

ADDRESS

John Pototsky

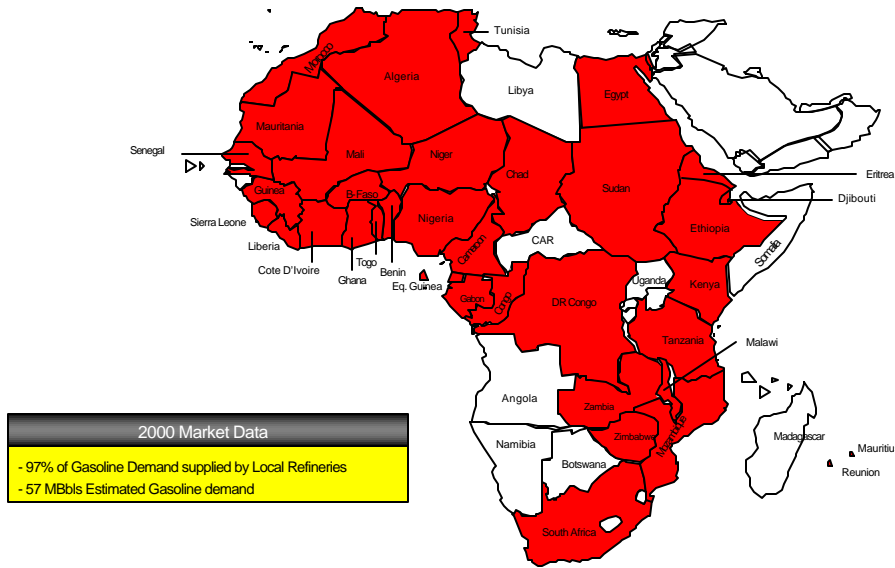
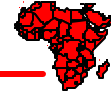
Chairman, Mobil Oil Nigeria, ExxonMobil

Honorable Ministers, Delegates, Distinguished Ladies and Gentlemen,

I appreciate the opportunity to address this conference on the Phase-out of Leaded Gasoline in Nigeria & Neighboring countries. It is a pleasure to share this opening session with the Honorable Ministers.

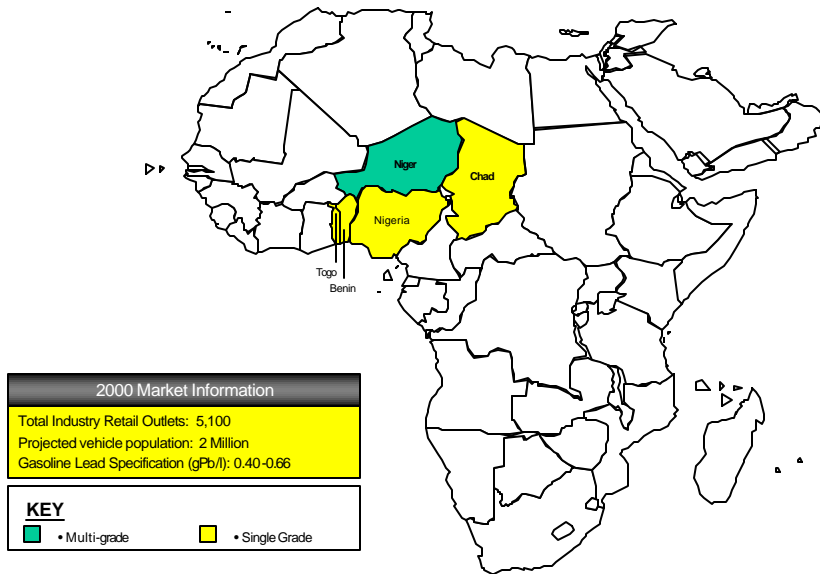
I represent my company, the ExxonMobil Corporation, and specifically, Mobil Oil Nigeria. My message is simple-- we stand ready to do our part in the effort to phase-out Leaded Gasoline from our fuels distribution chains.

ExxonMobil
ExxonMobil Affiliates in Africa



ExxonMobil is better known in this part of Africa as Mobil. We hold significant investments in Africa, and share the desire of your governments to see your economies grow and its people prosper. With a workforce in excess of 4,000 employees, we market fuels and lubricants in about 40 African countries, including Benin, Chad, Niger, Nigeria and Togo, and carry out oil and gas exploration and production activities in a number of these countries. We are also partners in four refineries in the Region.

