

ExxonMobil

2021
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 businesses, such as low carbon solutions, product solutions, and upstream, 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 of Director'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 Environment, Safety and Public Policy Committee (formerly the Public Issues and Contributions Committee), which is comprised entirely of independent directors. The directors review the efforts, associated expenditures, and consistency with company positions. 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.



Positions and principles

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 this report, press releases, exxonmobil.com and the Exxchange advocacy portal 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.

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 ambition

With advances in technology and the support of clear and consistent government policies, ExxonMobil aims to achieve net-zero Scope 1 and 2 greenhouse gas emissions from its operated assets by 2050. This ambition is backed by a comprehensive approach centered on developing detailed emission-reduction roadmaps for major operated assets.

The Company's roadmap approach identifies greenhouse gas emission-reduction opportunities and the investment and policy needs required to achieve net zero. The roadmaps are tailored to account for facility configuration and maintenance schedules, and they will be updated as technologies and policies evolve.

Net-zero roadmaps for major assets are ahead of schedule and expected to be complete by year-end 2022.

Accelerating emissions reductions

In 2021, the Company announced new medium-term Scope 1 and 2 greenhouse gas emission reduction plans for 2030 for operated assets, compared to 2016 levels. These plans include a 20-30% reduction in corporate-wide greenhouse gas intensity; a 40-50% reduction in greenhouse gas intensity of upstream operations; a 70-80% reduction in corporate-wide methane intensity; and a 60-70% reduction in corporate-wide flaring intensity. The actions to achieve the reductions in emissions intensity are also expected to reduce absolute corporate-wide greenhouse gas emissions by approximately 20%. 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.

We also expect to achieve World Bank Zero Routine Flaring by 2030.

Investing ~\$17 billion in lower-emission opportunities

Over the next five years, we plan to invest approximately \$17 billion on initiatives to lower greenhouse gas emissions. A significant share is focused on scaling up CCS, hydrogen and low-emission fuels to support reductions in global emissions. We see these technologies as key to reducing emissions in the highest-emitting sectors, such as commercial transportation, power generation and heavy industry. We see growing markets for low-carbon products and services to help meet society's goals for a lower-emission future. Governments will play an important role in facilitating the development of these markets, encouraging consumer behavior and enabling the private sector to invest in the most effective technologies to meet demand.

Advocating for supportive policies

Recognizing that supportive 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, including the 27th Conference of the Parties to the United Nations Framework Convention on Climate Change, COP27.

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 together with advancements in technology 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.

Transportation

ExxonMobil recognizes that the transportation sector is one of the most difficult to decarbonize, and current policy approaches are limited. We support a holistic federal transportation policy approach that is technology-neutral and contains a life-cycle fuel and vehicle CO₂ emission standard to drive emission reductions across the entire fleet, including new and pre-owned, light- and heavy-duty vehicles. This policy allows all types of fuels and corresponding vehicles to compete, leverages existing infrastructure, and preserves a wide array of choices for individual consumers.

ExxonMobil is working with a broad group of multi-sector stakeholders to advocate for this market-based federal policy that addresses life-cycle GHG emissions of the fuel, vehicle, and necessary infrastructure. We were 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. In time, this flexible policy architecture could be applied to other difficult to decarbonize transportation sectors, including aviation and marine.

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. With effective government policies in place, and advancements in technology, broad deployment of commercial-scale carbon capture and storage projects could create a new industry, resulting in job creation and economic growth. 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.

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.

