



Results for Fiscal 2023

May 9, 2024

Cosmo Energy Holdings, Co., Ltd.

Highlights of FY2023 Results and FY2024 Forecast

Initiatives to Enhance Enterprise Value

P 2 - 17

(I) Shareholder Returns

(II) Market cap, P/B ratio and Financial health

(III) Progress in the 7th Consolidate Medium-Term Management Plan

FY2023 Results

P 18 - 31

Forecast for FY2024 Performance

Highlights of FY2023 Results and FY2024 Forecast

Highlights of FY2023 Results and FY2024 Forecast

FY2023 Results

- Ordinary profit excluding the impact of inventory valuation increased ¥19.3 billion year on year to a record high of ¥162.2 billion
- Profit attributable to owners of parent excluding the impact of inventory valuation increased ¥29.6 billion year on year to ¥82.4 billion
- ROE excluding the impact of inventory valuation is 14.6%

FY2024 Forecast

- Ordinary profit excluding the impact of inventory valuation is expected ¥160.0 billion and profit attributable to owners of parent excluding the impact of inventory valuation is expected to be ¥75.5 billion
- ROE excluding the impact of inventory valuation is expected to be 12.3%

				Unit: billion yen				Unit: billion yen	
				FY2023 Results	FY2022 Results	Change	FY2024 Forecast	Change	
1	Ordinary profit			161.6	164.5	-2.9	165.0	3.4	
2	(Impact of inventory valuation)			-0.6	21.6	-22.2	5.0	5.6	
3	Ordinary profit excluding the impact of inventory valuation			162.2	142.9	19.3	160.0	-2.2	
4	Profit attributable to owners of parent			82.1	67.9	14.2	79.0	-3.1	
5	Profit attributable to owners of parent excluding the impact of inventory valuation			82.4	52.8	29.6	75.5	-6.9	
6	Dubai crude oil price	(USD/B) (Apr.-Mar.)		82	93	-11	85	3	
7	JPY/USD exchange rate	(yen/USD) (Apr.-Mar.)		145	135	10	145	0	
				FY2023 Results	FY2022 Results	Change	FY2024 Forecast	Change	
8	Net worth			600.5	527.9	72.6	630.0	29.5	
9	Net worth ratio			27.1%	24.9%	2.2%	27.2%	0.1%	
10	Net Debt to Equity Ratio	(times)		0.83	1.10	-0.27	0.89	0.06	
11	ROE (*1)			14.6%	10.7%	3.9%	12.3%	-2.3%	
12	ROIC (*1)			7.6%	6.1%	1.5%	7.0%	-0.6%	
13	EBITDA (*1)(*2)			205.0	200.3	4.7	209.8	4.8	
14	EPS (Earnings Per Share) (*1)	(yen)		942	631	312	862	-80	

(*1) Excluding the impact of inventory valuation,

(*2) EBITDA excl. the impact of inventory valuation : Operating profit excl. the impact of inventory valuation + Depreciations etc.

Initiatives to Enhance Enterprise Value

(I) Shareholder Returns

FY2023 Year-End Dividends and Share Repurchases

- As announced, the year-end dividend for FY2023 will be ¥150 per share (planned)
- Plan to share buyback of its common stock up to ¥23.0 billion (3.96% of the total number of issued shares (excluding treasury stock))
- Achieved a total payout ratio of 60% on a single-year basis in FY2023 in line with the above-mentioned shareholder return

FY2023 Results

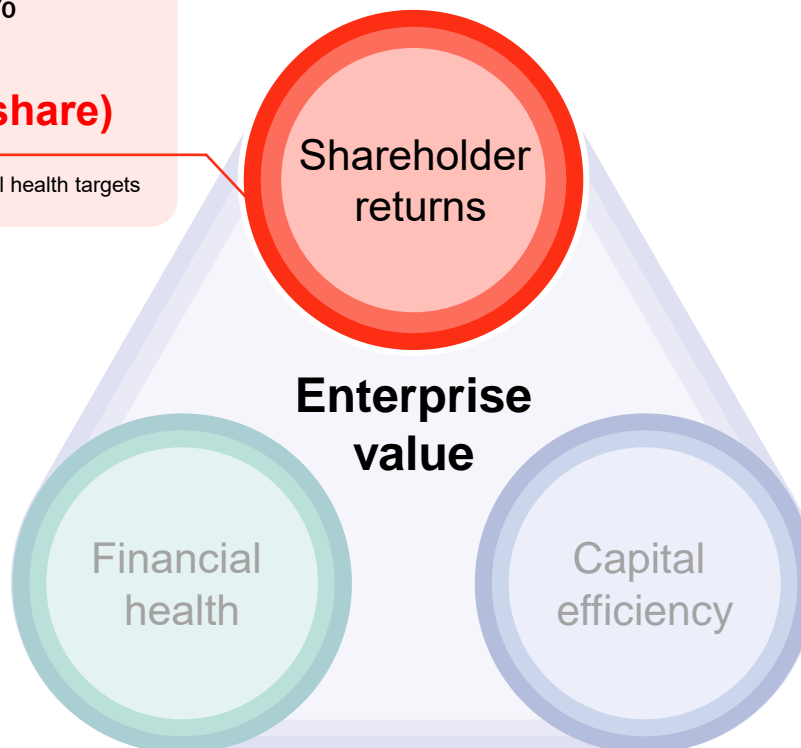
1	Profit attributable to owners of parent (excl. the impact of inventory valuation)	¥82.4 billion
2	Total payout of dividend	¥26.5 billion
3	(Interim dividends)	¥150 per share
4	(Year-end dividends)	¥150 per share
5	Amount of share buyback	¥23.0 billion
6	Total amount of shareholder return	¥49.5 billion
7	Total payout ratio	60 %

FY2024 Return Policy

- Dividend for FY2024 will be ¥300 per share (interim dividend of ¥150 and year-end dividend of ¥150)
- In light of the steady profit level, **increase the minimum dividends from ¥250 to ¥300** for the period of the medium-term management plan
- Continue to aim **for early shareholder returns**

- Total payout ratio \geq **60%** *
- Dividend **¥300 per share**
(minimum of ¥300 per share)

* Additional returns upon achievement of financial health targets



Initiatives to Enhance Enterprise Value

(II) Market cap, P/B ratio and Financial health

[Review of FY2023] Market cap, P/B ratio and Financial health

- As a result of realizing three-pronged capital policy (shareholder returns, financial health, and capital efficiency), based on solid earnings, stock price rose significantly, and P/B ratio achieved above 1.0 times

Capital policy of three-prolonged approach

Shareholder returns

Total payout ratio
(excl. the impact of inventory valuation)

60% $\geq 60\%$
(three-year cumulative)

Dividend
¥300 per share
 $\geq \text{¥}200$ per share (*)

Enterprise value

Financial health

Net D/E ratio

0.83times 1.0times

Net worth
¥600.5 bil
 $\geq \text{¥}600.0$ bil

Capital efficiency

ROE
(excl. the impact of inventory valuation)

14.6% $\geq 10\%$

ROIC
(excl. the impact of inventory valuation)

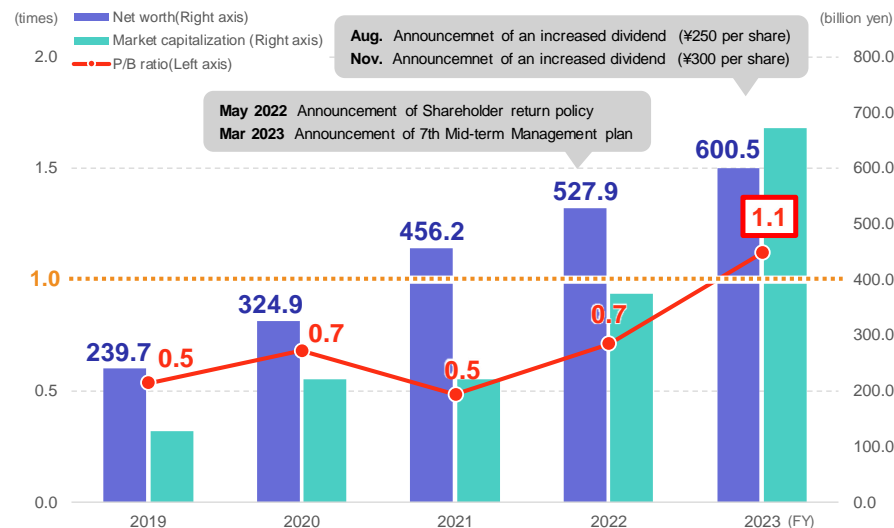
7.6% $\geq 6\%$

Black : FY2023 results

Blue : The 7th MTMP Management Goals (announced in March 2023)

(*) Announced in March 2023 although ¥300 per share as of May 2024.

Market cap, P/B ratio and Net worth



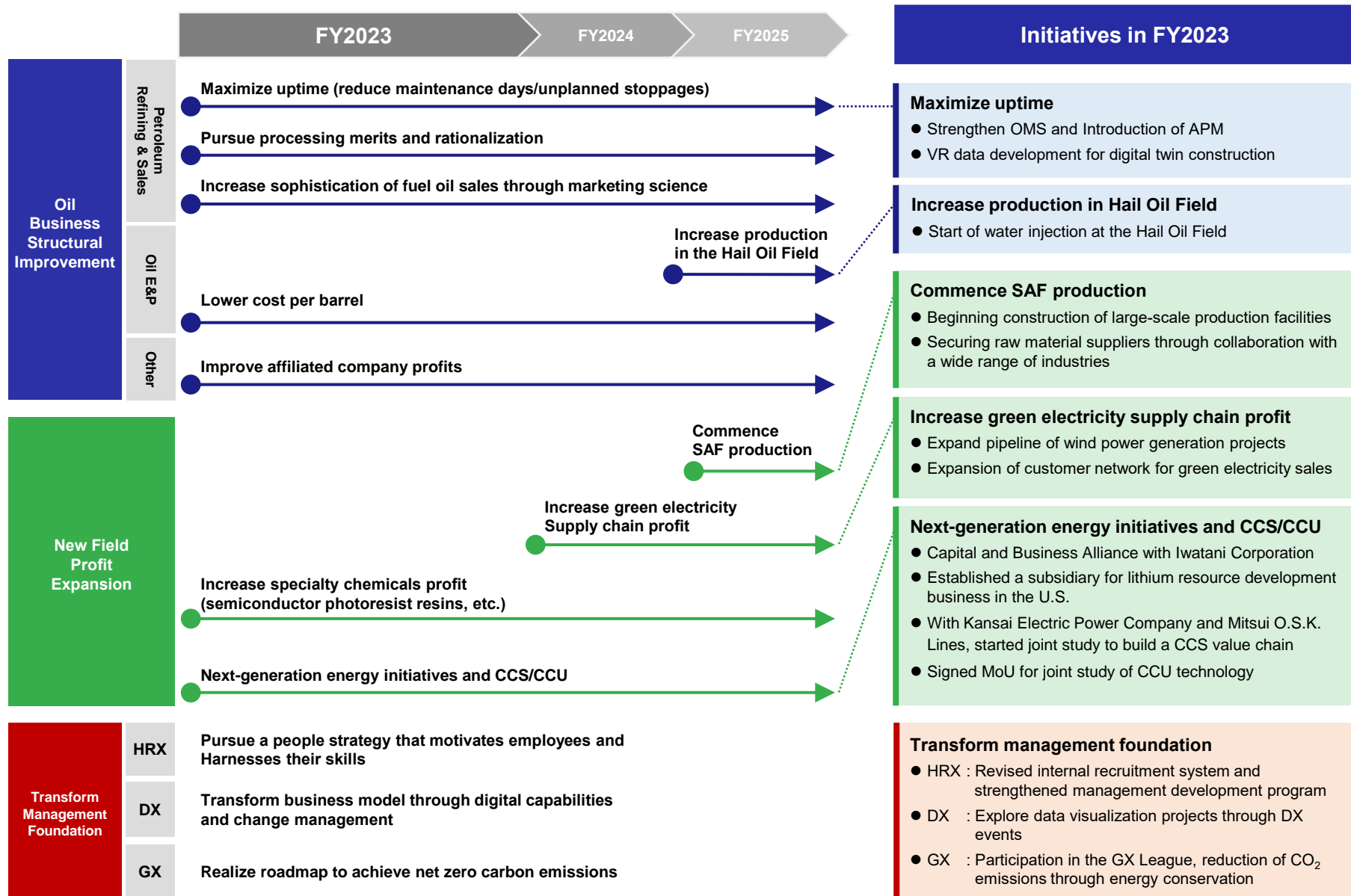
Dividend (yen)	80	80	100	150	300
Net D/E Ratio (times)	2.41	1.59	1.04	1.10	0.83
ROE (excl. the impact of inventory valuation)	3.2%	25.3%	22.6%	10.7%	14.6%

*Figures for net worth and market capitalization are used at the end of the fiscal year.

