

# DATA BOOK 2008

For the six months September 30, 2008

COSMO OIL CO.,LTD.

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# 1. COSMO OIL's Sales Volume

(1,000 KL)

	2005			2006			2007			September 30,2007			September 30,2008		
	Volume	Structure	Rate of growth	Volume	Structure	Rate of growth	Volume	Structure	Rate of growth	Volume	Structure	Rate of growth	Volume	Structure	Rate of growth
<b>Selling volume in Japan</b>															
Gasoline	6,958	23.4%	99.5%	6,813	24.4%	97.9%	6,848	15.2%	100.5%	3,541	16.6%	102.6%	3,298	16.6%	93.1%
Naphtha	7,165	24.1%	102.6%	7,103	25.4%	99.1%	6,940	15.4%	97.7%	3,413	16.0%	103.6%	2,941	14.8%	86.2%
Jet fuel	336	1.1%	81.5%	479	1.7%	142.5%	445	1.0%	93.0%	222	1.0%	112.3%	185	0.9%	83.3%
Kerosene	3,507	11.8%	99.7%	2,900	10.4%	82.7%	2,811	6.3%	96.9%	742	3.5%	88.0%	698	3.5%	94.1%
Diesel fuel	4,831	16.3%	99.4%	4,783	17.1%	99.0%	4,864	10.8%	101.7%	2,393	11.2%	102.2%	2,368	11.9%	99.0%
Heavy fuel oil A	3,795	12.8%	97.5%	3,193	11.4%	84.1%	2,752	6.1%	86.2%	1,206	5.7%	77.3%	1,188	6.0%	98.5%
Heavy fuel oil C	3,127	10.5%	88.9%	2,659	9.5%	85.0%	3,597	8.0%	135.3%	1,631	7.6%	122.3%	1,591	8.0%	97.6%
<b>Total</b>	<b>29,719</b>	<b>100.0%</b>	<b>98.5%</b>	<b>27,929</b>	<b>100.0%</b>	<b>94.0%</b>	<b>28,258</b>	<b>62.8%</b>	<b>101.2%</b>	<b>13,149</b>	<b>61.6%</b>	<b>101.0%</b>	<b>12,269</b>	<b>61.7%</b>	<b>93.3%</b>
<b>Export volume</b>															
Diesel fuel	-	-	-	-	-	-	1,331	3.0%	-	639	3.0%	-	797	4.0%	124.7%
Kerosene/JET fuel	-	-	-	-	-	-	259	0.6%	-	226	1.1%	-	101	0.5%	44.8%
Other	-	-	-	-	-	-	18	0.0%	-	14	0.1%	-	51	0.3%	361.4%
<b>Total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,608</b>	<b>3.6%</b>	<b>-</b>	<b>879</b>	<b>4.1%</b>	<b>-</b>	<b>949</b>	<b>4.8%</b>	<b>108.0%</b>
<b>Bond sales, etc.</b>															
JET fuel	-	-	-	-	-	-	1,766	3.9%	-	847	4.0%	-	829	4.2%	97.9%
Heavy fuel oil C	-	-	-	-	-	-	783	1.7%	-	371	1.7%	-	391	2.0%	105.3%
Other	-	-	-	-	-	-	117	0.3%	-	53	0.2%	-	37	0.2%	69.8%
Bonded exports total							2,666	5.9%		1,271	6.0%		1,256	6.3%	98.8%
<b>Total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>12,430</b>	<b>27.6%</b>	<b>-</b>	<b>6,029</b>	<b>28.3%</b>	<b>-</b>	<b>5,414</b>	<b>27.2%</b>	<b>89.8%</b>
<b>Total selling volume</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>44,962</b>	<b>100.0%</b>	<b>-</b>	<b>21,328</b>	<b>100.0%</b>	<b>-</b>	<b>19,888</b>	<b>100.0%</b>	<b>93.2%</b>

## 2. COST

### ① Purchased price of Crude Oil, Currency Exchange Rates

(US\$ / B)

	2003	2004	2005	2006	2007	Sep 30,2007	Sep 30,2008
Purchased price of Crude Oil	27.67	37.14	54.31	61.94	77.14	66.73	117.01

(Yen/US\$)

