Group 1 – Jacob Dineen, Stephanie Salvatore, and Diana Couillard

**ExxonMobil to expand its downstream products to a new region**

1. Retrieve and begin to analyze data about the new region.
2. Compare and contrast the new region downstream products to the existing regions that already have downstream products.
3. Create scenarios that will assist the executives of ExxonMobil in their decision to expand the downstream products to a new region.

**Decision to supply downstream products to a new region**

1. Product – Gasoline, Diesel, and Natural Gas
2. Geography – South America and Africa
3. Competitors – Petroleo Brasileiro, Chevron, Shell, and BP

**Business Questions:**

1. Should the U.S. dollar be used for valuing the product or is it appropriate to use the local currency?
2. Evaluate the margins based on the supply and demand to ensure that the margins are competitive in the new region.
3. How do the external factors (climate-related / government regulations) influence the commodity price?

**Data and analysis to inform the decision**

* Foreign currency translation – volatility
* Margins – volatility
* Market prices – volatility
* Supply vs. Demand – volatility and correlation
* External factors (climate-related / government regulations) - volatility

**Data source(s):**

* <http://cdn.exxonmobil.com/~/media/global/files/summary-annual-report/2016_summary_annual_report.pdf>
* <https://www.eia.gov/finance/markets/crudeoil/>
* <https://www.eia.gov/todayinenergy/prices.php>
* [www.bloomberg.com](http://www.bloomberg.com)
* <http://cdn.exxonmobil.com/~/media/global/files/investor-reports/2017/2016_financial_statements.pdf>