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:

2021 federal lobbying: In-house and contract

January – March 2021

Specific lobbying issues	House(s) of Congress and Federal Agencies
<p>H.R. 1512: To build a clean and prosperous future by addressing the climate crisis, protecting the health and welfare of all Americans, and putting the Nation on the path to a net-zero greenhouse gas economy by 2050, and for other purposes; provisions related to energy and plastics.</p> <p>Discussions related to energy.</p>	<p>U.S. House of Representatives White House Office Department of Energy</p>
<p>H.R. 1512: To build a clean and prosperous future by addressing the climate crisis, protecting the health and welfare of all Americans, and putting the Nation on the path to a net-zero greenhouse gas economy by 2050, and for other purposes; provisions related to energy and plastics.</p> <p>Discussions related to carbon pricing, emissions, methane, and energy development and research in the United States;</p> <p>Discussions related to carbon capture, utilization, and storage (CCUS);</p> <p>Discussions related to methane, emissions, National Ambient Air Quality Standards, carbon pricing, environmental justice, and cost-benefit rule;</p> <p>Discussions related to the Comprehensive Environmental Response, Compensation, and Liability Act.</p>	<p>U.S. House of Representatives U.S. Senate White House Office Environmental Protection Agency (EPA) Office of Management & Budget (OMB)</p>
<p>Discussions related to global energy development</p>	<p>U.S. House of Representatives</p>
<p>H.R. 1512: To build a clean and prosperous future by addressing the climate crisis, protecting the health and welfare of all Americans, and putting the Nation on the path to a net-zero greenhouse gas economy by 2050, and for other purposes; provisions related to energy and plastics.</p> <p>Discussions related to Renewable Fuel Standard;</p> <p>Discussions related to infrastructure.</p>	<p>U.S. House of Representatives U.S. Senate Department of Transportation</p>
<p>Discussions related to regulatory efficiency and corporate governance;</p> <p>Discussions related to confirming nominees.</p>	<p>U.S. Senate</p>
<p>Discussions related to federal land leasing.</p>	<p>U.S. House of Representatives</p>

Discussions related to infrastructure.	U.S. Senate
Discussions related to implementation of the Tax Cuts and Jobs Act of 2017; Discussions related to carbon capture and sequestration; Discussions related to revenue and funding; Discussions related to corporate and international tax; Discussions related to enhanced oil recovery and carbon capture, utilization, and storage; Discussions related to U.S. involvement in Organization for Economic Cooperation and Development framework process.	U.S. House of Representatives U.S. Senate White House Office Department of Energy Department of Treasury
Discussions related to trade and global markets.	U.S. Senate
Discussions related to trade.	U.S. Senate
First quarter 2021: \$560,000 (USD)	

2021 federal lobbying: In-house and contract

April – June 2021

Specific lobbying issues	House(s) of Congress and Federal Agencies
Discussions related to the Endangered Species Act and resource management plans	Department of Interior
Discussions related to oil and gas leases	Department of Interior
Discussions related to technology impacts on methane regulation	Environmental Protection Agency (EPA)
H.R. 1512: Climate Leadership and Environmental Action for our Nations (CLEAN) Future Act; provisions related to energy and plastics; S. 986: Carbon Capture, Utilization, and Storage Tax Credit Amendments Act of 2021; provisions related to geologic storage; Discussions related to the Houston Carbon Capture and Storage Innovation Zone project, IRC Section 45Q and offshore carbon capture and storage;	U.S. House of Representatives U.S. Senate Department of Energy Department of Interior

