Please note that the following is an unofficial English translation of Japanese original text of the Notice of Convocation of the 102nd Ordinary General Meeting of Shareholders of COSMO OIL CO., LTD. The Company provides this translation for reference and convenience purposes only and without any warranty as to its accuracy or otherwise. In the event of any discrepancy between this translation and the Japanese original, the latter shall prevail.

Securities Code: 5007

June 3, 2008

To Shareholders with Voting Rights

Yaichi Kimura President COSMO OIL CO., LTD. 1-1-1, Shibaura, Minato-ku, Tokyo

### NOTICE OF CONVOCATION OF THE 102nd ORDINARY GENERAL MEETING OF SHAREHOLDERS

You are cordially invited to attend the 102nd Ordinary General Meeting of Shareholders of COSMO OIL CO., LTD. (the "Company"). The Meeting will be held as described below.

If you are unable to attend the Meeting, you can exercise your voting rights by either of the following methods. Please review the "Reference Documents for General Meeting of Shareholders" mentioned below, and exercise vour voting rights by no later than 5:30 p.m., Monday, June 23, 2008.

[When Exercising Voting Rights in Writing]

Please vote on the proposals in the enclosed Voting Rights Exercise Form, and return it so that it will arrive by the aforementioned exercise deadline.

[When Exercising Voting Rights by Electromagnetic Means (via Internet, etc.)]

For exercising your voting rights via the Internet, etc., access the website designated by the Company for exercising voting rights (http://www.web54.net/), and, using the "voting rights exercise code" and "password" as described in the enclosed Voting Rights Exercise Form, follow the guidance on screen and enter your approval or disapproval for the proposals.

If you exercise your voting rights by electromagnetic means (via the Internet), please check the "Guidance for Voting by Electromagnetic Means (via the Internet)" on page 49.

**1. Date and Time:** 10:00 a.m., Tuesday, June 24, 2008.

**2. Place:** "Willard" 5F, INTERCONTINENTAL TOKYO BAY,

1-16-2, Kaigan, Minato-ku, Tokyo, Japan

3. Agenda of the Meeting:

Matters to be Reported: (1)

- (1) The Business Report and the Consolidated Financial Statements, and Audit Reports of the Accounting Auditor and the Board of Corporate Auditors for the Consolidated Financial Statements for the 102nd Fiscal Year (from April 1, 2007 to March 31, 2008)
- (2) The Non-consolidated Financial Statements for the 102nd Fiscal Year (from April 1, 2007 to March 31, 2008)

### Proposals to be Resolved:

**Proposal No. 1:** Appropriation of Surplus

**Proposal No. 2:** Partial Amendments to the Articles of Incorporation

**Proposal No. 3:** Election of Ten (10) Directors

#### 4. Notice

- (1) If you exercise your voting rights by two different methods, that is, by electromagnetic means (via the Internet) as well as in writing (Voting Rights Exercise Form), the vote that arrives at the Company later shall be deemed valid. If those two votes arrive at the Company on the same day, the vote by the electromagnetic means (via the Internet) shall be deemed valid.
- (2) If you exercise your voting rights by electromagnetic means (via the Internet) more than once, your final vote shall be deemed to be valid.

- 1. For those attending, please present the enclosed Voting Rights Exercise Form at the reception desk upon arrival at the Meeting.
- 2. Voting by proxy is possible only when delegated to a shareholder of the Company with voting rights. In such instance, the shareholder must submit a letter of proxy to the reception desk. The proxy must be a single shareholder.
- 3. Should any modification to the Reference Documents for General Meeting of Shareholders, Business Report, Non-consolidated Financial Statements and Consolidated Financial Statements occur, the matters after modification will be posted on the Internet website of the Company (http://www.cosmo-oil.co.jp).

(Attached Documents)

### **BUSINESS REPORT**

(From April 1, 2007 to March 31, 2008)

### 1. Business Overview

### (1) Review of Operations of the Group

For this consolidated fiscal year, **Japan's economy** was on a moderate recovery trend against a backdrop of high levels of corporate profits; however, following the spike in the crude oil price and concern about a slowdown in the U.S. economy, the recovery trend stalled out toward the term end. In the meantime, **domestic demand for petroleum products** decreased as a result of constricted consumption because of sharp rise in the price of gasoline and fuel consumption performance improvements. On top of this, demand for diesel fuel shrank due to a decrease in car ownership numbers, and demand for kerosene and heavy fuel oil A shrank due to fuel conversion to other energy sources and the advances in energy-saving achievements, and as a whole, demand in the previous term dropped off considerably.

As for the **crude oil price**, Dubai crude oil, which had been around \$63/barrel at the beginning of the term, kept recording new highs against the backdrop of steady demand centering on China and the Middle East, the weak dollar against the backdrop of concern about a slowdown in the U.S. economy and the flow of funds to commodities markets accompanying that, and, in addition, increases of tension in international circumstances such as the political instability in the Middle East and Africa regions, and in March it rose up to around of \$101/barrel, the highest during the term, and ended the term at around \$97/barrel. The average throughout the term was around \$77/barrel, which is about 17 dollars higher than the previous term

With respect to **exchange rates**, initially the strong dollar trend held steady at around 117 yen per dollar at the beginning of the term, supported by the steady U.S. economy, however, in late July and thereafter, in response to spreading credit fears due to the Subprime loan problem in the United States, the dollar depreciated steeply, and in March it declined to around ¥95 per dollar range, for the first time in 12 years, and ended the term at ¥99 per dollar. As a result of the all-time-high crude oil price, the keynote for domestic **product market conditions** was one of increase throughout the year, both for price at service stations and delivery price for industrial use.

