

Cosmo Oil Co., Ltd. Presentation on Results for Third Quarter of Fiscal 2009

February 1, 2010

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[3Q FY2009 Results] Highlights of Consolidated Operating results - Changes from 3Q FY2008

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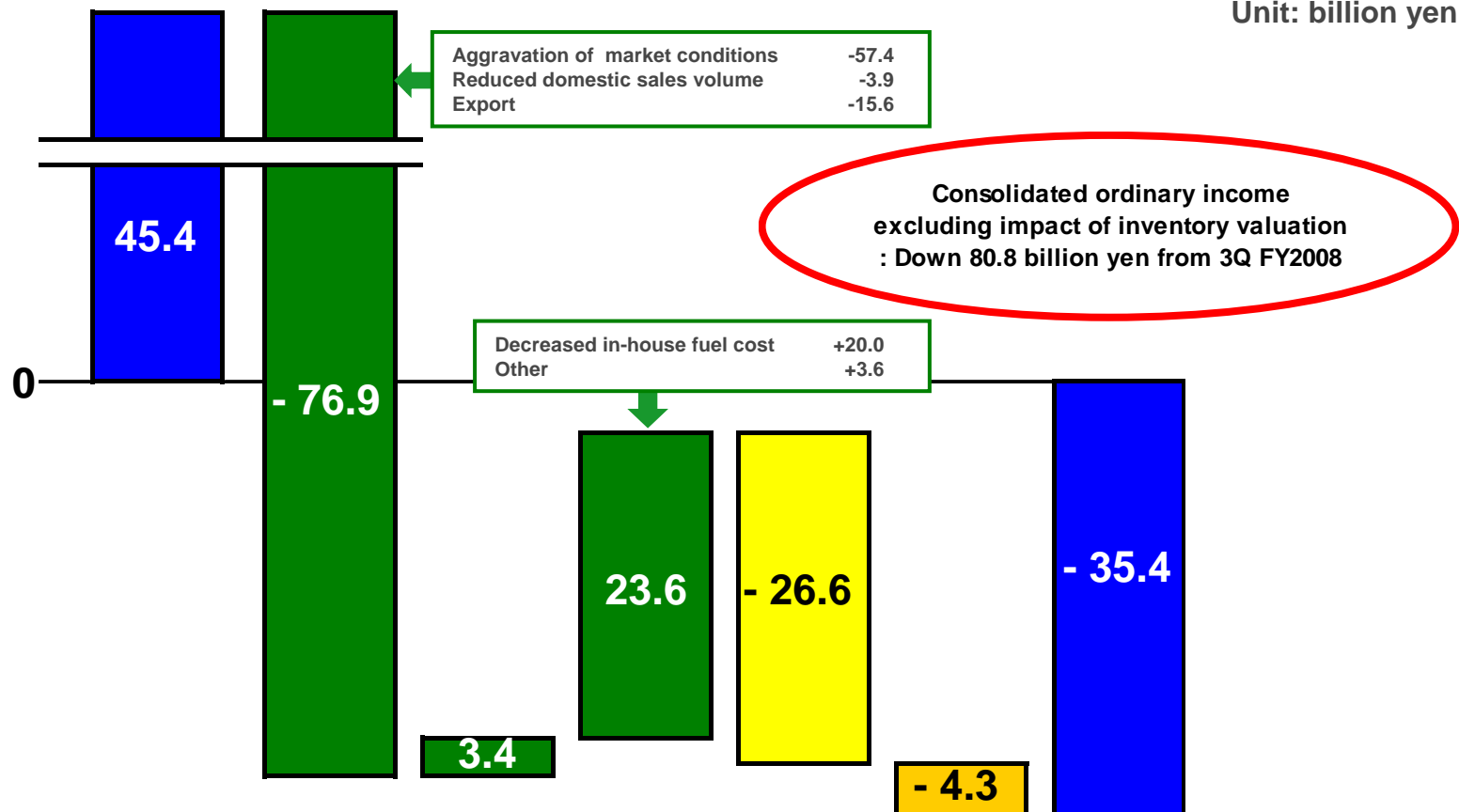
	3Q FY2009	3Q FY2008	Changes from 3Q FY2008
Consolidated ordinary income	11.4billion yen	-110.1billion yen	121.5billion yen
Impact of the inventory valuation	46.8billion yen	-155.5billion yen	202.3billion yen
Consolidated ordinary income (Excluding Inventory valuation Impact)	-35.4billion yen	45.4billion yen	-80.8billion yen
Purchased price of crude oil JPY/USD exchange rate:	Crude oil price: 65.28 USD/B Exchange rate: 93.84 yen/USD	Crude oil price: 101.28 USD/B Exchange rate: 104.66 yen/USD	Crude oil price: -36.00 USD/B Exchange rate: -10.82 yen/USD

