

ExxonMobil Commercial Card Overview

Overview

- ExxonMobil offers a range of commercial cards, allowing any size business to gain control over their business travel expenses
 - These commercial cards are great tools to help stations attract new customers, increase loyalty and reduce costs

Prospects

- **Business Card**
 - Small Businesses with the desire to control fueling expenses (typically up to 14 drivers/vehicles)
 - Looking for a convenient, easy-to-use product with essential reporting detail and online account management
- **Fleet Card**
 - Mid-size businesses with larger vehicle / fleet programs (15+ drivers/vehicles)
 - Need greater control and security over their vehicle/fleet operations, including detailed user reporting, online management and card control options
- **Universal Card**
 - Large, regional or national businesses, seeking secure fleet program with enhanced acceptance options
 - Require greater control and security, detailed reporting and additional card controls



ExxonMobil Business Card



Business Card Features

- No annual card fees for Customers
- No credit card transaction fees for Retailers
- Pay-at-the-pump convenience at thousands of Exxon and Mobil locations nationwide
- Payment Flexibility to improve cash flow (revolve or pay-in-full)
- Detailed statement reporting, offering driver specific transaction details
- Online account management
 - Secure access to your account
 - Pay bills online, update your profile, add/remove drivers, and more
- Single station cards available
- Tax exemption capabilities (pay in full product only)
- Simple and secure card usage with no PIN Number or Odometer data entry requirements

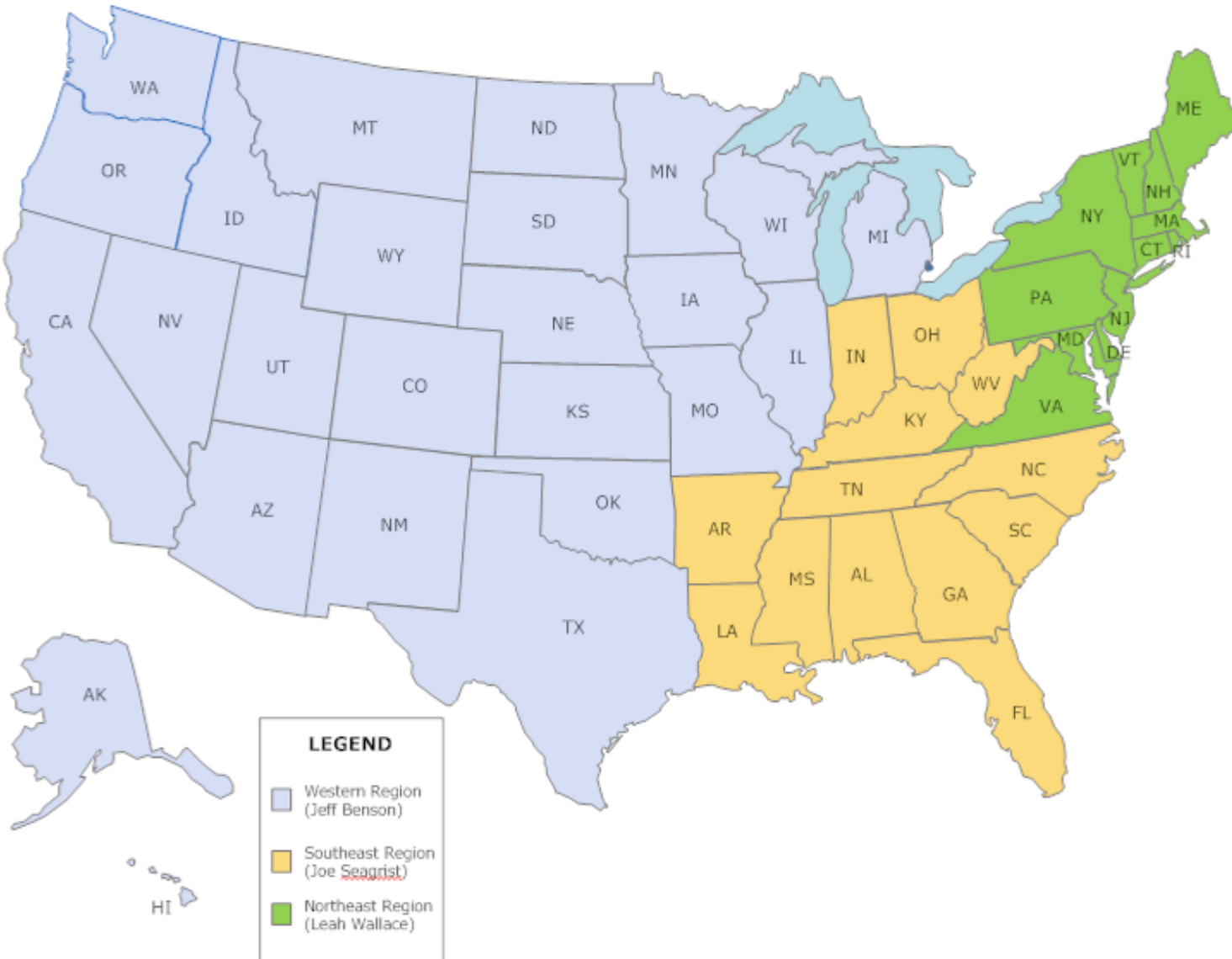
We're here to help grow your business!

