## Overview of Business Results for First Quarter of Fiscal Year Ending March 2008

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. Consolidated Financial Results for First Quarter of FY2007 (For the period from April 1, 2007 to June 30, 2007)

Note: Figures less than 1 million are rounded down.
(1) Consolidated operating results
(Figures in \% refer to changes from the same quarter a year earlier)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income for the first quarter (Fiscal Year) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | million yen | \% | million yen | \% | million yen | \% | million yen | \% |
| First Quarter, FY2007 | 760,302 | 9.9 | 20,806 | 64.4 | 22,331 | 60.7 | 13,127 | 170.8 |
| First Quarter, FY2006 | 691,831 | 19.9 | 12,653 | -41.4 | 13,898 | -40.2 | 4,848 | -62.0 |
| FY2006 (For reference) | 3,062,743 | - | 69,643 | - | 74,789 | - | 26,536 | - |


|  | Net income per share <br> for the first quarter <br> (Fiscal Year) | Diluted net income per <br> share for the first <br> quarter (Fiscal Year) |
| :--- | :---: | :---: |
|  | yen sen | yen sen |
| First Quarter, FY2007 | 19.56 | 18.75 |
| First Quarter, FY2006 | 7.22 | 6.93 |
| FY2006 (For reference) | 39.54 | 37.91 |

(2) Changes in Consolidated Financial Position

|  | Total assets | Net assets | Net Worth ratio | Net assets per share |
| :--- | :---: | :---: | :---: | :---: |
|  | million yen | million yen | $\%$ | yen sen |
| First Quarter, FY2007 | $1,617,513$ | 373,925 | 21.8 | 557.15 |
| First Quarter, FY2006 | $1,539,480$ | 340,870 | 21.0 | 507.87 |
| FY2006 (For reference) | $1,579,155$ | 361,612 | 21.5 | 506.15 |

(3) Consolidated Cash Flows

|  | CF from operating <br> activities | CF from investing <br> activities | CF from financing <br> activities | Cash and cash <br> equivalents at end <br> of the fiscal year |
| :--- | :---: | :---: | :---: | :---: |
| First Quarter, FY2007 | million yen | million yen | million yen | million yen |
| First Quarter, FY2006 | 4,957 | $-3,080$ | $-2,241$ | 125,805 |
| FY2006 (For reference) | $-12,421$ | $-5,730$ | 13,192 | 51,760 |

2. Consolidated Business Outlook for FY2007
(1) Consolidated Business Outlook for First Half of FY2007 (April 1, 2007 to September 30, 2007)
(Figures in \% refer to changes from the first half of FY2006)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income |  | Net income per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| First Half of | million yen | \% | million yen | \% | million yen | \% | million yen | \% | yen sen |
| FY2007 (ending Sept. 30, 2007) | 1,580,000 | 7.5 | 40,000 | -17.6 | 42,000 | -17.0 | 17,000 | -19.2 | 25.33 |

## 3. Other

(1) Change in significant subsidiaries (or change in certain subsidiaries affecting the range of consolidated accounts of the Cosmo Oil Group) during the current accounting period: None
(2) Adoption of convenient method in accounting: Adopted
(3) Change in accounting method from the latest fiscal year: Yes.

Note: For detailed information, pleases refer to "4. Other" of the "Qualitative Information regarding Operating Results" on Page 4.
[Reference] Outline of Non-Consolidated Results

1. Non-Consolidated Financial Results for First Quarter of FY2007 (For the period from April 1, 2007 to June 30, 2007)
(1) Non-consolidated Operating Results
(Figures in \% refer to changes from the same quarter a year earlier)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income for the first quarter (Fiscal Year) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | million yen | \% | million yen | \% | million yen | \% | million yen | \% |
| First Quarter, FY2007 | 701,910 | 12.7 | 10,299 | 346.1 | 11,413 | 304.5 | 9,225 | 397.6 |
| First Quarter, FY2006 | 622,567 | 19.6 | 2,308 | -85.8 | 2,821 | -81.9 | 1,853 | -80.0 |
| FY2006 (For reference) | 2,831,217 | - | 8,333 | - | 7,562 | - | 1,341 |  |


|  | Net income per share <br> for the first quarter <br> (Fiscal Year) | Diluted net income per <br> share for the first <br> quarter (Fiscal Year) |
| :--- | :---: | :---: |
| First Quarter, FY2007 | yen sen | yen sen |
| First Quarter, FY2006 | 13.74 | 13.17 |
| FY2006 (For reference) | 2.76 | 2.65 |

