



# Results for First Quarter Fiscal 2024

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August 9, 2024

Cosmo Energy Holdings, Co., Ltd.

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## 1Q FY2024 Results

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## Highlights of 1Q FY2024 Results

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## 1Q FY2024 Results

- Profit increased significantly in the same period of the previous fiscal year, as ordinary profit excluding the impact of inventory valuation is ¥44.4 billion and profit attributable to owners of parent excluding the impact of inventory valuation is ¥18.6 billion.
- Extraordinary loss (loss on valuation of investment securities: ¥-5.3 billion) was recorded as a result of the decision not to participate in the public bidding for offshore wind power projects under development.

## FY2024 Forecast

- FY2024 forecast announced in May remain unchanged at this moment although earnings are progress exceeding the plan.

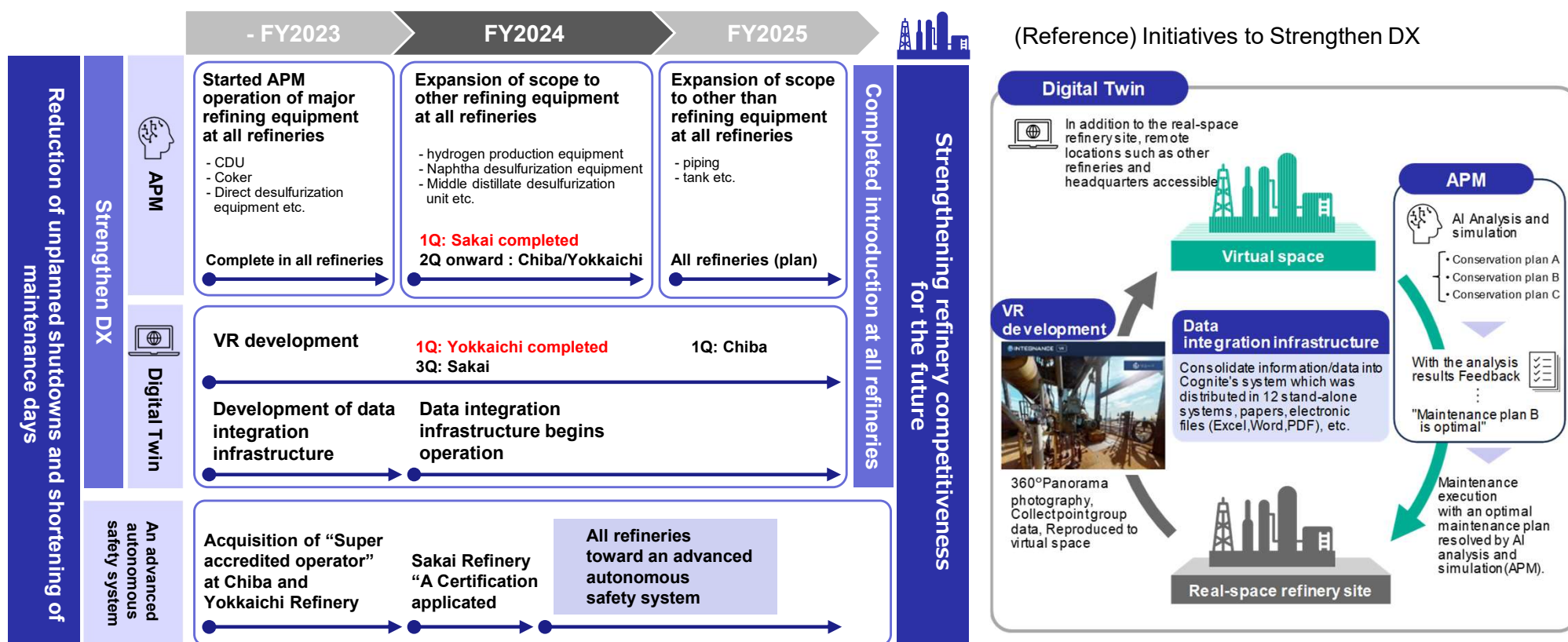
		Unit: billion yen		
		1Q FY2024 Result	1Q FY2023 Result	Change
1	Ordinary profit	53.1	10.0	43.1
2	Extraordinary income/losses, net	-3.9	6.4	-10.3
3	Profit attributable to owners of parent	24.7	1.4	23.3
4	(Impact of inventory valuation)	8.7	-17.1	25.8
5	Ordinary profit excluding the impact of inventory valuation	44.4	27.1	17.3
6	Profit attributable to owners of parent excluding the impact of inventory valuation	18.6	13.4	5.2
7	Dubai crude oil price (USD/B) (Apr.-Jun.)	85	78	7
8	JPY/USD exchange rate (yen/USD) (Apr.-Jun.)	156	137	19
		1Q FY2024 Result	FY2023 Results	Change
9	Net worth	611.3	601.2	10.1
10	Net worth ratio	27.1%	27.2%	-0.1%
11	Net Debt to Equity Ratio (times)	0.74	0.83	-0.09

## Initiatives to Enhance Enterprise Value

# Initiatives to Enhance Enterprise Value

## - Securing profitability in “Oil Fields” / Maximize operating ratio of refinery -

- In addition to improving the level of safe and stable operations by strengthening “OMS<sup>\*1</sup>” system and seeking to acquire “A certification<sup>\*2</sup>” for Sakai Refinery, we aim to further enhancement of DX initiatives (expanding the scope of “APM” and introducing “Digital Twins”).
- Strengthening DX initiatives is on track to be completed by the end of the 7th MTMP.
  - APM : Expanding scope to other refining equipment in addition to major refining equipment at all refineries  
(Completed in Sakai refinery in 1Q)
  - Digital Twins : VR is under development at all refineries (Completed in Yokkaichi refinery in 1Q)



<sup>\*1</sup> 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."

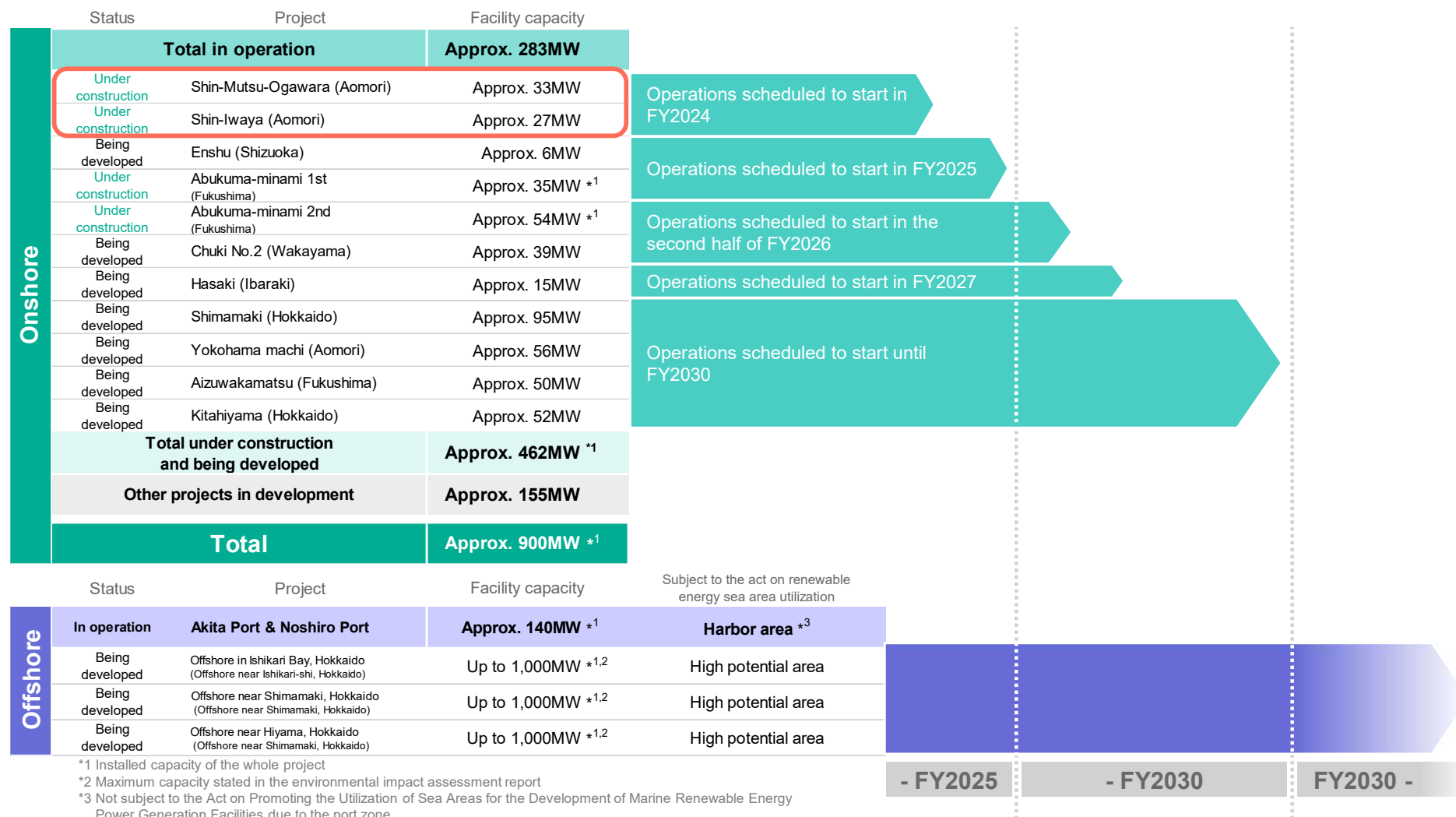
<sup>\*2</sup> A certification: A certification system that adds technology utilization and cyber security requirements to the existing "Super Accredited Operator" (official name: Certified Advanced Safety Implementation System).

<sup>\*3</sup> 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.

# Initiatives to Enhance Enterprise Value

## - Expand New fields to drive growth / Wind power generation business -

- Replacement projects (Shin-Mutsu-Ogawara and Shin-Iwaya) scheduled to begin operation in FY2024 are processing as planned.
- Corporate PPAs have been concluded for Himekami in operation and the Shin-Mutsu-Ogawara under construction, with the aim of expanding in the future.



# Initiatives to Enhance Enterprise Value

-Expand New fields to drive growth / Green Electricity, SAF, and Capital and Business Alliance with Iwatani Corporation-

- The Group's first corporate PPA signed with the aim of maximizing the value of green electricity.
- Demonstration at service station(SS)s to establish an efficient collection system for used cooking oil.
- Capital and business alliance with Iwatani Corporation: a subcommittee has been set up so as to materialize the project by the end of 2024, with the aim of creating synergies as soon as possible.



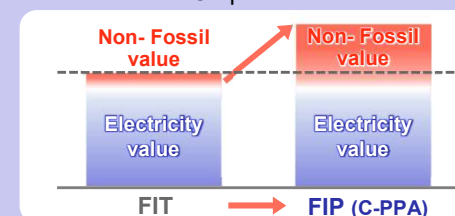
## Sales of green electricity

### Supplying renewable energy to Amazon and the Panasonic Group

- The conclusion of the Corporate PPA secures a long-term stable customer and also embodies the value of green electricity
- Basic agreement signed with West Japan Railway Company on partnership for further introduction of renewable energy

Project		
	<b>Shin-Mutsu-Ogawara</b>	<b>Himekami</b>
Start of operation	FY2024	April, 2019
Facility capacity	33MW	18MW
Customer	Amazon	Panasonic Group, etc.
Term	20 years	Approx. 15 years

(FYI) Image of the price of electricity sold under the Corporate PPA



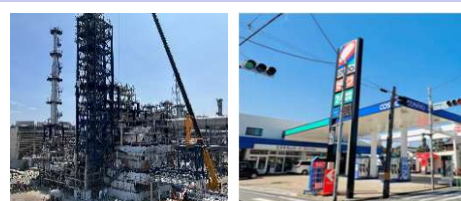
Switching from FIT to FIP contributes to increased revenues, depending on the contracting method. In the case of market transactions, the FIP premium is guaranteed at the same price as the FIT.