In this business environment, the **Cosmo Oil Group** was in the final year of its New Consolidated Medium-term Management Plan, which started in FY2005, and with the basic policies of "building up a management base capable of enduring future structural changes" and "shift toward growth strategy," it has made concerted efforts as a group.

The Company carried out a comprehensive and strategic business alliance on September 18 centering on the energy field in the Japan/Asia/Pacific Rim with the International Petroleum Investment Company (the "IPIC"), an investment company wholly financed by the Abu Dhabi Emirate Government of the United Arab Emirates. As a result of this alliance, the Company decided to issue 176,000,000 new shares of common stock (equivalent to about 20% of the total of issued and outstanding shares and potential shares of the Company after the issue of these new shares) via third party allocation and allocated all of the shares to Infinity Alliance Limited, a special purpose company established by IPIC to receive allocation of the third party allocation capital increase, and completed a third party allocation capital increase with a total issuance amount of \fmathbf{\fmathbf{\fmathbf{8}9}}.8 billion at \fmathbf{\fmathbf{5}10} issue par per share. In addition, accompanying this capital alliance, upon resolution at the Extraordinary General Meeting of Shareholders held on December 11, the Company accepted two outside directors from IPIC.

### [Petroleum Business]

In sales aspects, the Company has promoted such distribution structure improvements as improvement of the gasoline sales to fuel oil sales ratio, expansion of sales outlets of high profitability, and worked to enhance the overall company sales force. In sales at service stations, under the theme of "acceleration of improvements in the distribution structure using Cosmo Brand Power," a program has been conducted for survival in a market environment of intensified competition among service stations. As a result of the promotion of newly-established self-service stations and the conversion of existing service stations to self-service stations, in response to the increasing trend toward self-service stations, the number of self-service stations increased by 78, to 867, and the ratio of self-service stations to all service stations increased to 21.0%, a 2.9% increase over the previous term. Additionally, the Company redoubled its

efforts for the "Cosmo The Card," a self-issued credit card and one of the most heavily subscribed cards in the business sector, and, as a result, the number of valid cards increased by 250 thousand units over the previous term, to 3,050 thousand. The Company will continue to work toward further expansion of the number of members and improvements to convenience in the future as well. Moreover, the Company newly extended its "Filling Up Your Hearts, Too Proclamation," an effort for customers to get an even better sense of our catch phrase "Filling Up Your Hearts, Too" and to establish the Cosmo Brand as one that customers will choose, and where we promoted efforts to provide convenient, safe and secure services at service stations by carrying out a campaign for customer assessment of service stations, and a service station service diagnosis survey by external research firms. Additionally, in sales of industrial fuel oil, we received an award in February from US AAG (Armbrust Aviation Group), which is a consulting group on aviation-related industrial research and analysis well-known in and outside the United States, as the most outstanding aviation fuel sales dealer in the Asia and Pacific area, for the third time, following on last year, and, from the viewpoint of customers, our services—such as our specialized technologies and high competitiveness—were highly rated. In overseas sales, via Cosmo Oil of U.S.A., Inc., one of our group companies, we were able to work on expanding sales outlets in overseas markets, where steady demand is ongoing, such as commencement in May of wholesaling of diesel fuel in the Los Angeles area of California, Going forward as well, the Company will promote expansion of overseas sales outlets and strive to secure stable sales outlets and high profits.

Next, as for the aspects of procurement of crude oil and petroleum products, while working to reinforce our relationships with the oil producing countries in the Middle East, and flexibly responding to fluctuations of the demand and supply environment and the petroleum market, the Company has been working toward securing stable supply of crude oil and petroleum products, and procurement at proper costs. For the production aspect, with the companywide safety target of "improvement of the overall level of company management through implementation of voluntary safety efforts in a return to basics." the Company has worked to reinforce its safety management system. We took very seriously the fire accident at our Chiba Refinery that occurred in April 2006 and the violations of the High Pressure Gas Security Law at our refineries that were discovered in August of that year, following on the previous year, and we have been making progress on our efforts to prevent the reoccurrence of accidents and specific efforts for compliance with safety related laws. Additionally, we worked to further enhance the competitiveness of our refineries by rationalization of refining costs and increasing added value, and meanwhile made efforts to cut energy by upgrading our equipment to higher efficiency. For **logistics**, the number of service stations that have introduced the DCD (Driver Controlled Deliveries) single discharge system, which aims at reducing the discharge time for tank trucks, increased even further, and this is making a great contribution to improving the operational rate of tank trucks. Moreover, as a result of the continuation of constant joint service via Nippon Global Tanker Co., Ltd., which is a joint company with Nippon Oil Corporation, we succeeded in producing further results from the alliance and crude oil transportation promoted efficiency improvements. With regard to financial affairs aspects, working to reduce interest-bearing debt, we held down long-term debt through implementation of a third party allocation capital increase in a business alliance with IPIC. As for **new business**, in our new energy efforts, we have been continuously working on commercial operation of wind power stations, demonstration study of GTL, technologies for converting natural gas to liquid fuel, cogeneration (thermometric sales) and wholesale electrical supply (IPP) businesses, etc. Additionally, in order to promote early stage penetration of petroleum-type fuel cells, the Company formed a business alliance with Nippon Oil Corporation in April in the fuel cell field, and, in a verification test of petroleum-type fuel cells, we installed an LP gas spec. and residential use fuel cell of kerosene spec. in ordinary households, extending our energy supply business in response to customer needs. With respect to the "5-amino laevulinic acid (ALA)" business, we have worked to expand sales in the Europe area of the "Pentakeep® Super" high capacity fertilizer, which promotes growth of plants, and which went on sale during the previous year. Additionally, toward sales of ALA-inclusive products in the hair-growth tonic and medical fields, we are currently committed to making progress as well in commercialization. In the R&D aspect, concerning "refinery surplus sludge reduction process technology," which can greatly reduce surplus sludge emissions from refinery effluent treatment facilities, the Company received the "2006 The Japan Petroleum Institute Award for Technological Progress" in May under joint name with the Petroleum Energy Center, and, concerning "Research concerning Structural Analysis of Petroleum Refining Catalysts Using 129Xe-NMR," which is an analytical technology for detailed analysis of the structure of catalysts used in petroleum refining, the Company received in the same month 2006 the Japan Petroleum Institute Noguchi Memorial Award, and was able to show off the high level technological development ability of Cosmo Oil Group, following on the awarding of the Scientific Technology Prize of the Minister of Economy, Trade and Industry, and