Consolidated Ordinary Income by Business Segment

	3Q FY2009	3Q FY2008	Changes from 3Q FY2008
Petroleum business	-4.9billion yen	-157.3billion yen	152.4billion yen
<i>Petrochemical</i>	<i>2.4billion yen</i>	<i>-1.1billion yen</i>	<i>3.4billion yen</i>
<i>Impact of the inventory valuation</i>	<i>46.8billion yen</i>	<i>-155.5billion yen</i>	<i>202.3billion yen</i>
Petroleum business excluding petrochemical business results and inventory valuation impact	-54.1billion yen	-0.7billion yen	-53.3billion yen
Oil E & P business	19.2billion yen	45.8billion yen	-26.6billion yen
Other	-2.9billion yen	1.4billion yen	-4.3billion yen

[3Q FY2009 Results] Consolidated Ordinary Income (Excluding Inventory Evaluation Impact) – Analysis of Changes from 3Q FY2008

Unit: billion yen



3Q FY2008 Results	3Q FY2009 Results					
Ordinary income excl. inventory valuation impact	Petroleum business			Oil exploration and production business	Other business	Ordinary income excl. inventory valuation impact
	Margins and sales volume impact	Petrochemical	Other			

[3Q FY2009 Results] Outline of Consolidated Cash Flows and Balance Sheets

	Results (As of Dec. 31, '09)	Change from FY08 (As of Mar. 31, '09)	Unit: billion yen
Cash flows from operating activities	-75.5	-	
Cash flows from investing activities	-69.2	-	
Cash flows from financing activities	81.4	-	
Cash and cash equivalents at end of the period	96.7	-63.2	

	Results (As of Dec. 31, '09)	FY08 (As of Mar. 31, '09)	Change
Total Assets	1,555.5	1,440.4	115.1
Net assets	328.8	347.4	-18.6
Net worth	308.2	328.4	-20.2
Net worth ratio	19.8%	22.8%	Down 3.0 points
Interest-bearing debts (including zero coupon corporate bonds)	684.2	598.6	85.6
Debt dependence ratio	44.0%	41.6%	Down 2.4 points
Debt Equity Ratio	2.2	1.8	Down 0.4 points
Net interest-bearing debt * (including zero coupon corporate bonds)	587.5	438.7	148.8
Debt dependence ratio	37.8%	30.5%	Down 7.3 points
Debt Equity Ratio	1.9	1.3	Down 0.6 points

* Total interest-bearing debts net of cash and cash equivalents and short-term working fund balance as of the end of the term

Unit: billion yen

<Capital Expenditures, Depreciation, etc.>

	3Q FY2009 Results	3Q FY2008 Results	Change from Q3 FY2008
Capital expenditures	72.5	48.0	24.5
Depreciation expense amount	31.7	30.9	0.8

<Capital expenditures by Business Segment>

	3Q FY2009 Results	3Q FY2008 Results	Change from Q3 FY2008
Petroleum	60.6	36.3	24.3
<i>Refining and marketing</i>	59.7	33.0	26.7
<i>Petrochemical</i>	0.6	1.0	-0.4
<i>Other</i>	0.3	2.3	-2.0
Oil exploration and production	11.8	11.6	0.2
Other	0.1	0.1	0.0
Total	72.5	48.0	24.5

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[3Q FY2009 Results] Consolidated Income Statements - Changes from 3Q FY2008

(Unit: billion yen)

	3Q FY2009 (Apr.-Dec.2009)	3Q FY2008 (Apr.-Dec.2008)	Change
Net sales	1,800.6	2,833.0	-1,032.4
Cost of sales	1,690.9	2,829.0	-1,138.1
Selling, general and administrative expenses	99.3	109.7	-10.4
Operating income	10.4	-105.7	116.1
Non-operating income/expenses, net	1.0	-4.4	5.4
Ordinary income	11.4	-110.1	121.5
Extraordinary income/losses, net	-6.9	3.9	-10.8
Income taxes	21.4	-27.4	48.8
Minority interests	1.6	3.3	-1.7
Net income	-18.5	-82.1	63.6