ExxonMobil
Sub-Sahara Africa - Key Data

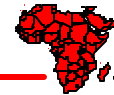


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You may ask, why is this issue important to us? In 1999, two oil companies, Exxon and Mobil decided to merge to form ExxonMobil, my company. Each of those companies had been working the Lead Phase-Out issue for years in various parts of the world. A key step in the early part of the merger planning process was to define the values we would share as a combined company and adopt a firm set of Standards of Business Conduct governing all aspects of our operations.

When we looked at our combined operations in relation to these standards, we identified leaded gasoline as a product that was inconsistent with our values. As a result, we redoubled our Leaded Gasoline Phase-out efforts through the International Petroleum Industry Environmental Conservation Association and joined in partnership with the World Bank who had a similar effort underway.

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Sub-Sahara Africa - Road Transport Information



- Main transportation mode, accounts for 90% of passenger/freight movements
- Good network spanning over 100,000 Km linking major cities, and rural communities
- Road network largely managed by Governments
- Gasoline engines represent 70% of total fleet
- 25% of vehicle fleet are soft valve seat technology engines requiring valve seat lubrication
- Low turnover rates for replacement of older cars to newer model

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"Why don't we want to sell Leaded Gasoline?" Two reasons: First, using leaded gasoline perpetuates air pollution from motor vehicles because it harms catalytic converters and prevents their broader use. Modern

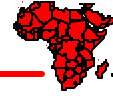
vehicles fitted with catalytic converters are 98% less polluting than they were 35 years ago. These benefits could be available to Africa over time by bringing both new and previously owned catalyst equipped vehicles into the vehicle fleet -- but not until lead is removed from gasoline.

Second, numerous scientific studies show that exposure to lead presents health concerns, particularly in children.

For these two reasons, we are focusing our energies on encouraging countries still using Leaded Gasoline to phase it out in the shortest possible time.

The oil industry can play a key role in facilitating lead phase-out in your respective countries. First, I believe this process can proceed most effectively if there is a partnership between government, industry, and the development banks. One company, or industry, cannot do this alone. There are many local and state owned companies involved in the refining, importing, and marketing of Leaded Gasoline in Africa that must also be part of the solution.

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Key Issues for Lead Phase-out



- Enabling Law
- Costs and Timing
- Logistics

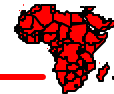
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We all recognize each government will set standards for lead in Gasoline in its markets, and enforce those standards. Government officials in each country are responsible to make the difficult decision on how to prioritize the lead phase-out problem versus other problems, to allocate available resources, and to set time frames for implementing solutions.

Industry can play a key role in this process and we would like to be partners in this effort. We can offer advice on HOW best to achieve the lead phase-out goals set by your governments. We can lay out a range of

refining and supply options, provide cost data, show the impact of using various fuels on the vehicle population, and show the impact of fuel changes on local air quality. Such advice from our industry can help streamline the phase-out process, minimize supply disruptions to the marketplace, minimize costs to citizens, and improve air quality.

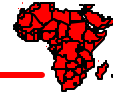
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Logistics Information - Nigeria



- Single gasoline grade (Refinery Dependent).
- Four domestic refineries, with total capacity of 445 KBD
- 5,500 Km of pipelines for product receipts/transportation
- 21 Government owned Fuels depots and numerous Marketers terminals/storage capacity in excess of 7 million barrels
- Investment requirement for refinery conversion to unleaded gasoline is estimated at \$500 million and 2-5 year timeframe.

What is the situation in Nigeria?

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Logistics Information - Togo, Benin, Chad & Niger



- Single gasoline grade - Togo, Benin and Chad
- Multi gasoline grade - Niger
- Fully Imported Market - Togo, Benin, Chad and Niger
- Action Required - Flush out the system (Storage & Pipeline)
- Cost - Approximately \$0.002/l for Anti -VSR additivation

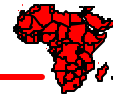
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What is the situation in the neighboring countries?

This is an opportunity to take an important step towards improving the quality of air and life of the citizens of your countries. I encourage you to take advantage of this opportunity and begin laying the groundwork that will result in cleaner air, lower health care costs, and most important, healthier and more productive citizens. The international petroleum industry stands ready to do its part to help make this happen.

In closing I would like to commend the Conference organizers for making this happen. I am looking forward to working with all of you in the months ahead to move this initiative along.

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Thank you

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