Minister of Education, Culture, Sports, Science and Technology Awards in the previous year. In December, for the purpose of development of new energy sources and building further good relationships with the UAE, jointly with the MASDAR-Abu Dhabi Future Energy Company, which is a government-related institution of that country, the Company executed a joint R&D agreement on development of concentrating solar heat generation technology with the Tokyo Institute of Technology. For petrochemicals, CM Aromatics Co., Ltd., a joint venture company with Maruzen Petrochemical, continues sales of mix xylene, which is a raw material for polyester fabrics and PET bottles, against the backdrop of steady demand for petrochemical products, and greatly contributed to the profits of the Cosmo Oil Group. As for **environmental aspects**, using donations we received from members of Cosmo Card Eco members, which has been supported by the rising consciousness about participation in environmental preservation activities and a portion of our Group sales, we have been extending inside and outside Japan Global Environment Contribution Activities "Living with Our Planet" Project (7 projects in 7 countries). From this fiscal year, in order to work toward large scale environmental education efforts including fostering environmental education leaders and hosting experience programs through practical efforts for the environmental preservation of terraced rice fields and woodlands, the Company launched the participatory environmental education "Satoyama School" Program in Nagano Prefecture's Iizuna Town. Going forward, as well, we will keep working toward practical environmental preservation efforts inside and outside Japan, aiming at helping more and more people to experience environmental preservation activities and get a feel for environmental issues at closer proximity. In addition, in order to cooperate in the reduction of greenhouse gases set under the Kyoto Protocol, as an auxiliary program of METI's "2007 Biomass-derived Fuel Introduction Project," in April, the Company commenced sales at six service stations in the Tokyo metropolitan area of "Bio Gasoline," which is regular gasoline with Bio ETBE blended in. What's more, as to the issue of soil pollution measures at service stations and refineries, etc., the Company continued the planned soil research activities it has been implementing from the viewpoint of attempting to prevent leakage before the fact and minimizing the impact on the environment should a leak occur. Moreover, in order to realize management concepts and corporate action policies, we have installed a CSR Promotion Committee that administers activities relevant to CSR and internal controls for the overall Group. Additionally, in order to prepare for a secure supply of petroleum products at times of occurrence of large scale disasters, as a part of the Business Continuity Plan (such as basic policies, systems and procedures, etc.) the Company has completed the transfer of its backbone system, including the transfer of the information center. As a result of the abovementioned efforts, the sales volume of the Company was 44,961 thousand kiloliters, which outperformed the previous term by 0.8 %, for all oil types. Net sales in the petroleum business increased by 15.3% from the previous year, to ¥3,442.2 billion, and operating income outperformed the previous term's results by 53.2%, to ¥39.3 billion.

# [Oil Exploration and Production Business]

In the current consolidated fiscal year Cosmo Energy Exploration & Development Ltd., Cosmo Oil Group Controlling Company of oil exploration and production business, has promoted business centered on the emirate of Abu Dhabi and Oatar, which are core areas for oil exploration and production for the Cosmo Oil Group. Cosmo Energy Exploration & Development executed an Exploration Production Sharing Agreement with the Qatar government jointly with two foreign companies in October, and actively worked to explore new mining claims, acquiring an offshore mining claim in the Northern Qatari Peninsula (Block 3 Mining Claim) and participating in the Exploration Development Project in Australia (AC/P32 Mining Claim) in January. In February, Cosmo Energy Exploration & Development's subsidiary, Qatar Petroleum Development Co., Ltd. reached an agreement with the Qatar government concerning a new oilfield (the A-Structure Southern part oilfield) development plan (production is scheduled to start in 2010, producing about 3 thousand barrel per day). In addition, Abu Dhabi Oil Co., Ltd. and United Petroleum Development Co., Ltd. continued stable production of crude oil in the Middle East area, and as a result, our interest in crude oil acceptance was about 25 thousand barrel per day, which makes up about 5.0% of the amount of imports of crude oil for the Company. As a result of the above efforts, net sales in oil exploration and production business increased by 7.6% from the previous year, to ¥84.1 billion, and operating income underperformed the previous term's results by 0.1%, to \(\frac{4}{4}\)3.5 billion.

### [Other Businesses]

In such operations such as buying, selling and leasing as sale and purchase, and leasing of real estate facilities and construction and leasing of petroleum related facilities, and insurance, etc., the Company has worked to improve profitability through rationalization and efficiency improvements. Net sales in other

businesses increased by 15.8% from the previous year, to ¥99 billion, and operating income increased from the previous term's results by 59.7%, to ¥2.6 billion.

