# **DATA BOOK 2009**

For the six months September 30, 2009

COSMO OIL CO.,LTD.

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1. COSMO OIL's Sales Volume (1,000 KL)

		2006			2007			2008		Sept	ember 30	2008	Sept	ember 30,	2009
	Volume	Structure	Rate of growth												
Selling volume in Jap	an														
Gasoline	6,813	24.4%	97.9%	6,848	15.2%	100.5%	6,486	15.7%	94.7%	3,298	16.6%	93.1%	3,368	17.9%	102.1%
Naphtha	7,103	25.4%	99.1%	6,940	15.4%	97.7%	5,734	13.9%	82.6%	2,941	14.8%	86.2%	3,267	17.4%	111.1%
Jet fuel	479	1.7%	142.5%	445	1.0%	93.0%	424	1.0%	95.3%	185	0.9%	83.3%	187	1.0%	101.1%
Kerosene	2,900	10.4%	82.7%	2,811	6.3%	96.9%	2,687	6.5%	95.6%	698	3.5%	94.1%	642	3.4%	92.0%
Diesel fuel	4,783	17.1%	99.0%	4,864	10.8%	101.7%	4,728	11.5%	97.2%	2,368	11.9%	99.0%	2,222	11.8%	93.8%
Heavy fuel oil A	3,193	11.4%	84.1%	2,752	6.1%	86.2%	2,665	6.5%	96.8%	1,188	6.0%	98.5%	1,050	5.6%	88.4%
Heavy fuel oil C	2,659	9.5%	85.0%	3,597	8.0%	135.3%	3,165	7.7%	88.0%	1,591	8.0%	97.6%	1,299	6.9%	81.6%
Total	27,929	100.0%	94.0%	28,258	62.8%	101.2%	25,891	62.9%	91.6%	12,269	61.7%	93.3%	12,034	64.0%	98.1%
Mid-distillate Export volume	)														
Diesel fuel	1	_	-	1,331	3.0%	1	1,457	3.5%	109.4%	797	4.0%	124.7%	620	3.3%	77.8%
Kerosene/JET fuel	1	_	-	259	0.6%	-	101	0.2%	39.1%	101	0.5%	44.8%	110	0.6%	108.7%
Total	_	_	_	1,590	3.6%	_	1,558	3.7%	98.0%	898	4.5%	57.6%	730	3.9%	81.3%
Bond sales, etc.															
JET fuel	=	_	_	1,766	3.9%	_	1,587	3.9%	89.8%	829	4.2%	97.9%	752	4.0%	90.8%
Heavy fuel oil C	-	_	ı	783	1.7%	-	716	1.7%	91.4%	391	2.0%	105.3%	348	1.9%	89.1%
Other	-	_	I	135	0.3%	-	222	0.5%	71.8%	87	0.4%	131.8%	75	0.4%	85.5%
Bonded exports total				2,684	5.9%		2,525	6.1%	94.1%	1,307	6.6%	51.7%	1,175	6.2%	89.9%
Total	_	_	-	12,430	27.6%	_	11,210	27.2%	90.2%	5,414	27.2%	89.8%	4,867	25.9%	89.9%
Total selling volume		_		44,962	100.0%		41,184	100.0%	91.6%	19,888	100.0%	93.2%	18,806	100.0%	94.6%

## 2. COST

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

(US\$/B)

	2004	2005	2006	2007	2008	Sep 30,2008	Sep 30,2009
Purchased price of Crude Oil	37.14	54.31	61.94	77.14	85.35	117.01	60.80

(Yen/US\$)

	2004	2005	2006	2007	2008	Sep 30,2008	Sep 30,2009
Currency Exchange Rates (TTS)	107.69	112.85	116.98	114.52	102.94	105.37	96.33

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

	2004	2005	2006	2007	2008	Sep 30,2008	Sep 30,2009
Volume of Crude Oil Processed (1,000 KL)	29,544	30,707	27,283	28,928	27,999	13,702	12,693
Topper Capacity Utilization Rate Industry average (%) CD basis	84.4	87.2	82.9	83.1	78.9	-	71.6
Topper Capacity Utilization Rate Cosmo Oil (%) CD basis	85.6	88.9	77.3	78.3	76.0	74.2	68.7
Topper Capacity Utilization Rate Cosmo Oil (%) SD basis	92.3	95.2	88.3	87.5	86.1	86.6	84.4