(2) Changes in Non-Consolidated Financial Position

|  | Total assets | Net assets | Net Worth ratio | Net assets <br> per share |
| :--- | :---: | :---: | :---: | :---: |
| First Quarter, FY2007 | million yen | million yen | $\%$ | yen sen |
| First Quarter, FY2006 | $1,481.676$ | 263,614 | 17.8 | 392.58 |
| FY2006 (For reference) | $1,385,882$ | 262,030 | 18.9 | 390.20 |

2. Non-Consolidated Business Outlook for FY2007
(1) Non-consolidated Business Outlook for First Half of FY2007 (April 1, 2007 to September 30, 2007)
(Figures in \% refer to changes from the same quarter a year earlier)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income |  | Net income per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| First Half of | million yen | \% | million yen | \% | million yen | \% | million yen | \% | yen sen |
| FY2007 (ending |  |  |  |  |  |  |  |  |  |
| Sept. 30, 2007) | 1,480,000 | 8.3 | 13,000 | -47.3 | 11,000 | -54.6 | 7,000 | -34.8 | 10.42 |

[^0]
## 1. Qualitative Information regarding Consolidated Operating Results

Consolidated sales for the first quarter of FY2007 were $¥ 760.3$ billion, up $¥ 68.5$ billion from the same period of the previous year, mainly reflecting increased selling prices that offset a decrease in the domestic demand for oil products largely affected by fuel conversion driven by crude oil price increases.

The operating results for the first quarter by segment are as follows:

1) In the oil product business, negative factors, including market conditions that only allowed for insufficient shift of increasing costs to consumer prices despite crude oil price increases, and more costs incurred than in the same period of FY2006 due to enhanced safety and security measures adopted for the refineries, were more than offset by positive factors for profit contribution, increasing significant reduced costs of sales owing to inventory valuation effects.

The petrochemical business marked increased profit for the first quarter mainly reflecting an increased sales volume owing to capacity enhancement (completed in July 2006) and improved margins compared with those recorded in the same period of FY2006. As a result, the petroleum business segment reported sales of $¥ 742.3$ billion for the first quarter of FY2007 (up $¥ 65.1$ billion from the first quarter of FY2006), operating income of $¥ 14.7$ billion (up $¥ 10.1$ billion) and ordinary income of $¥ 15.0$ billion (up $¥ 10.0$ billion).
2) In the oil exploration and production segment, a profit contribution made by the kickoff of commercial production of crude oil by Qatar Petroleum Development Co., Ltd. was partly offset by a reduced sales volume by Abu Dhabi Oil Co., Ltd. As a result, the segment reported sales of $¥ 16.2$ billion for the first quarter of FY2007 (up $¥ 300$ million from the first quarter of FY2006), operating income of $¥ 7.4$ billion (down $¥ 1.7$ billion) and ordinary income of $¥ 8.6$ billion (down $¥ 1.3$ billion).
3) Among other businesses, the oil-related plant and other facility construction work, property leasing and insurance businesses made their respective efforts for operating rationalization and management efficiency bring benefits. As a result, the other business segment reported sales of $¥ 20.2$ billion for the first quarter of FY2007 (up $¥ 2.7$ billion from the first quarter of FY2006), operating income of $¥ 500$ million (up $¥ 300$ million) and ordinary income of $¥ 600$ million (up $¥ 300$ million).

After deletions and other adjustments, consolidated sales for the first quarter of FY2007 were $¥ 760.3$ billion (up $¥ 68.5$ billion from the first quarter of FY2006), operating income, $¥ 20.8$ billion (up $¥ 8.1$ billion), ordinary income, $¥ 22.3$ billion (up $¥ 8.4$ billion) and net income for the period, $¥ 13.1$ billion (up $¥ 8.3$ billion).

Non-consolidated sales for the first quarter of FY2007 were $¥ 701.9$ billion (up $¥ 79.3$ billion from the first quarter of FY2006), operating income, $¥ 10.3$ billion (up $¥ 8.0$ billion), ordinary income, $¥ 11.4$ billion (up $¥ 8.6$ billion) and net income for the periods, $¥ 9.2$ billion (up $¥ 7.3$ billion).

