



EXXPOSE EXXON CAMPAIGN FREQUENTLY ASKED QUESTIONS

Q. Why did you pick ExxonMobil as the target of this campaign?

A. ExxonMobil is moving America backward on energy policy when we desperately need to move forward. ExxonMobil is the ONLY major oil company that denies the urgency of global warming and funds global warming skeptics that cloud the facts and create a debate where there isn't one. ExxonMobil leads the charge against efforts to reduce global warming pollution worldwide. It is also the ONLY major oil company still a member of Arctic Power, the special interest group lobbying Congress to open the Arctic National Wildlife Refuge - a move that would not result in lower gas prices or greater energy security. Despite ExxonMobil's record profits, it refuses to invest in renewable energy like its competitors. Plus, ExxonMobil is still appealing the \$4.5 billion (plus interest) in punitive damages for the 1989 Exxon Valdez oil spill awarded to fisherman, native Alaskans and others harmed by the spill.

Q. What are you asking the company to do?

A. The Exxpose Exxon campaign is calling on ExxonMobil to:

- Stop opposing mandatory reductions of global warming pollution and stop funding 'climate skeptics' that confuse the facts about global warming.
- Invest in renewable energy and energy efficiency to save consumers money at the pump and help secure our energy future.
- Protect the Arctic National Wildlife Refuge and pull out of Arctic Power, the single issue lobbying group dedicated to drilling in the Arctic Refuge.
- Pay all of the punitive damages awarded to fisherman, Alaskan natives, and others injured by the 1989 *Exxon Valdez* oil spill.

Q. Why did you decide to launch this campaign?

A. We are at a crossroads on energy policy. Gasoline prices are at record highs, and America's global warming pollution is threatening to hit a point of no return. There is consensus among climate scientists worldwide that global warming is occurring and that human activity from the burning of oil, gas and coal is a major source of the problem. Yet, ExxonMobil continues to deny the problem and call for more research rather than action. Congress keeps passing energy bills that give handouts to Big Oil and do nothing to reduce our nation's oil dependence or promote a national transition toward alternative energies. ExxonMobil is a chief architect of this failed energy strategy. It is time for the American public to expose ExxonMobil and pressure it to join the rest of society in creating a vibrant renewable energy sector that supports new jobs, public health, national security, and a livable future for all.

Q. What kind of impact do you think we will have? Do you really expect ExxonMobil to change its policies on these issues?

A. We are not asking ExxonMobil to do anything its competitors are not doing. We plan to educate and activate millions of Americans and expose ExxonMobil as the oil company outside the mainstream on some of the most important issues facing our nation. By doing so, ExxonMobil will face great pressure from the public, shareholders, policy makers, and its peers to change course. Moreover, the company will be forced to answer for its actions.

Q. Is this a boycott?

A. Yes. We are asking Americans to do three things: Speed past Exxon and Mobil gas stations; don't buy ExxonMobil stock or, if they have stock, use the shares to change the company from the inside; and don't work for ExxonMobil or, if already working there, call on the company to put its talent to better use. This campaign is much more than just a consumer boycott however, it's about opening up the political and economic space for a new national dialogue on alternative energies. We are calling on the public to boycott the #1 company devoted to keeping us addicted to oil and convince politicians and the media to do the same.

Q. Where should consumers buy their gas?

A. People should avoid buying gas from Exxon and Mobil gas stations in the U.S. (and Esso and Mobil abroad). We do not recommend a replacement gas station, but we note that BP and Shell are investing millions in renewable energies and Citgo is offering reduced costs in some cities for those most in need.

Q. Aren't you really only hurting small businesses and franchisees?

A. Our target is ExxonMobil. Our efforts are not aimed at any one station specifically, but at the actions of the ExxonMobil's corporate headquarters. As the world's largest and most profitable private oil company, ExxonMobil has the power to direct the energy industry and policy makers toward securing a new energy future. If ExxonMobil is going to stop opposing measures to reverse global warming and help the transition to renewable energies, then we need all people to join in the struggle. We encourage franchisees to join us in our call for accountability and action from ExxonMobil. After all, it's the corporate headquarters that are giving Exxon and Mobil gas stations a bad name.

Q. How long do you plan to run the campaign?

A. We have not set a deadline for this campaign. It is in ExxonMobil's hands.

Q. ExxonMobil claims that it has done its part by reducing global warming emissions at its facilities. Hasn't the company done enough?