- There are dedicated Sales Representatives for each of the Commercial Card Products, helping you grow your business
 - 3 Sales Reps covering the ExxonMobil Business Card (Citi)
 - 9 Sales Reps covering the larger Fleet Card Products (Wright Express)

Identify Prospects	Serve as product experts and consultants	Generate new business through a proven Sales approach
<ul style="list-style-type: none">• Help grow your commercial card business• Assist with conversions of in-house accounts• Leverage Citi and Wright Express resources to identify eligible businesses• Develop prospect lists for cold-calling	<ul style="list-style-type: none">• Explain the benefits of the ExxonMobil Commercial Card programs• Offer best practice techniques for acquiring new customers• Dedicated resource for addressing questions and brainstorming new acquisition ideas• Increase awareness at territory meetings and conferences	<ul style="list-style-type: none">• Maximize prospect database/lists• Investigate new areas of opportunity• Build a strong and collaborative relationship within your local community• Implement a sales approach that overcomes product objections• Ensure that accounts are set-up within the product that best fits their needs

ExxonMobil Business Card Sales Team (Citi)

ExxonMobil Business Card Sales Territories



Citi - National Sales Manager
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West / Midwest Region
(CA, WA, OR, NV, AZ, TX, WI, IL, MI, MO, IA, MN, NE, SD, ND, OK, KS, NM, CO, WY, MT, UT, ID)