## 2. Qualitative Information regarding Consolidated Financial Position

1) Total assets as of the end of the first quarter of FY2007 (or June 30, 2007) amounted to $¥ 1,617.5$ billion, up $¥ 38.3$ billion from March 31, 2007, mainly resulting in increased inventories due to crude oil price hikes. Net assets as of June 30 , 2007 were $¥ 373.9$ billion and net worth ratio improved to $21.8 \%$.
2) As for consolidated cash flows as of the end of the first quarter of FY2007, net cash provided by operating activities stood at $¥ 5.0$ billion mainly reflecting a combined amount of income before income taxes, depreciation and other funds exceeding a combined amount of an increase in inventories and income tax and other payments. Net cash used in investing activities stood at $¥ 3.1$ billion mainly reflecting payments for the acquisitions of fixed assets. Net cash used in financial activities stood at $¥ 2.2$ billon mainly reflecting cash dividend payments. As a result, cash and cash equivalents as of June 30, 2007 were $¥ 125.8$ billion, down $¥ 300$ million from those as of March 31, 2007.

## 3. Qualitative Information regarding Business Outlook

As for the consolidated and non-consolidated business outlook for the first half period of FY2007, negative factors, including the aggravated market and reduced demand for the petroleum business due to sharp increases in crude oil prices, and alternative supply costs incurred in connection with problems with some units of the refineries, are expected to be offset by positive factors, including a significant increase expected from inventory valuation effects. Therefore, we make no change in the outlook for ordinary income and net income, both consolidated and non-consolidated, for the first half period from our previous announcement (made on May 15, 2007). The latest outlook is made based on the assumptions of an average crude oil price (FOB) at US $\$ 65.0$ per bbl and an exchange rate of $¥ 120.0$ per US\$ for the second quarter of FY2007 (July to September 2007).

As for the consolidated and non-consolidated business outlook for the full year of FY2007, we are currently carefully analyzing variable factors, such as future demand, crude oil price, exchange rate and market trends and as of the date of this release, we make no change in the key forecast figures from our previous announcement (made on May 15, 2007). Also, no change is made in the outlook for dividends payable ( $¥ 3$ per share for the first half and $¥ 5$ per share for the second half of FY2007) from our previous announcement (made on May 15, 2007).
4. Other
(1) Change in significant subsidiaries (or change in certain subsidiaries affecting the range of consolidated accounts of the Cosmo Oil Group) during the current accounting period: None
(2) Adoption of convenient method in accounting:

Some parts of calculation of income taxes and other items are based on the convenient method.
(3) Change in accounting method from the latest fiscal year:

Changes have been adopted in the method for calculating depreciation in the value of depreciable assets, effective from the first quarter of FY2007, in compliance with the revision made to the Japanese Corporation Tax Law in Fiscal Year 2007.
4. (Summarized) Quarterly Financial Statements
(1) Consolidated Balance Sheet (First Quarter FY2007)

(2) Consolidated Statement of Income (First Quarter FY2007)

| Item |  |  | (Unit: million yen, \%) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Q1 FY06 (As } \\ & \text { of June 30, } \\ & \text { 2006) } \end{aligned}$ | $\begin{aligned} & \text { Q1 FY07 (As } \\ & \text { of June 30, } \\ & 2007 \text { ) } \end{aligned}$ | Change |  | $\begin{gathered} \text { (Ref) FY06 (As } \\ \text { of March 31, } \\ \text { 2007) } \end{gathered}$ |
|  | Amount | Amount | Amount | Change | Amount |
| I. Net sales | 691,831 | 760,302 | 68,471 | 9.9 | 3,062,743 |
| II. Cost of sales | 644,117 | 702,901 | 58,784 | 9.1 | 2,852,242 |
| Gross profit | 47,714 | 57,401 | 9,687 | 20.3 | 210,501 |
| III. Selling, general and administrative expenses | 35,060 | 36,594 | 1,534 | 4.4 | 140,858 |
| Operating income | 12,653 | 20,806 | 8,153 | 64.4 | 69,643 |
| IV. Non-operating income | $(4,792)$ | $(5,914)$ | $(1,122)$ | (23.4) | $(20,827)$ |
| Interest and dividend income | 881 | 1,900 | 1,019 | 115.7 | 1,845 |
| Foreign currency exchange gain | 1,297 | - | -1,297 | - | 2,884 |
| Equity in earnings of affiliates | 1,659 | 2,240 | 581 | 35.0 | 9,920 |
| Others | 954 | 1,774 | 820 | 85.9 | 6,177 |
| V. Non-operating expenses | $(3,547)$ | $(4,390)$ | (843) | (23.8) | $(15,680)$ |
| Interest expenses | 2,730 | 3,044 | 314 | 11.5 | 10,686 |
| Foreign currency exchange losses | - | 96 | 96 | - |  |
| Others | 817 | 1,249 | 432 | 52.9 | 4,994 |
| Ordinary income | 13,898 | 22,331 | 8,433 | 60.7 | 74,789 |
| VI. Extraordinary income | 504 | 3,088 | 2,584 | 511.9 | 3,883 |
| VII. Extraordinary losses | 488 | 480 | $\triangle 8$ | $\triangle 1.5$ | 7,429 |
| Net income before income taxes for the first quarter (Fiscal Year) | 13,914 | 24,939 | 11,025 | 79.2 | 71,243 |
| Income taxes | 8,278 | 10,953 | 2,675 | 32.3 | 38,685 |
| Minority interests | 787 | 858 | 71 | 8.9 | 6,021 |
| Net income for the first quarter (Fiscal Year) | 4,848 | 13,127 | 8,279 | 170.8 | 26,536 |

