

2020 Lobbying Report



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Introduction

ExxonMobil engages in lobbying in the United States at both the federal and state levels to advocate our positions on issues that affect our Corporation and the energy industry. We have a responsibility to our customers, employees, communities and shareholders to represent their interests in public policy discussions that impact our business.

ExxonMobil has a rigorous process to determine which public policy issues are of most importance to the Corporation. This process includes soliciting input from internal business lines, such as our low carbon solutions, upstream oil and gas, fuels and lubricants, and chemical divisions, as well as corporate departments including human resources, tax, and public and government affairs. We also engage with a wide range of third parties – both individuals and organizations – to ensure external perspectives are fully considered and taken into account. ExxonMobil’s Vice President for Public and Government Affairs, who reports directly to the Chief Executive Officer, is responsible for the stewardship of identified key public policy issues which guide the company’s lobbying efforts and political contributions.

Lobbying and political engagement are included as part of the Board’s stewardship of the company’s enterprise-risk framework. Each year, the Vice President for Public and Government Affairs presents the company’s political contributions, lobbying activities and lobbying expenditures to the full Board, along with the Board’s Public Issues and Contributions Committee (PICC), which is comprised entirely of independent directors. The directors review the efforts and associated expenditures. In addition, in-depth reviews of the company’s priority issues are conducted by the Management Committee several times a year as part of the process.

Lobbying is highly regulated in the United States. ExxonMobil fully complies with federal and state regulations by reporting its federal lobbying to the U.S. Congress and state-level lobbying to appropriate entities as required. The Board fully supports accountability, transparency, and the disclosure of lobbying activities and expenditures.

As part of its participation in policy discussions, ExxonMobil engages through trade associations and industry collaboration efforts, including the Oil & Gas Climate Initiative. The Company uses various communications channels, including our Sustainability Report, Advancing Climate Solutions Progress Report, press releases, exxonmobil.com and the Exxchange advocacy hub to clearly and transparently articulate ExxonMobil’s climate-related policy positions. These positions inform and provide the basis for the Company’s lobbying and advocacy efforts.



Positions and principles

ExxonMobil's positions on many key issues are available through a variety of sources, including this website, our Sustainability Report, Advancing Climate Solutions-2022 Progress Report, annual proxy statement, press releases, and the Exxchange, ExxonMobil's online advocacy hub. Our lobbying and political contributions are aligned with these positions.

In addition to our website and publication materials, the case studies below provide an illustration of our views on several important public policy issues that are currently being debated.

Paris Agreement

ExxonMobil has supported the goals of the Paris Agreement on climate since its inception, and has consistently voiced support for U.S. participation in the agreement. We have also actively engaged with government officials to encourage remaining in the Paris Agreement.

Net zero

ExxonMobil aims to achieve net-zero emissions from its operated assets by 2050 and is taking a comprehensive approach centered on developing detailed emission-reduction roadmaps for major operated assets. This ambition applies to Scope 1 and Scope 2 greenhouse gas emissions. It builds on the Company's 2030 emission-reduction plans, which include plans to reach net-zero emissions in our Permian Basin operations by 2030, and ongoing investments in lower-emission solutions, including carbon capture and storage, hydrogen and biofuels. The Company's roadmap approach identifies greenhouse gas emission-reduction opportunities and the investment and future policy needs required to achieve net-zero.

Accelerating emissions reductions

Our 2030 emission-reduction plans are consistent with Paris-aligned pathways, the U.S. and European Union's Global Methane Pledge, and the U.S. Methane Emissions Reduction Action Plan. Compared to 2016 levels, these plans are expected to achieve:

- 20-30% reduction in corporate-wide greenhouse gas intensity and an absolute reduction of approximately 20% (or approximately 23 million metric tons).
- 40-50% reduction in upstream greenhouse gas intensity and an absolute reduction of approximately 30% (or approximately 15 million metric tons).
- 70-80% reduction in corporate-wide methane intensity.
- 60-70% reduction in corporate-wide flaring intensity.

These plans are also expected to achieve World Bank Zero Routine Flaring by 2030. Similarly, absolute flaring and methane emissions are expected to decrease by 60% and 70%, respectively. These emission-reduction plans cover Scope 1 and Scope 2 emissions from assets the Company operates. For non-operated assets, the Company works with its equity partners to advance greenhouse gas reductions to achieve comparable results.

Investing \$15 billion in lower-emission opportunities

Over the next six years, we plan to invest more than \$15 billion on initiatives to lower greenhouse gas emissions. A significant share is focused on scaling up carbon capture and storage, hydrogen and biofuels. Stronger policy further accelerates development and deployment of lower-emission technologies, and would provide ExxonMobil additional investment opportunities to reduce greenhouse gas emissions. The Company's robust research and development process, continued evaluation of emerging technologies, and global collaborations will be key to identifying and growing lower-emission opportunities.

Advocating for sound policies

Recognizing that sound government policies are required and can act as an accelerator for lower-emission alternatives, ExxonMobil actively participates in climate-related policy discussions around the world.

The Company focuses on practical policy solutions that recognize the increasing global demand for affordable and reliable energy while enabling scalable development and deployment of lower- and zero-greenhouse gas emission technologies.

Durable and predictable market-driven policies can further incentivize developments, and scale investments in lower-emission technologies to help achieve the Paris Agreement goals at the lowest cost to society.

A good example is a coordinated and transparent economy-wide price on carbon such as a carbon tax. An established carbon price would enable all technologies to compete and cost-effectively lower carbon intensity while delivering meaningful emission reductions. Broad adoption of an economy-wide price on carbon could also help spur the development of global carbon markets as envisioned in Article 6 of the Paris Agreement.

In the absence of economy-wide carbon pricing, well-designed sector-based policy options could also be an effective way to reduce emissions. ExxonMobil supports the approaches outlined below, which help address emissions in manufacturing, transportation and power generation.

Manufacturing

For the manufacturing sector, ExxonMobil's focus is on carbon capture and storage and hydrogen. The [International Energy Agency](#) and the U.N. Intergovernmental Panel on Climate Change have identified both hydrogen and carbon capture and storage as vital to reducing emissions associated with manufacturing and heavy industry.