Initiatives to Enhance Enterprise Value

(Ⅲ) Progress in the 7th Consolidated Medium-Term Management Plan
~ Review of FY2023 ~

[Review of FY2023] The 7th MTMP / Progress of each initiatives



Black : Results of FY2023 ^(*)

Blue : 7th MTMP Management Goals (announced in March 2023)

Shareholder returns

Total payout ratio
(excl. impact of inventory valuation)

60%

≥60% (three-year cumulative)

Dividend

¥300 per share

≥¥200 per share ^(*)

Financial health

Net D/E ratio

0.83 times

1.0 times

Net Worth

¥600.5 bil

≥ ¥600.0 bil

Capital efficiency

ROE

(excl. impact of inventory valuation)

14.6%

≥10%

ROIC

(excl. impact of inventory valuation)

7.6%

≥6%

Profitability

Ordinary profit

(excl. impact of inventory valuation)

¥162.2 bil

≥ ¥1,650 bil

Profit attributable to owners of parent
(excl. impact of inventory valuation)

¥82.4 bil

≥ ¥60.0 bil

Future investment

Investment in New fields

¥19.5 bil ^(*)

¥140.0 bil

(three-year cumulative)

DX

Development of core digital personnel

389 people

900 people

HRX

Engagement index

60 points

≥60 points

Human capital investment

¥130,000/person

¥180,000/person

GX

GHG emission reduction

2030 vs 2013

(incl. Scope 1,2 and reduction contribution)

-14.3%

- 30%

(*) FY2023 results include some preliminary figures, (**) Announced in March 2023 although ¥300 per share as of May 2024. (**) before considering asset sales (¥16.5 bn)

Initiatives to Enhance Enterprise Value

(Ⅲ) Progress in the 7th Consolidated Medium-Term Management Plan
~ Initiatives for FY2024 ~

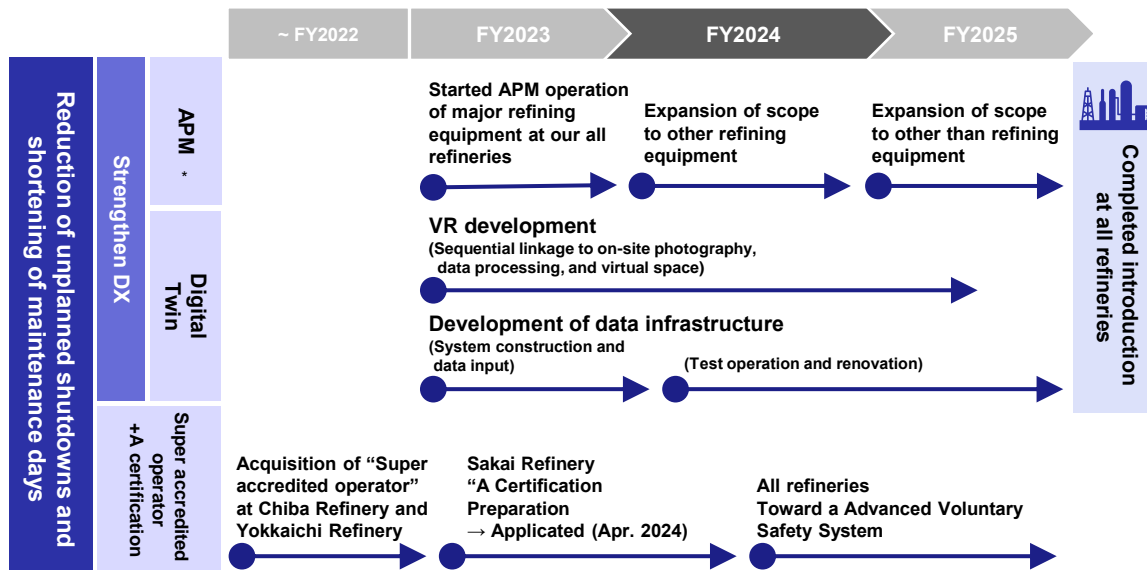
[FY2024 Initiatives]

7th MTMP_Oil Business structural improvement -Maximize uptime-

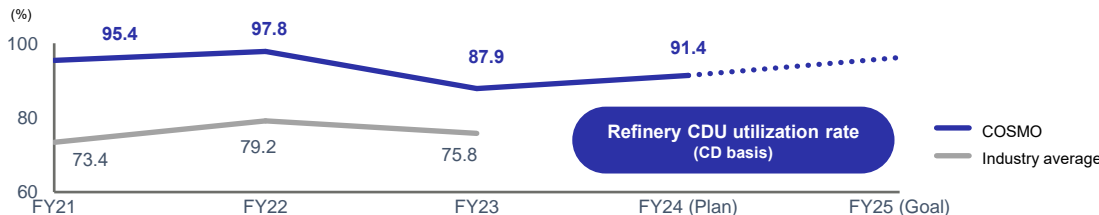
- Operating rate of crude distillation unit (calendar-day basis) has been maintained at around 90%, although several refinery troubles occurred in FY2023
- In addition to improving the level of safe and stable operations by strengthening OMS*1 system and seeking to acquire “A certification”² for Sakai Refinery, we aim to further improvement of operating rates by strengthening DX (expanding the scope of APM and introducing “Digital Twins”)

*1 OMS(Operations Management System): Identifying the gap between the ideal status (world-class safe and stable operations) and the current situation, The operation management system aims for the “ideal” by repeating “creating rules and manuals,” “education and training,” “establishment and practice,” and “continuous improvement.”

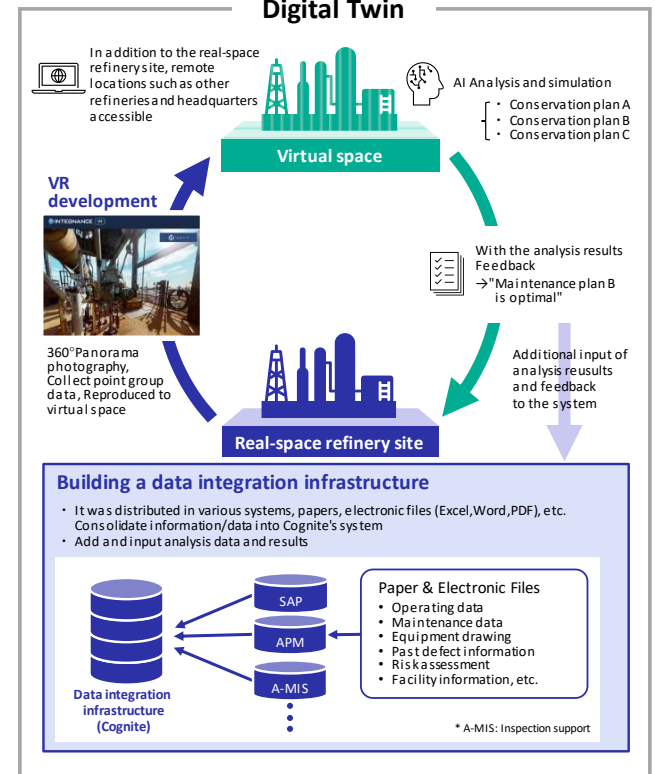
*2 A certification: A certification system that adds technology utilization and cyber security requirements to the existing “Super Accredited Operator” (official name: Certified Advanced Safety Implementation System).



*APM(Asset Performance Management): A system for managing and upgrading equipment maintenance strategies using world-standard technical information. Utilize big data to reduce problems, optimize maintenance costs, and improve operational efficiency.



(Reference) Initiatives to Strengthen DX



[Initiatives in FY2024]

7th MTMP_Expand New fields to drive growth -Mass produce Japan's first locally-made SAF-

- Progress on schedule to complete construction and start operation within FY2024
- Continue to build up partnerships with a wide range of industries through SAFFAIRE SKY ENERGY to produce approx. 30,000KL per year



Mass produce Japan's first locally-made SAF

Completion of construction and start of operation of SAF using waste cooking oil is scheduled within FY2024

- SAF production equipment *

- Nov. 2022** ○ SAFFAIRE SKY ENERGY was established with JGC Holdings and Revo International for the large-scale production of locally-made SAF from waste cooking oil
- May 2023** ○ Groundbreaking ceremony for SAF production equipment at Cosmo Oil Sakai Refinery
- FY2024** ○ Completion of SAF production equipment and start of operation (plan)



* New Energy and Industrial Technology Development Organization (NEDO) "Development of a supply chain model for SAF production from domestic waste cooking oil" grant project

- Raw material procurement

April 2024

- Started collecting waste cooking oil from restaurants in MinatoMirai Tokyu Square
- Launched initiatives to recycle waste cooking oil with Hoshino Resort

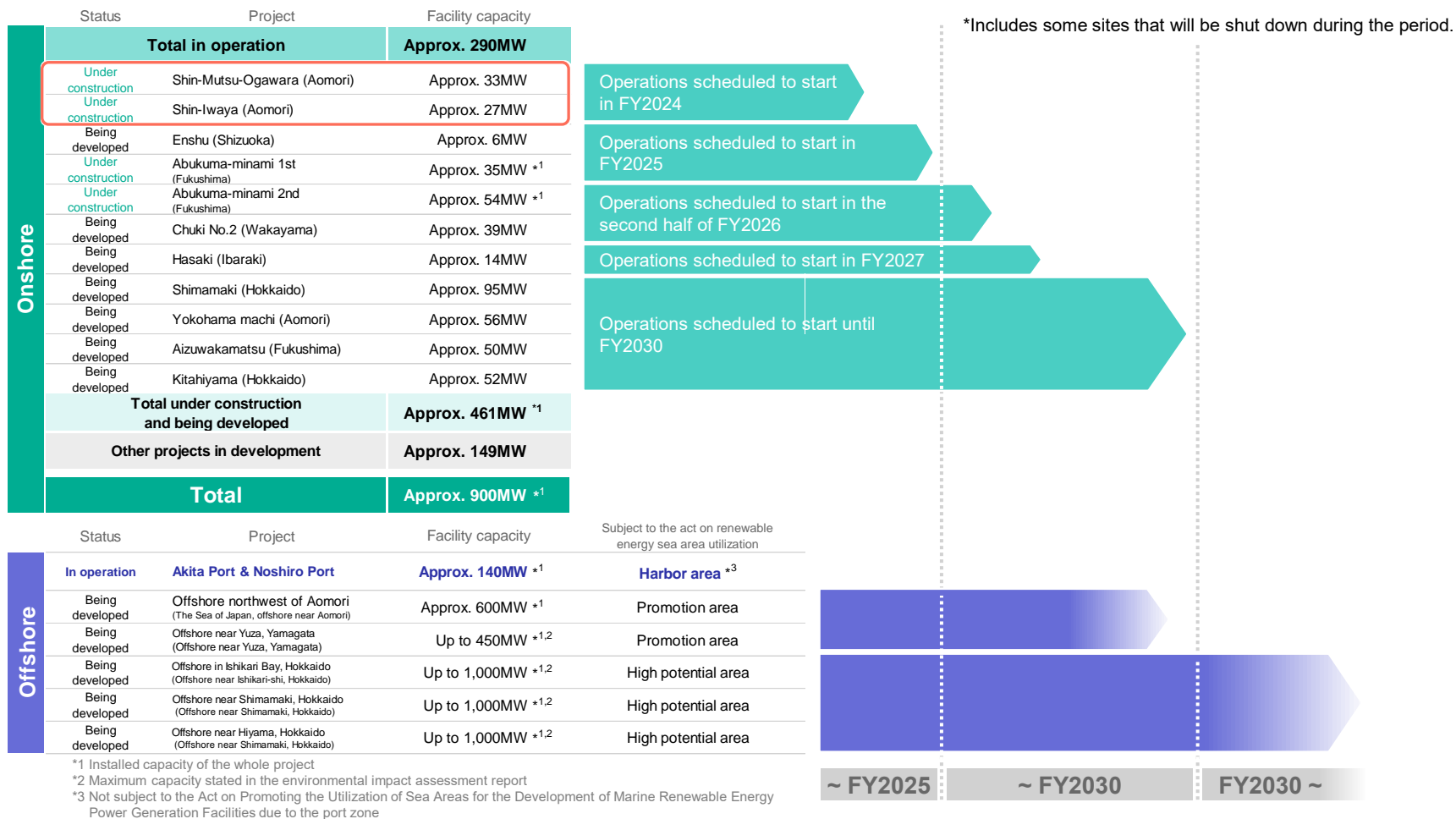
FY2023

- Signed a basic agreement with several restaurant chains to supply waste cooking oil
- Concluded a basic agreement with Daimaru Matsuzakaya Department Stores regarding cooperation in the supply and utilization of waste cooking oil
- Signed a basic agreement with Tokyo Metro to cooperate in providing waste cooking oil for domestic SAF production

[Initiatives in FY2024]

7th MTMP_Expand New fields to drive growth -Establish green electricity supply chain profit foundation-

- Onshore wind power replacement projects (Shin-Mutsu-Ogawara and Shin-Iwaya) are scheduled to begin operation in FY2024
- With the start of operation of the replacement projects, the capacity in operation is expected to reach approx. 340MW* by the end of FY2024



[Initiatives in FY2024]

7th MTMP_Expand New fields to drive growth -Establish green electricity supply chain profit foundation-

- In FY2023, the number of facilities using green power has increased to approx. 2,400, and the amount of green power sales has accounted for approx. 50% of the 520 million kWh of electricity sold.
Aiming to achieve 1.0 billion kWh of electricity sales in FY2025 and expand green power sales.
- Steadily promote demonstration of power storage business



Establish green electricity supply chain profit foundation

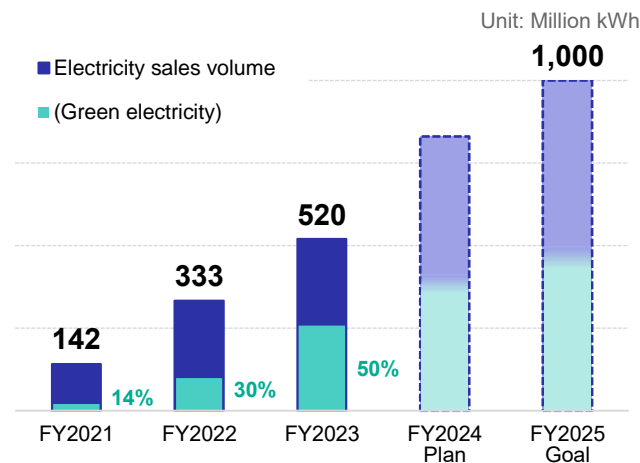
Sales of electricity

- Major initiatives in FY2024
 - Introduced 100% renewable energy to eight municipal childcare center at Sakai City
 - Installation of 100% renewable electricity in 25 facilities in Ritto City, including the main government building and elementary and junior high schools
 - Started supplying 87 public facilities in Fujisawa City with electricity generated from waste
- Major Results for FY2023
 - Introduction of substantial renewable energy electricity to 72 schools, including all municipal elementary and junior high schools in Yokosuka city
 - Introduction of 100% renewable electricity to 207 facilities in Kawasaki City, including municipal schools and ward offices
 - Renewable energy electricity is introduced to 66 facilities in Machida City including all elementary and junior high schools and wastewater purification center

Power storage business

- Following the R&D Center and directly operated service stations, where demonstrations began in FY2023, demonstrations are scheduled to begin at the Yokkaichi Kasumi Power Plant in FY2024
- Based on the results of the demonstration during FY2024 and FY2025, we will acquire know-how on the operation of storage batteries, participate in new electricity market transactions and expand into Cosmo Zero Carbon solutions

Trend of Electricity sales volume



[Initiatives in FY2024]

Capital and Business Alliance with Iwatani Corporation

- In March 2022, we reached a basic agreement to study collaboration in the hydrogen business, starting studies in the three areas of hydrogen stations, engineering, and supply chain construction
- Announced a capital and business alliance in April 2024 and established an alliance promotion committee to strengthen and accelerate collaboration efforts

Fields of business alliance

Strengthening of relationship in existing business sectors

- Strengthening and optimization of procurement functions in the energy sector
- Strengthening of production functions in the industrial gases sector
- Strengthening of production and sales functions in the chemicals and resources sectors
- Joint marketing leveraging respective customer bases



Efforts to realize a decarbonized society

- Development of infrastructure for a hydrogen energy society
- Production of green hydrogen in Japan
- Expansion of decarbonization-related businesses
- Promotion of next-generation fuel development



Initiatives Achievements

● Hydrogen stations business

- Feb. 2023** ○ Cosmo Oil Marketing and Iwatani Corporation established Iwatani Cosmo hydrogen station LLC
Announced plans to open first hydrogen station
- Dec.** ○ Selected as the operator to develop hydrogen stations at two metropolitan-owned sites
- April 2024** ○ Opened first hydrogen station



● Engineering fields related to hydrogen production, etc.