## Mass produce Japan's first locally-made SAF

### Start of demonstration of used cooking oil collection at SS for use as SAF raw material

- Started collecting used cooking oil, a raw material for SAF, from households using its own network of service stations
- After the demonstration at three SSs, the number will be gradually expanded to other SSs in Tokyo



SAF manufacturing equipment / SS



## Capital and Business Alliance with Iwatani Corporation

### Commencement of consideration of cooperation projects

- Since the establishment of the Alliance Promotion Committee in April 2024, subcommittees have been set up for each business area (hydrogen, existing, new and R&D) to discuss specific projects
- Specific projects have been identified and are being studied in detail between the two companies through the subcommittees
- To proceed with studies with the aim of materializing projects by the end of 2024, and to create synergies as soon as possible



## 1Q FY2024 Results

# 1Q FY2024 Review

- Consolidated ordinary profit excluding the impact of inventory valuation was ¥44.4 billion (Up ¥17.3 billion year on year).
- Due to the impact of inventory valuation of + ¥8.7 billion, consolidated ordinary profit was ¥53.1 billion (Up ¥43.1 billion year on year).
- Profit attributable to owners of parent excluding the impact of inventory valuation was ¥18.6 billion (Up ¥5.2 billion year on year).

## Petroleum business

Ordinary profit excluding the impact of inventory valuation

**¥ 24.9 billion**

(Up ¥12.3 billion year on year)



Profit increased due to improvement of margins despite increase in expenses.

## Petrochemical business

Ordinary profit

**¥- 1.2 billion**

(Up ¥1.2 billion year on year)



Market conditions remained sluggish, mainly for ethylene

## Oil E&P business

Ordinary profit

**¥ 16.6 billion**

(Up ¥2.8 billion year on year)



Profit increased due to mainly yen depreciation

## Renewable Energy Business

Ordinary profit

**¥ - 0.0 billion**

(Down ¥0.5 billion year on year)



Profit decreased due to deteriorated wind conditions.

# [1Q FY2024 Results] Consolidated Income Statements (Changes from 1Q FY2023)

		1Q FY2024 Result	1Q FY2023 Result	Changes	Unit: billion yen FY2024 Forecast
1	Net sales	655.1	608.6	46.5	3,200.0
2	Operating profit	45.0	7.1	37.9	154.0
3	Non-operating income/expenses, net	8.1	2.9	5.2	11.0
4	Ordinary profit	53.1	10.0	43.1	165.0
5	Extraordinary income/losses, net	-3.9	6.4	-10.3	-6.0
6	Income taxes (*1)	22.0	11.6	10.4	70.6
7	Profit attributable to non-controlling interests (*1)	2.5	3.3	-0.8	9.4
8	Profit attributable to owners of parent (*1)	24.7	1.4	23.3	79.0
9	Impact of inventory valuation	8.7	-17.1	25.8	5.0
10	Ordinary profit excluding the impact of inventory valuation	44.4	27.1	17.3	160.0
11	Dubai crude oil price (USD/B) (Apr.-Jun.)	85	78	7	85
12	JPY/USD exchange rate (yen/USD) (Apr.-Jun.)	156	137	19	145
【Reference】					
13	Dubai crude oil price (USD/B) (Jan.-Mar.) (*2)	80	81	-1	83
14	JPY/USD exchange rate (yen/USD) (Jan.-Mar.)	148	132	16	146
15	CDU operating ratio (Calendar Day basis) (*3)	75.4%	90.4%	-15.0%	91.4%
16	CDU operating ratio (Streaming Day basis) (*3,4)	97.1%	90.4%	6.7%	99.5%

(\*1) "Income taxes", "profit attributable to non-controlling interests" and profit attributable to owners of parent for 1Q FY2023 have been changed due to a change in the method of calculating quarterly tax expenses.

(\*2) 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.

(\*3) The operating ratio at the Company's three refineries.

(\*4) Streaming day indicates operating ratio excluding the impact of suspended operations due to regular maintenance, etc.

		1Q FY2023 (*1 for reference)		
		Announced in August 2024	Announced in August 2023	Changes
6	Income taxes (*1)	11.6	20.4	▲ 8.8
7	Profit attributable to non-controlling interests (*1)	3.3	3.2	0.1
8	Profit attributable to owners of parent (*1)	1.4	▲ 7.2	8.6

# [1Q FY2024 Results]

## Outline of Consolidated Ordinary Profit by Segment (Changes from 1Q FY2023)

Unit : billion yen

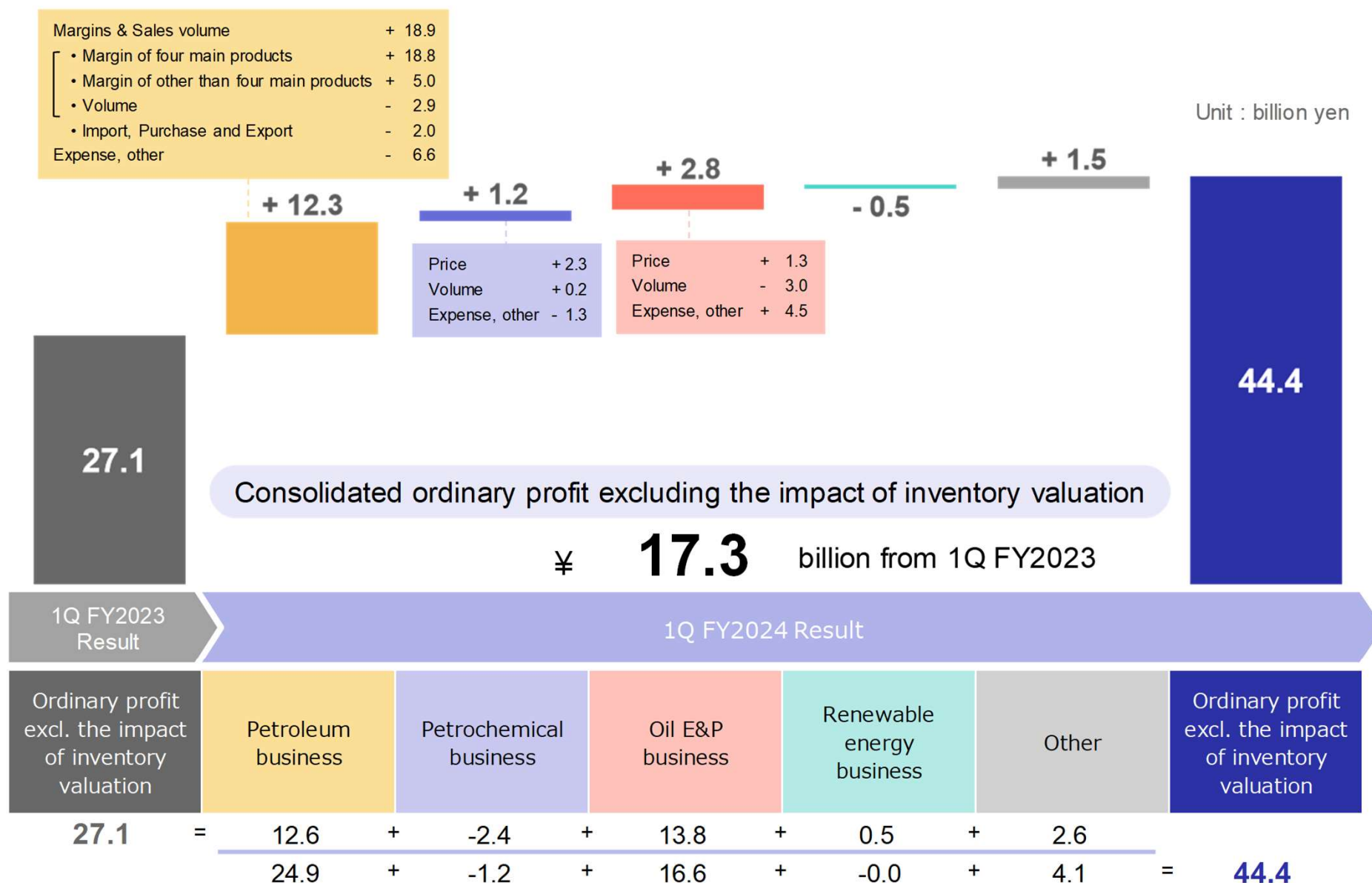
		1Q FY2024 Result		1Q FY2023 Result		Changes		
		Ordinary profit	Ordinary profit excl. the impact of inventory valuation	Ordinary profit	Ordinary profit excl. the impact of inventory valuation	Ordinary profit	Ordinary profit excl. the impact of inventory valuation	
1	Total		53.1	44.4	10.0	27.1	43.1	17.3
2	(By segment)	Petroleum business	33.6	24.9	-4.5	12.6	38.1	12.3
3		Petrochemical business	-1.2		-2.4		1.2	
4		Oil E&P business (*1)	16.6		13.8		2.8	
5		Renewable energy business	-0.0		0.5		-0.5	
6		Other (*2)	4.1		2.6		1.5	

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

(\*2) Including consolidated adjustment.

# [1Q FY2024 Results]

## Consolidated Ordinary Profit (excluding the impact of inventory valuation) (Changes from 1Q FY2023)



## [1Q FY2024 Results] Outline of Consolidated Balance Sheets

### Consolidated Balance Sheets

Unit: billion yen

		FY2024 (As of Jun. 30, '24)	FY2023 (As of Mar. 31, '24)	Changes
1	Total Assets <sup>*1</sup>	2,254.0	2,212.6	41.4
2	Net assets <sup>*1</sup>	739.7	727.4	12.3
3	Net worth <sup>*1</sup>	611.3	601.2	10.1
4	Net worth ratio <sup>*1</sup>	27.1%	27.2%	-0.1%
5	Net interest-bearing debt <sup>*2</sup>	449.5	501.0	-51.5
6	Net Debt to Equity Ratio (times) <sup>*1</sup>	0.74	0.83	-0.09

<sup>\*1</sup> Revision of accounting standard for income taxes is applied from the first quarter of FY2024, resulting in changes in net assets, etc. as of March 31, 2024.

<sup>\*2</sup> Total interest-bearing debts net of cash and deposits etc. as of the end of the period.