### 3. Income Statements

(Million Yen)

	2004	2005	2006	2007	2008	Sep 30,2008	Sep 30,2009
Net sales	2,154,558	2,670,628	3,062,743	3,523,086	3,428,211	2,014,517	1,141,930
Cost of sales	1,956,159	2,422,272	2,852,242	3,290,687	3,389,407	1,874,488	1,060,199
Gross profit	198,399	248,355	210,501	232,399	38,803	140,028	81,730
SG&A expenses	132,701	137,108	140,858	148,602	145,809	74,160	66,101
Operating income	65,698	111,247	69,643	83,796	-107,005	65,868	15,629
Interest & dividend received	2,333	6,489	1,845	3,488	2,317	1,513	1,081
Interest expense	11,483	10,746	10,686	11,357	10,767	5,406	4,746
Equity in earnings or loss of investees	5,508	9,578	9,920	8,662	-1,126	3,455	3,758
Other	1,120	2,987	4,066	9,741	-8,421	-1,243	4,622
Non-operating profit & loss	-2,522	8,309	5,146	10,533	-17,998	-1,680	4,714
Ordinary income	63,175	119,557	74,789	94,330	-125,004	64,188	20,344
Extraordinary profit & loss	-15,643	835	-3,546	1,230	7,824	4,582	-4,863
Net income before taxes	47,532	120,393	71,243	95,560	-117,179	68,770	15,480
Taxes on income	28,112	50,741	37,200	47,982	43,828	37,419	8,368
Corporation tax adjustment	-7,320	4,556	1,484	7,088	-71,522	-565	699
Minority interests	325	3,300	6,021	5,337	2,944	1,404	1,237
Net income	26,414	61,795	26,536	35,152	-92,429	30,511	5,175

## 4. Segment Information - 1

■ 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.

■ 2008 (100 million Yen)

	Net sales	Operating income	Ordinary income	Ordinary income exclude Inventory valuation impact	
Petroleum	33,529	(1,626)	(1,751)	51	
Oil exploration and production	891	508	459	459	
Other	918	22	24	24	
Elimination or corporate	(1,056)	26	18	17	
Total	34,282	(1,070)	(1,250)	551	

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

## 4. Segment Information - 2

■ 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.

■ Sep 30,2009 (100 million Yen)

	Net sales	Operating income	Ordinary income	Ordinary income exclude Inventory valuation impact	
Petroleum	11,230	69	89	(324)	
Oil exploration and production	247	102	128	128	
Other	423	6	8	8	
Elimination or corporate	(481)	(21)	(22)	(23)	
Total	11,419	156	203	(211)	

The petroleum business includes ordinary income of ¥1.6 billion earned by the petrochemical business.

### 5. Profitability

	2004	2005	2006	2007	2008	Sep 30,2008	Sep 30,2009
Ratio of gross profit / Net sales (%)	9.2	9.3	6.9	6.6	1.1	7.0	7.2
Ratio of operating profit / Net sales (%)	3.0	4.2	2.3	2.4	-3.1	3.3	1.4
Ratio of Ordinary Profit/Net sales (%)	2.9	4.5	2.4	2.7	-3.6	3.2	1.8
Ratio of net income / Net sales (%)	1.2	2.3	0.9	1.0	-2.7	1.5	0.5

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

	2004	2005	2006	2007	2008	Sep 30,2008	Sep 30,2009
Net sales (%)	12.4	24.0	14.7	15.0	-2.7	25.8	-43.3
Gross profit (%)	26.0	25.2	-15.2	10.4	-83.3	22.0	-41.6
Operating income (%)	160.2	69.3	-37.4	20.3	-227.7	51.5	-76.3
Ordinary income (%)	224.4	89.2	-37.4	26.1	-232.5	31.4	-68.3
Net income (%)	223.0	133.9	-57.1	32.5	-362.9	31.3	-83.0

	2004	2005	2006	2007	2008	Sep 30,2008	Sep 30,2009
SG&A expenses ratio (%)	6.2	5.1	4.6	4.2	4.3	3.7	5.8
Interest coverage (Times)	5.9	11.0	6.7	7.7	-9.7	12.5	3.5
ROA (%)	2.0	4.4	1.7	2.2	-6.0	1.8	0.4
ROE (%)	12.2	22.9	8.0	9.0	-24.0	6.7	1.6

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

<sup>\*</sup>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)

