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Kenneth P. Cohen
Vice President
Public Affairs

ExxonMobil

October 18, 2002

Michael MacCracken, Ph.D.
6308 Berkshire Drive
Bethesda, MD 20814-2245

Dear Dr. MacCracken:

This is in response to your letter(s) addressed to various employees, officers and directors of Exxon Mobil Corporation regarding ExxonMobil's activities on the climate change issue. My letter has been reviewed and endorsed by the recipients of your letters. In summary, we regret that you apparently don't understand the Company's actions and activities related to this complex issue.

Possible human-induced climate change is a long-term risk that we at ExxonMobil take very seriously. Our efforts are directed to both understanding and reducing the risk of adverse climate change.

I direct your attention to the attached Op-Ed that ran in the *New York Times* on October 3, 2002. This Op-Ed outlines our position and describes our response actions.

I urge you to reconsider what I believe is an unfair and inaccurate characterization of ExxonMobil's many activities to minimize the risk of climate change while we work to improve society's understanding of the science of this complex issue.

Very truly yours,



KPC:ejh
Enclosure
c: Directors

Managing greenhouse gas emissions

It is our view that better scientific understanding of climate change, human influence on it, and the associated risks and possible consequences are needed. We are heavily involved in such scientific research and will describe our efforts in another editorial.

But we are also taking other actions to minimize the risks of climate change.

An important first step in approaching reductions of greenhouse gas emissions is accurately measuring them, by plant and by business, using agreed-upon and reliable methodologies.

Because no single method has been developed and accepted across industries and companies, accurate comparisons are difficult.

Therefore, ExxonMobil and others have initiated a consultation among energy companies, under the auspices of the American Petroleum Institute and the International Petroleum Industry Environmental Conservation Association, to improve reporting and reach common agreement on a measurement protocol.

But we are not waiting for wider agreement to begin our own reduction efforts.

For example, ExxonMobil operating units are implementing steps to reduce greenhouse gas emissions, consistent with safe operating practices and sound economics.

Our activities are directed toward real and measurable reductions in energy use, which we believe is a more effective approach than emission-trading schemes that are unlikely to make a worldwide difference.

We have developed a global energy-management system to identify opportunities to fur-

ther reduce energy use. Energy efficiency has already improved 35 percent in our refineries and chemical plants since the 1970s. We expect to see an additional 15 percent improvement.

All business functions are reducing gas flaring and other energy losses through careful monitoring of operations, sound maintenance practices, improved equipment reliability, and smarter control technology.

Where appropriate, a judicious adoption of fuel switching will increase the use of energy with lower carbon-emitting characteristics.

Good ideas are being shared worldwide to ensure consistent approaches and to drive performance improvements.

To maintain emphasis on this multifaceted effort, we will steward results annually and publicly report them.

And we are also supporting promising new technological approaches. These will include advances that can be adopted for improving the energy efficiency of our own operations, as well as technology partnerships with other companies and universities for wider social application.

The risk of climate change and its potential impacts on society and the ecosystem are widely recognized. Doing nothing is neither prudent nor responsible, but the same may be said of rash action. Energy and the economic growth it supports are too important to be treated cavalierly.

The goal of the many activities we are undertaking is to produce practical future reductions in greenhouse gases while we improve our understanding of the science of this complex issue.

Taking action to minimize the risks of climate change

ExxonMobil™

Published from October 3 - 5, 2002 in *The New York Times*, *The Washington Post*, *National Journal*, and *CongressDailyAM*

To learn about our efforts to address greenhouse gases, log on to
www2.exxonmobil.com/Corporate/Newsroom/Publications/c_cc_02/pdfs/she.pdf