	2003	2004	2005	2006	2007	Sep 30,2007	Sep 30,2008
Currency Exchange Rates (TTS)	113.29	107.69	112.85	116.98	114.52	119.81	105.37

### ② Volume of Crude Oil Processed / Topper Capacity Utilization Rate

	2003	2004	2005	2006	2007	Sep 30,2007	Sep 30,2008
Volume of Crude Oil Processed (1,000 KL)	30,404	29,544	30,707	27,283	28,928	13,687	13,702
Topper Capacity Utilization Rate Industry average (%) CD basis	83.0	84.4	87.2	82.9	83.1	—	—
Topper Capacity Utilization Rate Cosmo Oil (%) CD basis	87.8	85.6	88.9	77.3	78.3	74.1	74.2
Topper Capacity Utilization Rate Cosmo Oil (%) SD basis	89.3	92.3	95.2	88.3	87.5	86.2	86.6

### 3. Income Statements

(Million Yen)

	2003	2004	2005	2006	2007	Sep 30,2007	Sep 30,2008
Net sales	1,916,277	2,154,558	2,670,628	3,062,743	3,523,086	1,601,132	2,014,517
Cost of sales	1,758,857	1,956,159	2,422,272	2,852,242	3,290,687	1,486,315	1,874,488
Gross profit	157,420	198,399	248,355	210,501	232,399	114,816	140,028
SG&A expenses	132,174	132,701	137,108	140,858	148,602	71,342	74,160
Operating income	25,245	65,698	111,247	69,643	83,796	43,474	65,868
Interest & dividend received	1,559	2,333	6,489	1,845	3,488	2,214	1,513
Interest expense	11,866	11,483	10,746	10,686	11,357	5,919	5,406
Equity in earnings or loss of investees	2,717	5,508	9,578	9,920	8,662	4,906	3,455
Other	1,816	1,120	2,987	4,066	9,741	4,170	-1,243
Non-operating profit & loss	-5,773	-2,522	8,309	5,146	10,533	5,372	-1,680
Ordinary income	19,472	63,175	119,557	74,789	94,330	48,847	64,188
Extraordinary profit & loss	-1,879	-15,643	835	-3,546	1,230	3,493	4,582
Net income before taxes	17,592	47,532	120,393	71,243	95,560	52,341	68,770
Taxes on income	11,375	28,112	50,741	37,200	47,982	21,447	37,419
Corporation tax adjustment	-2,640	-7,320	4,556	1,484	7,088	5,473	-565
Minority interests	679	325	3,300	6,021	5,337	2,185	1,404
Net income	8,178	26,414	61,795	26,536	35,152	23,234	30,511

## 4. Segment Information - 1

### ■ 2006

(100 million Yen)

	Net sales	Operating income	Ordinary income	Ordinary income exclude Inventory valuation impact
Petroleum	29,845	257	261	233
Oil exploration and production	781	435	486	486
Other	855	16	17	17
Elimination or corporate	(854)	(12)	(16)	(16)
Total	30,627	696	748	720

The petroleum business includes ordinary income of ¥12.0 billion earned by the petrochemical business.

### ■ 2007

(100 million Yen)

	Net sales	Operating income	Ordinary income	Ordinary income exclude Inventory valuation impact
Petroleum	34,422	393	465	15
Oil exploration and production	841	435	469	469
Other	990	26	29	29
Elimination or corporate	(1,022)	(16)	(20)	(20)
Total	35,231	838	943	493

The petroleum business includes ordinary income of ¥ 9.0 billion earned by the petrochemical business.

## 4. Segment Information - 2

■ Sep 30, 2007

(100 million Yen)

	Net sales	Operating income	Ordinary income	Ordinary income exclude Inventory valuation impact
Petroleum	15,646	281	299	69
Oil exploration and production	358	182	219	219
Other	390	8	10	10
Elimination or corporate	(383)	(36)	(40)	(40)
Total	16,011	435	488	258

The petroleum business includes ordinary income of ¥ 6.0 billion earned by the petrochemical business.

■ Sep 30, 2008

(100 million Yen)

	Net sales	Operating income	Ordinary income	Ordinary income exclude Inventory valuation impact
Petroleum	19,677	362	352	12
Oil exploration and production	479	296	295	295
Other	450	9	10	10
Elimination or corporate	(461)	(8)	(15)	(27)
Total	20,145	659	642	290

The petroleum business includes ordinary income of ¥3.1 billion earned by the petrochemical business.