As of Mar. 31, 2024 (\*1 reference)

		Announced in August 2024	Announced in May 2024	Changes
1	Total Assets <sup>*1</sup>	2,212.6	2,211.9	0.7
2	Net Assets <sup>*1</sup>	727.4	726.8	0.6
3	Net worth <sup>*1</sup>	601.2	600.5	0.7
4	Net worth ratio <sup>*1</sup>	27.2%	27.1%	0.1%
6	Net Debt to Equity Ratio (times) <sup>*1</sup>	0.83	0.83	0.00

# [1Q FY2024 Results] Overview of Consolidated Capital Expenditures

## Capital Expenditures & Depreciations

		Unit: billion yen	
		1Q FY2024 Result	Changes from 1Q FY2023
1	Capital expenditures	19.5	6.7
2	Depreciation expense amount	13.9	0.2

## Capital Expenditures by Segment

		Unit: billion yen		
		1Q FY2024 Result	1Q FY2023 Result	Changes
1	Petroleum	7.8	3.5	4.3
2	Petrochemical	5.5	2.4	3.1
3	Oil E&P	1.8	4.6	-2.8
4	Renewable energy	3.4	2.6	0.8
5	Other, adjustment	1.0	-0.3	1.3
6	<b>Total</b>	<b>19.5</b>	<b>12.8</b>	<b>6.7</b>
7	Investment securities, etc*	0.0	16.1	-16.1

\* 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

## [1Q FY2024 Results] Supplementary Information

- Sales volume, CDU operating ratios
- Crude oil production volume, Crude reserves estimate (Proved and probable)
- Results by segment – Changes from 1Q FY2023
- 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)

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## [Forecast for FY2024 Performance (Announced in May 2024) ]

- Outlook (Changes from FY2023)
- Precondition, business sensitivity and plan of turnaround
- Outlook by Segment (Changes from FY2023)

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## Outline of the Cosmo Energy Group (Business Outline)

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

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## Supplementary Information of 1Q FY2024 Results

# [1Q FY2024 Results] Sales volume, CDU operating ratios

						Unit: thousand KL	
			1Q FY2024 Result	1Q FY2023 Result	Changes	FY2024 Forecast	Changes from FY2023
1	Selling volume in Japan	Gasoline	1,781	1,747	102.0%	7,222	99.1%
2		Kerosene	227	270	83.8%	1,905	94.8%
3		Diesel fuel	1,387	1,374	101.0%	5,668	100.4%
4		Heavy fuel oil A	372	387	96.2%	1,570	96.7%
5		Four-Total	3,767	3,778	99.7%	16,366	98.8%
6		Naphtha	910	1,266	71.9%	5,169	113.0%
7		Jet fuel	123	94	130.2%	485	123.5%
8		Heavy fuel oil C	162	170	95.1%	644	86.1%
9		Sub-Total	4,962	5,308	93.5%	22,726	102.0%
10	Export volume	Middle distillates Export	-	-	-	350	356.8%
11		Bonded products and other	670	794	84.4%	2,684	86.1%
12		incl. Jet fuel	470	502	93.6%	2,000	103.9%
13		incl. Low-sulfur C fuel oil	164	112	146.4%	631	127.2%
14		Sub-Total	670	794	84.4%	3,034	94.3%
15	Total		5,632	6,102	92.3%	25,760	101.0%
			1Q FY2024 Result	1Q FY2023 Result	Changes		
16	CDU operating ratio	(Calendar Day basis) *1	75.4%	90.4%	-15.0%		
17		(Streaming Day basis) *1,2	97.1%	90.4%	6.7%		

\*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.

## [1Q FY2024 Results]

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

1	Crude oil production volume				
		1Q FY2024 Result	1Q FY2023 Result	Changes	
	Cosmo Energy Exploration & Production Co., Ltd. (B/D)	37,281	32,647	4,634	114.2%
	<div>* The production volume represents the total production volumes of the three major developers: Abu Dhabi Oil Co., Ltd., and United Petroleum Development Co., Ltd.</div> <div>* The production period has calculated in the January-December, because that the three major developers of the accounting period is December.</div> <div>* 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.</div>				
2	Crude Reserves Estimate (working interest base) <sup>*1</sup>		(As of Dec 31, 2023)		
		mmbls			
	Total Proved <sup>*2</sup> and Probable Reserves <sup>*3</sup>	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).

# [1Q FY2024 Results]

## Results by Segment - Changes from 1Q FY2023

### 1Q FY2024 Results (Changes from 1Q FY2023)

Unit: billion yen

		Net sales		Operating profit		Ordinary profit		Ordinary profit (excluding the impact of inventory valuation)	
		Results	Changes from 1Q FY2023	Results	Changes from 1Q FY2023	Results	Changes from 1Q FY2023	Results	Changes from 1Q FY2023
1	Petroleum business	584.6	45.7	30.8	37.9	33.6	38.1	24.9	12.3
2	Petrochemical business	71.9	-15.6	-0.2	1.7	-1.2	1.2	-1.2	1.2
3	Oil E&P business	21.7	-5.9	10.4	-2.8	16.6	2.8	16.6	2.8
4	Renewable energy business	2.8	-0.5	-0.2	-0.6	0.0	-0.5	0.0	-0.5
5	Other, adjustment	-25.9	22.8	4.2	1.7	4.1	1.5	4.1	1.5
6	Total	655.1	46.5	45.0	37.9	53.1	43.1	44.4	17.3

### 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.

## [1Q FY2024 Results] Major data of each business

1	Petroleum business	(1) Refinery Operating Ratio						
			FY2019	FY2020	FY2021	FY2022	FY2023	1Q FY2024
		CDU operating ratio (Calender Day basis) <sup>*1</sup>	87.9%	84.3%	95.4%	97.8%	87.9%	75.4%
		(2) Number of SSs by Operator Type						
			FY2019	FY2020	FY2021	FY2022	FY2023	1Q FY2024
		Subsidiary <sup>*2</sup>	876	877	872	880	867	868
		Dealers	1,879	1,852	1,823	1,769	1,735	1,725
		Total <sup>*3</sup>	2,755	2,729	2,695	2,649	2,602	2,593
		Number of Self-Service SSs <sup>*3</sup>	1,072	1,099	1,112	1,121	1,128	1,130
		(3) "Cosmo The Card" -Number of credit cards in force & Accumulative number of contracted mycar lease & "Carlife Square" –Number of App members						
	FY2019	FY2020	FY2021	FY2022	FY2023	1Q FY2024		
	Cosmo The Card (million cards) <sup>*3</sup>	4.21	4.12	4.03	3.84	3.62	3.62	
	My car lease (Units) <sup>*3</sup>	73,634	85,126	96,214	108,104	119,737	122,043	
	Carlife Square (million downloads) <sup>*3</sup>	2.02	3.44	4.72	5.95	7.26	7.69	
2	Oil E&P business	Crude oil production volume						
			FY2019	FY2020	FY2021	FY2022	FY2023	1Q FY2024
		Cosmo Energy E&P Co., Ltd. (B/D) <sup>*4,5</sup>	50,773	49,208	45,157	42,430	36,718	37,281
3	Renewable energy business	Wind power plant capacity(ten thousand kW)						
			FY2019	FY2020	FY2021	FY2022	FY2023	1Q FY2024
		Plant Capacity (MW) <sup>*3</sup>	266	261	300	247	295	293
		Electricity sales volume (million kWh)	550	532	595	553	643	127

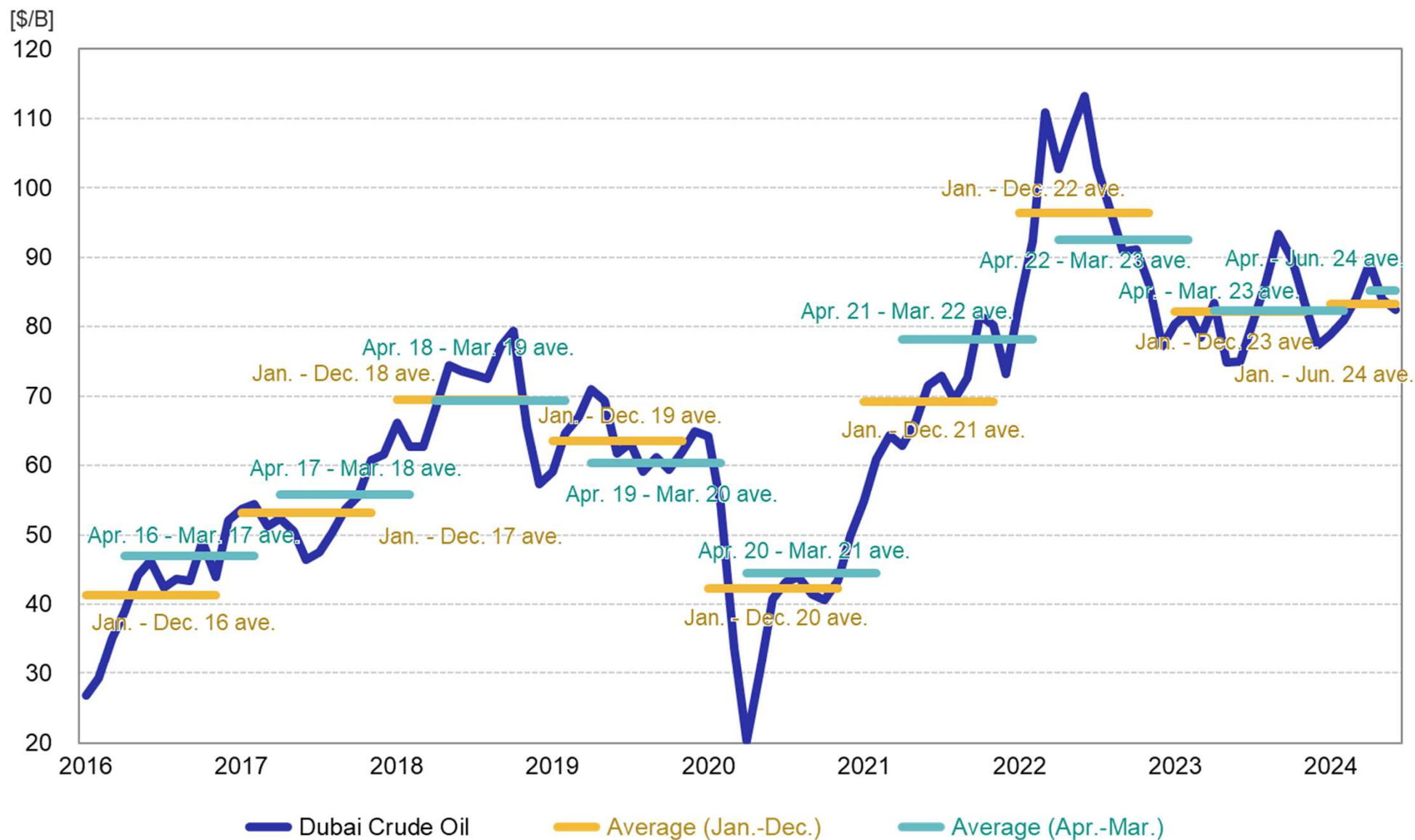
<sup>\*1</sup> April-March results for each fiscal year, <sup>\*2</sup> Directly operated SS and our wholly owned subsidiaries' dealer SS,

<sup>\*3</sup> At the end of March of each fiscal year, <sup>\*4</sup> January-December results for each fiscal year