A. It is estimated that ExxonMobil produces as much as five percent of the world's global warming pollution. Yet, unlike other major oil companies, ExxonMobil refuses to set global warming pollution reduction targets even at its own facilities. Until just recently, ExxonMobil denied that the burning of fossil fuels even contributes to global warming. ExxonMobil worked intimately with the White House to craft the Bush administration's energy and global warming policy both domestically and internationally. Not surprisingly, there are still no mandatory limits on global warming pollution. ExxonMobil must stop being the problem and be apart of the solution.

Q. Is ExxonMobil really the only major oil company funding skeptics of climate change?

A. According to the company's own documents, ExxonMobil has spent \$19 million since 1998 on unpublished junk science that clouds the facts and creates the illusion of a debate about global warming. We have found no evidence that other major oil companies are targeting these 'climate skeptics' with funding.

Q. Isn't ExxonMobil investing \$100 million over 10 years in research at Stanford, which the company claims will help develop new technology to cut global warming pollution?

A. Stanford's Global Climate and Energy Project (GCEP) is focused on making fossil fuels burn cleaner and dealing with carbon after it has been released, which are useful endeavors but do

little to advance renewable energy technologies and significantly cut global warming pollution before it is released. In addition, the technology developed may not be available for commercial application for at least a decade. Moreover, GCEP has no quantifiable goals in terms of reducing global warming pollution and includes no guarantee that ExxonMobil or any of the sponsoring companies will apply the technologies developed. ExxonMobil's \$100 million commitment (over 10 years) is less than one day's worth of its 2005 profits and is dwarfed by the billion plus the company spends on oil and gas exploration. ExxonMobil pays its CEOs almost four times as much as the company is giving Stanford. ExxonMobil executives have made the conscious decision NOT to invest any of its record profits in renewable energy sources, calling renewable energy "uneconomic." In contrast, BP has spent about \$500 million on solar power, \$30 million on wind energy, and has earmarked another \$8 billion over this decade.

Q. Doesn't the Bush administration have the real power to cut global warming pollution? Why target ExxonMobil?

A. We continue to push the Bush administration and Congress to take meaningful action to cut America's global warming pollution and promote the transition to clean, sustainable energies. Politicians play a major role in transitioning our country away from oil, but it's time the public go to the source of the problem - ExxonMobil. Our politicians have failed to construct an energy and global warming policy that reduces our dependence on oil for more than a decade. When we look at why, we see ExxonMobil working to keep our nation addicted to oil at every turn. ExxonMobil has underwritten a sinister campaign to keep politicians from acting in the interest of the public. While our organizations are using the voice of the people to push our politicians to move America toward a smarter, cleaner, and more secure energy future, ExxonMobil is using its profits and power to entice politicians to do the opposite. Politicians who forget that they work for the people and not for ExxonMobil will also find themselves in the crosshairs of Exxpose Exxon.

Q. Is ExxonMobil the only oil company that supports drilling in the Arctic Refuge?

A. Yes. ExxonMobil is the only company remaining in Arctic Power, the single issue lobbying group dedicated to drilling in the Arctic Refuge. BP, ChevronTexaco, and ConocoPhillips dropped out after facing several shareholder resolutions and public pressure.

Q. ExxonMobil has already paid billions of dollars to clean up after the Exxon Valdez oil spill. Aren't the \$4.5 billion in punitive damages awarded by the judge a little extreme?

A. The amount of oil that spilled from the Exxon Valdez is roughly equivalent to 125 Olympic-sized swimming pools. The spill devastated the lives and livelihoods of commercial fishermen and Alaska natives that depend upon fishing. Seventeen years after this tragedy, oil remains in most of the 1300 miles of affected beaches and the herring fisheries have still not recovered. In 1994 the U.S. District Court ruled that Exxon acted recklessly and must pay the 30,000 plaintiffs \$4.5 billion plus interest in punitive damages in order to set a deterrent that would ensure such an egregious act was never repeated. The company argues it should pay only \$25 million – hardly a deterrent for a company that made \$36 billion in 2005. While ExxonMobil has tied up the courts in appeals, an estimated 3,000 plaintiffs have died waiting for compensation. ExxonMobil must pay these damages now to provide relief to those harmed and ensure that such reckless devastation never happens again.

The Exxpose Exxon campaign is a collaborative effort of some of the nation's largest environmental and public interest advocacy organizations including Defenders of Wildlife, Greenpeace, MoveOn.org, Natural Resources Defense Council, Sierra Club, U.S. Public Interest Research Group, Union of Concerned Scientists and others. For more information, please visit www.ExxposeExxon.com.

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