As a result of such management activities, during the fiscal year, our consolidated net sales, operating income, ordinary income and net income outperformed the previous term results by 15.0%, 20.3%, 26.1% and 32.5%, respectively, to \(\frac{1}{3}\), 523.1 billion, \(\frac{1}{3}\)8 billion, \(\frac{1}{3}\)94.3 billion, and \(\frac{1}{3}\)5.2 billion.

### [Business Segment Information]

(Millions of ven)

|                  | Petroleum<br>Business | Oil Exploration and Production Business | Other<br>Business | Elimination or<br>Corporate | Consolidated |
|------------------|-----------------------|---|-------------------|-----------------------------|--------------|
| Net Sales        | 3,442,185             | 84,069                                  | 99,009            | -102,178                    | 3,523,086    |
| Operating Income | 39,314                | 43,453                                  | 2,576             | -1,548                      | 83,796       |

### (2) Issues to be Addressed

With regard to **the economic environment going forward**, Japan's economy is expected to continue a moderate recovery sustained by an expansion of world economy, on the other hand, it is still concerned that the business trend remains uncertain reflecting U.S. economic slowdown. In the petroleum industry, gasoline mileage is forecast to keep improving, and besides, due to the hovering of crude oil price at a high level, demand for gasoline is projected to decrease, and it's also predicted that domestic demand will decrease for petroleum products overall resulting from the slowdown in the increase in number of households and acceleration of the conversion to alternative energies, so it is anticipated that the tough management environment will continue. Meanwhile, there will be an expansion of business areas in response to a steady increase in demand overseas for petroleum products and petrochemical products.

**The Cosmo Oil Group** will formulate a Third Stage Consolidated Medium-term Management Plan (FY2008 to FY2010), starting in FY2008, with a focus on anticipating the future inspired by the strategic business and funds alliance with IPIC, position this period as one of strategic preparation for restructuring the profit base and future growth, and work wholeheartedly toward realization of future measures.

# [Restructuring the Profit Base and Striving for Future Growth] 1) Reinforcement of Profitability in Petroleum Refining and Marketing Business

For enhancement of the profit base in the petroleum refining and marketing business, the Company will attempt to build a strong production system and sales network that includes the Cosmo Oil Group companies, and meanwhile the Cosmo Oil Group will concentrate our all strength for activities for customers to have a real feeling of our catch phrase "Filling Up your Heart, Too." In order to deal with decreases in demand and structural changes, in the production division, through investment for upgrading refineries centering on new installation (projected commencement of operations in FY2010) of heavy oil cracking equipment at Sakai Refinery, which was determined in November 2006, the Company will prepare system for production increase of white oil with high profitability, and continue enhancement of competitiveness of refineries. Moreover, in order to expand the scale of exports to take advantage of steady demand increases overseas, the Company will prepare an export infrastructure and expand export volume, 1,500,000 kiloliters per year as of the current fiscal year to 4,000,000 kiloliters per year, targeting FY2010, when the heavy oil cracking equipment at Sakai Refinery is projected to go into operation.

# 2) Early Decision Making to Accelerate Growth Strategies in Oil Exploration and Production Business and Petrochemical Business

For accelerating the growth strategy, in the Oil Exploration and Production Business, by moving forward stable production centered on Cosmo Oil Group Companies, Abu Dhabi Oil Co., Ltd., and United Petroleum Development Co., Ltd., and expansion of production at Qatar Petroleum Development Co., Ltd., and the onset of production in Australia, the Cosmo Oil Group will improve its voluntary development crude oil percentage to 10%, and work to expand crude oil production. In the Petrochemical Business, through enhancement of further collaboration with Maruzen Petrochemical, and examination for

upgrading of petrochemical product manufacturing facilities, we will be making efforts for expansion and growth of business area.

### 3) Pursuit of Alliance Synergy with IPIC

The Company will confer with IPIC on joint business projects that contribute to enhancing the profitability of both companies in a wide range of fields such as new oilfield development inside and outside the Abu Dhabi Emirate, further sophistication and added value enhancement of refineries of the Company including the Petrochemical Business, international expansion of the LPG business and ALA business, and expansion of sales of petroleum products overseas.

### [Promotion of CSR Management and Environmental Management]

### 1) "Management to Execute Social Responsibility"

Concerning the Cosmo Oil Group overall for promotion of CSR management and environmental management, the Group was able to achieve a certain level of results in the Consolidated Medium-term CSR Plan (FY 2005-2007), and we will continually work to enhance the CSR promotion system, to build the safety management system, to enhance human rights and personnel measures and to promote environmental measures, and based on a new Consolidated Medium-term CSR Plan (FY 2008-2010), formulated newly with focus points of enhancement of relationships with stakeholders, we will also work to promote activities toward realization of the sustainable society and the global environment while encouraging voluntary participation from Cosmo Oil Group employees.

Cosmo Oil Group will the activate management resources of the Group and bring together its wisdom, while working towards "Harmony and Symbiosis" of energy, society and the global environment, based on Group management concepts grounded in CSR, through stable supply of safe and convenient energy, thoroughgoing implementation of management with an emphasis on compliance, and social contribution activities and environmental preservation activities on a global scale, and resolve to develop a general energy corporate group that aims at "Creating Future Values" through such things as development and provision of new products, technologies, and services in response to the needs of customers and society, thus contributing to the ongoing development of society.

In meeting the challenges of the fiscal year ahead, we look forward to the continued guidance and support of our shareholders.

