with the upstream, downstream, chemicals or our financial performance.

But from Dallas to Fort Worth – and everywhere in between – wherever ExxonMobil people live and work, it's a sure bet that they're busy helping those in need.

They don't talk about it. They don't ask people to thank them for it. And they certainly don't expect anything in return for their generosity.

Yet for more than a century – since the earliest days of ExxonMobil’s existence – the charitable activities of our fellow employees have helped define who we are as a company.

Through both your financial support for worthwhile organizations and in countless acts of personal kindness, you have set a standard for giving and voluntarism by which other area businesses are judged.

Nowhere are the values we espouse as a company brought into sharper focus than in the individual and collective contributions you make to improve the quality of life for others.

That’s a record we can all be proud of, even if it’s not something we readily talk about outside the office.

This year, you came through again and made sure "everybody wins" by giving to the Dallas-area United Way.

Thanks to you, United Way agencies will be there once again to provide food for the hungry, medical care for the sick, and meaningful help for the victims of misfortune.

Last year, our employees made ExxonMobil the number one per capita donor to the United Way for companies with more than 200 employees.

This year, we again exceeded expectations and expect to maintain that first-place position among Dallas-area companies.

I also want to express a word of personal thanks to Chris Romano, Dennis Sturgeon, Debbie Hisle, Holly Gillbreath, and Brent Haas for coordinating our United Way campaign here at Pegasus Place.

Of the 200 employees who served as volunteers during our most-recent Day of Caring, more than half were from Pegasus Place – including 10 of the 13 project leaders.

Eight United Way recipient organizations participated in the Agency Fair, and more than 170 employees and contractors attended.

Thanks to you, our first-annual ExxonMobil United Way Golf Tournament raised \$23,500. There were 90 golfers and 30 hole sponsors. We thank all of them for their generous involvement.

The Silent Auction was also a great success, raising more than \$9,000 for the United Way.

And last but not least, there was a raffle for a flat-screen television that raised another \$5,400 for our combined effort.

In our previous campaigns, our fellow employees have reached into their pockets when economic conditions were favorable, and dug even deeper when times were tough.

And through it all, you've helped foster a corporate culture where giving and volunteering have become rock-solid ExxonMobil traditions.

I share your pride in that record. And I congratulate each of you for making it a reality.

This year, together with the corporation's donation, ExxonMobil employees and retirees gave more than \$1 million to our United Way campaign.

I think it says as much about who we are as a company as it does about how much we contribute to the United Way's bottom line.

It is worth it? Absolutely.

To my way of thinking, that's what makes our campaign worth all the effort. We really do make a positive difference.

On that note, I again want to thank you for being here this morning and for volunteering your time and energy on behalf of ExxonMobil's United Way campaign.

I also want to invite you to the visitor's parking lot at 11:30 for a complimentary lunch and other activities.

And once again, on behalf of all those who are will be helped by your generosity and hard work, thank you.

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