February 6, 2007

## Overview of Business Results for Third Quarter of Fiscal Year Ending March 2007 (Consolidated)

Name of the Company: Cosmo Oil Co., Ltd.

(Company Code: 5007 Shares traded: TSE, OSE, and NSE first sections)
(URL http://www.cosmo-oil.co.jp) Phone: 03-3798-3101
Name of Representative: Yaichi Kimura, President
Name of Person to contact: Atsuto Tamura, Executive Officer \& General Manager of Corporate Communication Dept.

1. Important basis of presenting the consolidated quarterly report
1) Adoption of convenient method in accounting: Adopted

Details: Some parts of calculation of income taxes are based on the convenient method.
2) Change in accounting method since the latest fiscal year: None
3) Change in numbers of consolidated subsidiaries and equity method applied companies: Two subsidiaries excluded from the consolidated subsidiaries and one company excluded from the equity method-applied companies
2. Summary of Consolidated Financial Results for Third Quarter of FY2006 (For the period from April 1, 2006 to December 31, 2006)
(1) Consolidated operating results

Note: Figures less than 1 million are rounded off.

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income for the third quarter |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | million yen | \% | million yen | \% | million yen | \% | million yen | \% |
| Third Quarter, FY2006 | 2,270,965 | 19.2 | 47,173 | $\triangle 44.2$ | 51,331 | $\triangle 44.1$ | 17,879 | $\triangle 62.5$ |
| Third Quarter, FY2005 | 1,905,543 | 22.3 | 84,536 | 107.4 | 91,905 | 119.3 | 47,689 | 190.7 |
| FY2005 (For reference) | 2,670,628 |  | 111,247 |  | 119,557 |  | 61,795 |  |


|  | Net income per share | Diluted net income per <br> share |
| :--- | :---: | :---: |
|  | yen sen | yen sen |
| Third quarter, FY2006 | 26.64 | 25.54 |
| Third quarter, FY2005 | 73.69 | 72.25 |
| FY2005 (For reference) | 94.54 | 92.17 |

Note: Figures in percentage in net sales and other income for the quarter indicate percentage of changes on a year-on-year basis.

## [Qualitative Information regarding Consolidated Operating Business]

Domestic demand for oil products during the third quarter (ended December 31, 2006) declined mainly affected by fuel conversion into non-oil fuels due to increasing crude oil price and warm winter, and Cosmo Oil's non-consolidated sales volume for the first nine months totaled 32.69 million KL, a decrease by $2.8 \%$ year-on-year.
With respect to consolidated operating results for the third quarter of FY2006, in the mainstay oil business, 1) the market was improved as compared with the third quarter of FY2005, but 2) the sales volume declined, 3) refining cost (in-house fuel cost) substantially increased, 4) alternative supply cost arose due to the impact caused by a reduction in refinery operating levels attributable to the fire at the Chiba refinery, and 5) a gain from inventory valuation reduced from the same period of FY2005. These negative effects exceeded effects from 6) positive factors including improved performances in the oil exploration and production business owing to crude oil price hikes. As a result, consolidated net sales for the first nine months of FY2006 were $¥ 2,271.0$ billion, an increase by $19.2 \%$ from the same period of FY2005. Consolidated ordinary income was $¥ 51.3$ billon, a decrease by $¥ 40.6$ billion year-onyear, and net income for the first nine months was $¥ 17.9$ billion, a decrease by $¥ 29.8$ billion year-on-year.

