

# PLUNKETT'S CORPORATE BENCHMARKS REPORTS™



**D**eepest studies of individual Corporations:  
Analytics, Extensive Financial Metrics, and Benchmarks  
Against Industry Averages and Top Competitors

## Compare Top Publicly-Held Companies to Industry Average

**NAIC 210000**

**Title Mining, Including Oil & Gas Exploration Industry (U.S.)**

### Group Number 1

Income Statement (Whole \$), % = Percent of Total Revenues

\$USD, In whole numbers, except marked * or %	Chevron Corporation	Exxon Mobil Corporation (ExxonMobil)	Schlumberger Limited	ConocoPhillips Company	Industry Average of 156 Companies
Total Revenue	139,864,997,888	255,582,994,432	32,917,000,192	32,566,999,040	6,342,890,614
Cost Of Revenue	109,330,997,248	199,624,998,912	28,720,001,024	23,253,999,616	5,155,311,156
Gross Profit	30,534,000,640	55,957,999,616	4,196,999,936	9,313,000,448	1,574,986,652
<b>Operating Expenses</b>					
General & Administrative Costs	-	-	474,000,000	-	97,983,067
SGA Expense	4,143,000,064	11,397,999,616	474,000,000	556,000,000	338,366,534
R&D Expense	-	-	717,000,000	-	93,861,546
Other Operating Expenses	26,291,000,832	31,794,000,896	717,000,064	1,152,999,936	617,277,308
Restructuring and Merger/Acquisition Costs	-	-	0	-	70,638,204

## Core Benefits to Customers:

- Comprehensive financial performance benchmarking, including the Subject Company's
  - 1) Financial results
  - 2) Financial history
  - 3) Ratios
  - 4) Vital metrics
- Industry-specific comparative financial analysis and benchmarking of the Subject Company to:
  - 1) Deep financials of each of the leading firms in the Subject Company's primary industry
  - 2) Detailed, multi-year financial averages for all companies within the industry
  - 3) Rankings of the Subject Company against the top companies within the industry
- Profiles of the Subject Company and industry's leading firms

# PLUNKETT'S CORPORATE BENCHMARKS

## Typical Table of Contents:

### Analysis Summary of the Subject Company's Primary Industry, U.S. Data

- Industry revenues, employee count and growth rate (table)
- Top U.S. companies, by revenues (table)
- Industry employee population, current and historical (chart)
- Industry revenues, 8-year history and 8-year forecast, with CAGR (table and chart)

### Comparative Financial Benchmarks for the Subject Company by Industry Averages in a 6-year Time Series of Detailed Financials, U.S. Companies

- A. Detailed table of companies used in computing these averages
- B. Income statement averages
- C. Balance sheet averages
- D. Cash flow averages

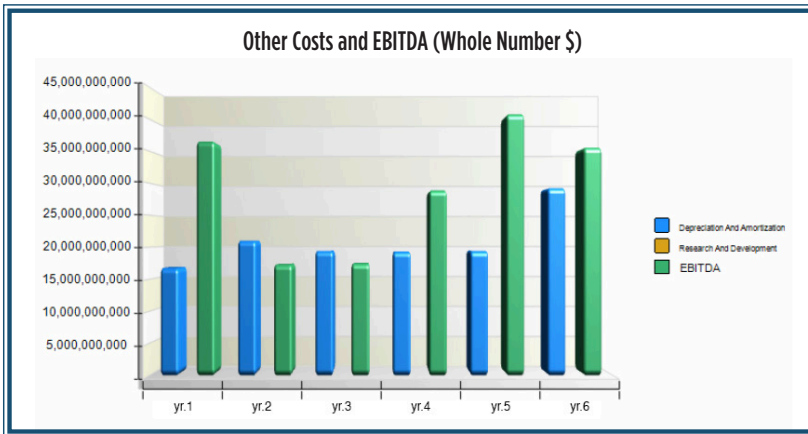
### Competitive Summary of Top Companies Within the Industry, Profiles & Ranks, Financial summaries, Ranks & Executive Lists for up to 10 Top U.S.- based Competitors