Cosmo Engineering and Iwatani Corporation established Cosmo Iwatani Hydrogen Engineering LLC to collaborate in the engineering business for hydrogen-related projects

FY2023 Results

FY2023 Review

- Consolidated ordinary profit excluding the impact of inventory valuation was ¥162.2 billion (Up ¥19.3 billion year on year)
- Due to the impact of inventory valuation of - ¥0.6 billion, consolidated ordinary profit was ¥161.6 billion (Down ¥2.9 billion year on year)
- Profit attributable to owners of parent excluding the impact of inventory valuation was ¥82.4 billion (Up ¥29.6 billion year on year)

Petroleum business

Ordinary profit excluding the impact of inventory valuation

¥ 91.3 billion

(Up ¥47.2 billion year on year)



Profit increased due to improved margins and cost and other improvements despite of refinery trouble and turnaround.

Petrochemical business

Ordinary profit

¥- 7.8 billion

(Down ¥11.6 billion year on year)



Profit decreased due to softening of methyl-ethyl-keton conditions, etc.

Oil E&P business

Ordinary profit

¥ 68.3 billion

(Down ¥16.2 billion year on year)



Profit decreased due to falling crude oil prices and other factors.

Renewable Energy Business

Ordinary profit

¥ 2.8 billion

(Up ¥0.2 billion year on year)



Profit increased due to improved wind conditions.

[FY2023 Results]

Consolidated Income Statements – Changes from FY2022

Unit: billion yen

		FY2023 Results	FY2022 Results	Changes	FY2024 Forecast
1	Net sales	2,729.6	2,791.9	-62.3	3,200.0
2	Operating profit	149.2	163.8	-14.6	154.0
3	Non-operating income/expenses, net	12.4	0.7	11.7	11.0
4	Ordinary profit	161.6	164.5	-2.9	165.0
5	Extraordinary income/losses, net	-6.7	-11.2	4.5	-6.0
6	Income taxes	64.6	71.4	-6.8	70.6
7	Profit attributable to non-controlling interests	8.3	14.0	-5.7	9.4
8	Profit attributable to owners of parent	82.1	67.9	14.2	79.0
9	Impact of inventory valuation	-0.6	21.6	-22.2	5.0
10	Ordinary profit excluding the impact of inventory valuation	162.2	142.9	19.3	160.0
11	Dubai crude oil price (USD/B) (Apr.-Mar.)	82	93	-11	85
12	JPY/USD exchange rate (yen/USD) (Apr.-Mar.)	145	135	10	145
【Reference】					
13	Dubai crude oil price (USD/B) (Jan.-Dec.) (*1)	82	95	-13	83
14	JPY/USD exchange rate (yen/USD) (Jan.-Dec.)	141	131	10	146
15	CDU operating ratio (Calendar Day basis) (*2)	87.9%	97.8%	-9.9%	91.4%
16	CDU operating ratio (Streaming Day basis) (*2,3)	94.8%	98.8%	-4.0%	99.5%

(*1) The Dubai crude oil price two months ago is listed, as ICE Murban crude oil price, which is an index price for the Oil E&P Business, is assessed by reference to the Dubai crude oil price two months ago.

(e.g.) In the case of full-year results (Jan-Dec), the average of Dubai crude oil prices from November of the previous year to October of the current year is shown.

(*2) The operating ratio at the Company's three refineries.

(*3) Streaming day indicates operating ratio excluding the impact of suspended operations due to regular maintenance, etc.

[FY2023 Results]

Outline of Consolidated Profit by Segment – Changes from FY2022

Unit : billion yen

		FY2023 Results		FY2022 Results		Changes	
		Ordinary profit	Ordinary profit excl. the impact of inventory valuation	Ordinary profit	Ordinary profit excl. the impact of inventory valuation	Ordinary profit	Ordinary profit excl. the impact of inventory valuation
1	Total	161.6	162.2	164.5	142.9	-2.9	19.3
2	Petroleum business	90.7	91.3	65.7	44.1	25.0	47.2
3	Petrochemical business	-7.8		3.8		-11.6	
4	Oil E&P business (*1)	68.3		84.5		-16.2	
5	Renewable energy business	2.8		2.6		0.2	
6	Other (*2)	7.6		7.9		-0.3	

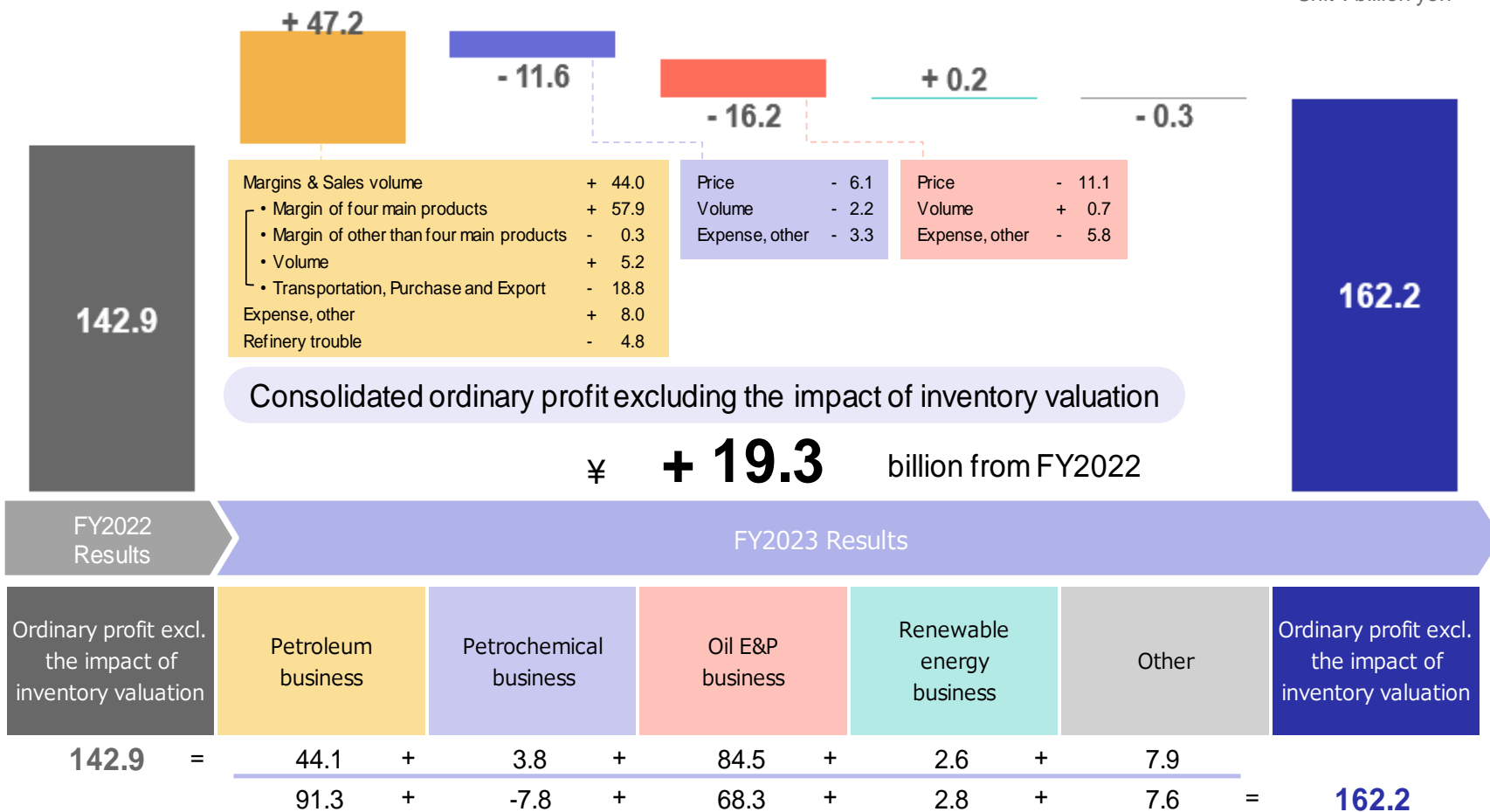
(*1) The accounting period of three operators (Abu Dhabi Oil Company, Qatar Petroleum Development and United Petroleum Development) is December.

(*2) Including consolidated adjustment.

[FY2023 Results]

Consolidated Ordinary Profit (excluding the impact of inventory valuation) - Changes from FY2022

Unit : billion yen



[FY2023 Results]

Outline of Consolidated Cash Flows and Balance Sheets

Consolidated Cash Flows

		Unit: billion yen	
		FY 2023 (Apr.-Mar.2024)	FY 2022 (Apr.-Mar.2023)
1	Cash flows from operating activities	177.9	8.1
2	Cash flows from investing activities	*1 -32.8	-81.2
3	Free cash flow (1+2)	145.1	-73.1
4	Cash flows from financing activities	-104.2	81.1
5	Cash and cash equivalents at end of the period	105.5	61.8

*1 Impact of change in deposit period for time deposits + 34.8 billion yen included

Consolidated Balance Sheets

		Unit: billion yen		
		FY2023 (As of Mar. 31, '24)	FY2022 (As of Mar. 31, '23)	Changes
1	Total Assets	2,211.9	2,120.8	91.1
2	Net assets	726.8	663.4	63.4
3	Net worth	600.5	527.9	72.6
4	Net worth ratio	27.1%	24.9%	2.2%
5	Net interest-bearing debt ^{*2}	501.0	581.9	-80.9
6	Net Debt to Equity Ratio (times)	0.83	1.10	-0.27

*2 Total interest-bearing debts net of cash and deposits etc. as of the end of the period

[FY2023 Results]

Overview of Consolidated Capital Expenditures

Capital Expenditures & Depreciations, etc.

		Unit: billion yen	
		FY2023 Results	Changes from FY2022
1	Capital expenditures	82.4	10.5
2	Depreciation expense amount, etc	55.3	-2.9

Capital Expenditures by Segment

		Unit: billion yen		
		FY2023 Results	FY2022 Results	Changes
1	Petroleum	41.4	19.8	21.6
2	Petrochemical	9.2	9.6	-0.4
3	Oil E&P	18.9	22.4	-3.5
4	Renewable energy	10.5	19.4	-8.9
5	Other, adjustment	2.4	0.7	1.7
6	Total	82.4	71.9	10.5
7	Investment securities, etc*	18.6	9.1	9.5

* Investment securities, etc. are included in the net investment amount of ¥ 420.0 billion in the 7th Consolidated Medium-Term Management Plan (from FY2023 to FY2025).

Forecast for FY2024 Performance

[FY2024 Forecast]

Outlook

- Consolidated ordinary profit excluding the impact of inventory valuation expected to be ¥160.0 billion (Down ¥2.2 billion year on year).
(*) Consolidated ordinary profit expected to be ¥165.0 billion (Up ¥3.4 billion year on year)
- Profit attributable to owners of parent excluding the impact of inventory valuation expected to be ¥75.5 billion (Down ¥6.9 billion year on year).

Petroleum business

Ordinary profit excluding the impact of inventory valuation

¥81.0 billion

(Down ¥10.3 billion year on year)



Profits are expected to decline due to the deterioration in non-main four products markets, the absence of the positive time lag effect which occurred in the previous fiscal year and the difference in turnaround compared to the previous fiscal year while the impact of refinery troubles has been resolved.

Petrochemical business

Ordinary profit

0.0 billion

(Up ¥7.8 billion year on year)



Expected to improve sales volume, improve methyl-ethyl-keton market conditions, etc.

Oil E&P business

Ordinary profit

¥66.0 billion

(Down ¥2.3 billion year on year)



Profit is expected to decrease due to an increase in operating expenses and other factors, despite an increase in crude oil prices considering exchange rates.

Renewable Energy Business

Ordinary profit

¥2.0 billion

(Down ¥0.8 billion year on year)



Profits are expected to decrease due to increment of labor costs.

[FY2024 Forecast]

Outlook (Changes from FY2023)

Unit : billion yen

		FY2024 Forecast		FY2023 Results		Changes	
		Ordinary profit	Ordinary profit excl. the impact of inventory valuation	Ordinary profit	Ordinary profit excl. the impact of inventory valuation	Ordinary profit	Ordinary profit excl. the impact of inventory valuation
1	Total	165.0	160.0	161.6	162.2	3.4	-2.2
2	Petroleum business	86.0	81.0	90.7	91.3	-4.7	-10.3
3	Petrochemical business	0.0		-7.8		7.8	
4	Oil E&P business ^{*1}	66.0		68.3		-2.3	
5	Renewable energy business	2.0		2.8		-0.8	
6	Other ^{*2}	11.0		7.6		3.4	
7	Impact of inventory valuation	5.0		-0.6		5.6	
8	Profit attributable to owners of parent	79.0		82.1		-3.1	
9	Profit attributable to owners of parent excluding the impact of inventory valuation ^{*3}	75.5		82.4		-6.9	

*1 The Accounting period of three operators (Abu Dhabi Oil Company, Qatar Petroleum Development and United Petroleum Development) is December.

*2 Including consolidated adjustment

*3 Calculated after deducting 30% as tax equivalent for the impact of inventory valuation.

		FY2024 Forecast	FY2023 Results	Changes
10	Dividend per Share (Plan) (yen)	¥300	¥300	± ¥0

[FY2024 Forecast]

Precondition, business sensitivity and Turnaround Plan

Precondition, Business sensitivity

■ Precondition		FY2024 Forecast	FY2023 Results	Changes
1	Dubai crude oil price (USD/B) (Apr.-Mar.)	85	82	3
2	JPY/USD exchange rate (Apr.-Mar.)	145	145	0
3	Dubai crude oil price (USD/B) (Jan.-Dec.) (*)	83	82	1
4	JPY/USD exchange rate (Jan.-Dec.)	146	141	5

(*) The Dubai crude oil price two months ago is listed, as ICE Murban crude oil price, which is an index price for the Oil E&P Business, is assessed by reference to the Dubai crude oil price two months ago.

(e.g.) In the case of full-year results (Jan-Dec), the average of Dubai crude oil prices from November of the previous year to October of the current year is shown.