### (3) Production and Order Acceptance

1) Consolidated Production and Order Acceptance

| Character and other resonance           |                      |                   |                     |  |  |
|---|----------------------|-------------------|---------------------|--|--|
| Name of Business Segment                |                      | Production Volume | Changes from FY2006 |  |  |
| Petroleum Business                      |                      | millions of yen   | %                   |  |  |
|   | Gasoline/Naphtha     | 507,634           | 23.6                |  |  |
|   | Kerosene/Diesel Fuel | 704,647           | 29.2                |  |  |
|   | Heavy Fuel Oil       | 412,102           | 36.3                |  |  |
|   | Other                | 151,404           | 12.9                |  |  |
|   | Subtotal             | 1,775,788         | 27.5                |  |  |
| Oil Exploration and Production Business |                      | 19,124            | 9.5                 |  |  |
| Total                                   |                      | 1,794,913         | 27.3                |  |  |

- (Notes) 1. Domestic fuel not included.
  - 2. Production volume includes portions consigned to other companies and excludes portions consigned from other companies.
  - 3. Amount above does not include consumption taxes.
  - 4. Amount above does not include production volume between segments.

| Name of Business<br>Segment | Amount of Orders | Changes from FY2006 | Outstanding<br>Orders | Changes from FY2006 |
|-----------------------------|------------------|---------------------|-----------------------|---------------------|
| -                           | millions of yen  | %                   | millions of yen       | %                   |
| Other Business              | 27,879           | -14.8               | 13,403                | -25.4               |

(Note) Amount above does not include consumption taxes.

2) Non-consolidated Production and Order Acceptance

| Oil Type             | FY2007        | FY2006        | Changes from FY2006 |
|----------------------|---------------|---------------|---------------------|
|                      | thousand kl/t | thousand kl/t | %                   |
| Gasoline/Naphtha     | 8,174         | 7,755         | 5.4                 |
| Kerosene/Diesel Fuel | 10,632        | 9,613         | 10.6                |
| Heavy Fuel Oil       | 7,254         | 6,331         | 14.6                |
| Other                | 2,376         | 2,404         | -1.2                |
| Total                | 28,437        | 26,105        | 8.9                 |

- (Notes) 1. Production volume includes portions consigned to other companies and excludes portions consigned from other companies.
  - 2. In addition to the abovementioned production, domestic purchase (current term 11,987 thousand kiloliters, previous term 12,190 thousand kiloliters) and overseas purchase (current term 5,047 thousand kiloliters, previous term 6,402 thousand kiloliters)

### (4) Sales

1) Consolidated Sales

| Name of Business Segment                |                      | Sales Volume    | Changes from FY2006 |
|---|----------------------|-----------------|---------------------|
|   |                      | millions of yen | %                   |
|   | Gasoline/Naphtha     | 1,527,641       | 9.9                 |
| Petroleum Business                      | Kerosene/Diesel Fuel | 1,038,225       | 18.5                |
| renoieum business                       | Heavy Fuel Oil       | 530,983         | 25.7                |
|   | Other                | 344,706         | 16.6                |
|   | Subtotal             | 3,441,557       | 15.3                |
| Oil Exploration and Production Business |                      | 32,250          | 1.1                 |
| Other Business                          |                      | 49,278          | 5.0                 |
| To                                      | tal                  | 3,523,086       | 15.0                |

(Notes) 1. Gasoline tax and local road tax are included in amount of gasoline.

- 2. Amount above does not include consumption taxes.
- 3. Amount above does not include volume of sales between segments.

### 2) Non-consolidated Sales

| Type of Oil          | FY2007        | FY2006        | Changes from FY2006 |
|----------------------|---------------|---------------|---------------------|
|                      | thousand kl/t | thousand kl/t | %                   |
| Gasoline/Naphtha     | 17,441        | 17,700        | -1.5                |
| Kerosene/Diesel Fuel | 15,576        | 15,147        | 2.8                 |
| Heavy Fuel Oil       | 9,120         | 8,820         | 3.4                 |
| Other                | 2,823         | 2,949         | -4.3                |
| Total                | 44,961        | 44,617        | 0.8                 |

### (5) Capital Expenditures of the Group

The Group spent a total of ¥49 billion on capital investments during the consolidated fiscal year, primarily as in the following:

1) Primary Facilities Completed during the Current Consolidated Fiscal Year

- Cosmo Oil

Nationwide: New establishment and remodeling of service stations (petroleum business)

- Subsidiaries Qatar Petroleum Development Co., Ltd.

Qatar: Recoverable accounts under production sharing

- Subsidiaries Abu Dhabi Oil Co., Ltd.

Abu Dhabi (United Arab Emirates):

Production facilities (oil exploration and production business)

2) Ongoing New Establishment and Expansion of Primary Facilities during the Current Fiscal Year

- Cosmo Oil

Sakai Refinery: New establishment of heavy fuel oil cracking equipment group (petroleum

business)

### (6) Financing Activities

1) The Company issued 176,000,000 shares (issue par: ¥510 per share) by third party allocation on October 5, 2007 as issue date, and raised total ¥89.8 billion funds.

# (7) Acquisition or Disposition of Shares or Other Equities or Stock Acquisition Rights, etc. of Other Companies

Not applicable.