【Reference】

Impact of inventory valuation	46.8	-155.5	202.3
Operating income excluding the impact of inventory valuation	-36.4	49.8	-86.2
Ordinary income excluding the impact of inventory valuation	-35.4	45.4	-80.8

[3Q FY2009 Results] Crude Oil Procurement Cost and Processing Volume, Topper Operating Ratios, Sensitivity, Crude Oil Production Volume

<<Crude oil procurement cost and processing volume and topper operating ratios>>

		3Q FY2009 Results	Change from 3Q FY2008	
Purchased price of crude oil	Crude oil (FOB) USD/BBL	65.28	-36.00	—
	JPY/USD exchange rate	93.84	-10.82	—
	Purchased price of crude oil (tax inclusive) yen/KL	41,745	-28,988	—
Crude oil refining	Refined crude oil volume (1,000 KL)	18,921	-1,507	92.6%
	Atmospheric distillation operating ratio (Calendar Day)	68.1%	-5.5%	—
	Atmospheric distillation operating ratio (Streaming Day) *1	85.6%	-1.3%	—

*1 SD: Streaming day indicates operating ratio excluding the impact of suspended operations due to regular repairs and maintenance, etc.

<<Sensitivity>> • • • Anticipated impact by crude oil price and exchange rate fluctuations on inventory valuation gain, in-house fuel cost and timing differences in accounting processing.
Taking no impact of the cost or market method into consideration

Crude oil + 1 USD/BBL
JPY/USD + 1 exchange rate

Petroleum: 1.6 billion yen
Petroleum: 1.3 billion yen

Oil E&P: 0.4 billion yen
Oil E&P: 0.3 billion yen

Information about “Sensitivity” described on this page is based on the full-year business outlook for FY2009 announced in November 2009.

<<Crude oil production volume>>

		3Q FY2009 Results	3Q FY2008 Results	Change	Investment ratio
Oil E&P subsidiary production volume *2	Abu Dhabi Oil Co., Ltd. (BBL/Day)	24,304	21,872	111.1%	63.0%
	Qatar Petroleum Development Co., Ltd. (BBL/Day)	6,543	6,306	103.8%	85.8%
	United Petroleum Development Co., Ltd. (BBL/Day)	13,980	14,041	99.6%	35.0%

*2 Production volume: Average production volume by a project company during the term
Production volume of January-September 2009 because each company ends its fiscal year in December.

[3Q FY2009 Results] Selling Volume

<<Selling volume>>

(1,000 KL)

		3Q FY2009 Results	3Q FY2008 Results	Change	Change from 3Q FY2008
Selling volume in Japan	Gasoline	5,010	4,904	107	102.2%
	Kerosene	1,405	1,520	-115	92.4%
	Diesel fuel	3,420	3,593	-173	95.2%
	Heavy fuel oil A	1,700	1,868	-168	91.0%
	Combined sales of 4 volume products above	11,536	11,885	-350	97.1%
	Naphtha	5,006	4,461	545	112.2%
	Jet fuel	305	277	28	110.1%
	Heavy fuel oil C	1,882	2,305	-423	81.6%
	incl. Heavy fuel oil C for electric power	834	1,248	-414	66.8%
	Sub-Total	18,729	18,929	-200	98.9%
Middle distillate export volume	Diesel fuel	754	1,081	-327	69.7%
	Kerosene/JET	110	101	9	108.7%
	Sub-Total	864	1,182	-319	73.1%
Bond sales, etc.	Jet	1,122	1,225	-103	91.6%
	Heavy fuel oil C	551	568	-17	97.0%
	Other	106	128	-22	82.7%
	Sub-Total	1,779	1,921	-142	92.6%
Barter deal, etc.		7,600	8,190	-590	92.8%
Total selling volume		28,972	30,222	-1,250	95.9%