The carbon capture and storage opportunities that ExxonMobil is evaluating have the potential to move forward with current technologies. However, to drive investment and deploy the technology at the pace and scale needed to meet the Paris Agreement goals, governments must establish durable regulatory and legal frameworks as well as incentives, similar to those available for other more established low-emission technologies. Low-carbon policies should be clear, cost-effective, technology-neutral and aligned with free-market principles.

ExxonMobil supports a policy and regulatory framework for carbon capture and storage that would:

- Sustain long-term government support for research and development.
- Provide standards to ensure safe, secure and permanent CO₂ storage.
- Allow for fit-for-purpose CO₂ injection well design standards.
- Provide legal certainty for pore space ownership.
- Ensure a streamlined permitting process for carbon capture and storage facilities.
- Provide access to CO₂ storage capacity owned or controlled by governments.
- Allow for trading of high-quality offsets generated from carbon capture and storage and low-carbon projects.

ExxonMobil is actively engaging stakeholders and potential partners on these policy enablers that can unlock Low Carbon Solutions business opportunities and contribute to a lower-emission future.

Transportation

A holistic Low Carbon Transport policy that combines a market-based, technology-neutral fuel standard with a life-cycle vehicle CO₂ emission standard could drive emission reductions across the entire vehicle fleet.

ExxonMobil advocates for a carbon intensity-based fuel standard approach that can also be extended to the harder-to-decarbonize aviation and marine sectors. The Company was a lead participant in developing the American Petroleum Institute's policy framework that includes an action plan to reduce life-cycle emissions in the U.S. transportation sector.

Power generation

A technology-neutral clean energy standard, or carbon intensity standard, could reduce CO₂ emissions in the electricity sector by setting targets based on carbon intensity and incentivizing necessary infrastructure and lower-emission options, including natural gas, renewables, carbon capture and storage and negative-emission technologies such as bioenergy with CCS, and direct air capture.

ExxonMobil participated in the U.S. Chamber of Commerce's development of policy principles to underpin a U.S. clean energy standard for the electricity sector. The Company continues to support engagement with the U.S. government on this issue.

International trade

ExxonMobil supports an open, unbiased and rules-based trade and investment system and sees those principles as essential to global free enterprise and to promoting productivity and economic growth. Furthermore, free trade and strong investment protections buttress energy security by encouraging access to diverse energy supplies and production sufficient to meet growing global demand.

ExxonMobil relies on free trade agreements and policies, including for example strong investment protection provisions in the U.S.-Mexico-Canada Trade Agreement (USMCA). Providing a level playing field to import and export goods and services ultimately gives consumers greater choice.

Sound trade policies and investment protections also enable effective supply chains and the efficient movement of capital, people, information and all products.



Federal lobbying

Lobbying activities

ExxonMobil employs in-house and contract lobbyists, who undertake a range of engagements in order to pursue policy issues of importance to the corporation. This includes face-to-face, virtual, and one-on-one meetings, as well as participation in a range of trade and other organizations, at the federal, state and local level.

Our federal internal lobbying is reported on a quarterly basis. These disclosures provide a summary of the issues lobbied, and the associated costs. The quarterly reports are available on our corporate website, as well as on the United States Senate website. For ease of reference, we have consolidated and reformatted these reports into one easy-to-read table below:

2020 federal lobbying: In-house and contract January – March 2020

Specific lobbying issues	House(s) of Congress and Federal Agencies
S. 3227: Prevent Future American Sickness Act of 2020; provisions related to firefighting foam	U.S. Senate
General discussions related to emergency response preparedness	U.S. Coast Guard Homeland Security Dept. of Energy Dept. of Commerce
General discussions related to development of overseas export markets	U.S. Trade & Development Agency Dept. of State Dept. of Energy
S. 383: Utilizing specific Emissions Innovative Technologies Act; provisions related to energy production and carbon capture and sequestration S. 2657: Advanced Geothermal Innovation Leadership Act of 2019: Provisions related to energy S. 3247: Fracking Ban Act; provisions related to energy Discussions related to climate change, energy development, and research	U.S. House of Representatives U.S. Senate National Economic Council Dept. of Interior Dept. of Energy White House Office
S.1201: Enhancing Fossil Fuel Energy Carbon Technology Act of 2019; provisions related to energy S.1982: Save our Seas 2.0 Act; provisions related to plastics S. 3263: Break Free from Plastic Pollution Act of 2020; provisions related to recycling, circular processing, research efforts S. 3269 Clean Economy Act of 2020; provisions related to energy Discussions related to climate change, carbon tax, and energy development in the United States	U.S. House of Representatives U.S. Senate
Discussions related to the implementation of the Foreign Investment Risk Review Modernization Act Discussions related to corporate governance	Dept. of Treasury Dept. of Commerce National Economic Council

<p>S. 370 No Oil Producing and Exporting Cartels Act of 2019; provisions related to energy</p> <p>S. 482: Defending American Security from Kremlin Aggression Act of 2019; provisions related to foreign policy measures and global energy development</p> <p>S. 1060: Defending elections from Threats by Establishing Redlines Act of 2019; provisions related to foreign policy measures and global energy development</p> <p>S. 1830: Energy Security Cooperation with Allied Partners in Europe Act of 2019 provisions related to energy trade and production</p> <p>Discussions related to global energy development</p> <p>Discussions related to the United States-Mexico-Canada Agreement, embargos and tariffs</p>	<p>U.S. House of Representatives</p> <p>U.S. Senate</p> <p>National Economic Council</p> <p>Dept. of Treasury</p> <p>White House Office</p> <p>National Security Council</p>
<p>S. 2873: Growing Renewable Energy through Existing and New Environmentally Responsible Fuels Act; provisions related to fuels</p>	<p>U.S. Senate</p>
<p>Discussions related to Renewable Fuel Standard</p>	<p>White House Office</p>
<p>H.R. 748: Coronavirus Aid, Relief, And Economic Security Act; provisions related to economic recovery and energy</p> <p>H.R. 2601: Families First Coronavirus Response Act; provisions related to economic recovery and energy</p> <p>S. 1102: Eastern Mediterranean Security and Energy Partnership Act of 2019; provisions related to global energy</p> <p>S. 3548: Coronavirus Aid, Relief, And Economic Security Act: provisions related to economic recovery and energy</p>	<p>U.S. Senate</p>
<p>S. 300: Pipeline and LNG Facility Cybersecurity Preparedness Act: provisions related to transportation and energy security</p>	<p>U.S. Senate</p>
<p>Discussions related to energy development</p>	<p>Dept. of Interior</p> <p>Dept. of Energy</p> <p>White House Office</p>