### (8) Assets, Profit and Loss for Recent Four Fiscal Years

1) Consolidated Assets, Profit and Loss

(Billions of yen)

|                 | The 99th Term | The 100th Term | The 101st Term | The 102nd Term |
|-----------------|---------------|----------------|----------------|----------------|
|                 |               |                |                | (Current Term) |
|                 | FY2004        | FY2005         | FY2006         | FY2007         |
| Net Sales       | 2,154.5       | 2,670.6        | 3,062.7        | 3,523.1        |
| Ordinary Income | 63.1          | 119.6          | 74.8           | 94.3           |
| Net Income      | 26.4          | 61.8           | 26.5           | 35.2           |
| Net Income per  | 41.73         | 94.54          | 39.54          | 46.72          |
| Share (yen)     | 41./3         | 94.34          | 39.34          | 40.72          |
| Total Assets    | 1,323.1       | 1,463.6        | 1,579.2        | 1,627.9        |
| Net Assets      | 227.8         | 312.5          | 361.6          | 469.7          |

- (Notes) 1. Net income per share is calculated on the basis of the average number of shares outstanding during the term (excluding the average number of treasury shares held during the term).
  - 2. Please refer to "Section 1. Business Overview, (1) Review of Operations of the Group" for the operating results for the 102nd Term.
  - 3. The Company adopted "Accounting Standards on Presentation of Net Assets Sections of Balance Sheets" (Business Accounting Standards Committee, Financial Accounting Standards No. 5, December 9, 2005) and the "Implementation Guidance for Business Accounting Standards, etc. of Net Assets Sections of Balance Sheets" (Business Accounting Standards Committee, Financial Accounting Standards Implementation Guidance No. 8, December 9, 2005) from the 101st Term.

### 2) Non-consolidated Assets, Profit and Loss

(Billions of yen)

|                 | The 99th Term The 1 |         | The 101st Term | The 102nd Term |
|-----------------|---------------------|---------|----------------|----------------|
|                 |                     |         |                | (Current Term) |
|                 | FY2004              | FY2005  | FY2006         | FY2007         |
| Net Sales       | 1,964.9             | 2,495.4 | 2,831.2        | 3,301.6        |
| Ordinary Income | 41.7                | 75.6    | 7.6            | 26.4           |
| Net Income      | 13.7                | 46.5    | 1.3            | 13.2           |
| Net Income per  | 21.59               | 71.10   | 2.00           | 17.50          |
| Share (yen)     | 21.39               | /1.10   | 2.00           | 17.30          |
| Total Assets    | 1,163.5             | 1,331.2 | 1,434.2        | 1,450.9        |
| Net Assets      | 181.2               | 248.4   | 254.9          | 338.1          |

- (Notes) 1. Net income per share is calculated on the basis of average number of shares outstanding during the term (excluding the average number of treasury stock held during the term).
  - 2. The Company adopted "Accounting Standards on Presentation of Net Assets Sections of Balance Sheets" (Business Accounting Standards Committee, Financial Accounting Standards No. 5, December 9, 2005) and the "Implementation Guidance for Business Accounting Standards, etc. of Net Assets Sections of Balance Sheets" (Business Accounting Standards Committee, Financial Accounting Standards Implementation Guidance No. 8, December 9, 2005) from the 101st Term.

### (9) Principal Business Lines (as of March 31, 2008)

The principal business of the Group is Petroleum Business, including imports, refining, storage, and sales of crude oil and petroleum products, and manufacturing and sales, etc. of petrochemical products, and Oil Exploration and Production Business including exploration and production of crude oil, etc. In other businesses, the Group is engaged in oil-related facilities construction and insurance agency business, etc.

## (10) Principal Offices and Plants (as of March 31, 2008)

1) The Company

| Head Office    | 1-1-1, Shibaura, Minato-ku, Tokyo                                       |
|----------------|---|
| Branches       | Sapporo/Sendai/Tokyo/Nagoya/Osaka/Hiroshima/Takamatsu/Fukuoka           |
| Refineries     | Chiba (Ichihara-shi)/Yokkaichi/Sakai/Sakaide                            |
| Laboratories   | Central laboratory (Satte-shi Saitama Pre.)                             |
| Overseas Bases | Abu Dhabi (United Arab Emirates) /Doha (Qatar)/Beijing (China)/Shanghai |
|                | (China)   |

(Reference)

Facilities scale of the Company

Crude oil processing capacity

635 thousand barrel per day

Number of oil storage depots (including 34 bailed oil storage depots)

Number of affiliated service stations

4,178

2) Major Subsidiaries and Affiliates

| '' | viajor Substaturies and ritinates |                |                               |
|----|-----------------------------------|----------------|-------------------------------|
|    | COSMO MATSUYAMA OIL CO., LTD.     | (Head Office)  | Minato-ku, Tokyo              |
|    | COSIMO MATSO TAIMA OIL CO., LTD.  | (Plant)        | Matsuyama-shi, Ehime Pre.     |
|    | COSMO PETROLEUM GAS CO., LTD.     | (Head Office)  | Minato-ku, Tokyo              |
|    |                                   | (Head Office)  | Minato-ku, Tokyo              |
|    |                                   | (Plant)        | Chiba (Ichihara-shi) /        |
|    | COSMO OIL LUBRICANTS CO., LTD     |                | Yokkaichi-shi / Shimotsu      |
|    |                                   |                | (Kainan-shi, Wakayama Pre.) / |
|    |                                   |                | Osaka                         |
|    | COSMO OIL (U.K.) PLC.             | (Head Office)  | London (Britain)              |
|    | COSMO OIL SALES CO., LTD.         | (Head Office)  | Shinagawa-ku, Tokyo           |
|    | YOKKAICHI LPG TERMINAL CO., LTD.  | (Head Office)  | Minato-ku, Tokyo              |
|    | QATAR PETROLEUM DEVELOPMENT CO.,  | (Head Office)  | Shinagawa-ku, Tokyo           |
|    | LTD.                              | (Mining Plant) | Doha (Qatar)                  |
|    |                                   | (Head Office)  | Shinagawa-ku, Tokyo           |
|    | ABU DHABI OIL CO., LTD.           | (Mining Plant) | Abu Dhabi (United Arab        |
|    |                                   |                | Emirates)                     |
|    | COSMO ENGINEERING CO., LTD.       | (Head Office)  | Shinagawa-ku, Tokyo           |
|    |                                   | (Head Office)  | Chuo-ku, Tokyo                |
|    | MARUZEN PETROCHEMICAL CO., LTD.   | (Plant)        | Chiba (Ichihara-shi) /        |
|    |                                   |                | Yokkaichi-shi                 |
|    | UNITED PETROLEUM DEVELOPMENT CO., | (Head Office)  | Minato-ku, Tokyo              |
|    |                                   | (Branch)       | Abu Dhabi (United Arab        |
|    | LTD.                              |                | Emirates) / Doha (Qatar)      |