■ Sensitivity			Crude oil (Dubai)	JPY/USD exchange rate
5	Petroleum Business	Inventory Impact	+2.8 billion yen	+1.7 billion yen
6		Refinery fuel cost etc.	-0.6 billion yen	-0.4 billion yen
7	Total		+2.2 billion yen	+1.3 billion yen
8	Oil E&P Business		+1.4 billion yen	+1.0 billion yen

(*) Figures above refer to impacts by crude oil price (US\$1/bbl) and yen-dollar exchange rate (¥ 1/USD)

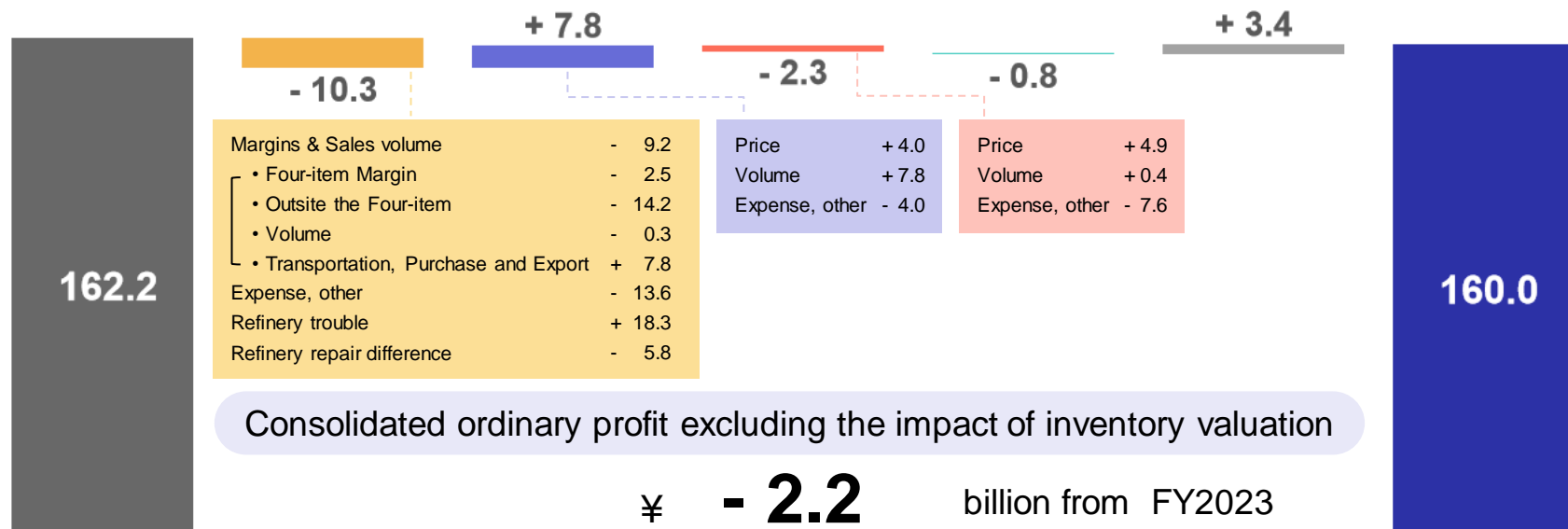
Sensitivity is calculated based on the assumption that crude oil prices and foreign exchange rates remain constant throughout the period. E&P business are estimated for 12 months for crude oil prices and foreign exchange.

Plan of turnaround at refinery

		FY2023				FY2024			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Petroleum business	Chiba Refinery			●		Plan			
	Yokkaichi Refinery							Plan	
	Sakai Refinery		●						

[FY2024 Forecast] Consolidated Ordinary Profit (excluding the impact of inventory valuation) - Changes from FY2023

Unit : billion yen



FY2023 Results	FY2024 Forecast					
Ordinary profit excl. the impact of inventory valuation	Petroleum business	Petrochemical business	Oil E&P business	Renewable energy business	Other	Ordinary profit excl. the impact of inventory valuation
162.2	91.3	- 7.8	68.3	2.8	7.6	160.0
	81.0	0.0	66.0	2.0	11.0	

[FY2024 Forecast]

Outlook for Consolidated Cash Flows and Financial Index

Consolidated Cash Flows

		Unit: billion yen	
		FY 2024 Forecast (Apr.-Mar.2025)	FY 2023 (Apr.-Mar.2024)
1	Cash flows from operating activities	144.0	177.9
2	Cash flows from investing activities	-147.0	-32.8
3	Free cash flow (1+2)	-3.0	145.1

Financial Index

		Unit: billion yen		
		FY 2024 Forecast (As of Mar.31, '25)	FY 2023 (As of Mar.31, '24)	Changes
1	Net worth	630.0	600.5	29.5
2	Net worth ratio	27.2%	27.1%	0.1%
3	Net Debt to Equity Ratio (times)	0.89	0.83	0.06

[FY2024 Forecast]

Outline of Consolidated Capital Expenditures – Changes from FY2023

Capital Expenditures & Depreciations, etc.

		Unit: billion yen	
		FY2024 Forecast	Changes
1	Capital expenditures	119.5	37.1
2	Depreciation expense amount, etc	60.8	5.5

Capital Expenditures by Segment

		Unit: billion yen		
		FY2024 Forecast	FY2023 Results	Changes
1	Petroleum	58.9	41.4	17.5
2	Petrochemical	22.3	9.2	13.1
3	Oil E&P	12.9	18.9	-6.0
4	Renewable energy	14.8	10.5	4.3
5	Other, adjustment	10.6	2.4	8.2
6	Total	119.5	82.4	37.1
7	Investment securities, etc*	27.5	18.6	8.9

*Investment securities, etc. are included in the net investment amount of ¥ 420.0 billion in the 7th Consolidated Medium-Term Management Plan (from FY2023 to FY2025).

Supplementary Information

[FY2023 Results] Supplementary Information

- Sales volume, CDU operating ratios
- Crude oil production volume, Crude reserves estimate (Proved and probable)
- Results by segment - Changes from FY2022
- Major data of each business
- Historical changes in Dubai crude oil price
- Historical changes of gasoline export and margin (Domestic and overseas)
- Historical changes of diesel fuel export and margin (Domestic and overseas)
- Petrochemical market (Ethylene, Paraxylene, Benzene, and Mixed xylene)

P. 33 - 44

[Forecast for FY2024 Performance]

- Outlook by Segment (Change from FY2023)

P. 45 - 46

Outline of the Cosmo Energy Group (Business Outline)

- Petroleum Business, Petrochemical Business, Oil E&P Business, and Renewable Energy Business

P. 47 - 56

Supplementary Information of FY2023 Results

[FY2023 Results]

Sales volume, CDU operating ratios

			FY2023 Results	FY2022 Results	Changes	FY2024 Forecast	Unit: thousand KL FY2023 forecast changes from FY2022
1	Selling volume in Japan	Gasoline	7,288	7,204	101.2%	7,222	99.1%
2		Kerosene	2,009	2,078	96.7%	1,905	94.8%
3		Diesel fuel	5,647	5,705	99.0%	5,668	100.4%
4		Heavy fuel oil A	1,623	1,661	97.7%	1,570	96.7%
5		Four-Total	16,567	16,648	99.5%	16,366	98.8%
6		Naphtha	4,572	5,208	87.8%	5,169	113.0%
7		Jet fuel	392	508	77.1%	485	123.5%
8		Heavy fuel oil C	748	771	97.0%	644	86.1%
9		Sub-Total	22,280	23,136	96.3%	22,726	102.0%
10	Export volume	Middle distillates Export	98	480	20.4%	350	356.8%
11		Bonded products and other	3,119	2,644	118.0%	2,684	86.1%
12		incl. Jet fuel	1,925	1,558	123.5%	2,000	103.9%
13		incl. Low-sulfur C fuel oil	496	839	59.1%	631	127.2%
14	Sub-Total	3,218	3,125	103.0%	3,034	94.3%	
15	Total	25,498	26,261	97.1%	25,760	101.0%	

			FY2023 Results	FY2022 Results	Changes
16	CDU operating ratio	(Calendar Day basis) ^{*1}	87.9%	97.8%	-9.9%
17		(Streaming Day basis) ^{*1,2}	94.8%	98.8%	-4.0%

*1 The operating ratio at the Company's three refineries

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

[FY2023 Results]

Crude oil production volume, Crude reserves estimate (Proved and Probable)

1 Crude oil production volume			
	FY2023 Results	FY2022 Results	Changes
Cosmo Energy Exploration & Production Co., Ltd. (B/D)	36,718	40,139	-3,421 91.5%

* The production volume represents the total production volumes of the three major developers: Abu Dhabi Oil Co., Ltd., and United Petroleum Development Co., Ltd.

* The production period has calculated in the January-December, because that the three major developers of the accounting period is December.

* The Cosmo Energy Group has a 64.4% stake in Abu Dhabi Oil Co., Ltd., and a 50.0% stake in United Petroleum Development Co., Ltd.

2 Crude Reserves Estimate (working interest base)^{*1} (As of Dec 31, 2023)

	mmbbls
Total Proved ^{*2} and Probable Reserves ^{*3}	155.0
(Ref.: Reserves to Production Ratio of Total Proved and Probable Reserves)	about 19years

Note: The daily average crude production based on working interest reached 22 thousands bpd for FY2023 (Jan-Dec).

(*1) Results of crude oil reserves evaluation

Abu Dhabi Oil's reserves, which are considered to have a significant impact on our future earnings, have been evaluated by a third party by Gaffney, Cline & Associates (GCA), one of the world's leading independent valuation firms for crude oil reserves. This assessment is conducted by GCA on the basis of its own internal evaluations of reserves conducted independently by our affiliates. This assessment is carried out in accordance with the criteria (2007 PRMS(Petroleum Resources Management System) prepared by Oil and Gas Reserves Committee (Crude Oil and Gas Reserve Commission) of SPE(Society of Petroleum Engineers Society of Petroleum Engineers and reviewed and jointly formulated by WPC(World Petroleum Congress World Oil Council), AAPG (American Association of Petroleum Geologists American Society of Petroleum Geological Engineers, and SPEE (Society of Petroleum Evaluation Engineers Petroleum Assessment Technology Society. The evaluation of the reserves for the development of the United Petroleum Development Co., Ltd. is an in-house evaluation conducted independently by both companies. The evaluation of crude oil reserves does not guarantee the reserves or the amount of crude oil collected.

(*2) What is the confirmed reserves?

Confirmed reserves refer to the amount of oil that is reasonably expected to be recovered commercially under the current economic conditions, operational practices and regulations from known reservoirs after a certain point in time through the analysis of geological and engineering data. It is also stated that if a probabilistic method is used, the probability that the confirmed reserves can be recovered must be greater than 90%. (Defined in March of SPE PRMS 2007)

(*3) What is estimated reserves?

This is an unidentified reserve that can probably be recovered through the analysis of geological and engineering data. In addition, if a probabilistic method is used, the probability that the confirmation + estimated reserves can be recovered must be 50% or more (defined in March of SPE PRMS 2007).

[FY2023 Results]

Results by Segment - Changes from FY2022

FY2023 Results - Changes from FY2022

Unit: billion yen

		Net sales		Operating profit		Ordinary profit		Ordinary profit (excluding the impact of inventory valuation)	
		Results	Changes from FY2022	Results	Changes from FY2022	Results	Changes from FY2022	Results	Changes from FY2022
1	Petroleum business	2,445.6	-5.9	80.6	15.0	90.7	25.0	91.3	47.2
2	Petrochemical business	361.8	-78.4	-5.4	-12.3	-7.8	-11.6	-7.8	-11.6
3	Oil E&P business	127.8	-10.2	63.4	-16.5	68.3	-16.2	68.3	-16.2
4	Renewable energy business	14.3	2.1	2.5	0.4	2.8	0.2	2.8	0.2
5	Other, adjustment	-219.9	30.1	8.1	-1.2	7.6	-0.3	7.6	-0.3
6	Total	2,729.6	-62.3	149.2	-14.6	161.6	-2.9	162.2	19.3

Group Companies (by Segment)

Petroleum business	Cosmo Oil Co.,Ltd., Cosmo Oil Marketing Co., Ltd., Cosmo Oil Sales Corp, Cosmo Oil Lubricants Co., Ltd., Cosmo Energy Solutions Co., Ltd.,Gyxis Corporation (owned by the Cosmo Energy Group on the equity method), Kygnus Sekiyu K.K.(owned by the Cosmo Energy Group on the equity method) , etc.
Petrochemical business	Cosmo Matsuyama Oil Co., Ltd., CM Aromatics Co., Ltd., Maruzen Petrochemical Co., Ltd., HD Hyundai Cosmo Petrochemical Co., Ltd. (owned by the Cosmo Energy Group on the equity method), etc.
Oil E&P business	Cosmo Energy Exploration & Production Co., Ltd., Abu Dhabi Oil Co., Ltd., Qatar Petroleum Development Co., Ltd., United Petroleum Development Co., Ltd. (owned by the Cosmo Energy Group on the equity method), etc.
Renewable energy business	Cosmo Eco Power Co.,Ltd , etc.
Other	Cosmo Engineering Co.,Ltd., Cosmo Trade & Services Co., Ltd., etc.

[FY2023 Results]

Major data of each business

1	Petroleum business	(1) Refinery Operating Ratio						
			FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
		CDU operating ratio (Calendar Day basis) ^{*1}	86.1%	87.9%	84.3%	95.4%	97.8%	87.9%
		(2) Number of SSs by Operator Type						
			FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
		Subsidiary ^{*2}	888	876	877	872	880	867
		Dealers	1,903	1,879	1,852	1,823	1,769	1,735
		Total ^{*3}	2,791	2,755	2,729	2,695	2,649	2,602
		Number of Self-Service SSs ^{*3}	1,048	1,072	1,099	1,112	1,121	1,128
		(3) "Cosmo The Card" -Number of credit cards in force & Accumulative number of contracted my car lease & "Carlife Square" –Number of App members						
	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023		
Cosmo The Card (million cards) ^{*3}	4.33	4.21	4.12	4.03	3.84	3.62		
My car lease (Units) ^{*3}	60,579	73,634	85,126	96,214	108,104	119,737		
Carlife Square (million downloads) ^{*3}		2.02	3.44	4.72	5.95	7.26		
2	Oil E&P business	Crude oil production volume						
			FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
	Cosmo Energy E&P Co., Ltd. (B/D) ^{*4,5}	52,303	50,773	49,208	45,157	42,430	36,718	
3	Renewable energy business	Wind power plant capacity(ten thousand kW)						
			FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
		Plant Capacity (MW) ^{*3}	227	266	261	300	247	295
	Electricity sales volume (million kWh)	468	550	532	595	553	643	