<p>S. 1288: Clean Energy for America Act: provisions related to energy</p> <p>S. 2263: CO2 Regulatory Certainty Act; provisions related to carbon capture and sequestration</p> <p>Discussions related to international tax provisions</p> <p>Discussions related to tax regulations</p> <p>Discussions related to tax and trade issues</p> <p>Discussions related to Foreign Tax Credit</p> <p>Discussions related to carbon capture and storage</p>	<p>U.S. House of Representatives</p> <p>U.S. Senate</p> <p>White House Office</p> <p>Dept. of Energy</p> <p>Dept. of Treasury</p> <p>Environmental Protection Agency</p> <p>Dept. of Commerce</p> <p>National Economic Council</p>
<p>H.R. 5430: United States-Mexico-Canada Agreement Implementation Act; provisions related to energy</p> <p>S. 2299: PIPES Act of 2019; provisions related to pipelines</p> <p>Discussions related to tax and trade</p>	<p>U.S. Senate</p> <p>Dept. of Treasury</p> <p>White House Office</p> <p>Dept. of Commerce</p>
<p>Discussions related to United States-Mexico-Canada Agreement and the Investor-State Dispute Settlement and tariffs</p> <p>Discussions related to fabricated structural steel imports</p>	<p>U.S. House of Representatives</p> <p>U.S. Senate</p> <p>White House Office</p> <p>Dept. of Treasury</p> <p>Dept. of Commerce</p> <p>Dept. of Energy</p> <p>National Economic Council</p> <p>U.S. Trade Representative</p>
<p>First quarter 2020: \$1,400,000 (USD)</p>	

2020 federal lobbying: In-house and contract

April – June 2020

Specific lobbying issues	House(s) of Congress and Federal Agencies
Discussions related to the Clean Air Act	Environmental Protection Agency
H.R. 535: PFAS action Act of 2019; provisions related to firefighting foam H.R. 5906: Recycling Enhancements to Collection and Yield through Consumer Learning and Education (RECYCLE) Act of 2020; provisions related to plastics H.R. 7228: Plastic Waste Reduction and Recycling Act; provisions related to plastics S. 3263: Break Free From Plastic Pollution Act of 2020: provisions related to plastics Discussions related to the Toxic Substance Control Act	U.S. Senate Environmental Protection Agency
S. 4049: National Defense Authorization Act for Fiscal Year 2021; provisions relating to firefighting foam, cybersecurity, and global development	U.S. Senate
Discussions related to hurricane and emergency response preparedness Discussions related to COVID-19 response	U.S. Coast Guard Dept. of Homeland Security Dept. of Commerce White House Office Dept. of Interior Dept. of State Dept. of Treasury Dept. of Transportations Dept. of Labor
Discussions related to development of overseas export markets	Dept. of State Dept. of Energy U.S. Trade & Development Agency

<p>S. 370: No Oil Producing and Exporting Cartels (NOPEC) Act of 2019; provisions related to energy</p> <p>S. 838: Utilizing Significant Emissions with Innovative Technologies (USE IT) Act: provisions related to energy production and carbon capture and sequestrations</p> <p>S. 482: Defending American Security from Kremlin Aggression Act of 2019; provisions related to energy</p> <p>S. 1441: Protecting Europe’s Energy Security Act of 2019; provisions related to energy</p> <p>S. 2657: Advanced Geothermal Innovation Leadership Act of 2019; provisions related to energy</p> <p>S. 3687: A bill to take certain actions in response to Saudi Arabia’s aggression towards the United States petroleum industry; provisions related to energy and trade</p> <p>S. 3688: Energy Infrastructure Protection Act of 2020; provisions related to energy</p> <p>S. 3816: Strategic Petroleum Reserve Reform Act; provisions related to energy</p> <p>S. 4041: Save American Vital Energy (SAVE) Jobs Act; provisions related to energy, carbon capture and sequestration, and revenue and funding</p> <p>Discussions related to onshore oil and gas development</p> <p>Discussions related to offshore oil and gas development</p> <p>Discussions related to energy research and development</p>	<p>U.S. Senate Dept. of Interior Dept. of Energy White House Office</p>
<p>H.R. 5115: Realizing the Economic Opportunities and Value of Expanding Recycling (RECOVER) Act; provisions related to plastics</p> <p>S. 1982: Save Our Seas 2.0 Act; provisions related to plastics</p> <p>Discussions related to climate change, carbon tax, end energy development and research in the United States</p> <p>Discussions related to remediation</p>	<p>U.S. Senate Environmental Protection Agency</p>
<p>Discussions related to the implementation of the Foreign Investment Review Modernization Act</p>	<p>Dept. of Treasury Dept. of Commerce</p>
<p>Discussions related to global energy development</p>	<p>U.S. House of Representatives Dept. of Treasury White House Office</p>

<p>S. 3756: Renewable Fuel Feedstock Reimbursement Act of 2020; provisions related to fuel production Discussions related to Renewable Fuel Standard Discussions related to energy markets and energy development in the U.S. Discussions related to Army Corps of Engineers permitting</p>	<p>U.S. House of Representatives U.S. Senate White House Office</p>
<p>H.R. 1957: Great American Outdoors Act: provisions related to energy H.R. 6800: Health Economic Recovery Omnibus Emergency Solutions (HEROES) Act: provisions related to liability H.R. 7010: Paycheck Protection Program Flexibility Act of 2020; provisions related to liability S. 1060: Defending Elections from Threats by Establishing Redlines (DETER) Act of 2019; provisions related to energy S. 2299: PIPES Act of 2019; provisions related to energy S. 3894: Growing Climate Solutions Act of 2020; provisions related to emissions Discussions related to regulatory efficiency and corporate governance Discussions related to confirming nominees</p>	<p>U.S. Senate</p>
<p>Discussions related to onshore oil and gas development Discussions related to offshore oil and gas development</p>	<p>Dept. of Interior Dept. of Energy White House Office</p>
<p>Discussions related to liability</p>	<p>U.S. House of Representatives</p>
<p>S. 2297: Coast Guard Authorization Act of 2019: provisions related to energy</p>	<p>U.S. Senate</p>
<p>Discussions related to the Tax Cuts and Jobs Act Discussions related to COVID-19 pandemic recovery efforts Discussions related to tax regulations Discussions related to international tax provisions Discussions related to enhanced oil recovery Discussions related to carbon capture and sequestration Discussions related to the Office of Natural Resources Revenue valuation rule and helium Discussions related to tax and trade</p>	<p>U.S. House of Representatives U.S. Senate Dept. of Treasury Dept. of Energy Environmental Protection Agency White House Office Dept. of Commerce</p>