## 5. Profitability

	2003	2004	2005	2006	2007	Sep 30,2007	Sep 30,2008
Ratio of gross profit / Net sales (%)	8.2	9.2	9.3	6.9	6.6	7.2	7.0
Ratio of operating profit / Net sales (%)	1.3	3.0	4.2	2.3	2.4	2.7	3.3
Ratio of Ordinary Profit/Net sales (%)	1.0	2.9	4.5	2.4	2.7	3.1	3.2
Ratio of net income / Net sales (%)	0.4	1.2	2.3	0.9	1.0	1.5	1.5

### Increase and decrease rate (From last year)

	2003	2004	2005	2006	2007	Sep 30,2007	Sep 30,2008
Net sales (%)	0.7	12.4	24.0	14.7	15.0	9.0	25.8
Gross profit (%)	6.4	26.0	25.2	-15.2	10.4	-3.0	22.0
Operating income (%)	4.5	160.2	69.3	-37.4	20.3	-10.5	51.5
Ordinary income (%)	3.6	224.4	89.2	-37.4	26.1	-3.4	31.4
Net income (%)	138.7	223.0	133.9	-57.1	32.5	10.4	31.3

	2003	2004	2005	2006	2007	Sep 30,2007	Sep 30,2008
SG&A expenses ratio (%)	6.9	6.2	5.1	4.6	4.2	4.5	3.7
Interest coverage (Times)	2.3	5.9	11.0	6.7	7.7	7.7	12.5
ROA (%)	0.7	2.0	4.4	1.7	2.2	1.4	1.8
ROE (%)	4.1	12.2	22.9	8.0	9.0	6.7	6.7

\* Interest coverage=(operating income+Interest income+securitie interest+divident income)/(Interest expense+Note+bond interest)

\*For FY2006 onwards, return on equity (ROE) is calculated by dividing net income for the term (first half-year) by net assets (an average amount from the beginning to the end of the term), whereas for FY2005 and preceding years, it is calculated by dividing net income for the term (first half-year) by shareholders' equity.



## 6. Capital Expenditures

(100 million Yen)

	2003	2004	2005	2006	2007	Sep 30,2007	Sep 30,2008
Capital expenditures	–	–	318	361	490	174	309
Petroleum	–	–	191	277	351	125	245
Refining and sales	–	–	173	256	328	117	212
Petrochemical	–	–	9	17	10	2	7
Other	–	–	10	4	13	6	26
Oil exploration and production	–	–	124	82	137	48	63
Other	–	–	1	2	2	1	1
Total Capital expenditures	366	301	318	361	490	174	309
Depreciation and amortization, etc	236	249	283	378	428	210	232
Net income	82	264	618	265	352	232	305
Dividend and bonus to director	38	38	52	68	54	34	42

\* Capital expenditures shown above mainly involve investments in plants and other fixed assets and are reported on an actual work basis.

\* Depreciation expenses above include the recovery of recoverable accounts under production sharing and the write-off of intangible fixed assets and long-term prepaid expenses and others.

## 7. Balance Sheets – 1

(Millions Yen)