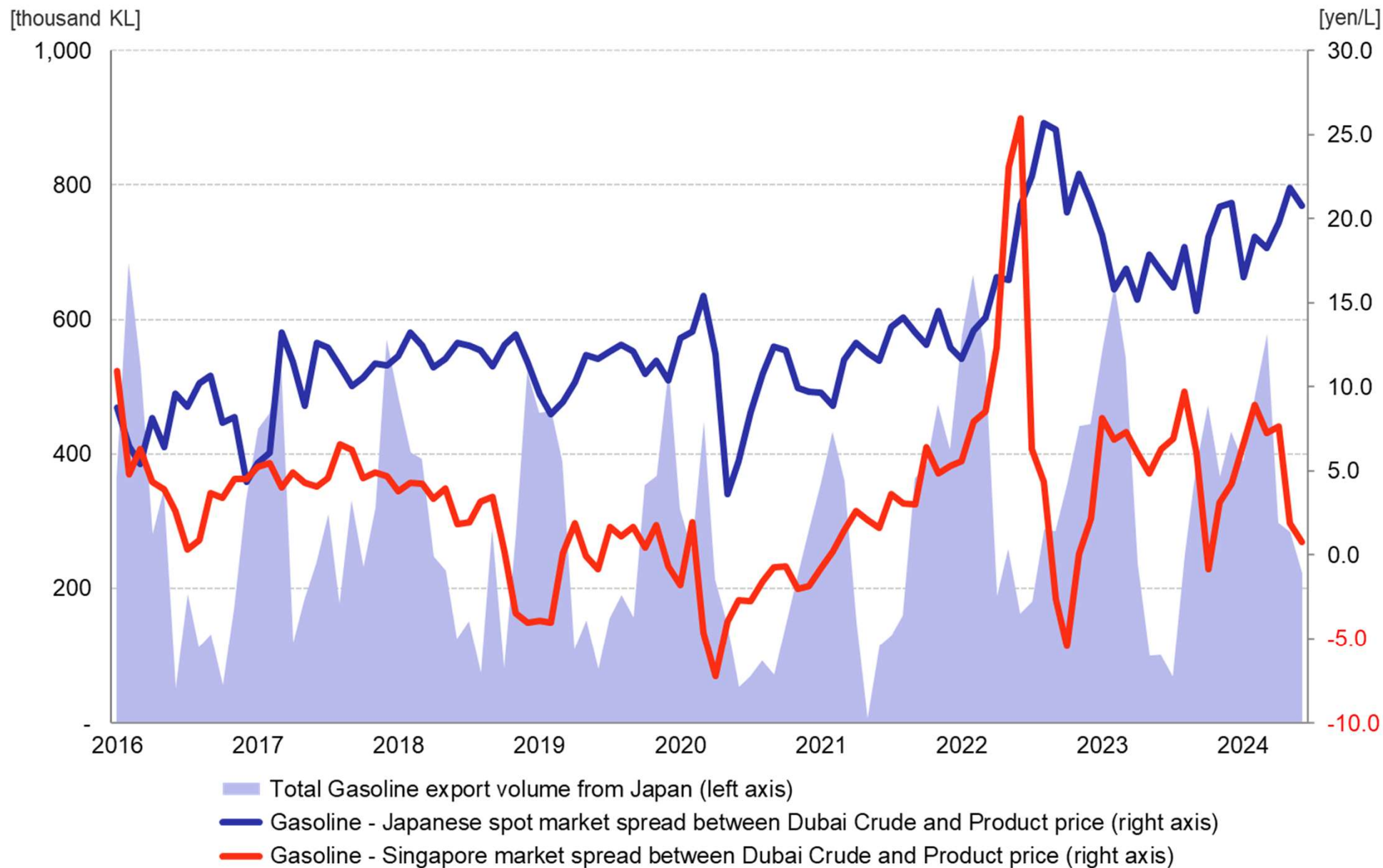
<sup>\*5</sup> From FY2018 to FY2022 :Total production volume of Abu Dhabi Oil Co., Ltd., Qatar Petroleum Development Co., Ltd.and United Petroleum Development Co., Ltd.

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

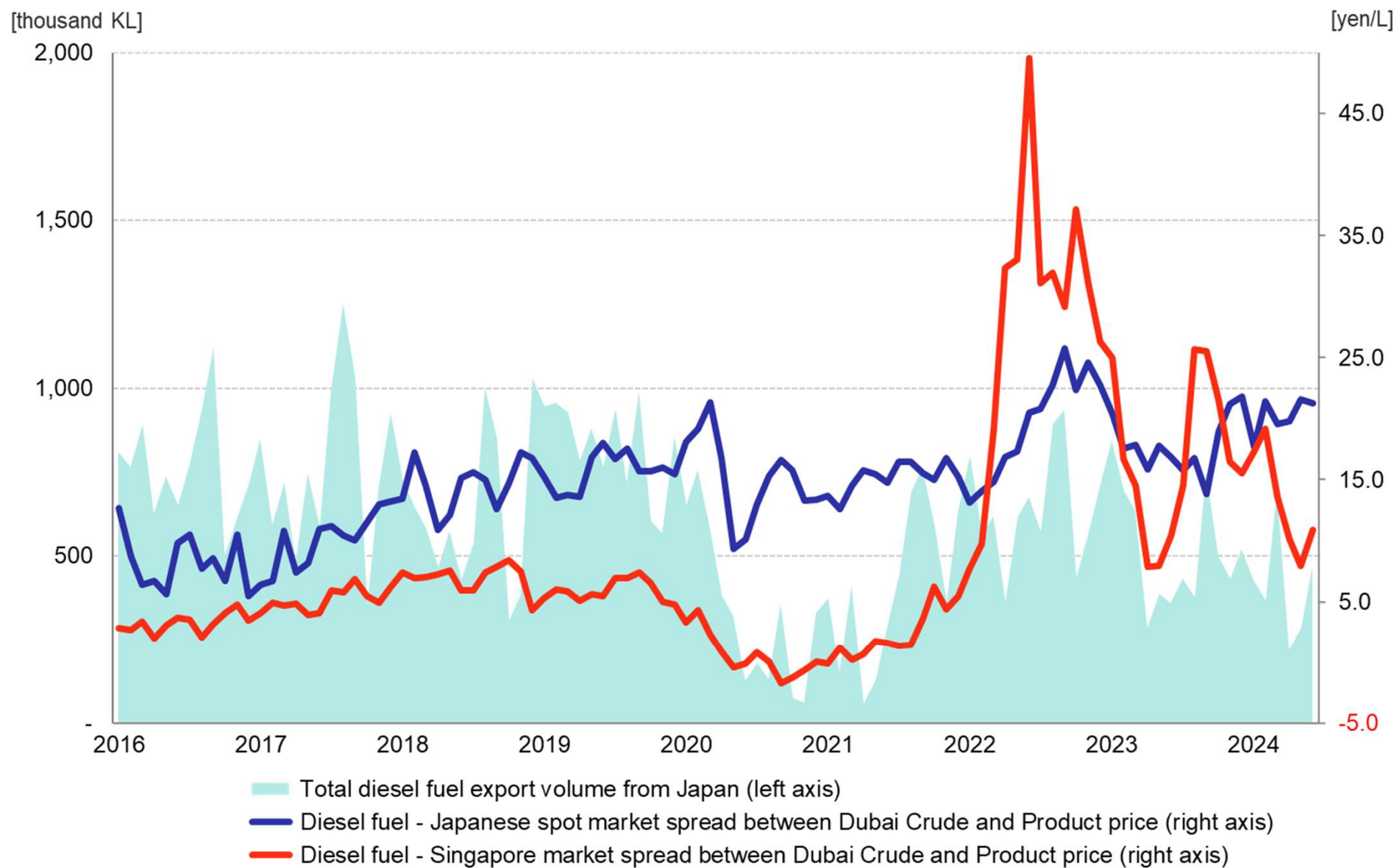
## Historical changes in Dubai crude oil price



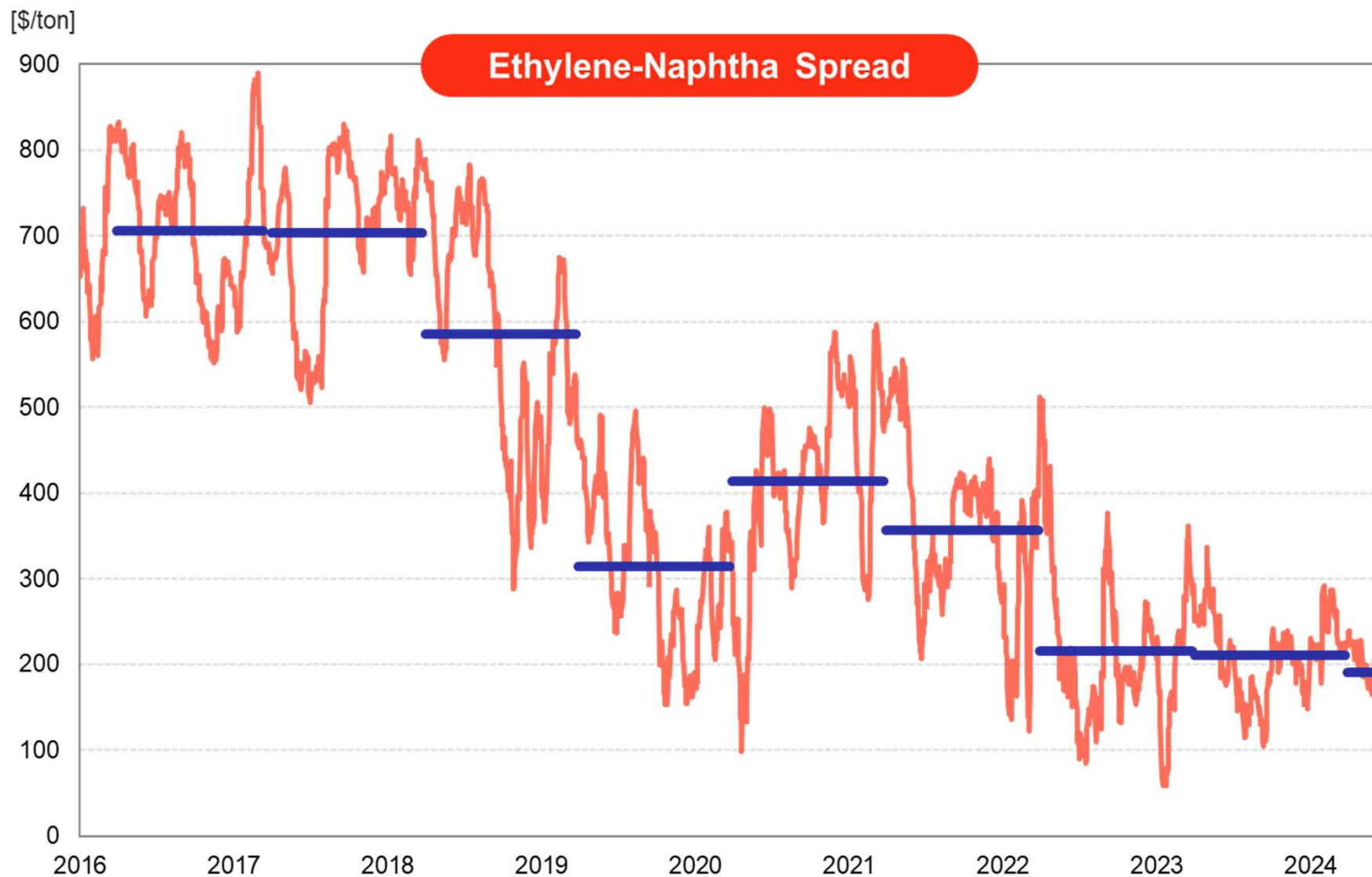
## Historical changes of gasoline export and margin (Domestic and Overseas)