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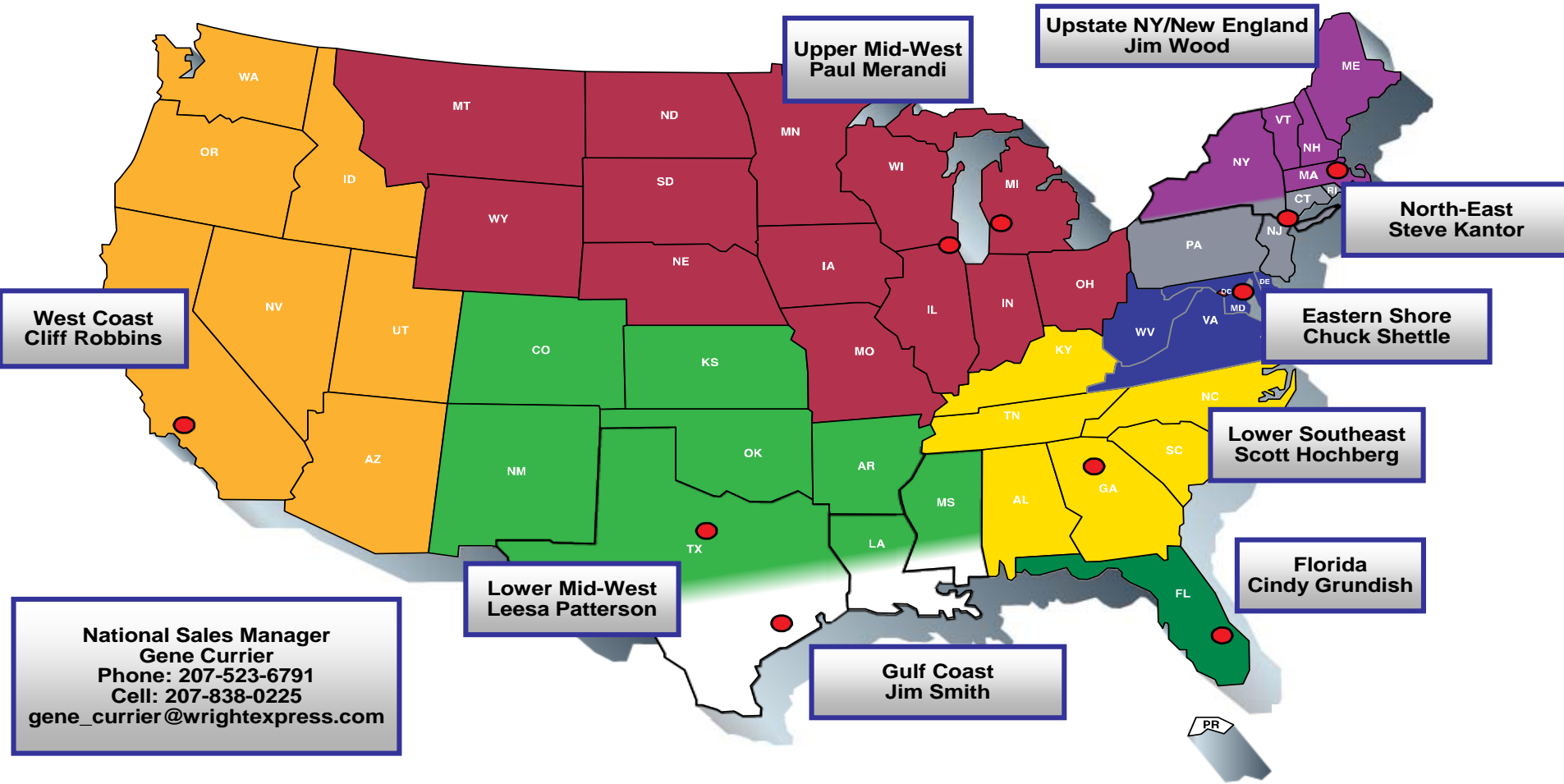
Northeast Region
(NY, CT, MA, VT, NH, ME, RI, VA, PA, DC, NJ, DE, MD)

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Southeast Region
(TN, MS, AL, GA, FL, SC, NC, AR, LA, OH, IN, KY, WV)

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ExxonMobil Fleet & Universal Card Sales Team (Wright Express)



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Upstate NY/New England

Upstate NY, VT, MA, NH, ME

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Northeast

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Eastern Shore

DC, MD, DE, VA, WV

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Upper Midwest

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Lower Southeast

KY, TN, AL, GA, SC, NC

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Gulf Coast

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Lower Midwest

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West Coast

CA, AZ, UT, NV, OR, WA, ID

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Attract New Customers. Increase Loyalty. Reduce Costs

- The ExxonMobil Commercial Card Products can provide significant benefits to both you and your customers
 - Please contact your Citi or Wright Express Sales Representative with any questions you might have
 - We look forward to a strong and productive working relationship with you

Thank You