			2003	2004	2005	2006	2007	Sep 30,2007	Sep 30,2008	
ASSETS	Current assets	Cash and deposits	99,450	28,987	56,646	84,104	72,193	73,103	86,985	
		Accounts receivable & Notes	180,687	192,295	228,007	291,964	293,549	320,473	310,219	
		Marketable securities	8,412	5,896	2,247	9,639	10,992	11,291	11,492	
		Inventories	176,888	233,076	338,340	347,738	440,091	419,964	574,430	
		Deferred tax assets	5,049	7,048	9,674	4,955	5,448	6,675	5,515	
		Accrued revenue	69,283	95,060	76,893	62,414	60,804	58,639	66,157	
		Other	21,660	49,761	51,146	82,236	50,994	46,947	54,738	
		Allowance for doubtful accounts	-589	-914	-552	-970	-352	-544	-408	
	TOTAL	560,842	611,213	762,403	882,082	933,721	936,551	1,109,131		
	Fixed assets	Property, plant & equipment	561,454	557,233	533,006	528,347	529,023	524,278	535,682	
		Intangible fixed assets	13,056	14,419	12,857	10,430	9,779	9,724	8,866	
		Investments & Other assets	124,571	138,468	152,933	156,657	153,129	161,882	150,455	
		Deferred Tax Assets	3,237	4,887	3,899	3,181	3,473	2,940	3,001	
		Allowance for doubtful accounts	-3,071	-3,072	-1,522	-1,542	-1,224	-1,325	-1,122	
	TOTAL	699,249	711,935	701,175	697,073	694,182	697,501	696,883		
	TOTAL ASSETS			1,260,092	1,323,149	1,463,578	1,579,155	1,627,903	1,634,053	1,806,015
	LIABILITIES	Current liabilities	Notes and accounts payable, trade	186,568	279,154	273,182	281,519	312,656	284,320	351,054
Short-term loans			227,766	150,113	194,797	244,277	257,100	335,476	354,576	
Bonds redeemable within one year and Convertible bond			16,523	21,500	3,000	30,300	2,500	3,000	1,000	
Deferred Tax Liabilities			14	-	5	9,544	10,363	8,770	10,322	
Accrued Expenses			188,719	165,135	164,347	192,348	163,493	201,371	162,189	
Other			39,810	76,716	98,120	53,855	65,914	56,115	71,230	
TOTAL			659,402	692,620	733,452	811,845	812,027	889,055	950,373	
Long-term liabilities		Bonds, Other	57,300	35,800	50,800	20,500	18,000	19,000	18,000	
		Long-term loans	257,669	290,390	273,833	314,812	244,004	265,053	262,814	
		Deferred Tax Liabilities	24,318	23,584	37,306	37,198	50,753	52,029	49,299	
		Accrued retirement benefit cost	4,516	7,300	4,505	4,280	6,300	6,333	6,191	
		Other	27,191	27,611	30,373	28,906	27,089	27,759	26,056	
TOTAL		370,996	384,687	396,819	405,697	346,149	370,176	362,361		
TOTAL LIABILITIES			1,030,398	1,077,307	1,130,271	1,217,542	1,158,176	1,259,232	1,312,734	

## 7. Balance Sheets – 2

(Millions Yen)

	2003	2004	2005	2006	2007	Sep 30, 2007	Sep 30, 2008
<b>Net assets</b>							
Shareholders' equity	-	-	-	292,667	411,952	312,426	438,193
Common stock	-	-	-	62,366	107,246	62,366	107,246
Capital surplus	-	-	-	44,561	89,442	44,562	89,441
Retained earnings	-	-	-	185,851	215,388	205,620	241,633
Less treasury stock, at cost	-	-	-	-111	-125	-123	-128
Valuation and translation adjustments	-	-	-	47,033	30,960	38,760	27,405
Net unrealized gains (losses) on securities	-	-	-	14,507	5,909	13,786	4,980
Deferred gain (loss) from hedging	-	-	-	12,141	14,603	12,246	12,047
Revaluation reserve for land	-	-	-	20,917	11,084	13,149	11,106
Foreign currency translation adjustments	-	-	-	-533	-638	-422	-729
Minority interests	-	-	-	21,911	26,814	23,634	27,681
<b>Total net assets</b>	-	-	-	<b>361,612</b>	<b>469,726</b>	<b>374,821</b>	<b>493,280</b>
<b>Total liabilities and net assets</b>	-	-	-	<b>1,579,155</b>	<b>1,627,903</b>	<b>1,634,053</b>	<b>1,806,015</b>
Minority interests	-	-	20,802	-	-	-	-
<b>Shareholders' equity</b>							
Common stock	51,886	51,886	62,366	-	-	-	-
Capital surplus	34,092	34,093	44,560	-	-	-	-
Retained earnings	97,883	115,161	166,149	-	-	-	-
Revaluation reserve for land	15,445	20,076	24,276	-	-	-	-
Net unrealized gains (losses) on securities	6,601	7,862	15,998	-	-	-	-
Foreign currency translation adjustments	-1,038	-1,104	-751	-	-	-	-
Less treasury stock, at cost	-64	-78	-95	-	-	-	-
<b>Total shareholders' equity</b>	<b>204,806</b>	<b>227,896</b>	<b>312,504</b>	-	-	-	-
<b>Total liabilities, minority interest in consolidated companies and shareholders' equity</b>	<b>1,260,092</b>	<b>1,323,149</b>	<b>1,463,578</b>	-	-	-	-

\* "Treasury Stock" includes Cosmo Oil's treasury stock and Cosmo Oil shares owned by its subsidiaries.