[3Q FY2009 Results] Results by Business Segment - Changes from 3Q FY2008

<<Results by Business Segment>>

Unit: billion yen

	Net Sales		Operating Income		Ordinary Income		Ordinary Income (Excluding inventory valuation impact)	
		Change from 3Q FY2008		Change from 3Q FY2008		Change from 3Q FY2008		Change from 3Q FY2008
Petroleum	1,768.4	-998.6	-5.0	148.8	-4.9	152.4	-51.7	-49.9
Oil E&P	40.7	-34.7	18.3	-27.6	19.2	-26.6	19.2	-26.6
Other Business	71.4	0.7	1.4	-0.2	1.7	-0.1	1.7	-0.1
Write-off	-79.9	0.2	-4.3	-4.9	-4.6	-4.2	-4.6	-4.2
Total	1,800.6	-1,032.4	10.4	116.1	11.4	121.5	-35.4	-80.8

* Figures for the petroleum segment include a positive inventory valuation impact of 46.8 billion yen (up 202.3 billion yen from 3Q FY 2008)

* Figures for the petroleum segment also include the petrochemical business's ordinary income of 2.4 billion yen (up 3.4 billion yen from 3Q FY 2008).

Petroleum: Cosmo Oil Co., Ltd., Cosmo Oil Sales Co., Ltd., Cosmo Petroleum Gas Co., Ltd., Cosmo Oil Lubricants Co., Ltd., etc.

Including petrochemical: Cosmo Matsuyama Oil Co., Ltd., CM Aromatics Co., Ltd., Maruzen Petrochemical Co., Ltd. (owned by the Cosmo Group on the equity method)

Oil E&P: Abu Dhabi Oil Co., Ltd., Qatar Petroleum Development Co., Ltd., United Petroleum Development Co., Ltd. (owned by the Cosmo Group on the equity method), Other

Other: Cosmo Engineering Co., Ltd., Cosmo Trade & Services Co., Ltd., etc.

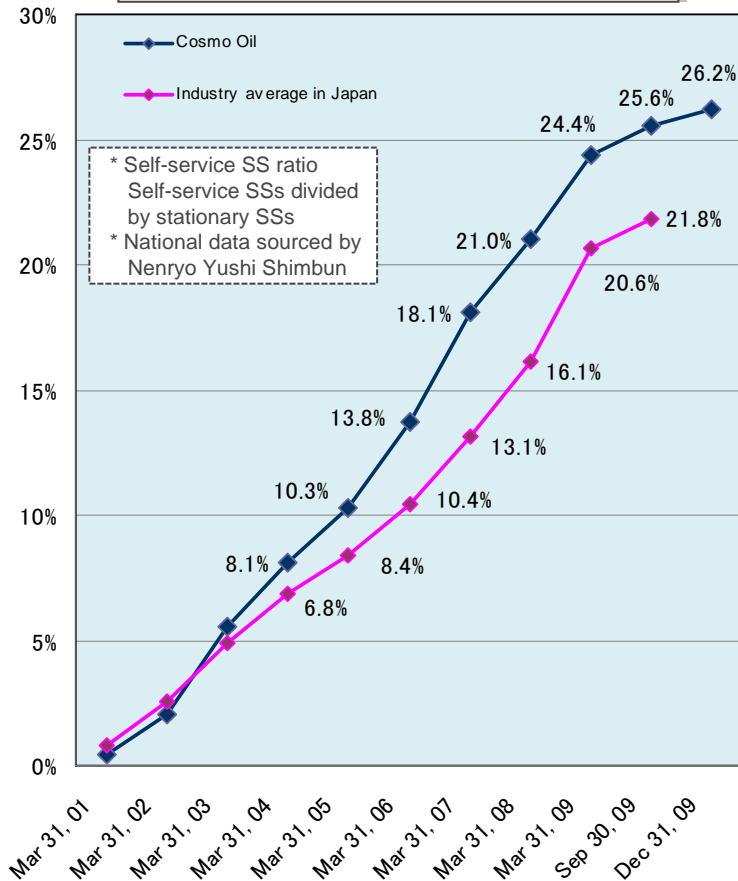
[3Q FY2009 Results] Self-Service SSs Operational and Cosmo The Cards

The Cards in Force

Self-Service SS Business

As of Dec. 31, 2009: 1,004 SSs
 (No. of new SSs opened in Oct.-Dec. '09: 18 SSs)
 Share of Self-Service SSs: 26.2%