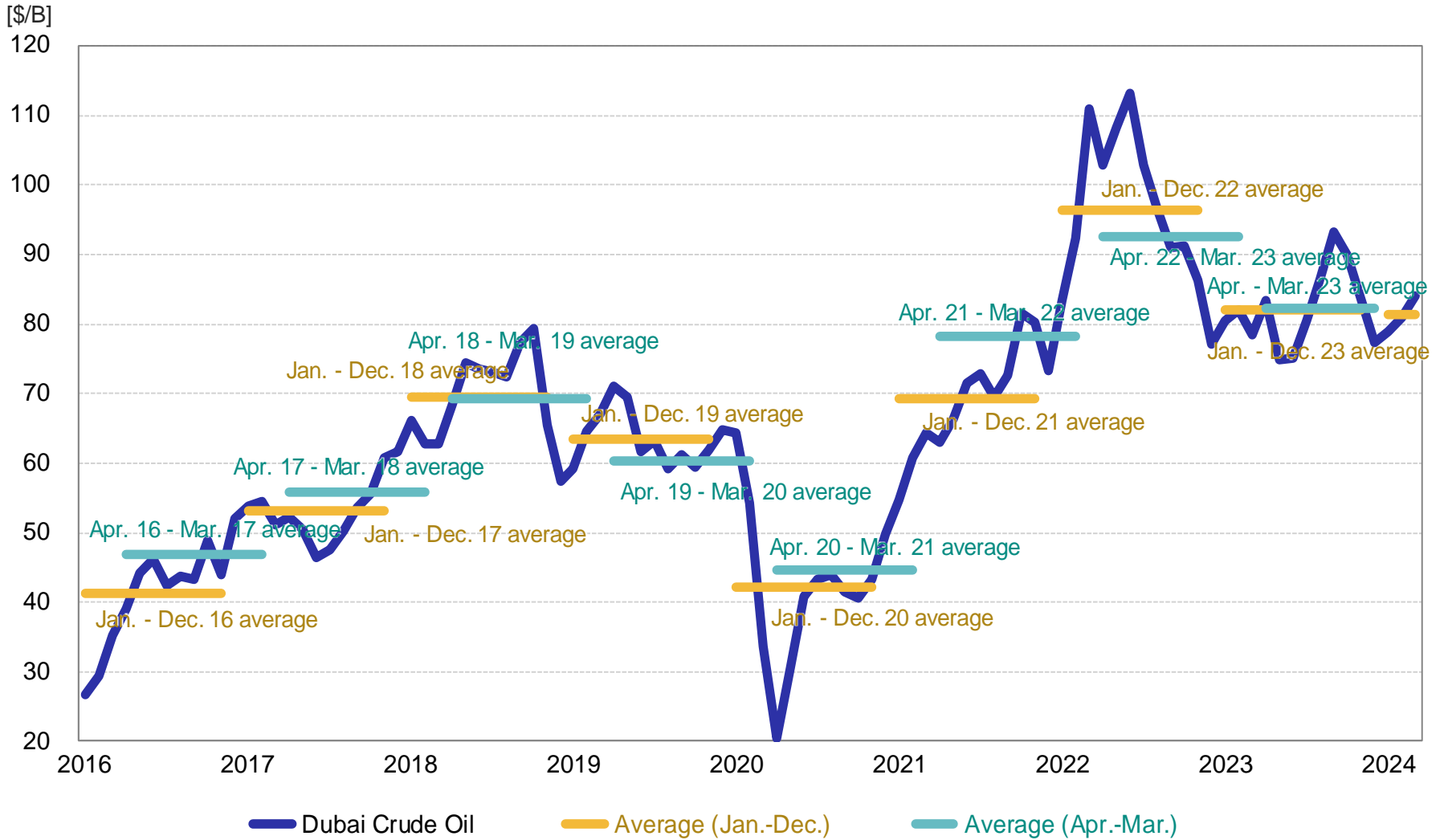
^{*1} April-March results for each fiscal year, ^{*2} Directly operated SS and our wholly owned subsidiaries' dealer SS,

^{*3} At the end of March of each fiscal year, ^{*4} January-December results for each fiscal year

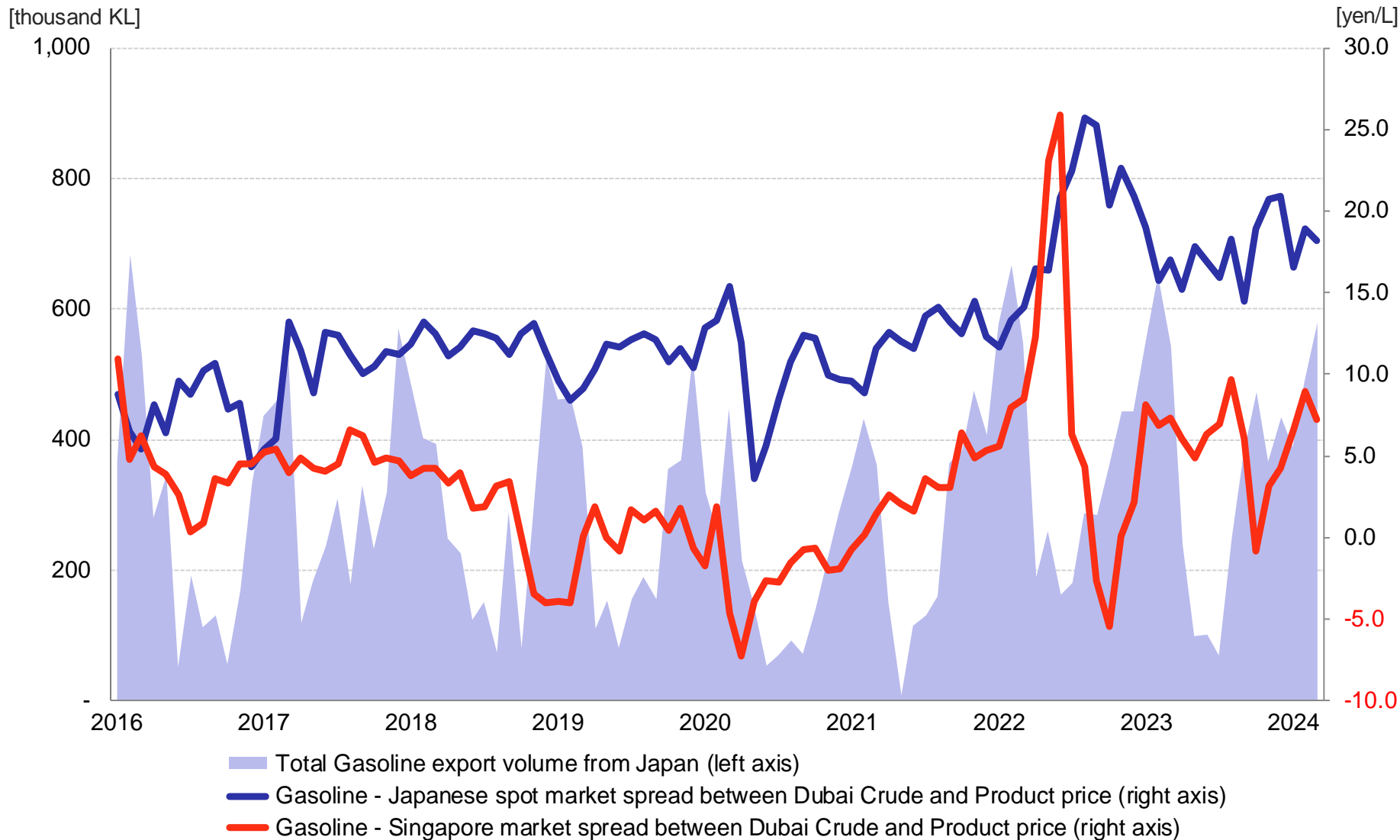
^{*5} From FY2018 to FY2022 :Total production volume of Abu Dhabi Oil Co., Ltd., Qatar Petroleum Development Co., Ltd.and United Petroleum Development Co., Ltd.

From FY2023:Total production volume of Abu Dhabi Oil Co., Ltd., and United Petroleum Development Co., Ltd.

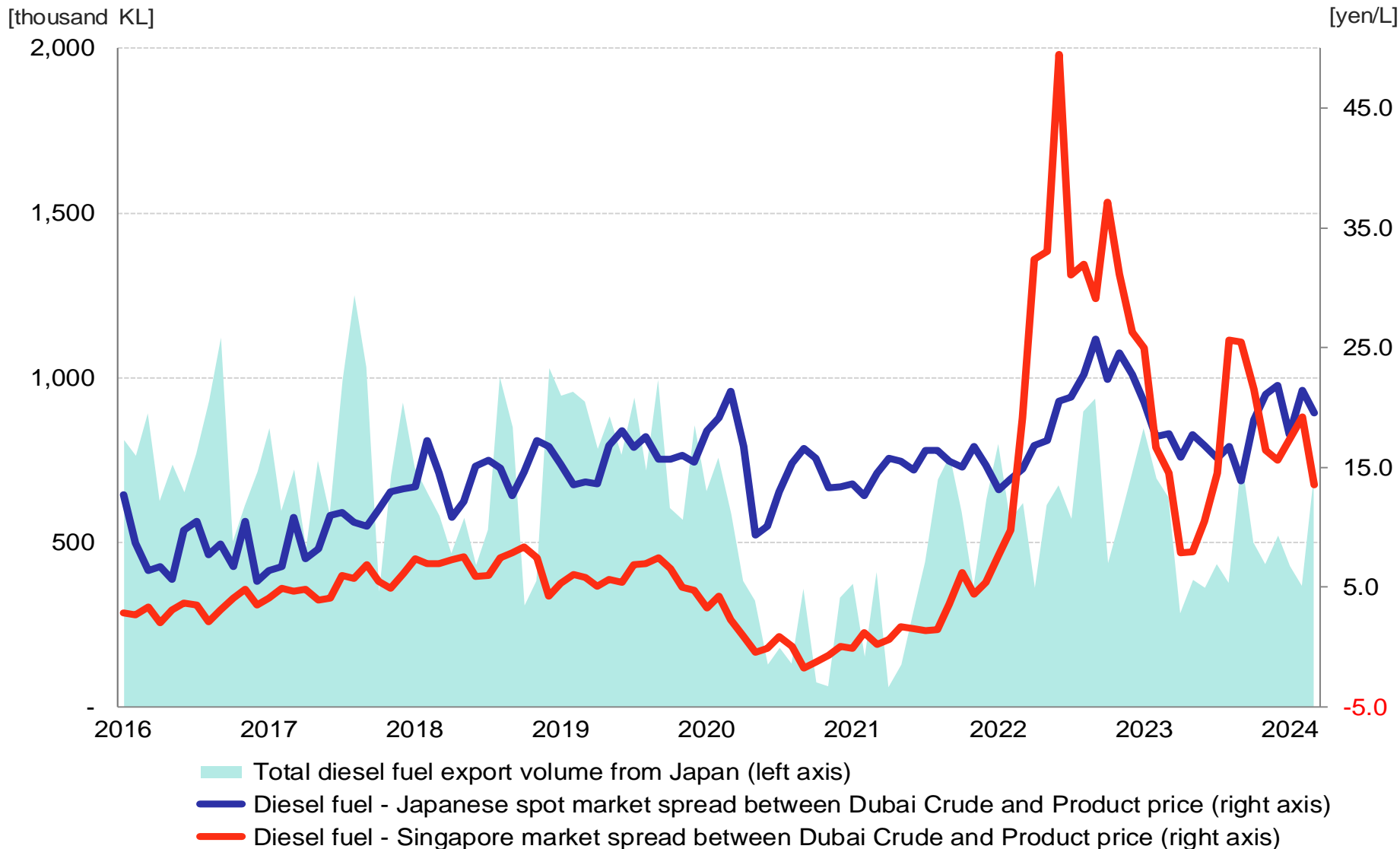
Historical changes in Dubai crude oil price



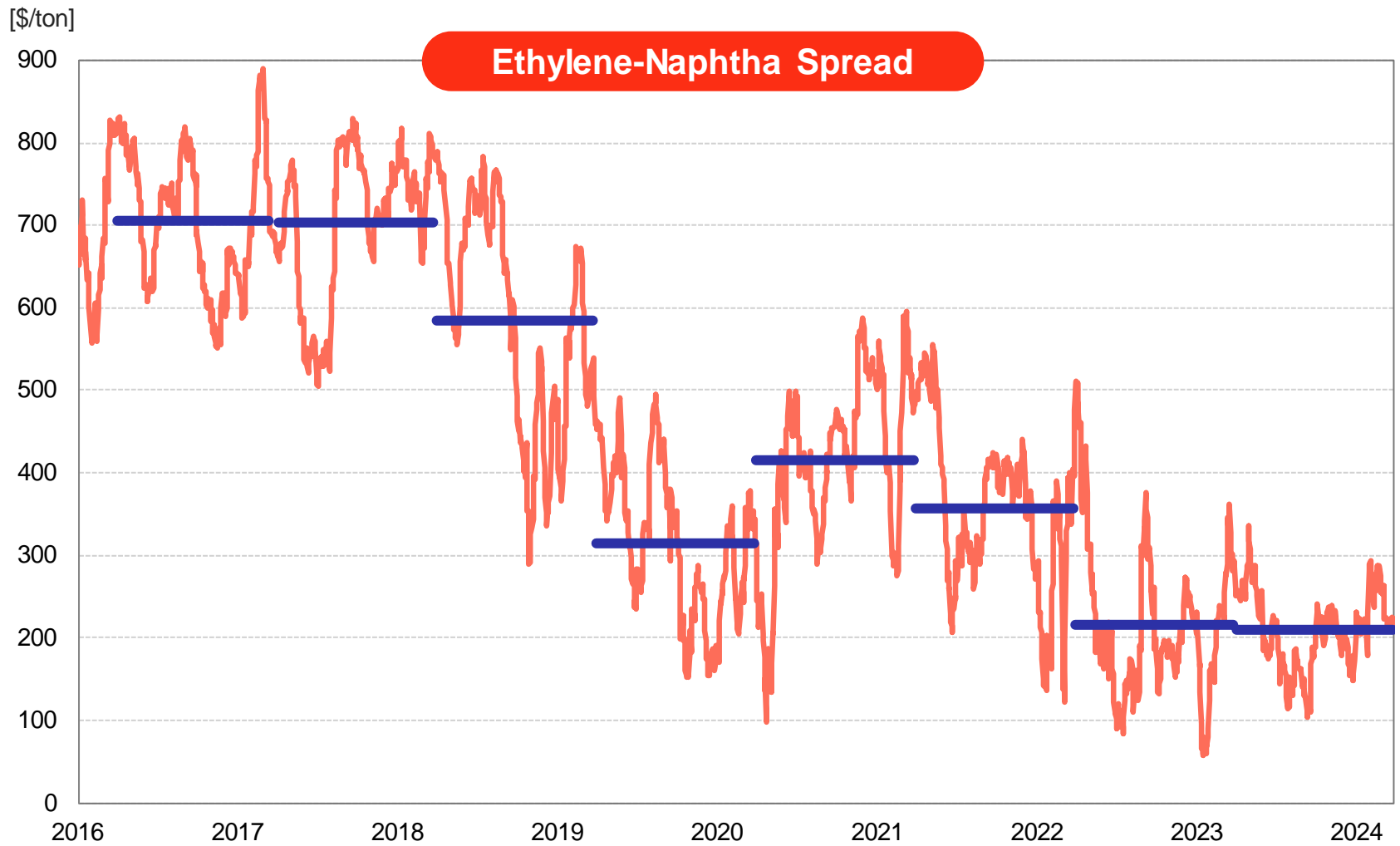
Historical changes of gasoline export and margin (Domestic and Overseas)



Historical changes of diesel fuel export and margin (Domestic and Overseas)