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

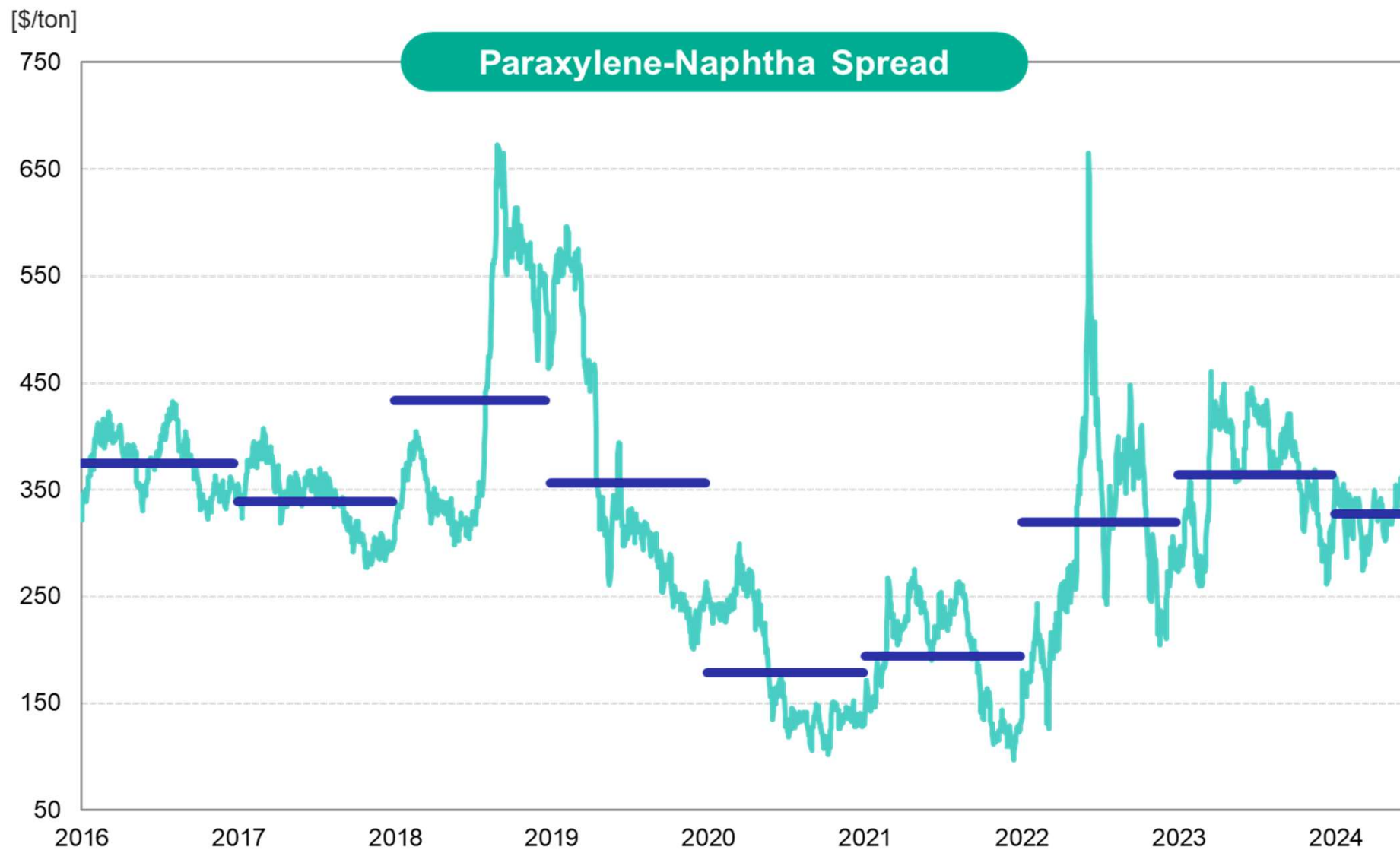


## Market conditions for Ethylene



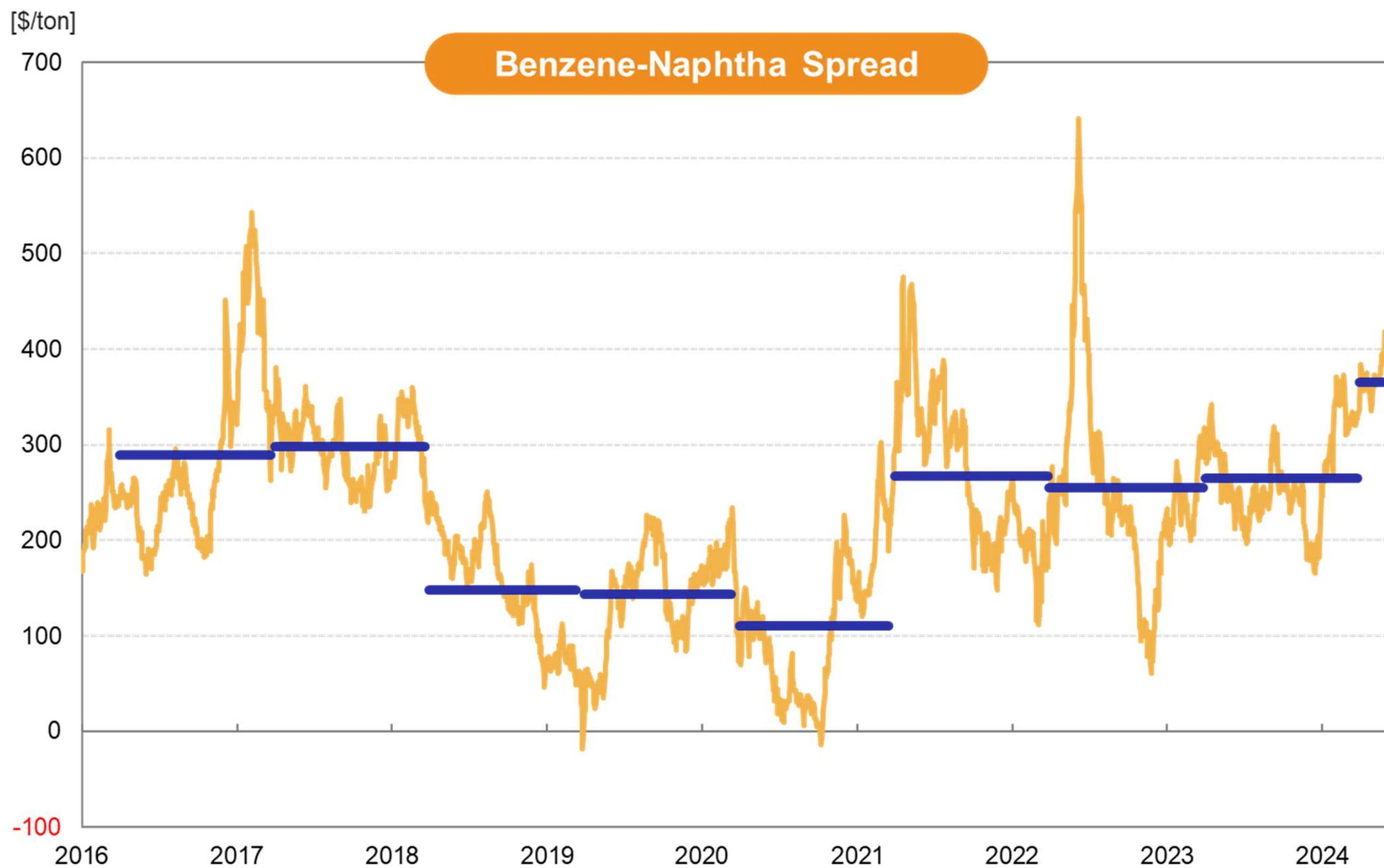
\*Horizontal line indicates the average of each calendar year (Apr.-Mar.).

## Market conditions for Paraxylene



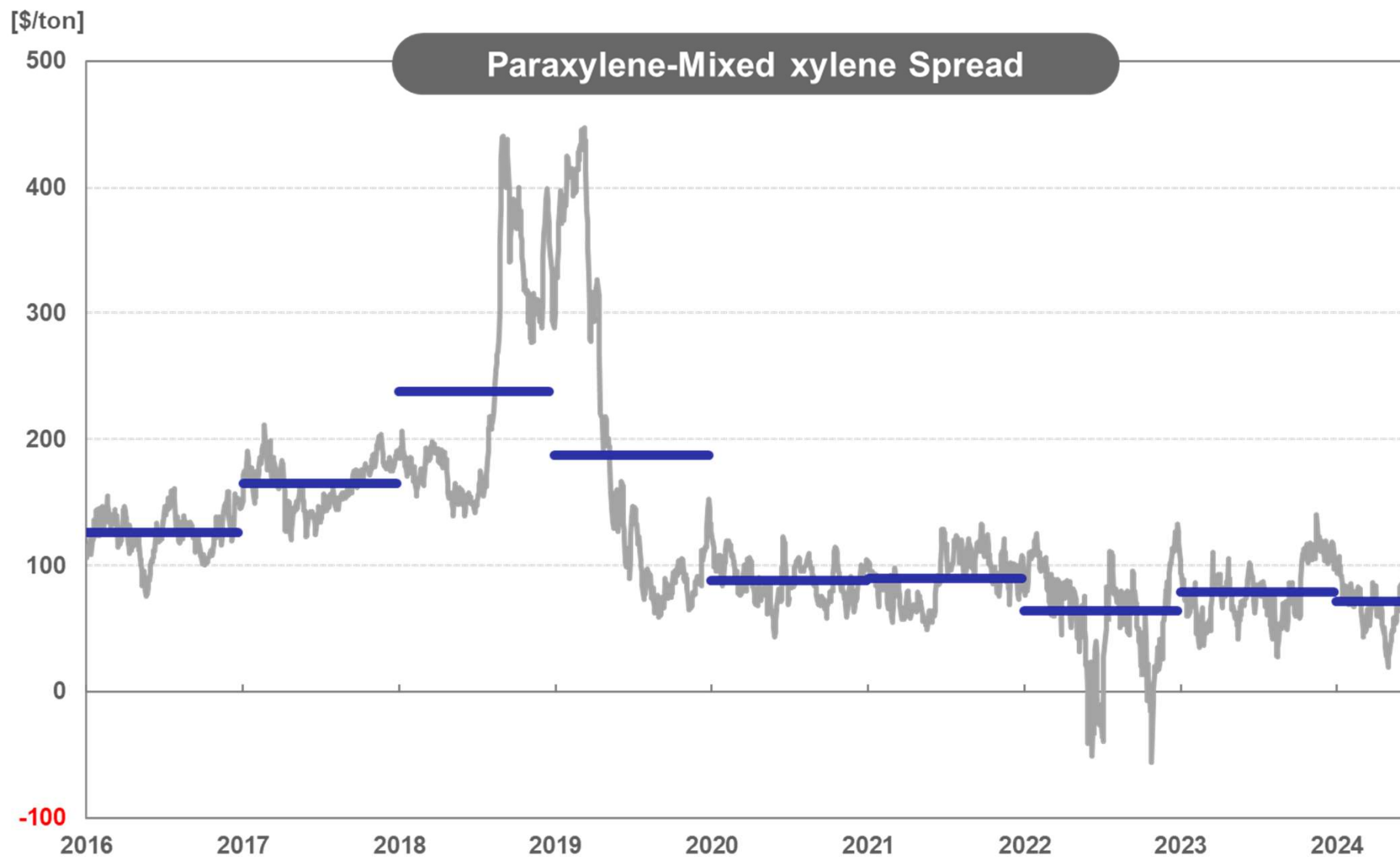
\*Horizontal line indicates the average of each calendar year (Jan.-Dec.).