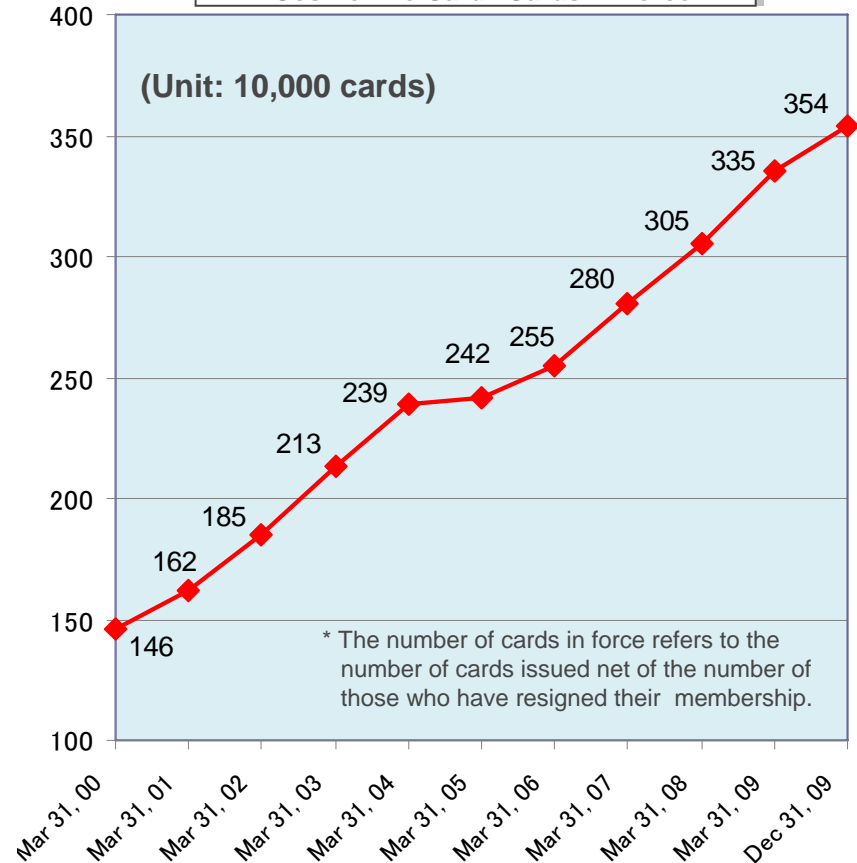
Historical Changes in the Share of Self-Service SSs



Cosmo The Card

As of Dec. 31, 2009: 3.54 mil. cards
 (No. of new cards issued in Oct.-Dec. '09: 60,000 cards)

Historical Changes in the Number of "Cosmo The Card" Cards in Force



[Reference] Historical Changes in the Number of Employees, Oil Storage Depots, SSs and Cards in Force

Workforce size (No. of persons)

	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007	FY2008	As of Dec. 31, 2009
Cosmo Oil alone	1,837	1,764	1,729	1,718	1,916	1,957	2,064	2,179
Cosmo Oil Group	3,736	3,565	3,480	3,451	3,335	3,299	3,269	3,355

* Cosmo Oil Group = No. of employees at Cosmo Oil alone + Transfers from Cosmo Oil (up to FY2008) Note: Data as of March 31 of each fiscal year

* Cosmo Oil Group = No. of employees at Cosmo Oil alone + transfers from Cosmo Oil + probationers + elderly employees (as of Dec. 31, 2009)

No. of oil storage depots (DTs)

	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007	FY2008	As of Dec. 31, 2009
No. of DTs	39	38	38	38	38	38	38	36

Note: Data as of March 31 of each fiscal year

Estimated Number of SSs by Operator Type (including mobile stations)

	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007	FY2008	As of Dec. 31, 2009
Subsidiaries	505	525	1,065	1,190	1,122	1,104	1,023	1,032
Dealers	4,767	4,517	3,746	3,456	3,294	3,074	2,937	2,838
Total	5,272	5,042	4,811	4,646	4,416	4,178	3,960	3,870

Note: Data up to FY2005 as of December 31 of each year. Data in FY2006 onwards as of March 31 of the year following each fiscal year

Number of Self-Service SSs out of the Total Estimated Number of SSs Mentioned Above