(3) Consolidated Statement of Cash Flows (First Quarter FY2007)
(Unit: million yen)

|  | $\begin{gathered} \text { Q1 FY06 (As of June } \\ 30,2006 \text { ) } \end{gathered}$ | Q1 FY07 (As of June 30, 2007) | (Ref) FY06 (As of March 31, 2007) |
| :---: | :---: | :---: | :---: |
| Item | Amount | Amount | Amount |
| I. Cash flows from operating activities |  |  |  |
| Income before income taxes and minority interests | 13,914 | 24,939 | 71,243 |
| Depreciation and amortization | 7,436 | 8,274 | 29,246 |
| Interest and dividend income | $\triangle 881$ | $\triangle 1,900$ | $\triangle 1,845$ |
| Interest expenses | 2,730 | 3,044 | 10,686 |
| Increase (decrease) in notes and accounts receivable | $\triangle 10,707$ | 10,960 | $\triangle 63,956$ |
| Increase (decrease) in inventories | $\triangle 39,438$ | $\triangle 47,786$ | $\triangle 9,398$ |
| Increase (decrease) in notes and accounts payable | 59,325 | 17,460 | 8,337 |
| Others | $\triangle 18,648$ | 1,171 | 46,650 |
| Sub-total | 13,732 | 16,163 | 90,964 |
| Balance between interest received and interest paid, and dividends received | $\triangle 234$ | 1,524 | $\triangle 7,188$ |
| Income taxes paid | $\triangle 25,919$ | 12,730 | $\triangle 58,771$ |
| Total | $\triangle 12,421$ | 4,957 | 25,004 |
| II. Cash flows from investing activities |  |  |  |
| Payment for acquisition of fixed assets and proceeds from sales of fixed assets | $\triangle 6,114$ | $\triangle 1,119$ | $\triangle 30,076$ |
| Payment or proceeds for loan | 1,422 | $\triangle 467$ | 492 |
| Payment for acquisition of marketable securities and proceeds from sales of marketable securities | $\triangle 1,038$ | $\triangle 1,493$ | $\triangle 6,284$ |
| Total | $\triangle 5,730$ | $\triangle 3,080$ | $\triangle 35,868$ |
| III. Cash flows from financing activities |  |  |  |
| Increase (decrease) of short-term loans and long-term loans | 19,905 | 12,760 | 90,348 |
| Increase (decrease) in bonds and warrant bonds | $\triangle 1,500$ | $\triangle 11,000$ | $\triangle 3,000$ |
| Cash dividends paid | $\triangle 4,700$ | $\triangle 3,357$ | $\triangle 6,715$ |
| Others | $\triangle 512$ | $\triangle 644$ | $\triangle 610$ |
| Total | 13,192 | $\triangle 2,241$ | 80,022 |
| IV. Effect of exchange rate changes on cash and cash equivalents | 87 | 65 | 313 |
| V. Net increase (decrease) in cash and cash equivalents | $\triangle 4,871$ | $\triangle 300$ | 69,473 |
| VI. Cash and cash equivalents at beginning of this quarter (the fiscal year) | 56,632 | 126,105 | 56,632 |
| VII. Cash and cash equivalents at end of this quarter (Fiscal Year) | 51,760 | 125,805 | 126,105 |