<p>H.R. 2: Investing in a New Vision for the Environment and Surface Transportation (INVEST) in America Act; provisions related to infrastructure</p> <p>Discussions related to tax and trade</p> <p>Discussions related to Army Corps of Engineers permitting</p>	<p>U.S. House of Representatives</p> <p>Dept. of Treasury</p> <p>White House Office</p> <p>Dept. of Commerce</p>
<p>Discussions related to the United States-Mexico-Canada Trade Agreement</p> <p>Discussions related to trade</p>	<p>U.S. Senate</p> <p>White House Office</p> <p>Dept. of Treasury</p> <p>Dept. of Commerce</p> <p>Dept. of Energy</p>
<p>Second quarter 2020: \$1,370,000 (USD)</p>	

2020 federal lobbying: In-house and contract

July – October 2020

Specific lobbying issues	House(s) of Congress and Federal Agencies
<p>S. 3590: Drinking Water Infrastructure Act of 2020: provisions related to infrastructure</p> <p>S. 3591: Americas Water Infrastructure Act of 2020: provisions related to infrastructure</p> <p>S. 4402: A bill to amend the Federal Water Pollution Control Act to clarify certain specific activities that would have been authorized under Nationwide Permit 12 and other Nationwide Permits, and for other purposes; provisions related to the Army Corps of Engineers permitting</p>	U.S. Senate
<p>H.R. 535: PFAS Action Act of 2019; provisions related to firefighting foam</p> <p>H.R. 5906: Recycling Enhancements to Collection and Yield through Consumer Learning and Education (RECYCLE) Act; provisions related to plastics</p> <p>H.R. 7228: Plastic Waste Reduction and Recycling Act; provisions related to plastics</p> <p>S. 3263: Break Free from Plastic Pollution Act of 2020; provisions related to plastics</p> <p>S. 3944: Break Free from Plastic Pollution Act of 2020; provisions related to plastics</p> <p>S. 4681: A bill to require the Administrator for the Environmental Protection Agency to promulgate certain limitations with respect to pre-production plastic pellet pollution, and for other purposes; provisions related to plastics</p>	U.S. Senate
S. 3942: Protecting American Intellectual Property Act of 2020; provisions related to intellectual property	U.S. Senate
S. 4049: National Defense Authorization Act for Fiscal Year 2021: provisions related to firefighting foal, cybersecurity, and global energy development	U.S. Senate
Discussions relating to development of overseas export markets	Dept. of State Dept. of Energy U.S. Trade & Development Agency

<p>H.R. 4447: Clean Economy Jobs and Innovation Act: provisions related to energy development and jobs</p> <p>S. 370: No Oil Producing and Exporting Cartels (NOPEC) Act of 2019; provisions related to energy</p> <p>S. 383: Utilizing Significant Emissions with Innovative Technologies (USE IT) Act: provisions related to energy production and carbon capture and sequestration</p> <p>S. 482: Defending American Security from Kremlin Aggression Act of 2019: provisions related to energy</p> <p>S. 1441: Protecting Europe’s Energy Security Act4 of 2020; provisions related to energy</p> <p>S. 3687: A bill to take certain actions in response to Saudi Arabia’s aggression towards the United States petroleum industry: provisions related to energy and trade</p> <p>S. 3668: Energy Infrastructure Protection Act 2020: provisions related to energy</p> <p>S. 3816: Strategic Petroleum Reserve Reform Act: provisions related to energy</p> <p>S. 4041: Save American Vital Energy (SAVE) Act; provisions related to energy, carbon capture and sequestration, and revenue and funding</p> <p>Discussions related to onshore oil and gas development</p> <p>Discussions related to offshore oil and gas development</p> <p>Discussions related to energy research and development</p>	<p>U.S. House of Representatives</p> <p>U.S. Senate</p> <p>Dept. of Interior</p> <p>Dept. of Energy</p> <p>White House Office</p>
<p>H.R. 5115: Realizing the Economic Opportunities and Value of Expanding Recycling (RECOVER) Act; provisions related to plastics</p> <p>S. 1982: Save Our Seas 2.0 Act; provisions related to plastic</p> <p>S. 4589: Endangered Species Act Amendments of 2020; provisions related to energy production</p> <p>Discussions related to climate change, carbon tax, and energy development and research in the United States</p>	<p>U.S. House of Representatives</p> <p>U.S. Senate</p>
<p>Discussions related to the implementation of the Foreign Investment Risk Review Modernization Act</p>	<p>Dept. of Treasury</p> <p>Dept. of Commerce</p>
<p>Discussions related to global energy development</p>	<p>U.S. House of Representatives</p> <p>Dept. of Treasury</p> <p>White House Office</p>

<p>S. 3756: Renewable Fuel Feedstock Reimbursement Act of 2020; provisions related to fuel production Discussions related to Renewable Fuel Standard</p>	<p>U.S. House of Representatives U.S. Senate White House Office</p>
<p>H.R. 6800: Health Economic Recovery Omnibus Emergency Solutions (HEROES) Act; provisions related to liability H.R. 7070: Paycheck Protection Program Flexibility Act of 2020: provisions related to liability H.R. 8337: Continuing Appropriations Act, 2021 and Other Extensions Act; provisions related to energy, chemicals, and revenue and funding S. 1060: Defending Elections from Threats by Establishing Redlines (DETER) Act of 2019; provisions related to energy S. 2299: PIPES Act of 2020; provisions related to energy S. 3894: Growing Climate Solutions Act of 2020; provisions related to emissions S. 4148: A bill to extend the Chemical Facility Anti-Terrorism Standards Program of the Department of Homeland Security, and for other purposes, provisions related to program extension S. 4317: Safeguarding America’s Frontline Employees to Offer Work Opportunities Required to Kickstart the Economy (SAFE TO WORK) Act; provisions related to liability S. 4775: Delivering Immediate Relief to America’s Families, Schools and Small Businesses Act; provisions related to liability Discussions related to regulatory efficiency and corporate governance Discussions related to Army Corps of Engineers permitting Discussions related to confirming nominees</p>	<p>U.S. Senate</p>
<p>S. 2297: Coast Guard Authorization Act of 2019; provisions related to energy</p>	<p>U.S. Senate</p>
<p>Discussions related to onshore oil and gas development Discussions related to offshore oil and gas development</p>	<p>Dept. of Interior Dept. of Energy White House Office</p>