### (11) Major Subsidiaries and Affiliates (as of March 31, 2008)

1) Major Subsidiaries and Affiliates

| S                   |   |  |
|---------------------|---|--|
| Paid-in<br>Capital  | Investment<br>Ratio   | Main Operations  |
| 100 million         | %   |  |
| yen                 |   |  |
| 35                  | 100.0   | Manufacture and sales of petrochemical products/ Storage, receiving and shipping works of petroleum / Lease of oil storage facilities  |
| 35                  | 100.0   | Import, storage and sales of LPG   |
| 16                  | 100.0   | Research and development,<br>manufacture, export and import,<br>purchase and sales, analysis and test,<br>storage, receiving and shipping works of<br>petroleum  |
| U.S. \$4<br>million | 100.0   | Purchase and sales of crude oil and finished products  |
| 1                   | 100.0   | Sales of oil products  |
| 16                  | 55.0  | Storage and shipment of LPG  |
| 31                  | 85.8  | Crude oil development/production/sales   |
| 101                 | 63.0  | Crude oil development/production/sales   |
| 4                   | 88.9  | Design, procurement and construction of oil exploration unit, other units or facilities  |
|                     |   |  |
| 100                 | 40.0  | Manufacture and sales of petrochemical products  |
| 20                  | 35.0  | Crude oil development/production/sales   |
|                     | Paid-in Capital 100 million yen 35 35 46 U.S. \$4 million 1 16 31 101 4 | Paid-in Capital         Investment Ratio           100 million yen         %           35         100.0           16         100.0           U.S. \$4 million         100.0           1         100.0           31         85.8           101         63.0           4         88.9           100         40.0 |

(Note) The Company's investment ratio includes a portion of indirect holding via subsidiaries.

(Review of Business Combination)

Cosmo Oil Group consists of 30 consolidated subsidiaries (an increase by two companies from the previous term) and 36 companies under the equity method (an increase by one company from the previous term) including the major subsidiaries and affiliates as listed in 1) above. (Results of Business Combination)

Consolidated net sales for the current consolidated fiscal year reached to \(\frac{\pma}{3}\),523.1 billion, and consolidated net income was \(\frac{\pma}{3}\)5.2 billion.

### 3) Status of Other Significant Business Combinations

The Company and International Petroleum Investment Company (IPIC) performed a comprehensive and strategic business alliance and Infinity Alliance Limited, a wholly owned subsidiary of the relevant company, invests in the Company.

<sup>2)</sup> Review and Results of Business Combination

### (12) Employees (as of March 31, 2008)

1) Employees of Cosmo Oil Group

| Name of Business Segment                | Number of Employees (Persons) |         | Year-on-year Change<br>(Persons) |
|---|-------------------------------|---------|----------------------------------|
| Petroleum Business                      | 5,206                         | (3,129) | 135 (increased)                  |
| Oil Exploration and Production Business | 206                           | (59)    | 4 (increased)                    |
| Other Business                          | 883                           | (19)    | 53 (increased)                   |
| Total                                   | 6,295                         | (3,207) | 192 (increased)                  |

(Notes) 1. Number of employees indicates the number of employees in operation.

2. Number in parenthesis in the number of employees column indicates the average employment number of temporary employees.

2) Employees of the Company

| Number of Employees (Persons) | Year-on-year Change<br>(Persons) | Average Length of Service |  |
|-------------------------------|----------------------------------|---------------------------|--|
| 1,957                         | 41 (increased)                   | 21 years and 10 months    |  |

(Note) Seconded employees (1,342), temporary employees and part-timers are not included in the number of employees.

### (13) Principal Lenders (as of March 31, 2008)

(Billions of yen)

| Lenders  | Borrowed Amount |  |
|--|-----------------|--|
| Mizuho Corporate Bank, Ltd.                        | 91.2            |  |
| Japan Oil, Gas and Metals National Corporation     | 86.1            |  |
| The Bank of Tokyo-Mitsubishi UFJ, Ltd.             | 77.3            |  |
| Sumitomo Mitsui Banking Corporation                | 49.0            |  |
| The Chuo Mitsui Trust and Banking Company, Limited | 16.9            |  |

(Note) In addition to the above, there were borrowings via syndicated loans (\(\xi\)83 billion in total).

### (14) Other Significant Matters concerning Current Status of the Group

Concerning the matter in which the Company and other companies are claimed to have violated the Antimonopoly Act with respect to bidding relating to delivery of petroleum products to the Defense Agency, the Company received an order for payment of surcharges (¥1,751,150,000) as of January 16, 2008 from the Fair Trade Commission (FTC), however, the Company submitted a motion for commencement of adjudication procedures to the FTC on February 15, 2008 requesting another trial, and following that motion the FTC issued a decision for commencement of adjudication as of March 24, 2008.