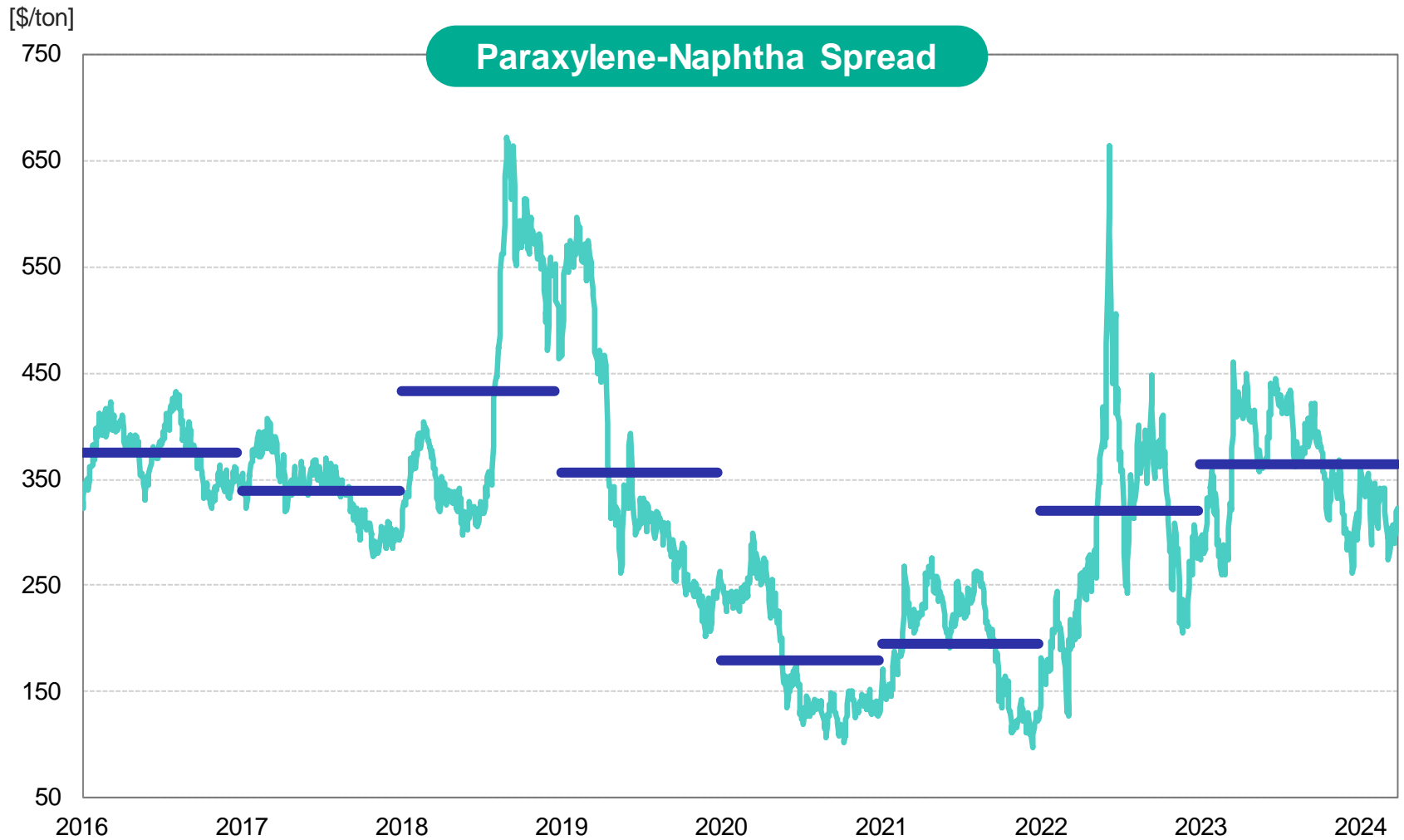


Market conditions for Ethylene



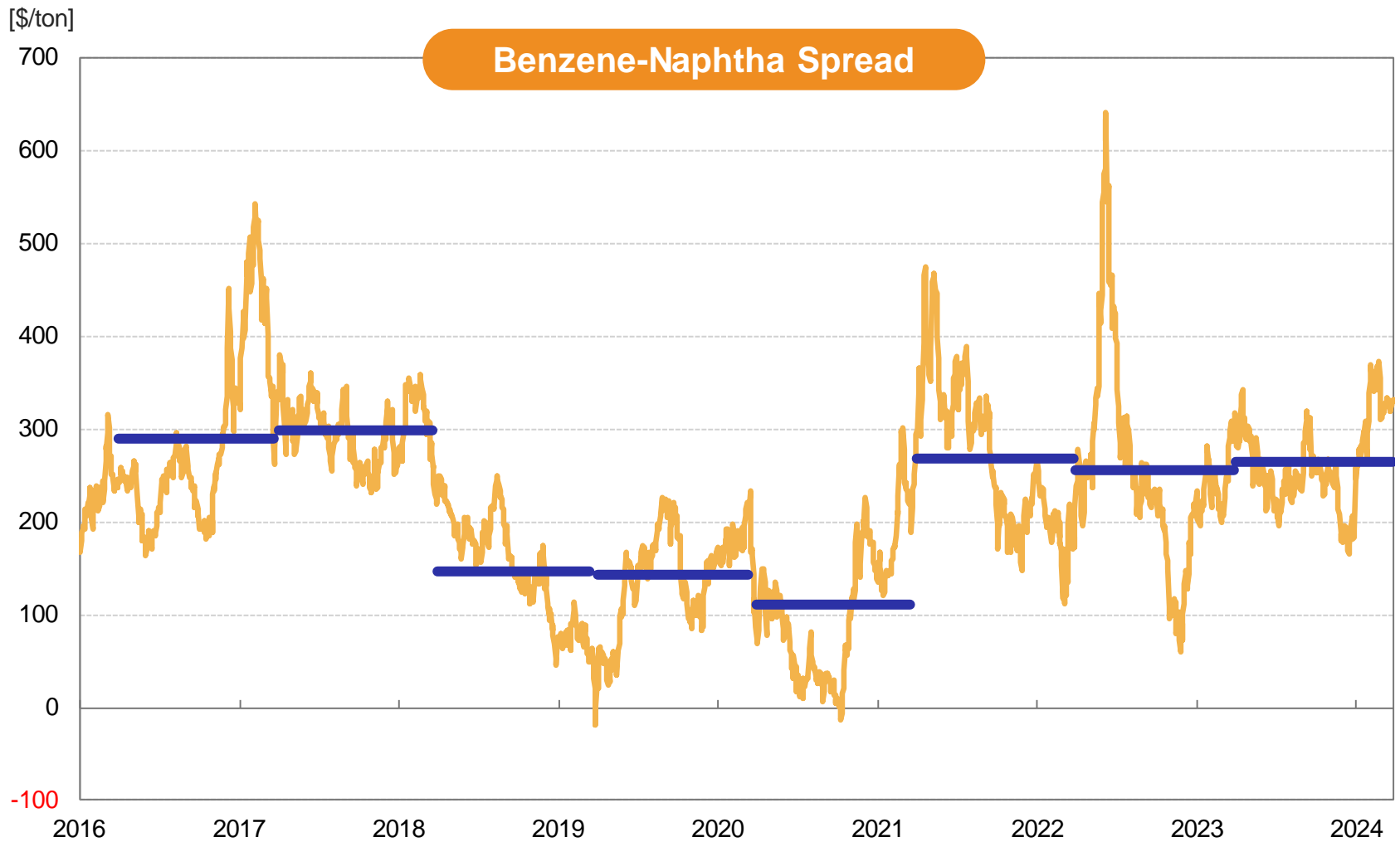
*Horizontal line indicates the average of each calendar year (Apr.-Mar.).

Market conditions for Paraxylene



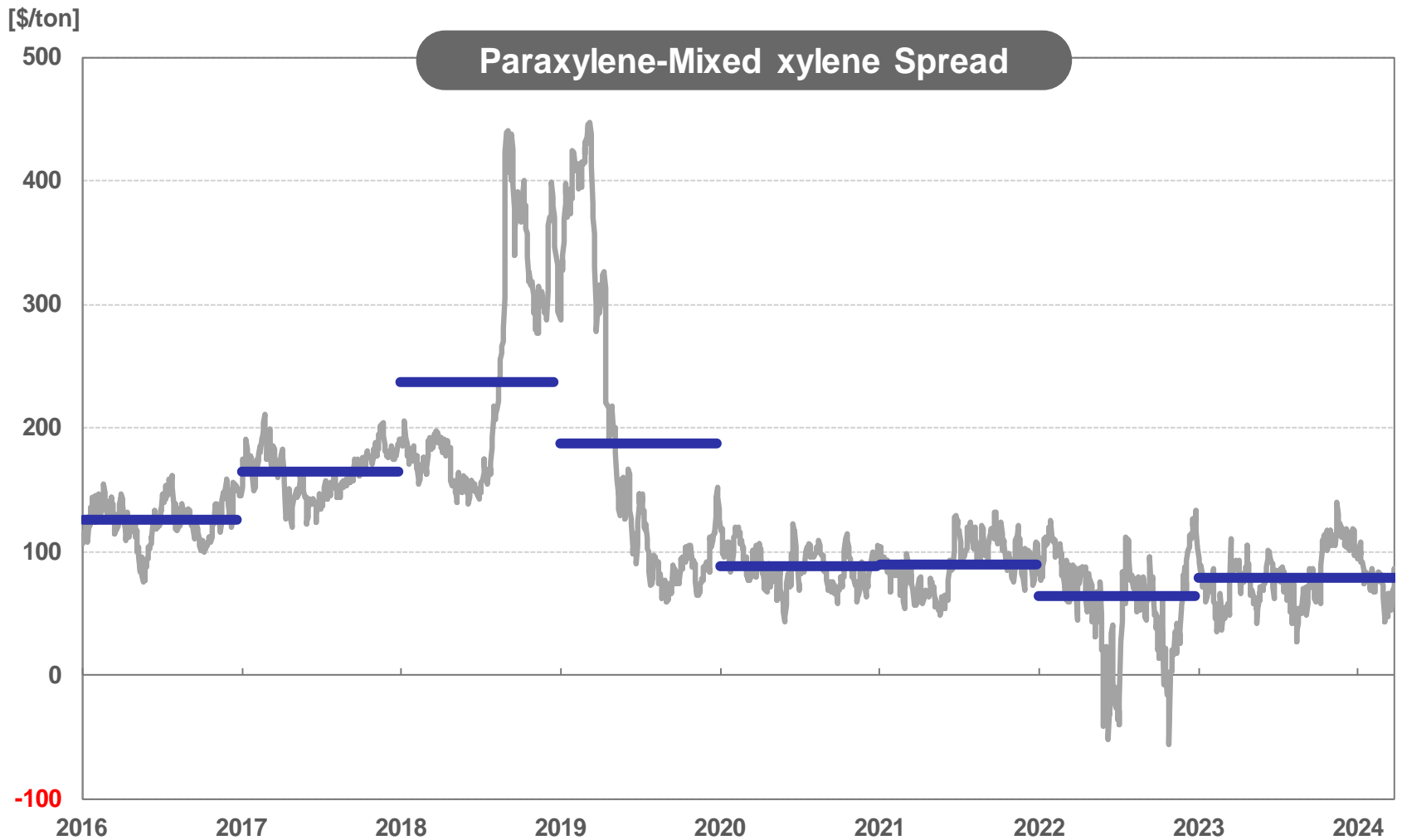
*Horizontal line indicates the average of each calendar year (Jan.-Dec.).

Market conditions for Benzene



*Horizontal line indicates the average of each calendar year (Apr.-Mar.).

Market conditions for Paraxylene-Mixed xylene



*Horizontal line indicates the average of each calendar year (Jan.-Dec.).

Forecast for FY2024 Performance

[FY2024 Forecast] Outlook by Segment - Changes from FY2023

FY2024 Forecast – Changes from FY2023

Unit: billion yen

		Net sales		Operating profit		Ordinary profit		Ordinary profit (excluding the impact of inventory valuation)	
		Forecast	Changes from FY2023	Forecast	Changes from FY2023	Forecast	Changes from FY2023	Forecast	Changes from FY2023
1	Petroleum business	2,807.0	361.4	78.0	-2.6	86.0	-4.7	81.0	-10.3
2	Petrochemical business	399.0	37.2	1.0	6.4	0.0	7.8	0.0	7.8
3	Oil E&P business	137.0	9.2	63.5	0.1	66.0	-2.3	66.0	-2.3
4	Renewable energy business	14.0	-0.3	1.5	-1.0	2.0	-0.8	2.0	-0.8
5	Other, adjustment	-157.0	62.9	10.0	1.9	11.0	3.4	11.0	3.4
6	Total	3,200.0	470.4	154.0	4.8	165.0	3.4	160.0	-2.2


Cosmo Energy Group (by Segment)

Petroleum business	Cosmo Oil Co.,Ltd., Cosmo Oil Marketing Co., Ltd., Cosmo Oil Sales Corp, Cosmo Oil Lubricants Co., Ltd., Cosmo Energy Solutions Co., Ltd.,Gyxis Corporation (owned by the Cosmo Energy Group on the equity method), Kygnus Sekiyu K.K.(owned by the Cosmo Energy Group on the equity method) , etc.
Petrochemical business	Cosmo Matsuyama Oil Co., Ltd., CM Aromatics Co., Ltd., Maruzen Petrochemical Co., Ltd., HD Hyundai Cosmo Petrochemical Co., Ltd. (owned by the Cosmo Energy Group on the equity method), etc.
Oil E&P business	Cosmo Energy Exploration & Production Co., Ltd., Abu Dhabi Oil Co., Ltd., Qatar Petroleum Development Co., Ltd., United Petroleum Development Co., Ltd. (owned by the Cosmo Energy Group on the equity method), etc.
Renewable energy business	Cosmo Eco Power Co.,Ltd , etc.
Other	Cosmo Engineering Co.,Ltd., Cosmo Trade & Services Co., Ltd., etc.