<p>Discussions related to the Tax Cuts and Jobs Act of 2017</p> <p>Discussions related to enhanced oil recovery, abandoned wells, and revenue and funding</p> <p>Discussions related to carbon capture and sequestration</p> <p>Discussions related to the Office of Natural Resources Revenue valuation and helium</p> <p>Discussions related to tax and trade</p>	<p>U.S. House of Representatives</p> <p>U.S. Senate</p> <p>Dept. of Treasury</p> <p>Dept. of Energy</p> <p>Environmental Protection Agency</p> <p>White House Office</p> <p>Dept. of Commerce</p>
<p>Discussions related to tax and trade</p> <p>Discussions related to Army Corps of Engineers permitting</p>	<p>U.S. House of Representatives</p> <p>Dept. of Treasury</p> <p>Dept. of Commerce</p> <p>White House Office</p>
<p>Discussions related to the United States-Mexico-Canada Trade Agreement</p> <p>Discussions related to trade and global markets</p>	<p>U.S. House of Representatives</p> <p>U.S. Senate</p> <p>Dept. of Treasury</p> <p>Dept. of Commerce</p> <p>Dept. of Energy</p> <p>White House Office</p>
<p>Third quarter 2020: \$1,150,000 (USD)</p>	

2020 federal lobbying: In-house and contract

October – December 2020

Specific lobbying issues	House(s) of Congress and Federal Agencies
<p>S. 3590: Drinking Water Infrastructure Act of 2020; provisions related to infrastructure</p> <p>S. 3591: Drinking Water Infrastructure Act of 2020; provisions related to infrastructure</p> <p>S. 4402: A bill to amend the Federal Water Pollution Control Act to clarify certain activities that would have been authorized under Nationwide Permit 12 and other Nationwide Permits, and for other purposes; provisions related to Army Corps of Engineers permitting</p>	U.S. Senate
<p>H.R. 535: PFAS Action Act of 2019; provisions related to firefighting foam</p> <p>H.R. 5906: Recycling Enhancements to Collection and Yield through Consumer Learning and Education (RECYCLE) Act; provisions related to plastics</p> <p>H.R. 7228: Plastic Waste Reduction and Recycling Act; provisions related to plastics</p> <p>S. 3263: Break Free From Plastic Pollution Act of 2020; provisions related to plastics</p> <p>S. 3944: Break Free From Plastic Pollution Act of 2020; provisions related to plastics</p> <p>S. 4681: Plastic Pellet Free Waters Act; provisions related to plastics</p>	U.S. Senate
<p>H.R. 6395: National Defense Authorization Act for Fiscal Year 2021: provisions relating to firefighting foam</p> <p>S. 4049: National Defense Authorization Act for Fiscal Year 2021: provisions relating to firefighting foam, cybersecurity, and global energy development</p>	U.S. Senate
Discussions related to development of overseas export markets	Dept. of State Dept. of Energy U.S. Trade & Development Agency
<p>S. 370: No Oil Producing Exporting Cartels (NOPEC) Act of 2019; provisions related to energy</p> <p>S. 383: Utilizing Significant Emissions with Innovative Technologies (USE</p>	U.S. Senate White House Office

<p>IT) Act; provisions related to energy production and carbon capture and sequestration</p> <p>S. 482: Defending American Security from Kremlin Aggression Act of 2019; provisions related to energy</p> <p>S. 1441: Protecting Europe’s Energy Security Act of 2019; provisions related to energy</p> <p>S. 2657: Advanced Geothermal Innovation Leadership Act of 2019; provisions related to energy production, carbon capture and sequestration, chemicals and plastics</p> <p>S. 3668: Energy Infrastructure Protection Act of 2020; provisions related to energy</p> <p>S. 3816 Strategic Petroleum Reserve Reform Act; provisions related to energy</p> <p>S. 4041: Save American Vital Energy (SAVE) Jobs Act; provisions related to energy, carbon capture and sequestration and revenue and funding</p> <p>Discussions related to onshore oil and gas development</p> <p>Discussions related to offshore oil and gas development</p> <p>Discussions related to energy research and development</p>	<p>Dept. of Interior Dept. of Energy</p>
<p>H.R. 5115: Realizing the economic Opportunities and Value of Expanding Recycling (RECOVER) Act; provisions related to plastics</p> <p>S. 1982: Save Our Seas 2.0 Act; provisions related to plastics</p> <p>S. 4589: Endangered Species Act Amendments of 2020; provisions related to energy production</p> <p>S. 4642: Oil and Gas Bonding Reform and Orphaned Well Remediation Act: provisions related to energy production</p> <p>S. 4681: Plastic Pellet Free Waters Act: provisions related to plastics</p> <p>Discussions related to climate change, carbon pricing, and energy development and research in the United States</p>	<p>U.S. House of Representatives U.S. Senate</p>
<p>Discussion related to the implementation of the Foreign Investment Risk Review Modernization Act</p>	<p>Dept. of Treasury Dept. of Commerce</p>
<p>Discussions related to global energy development</p>	<p>White House Office Dept. of Treasury</p>
<p>S. 3756: Renewable Fuel Feedstock Reimbursement Act of 2020; provisions related to energy operations</p> <p>Discussions related to Renewable Fuel Standard</p>	<p>U.S. House of Representatives U.S. Senate White House Office</p>