Discussions regarding the National Petroleum Councils study relating to carbon capture, use and storage; Discussions related to oil and gas leases	
H.R. 1512: Climate Leadership and Environmental Action for our Nations (CLEAN) Future Act; provisions related to energy and plastics; H.R. 2307: Energy Innovation and Carbon Dividend Act of 2021; provisions related to carbon pricing; Discussion related to the National Environmental Protection Act; Discussions related to water resources, climate and energy; Discussions related to methane Discussions regarding carbon pricing and carbon capture and storage	U.S. House of Representatives U.S. Senate Environmental Protection Agency (EPA) Council on Environmental Quality (CEQ)
H.R. 2570: Climate Risk Disclosure Act of 2021; provisions related to emissions reporting	U.S. House of Representatives
Discussions related to liquefied natural gas	Department of Energy Department of State
H.R. 1512: Climate Leadership and Environmental Action for our Nations (CLEAN) Future Act; provisions related to energy and plastics; H.R. 3440: Sustainable Skies Act; provisions related to fuel; Discussions related to Renewable Fuel Standard, renewable volumes, emission standards	U.S. House of Representatives U.S. Senate Environmental Protection Agency (EPA)
Discussions related to labor and the Houston Carbon Capture and Storage Innovation Zone project	Department of Labor
Draft Senate bill: To amend the Energy Policy Act of 2005, the Outer Continental Shelf Lands Act, and the Marine Protection, Research, and Sanctuaries Act of 1972 to clarify policies regarding ownership and management of pore space and for other purposes; provisions related to carbon capture and storage and pore space; Draft Senate bill: To invest in the energy and outdoor infrastructure of the United States to deploy new and innovative technologies, update existing infrastructure to be reliable and resilient, and secure energy infrastructure against physical and cyber threats, and for other purposes.; provisions related to carbon capture and storage;	U.S. House of Representatives U.S. Senate Department of Interior

Discussions related to the Houston Carbon Capture and Storage Innovation Zone project and IRC Section 45Q; Discussions related to federal leasing	
H.R. 1062: Accelerating Carbon Capture and Extending Secure Storage (ACCESS) through 45Q Act; provisions related to IRC Section 45Q; H.R. 3538: Coordinated Action To Capture Harmful Emissions (CATCH) Act; provisions related to IRC Section 45Q; S. 986: Carbon Capture, Utilization, and Storage Tax Credit Amendments Act of 2021; provisions related to carbon capture and storage; S. 2118: Clean Energy for America Act; provisions related to IRC Section 45Q; Draft Senate bill: To amend the Internal Revenue Code of 1986 to enhance the carbon oxide sequestration credit.; provisions related to IRC Section 45Q; Discussions related to carbon capture and storage, the Houston Carbon Capture and Storage Innovation Zone project and IRC Section 45Q Discussions related to corporate tax Discussions related to Energy Sector Innovation Credit (ESIC) Act (Senate Discussion Draft); provisions related to hydrogen, IRC Section 45Q Discussions related to President Biden’s American Jobs Plan; provisions related to corporate tax	U.S. House of Representatives U.S. Senate Department of Treasury
Discussions related to water resources	U.S. House of Representatives
Second quarter 2021: \$850,000 (USD)	

2021 federal lobbying: In-house and contract

July - September 2021

Specific lobbying issues	House(s) of Congress and Federal Agencies
Discussions related to fuels	White House Office Council on Environmental Quality (CEQ)
<p>H.R. 4153: Clean Energy Future through Innovation Act of 2021; provisions related to carbon capture and storage;</p> <p>S. 986: Carbon Capture, Utilization, and Storage Tax Credit Amendments Act of 2021; provisions related to geologic storage;</p> <p>Draft Senate bill: To amend the Energy Policy Act of 2005, the Outer Continental Shelf Lands Act, and the Marine Protection, Research, and Sanctuaries Act of 1972 to clarify policies regarding ownership and management of pore space and for other purposes; provisions related to carbon capture and storage and pore space;</p> <p>Discussions related to the Houston Carbon Capture and Storage Innovation Zone project and onshore carbon capture and storage;</p> <p>Discussions related to the LaBarge Carbon Capture and Storage Project;</p> <p>Discussions related to fuels</p>	<p>U.S. House of Representatives</p> <p>U.S. Senate</p> <p>White House Office</p> <p>Department of Energy</p> <p>Department of Interior</p> <p>Council on Environmental Quality (CEQ)</p>
<p>Discussions related to emissions and energy;</p> <p>Discussions regarding carbon pricing and carbon capture and storage;</p> <p>Discussions related to carbon capture and storage, the Houston Carbon Capture and Storage Innovation Zone project, and IRC Section 45Q</p>	<p>U.S. House of Representatives</p> <p>U.S. Senate</p>
<p>Discussions related to hydrogen;</p> <p>Discussions related to the Renewable Fuel Standard</p>	<p>U.S. House of Representatives</p> <p>Department of Energy</p>
Discussions related to federal leasing	U.S. House of Representatives
<p>H.R. 5376; Build Back Better Act; provisions related to corporate tax;</p> <p>S. 622: American Jobs in Energy Manufacturing Act of 2021; provisions related to IRC Section 45Q;</p>	<p>U.S. House of Representatives</p> <p>U.S. Senate</p> <p>Department of Treasury</p>