Business Outline

Outline of the Cosmo Energy Group

Segment	Petroleum business	Petrochemical business	Oil E&P business	Renewable energy business	Other * including consolidated adjustment	Total **2
Net sales **1	¥2,807.0 billion	¥399.0 billion	¥137.0 billion	¥14.0 billion	¥-157.0 billion	¥3,200.0 billion
Ordinary profit **1	¥86.0 billion	¥0.0 billion	¥66.0 billion	¥2.0 billion	¥11.0 billion	¥165.0 billion
Ordinary profit excluding **1 impact of inventory valuation	¥81.0 billion	¥0.0 billion	¥66.0 billion	¥2.0 billion	¥11.0 billion	¥160.0 billion

Major assets	<ul style="list-style-type: none"> CDU capacity **5,6 400,000 BD (Domestic market share: Approx. 12.4%) Domestic Sales Volume **3 22,280 thousand KL Number of Service station **5 2,602 Number of the "Cosmo the Card" Holders **5 3.62 million cards Carlife Square apps. **5 7.26 million downloads Car leasing business for individuals **5 Cumulative total 119,737 cars 	<ul style="list-style-type: none"> Olefinic production capacity **5 Ethylene 1.29 mil tons/year Aromatic production capacity **5 Para-xylene 1.360 mil tons/year Benzene 0.735 mil tons/year Mixed-xylene 0.618 mil tons/year 	<ul style="list-style-type: none"> Partnerships Solid relationship of trust with oil producing countries for about 50 years Operatorship (self-operation) We produces the largest volume of crude oil in the Middle East region for a Japanese operator. Crude Oil Production **3 Approx. 37 thousand B/D (Comparison with refining capacity: Approx. 9%) Crude Oil Reserves (Proved and Probable) **4 155.0 million barrels (Equivalent to approx. 19 years of supply) 	<ul style="list-style-type: none"> Wind power plant capacity **4 310 MW (No. 3 in Japan and a 6% domestic share) Solar power generation **5 capacity 24 MW 	<ul style="list-style-type: none"> Corporate brand awareness 95%  <p>* Survey of 2,000 person aged 16-69 nationwide by an outside research firm (as of August 2023)</p>
--------------	---	---	---	--	---

Major business companies related companies	<ul style="list-style-type: none"> Cosmo Oil Cosmo Oil Lubricants Gyxis (LPG) Cosmo Oil Marketing Cosmo Oil Sales Cosmo Energy Solutions 	<ul style="list-style-type: none"> Maruzen Petrochemical (Chiba/Yokkaichi) Cosmo Matsuyama Oil CM Aromatics (Chiba) HD Hyundai Cosmo Petrochemical (Korea) 	<ul style="list-style-type: none"> Cosmo Energy Exploration & Production Abu Dhabi Oil (UAE) Qatar Petroleum Development (Qatar) United Petroleum Development (UAE/Qatar) Cosmo E&P Albahriya (UAE) 	<ul style="list-style-type: none"> Cosmo Eco Power (Wind power generation) CSD solar (Solar power generation) 	<ul style="list-style-type: none"> Cosmo Engineering Cosmo Trade and Service
--	--	--	--	---	--

**1 FY2024 Forecast **2 Including consolidated adjustment **3 FY2023 Results **4 As of Dec. 31, 2023 **5 As of Mar. 31, 2024

**6 Including the supply of the petroleum product/semi product (37,000 bbls/day equivalent) from idemitsu kosan group with the business alliance

[Petroleum Business] Overview

- Safe operations and stable supply at the three refineries located in major metropolitan areas
- With the closure of Sakaide Refinery (FY2013) and the start of fuel oil supply to Kygnus Sekiyu (FY2019), we have established a short position where production is lower than sales volume
- The high refinery utilization rate that has been maintained significantly improved profitability, particularly Petroleum Business

Refinery overview

Crude oil processing capacity

400,000 B/D

* Including the supply of petroleum product/semi product (37,000 barrels/day equivalent) from Idemitsu Kosan Group (Showa Yokkaichi Sekiyu) based on the business alliance

Yokkaichi Refinery

86,000 B/D

- Business alliance with Idemitsu Kosan Group (Showa Yokkaichi Sekiyu)

Chiba Refinery

177,000 B/D

Completion of pipeline connecting ENEOS Chiba Refinery and Cosmo Oil Chiba Refinery (2018-)

Sakai Refinery

100,000 B/D

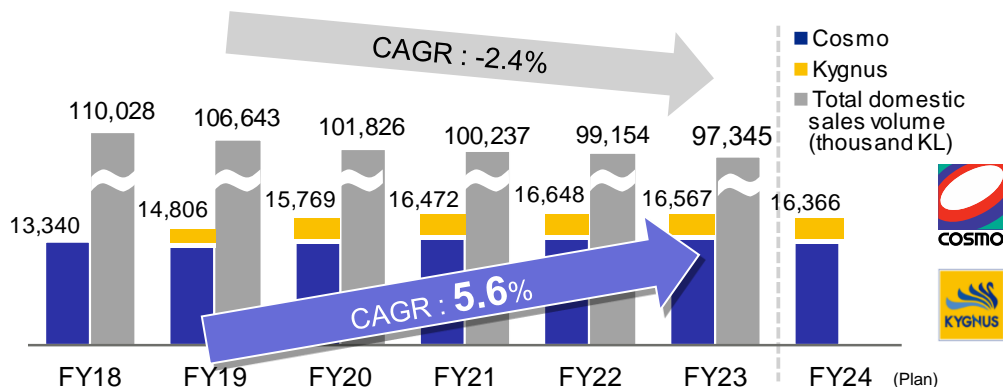
Strengthen competitiveness through secondary equipment investment

- Coker operation started in 2010
- Higher value-added products

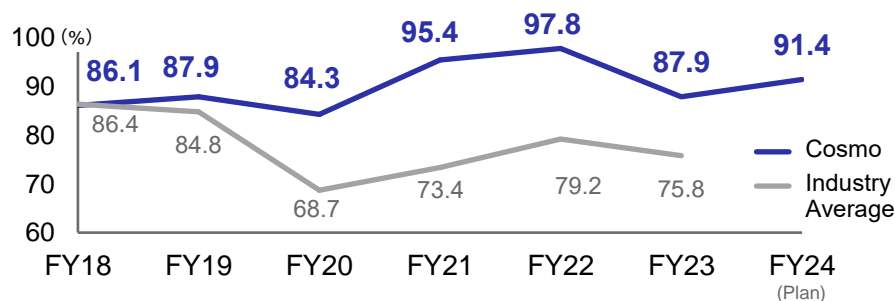
Coker capacity increased for IMO regulation (October 2019)

29,000 → **31,000 B/D**

Trends in petroleum product demand and Cosmo sales volume



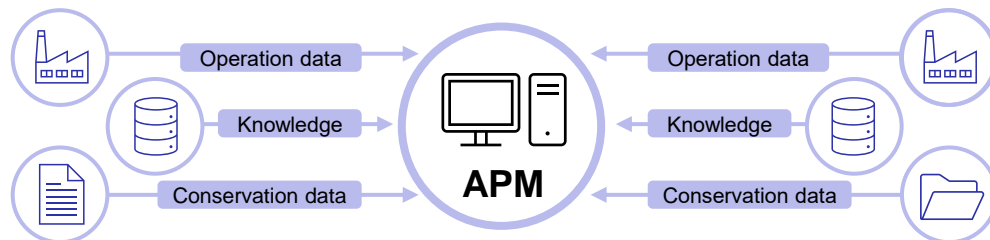
Maintain high utilization of refinery



[Petroleum Business] Efforts to Achieve High utilization rate and Efficient Operations at the refineries

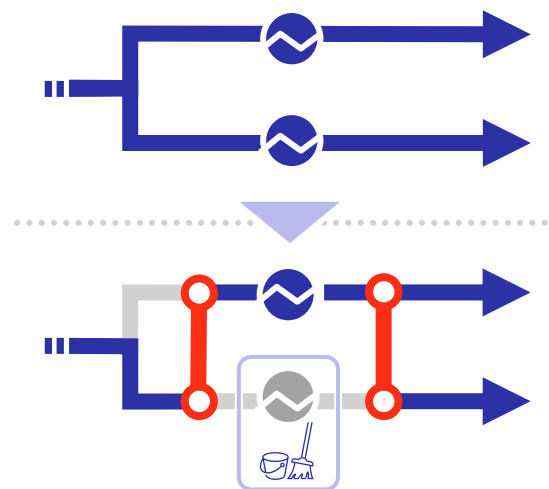
- The source of cash generation is high utilization rate of the refineries. Profitability has grown dramatically as a result of high refinery utilization in the 6th Medium-term Management Plan.
- Started to (i.) reduce unplanned outages (troubles) and (ii.) shorten planned outages (scheduled turnaround) in order to keep refineries operating rate at high level.
 - To reduce unplanned outages, the “Asset Performance Management System (APM)” was installed to comprehensively manage and upgrade maintenance strategies. Utilize big data to reduce troubles by improving comprehensiveness, predictability, and manageability, and by optimizing maintenance costs, and improving operational efficiency.
 - In terms of shortening the planned turnaround, we invested for “a four-year run “at the time of the Chiba Refinery’s maintenance in FY2023, which enables to skip the interim maintenance in FY2025,

Reduction of unplanned outages - APM



- 1 Analysis and improvement**
Predictability improvement
 - Timely linkage of vast amounts of maintenance and operation data to APM
 - Improvement in life evaluation accuracy by comparing operation and maintenance data with in-house standards and technical information of a global standard
- 2 Risk identification and control**
Comprehensiveness improvement
 - All equipment (230,000 items) can be centrally managed. (Shifting from decentralized management)
 - Prioritize risks by risk assessment in APM process. (Eliminating the dependency on individuals and allows for quantitative and accurate evaluation.)
- 3 Formulation of strategies**
Manageability improvement
 - Prioritizing projects in order of risk, allocating maintenance costs to the highest-risk projects first.
 ⇒ Using APM's capabilities to both improve equipment reliability (preventing defects) and optimize maintenance costs

Shortening of planned outages - 4 year run support



Investment in crude oil heat exchangers is planned, with the aim of reducing the days of scheduled turnaround. The conventional method of cleaning the heat exchanger required the equipment to be shut down, but by adding valves and bypass lines, cleaning can be performed while running.

[Petroleum Business] Efficient Sales through Data Science

- Possesses a wealth of customer data, including “Cosmo the Card” and app membership data
- We are able to reach customers more than our own SS shares by linking data with partners in other industries in addition to our own extensive customer data
- High level of profiling, analysis, and dissemination based on unparalleled rich customer data



Linkage external data from partners in different industries in addition to basic data accumulated in-house



Customer Data Platform

- Use data science to segment customers and create behavioral scenarios
- Clarified the appeal on an individual basis, automatically follow scenarios and make appeals at the optimal timing and channels to improve purchase rates
- Promote not only fuel oil but also My Car Lease, Committed Car Inspection, Cosmo Denki, and a wide range of other services

[Petrochemical Business] Basic Chemicals Overview

- Established an integrated production system in Asia, which is driving global demand
- Cost competitiveness based on the largest ethylene production capacity in Japan (Maruzen Petrochemical)
- Cost competitiveness based on the largest paraxylene production capacity in Asia (HCP)

Strengths of the Group

Maruzen Petrochemical (Chiba Plant)

- Located in the Keiyo Industrial Complex, one of the largest industrial complex in the world
- One of the largest ethylene production capacity in Japan
- Highly competitive equipment in high operation (part of ethylene is exported)
- Pursue synergies with petroleum refining in the future

HD Hyundai Cosmo Petrochemical (HCP)

- Adjacent to the demand area (China)
- One of the largest paraxylene production capacity in Asia

Para-xylene

China

World's largest demand area for paraxylene

Mixed-xylene

CM Aromatics

- Produces mixed xylene

Cosmo Matsuyama Oil

- Manufacture of benzene, toluene, xylene, etc.

Yokkaichi Refinery

Maruzen Petrochemical (Yokkaichi Plant)

Production capacity

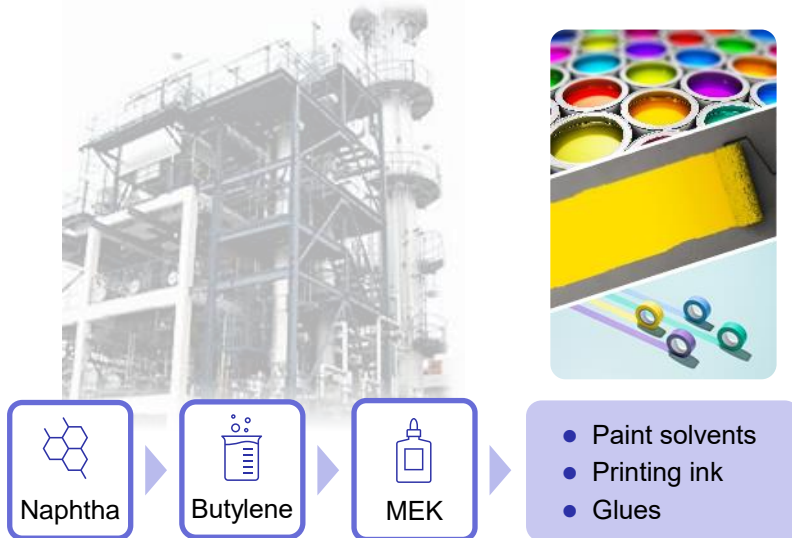
		Company	Production capacity	
Olefin-based	Ethylene	Maruzen Petrochemical	*1.290 mil t/year	
	Para-xylene	HD Hyundai Cosmo Petrochemical	1.360 mil t/year	
Aroma-based	Benzene	Maruzen Petrochemical	0.395 mil t/year	
		HD Hyundai Cosmo Petrochemical	0.250 mil t/year	
		Cosmo Matsuyama Oil	0.090 mil t/year	
			Total	0.735 mil t/year
	Mixed-xylene	Cosmo Oil	0.300 mil t/year	
		CM Aromatics	0.270 mil t/year	
		Cosmo Matsuyama Oil	0.048 mil t/year	
			Total	0.618 mil t/year
			Aroma-based, total	2.713 mil t/year

* Includes production capacity of Keiyo Ethylene (55% owned, consolidated subsidiary of Maruzen Petrochemical)

[Petrochemical Business] Overview of Chemical products and Specialty Chemicals

- World-class methyl ethyl ketone (MEK) production capacity (170,000 tons/year). Highly cost-competitive, not only supplying domestic manufacturers but also exporting overseas
- Maruzen Petrochemical boasts the world's top share in polymers for photoresists, a functional chemical used in the semiconductor manufacturing process
- The semiconductor market is likely to continue to grow over the medium to long term, given the expansion of 5G communications, IoT, and artificial intelligence, as well as the expansion of big data and cloud computing
- Polymers for photoresists are products made to order in a developmental type. High barriers to entry due to a lack of alternatives and high quality control requirements

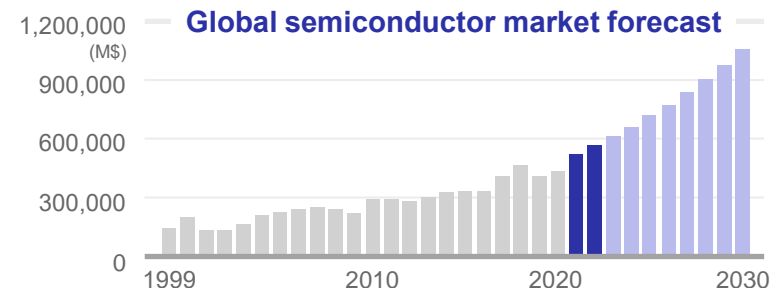
Chemicals



Functional Chemicals

Market shares of polymers for photoresists

■ Maruzen Petrochemical







* Created by the Cosmo Energy Group in reference to World Semiconductor Trade Statistics (WSTS)