<p>H.R. 133: Consolidated Appropriations Act, 2021: provisions related to revenue and funding, energy, carbon capture and sequestrations, and liability</p> <p>H.R. 6800: Health and Economic recovery Omnibus Emergency Solutions (HEROES) Act; provisions related to general business interests</p> <p>H.R. 8337: Continuing Appropriations Act, 2021 and Other Extensions Act; provisions related to energy, chemicals, and revenue and funding</p> <p>S. 1060: Defending Elections from Threats by Establishing Redlines (DETER) Act of 2019: provisions relates to energy</p> <p>S. 2299: PIPES Act of 2020; provisions related to energy</p> <p>S. 3894: Growing Climate Solutions Act of 2020; provisions related to emissions</p> <p>S. 4317: Safeguarding America’s Frontline Employees to Offer Work Opportunities Required to Kickstart the Economy (SAFE TO WORK) Act; provisions related to liability</p> <p>S. 4775: Delivering Immediate Relief to America’s Families, Schools and Small Businesses Act; provisions related to liability</p> <p>Discussions related to regulatory efficiency and corporate governance</p> <p>Discussions related to Army Corps of Engineers permitting</p> <p>Discussions related to confirming nominees</p>	<p>U.S. Senate</p>
<p>S. 1811: Water Resources Development Act of 2020: provisions related to harbor infrastructure</p> <p>S. 2297: Coast Guard Authorization Act of 2019: provisions related to energy</p>	<p>U.S. Senate</p>
<p>Discussions related to onshore oil and gas development</p> <p>Discussions related to offshore oil and gas development</p>	<p>White House Office</p> <p>Dept. of Interior</p> <p>Dept. of Energy</p>

<p>Internal Revenue Code Title 26 U.S. Code 45Q – Carbon Capture and Sequestration Credit; provisions related to application of enhanced oil recovery</p> <p>Discussions related to extending Internal Revenue Code Section 954(c)(6)s application beyond year-end 2020</p> <p>Discussions related to implementation of the Tax Cuts and Jobs Act of 2017</p> <p>Discussions related to revenue and funding, international tax provisions, enhanced oil recovery, and abandoned wells</p> <p>Discussions related to carbon capture and sequestration</p> <p>Discussions related to the Office of Natural Resources Revenue valuation rule, carbon capture and sequestration, and helium</p> <p>Discussions related to tax and trade</p> <p>Discussions related to Tax Extenders</p>	<p>U.S. House of Representatives</p> <p>U.S. Senate</p> <p>White House Office</p> <p>Dept. of Treasury</p> <p>Dept. of Commerce</p> <p>Dept. of Energy</p> <p>Environmental Protection Agency</p>
<p>Discussions related to tax, trade, global markets, and the US-Mexico-Canada Agreement</p>	<p>U.S. Senate</p> <p>White House Office</p> <p>Dept. of Treasury</p> <p>Dept. of Commerce</p>
<p>Discussions related to the US-Mexico-Canada Agreement</p> <p>Discussions related to trade and global markets</p>	<p>U.S. House of Representatives</p> <p>White House Office</p> <p>Dept. of Treasury</p> <p>Dept. of Commerce</p> <p>Dept. of Energy</p>
<p>Fourth quarter 2020: \$1,004,000 (USD)</p>	



2020 state lobbying activities

ExxonMobil’s state lobbying activities and expenses are reported on various state websites, in accordance with the disclosure requirements of each state. In order to provide increased transparency, these activities and expenses have been consolidated below. This list includes states where ExxonMobil’s in-house and contract lobbyists engaged in lobbying activities during 2020, along with a description of the issues lobbied as reported to the relevant state agency. These descriptions vary depending on state laws, and where no description of lobbying activity is required, we have provided a general overview of our engagement.

2020 state lobbying activities: In-house and contract

State	ExxonMobil State Lobbying Expenditure (USD)	Issues Lobbied
Alaska	\$182,971	Alaska oil and gas issues, policies, and tax legislation
California	\$150,232	AB 345 AB 1080 AB 2570 AB 3214 SB 54 SB 972 SB 1044 State Budget Executive Order N-79-20
Massachusetts	\$18,000	Energy policy - oil & gas
New Jersey	\$95,250	Allow corporations to hold remote shareholder meetings
New Mexico	\$78,539	New Mexico oil and gas issues, tax policies
New York	\$84,692	S4003-A Emergency Purchase of Isopropyl Alcohol Energy & natural resources - environmental conservation/preservation Energy & natural resources - oil/fuel/gas Health - general
Pennsylvania	\$104,706	Business, energy, environment, natural resources, taxation, utilities
Texas	\$154,972	Agriculture, alcoholic beverage regulation, business & commerce, city government, civil remedies & liabilities, coastal affairs & beaches, common carriers, consumer protection, corporations & associations, county government, disaster preparedness & relief, economic & industrial development, education, energy, environment, fees & other non-tax revenue, highways & roads, insurance, labor, lawyers, malpractice-health care providers,

		mines & mineral resources, occupational regulation, oil & gas, parks & wildlife, political subdivisions, probate, product liability, property interests, public lands, safety, special districts & authorities, state agencies, boards & commissions, state finances, taxation, tort reform, transportation, utilities, vehicles & traffic, water, weapons.
Vermont	\$24,000	Transportation and fuel policy
Virginia	\$100	Lobbying registration fee
Total	\$893,462	



Grassroots lobbying communications

Exxchange is ExxonMobil's online, grassroots community made up of energy supporters from around the country who are interested in the industry, and are willing to engage with their respective lawmakers on public policy issues.

In 2020, Exxchange members supported policies that would have a positive impact on ExxonMobil's business operations or voiced their opposition to proposals adverse to the company, its employees, or the communities where we operate. This advocacy is consistently aligned with the company's public policy positions on all issues.

Grassroots lobbying efforts were mainly focused at the state-level, with communications that addressed a bill in Illinois targeting petroleum refineries and petrochemical facilities with onerous labor and wage requirements; the Texas Railroad Commission's

consideration to limit oil and gas production in the state; the Colorado Oil and Gas Conservation Commission's proposal to increase oil well setbacks to 2,000 feet; and a ballot measure in Alaska seeking to increase the state's oil and gas production tax. In addition, advocacy efforts also included a national campaign focused on fracking, and a local effort aimed at growing support for a trucking permit for the Santa Ynez Unit in Santa Barbara, California.

In total, \$1,051,496.03 was spent on these grassroots lobbying communications via Exxchange in 2020.