As for non-consolidated operating results for the first nine months of FY2006, net sales were $¥ 2,096.4$ billion, an increase by $17.3 \%$ year-on-year, and non-consolidated ordinary income was $¥ 6.0$ billion, a decrease by $¥ 54.5$ billion year-on-year. This resulted in net loss of $¥ 500$ million for the first nine months of FY2006, a decrease by $¥ 36.6$ billion from the same period of FY2005.
(2) 1) Changes in Consolidated Financial Position

|  | Total assets | Net assets | Net Worth ratio | Net assets per share |
| :--- | :---: | :---: | :---: | :---: |
|  | million yen | million yen | $\%$ | yen sen |
| Third Quarter, FY2006 | $1,596,091$ | 352,399 | 20.9 | 496.34 |
| Third Quarter, FY2005 | $1,566,653$ | 299,806 | 19.1 | 446.68 |
| FY2005 (For reference) | $1,463,578$ | 312,504 | 21.4 | 465.48 |

Note: Data for the third quarter of FY2005 and FY2005 are based on the former definitions of shareholders' equity, shareholders' equity ratio and shareholders' equity per share.
2) Consolidated Cash Flows

|  | CF from operating activities | CF from investing activities | CF from financing activities | Cash and cash equivalents at end of Third quarter |
| :---: | :---: | :---: | :---: | :---: |
|  | million yen | million yen | million yen | million yen |
| Third Quarter, FY2006 | $\triangle 42,221$ | $\triangle 26,766$ | 73,850 | 61,500 |
| Third Quarter, FY2005 | $\triangle 116,897$ | $\triangle 6,878$ | 139,776 | 54,613 |
| FY2005 (For reference) | $\triangle 20,685$ | $\triangle 1,347$ | 39,607 | 56,632 |

## [Qualitative Information regarding Consolidated Financial Position]

1) Total assets as of the end of the third quarter of FY2006 (or December 31, 2006) amounted to $¥ 1,596.1$ billion, up $¥ 132.5$ billion from March 31, 2006. This was mainly due to increases in inventories and notes and accounts receivable. Net assets as of December 31, 2006 were $¥ 352.4$ billion and net worth ratio was $20.9 \%$.
2) As for consolidated cash flows as of the end of the third quarter of FY2006, net cash flows from operating activities resulted in an outflow of $¥ 42.2$ billion mainly due to the increased inventories and notes and accounts receivable and the impact by the payment of income taxes. Net cash used in investing activities resulted in an outflow of $¥ 26.8$ billion mainly owing to the payment for the acquisition of fixed assets. Net cash from financing activities resulted in an inflow of $¥ 73.9$ billion mainly due to an increase in debts. In summary, cash and cash equivalents as of December 31, 2006 were $¥ 61.5$ billion, up $¥ 4.9$ billion from those as of March 31, 2006.

## [Reference 1]

Summary of Non-consolidated Financial Results for Third Quarter of FY2006 (For the period from April 1, 2006 to December 31, 2006)
(1) Non-consolidated Operating Results

Note: Figures less than 1 million are rounded off.


|  | Net income per share |
| :--- | :---: |
|  | yen sen |
| Third Quarter, FY2006 | $\triangle 0.73$ |
| Third Quarter, FY2005 | 55.68 |
| FY2005 (For reference) | 71.10 |

## (2) Non-consolidated Financial Position

|  | Total assets | Net assets | Net Worth ratio | Net assets <br> per share |
| :--- | :---: | :---: | :---: | :---: |
| Third Quarter, FY2006 | million yen | million yen | $\%$ | yen sen |
| Third Quarter, FY2005 | $1,455,190$ | 255,934 | 17.6 | 381.13 |
| FY2005 (For reference) | $1,403,911$ | 239,743 | 17.1 | 357.01 |

Note: Data for the third quarter of FY2005 and FY2005 are based on the former definitions of shareholders' equity, shareholders' equity ratio and shareholders' equity per share.

## 3. Business Outlook for FY2006 ending March 2007

(1) Consolidated Business Outlook (For the period from April 1, 2006 to March 31, 2007)

|  | Estimated Net sales | Estimated Ordinary <br> income | Estimated Net income <br> for the full year |
| :--- | :---: | :---: | :---: |
|  | million yen | million yen | million yen |
| Latest outlook (A) | $3,040,000$ | 61,000 | 17,000 |
| Previously publicized outlook (B) | $3,170,000$ | 79,000 | 29,000 |
| Change (A-B) | $\triangle 130,000$ | $\triangle 18,000$ | $\triangle 12,000$ |
| Rate of change (\%) | $\triangle 4.1 \%$ | $\triangle 22.8 \%$ | $\triangle 41.4 \%$ |