							100 million 1cm/
	2004	2005	2006	2007	2008	Sep 30,2008	Sep 30,2009
Capital expenditures	_	318	361	490	670	309	534
Petroleum	_	191	277	351	483	245	445
Refining and sales	_	173	256	328	461	212	437
Petrochemical	_	9	17	10	15	7	3
Other	_	10	4	13	7	26	5
Oil exploration and production	_	124	82	137	185	63	88
Other	_	1	2	2	2	1	1
Total Capital expenditures	301	318	361	490	670	309	534
Depreciation and amortization, etc	249	283	378	428	415	232	205
Net income	264	618	265	352	-924	305	52
Dividend and bonus to director	38	52	68	54	68	42	0

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

<sup>\*</sup> 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)

									villions ren
			2004	2005	2006	2007	2008	Sep 30,2008	Sep 30,2009
ASSETS	Current assets	Cash and deposits	28,987	56,646	84,104	72,193	147,451	86,985	77,737
		Accounts receivable & Notes	192,295	228,007	291,964	293,549	189,036	310,219	164,943
		Marketable securities	5,896	2,247	9,639	10,992	13,983	11,492	1,824
		Inventories	233,076	338,340	347,738	440,091	239,091	574,430	299,511
		Deferred tax assets	7,048	9,674	4,955	5,448	7,321	5,515	7,844
		Accrued revenue	95,060	76,893	62,414	60,804	57,781	66,157	36,188
		Other	49,761	51,146	82,236	50,994	34,046	54,738	37,743
		Allowance for doubtful accounts	-914	-552	-970	-352	-402	-408	-218
		TOTAL	611,213	762,403	882,082	933,721	688,310	1,109,131	625,574
	Fixed assets	Property,plant & equipment	557,233	533,006	528,347	529,023	543,416	535,682	571,894
		Intangible fixed assets	14,419	12,857	10,430	9,779	12,183	8,866	11,263
		Investments & Other assets	138,468	152,933	156,657	153,129	134,184	150,455	138,624
		Deferred Tax Assets	4,887	3,899	3,181	3,473	63,179	3,001	63,484
		Allowance for doubtful accounts	-3,072	-1,522	-1,542	-1,224	-878	-1,122	-819
		TOTAL	711,935	701,175	697,073	694,182	752,085	696,883	784,446
	TOTAL ASSETS		1,323,149	1,463,578	1,579,155	1,627,903	1,440,395	1,806,015	1,410,020
LIABILITIES	Current liabilities	Notes and accounts payable, trade	279,154	273,182	281,519	312,656	191,883	351,054	170,981
		Short-term loans	150,113	194,797	244,277	257,100	261,778	354,576	253,752
		Bonds redeemable within one year and Convertible bond	21,500	3,000	30,300	2,500	_	1,000	18,000
		Deferred Tax Liabilities	_	5	9,544	10,363	4	10,322	4
		Accrued Expenses	165,135	164,347	192,348	163,493	184,187	162,189	169,736
		Other	76,716	98,120	53,855	65,914	46,029	71,230	31,244
		TOTAL	692,620	733,452	811,845	812,027	683,883	950,373	643,718
	Long-term liabilities	Bonds,Other	35,800	50,800	20,500	18,000	18,000	18,000	O
		Long-term loans	290,390	273,833	314,812	244,004	318,830	262,814	343,871
		Deferred Tax Liabilities	23,584	37,306	37,198	50,753	40,449	49,299	41,828
		Accrued retirement benefit cost	7,300	4,505	4,280	6,300	6,096	6,191	5,993
		Other	27,611	30,373	28,906	27,089	25,686	26,056	23,083
		TOTAL	384,687	396,819	405,697	346,149	409,063	362,361	414,776
	TOTAL LIABILITIES		1,077,307	1,130,271	1,217,542	1,158,176	1,092,946	1,312,734	1,058,495

### 7.Balance Sheets - 2

(Millions Yen)