## 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 (Announced in May 2024)

## [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	(By segment)	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 <sup>*1</sup>	66.0		68.3		-2.3	
5		Renewable energy business	2.0		2.8		-0.8	
6		Other <sup>*2</sup>	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 <sup>*3</sup>		75.5		82.4		-6.9	

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

<sup>\*2</sup> Including consolidated adjustment

<sup>\*3</sup> 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 plan of turnaround

## 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)

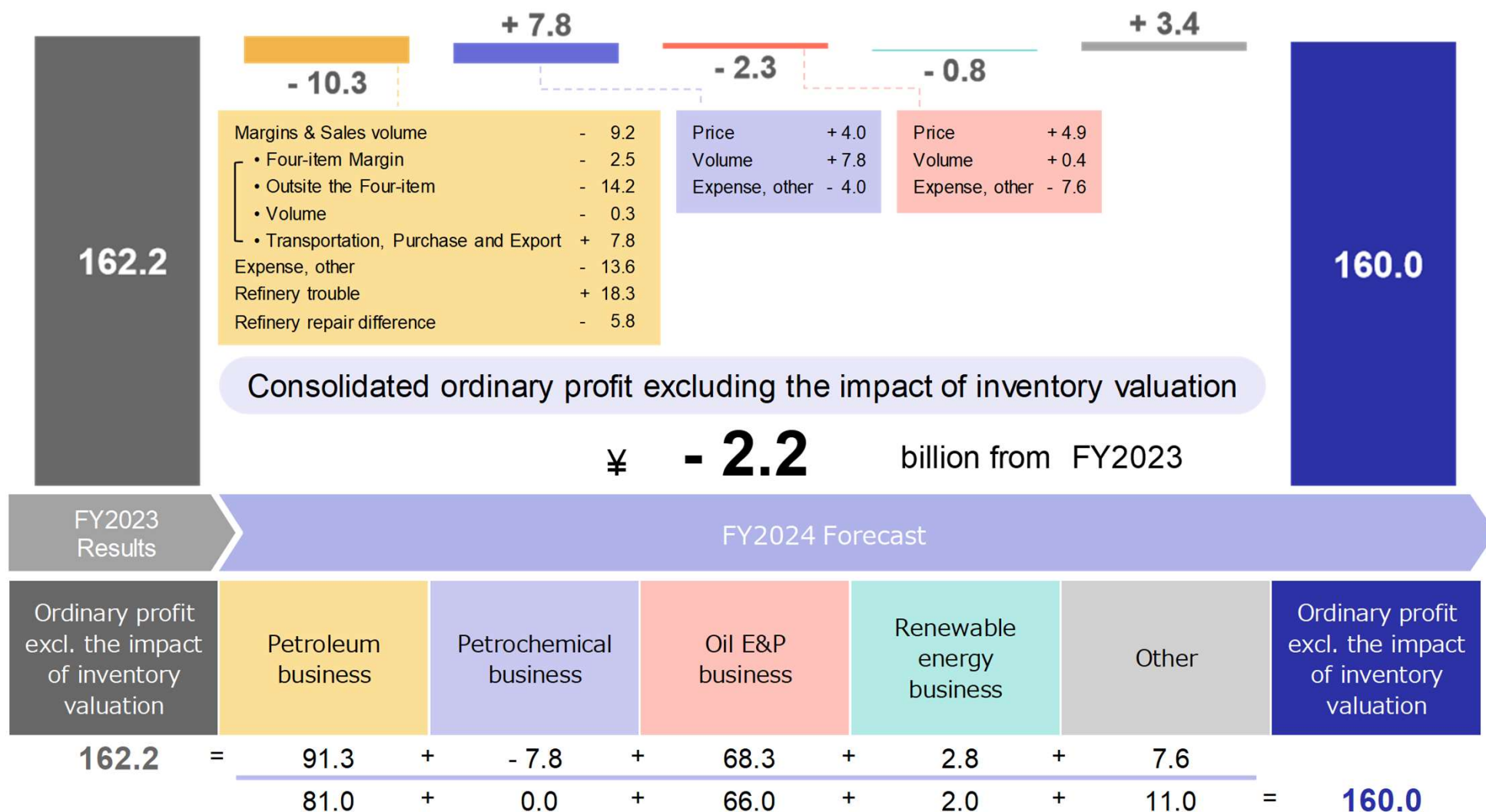
Sensitivity is calculated based on the assumption that crude oil prices and foreign exchange rates remain constant throughout the period. E&P business are estimated for 12 months for crude oil prices and foreign exchange.

## Plan of turnaround at refinery

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

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

Unit : billion yen



## [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 * <sup>2</sup>
Net sales * <sup>1</sup>	¥2,807.0 billion	¥399.0 billion	¥137.0 billion	¥14.0 billion	¥-157.0 billion	¥3,200.0 billion
Ordinary profit * <sup>1</sup>	¥86.0 billion	¥0.0 billion	¥66.0 billion	¥2.0 billion	¥11.0 billion	¥165.0 billion
Ordinary profit excluding * <sup>1</sup> 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"> <li>CDU capacity *<sup>5, 6</sup> 400,000 BD (Domestic market share: Approx. 12.4%)</li> <li>Domestic Sales Volume *<sup>3</sup> 22,280 thousand KL</li> <li>Number of Service station *<sup>7</sup> 2,593</li> <li>Number of the “Cosmo the Card” Holders *<sup>7</sup> 3.62 million cards</li> <li>Carlife Square apps. *<sup>7</sup> 7.69 million downloads</li> <li>Car leasing business for individuals *<sup>7</sup> Cumulative total 122,043 cars</li> </ul>	<ul style="list-style-type: none"> <li>Olefinic production capacity *<sup>5</sup> Ethylene 1.29 mil tons/year</li> <li>Aromatic production capacity *<sup>5</sup> Para-xylene 1.360 mil tons/year Benzene 0.735 mil tons/year Mixed-xylene 0.618 mil tons/year</li> </ul>	<ul style="list-style-type: none"> <li>Partnerships Solid relationship of trust with oil producing countries for about 50 years</li> <li>Operatorship (self-operation) We produces the largest volume of crude oil in the Middle East region for a Japanese operator.</li> <li>Crude Oil Production *<sup>3</sup> Approx. 37 thousand B/D (Comparison with refining capacity: Approx. 9%)</li> <li>Crude Oil Reserves (Proved and Probable) *<sup>4</sup> 155.0 million barrels (Equivalent to approx. 19 years of supply)</li> </ul>	<ul style="list-style-type: none"> <li>Wind power plant capacity *<sup>4</sup> 310 MW (No. 3 in Japan and a 6% domestic share)</li> <li>Solar power generation *<sup>5</sup> capacity 24 MW</li> </ul>	<ul style="list-style-type: none"> <li>Corporate brand awareness 95%</li> </ul> 	
Major business companies related companies	<ul style="list-style-type: none"> <li>Cosmo Oil</li> <li>Cosmo Oil Lubricants</li> <li>Gyxis (LPG)</li> <li>Cosmo Oil Marketing</li> <li>Cosmo Oil Sales</li> <li>Cosmo Energy Solutions</li> </ul>	<ul style="list-style-type: none"> <li>Maruzen Petrochemical (Chiba/Yokkaichi)</li> <li>Cosmo Matsuyama Oil</li> <li>CM Aromatics (Chiba)</li> <li>HD Hyundai Cosmo Petrochemical (Korea)</li> </ul>	<ul style="list-style-type: none"> <li>Cosmo Energy Exploration &amp; Production</li> <li>Abu Dhabi Oil (UAE)</li> <li>Qatar Petroleum Development (Qatar)</li> <li>United Petroleum Development (UAE/Qatar)</li> <li>Cosmo E&amp;P Albahriya (UAE)</li> </ul>	<ul style="list-style-type: none"> <li>Cosmo Eco Power (Wind power generation)</li> <li>CSD solar (Solar power generation)</li> </ul>	<ul style="list-style-type: none"> <li>Cosmo Engineering</li> <li>Cosmo Trade and Service</li> </ul>	

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

\*<sup>6</sup> Including the supply of the petroleum product/semi product (37,000 bbls/day equivalent) from idemitsu kosan group with the business alliance \*<sup>7</sup> As of Jun. 30, 2024

# [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**

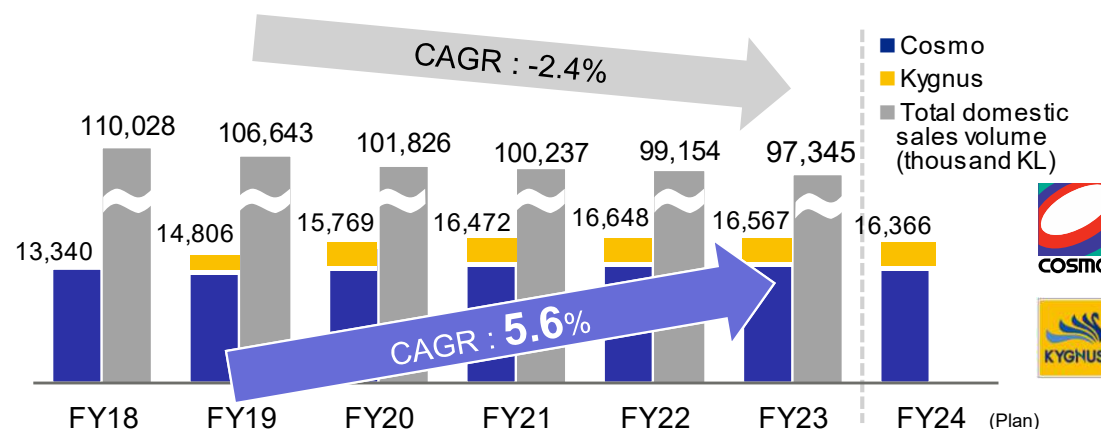
### Strengthen competitiveness through secondary equipment investment

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

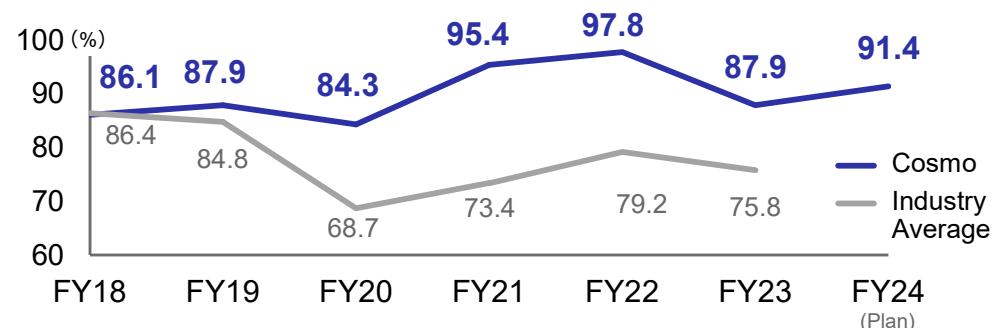
Coker capacity increased for IMO regulation (October 2019)

