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**From:** Gobush, Matthew N [/O=EXXONMOBIL/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/[REDACTED]]  
**Sent:** 3/2/2017 11:55:33 PM  
**To:** Walton, Gantt H [REDACTED]@exxonmobil.com]  
**Subject:** FW: CERA Speech - Revised (Version 8)

FYI

Matt Gobush  
Public & Government Affairs  
Exxon Mobil Corporation  
Phone: [REDACTED]

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**From:** Gobush, Matthew N  
**Sent:** Thursday, March 2, 2017 5:55 PM  
**To:** Woods, Darren W <[REDACTED]@exxonmobil.com>  
**Cc:** McCarron, Suzanne M <[REDACTED]@exxonmobil.com>  
**Subject:** RE: CERA Speech - Revised (Version 8)

Darren – Thanks for this feedback; Suzanne and I were discussing your earlier note when it came across. In addition to the latest changes you made, we will certainly add the language about our algae biofuels program to the speech. Just so you know, the reason we did not initially include it was because it did not directly address the speech's original core argument: oil and gas production (specifically) and environmental progress (including climate change risk management) are not incompatible.

By adding algae and the other technologies, we can simply expand upon the original thesis to deliver a larger technology message. We thought a nice place to add algae may be towards the end, after you cover Growing the Gulf. You could transition to ways in which we are going beyond improving our current products to develop new energy technologies that further reduce emissions and environmental impacts. I'll send a new version of the speech to you tomorrow with this for your consideration.

On the Fault Slip Potential Tool, Suzanne and I discussed, and we wanted to ask if you would consider keeping it in your speech. It's a new announcement that fits your core argument nicely, and we think the audience in the room would welcome it. Many are interested in the topic and would appreciate the significance of this bit of technology news. It's rare that an announcement such as this and the timing of a major speech coincide; we like to take advantage of the good fortune when we can and when it helps your main argument!

Thanks, Matt

Matt Gobush  
Public & Government Affairs  
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Phone: [REDACTED]

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**From:** Woods, Darren W  
**Sent:** Thursday, March 2, 2017 5:21 PM  
**To:** Gobush, Matthew N [REDACTED]@exxonmobil.com>  
**Subject:** RE: CERA Speech - Revised (Version 8)

Matt,

Attached is a slightly modified version. Per my earlier note, I would like to remove the reference to the Stanford development with more relevant climate related technology.

Also, I like the spacing early in the document. This changes about a third of the way through. The spacing between paragraphs in the back 2/3rds is inadequate. Let's stick with one format – the one we started the doc with.

Darren

Darren Woods  
[REDACTED]

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**From:** Gobush, Matthew N  
**Sent:** Tuesday, February 28, 2017 2:05 PM  
**To:** Woods, Darren W [REDACTED] <[REDACTED]@exxonmobil.com>  
**Cc:** McCarron, Suzanne M [REDACTED] <[REDACTED]@exxonmobil.com>; Walton, Gantt H [REDACTED] <[REDACTED]@exxonmobil.com>  
**Subject:** RE: CERA Speech - Revised (Version 8)

Darren – Please find attached a further revised version of your CERA speech. This version reflects minor changes from CSP and Law, as well as an addition proposed by us regarding our recent technology announcement with Stanford. I have also added speaking cues to this version, consistent with Ray Thompson's guidance. Thanks, Matt

Matt Gobush  
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Phone: [REDACTED]

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**From:** Gobush, Matthew N  
**Sent:** Sunday, February 26, 2017 10:02 PM  
**To:** Woods, Darren W [REDACTED] <[REDACTED]@exxonmobil.com>  
**Cc:** McCarron, Suzanne M [REDACTED] <[REDACTED]@exxonmobil.com>; Walton, Gantt H [REDACTED] <[REDACTED]@exxonmobil.com>  
**Subject:** CERA Speech - Revised

Darren – Please find attached a revised version of your CERA speech, building upon your edits and including the additional proof points you requested. It also reflects additional edits from Suzanne, plus changes from me to smooth the transitions. I've attached a version in track-changes mode also so that you can see the edits we propose. Thanks, Matt

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