\* Since FY2006, the "Shareholders' Equity" section has been eliminated from the balance sheet and the "Net Assets" section has been presented in it instead.

## 8. Statement of Cash Flows

(Million yen)

	2003	2004	2005	2006	2007	Sep 30,2007	Sep 30,2008
Cash Flows from Operating Activities	101,826	40,493	-20,685	25,004	-4,214	-40,957	-64,934
Cash Flows from Investment Activities	-32,709	-36,577	-1,347	-35,868	-32,805	-15,381	-29,742
Cash Flows from Financing Activities	-7,679	-70,163	39,607	80,022	-5,229	8,615	110,182
Cash and Cash Equivalents at End of Interim Year (Year)	104,520	38,061	56,632	126,105	82,674	78,896	96,968

## 9. Financial Statements—1

(100 million Yen)

	2003	2004	2005	2006	2007	Sep 30,2007	Sep 30,2008
Interest-bearing debt	5,593	4,978	5,224	6,099	5,216	6,225	6,364
Interest-bearing debt ratio (%)	44.4	37.6	35.7	38.6	32.0	38.1	35.2
Net worth (shareholders' equity )	2,048	2,279	3,125	3,397	4,429	3,512	4,656
Net worth ratio (shareholders' equity ratio) (%)	16.3	17.2	21.4	21.5	27.2	21.5	25.8

\* In accordance with the enforcement of the Corporate Law, the “amount of net worth” is shown instead of the “amount of shareholders’ equity” for FY2006 onwards.

\* In accordance with the enforcement of the Corporate Law, the “net worth ratio” is shown instead of the “shareholders’ equity ratio” for FY2006 onwards.

## 9. Financial Statements—2

Rating		
JCR	Rating for senior debts of the issuer: BBB+ Outlook for senior debts of the issuer: Stable Preliminary rating for bonds registered for issuance: BBB+ Rating for unsecured convertible bonds with warrants: BBB+	Moody's Investors Service
		Issuer rating : Baa3

(Million Yen)

	Date of issue	Conversion price	Coupon	Conversion ratio	March 31 2008	Sep. 30 2008	Due date	Rating
								JCR
Unsecured convertible bonds Fourth	Sep 26 2005	617.4	0.0%	0.0%	18,000	18,000	Sep 30 2010	BBB+

(Million Yen)

Corporate Bond	Date of issue	March.31 2008	Sep. 30 2008	Interest rate	Due date	Rating	Remarks
						JCR	
※ NO. 19	Dec 27 2002	2,500	1,000	1.60%	Dec 26 2008	-	This bond includes some debentures redeemable before due date.  Due on December 26, 2008 - 10 yen per 100 yen of the face value

## 10. Stock Information

	2003	2004	2005	2006	2007	Sep 30,2007	Sep 30,2008		
Net income per share (yen)	12.9	41.7	94.5	39.5	46.7	34.6	36.0		
Net assets per share (yen)	324.4	360.9	465.5	506.1	522.8	523.3	549.6		
Cash dividend per share (yen)	6.0	8.0	10.0	8.0	8.0	3.0	3.0		
PER (times)	20.1	8.3	6.5	12.5	6.7	15.8	6.9		
PBR (times)	0.8	1.0	1.3	1.0	0.6	1.0	0.5		
Price range Closing price (yen)	261	347	617	494	313	548	248		
Stock Price (yen)	Apr-Sep	High	241	336	623	694	729	729	453
		Low	154	242	327	457	478	478	245
	Oct-Mar	High	265	361	620	529	546	-	-
		Low	190	279	506	449	281	-	-
Number of shareholders (Million)	632	631	671	671	847	671	847		
Total market value (100 Millions yen)	1,649	2,192	4,144	3,318	2,653	3,681	2,101		

\* In accordance with the enforcement of the Corporate Law, the amount of “net assets per share” is shown instead of the amount of “shareholders’ equity per share” for FY2006 onwards.