

Lee R. Raymond
Chairman and Chief Executive Officer

Charles W. Matthews, Jr.
Vice President and General Counsel



Exxon Mobil Corporation
United Way Campaign
Closing Meeting at 12 Noon in Irving, Texas
October 13, 2004

[MR. MATTHEWS]

Welcome – and thank you for joining us today for the closing rally of our 2004 United Way campaign here at headquarters.

My name is Charles Matthews, and I am very pleased to express my thanks to each of you for helping make this year's effort so successful.

One of the best-kept secrets at our company has nothing to do with 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.

You came through again this year by making sure that everybody wins because of the Dallas-area United Way.

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 am also pleased to report that about 200 people took part in the recent Day of Caring involving a dozen United Way agencies.

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, we held a raffle for a flat-screen television that raised another \$5,400.

Thanks to each of you, our campaign this year was truly outstanding.

And now, it is my privilege to invite our chairman, Lee Raymond, to offer some additional thoughts about our 2004 campaign.

Lee . . .

[MR. RAYMOND]

Thank you, Charles.

I am very pleased to add my own thanks to each of you for the generous financial and volunteer support you have given the United Way.

For more than a century, ExxonMobil employees have helped define the company's character through their support for charitable organizations.

I am proud to see that such an admirable tradition continues to this day.

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

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

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

Year after year, you have helped foster a corporate culture where giving and volunteering are rock-solid ExxonMobil traditions.

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

[MR. MATTHEWS]

Thank you, Lee.

Our campaign theme this year says it all – everybody wins.

ExxonMobil employees and retirees have again set the standard for giving for the Dallas-area United Way campaign.

I am very pleased to announce that our employees and retirees – along with the corporation itself – have contributed more than \$1 million to the 2004 United Way campaign.

Here to accept ExxonMobil's pledge today is Becky Bright – chair of the Dallas-area United Way.

[RAYMOND / MATTHEWS PRESENT CHECK TO BECKY BRIGHT]



[BECKY BRIGHT COMMENTS]



[MR. MATTHEWS]

Thank you, Becky.

Now, the moment we've all been waiting for – the grand prize winner for this year's ExxonMobil United Way campaign.

The winner is _____.



And now, I am very pleased to introduce a very special guest who is truly one of the great figures in the history of professional auto racing – and a long-time Mobil 1 partner.

Roger S. Penske is the founder and chairman of Penske Corporation, a closely held diversified transportation services company.

Penske Corporation and its subsidiaries manage and operate businesses with annual revenues approximating \$14 billion and employ 34,000 people at over 1,700 worldwide locations.

Penske Racing is one of the most successful teams in the history of professional sports.

Competing in a variety of disciplines, cars owned and prepared by Penske Racing have 247 major race wins, 265 pole positions, 18 National Championships and 13 Indianapolis 500 race victories.

Ladies and gentlemen, please join me in welcoming Mr. Roger Penske.



[ROGER PENSKE COMMENTS]



[MR. MATTHEWS]

Roger, thank you so much for honoring us with your presence today.

Also joining us today is another great figure from the world of auto racing – Helio [EELIO] Castroneves – the youngest two-time winner of the Indianapolis 500-mile race and the only driver in the history of the race to win in his first two attempts.

A native of Brazil, Helio has recorded 11 career victories and 14 pole positions since joining Penske Racing in the year 2000.

He was named the Rookie of the Year at the 2001 Indianapolis 500 race and was honored with the inaugural Greg Moore Legacy Award in 2000 for displaying talent on the track as well as a dynamic personality with fans and the media.

Helio's fun-loving style and intense competitiveness have made him a favorite among fans worldwide.

His fame away from the track includes being named Cosmopolitan Magazine's "Hunk of the Month," People Magazine's "2001 Sexiest Race Car Driver," and one of ESPN's "20 Sexiest Athletes."

Ladies and gentlemen, I am pleased to introduce two-time Indianapolis 500 champion Helio Castroneves.



[HELIO CASTRONEVES COMMENTS]



[MR. MATTHEWS]

Thank you, Helio. [EELIO]

On that note, I again want to thank everyone for being here today, and for your generous support for ExxonMobil's United Way campaign.

We invite you to join us now for a complimentary lunch, and for the opportunity to meet and take pictures with Roger Penske and Helio Castroneves.

Thank you.

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