	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007	FY2008	As of Dec. 31, 2009
Subsidiaries	159	255	295	370	463	507	551	571
Dealers	126	143	188	256	326	360	404	433
Total	285	398	483	626	789	867	955	1,004

Note: Data as of March 31 of each fiscal year

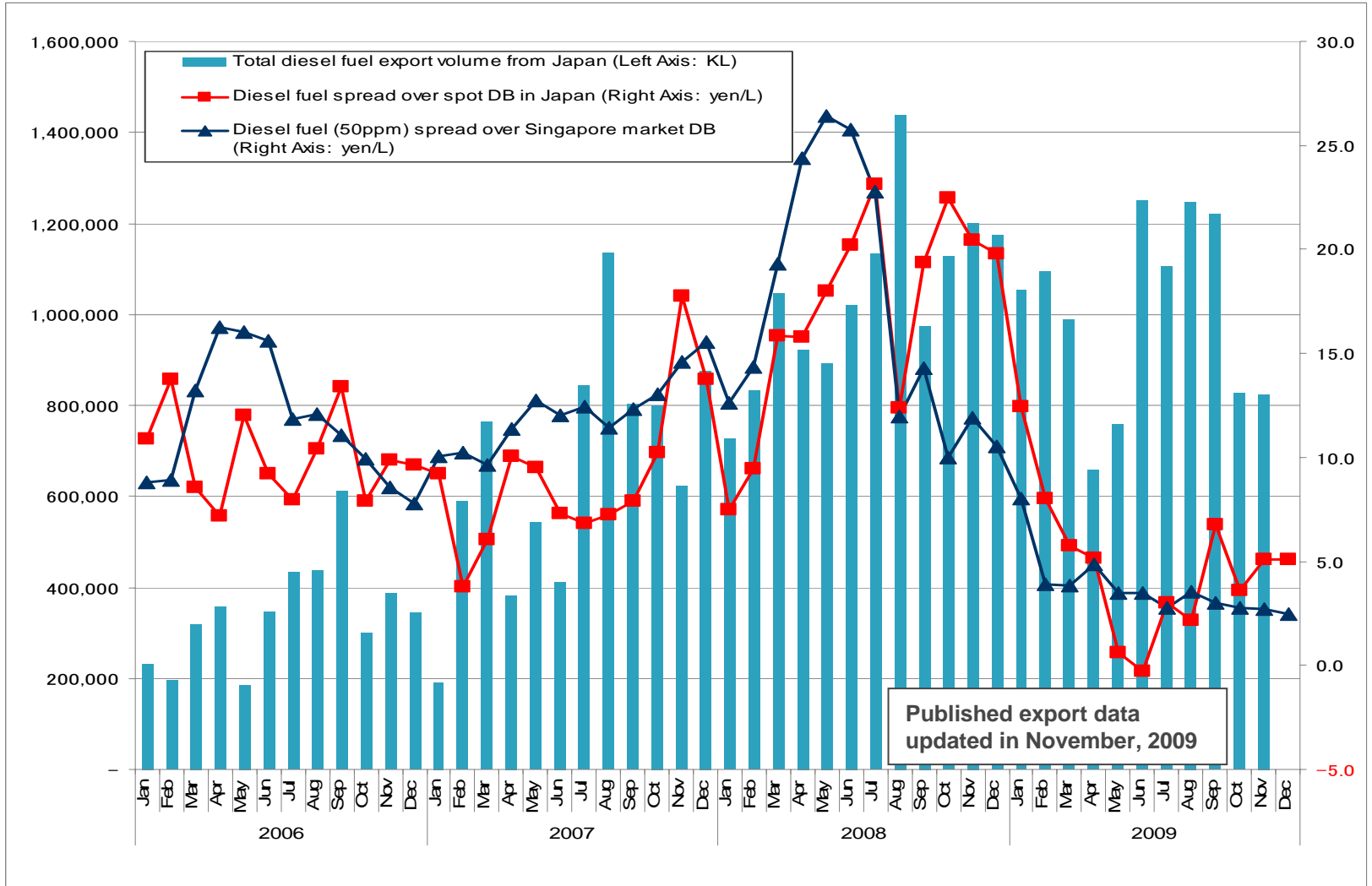
Cosmo The Card – Number of cards issued (including the number of Opus cards in force from 2006 onwards)