- A. Top companies within the industry ranked for key performance items
- B. Benchmarking of the Subject Company and its industry's leading firms to each other and to their industry's averages for all financial analysis metrics
  - Income statements, balance sheets and cash flow statements for the Subject Company and for each of the top companies compared to each other and to the overall industry average
- C. Corporate profiles, comparative analysis of the Subject Company and of the top companies within its industry, including executive listings and financial results

\$USD, In whole numbers, except marked * or %	yr.1 Chevron Corporation	yr.2 Average of 180 Companies	yr.3 Chevron Corporation	yr.4 Average of 182 Companies	yr.5 Chevron Corporation	yr.6 Average of 177 Companies
Total Revenue	134,673,997,824	4,941,372,674	158,901,993,472	5,843,802,465	139,864,997,888	5,592,003,368
Cost Of Revenue	95,114,002,432	4,120,995,921	113,996,996,608	4,600,227,140	109,330,997,248	4,708,336,362
%	70.63	80.14	71.74	77.85	78.17	84.20
Gross Profit	39,559,999,488	1,329,755,520	44,905,000,960	1,719,214,705	30,534,000,640	1,429,625,915
%	29.37	25.86	28.26	29.10	21.83	25.57
<b>Operating Expenses</b>						
SGA Expense	4,448,000,000	271,297,000	3,838,000,128	316,101,098	4,143,000,064	300,146,317
%	3.30	5.28	2.42	5.35	2.96	5.37
R&D Expense	-	106,637,258	-	91,631,292	-	93,861,548
%	-	2.07	-	1.55	-	1.68
Other Operating Expenses	32,631,998,464	584,145,674	26,621,000,704	583,296,151	26,291,000,832	540,873,141
%	-	11.96	-	9.87	-	9.67
Restructuring and Merger/Acquisition Costs	-	37,747,178	-	22,606,733	-	69,246,580
%	-	0.78	-	0.38	-	1.24
Amortization	-	2,236,193	-	11,210,406	-	9,748,757
%	-	0.04	-	0.19	-	0.17

### AVERAGE COMPANY RESULTS FOR INCOME, BALANCE SHEET & CASH FLOW.

View a 6-year history of average results for all items.



### NUMEROUS CHARTS & TABLES

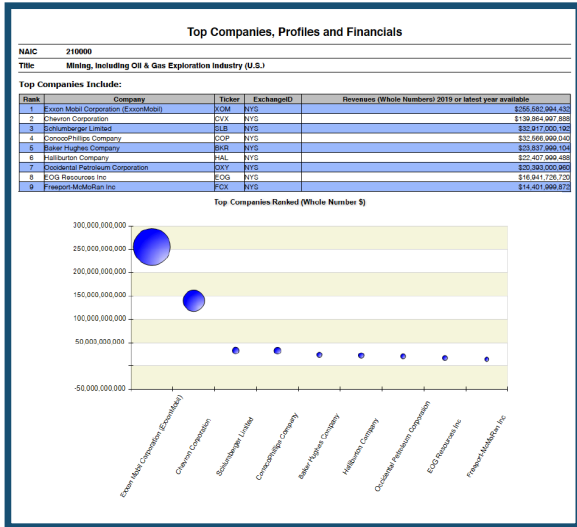
Compare vital metrics and benchmarks by utilizing advanced analytics and data visualization.