## (4) Business segment information <br> [Segment Information]

First Quarter of FY2006 (Ended June 30, 2006)
(Unit: million yen)

|  | Petroleum | Oil <br> resource <br> development | Other | Total | Elimination <br> or corporate | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |  |
| (1) Sales to outside customers | 677,134 | 4,091 | 10,606 | 691,831 | - | 691,831 |
| (2) Inter-segment | 98 | 11,828 | 6,911 | 18,837 | $(18,837)$ | - |
| Total | 677,232 | 15,919 | 17,517 | 710,669 | $(18,837)$ | 691,831 |
| Operating expenses | 672,681 | 6,780 | 17,312 | 696,775 | $(17,597)$ | 679,178 |
| Operating income | 4,550 | 9,138 | 204 | 13,893 | $(1,240)$ | 12,653 |

First Quarter of FY2007 (Ended June 30, 2007)
(Unit: million yen)

|  | Petroleum | Oil <br> resource <br> development | Other | Total | Elimination <br> or corporate | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |  |
| (1) Sales to outside customers | 742,118 | 7,462 | 10,722 | 760,302 | - | 760,302 |
| (2) Inter-segment | 156 | 8,707 | 9,485 | 18,350 | $(18,350)$ | - |
| Total | 742,275 | 16,169 | 20,208 | 778,653 | $(18,350)$ | 760,302 |
| Operating expenses | 727,585 | 8,792 | 19,722 | 756,101 | $(16,605)$ | 739,496 |
| Operating income | 14,689 | 7,376 | 486 | 22,552 | $(1,745)$ | 20,806 |

[Reference] FY2006 (Full Year Ended March 31, 2007)
(Unit: million yen)

|  | Petroleum | Oil <br> resource <br> development | Other | Total | Elimination <br> or corporate | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |  |
| (1) Sales to outside customers | $2,983,900$ | 31,904 | 46,938 | $3,062,743$ | - | $3,062,743$ |
| $(2)$ Inter-segment | 615 | 46,226 | 38,578 | 85,420 | $(85,420)$ | - |
| Total | $2,984,516$ | 78,131 | 85,516 | $3,148,164$ | $(85,420)$ | $3,062,743$ |
| Operating expenses | $2,958,848$ | 34,617 | 83,903 | $3,077,368$ | $(84,267)$ | $2,993,100$ |
| Operating income | 25,668 | 43,514 | 1,613 | 70,795 | $(1,152)$ | 69,643 |

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

## [Geographic segment information]

First Quarter of FY2006 (Ended June 30, 2006)
(Unit: million yen)

|  | Japan | Other | Total | Elimination <br> or corporate | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |
| (1) Sales to outside customers | 663,970 | 27,860 | 691,831 |  |  |
| (2) Inter-segment | 13,318 | 115,748 | 129,067 | $(129,067)$ | 691,831 |
| Total | 677,289 | 143,068 | 820,898 | $(129,067)$ | 691,831 |
| Operating expenses | 672,704 | 134,421 | 807,125 | $(129,947)$ | 679,178 |
| Operating income | 4,585 | 9,187 | 13,772 | $(1,119)$ | 12,653 |

First Quarter of FY2007 (Ended June 30, 2007)
(Unit: million yen)

|  | Japan | Other | Total | Elimination <br> or corporate | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |
| (1) Sales to outside customers | 736,868 | 23,434 | 760,302 | - | 760,302 |
| (2) Inter-segment | 15,049 | 84,419 | 99,469 | $(99,469)$ | - |
| Total | 751917 | 107,154 | 859,772 | $(99,649)$ | 760,302 |
| Operating expenses | 736,613 | 100,563 | 837,176 | $(97,680)$ | 739,496 |
| Operating income | 15,304 | 7,291 | 22,596 | $(1,789)$ | 20,806 |