In addition, Exxchange also provided broad information and education on a range of public policy issues. While no advocacy action was proposed or taken in the interests of transparency, we provide below a list of all topics that were communicated with Exxchange members:

- Reducing methane emissions
- Carbon capture and storage
- Technology and climate change
- Economic impact of energy
- Importance of natural gas
- Manufacturing in the United States
- Oil and gas production
- Essential infrastructure
- Offshore exploration



Trade associations, think tanks, and coalitions

ExxonMobil provides support to a variety of trade associations, think tanks, and coalitions in order to promote informed dialogue and sound public policy in areas relevant to the Corporation's interests and operations. These areas include a wide range of topics, among them: corporate governance, environment (including climate change), education, economic development, fiscal policy, international trade, labor/pension matters, civil justice reform, public health, regulatory issues, sustainability and workplace safety.

Given the diversity of ExxonMobil’s global business and the unique operating environment in the dozens of countries we operate in, we are members of a wide range of organizations, from general business associations to others more specific to our industry. A portion of the support provided to these organizations may be used by the organizations for lobbying.

Below is a list of all U.S.-based organizations that reported a percentage of the 2020 funding they received from ExxonMobil (Corporation or affiliates) as a lobbying expense. The expenditures listed for each organization below include federal, state, local and grassroots lobbying expenses and exceeds the specific disclosure requirements of the Lobbying Disclosure Act. As a result, the amounts reported below will exceed other legal disclosures made by the Company.

2020 Lobbying expenditure (grassroots, local, state and federal) via organizations

ExxonMobil Lobbying Expenditure (USD range)	National / Regional / Local Trade Association Memberships	Primary Issue/s
\$10 - \$12.5M	American Petroleum Institute	Energy and environment; fiscal policy; trade; workplace safety; regulatory issues
\$7.5 - \$9.9M	None	-
\$5 - \$7.49M	None	-
\$2.5 - \$4.9M	U.S. Chamber of Commerce	Economic development; regulatory issues; fiscal policy
\$1 - \$2.49M	None	-
\$500,000 - \$999,999	U.S. Chamber Institute for Legal Reform	Civil justice reform

\$500,000 - \$999,999	Americans for Carbon Dividends	Carbon Tax
\$100,000 - \$499,999	American Chemistry Council (ACC)	Energy and environment; regulatory issues
\$100,000 - \$499,999	National Association of Manufacturers	Economic development; regulatory issues; fiscal policy
\$100,000 - \$499,999	Independent Petroleum Association of America	Energy and environment; regulatory issues
\$100,000 - \$499,999	American Fuel and Petrochemical Manufacturers	Energy and environment; workplace safety
\$100,000 - \$499,999	U.S. Chamber Litigation Center	Civil justice reform
\$100,000 - \$499,999	New Mexico Oil & Gas Association	Energy and environment; fiscal policy; workplace safety
\$50,000 - \$99,999	American Exploration & Production Council	Energy and environment; fiscal policy; regulatory issues
\$50,000 - \$99,999	Business Roundtable	Governance; economic development; fiscal policy; trade
\$50,000 - \$99,999	American Highway Users Alliance	Energy and environment; regulatory issues
\$25,000 - \$49,999	Texans for Lawsuit Reform	Civil justice reform
\$25,000 - \$49,999	Louisiana Chemical Association	Energy and environment; regulatory issues; workplace safety
\$25,000 - \$49,999	American Tort Reform Association	Civil justice reform

\$25,000 - \$49,999	Western States Petroleum Association	Energy and environment; fiscal policy; workplace safety
\$25,000 - \$49,999	Texas Association of Manufacturers	Economic development; regulatory issues; fiscal policy
\$25,000 - \$49,999	Consumer Energy Alliance	Energy and environment; regulatory issues
\$25,000 - \$49,999	Louisiana Mid-Continent Oil and Gas Association	Energy and environment; fiscal policy; workplace safety
\$25,000 - \$49,999	National Foreign Trade Council, Inc.	Fiscal policy; regulatory issues; trade
\$25,000 - \$49,999	Natural Gas Supply Association	Energy and environment; economic development
\$25,000 - \$49,999	Civil Justice Reform Group	Civil justice reform
\$25,000 - \$49,999	Texas Oil & Gas Association	Energy and environment; fiscal policy; workplace safety
\$25,000 - \$49,999	Americans for Tax Reform	Fiscal policy
\$25,000 - \$49,999	Louisiana Coalition for Common Sense	Civil justice reform
\$10,000 - \$24,999	Marcellus Shale Coalition	Energy and environment; workplace safety; regulatory issues
\$10,000 - \$24,999	Texas Association of Business	Economic development; regulatory issues; fiscal policy
\$10,000 - \$24,999	Small Business & Entrepreneurship Council	Fiscal policy
\$10,000 - \$24,999	National Taxpayers Association	Fiscal policy

\$10,000 - \$24,999	Texas Civil Justice League	Civil justice reform
\$10,000 - \$24,999	Trans-Atlantic Business Council	Energy and environment; trade
\$10,000 - \$24,999	Pennsylvania Chamber of Business and Industry	Fiscal policy
\$10,000 - \$24,999	The Petroleum Alliance of Oklahoma	Energy and environment; fiscal policy; workplace safety
\$10,000 - \$24,999	Texas Chemical Council	Energy and environment; regulatory issues
\$10,000 - \$24,999	Alaska Oil and Gas Association	Energy and environment; fiscal policy; workplace safety
\$10,000 - \$24,999	NATSO	Regulatory issues
\$5,000 - \$9,999	United States Council for International Business	Regulatory issues; trade
\$5,000 - \$9,999	National Petroleum Council	Energy and environment; trade; regulatory issues
\$5,000 - \$9,999	Oklahoma State Chamber of Commerce	Economic development; regulatory issues; fiscal policy
\$5,000 - \$9,999	Western Energy Alliance	Energy and environment; regulatory issues
\$5,000 - \$9,999	Greater Houston Partnership	Economic development; education; public health
\$5,000 - \$9,999	Civil Justice Association of California	Civil Justice Reform
\$5,000 - \$9,999	Louisiana Association of Business and Industry	Economic development; regulatory issues; fiscal policy