S. 685: Americas Clean Future Fund Act; provisions related to IRC Section 45Q;

S. 985: Save Americas Clean Energy Jobs Act; provisions related to IRC Section 45Q;

S. 1034: Financing Our Energy Future Act; provisions related to IRC Section 45Q;

S. 1167: End Polluter Welfare Act of 2021; provisions related to IRC Section 45Q;

S. 1298: Clean Energy for America Act; provisions related to IRC Section 45Q and jobs;

S. 1807: Clean H2 Production Act; provisions related to IRC Section 45Q;

S. 1829: Carbon Capture Improvement Act of 2021; provisions related to IRC Section 45Q;

S. 2118: Clean Energy for America Act; provisions related to IRC Section 45Q and jobs;

S. 2230: A bill to amend the Internal Revenue Code of 1986 to enhance the carbon oxide sequestration credit; provisions related to IRC Section 45Q;

S. 2475: Energy Sector Innovation Credit Act of 2021; provisions related to IRC Section 45Q;

S. 2645: Rewarding Efforts to Decrease Unrecycled Contaminants in Ecosystems (REDUCE) Act of 2021; provisions related to tax;

Discussions related to carbon capture and storage, the Houston Carbon Capture and Storage Innovation Zone project, and IRC Section 45Q;

Discussions related to global intangible assets;

Discussions related to corporate tax and carbon capture and storage

Third quarter 2021: \$710,000 (USD)

2021 federal lobbying: In-house and contract

October – December 2021

Specific lobbying issues	House(s) of Congress and Federal Agencies
<p>Discussions related to the Houston Carbon Capture and Storage Innovation Zone project and onshore carbon capture and storage;</p> <p>H.R. 5376: Build Back Better Act; provisions related to carbon capture and storage, methane rule, and the Houston Carbon Capture and Storage Innovation Zone project</p>	<p>U.S. House of Representatives U.S. Senate</p> <p>Department of Energy Department of Interior</p>
<p>Discussions related to emissions and energy;</p> <p>Discussions related to carbon pricing and carbon capture and storage;</p> <p>Discussions related to carbon capture and storage, the Houston Carbon Capture and Storage Innovation Zone project, and IRC Section 45Q</p>	<p>U.S. House of Representatives U.S. Senate</p> <p>Department of Energy Department of Interior</p>
<p>Discussions related to hydrogen;</p> <p>Discussions related to liquid fuels transportation;</p> <p>Discussions related to the Renewable Fuel Standard;</p> <p>Discussions related to carbon capture and storage;</p> <p>H.R. 3684: Infrastructure Investment and Jobs Act; provisions related to carbon sequestration;</p> <p>H.R. 5376: Build Back Better Act; provisions related to fuels, biofuels, carbon capture and storage, and the Houston Carbon Capture and Storage Innovation Zone project</p>	<p>U.S. House of Representatives U.S. Senate</p> <p>Department of Energy Department of Interior</p>
<p>Discussions related to federal leasing</p>	<p>U.S. House of Representatives</p>
<p>Discussions related to federal leasing</p>	<p>U.S. House of Representatives</p>
<p>Discussions related to carbon capture and storage, the Houston Carbon Capture and Storage Innovation Zone project, and IRC Section 45Q;</p> <p>Discussions related to proposed tax changes</p> <p>H.R. 5376: Build Back Better Act; provisions related to tax, global intangible assets, IRC Section 45Q, fuels tax credits, and carbon price</p>	<p>U.S. House of Representatives U.S. Senate</p>
<p>Fourth quarter 2021: \$2,820,000 (USD)</p>	



State lobbying

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 2021, 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.