## [Qualitative Information regarding Business Outlook]

With a fall in the crude oil price from that of the previous business outlook publicized on November 7, 2006, the Company revised the consolidated and non-consolidated full-year business outlook (for the period from April 1, 2006 to March 31, 2007). Major factors for the latest revision of the full-year forecasts include negative factors such as an increase in cost of sales expected to be brought by the impact from inventory valuation due to the crude oil price reduction. In addition, this business outlook is based on the assumptions for the fourth quarter of FY2006, including a crude oil price at US $\$ 52.0$ per barrel and a foreign exchange rate at $¥ 120.0$ per US dollar

In the dividend plan for FY2006, payment of $¥ 5$ per share for the year-end dividend remains unchanged from the previous forecast announced on November 7, 2006.
[Reference 2]
Business Outlook for FY2006 ending March 2007
(1) Non-consolidated Business Outlook (For the period from April 1, 2006 to March 31, 2007)

|  | Estimated Net sales | Estimated Ordinary <br> income | Estimated Net income <br> for the full year |
| :--- | :---: | :---: | :---: |
|  | million yen | million yen | million yen |
| Latest outlook (A) | $2,840,000$ | $\triangle 3,000$ | $\triangle 7,000$ |
| Previously publicized outlook (B) | $2,960,000$ | 17,000 | 6,000 |
| Change (A-B) | $\triangle 120,000$ | $\triangle 20,000$ | $\triangle 13,000$ |
| Rate of change (\%) | $\triangle 4.1 \%$ | - | - |

Notes: The forecast and business outlook for FY2006 are based on data and information available as of the date of publication. However, actual results may differ materially from the forecasts due to effects from various factors.

1. Consolidated Balance Sheet (Third Quarter FY2006)

| Item | (Unit: million yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | ```Third Quarter, FY2006 (As of December 31, 2006)``` | $\begin{gathered} \text { FY2005 } \\ \text { (As of March } \\ 31,2006 \text { ) } \end{gathered}$ | Change | $\begin{aligned} & \text { Third Quarter, } \\ & \text { FY2005 } \\ & \text { (As of December } \\ & \text { 31, 2005) } \end{aligned}$ |
| Assets: |  |  |  |  |
| I. Current assets | $(906,109)$ | $(762,403)$ | $(143,706)$ | $(844,672)$ |
| Cash and deposits | 56,508 | 56,646 | $\triangle 138$ | 54,627 |
| Notes and accounts receivable, trade | 290,404 | 228,007 | 62,397 | 334,148 |
| Marketable securities | 7,624 | 2,247 | 5,377 | 1,531 |
| Inventories | 382,814 | 338,340 | 44,474 | 314,583 |
| Others | 168,757 | 137,161 | 31,596 | 139,782 |
| II. Fixed Assets | $(689,981)$ | $(701,175)$ | $(\triangle 11,194)$ | $(721,980)$ |
| Property, plant \& equipment | 526,456 | 533,006 | $\triangle 6,550$ | 555,549 |
| Intangible fixed assets | 10,908 | 12,857 | $\triangle 1,949$ | 12,585 |
| Investment and other assets | 152,617 | 155,311 | $\triangle 2,694$ | 153,845 |
| Total assets | 1,596,091 | 1,463,578 | 132,513 | 1,566,653 |
| Liabilities: |  |  |  |  |
| I. Current liabilities | $(904,587)$ | $(733,452)$ | $(171,135)$ | $(837,884)$ |
| Notes and accounts payable, trade | 320,709 | 273,182 | 47,527 | 242,719 |
| Short-term loans | 268,291 | 194,797 | 73,494 | 221,568 |
| Current maturities of bonds to be redeemed | 30,300 | 3,000 | 27,300 | 11,300 |
| Commercial paper | 32,000 | - | 32,000 | 47,000 |
| Accrued expenses | 193,040 | 164,347 | 28,693 | 202,134 |
| Others | 60,246 | 98,125 | $\triangle 37,879$ | 113,162 |
| II. Long-term liabilities | $(339,104)$ | $(396,819)$ | $(\triangle 57,715)$ | $(409,125)$ |
| Bonds | 2,500 | 32,800 | $\triangle 30,300$ | 32,800 |
| Bond with warrant attached | 18,000 | 18,000 | - | 18,000 |
| Long-term loans | 252,547 | 273,833 | $\triangle 21,286$ | 291,442 |
| Others | 66,056 | 72,186 | $\triangle 6,130$ | 66,883 |
| Total Liabilities | 1,243,691 | 1,130,271 | 113,420 | 1,247,009 |