[Reference] FY2006 (Full Year Ended March 31, 2007)
(Unit: million yen)

|  | Japan | Other | Total | Elimination <br> or corporate | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |
| (1) Sales to outside customers | $2,960,342$ | 102,400 | $3,062,743$ | - | $3,062,743$ |
| (2) Inter-segment | 55,592 | 415,456 | 471,048 | $(471,048)$ | - |
| Total | 3,015934 | 517,957 | $3,533,792$ | $(471,048)$ | $3,062,743$ |
| Operating expenses | $2,989,947$ | 474,297 | $3,464,245$ | $(471,144)$ | $2,993,100$ |
| Operating income | 25,987 | 43,560 | 69,547 | 95 | 69,643 |

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 area: Singapore, the US, UK, UAE, Qatar, and Australia
5. (Summarized) Quarterly Financial Statements
(1) Non-consolidated Balance Sheet

| (Unit: million yen, \%) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Item | FY06 (As of <br> Mar. 31, 2007) <br> Amount | Q1 FY07 (As <br> of June 30, <br> 2007)$\|$ | Change |  | $\begin{gathered} \text { (Ref) Q1 FY06 } \\ \text { (As of June 30, } \\ 2006 \text { ) } \\ \hline \end{gathered}$ |
|  |  |  | Amount | Change | Amount |
| Assets: |  |  |  |  |  |
| I. Current assets | $(852,570)$ | $(898,730)$ | $(46,160)$ | (5.4) | $(805,350)$ |
| Cash and deposits | 44,248 | 30,786 | $\triangle 13,462$ | $\triangle 30.4$ | 17,894 |
| Notes and accounts receivable, trade | 267,858 | 269,181 | 1,323 | 0.5 | 203,272 |
| Marketable securities | 11 | 11 | - | - | 21 |
| Inventories | 322,415 | 370,767 | 48,352 | 15.0 | 352,040 |
| Others | 218,036 | 227,982 | 9,946 | 4.6 | 232,120 |
| II. Fixed Assets | $(581,604)$ | $(582,946)$ | $(1,342)$ | (0.2) | $(580,532)$ |
| Property, plant \& equipment | 438,749 | 436,234 | $\triangle 2,515$ | $\triangle 0.6$ | 439,006 |
| Intangible fixed assets | 4,920 | 4,773 | $\triangle 147$ | $\triangle 3.0$ | 5,325 |
| Investment and other assets | 137,934 | 141,938 | 4,004 | 2.9 | 136,201 |
| Total assets | 1,434,174 | 1,481,676 | 47,502 | 3.3 | 1,385,882 |
| Liabilities: |  |  |  |  |  |
| I. Current liabilities | $(806,626)$ | $(855,289)$ | $(48,663)$ | (6.0) | $(784,780)$ |
| Accounts payable, trade | 273,626 | 300,295 | 25,669 | 9.7 | 329,275 |
| Short-term loans | 212,928 | 237,015 | 24,087 | 11.3 | 188,409 |
| Corporate bond redeemable within one year | 30,300 | 20,800 | $\triangle 9,500$ | $\triangle 31.4$ | 12,500 |
| Accrued expenses | 211,239 | 213,966 | 2,727 | 1.3 | 208,224 |
| Others | 78,531 | 83,211 | 4,680 | 6.0 | 46,370 |
| II. Long-term liabilities | $(372,692)$ | $(362,772)$ | $(\triangle 9,920)$ | ( $\triangle 2.7$ ) | $(339,072)$ |
| Bonds | 2,500 | 1,000 | $\triangle 1,500$ | $\triangle 60.0$ | 21,800 |
| Warrant bond (CB type) | 18,000 | 18,000 | - | - | 18,000 |
| Long-term loans | 308,995 | 295,590 | $\triangle 13,405$ | $\triangle 4.3$ | 259,049 |
| Others | 43,196 | 48,182 | 4,986 | 11.5 | 40,222 |
| Total liabilities | 1,179,318 | 1,218,061 | 38,743 | 3.3 | 1,123,852 |
| Net asset: |  |  |  |  |  |
| I. Shareholders' equity | $(208,489)$ | $(214,351)$ | $(5,862)$ | (2.8) | $(211,153)$ |
| Common stock | 62,366 | 62,366 | - | - | 62,366 |
| Capital surplus | 44,561 | 44,561 | - | - | 44,560 |
| Retained earnings | 101,624 | 107,491 | 5,867 | 5.8 | 104,277 |
| Less treasury stock, at cost | $\triangle 63$ | $\triangle 69$ | $\triangle 6$ | 9.1 | $\triangle 51$ |
| II. Valuation and translation adjustments | $(46,366)$ | $(49,263)$ | $(2,897)$ | (6.2) | $(50,876)$ |
| Net unrealized gains on securities | 12,036 | 13,695 | 1,659 | 13.8 | 11,545 |
| Deferred gain from hedging | 16,252 | 17,490 | 1,238 | 7.6 | 18,066 |
| Revaluation reserve for land | 18,077 | 18,077 | - | - | 21,264 |
| Total net assets | 254,856 | 263,614 | 8,758 | 3.4 | 262,030 |
| Total liability and net assets | 1,434,174 | 1,481,676 | 47,502 | 3.3 | 1,385,882 |