2021 state lobbying activities: In-house and contract

State	ExxonMobil State Lobbying Expenditure (USD)	Issues Lobbied
Alaska	\$180,349	Alaska oil and gas issues, policies, legislation and regulatory issues
California	\$141,004	AB 1395 AB 842 AB 1218 SB 54 SB 419 SB 467 Executive Orders
Illinois	\$68	Illinois energy and business issues; labor and emission reduction policies
Louisiana	\$10,864	Louisiana energy and business issues: emission reduction and tax policies
Montana	\$16,888	SB 376 HB 394 SB 359 HB 632 HB 363 SB 181 SB 233 HB 2
New Jersey	\$89,591	Energy and business issues; legislation to permit corporations to hold virtual shareholder meetings
New Mexico	\$98,889	New Mexico oil and gas legislative and regulatory issues; tax, environment, and private right of action issues
New York	\$84,000	Energy & Natural Resources - general, oil/fuel/gas issues, Advanced Recycling
Pennsylvania	\$90,868	Energy & Taxation

Texas	\$325,987	Texas energy and business issues including; agriculture, alcoholic beverage regulation, city government, civil remedies & liabilities, coastal affairs & beaches, consumer protection, disaster preparedness & relief; economic & industrial development, education, environment, fees & other non-tax revenue, highway & roads, insurance, labor, malpractice - health care providers, mines and mineral resources, occupational regulation, oil & gas, parks & wildlife, property interests, public lands, safety, taxation, tort reform, transportation, utilities, vehicles & traffic, water and weapons
Virginia	\$100	Lobbying Registration Fee
2021 State Lobbying \$1,038, 609		



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 2021, 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 evenly balanced between federal and state-level issues, with communications that addressed federal leasing, corporate taxes, plastic taxes, changes to a labor law in Illinois, a local effort aimed at growing support for a trucking permit for the Santa Ynez Unit in Santa Barbara, California, as well as general communications aimed at increasing voter turnout in elections.

In total, \$1,145,310.47 was spent on these grassroots lobbying communications via Exxchange in 2021.

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:

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



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 2021 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.

2021 Lobbying expenditure (grassroots, local, state and federal) via organizations

ExxonMobil Lobbying Expenditure (USD range)	National / Regional / Local Trade Association Memberships	Primary Issue/s
\$10 million - \$12.5 million	American Petroleum Institute	Energy and environment; fiscal policy; trade; workplace safety; regulatory issues
\$7.5 million - \$9.9 million	None	-
\$5 million - \$7.49 million	None	-
\$2.5 million - \$4.9 million	None	-
\$1 million - \$2.49 million	U.S. Chamber of Commerce	Economic development; regulatory issues; fiscal policy
\$500,000 - \$999,999	U.S. Chamber Institute for Legal Reform	Civil justice reform
\$500,000 - \$999,999	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	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	Louisiana Mid-Continent Oil and Gas Association	Energy and environment; fiscal policy; workplace safety
\$25,000 - \$49,999	Greater Houston Partnership	Economic development; education; public health
\$25,000 - \$49,999	Texans for Lawsuit Reform	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	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
\$25,000 - \$49,999	Texas Independent Producers and Royalty Owners Association	Energy and environment; regulatory issues
\$25,000 - \$49,999	American Council for Capital Formation	Fiscal policy; governance
\$25,000 - \$49,999	Plastics Industry Association	Energy and environment; regulatory issues
\$10,000 - \$24,999	Texas Association of Business	Economic development; regulatory issues; fiscal policy
\$10,000 - \$24,999	National Taxpayers Union	Fiscal policy
\$10,000 - \$24,999	Texas Civil Justice League	Civil justice reform
\$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	Marcellus Shale Coalition	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
\$10,000 - \$24,999	Louisiana Chemical Association	Energy and environment; regulatory issues; workplace safety