| Item | Third Quarter, <br> FY2006 <br> (As of December <br> 31, 2006) | $\begin{gathered} \text { FY2005 } \\ \text { (As of March } \\ \text { 31, 2006) } \end{gathered}$ | Change | Third Quarter, <br> FY2005 <br> (As of December <br> 31, 2005) |
| :---: | :---: | :---: | :---: | :---: |
| Net assets: |  |  |  |  |
| I. Shareholders' equity | $(284,006)$ | ( -) | ( -) | -) |
| Common stock | 62,366 | - | - | - |
| Capital surplus | 44,561 | - | - | - |
| Retained earnings | 177,184 | - | - | - |
| Less treasury stock, at cost | $\triangle 107$ | - | - | - |
| II. Valuation and translation adjustments | $(49,118)$ | ( - ) | ( -) | ( -) |
| Net unrealized gains (losses) on securities | 13,517 | - | - | - |
| Deferred gain (loss) from hedging | 11,914 | - | - | - |
| Revaluation reserve for land | 24,328 | - | - | - |
| Foreign currency translation adjustments | $\triangle 641$ | - | - | - |
| III. Minority interests | 19,274 | - | - | - |
| Total net assets | 352,399 | - | - | - |
| Total liabilities and net assets | 1,596,091 | - | - | - |
| Minority interests | - | 20,802 | - | 19,836 |
| Shareholders' equity: |  |  |  |  |
| I. Common stock | - | 62,366 | - | 62,366 |
| II. Capital surplus | - | 44,560 | - | 44,560 |
| III. Retained earnings | - | 166,149 | - | 158,557 |
| IV. Revaluation reserve for land | - | 24,276 | - | 20,106 |
| V. Net unrealized gains (losses) on securities |  | 15,998 | - | 15,205 |
| VI. Foreign currency translation adjustments |  | $\triangle 751$ | - | $\triangle 897$ |
| VII. Less treasury stock, at cost | - | $\triangle 95$ | - | $\triangle 92$ |
| Total shareholders' equity | - | 312,504 | - | 299,806 |
| Total liabilities, minority interest in consolidated companies and shareholders' equity | - | 1,463,578 | - | 1,566,653 |