\$5,000 - \$9,999	The Vinyl Institute	Regulatory issues
\$5,000 - \$9,999	National Ocean Industries Association	Energy and environment; workplace safety
\$5,000 - \$9,999	California Manufacturers and Technology Association	Economic development; regulatory issues; fiscal policy
\$5,000 - \$9,999	Center for Liquefied Natural Gas	Energy and environment; trade
\$5,000 - \$9,999	American Benefits Council	Employee benefits policies
\$5,000 - \$9,999	California Chamber of Commerce	Economic development; regulatory issues; fiscal policy
\$5,000 - \$9,999	US-Colombia Business Partnership	Trade and investment
\$1,000 - \$4,999	Arkansas Independent Producers & Royalty Owners	Energy and environment; fiscal policy; workplace safety
\$1,000 - \$4,999	Illinois Manufacturers Association	Energy and Environment, Workplace Safety and Fiscal Policy
\$1,000 - \$4,999	North Dakota Petroleum Council	Energy and environment; fiscal policy; workplace safety
\$1,000 - \$4,999	Louisiana Oil & Gas Association	Energy and environment; fiscal policy; workplace safety
\$1,000 - \$4,999	Association of Washington Business	Economic development; regulatory issues; fiscal policy
\$1,000 - \$4,999	Texas Taxpayers and Research Association	Economic development; fiscal policy

\$1,000 - \$4,999	Texas Independent Producers and Royalty Owners Association	Energy and environment; regulatory issues
\$1,000 - \$4,999	New Jersey Civil Justice Institute	Civil justice reform
\$1,000 - \$4,999	Petroleum Association of Wyoming	Energy and environment; fiscal policy; workplace safety
\$1,000 - \$4,999	American Council for Capital Formation	Fiscal policy; governance
\$1,000 - \$4,999	ERISA Industry Committee	Employee benefits policies
\$1,000 - \$4,999	Plastics Industry Association	Energy and environment; regulatory issues
\$1,000 - \$4,999	Montana Petroleum Association	Energy and environment; fiscal policy; workplace safety
\$1,000 - \$4,999	Lawyers for Civil Justice	Civil justice reform
\$1,000 - \$4,999	Arkansas State Chamber of Commerce	Economic development; regulatory issues; fiscal policy
\$1,000 - \$4,999	Texas Alliance of Energy Producers	Energy and environment; regulatory issues
\$1,000 - \$4,999	Florida Petroleum Marketers Association	Energy and environment; regulatory issues; trade
\$1,000 - \$4,999	Wyoming Business Alliance	Fiscal policy, trade, workplace safety
\$1,000 - \$4,999	Business Council of New York	Energy and environment; fiscal policy; regulations

\$1,000 - \$4,999	New Mexico Association of Commerce & Industry	Economic development; regulatory issues; fiscal policy
\$1,000 - \$4,999	Council of the Americas	Economic development; trade and investment
\$1,000 - \$4,999	Michigan Petroleum Association	Energy and environment; fiscal policy; workplace safety
\$1,000 - \$4,999	Maryland Chamber of Commerce	Fiscal policy
\$1,000 - \$4,999	Colorado Civil Justice League	Civil justice reform
\$1,000 - \$4,999	Manufacture Alabama	Economic development; regulatory issues; fiscal policy
\$500 - \$999	New Jersey Chamber of Commerce	Energy and environment; fiscal policy; regulations
\$500 - \$999	Greater Irving - Las Colinas Chamber of Commerce	Economic development; regulatory issues; fiscal policy
\$500 - \$999	Ohio Petroleum Marketers & Convenience Store Association	Energy and environment; regulatory issues; trade
\$500 - \$999	West Virginia Chamber of Commerce	Energy and environment; fiscal policy
\$500 - \$999	Virginia Chamber of Commerce	Fiscal policy
\$500 - \$999	Mid Atlantic Petroleum Distributors Association	Energy and environment; regulatory issues; trade
\$500 - \$999	Environmental Federation of Oklahoma	Energy and environment; regulatory issues

\$500 - \$999	Foodservice Packaging Institute (FPI)	Energy and environment; regulatory issues
\$500 - \$999	US-ASEAN Business Council, Inc.	Economic development; trade and investment
\$500 - \$999	North Carolina Chamber of Commerce	Economic development; regulatory issues; fiscal policy
\$500 - \$999	American Wind Energy Association	Energy and environment; regulatory issues
\$500 - \$999	Ardmore Chamber of Commerce	Economic development
\$500 - \$999	Permian Basin Petroleum Association	Energy and environment; fiscal policy; workplace safety
\$0 - \$499	Business Council of Alabama	Economic development; regulatory issues; fiscal policy
\$0 - \$499	American-Romanian Business Council	Trade and investment
\$0 - \$499	American Waterways Operators	Energy and environment; regulatory issues; workplace safety
\$0 - \$499	South Dakota Petroleum and Propane Marketers Association	Energy and environment; regulatory issues; trade
\$0 - \$499	South Carolina Chamber of Commerce	Economic development; regulatory issues; fiscal policy
\$0 - \$499	Fort Worth Chamber of Commerce	Economic development
\$0 - \$499	Montana Chamber of Commerce	Fiscal policy, trade, workplace safety

\$0 - \$499	Louisiana Oil Marketers & Convenience Store Association	Energy and environment; regulatory issues; trade
\$0 - \$499	Tennessee Chamber of Commerce & Industry	Economic development; regulatory issues; fiscal policy
\$0 - \$499	Michigan State Chamber of Commerce	Economic development; regulatory issues; fiscal policy
\$0 - \$499	North Carolina Petroleum & Convenience Marketers	Energy and environment; regulatory issues; trade
\$0 - \$499	West Virginia Oil Marketers & Grocers Association	Energy and environment; regulatory issues; trade
\$0 - \$499	Joliet Region Chamber of Commerce and Industry	Economic development; fiscal policy
\$0 - \$499	Plastics Pipe Institute	Regulatory issues
\$0 - \$499	Maine State Chamber of Commerce	Energy and environment; fiscal policy; regulations
\$0 - \$499	Tax Council	Fiscal policy; regulatory issues
\$0 - \$499	Indiana Chamber of Commerce	Fiscal policy
\$0 - \$499	Baton Rouge Chamber of Commerce	Economic development; regulatory issues; fiscal policy
\$0 - \$499	Vermont Chamber of Commerce	Energy and environment; fiscal policy; regulations
\$0 - \$499	Chlorine Institute	Regulatory issues; workplace safety
\$0 - \$499	Greater Oklahoma City Chamber	Economic development; regulatory issues; fiscal policy

\$0 - \$499	Texas Food & Fuel Association	Energy and environment; regulatory issues; trade
\$0 - \$499	Marion County Chamber of Commerce	Fiscal policy