29,000 → **31,000 B/D**

## Trends in petroleum product demand and Cosmo sales volume



### Maintain high utilization of refinery

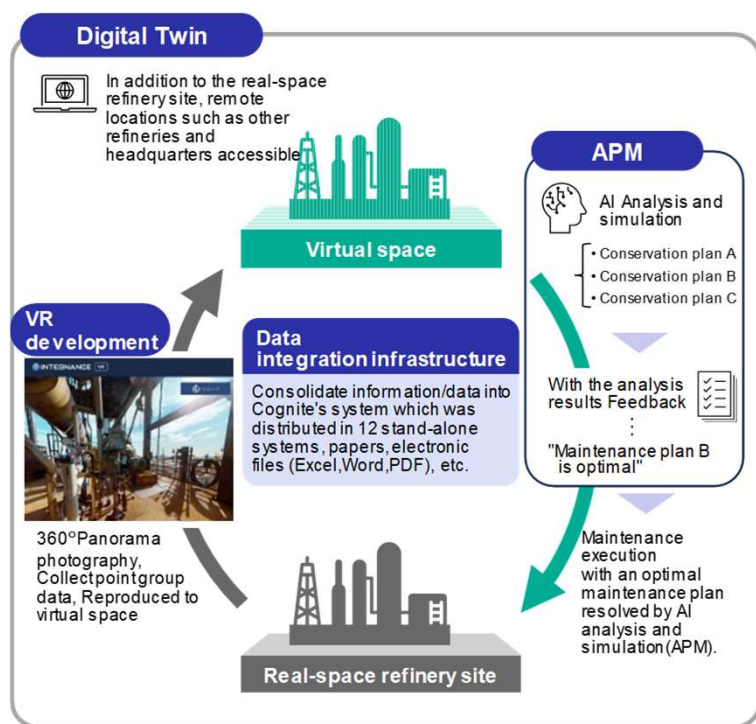


# [Petroleum Business] Efforts to Achieve High utilization rate and Efficient Operations at the refineries

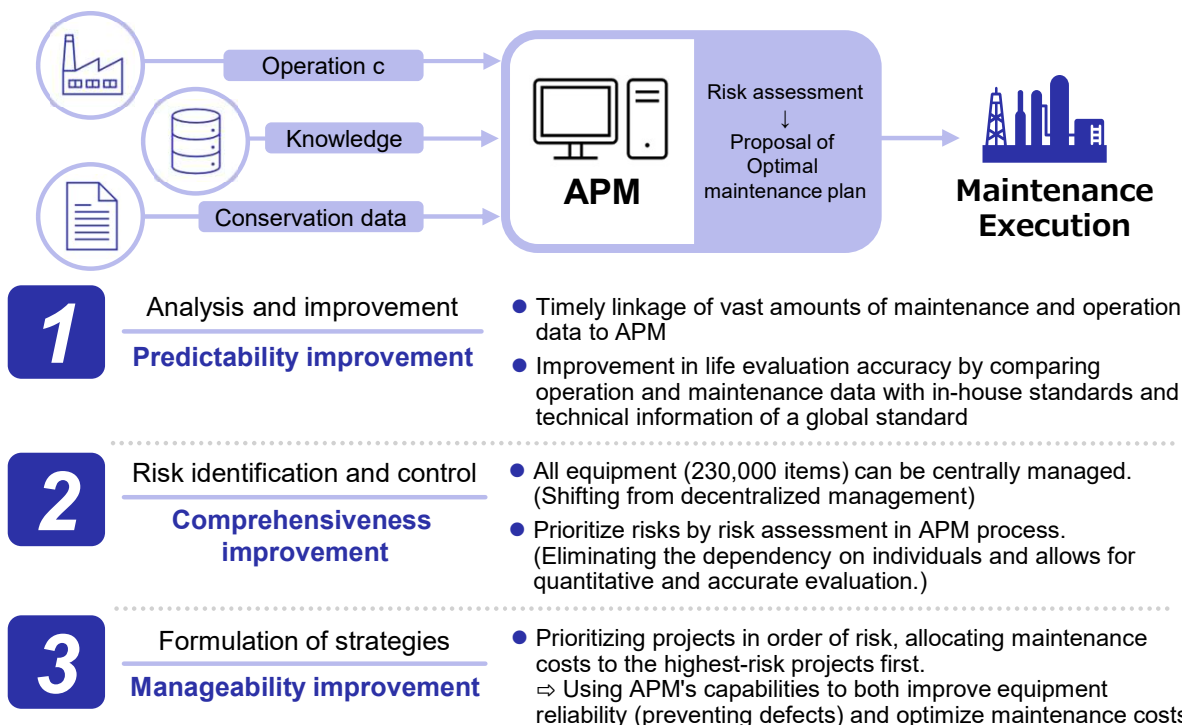
- The source of cash generation is high utilization rate of the refineries. Profitability has grown dramatically as a result of high refinery utilization in the 6th Medium-term Management Plan.
- Started to (i.) reduce unplanned outages (troubles) and (ii.) shorten planned outages (scheduled turnaround) in order to keep refineries operating rate at high level.
- In addition to improving the level of safe and stable operations by strengthening OMS\*<sup>1</sup> system and seeking to acquire "A certification"\*<sup>2</sup> for Sakai Refinery, we aim to further enhancement of DX initiatives (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).



## Reduction of unplanned outages - APM

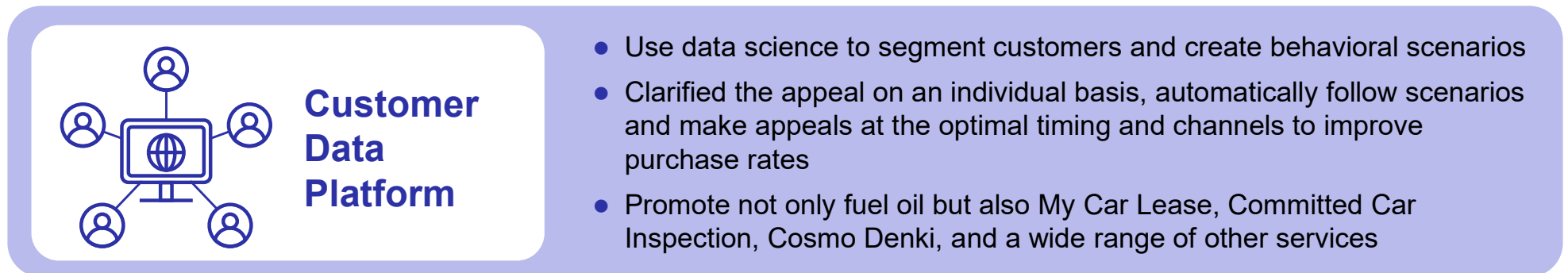


## [Petroleum Business] Efficient Sales through Data Science

- 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



# [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

### China

World's largest demand area for paraxylene

### Cosmo Matsuyama Oil

- Manufacture of benzene, toluene, xylene, etc.

### CM Aromatics

- Produces mixed xylene

### Yokkaichi Refinery Maruzen Petrochemical (Yokkaichi Plant)

## Production capacity

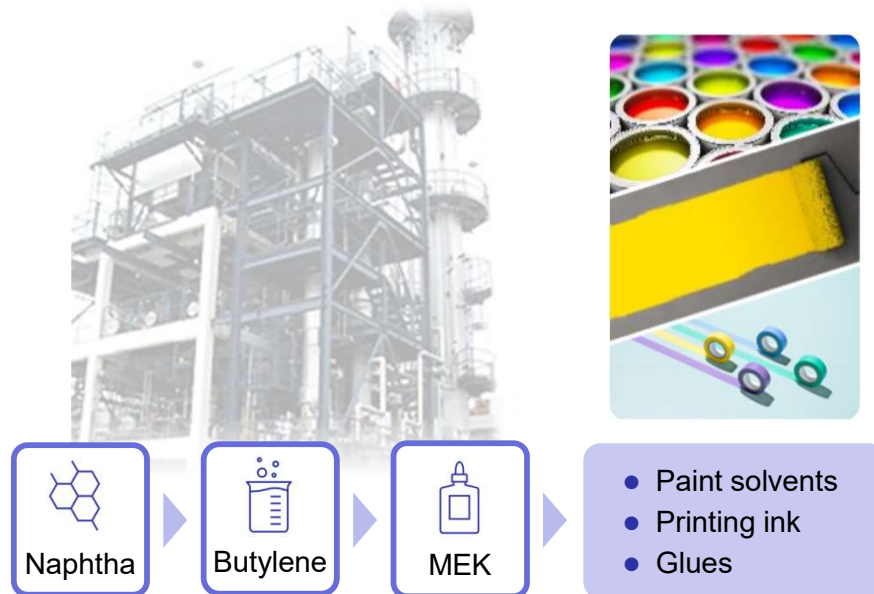
		Company	Production capacity
Olefin-based	Ethylene	Maruzen Petrochemical	<b>*1.290 mil t/year</b>
	Para-xylene	HD Hyundai Cosmo Petrochemical	<b>1.360 mil t/year</b>
Aroma-based	Benzene	Maruzen Petrochemical	0.395 mil t/year
		HD Hyundai Cosmo Petrochemical	0.250 mil t/year
		Cosmo Matsuyama Oil	0.090 mil t/year
	Total		<b>0.735 mil t/year</b>
	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		<b>0.618 mil t/year</b>
Aroma-based, total			<b>2.713 mil t/year</b>

\* 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

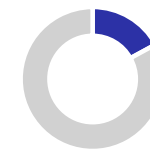
## Chemicals



## Functional Chemicals

### Market shares of polymers for photoresists

■ Maruzen Petrochemical



Global market shares of polymers for KrF (estimated)



Global market shares of polymers for ArF (estimated)



Global market shares of polymers for EUV (estimated)