	(N									
		2004	2005	2006	2007	2008	Sep 30,2008	Sep 30,2009		
Net assets										
Shareholders	s' equity	-	_	292,667	411,952	312,290	438,193	312,336		
	Common stock	-	-	62,366	107,246	107,246	107,246	107,24		
	Capital surplus	-	_	44,561	89,442	89,440	89,441	89,440		
	Retained earnings	-	_	185,851	215,388	115,732	241,633	115,78		
	Less treasury stock, at cost	-	_	-111	-125	-129	-128	-13		
Valuation an	d translation adjustments	-	_	47,033	30,960	16,142	27,405	18,93		
	Net unrealized gains (losses) on securities	-	-	14,507	5,909	-2,099	4,980	-8		
	Deferred gain (loss) from hedging	_	_	12,141	14,603	8,084	12,047	7,89		
	Revaluation reserve for land	_	_	20,917	11,084	11,523	11,106	12,41		
	Foreign currency translation adjustments	_	_	-533	-638	-1,365	-729	-1,28		
Minority inte	rests	_	_	21,911	26,814	19,015	27,681	20,25		
Total net as:	sets	-	_	361,612	469,726	347,449	493,280	351,52		
Total liabiliti	es and net assets	-	_	1,579,155	1,627,903	1,440,395	1,806,015	1,410,02		
Minority inte	rests	_	20,802	_	_	_	-			
Shareholders'equ	ity									
	Common stock	51,886	62,366	_	_	-	_			
	Capital surplus	34,093	44,560	_	_	-	_			
	Retained earnings	115,161	166,149	_	_	-	_			
	Revaluation reserve for land	20,076	24,276	_	_	-	_			
	Net unrealized gains (losses) on securities	7,862	15,998	_	_	-	_			
	Foreign currency translation adjustments	-1,104	-751	_	_	-	_			
	Less treasury stock, at cost	-78	-95	_	_	-	_			
Total shareh	olders' equity	227,896	312,504	_	-	_	_			
	es, minority interest in consolidated companies Iders' equity	1,323,149	1,463,578	_	_	_	_			

<sup>\* &</sup>quot;Treasury Stock" includes Cosmo Oil's treasury stock and Cosmo Oil shares owned by its subsidiaries.

<sup>\*</sup> 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)

							(MITTITOTT YCTT)
	2004	2005	2006	2007	2008	Sep 30,2008	Sep 30,2009
Cash Flows from Operating Activities	40,493	-20,685	25,004	-4,214	82,135	-64,934	-40,324
Cash Flows from Investment Activities	-36,577	-1,347	-35,868	-32,805	-55,953	-29,742	-54,205
Cash Flows from Financing Activities	-70,163	39,607	80,022	-5,229	57,853	110,182	12,966
Cash and Cash Equivalents at End of Interim Year (Year)	38,061	56,632	126,105	82,674	159,919	96,968	79,535

### 9. Financial Statements - 1

(100 million Yen)

	2004	2005	2006	2007	2008	Sep 30,2008	Sep 30,2009
Interest-bearing debt	4,978	5,224	6,099	5,216	5,986	6,364	6,156
Interest-bearing debt ratio(%)	37.6	35.7	38.6	32.0	41.6	35.2	43.7
Net worth (shareholders' equity )	2,279	3,125	3,397	4,429	3,284	4,656	3,313
Net worth ratio (shareholders' equity ratio) (%)	17.2	21.4	21.5	27.2	22.8	25.8	23.5

<sup>\*</sup> 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.

<sup>\*</sup> 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 BBB+

Moody's Investors Service Issuer rating: Baa3

(Million Yen)

	Date of issue	Conversion price	Coupon	Conversion ratio	March 31 2009	Sep. 30 2009	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+

### 10. Stock Information

	2004	2005	2006	2007	2008	Sep 30,2008	Sep 30,2009
Net income per share(yen)	41.7	94.5	39.5	46.7	-109.1	36.0	6.1
Net assets per share(yen)	360.9	465.5	506.1	522.8	387.7	549.6	391.1
Cash dividend per share(yen)	8.0	10.0	8.0	8.0	8.0	3.0	0
PER(times)	8.3	6.5	12.5	6.7	-2.7	6.9	40.9
PBR(times)	1.0	1.3	1.0	0.6	0.8	0.5	0.6
Price range Closing price (yen)	347	617	494	313	298	248	250
Stock Price (yen) Apr-Sep H	ligh 336	623	694	729	453	453	363
ı	_ow 242	327	457	478	245	245	243
Oct-Mar F	ligh 361	620	529	546	327	_	_
ı	_ow 279	506	449	281	166	_	_
Number of shareholders (Million)	631	671	671	847	847	847	847
Total market value (100 Millions yen)	2,192	4,144	3,318	2,653	2,526	2,101	2,119

<sup>\*</sup> 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.