## (Appendix)

2. Consolidated Statement of Income (Third Quarter FY2006)

| Item | (Unit: million yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter, FY2006 <br> (For the period from April 1, 2006 to December31, 2006) | Third Quarter, FY2005 <br> (For the period from April 1, 2005 to December31, 2005) | Change | FY2005 <br> (For the period from April 1, 2005 to March 31, 2006) |
| I. Net sales | 2,270,965 | 1,905,543 | 365,422 | 2,670,628 |
| II. Cost of sales | 2,118,918 | 1,719,129 | 399,789 | 2,422,272 |
| Gross profit | 152,046 | 186,413 | $\triangle 34,367$ | 248,355 |
| III. Selling, general and administrative expenses | 104,873 | 101,877 | 2,996 | 137,108 |
| Operating income | 47,173 | 84,536 | $\triangle 37,363$ | 111,247 |
| IV. Non-operating income | $(14,837)$ | $(18,469)$ | $(\triangle 3,632)$ | $(25,551)$ |
| Interest and dividend income | 1,513 | 6,142 | $\triangle 4,629$ | 6,489 |
| Foreign currency exchange gain | 2,036 | 1,144 | 892 | 3,438 |
| Equity in earnings of affiliates | 7,236 | 7,198 | 38 | 9,578 |
| Others | 4,052 | 3,984 | 68 | 6,044 |
| V. Non-operating expenses | $(10,678)$ | $(11,099)$ | ( $\triangle 421$ ) | $(17,241)$ |
| Interest expenses | 7,990 | 8,048 | $\triangle 58$ | 10,746 |
| Others | 2,688 | 3,051 | $\triangle 363$ | 6,495 |
| Ordinary income | 51,331 | 91,905 | $\triangle 40,574$ | 119,557 |
| VI. Extraordinary income | 2,974 | 2,179 | 795 | 6,662 |
| VII. Extraordinary losses | 5,602 | 3,401 | 2,201 | 5,826 |
| Net income before income taxes | 48,704 | 90,683 | $\triangle 41,979$ | 120,393 |
| Income taxes | 27,071 | 40,641 | $\triangle 13,570$ | 55,297 |
| Minority interests | 3,754 | 2,352 | 1,402 | 3,300 |
| Net income | 17,879 | 47,689 | $\triangle 29,810$ | 61,795 |

3. Consolidated Statement of Cash Flows (Third Quarter FY2006)

| Item |  |  | FY2005 <br> (For the period from April 1, 2005 to March 31, 2006) |
| :---: | :---: | :---: | :---: |
|  | Third Quarter, FY2006 <br> (For the period from April 1, 2006 to December 31, 2006) | Third Quarter, FY2005 <br> (For the period from April 1, 2005 to December 31, 2005) |  |
| I. Cash flows from operating activities |  |  |  |
| Income before income taxes | 48,704 | 90,683 | 120,393 |
| Depreciation and amortization | 21,953 | 21,059 | 28,313 |
| Impairment loss on fixed asset | 2,020 | 1,184 | 1,976 |
| Interest and dividend income | $\triangle 1,513$ | $\triangle 6,142$ | $\triangle 6,489$ |
| Interest expenses | 7,990 | 8,048 | 10,746 |
| Increase (decrease) in notes and accounts receivable | $\triangle 62,396$ | $\triangle 141,853$ | $\triangle 35,712$ |
| Increase (decrease) in inventories | $\triangle 44,473$ | $\triangle 81,506$ | $\triangle 105,263$ |
| Increase (decrease) in notes and accounts payable | 47,527 | $\triangle 36,434$ | $\triangle 5,971$ |
| Others | $\triangle 6,339$ | 66,428 | 18,054 |
| Sub-total | 13,471 | $\triangle 78,532$ | 26,045 |
| Balance between interest received and interest paid, and dividends received | $\triangle 4,775$ | 2,052 | $\triangle 611$ |
| Income taxes paid | $\triangle 50,918$ | $\triangle 40,417$ | $\triangle 46,119$ |
| Net cash used in operating activities | $\triangle 42,221$ | $\triangle 116,897$ | $\triangle 20,685$ |
| II. Cash flows from investing activities Payment or proceeds for sale or acquisition of fixed assets | $\triangle 21,925$ | $\triangle 12,678$ | $\triangle 6,494$ |
| Payment or proceeds for loan | $\triangle 184$ | 1,561 | 738 |
| Payment or proceeds for sale or acquisition of marketable securities | $\triangle 4,656$ | 4,239 | 4,407 |
| Net cash used in investing activities | $\triangle 26,766$ | $\triangle 6,878$ | $\triangle 1,347$ |
| III. Cash flows from financing activities Increase (decrease) of short-term loans and long-term loans | 52,152 | 72,982 | 28,633 |
| Increase (decrease) in Commercial paper | 32,000 | 47,000 | - |
| Proceeds from Issuance of stocks | - | 20,810 | 20,810 |
| Increase (decrease) in bonds and warrant bonds | $\triangle 3,000$ | 4,770 | $\triangle 3,529$ |
| Cash dividends paid | $\triangle 6,715$ | $\triangle 5,172$ | $\triangle 5,172$ |
| Others | $\triangle 587$ | $\triangle 614$ | $\triangle 1,134$ |
| Net cash provided by financing activities | 73,850 | 139,776 | 39,607 |
| IV. Effect of exchange rate changes on cash and cash equivalents | 6 | 450 | 895 |
| V. Net increase (decrease) in cash and cash equivalents | 4,867 | 16,451 | 18,470 |
| VI. Cash and cash equivalents at beginning of this quarter (the fiscal year) | 56,632 | 38,061 | 38,061 |
| VII. Cash and cash equivalents from newly consolidated subsidiaries | - | 100 | 100 |
| VIII. Cash and cash equivalents at end of this quarter (the fiscal year) | 61,500 | 54,613 | 56,632 |