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

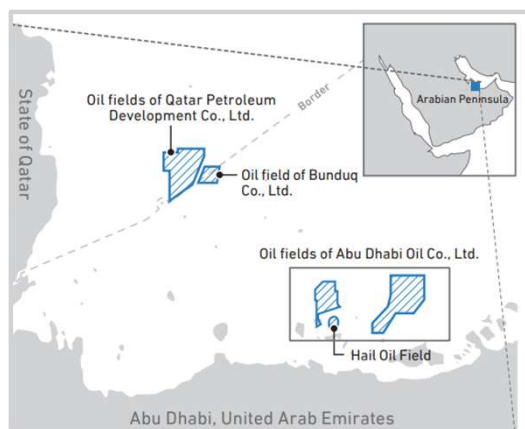
# [Oil E&P Business] Overview

- 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

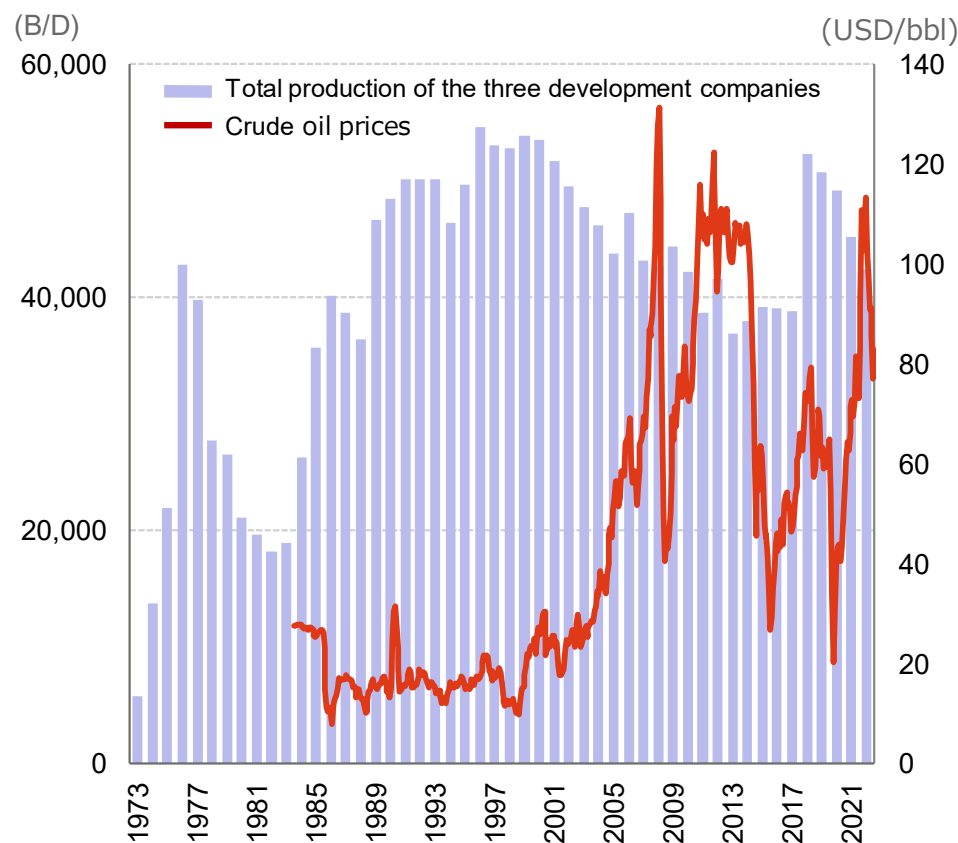
## Cosmo Energy Group Oil E&P Division

	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

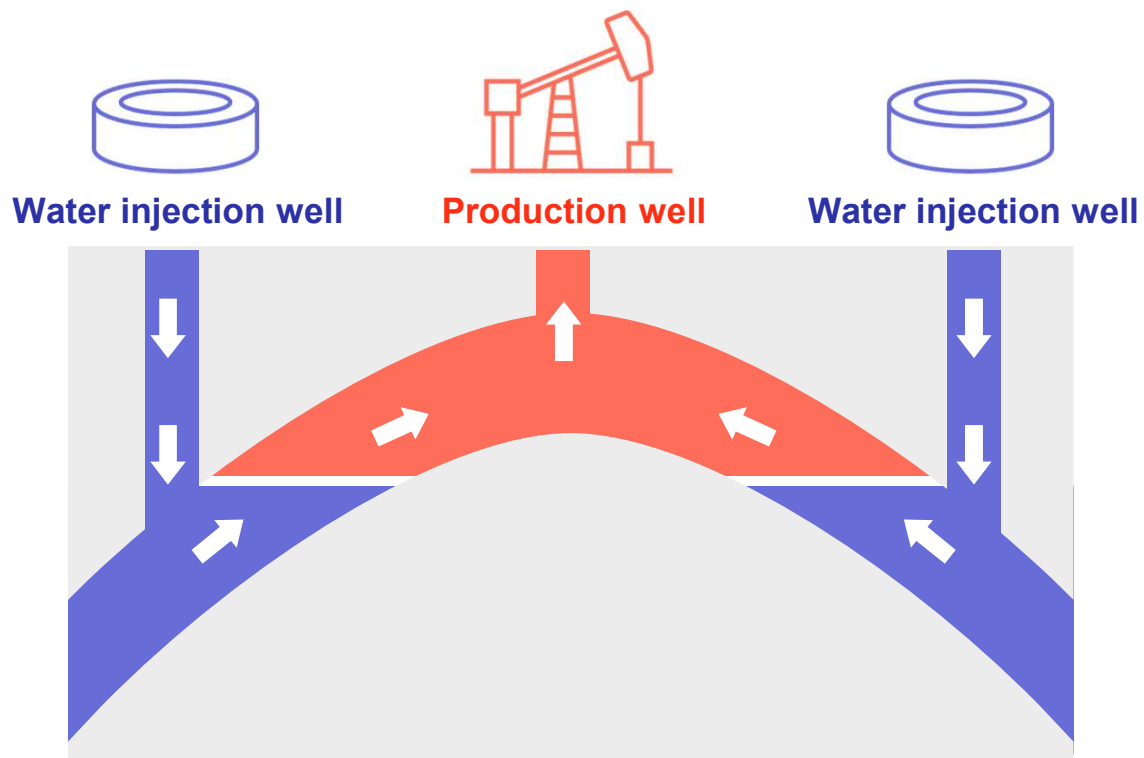


\* Until FY2022, total production volume of three development companies (ADOC, UPD and QPD)  
From FY2023, total production volume of two development companies (ADOC, UPD)

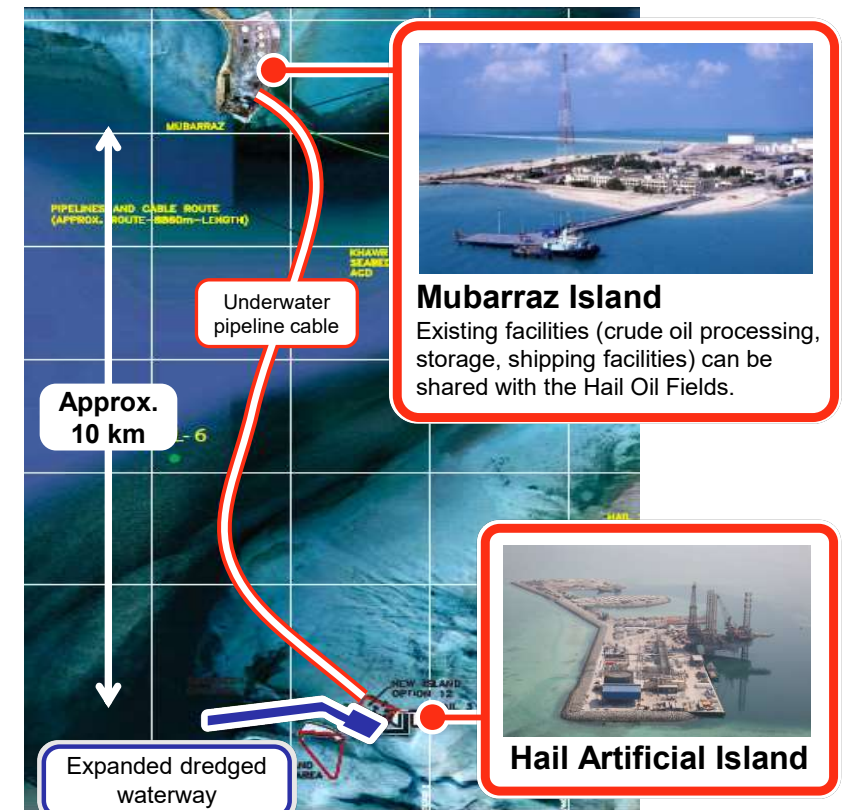
## [Oil E&P Business] Secondary recovery investment in the Hail Oil Field

- 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



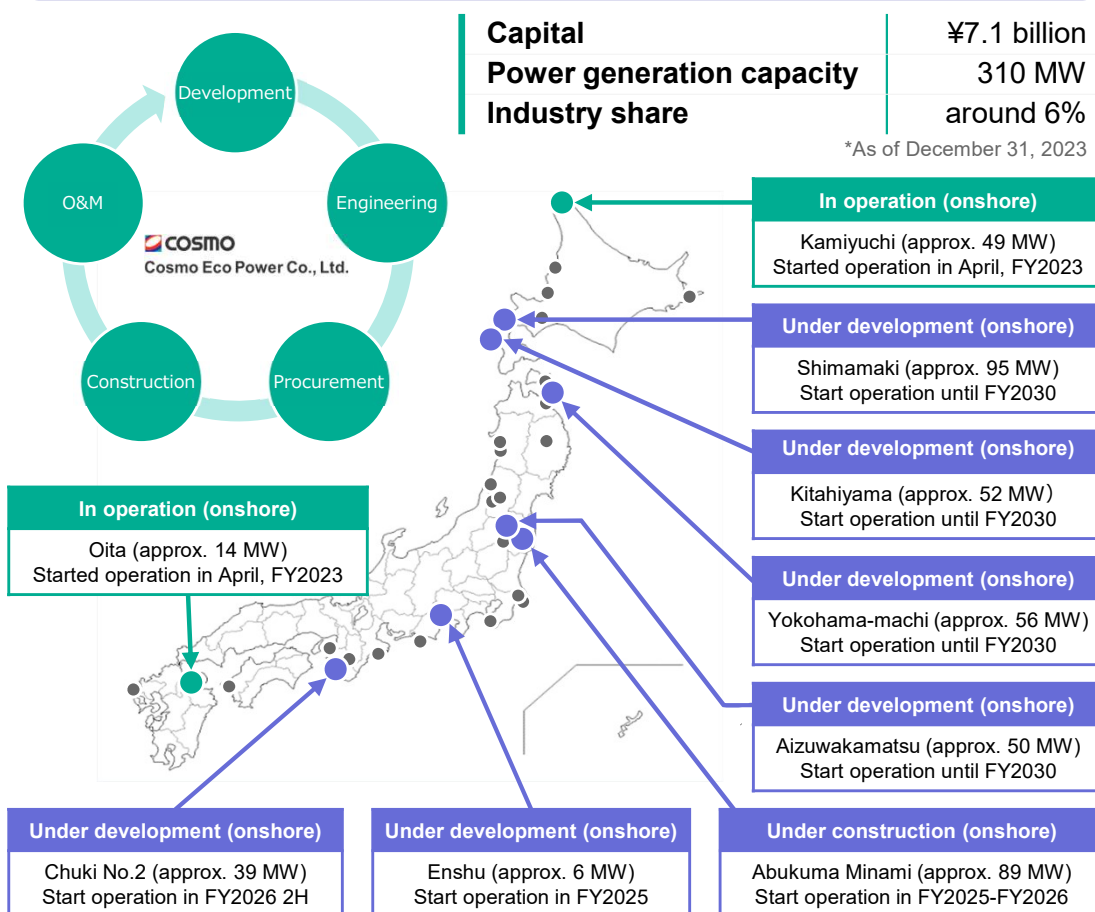
### The Hail Oil Field and existing shipping terminal (Mubarraz Island)



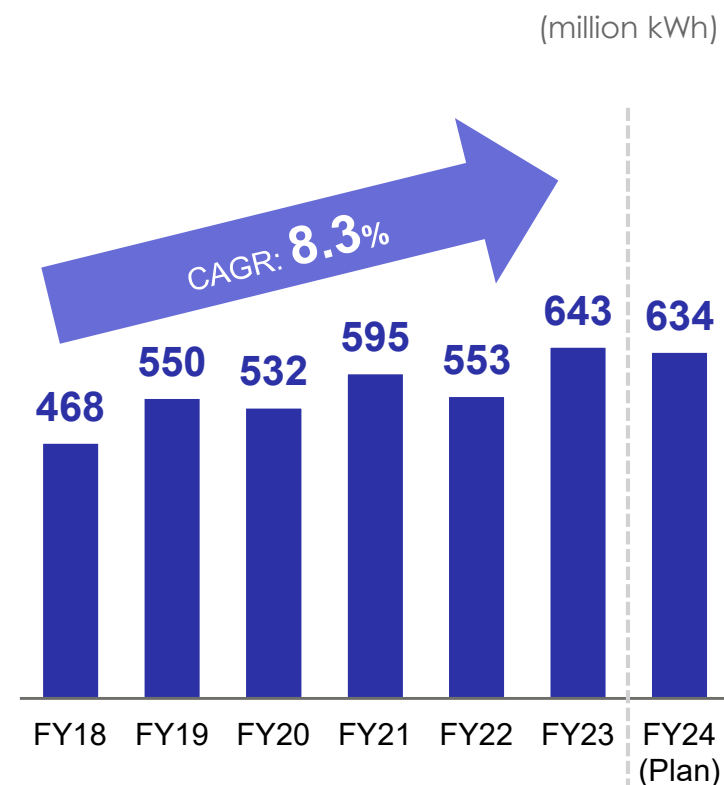
# [Renewable Energy Business] Overview

- 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

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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.