\$10,000 - \$24,999	Louisiana Association of Business and Industry	Economic development; regulatory issues; fiscal policy
\$10,000 - \$24,999	American Tort Reform Association	Civil justice reform
\$10,000 - \$24,999	Florida Petroleum Marketers Association	Energy and environment; regulatory issues; trade
\$10,000 - \$24,999	Ohio Oil & Gas Association	Energy and environment; regulatory issues
\$5,000 - \$9,999	United States Council for International Business	Regulatory issues; trade
\$5,000 - \$9,999	Center for Liquefied Natural Gas	Energy and environment; 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	Civil Justice Association of California	Civil Justice Reform
\$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	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
\$5,000 - \$9,999	Permian Basin Petroleum Association	Energy and environment; fiscal policy; workplace safety
\$5,000 - \$9,999	LIFO Coalition	Fiscal policy
\$5,000 - \$9,999	U.S. India Business Council	Trade and investment
\$5,000 - \$9,999	U.S. Qatar Business Program	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	New Jersey Civil Justice Institute	Civil justice reform
\$1,000 - \$4,999	National Foreign Trade Council	Fiscal policy; regulatory issues; trade

\$1,000 - \$4,999	American Highway Users Alliance	Energy and environment; regulatory issues
\$1,000 - \$4,999	ERISA Industry Committee	Employee benefits policies
\$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	Business Council of New York	Energy and environment; fiscal policy; regulations
\$1,000 - \$4,999	New Mexico Chamber of Commerce	Economic development; regulatory issues; fiscal policy
\$1,000 - \$4,999	Council of the Americas	Economic development; trade and investment
\$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	Greater Irving - Las Colinas Chamber of Commerce	Economic development; regulatory issues; fiscal policy
\$1,000 - \$4,999	Virginia Chamber of Commerce	Fiscal policy
\$1,000 - \$4,999	North Carolina Petroleum & Convenience Marketers	Energy and environment; regulatory issues; trade
\$1,000 - \$4,999	Baton Rouge Chamber of Commerce	Economic development; regulatory issues; fiscal policy
\$1,000 - \$4,999	Council on State Taxation	Fiscal policy
\$1,000 - \$4,999	U.S. India Strategic Partnership Inc.	Trade and investment
\$1,000 - \$4,999	U.S. Bangladesh Business Council	Trade and investment
\$1,000 - \$4,999	U.S. Kazakhstan Business Council	Trade and investment
\$500 - \$999	New Jersey Chamber of Commerce	Energy and environment; fiscal policy; regulations
\$500 - \$999	West Virginia Chamber of Commerce	Energy and environment; 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	North Carolina Chamber of Commerce	Economic development; regulatory issues; fiscal policy
\$500 - \$999	Ardmore Chamber of Commerce	Economic development
\$500 - \$999	Montana Chamber of Commerce	Fiscal policy, trade, workplace safety
\$500 - \$999	Michigan Petroleum Association	Energy and environment; fiscal policy; workplace safety
\$500 - \$999	Montana Petroleum Association	Energy and environment; fiscal policy; workplace safety
\$500 - \$999	Dallas Regional Chamber	Economic development; regulatory issues; fiscal policy

\$500 - \$999	Alaska State Chamber of Commerce	Energy and environment; regulatory issues; investment
\$0 - \$499	Ohio Petroleum Marketers & Convenience Store Association	Energy and environment; regulatory issues; trade
\$0 - \$499	US-ASEAN Business Council	Economic development; trade and investment
\$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
\$0 - \$499	Petroleum Association of Wyoming	Energy and environment; fiscal policy; workplace safety
\$0 - \$499	South Dakota Petroleum and Propane Marketers Association	Energy and environment; regulatory issues; trade
\$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	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	Tax Council	Fiscal policy; regulatory issues
\$0 - \$499	Indiana Chamber of Commerce	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	PSCA Plan Sponsor Council of America	Fiscal policy; regulatory issues