(Segment Information)

## 1.Business segment information

Third Quarter, FY2006 (For the period from April 1, 2006 to December 31, 2006)
(Unit: million yen)

|  | Oil business | Oil <br> exploration <br> and <br> production <br> business | Others <br> business | Total | Deletion or <br> other <br> adjustments | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |  |
| (1) Sales to External customers <br> (2) Inter-segment sales or transfer <br> amount | $2,210,546$ | 22,407 | 38,011 | $2,270,965$ | - | $2,270,965$ |
| Total | 413 | 36,876 | 23,426 | 60,717 | $(60,717)$ | - |
| Operating expenses | $2,210,960$ | 59,283 | 61,438 | $2,331,682$ | $(60,717)$ | $2,270,965$ |
| Operating income | $2,193,917$ | 25,861 | 60,461 | $2,280,240$ | $(56,448)$ | $2,223,792$ |

Third Quarter, FY2005 (For the period from April 1, 2005 to December 31, 2005)

| (Unit: million yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Oil business | Oil exploration and production business | Others business | Total | Deletion or other adjustments | Consolidated |
| Net sales |  |  |  |  |  |  |
| (1) Sales to External customers | 1,867,509 | 11,640 | 26,393 | 1,905,543 | - | 1,905,543 |
| (2) Inter-segment sales or transfer amount | 437 | 25,894 | 23,241 | 49,573 | $(49,573)$ | - |
| Total | 1,867,947 | 37,534 | 49,634 | 1,955,116 | $(49,573)$ | 1,905,543 |
| Operating expenses | 1,802,898 | 15,422 | 49,166 | 1,867,487 | $(46,481)$ | 1,821,006 |
| Operating income | 65,049 | 22,111 | 467 | 87,628 | $(3,091)$ | 84,536 |

FY2005 (For the period from April 1, 2005 to March 31, 2006)

|  | Oil business | Oil <br> exploration <br> and <br> production <br> business | Others <br> business | Total | Deletion or <br> other <br> adjustments |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Consolidated |  |  |  |  |  |  |

Notes: 1. Business segments are those adopted in interior management.
2. Major products or details of each segment
(1) Oil business: gasoline, naphtha, kerosene, diesel oil, heavy fuel oil, crude oil, lubricating oil, LG gas, asphalt, and various petrochemical products
(2) Oil exploration and production business: production, drilling and exploration of crude oil
(3) Others business: construction works, insurance agency, leasing, travel agency, etc.

## 2. Geographic segment information

Third Quarter, FY2006 (For the period from April 1, 2006 to December 31, 2006)
(Unit: million yen)

|  | Japan | Other area | Total | Deletion or <br> other <br> adjustments | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |
| (1) Sales to External customers <br> (2) Inter-segment sales or transfer <br> amount | $2,190,787$ | 80,178 | $2,270,965$ | - | $2,270,965$ |
| Total | 40,600 | 308,357 | 348,957 | $(348,957)$ | - |
| Operating expenses | $2,231,387$ | 388,535 | $2,619,922$ | $(348,957)$ | $2,270,965$ |
| Operating income | $2,214,377$ | 355,011 | $2,569,388$ | $(345,596)$ | $2,223,792$ |