(2). (Summarized) Non-consolidated Statements of Income (First Quarter FY2007)

| Item | Q1 FY06 (As of June 30, 2006) | Q1 FY07 (As of June 30, 2007) | (Unit: million yen, \%) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Change |  | $\begin{aligned} & \text { (Ref) FY06 (As } \\ & \text { of March 31, } \\ & \text { 2007) } \end{aligned}$ |
|  | Amount | Amount | Amount | Change | Amount |
| I. Net sales | 622,567 | 701,910 | 79,343 | 12.7 | 2,831,217 |
| II. Cost of sales | 599,039 | 668,647 | 69,608 | 11.6 | 2,738,861 |
| Gross profit | 23,528 | 33,263 | 9,735 | 41.4 | 92,356 |
| III. Selling, general and administrative expenses | 21,219 | 22,963 | 1,744 | 8.2 | 84,022 |
| Operating income | 2,308 | 10,299 | 7,991 | 346.1 | 8,333 |
| IV. Non operating income | $(3,771)$ | $(5,383)$ | $(1,612)$ | (42.7) | $(13,661)$ |
| Interest and dividend income | 1,489 | 3,718 | 2,229 | 149.6 | 5,652 |
| Foreign currency exchange gains | 1,436 | - | $\triangle 1,436$ | - | 2,774 |
| Others | 845 | 1,665 | 820 | 96.9 | 5,234 |
| V. Non operating expenses | $(3,258)$ | $(4,269)$ | $(1,011)$ | (31.0) | $(14,432)$ |
| Interest expenses | 2,537 | 2,908 | 371 | 14.6 | 10,430 |
| Foreign currency exchange losses | - | 298 | 298 | - | - |
| Others | 721 | 1,063 | 342 | 47.4 | 4,001 |
| Ordinary income | 2,821 | 11,413 | 8,592 | 304.5 | 7,562 |
| VI. Extraordinary income | 394 | 3,076 | 2,682 | 679.6 | 3,011 |
| VII. Extraordinary losses | 457 | 451 | $\triangle 6$ | $\triangle 1.3$ | 8,460 |
| Net income before income taxes for the first quarter (Fiscal Year) | 2,758 | 14,038 | 11,280 | 408.9 | 2,113 |
| Income taxes | 904 | 4,813 | 3,909 | 432.1 | 772 |
| Net income for the first quarter (Fiscal Year) | 1,853 | 9,225 | 7,372 | 397.6 | 1,341 |

## (3). Breakdown of Net Sales by Product

|  | $\begin{aligned} & \text { Q1 FY06 (As of June 30, } \\ & \text { 2006) } \end{aligned}$ |  | $\begin{aligned} & \text { Q1 FY07 (As of June 30, } \\ & \text { 2007) } \end{aligned}$ |  | 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 | 4,042 | 317,028 | 4,330 | 374,818 | 288 | 57,790 |
| Kerosene and diesel fuel | 3,288 | 171,326 | 3,252 | 192,547 | $\triangle 36$ | 21,221 |
| Heavy fuel oil | 2,304 | 101,253 | 1,991 | 99,811 | $\triangle 313$ | $\triangle 1,442$ |
| Others | 688 | 32,959 | 653 | 34,733 | $\triangle 35$ | 1,774 |
| Total | 10,324 | 622,567 | 10,227 | 701,910 | $\triangle 97$ | 79,343 |


[^0]:    Note: Request for appropriate use of the outlook for future results and other special remarks:
    Both consolidated the and non-consolidated business outlook as mentioned above is based on information available as of the published date of this release and actual results may differ from the forecast subject to various factors that may arise in the future.
    As for the above business outlook, please refer to the "3. Qualitative Information regarding Business Outlook" of the "Qualitative Information regarding Operating Results" on Page 3 of this release.