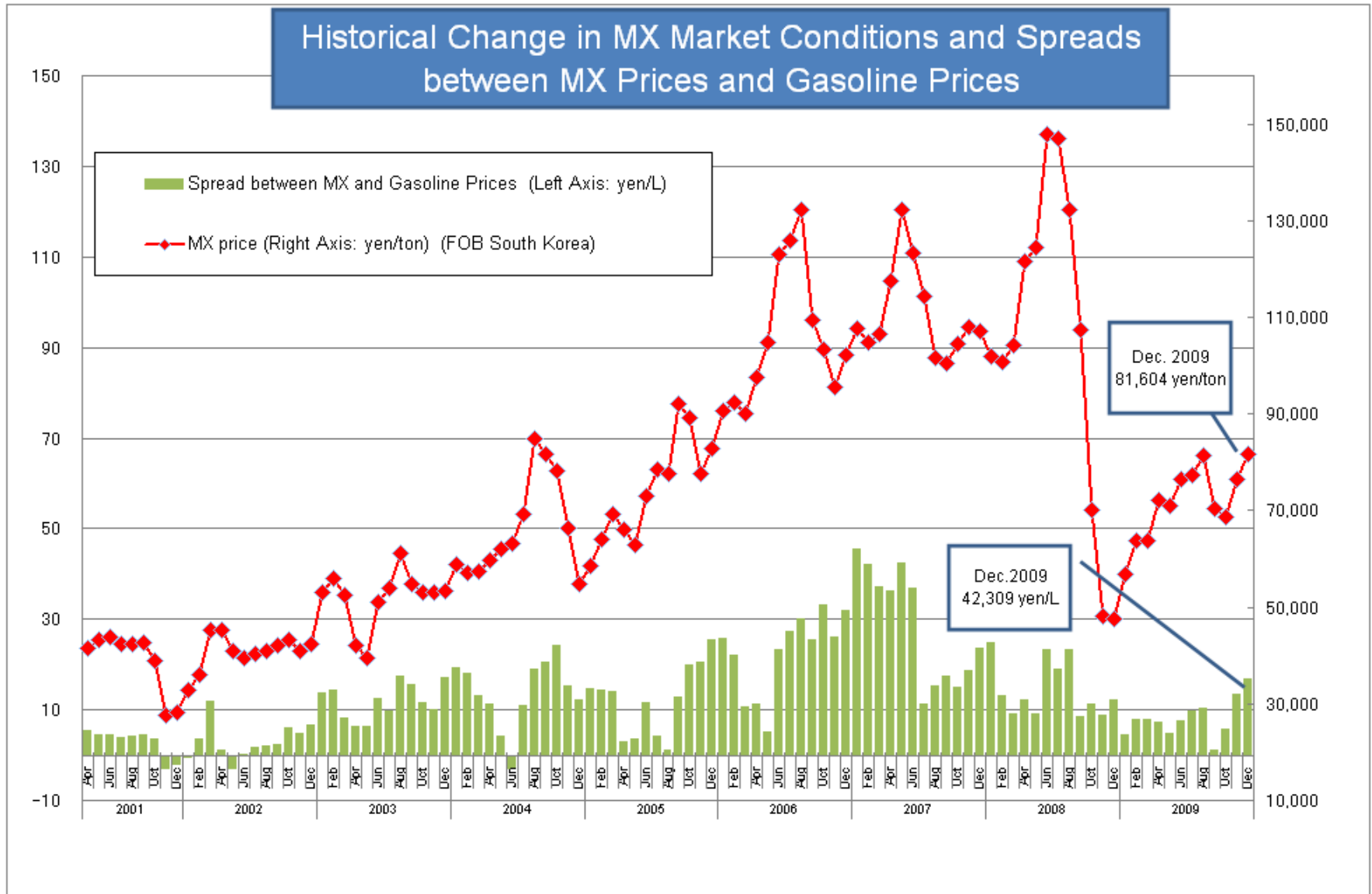
	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007	FY2008	As of Dec. 31, 2009
No. of cards in force (10,000 cards)	213	239	242	255	280	305	335	354