Third Quarter, FY2005 (For the period from April 1, 2005 to December 31, 2005)
(Unit: million yen)

|  | Japan | Other area | Total | Deletion or <br> other <br> adjustments | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |
| (1) Sales to External customers <br> (2) Inter-segment sales or transfer <br> amount | $1,869,436$ | 36,106 | $1,905,543$ | - | $1,905,543$ |
| Total | 38,358 | 212,764 | 251,123 | $(251,123)$ | - |
| Operating expenses | $1,907,795$ | 248,871 | $2,156,666$ | $(251,123)$ | $1,905,543$ |
| Operating income | $1,842,394$ | 226,666 | $2,069,060$ | $(248,053)$ | $1,821,006$ |

FY2005 (For the period from April 1, 2005 to March 31, 2006)
(Unit: million yen)

|  | Japan | Other area | Total | Deletion or <br> other <br> adjustments | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |
| (1) Sales to External customers <br> (2) Inter-segment sales or transfer <br> amount | $2,605,884$ | 64,744 | $2,670,628$ | - | $2,670,628$ |
| $\quad$ Total | $2,663,128$ | 292,528 | 349,772 | $(349,772)$ | - |
| $\quad$ Operating expenses | $2,579,275$ | 327,272 | $3,020,401$ | $(349,772)$ | $2,670,628$ |
| Operating income | 83,852 | 29,708 | $2,906,840$ | $(347,459)$ | $2,559,380$ |

Note: The method of division of countries or regions and major countries included
(1) The method of division of countries or regions: geographic proximity
(2) Countries included in the other region: Singapore, the US, UK, UAE, Qatar, and Australia
4. Non-consolidated Balance Sheet (Third Quarter FY2006)

| Item | (Unit: million yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter, <br> FY2006 <br> (As of December <br> 31, 2006) | FY2005 (As of March 31, 2006) | Change | Third Quarter, FY2005 <br> (As of December 31, 2005) |
| Assets: |  |  |  |  |
| I. Current assets | $(881,620)$ | $(746,286)$ | $(135,334)$ | $(797,499)$ |
| Cash and deposits | 18,128 | 21,640 | $\triangle 3,512$ | 27,330 |
| Notes and accounts receivable, trade | 275,413 | 205,576 | 69,837 | 285,830 |
| Marketable securities | 11 | 11 | - | 11 |
| Inventories | 360,063 | 310,996 | 49,067 | 290,713 |
| Others | 228,003 | 208,061 | 19,942 | 193,614 |
| II. Fixed Assets | $(573,569)$ | $(584,933)$ | $(\triangle 11,364)$ | $(606,411)$ |
| Property, plant \& equipment | 436,435 | 440,491 | $\triangle 4,056$ | 461,456 |
| Intangible fixed assets | 5,223 | 5,212 | 11 | 5,416 |
| Investment and other assets | 131,911 | 139,229 | $\triangle 7,318$ | 139,538 |
| Total assets | 1,455,190 | 1,331,219 | 123,971 | 1,403,911 |
| Liabilities: |  |  |  |  |
| I. Current liabilities | $(892,822)$ | $(721,884)$ | $(170,938)$ | $(790,343)$ |
| Accounts payable, trade | 317,351 | 284,058 | 33,293 | 241,678 |
| Short-term loans | 234,886 | 164,858 | 70,028 | 171,880 |
| Current maturities of bonds to be redeemed | 30,300 | 3,000 | 27,300 | 11,300 |
| Commercial paper | 32,000 | - | 32,000 | 47,000 |
| Accrued expenses | 214,523 | 180,653 | 33,870 | 219,769 |
| Others | 63,761 | 89,313 | $\triangle 25,552$ | 98,715 |
| II. Long-term liabilities | $(306,433)$ | $(360,887)$ | $(\triangle 54,454)$ | $(373,823)$ |
| Bonds | 2,500 | 32,800 | $\triangle 30,300$ | 32,800 |
| Bond with warrant attached | 18,000 | 18,000 | - | 18,000 |
| Long-term loans | 246,597 | 266,924 | $\triangle 20,327$ | 284,493 |
| Others | 39,336 | 43,162 | $\triangle 3,826$ | 38,530 |
| Total liabilities | 1,199,256 | 1,082,771 | 116,485 | 1,164,167 |