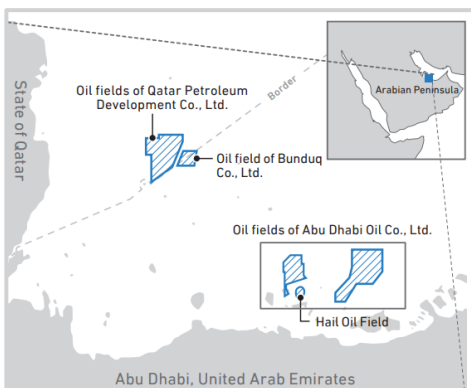
[Oil E&P Business] Overview

- Based on a strong relationship of trust with the Emirate of Abu Dhabi in the Middle East developed over almost five decades, we have achieved low-risk, low-cost development
- Abu Dhabi Oil Company extended concessions (30 years) in 2012 and obtained the Hail Oil Field, which has the same production volume as its three existing oilfields
- Qatar Petroleum Development signed a new agreement in December 2022. Continued operation as an operator

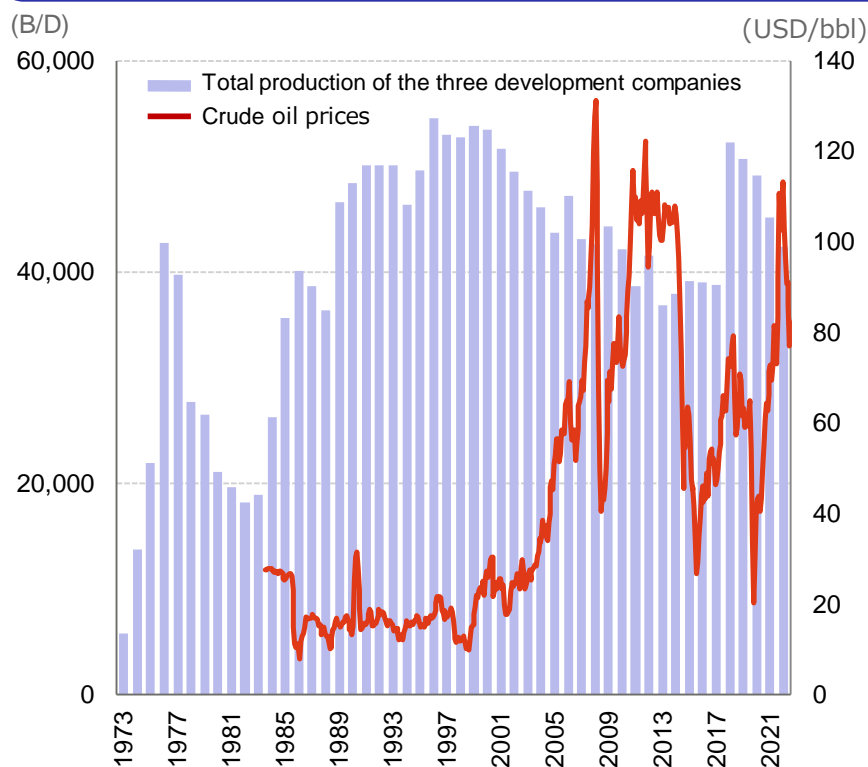
Cosmo Energy Group Oil E&P Division

	ADOC	QPD	UPD
Nationality	 (The UAE)	 (Qatar)	  (The UAE) (Qatar)
Cosmo's Ownership	64.4%	100%	50%
Foundation year	1968	1997	1970

Blocks of the Cosmo Energy Group



Cosmo Energy Group Crude Oil Production

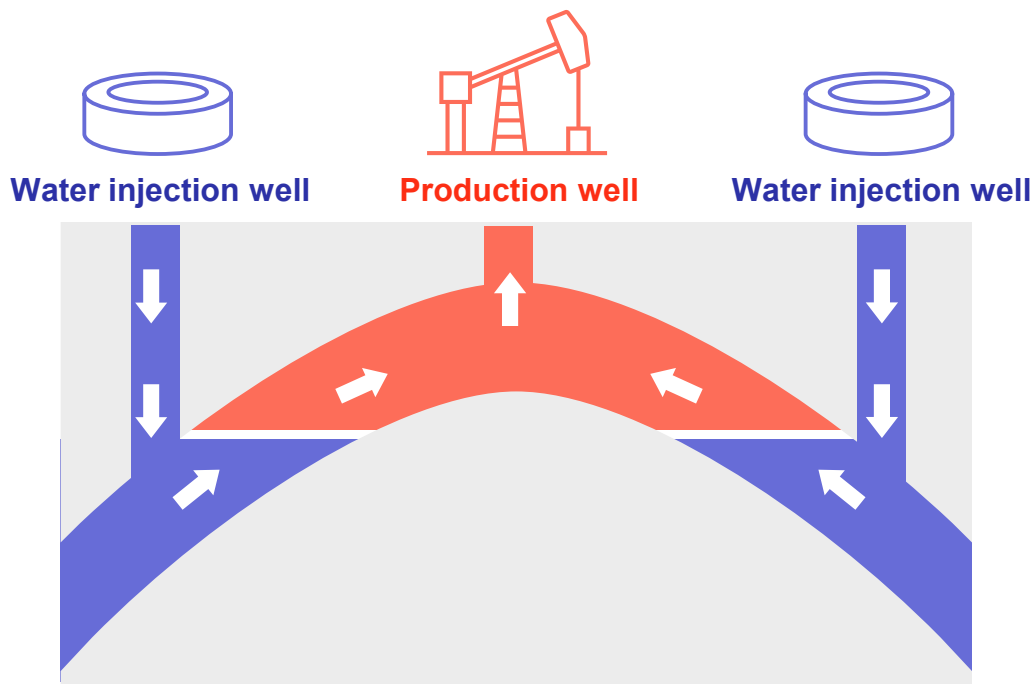


* Until FY2022, total production volume of three development companies (ADOC, UPD and QPD)
From FY2023, total production volume of two development companies (ADOC, UPD)

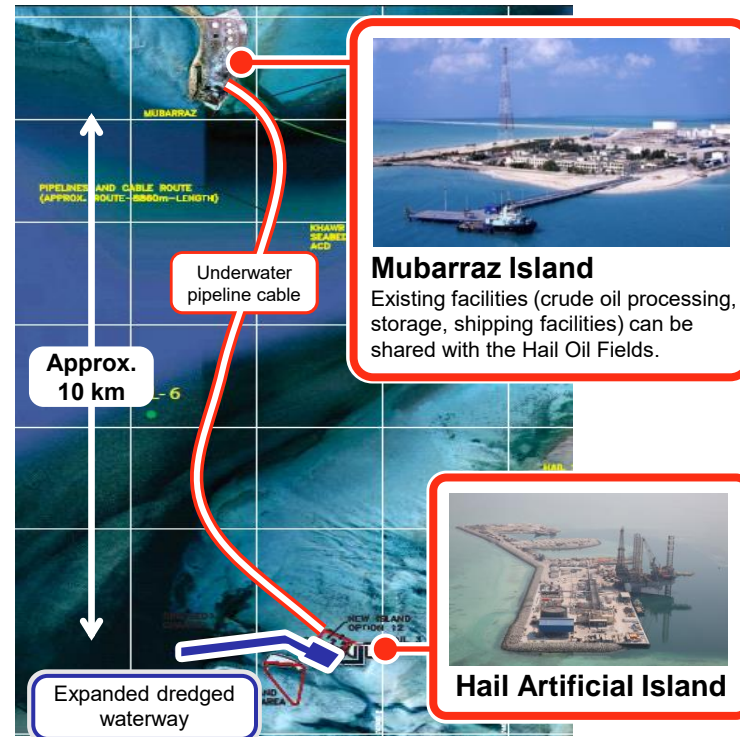
[Oil E&P Business] Secondary recovery investment in the Hail Oil Field

- Production began in FY2017 and reached full capacity in January 2018. Secondary recovery investment (water injection) has been underway since FY2019 due to lower reservoir pressure than expected. No change in total estimated production volume from the Hail Oil Field
- In addition to crude oil production through natural flow, Oil E&P requires secondary and tertiary recovery, which support natural flow
- Water injection is a method in which water is injected into the reservoir in order to restore low reservoir pressure. Aiming for early recovery of production volume

Water injection



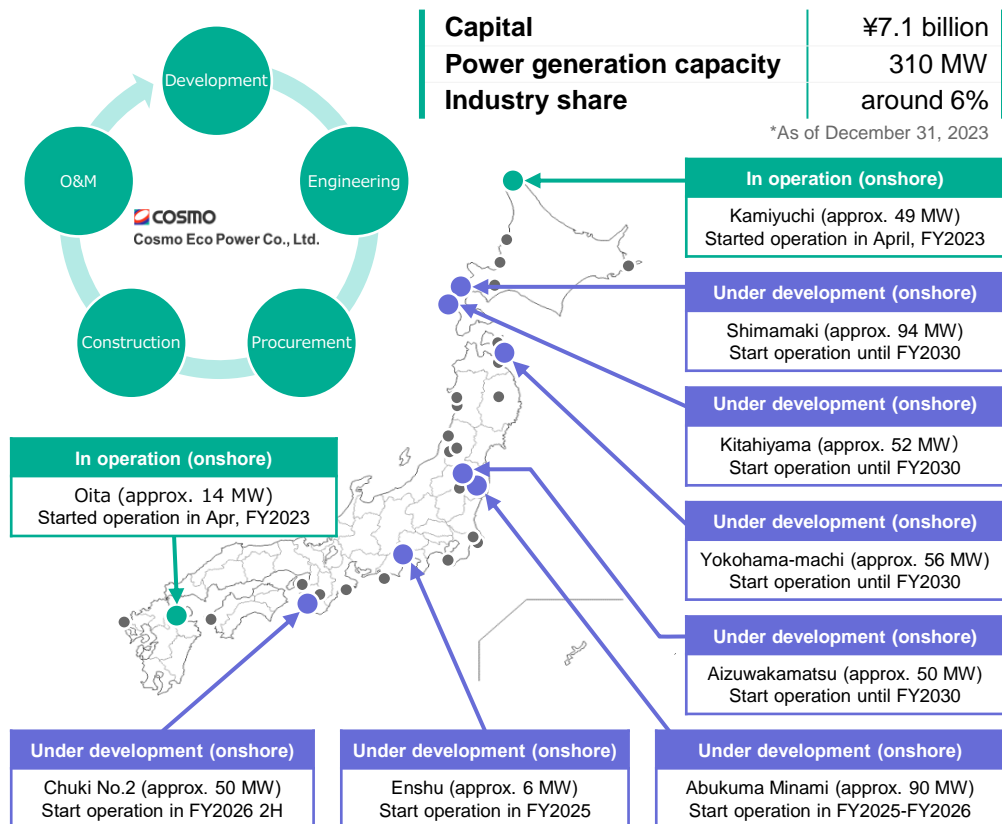
The Hail Oil Field and existing shipping terminal (Mubarraz Island)



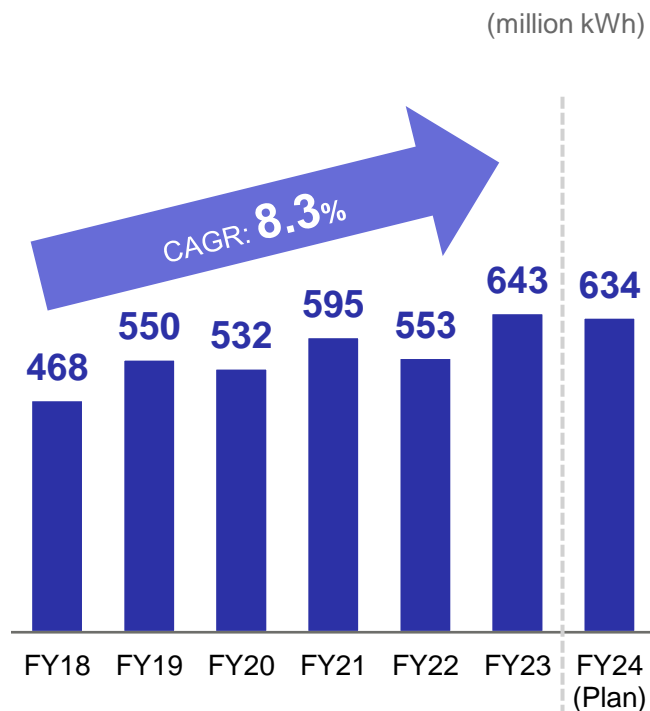
[Renewable Energy Business] Overview

- The Company acquired Eco Power Co., Ltd. (currently Cosmo Eco Power Co., Ltd.), a pioneer in the wind power generation business (established in 1997), as a member of the Cosmo Group in 2010.
- High level of availability (90% or more) achieved by having development, construction, operation, and maintenance performed within the Group
- Aiming for long-term business expansion, participation in offshore site projects in addition to expansion of onshore sites

Outline of Cosmo Eco Power Co., Ltd.



Electricity sales volume



Disclaimer FORWARD-LOOKING STATEMENTS

Certain statements made and information contained herein constitute "forward-looking information" (within the meaning of applicable Japanese securities legislation). Such statements and information (together, "forward looking statements") relate to future events or the Company's future performance, business prospects or opportunities. Forward-looking statements include, but are not limited to, statements with respect to estimates of reserves and or resources, future production levels, future capital expenditures and their allocation to exploration and development activities, future drilling and other exploration and development activities, ultimate recovery of reserves or resources and dates by which certain areas will be explored, developed or reach expected operating capacity, that are based on forecasts of future results, estimates of amounts not yet determinable and assumptions of management.

All statements other than statements of historical fact may be forward-looking statements. Statements concerning proven and probable reserves and resource estimates may also be deemed to constitute forward-looking statements and reflect conclusions that are based on certain assumptions that the reserves and resources can be economically exploited. Any statements that express or involve discussions with respect to predictions, expectations, beliefs, plans, projections, objectives, assumptions or future events or performance (often, but not always, using words or phrases such as "seek", "anticipate", "plan", "continue", "estimate", "expect", "may", "will", "project", "predict", "potential", "targeting", "intend", "could", "might", "should", "believe" and similar expressions) are not statements of historical fact and may be "forward-looking statements". Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause actual results or events to differ materially from those anticipated in such forward-looking statements.

The Company believes that the expectations reflected in those forward-looking statements are reasonable, but no assurance can be given that these expectations will prove to be correct and such forward-looking statements should not be unduly relied upon. The Company does not intend, and does not assume any obligation, to update these forward looking statements, except as required by applicable laws.

These forward-looking statements involve risks and uncertainties relating to, among other things, changes in oil prices, results of exploration and development activities, uninsured risks, regulatory changes, defects in title, availability of materials and equipment, timeliness of government or other regulatory approvals, actual performance of facilities, availability of financing on reasonable terms, availability of third party service providers, equipment and processes relative to specifications and expectations and unanticipated environmental impacts on operations. Actual results may differ materially from those expressed or implied by such forward-looking statements.