Top Companies Ranked, U.S.	
This list may include private companies in the following categories: Total Revenue, Employee Count and Net Income. Also, the list may include companies in closely related sectors.	
NAIC	210000
Title	Mining, Including Oil & Gas Exploration Industry (U.S.)
<b>Approximate Market Cap</b>	
1. Exxon Mobil	441,421,100,000
2. Chevron	247,956,800,000
3. ConocoPhillips	105,410,900,000
4. Occidental Petroleum	84,849,880,000
5. EOG Resources	74,862,150,000
6. Pioneer Natural Resources	54,347,940,000
7. Devon Energy	32,474,600,000
8. Hess	31,110,950,000
9. Concho Resources	30,590,250,000
10. Continental Resources	30,017,660,000
<b>Employee Count</b>	
1. Exxon Mobil Corporation (ExxonMobil)	74,900
2. Chevron Corporation	49,200
3. Shell Oil Company	35,000
4. Occidental Petroleum Corporation	14,400
5. ConocoPhillips Company	10,400
6. CHX Gas Corporation	8,630
7. Hunt Consolidated Inc	4,500
8. Anadarko Petroleum Corporation	4,500
9. Conrill Resources Inc	3,740
10. Pioneer Southwest Energy Partners LP	3,667
<b>Total Revenue</b>	
1. Exxon Mobil Corporation (ExxonMobil)	255,582,994,432
2. Chevron Corporation	139,864,997,888
3. ConocoPhillips Company	32,568,999,040
4. Occidental Petroleum Corporation	20,393,000,960
5. EOG Resources Inc	16,941,726,720
6. Pioneer Natural Resources Company	9,671,000,264
7. Shell Oil Company	9,450,000,000
8. Chesapeake Energy Corporation	8,488,999,936
9. Maverick Natural Resources LLC	6,734,110,000
10. Qvistiv Inc	6,728,000,128
<b>Net Income</b>	
1. Exxon Mobil Corporation (ExxonMobil)	14,340,000,000
2. ConocoPhillips Company	7,189,000,000
3. Chevron Corporation	2,924,000,000
4. Murphy Oil Corporation	1,149,732,000
5. Southwestern Energy Company	897,000,000
6. Continental Resources Inc	776,641,000
7. Pioneer Natural Resources Company	756,000,000
8. Cabot Oil & Gas Corporation	681,070,000
9. Marathon Oil Corporation	480,000,000
10. WPX Energy Inc	256,000,000
<b>3-Year Revenue Growth (%)</b>	
1. Petro River Oil Corp	165.47
2. Carbon Natural Gas Co	142.33
3. Magnolia Oil & Gas Corp	103.60
4. Diamondback Energy Inc	95.92
5. Ring Energy Inc	85.12
6. Houston American Energy Corporation	81.87
7. Eaststone Energy Inc	65.40
8. Comstock Resources Inc	63.55
9. Goodrich Petroleum Corporation	63.12
10. Parsley Energy Inc	62.35
61. Chevron Corporation	8.27
<b>3-Year Income Growth (%)</b>	
1. Gulf Coast Ultra Deep Royalty Trust	50.71
2. MV Oil Trust	37.95
3. Dineover Minerals LP	36.02
4. VOC Energy Trust	34.60
5. Magnolia Oil & Gas Corp	32.72
6. COINCOIL Energy Inc	22.35
7. Exxon Mobil Corporation (ExxonMobil)	22.30
8. Sabine Royalty Trust	17.03
9. CIXX Lands Inc	15.56
10. Haveli Royalty Trust	12.41
22. Chevron Corporation	12.41

### TOP COMPANIES RANKED

Company ranks for market capitalization, employees, revenues, net income, income growth, ROI, ROA, and ROIC.

# Available for ALL Publicly-Held U.S. Companies



## Extensive Benchmarking of The Subject Company to its peers.

- All Income Statement, Cash Flow, and Balance Sheet Items



## Includes Extensive Charts and Data Visualization.

Our charts will enable you to quickly grasp key trends.

**Revenues, Historical and Projected**

NAIC 210000  
Title Mining, Including Oil & Gas Exploration Industry (U.S.)

Revenues - Historical (Millions of \$)

	yr.1	yr.2	yr.3	yr.4	yr.5	yr.6	yr.7
Revenues	\$605,457	\$619,195	\$641,939	\$661,091	\$650,751	\$689,304	\$63
Growth Rate, Revenues	2.72 %	4.38 %	3.70 %	-2.00 %	7.00 %	8	

Revenues - Projected (Millions of \$)

	yr.1	yr.2	yr.3	yr.4	yr.5
Revenues	\$685,278	\$614,542	\$644,040	\$674,954	\$700,602
Growth Rate, Revenues	10.00 %	5.00 %	-4.80 %	4.80 %	3.80 %

## Industry Revenue Forecasts and History.

8-year history and 8-years forward.

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Restructuring and Merger/Acquisition Costs	-	-	0	-	70,638,204
Amortization	-	-	-	-	12,824,019

## Operating Ratios.

Covers a broad range of income and expense item estimates, as a percentage of total revenues. Includes benchmark of this company to the average for its industry.

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