## (Appendix)

5. Non-consolidated Statements of Income (Third Quarter FY2006)

| (Unit: million yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Item | Third Quarter, FY2006 (For the period from April 1, 2006 to December31, 2006 ) | Third Quarter, FY2005 (For the period from April 1, 2005 to December31, 2005 ) | Change | FY2005 <br> (For the period from April 1, 2005 to March 31, 2006) |
| I. Net sales | 2,096,443 | 1,787,688 | 308,755 | 2,495,351 |
| II. Cost of sales | 2,025,686 | 1,666,013 | 359,673 | 2,336,192 |
| Gross profit | 70,757 | 121,674 | $\triangle 50,917$ | 159,159 |
| III. Selling, general and administrative expenses | 63,321 | 62,147 | 1,174 | 84,031 |
| Operating income | 7,436 | 59,526 | $\triangle 52,090$ | 75,127 |
| IV. Non operating income | $(8,434)$ | $(11,690)$ | $(\triangle 3,256)$ | $(16,917)$ |
| Interest and dividend income | 2,749 | 8,295 | $\triangle 5,546$ | 10,302 |
| Foreign currency exchange gains | 2,388 | 18 | 2,370 | 1,216 |
| Others | 3,296 | 3,376 | $\triangle 80$ | 5,398 |
| V. Non operating expenses | $(9,908)$ | $(10,689)$ | $(\triangle 781)$ | $(16,486)$ |
| Interest expenses | 7,695 | 7,917 | $\triangle 222$ | 10,483 |
| Others | 2,213 | 2,772 | $\triangle 559$ | 6,003 |
| Ordinary income | 5,962 | 60,527 | $\triangle 54,565$ | 75,558 |
| VI. Extraordinary income | 2,318 | 2,035 | 283 | 6,451 |
| VII. Extraordinary losses | 7,976 | 2,926 | 5,050 | 5,236 |
| Net income before income taxes | 303 | 59,636 | $\triangle 59,333$ | 76,774 |
| Income taxes | 791 | 23,578 | $\triangle 22,787$ | 30,277 |
| Net income | $\triangle 488$ | 36,058 | $\triangle 36,546$ | 46,497 |
| income carry forward | - | 42,293 | - | 42,293 |
| Interim dividends paid | - | 2,014 | - | 2,014 |
| Reversal of revaluation reserve for land | - | $\triangle 50$ | - | $\triangle 6,262$ |
| Unappropriated profits of this quarter (the Fiscal year) | - | 76,286 | - | 80,513 |

6. Non-consolidated Breakdown of Net Sales by Product (Third Quarter FY2006)

|  | Third Quarter, FY2006 (For the period from April 1, 2006 to December31, 2006) |  | Third Quarter, FY2005 (For the period from April 1, 2005 to December31, 2005) |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sales volume | Amounts | Sales volume | Amounts | Sales volume | Amounts |
|  | thousand KL.t | million yen | thousand KL.t | million yen | thousand KL.t | million yen |
| Gasoline, Naphtha | 13,160 | 1,071,657 | 13,429 | 944,075 | $\triangle 269$ | 127,582 |
| Kerosene and diesel fuel | 10,750 | 602,494 | 10,702 | 480,999 | 48 | 121,495 |
| Heavy fuel oil | 6,644 | 311,406 | 7,397 | 275,502 | $\triangle 753$ | 35,904 |
| Others | 2,132 | 110,884 | 2,110 | 87,110 | 22 | 23,774 |
| Total | 32,688 | 2,096,443 | 33,640 | 1,787,688 | $\triangle 952$ | 308,755 |