Note: Data as of March 31 of each fiscal year

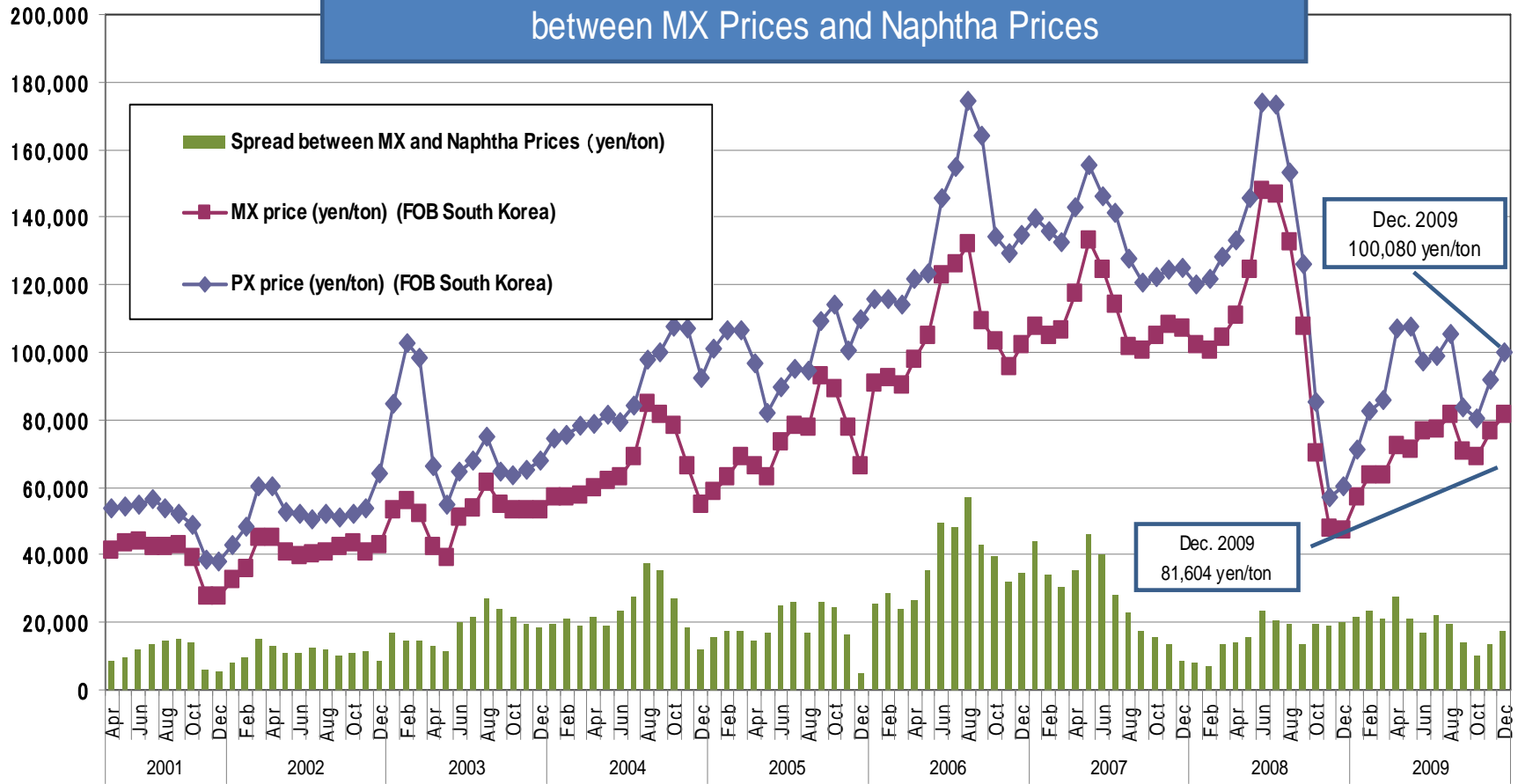
[Reference] Historical Changes in Diesel Fuel Export Volume and in Domestic and Overseas Margins

Historical Changes in Diesel Fuel Export Volume and in Domestic and Overseas Margins





Historical Change in PX & MX Market Conditions and Spreads between MX Prices and Naphtha Prices



Cautionary Statement Regarding Forward-Looking Scenarios

This presentation contains statements that constitute forward-looking scenarios. While such forward-looking scenarios may include statements based on a variety of assumptions and relating to our plans, objectives or goals for the future, they do not reflect our commitment or assurance of the realization of such plans, objectives or goals.