Concerning the Lawsuit on Claim of Refund of Unfair Profits pending in Tokyo District Court, there were six trial dates during the current term, and as for the Lawsuit on Claim of Cancellation of Decision by Fair Trade Commission pending in Tokyo High Court, there were two trial dates during the current term. Note that, as for the relevant decision, with the Tokyo High Court Decision on November 13, 2007, execution was exempted until finalization of the lawsuit for claim of cancellation of the decision, and the Company deposited ¥8 million as security deposit for the execution exemption.

**2. Share-related Information** (as of March 31, 2008)

(1) Number of Shares Authorized to be Issued: 1,700,000,000 shares (2) Number of Shares Issued and Outstanding: 847,705,087 shares (number of treasury shares of above: 223,520 shares) 39,540

(3) Number of Shareholders:

(4) Major Shareholders

|  | Investment in the Company |                  |  |
|--|---------------------------|------------------|--|
| Name of Shareholders                                 | Number of Shares Held     | Investment Ratio |  |
|  | (in thousands)            | (%)              |  |
| Infinity Alliance Limited                            | 176,000                   | 20.76            |  |
| Japan Trustee Services Bank, Ltd. (Trust Account)    | 54,976                    | 6.48             |  |
| Mizuho Corporate Bank, Ltd.                          | 31,320                    | 3.69             |  |
| Mitsui Sumitomo Insurance Company, Limited           | 21,878                    | 2.58             |  |
| The Bank of Tokyo-Mitsubishi UFJ, Ltd.               | 19,750                    | 2.32             |  |
| The Kansai Electric Power Co., Inc.                  | 18,600                    | 2.19             |  |
| Tokio Marine & Nichido Fire Insurance Co., Ltd.      | 17,335                    | 2.04             |  |
| The Master Trust Bank of Japan, Ltd. (Trust Account) | 16,145                    | 1.90             |  |
| Sompo Japan Insurance Inc.                           | 15,792                    | 1.86             |  |
| Nippon Life Insurance Company                        | 14,632                    | 1.72             |  |

### 3. Stock Acquisition Rights-related Information (as of March 31, 2007)

### (1) Stock Acquisition Rights

1) Stock Acquisition Rights Attached to the Fourth Series of Unsecured Convertible Bonds with Stock Acquisition Rights Approved by Resolution of the Board of Directors Meeting Held on August 30, 2005

| Outstanding amount of hands with stock acquisition mights     | 19,000                |
|---|-----------------------|
| Outstanding amount of bonds with stock acquisition rights     | 18,000                |
| (millions of yen)   |                       |
| Number of stock acquisition rights (units)                    | 18,000                |
| Tumber of seeds adjustion rights (units)                      |                       |
| Class of shares subject to the stock acquisition rights       | Common stock          |
| Number of shares subject to stock acquisition rights (shares) | 28,846,153            |
| Paid-in value at exercise of stock acquisition rights (yen)   | ¥617.40 per share     |
| Exercise period of stock acquisition rights                   | From November 1, 2005 |
| Exercise period of stock acquisition rights                   | to September 29, 2010 |

### 4. Executives of the Company

(1) Directors and Corporate Auditors (as of March 31, 2008)

| Position                    | Name                   | Responsibilities  |
|-----------------------------|------------------------|---|
| Chairman                    | Keiichiro Okabe        |   |
| President                   | Yaichi Kimura          |   |
| Senior Managing<br>Director | Keizo Morikawa         | Responsible for Personnel Dept., Sales Control Dept.,<br>Retail Marketing Dept., Wholesales Marketing Dept.,<br>Industrial Fuel Marketing Dept., and Accounting Dept. |
| Senior Managing<br>Director | Kenji Hosaka           | Responsible for Corporate Planning Dept., International Ventures Dept., and International Business Dept.  |
| Managing Director           | Naomasa Kondo          | Responsible for Corporate Communication Dept., Project Development Dept., Safety & Environment Control Dept., and Purchasing Center                                   |
| Managing Director           | Kaoru Kawana           | Responsible for Information System Planning Dept.,<br>Affiliate Relations Dept., and General Affairs Dept.  |
| Managing Director           | Satoshi Miyamoto       | Responsible for Accounting Dept., Finance Dept., and Distribution Dept.   |
| Managing Director           | Seizo Suga             | Responsible for R&D Dept., Demand & Supply Coordination Dept., and Refining & Technology Dept.  |
| Outside Director            | Saeed Al Mehairbi      |   |
| Outside Director            | Khalifa Al<br>Romaithi |   |
| Corporate Auditor           | Yutaka Shimizu         |   |
| Corporate Auditor           | Makoto Suzuki          |   |
| Corporate Auditor           | Hirokazu Ando          |   |
| Outside Auditor             | Hajime Miyamoto        |   |
| Outside Auditor             | Yoshitsugu Kondo       |   |

- (Notes) 1. Directors Saeed Al Mehairbi and Khalifa Al Romaithi are outside directors.
  - 2. Corporate auditors Hirokazu Ando, Hajime Miyamoto and Yoshitsugu Kondo are outside corporate auditors.
  - 3. Seizo Suga was newly appointed as director on June 28, 2007 and Saeed Al Mehairbi and Khalifa Al Romaithi were appointed as directors on December 11, 2007 and respectively assumed their posts.
  - 4. Director Kenji Hosaka was promoted to representative director and senior managing director as of June 28, 2007.
  - 5. Masahide Furuzono retired as director due to the expiration of his term on June 28, 2007.
  - 6. Corporate auditor Yutaka Shimizu has experience as general manager of Accounting Department of the Company, and possesses a considerable degree of knowledge with respect to financial affairs and accounting.

### 7. Executive Officers

| Position          | Name              | Responsibility                                   |
|-------------------|-------------------|--|
| Senior Executive  | Michio Shimizu    | General Manager, Tokyo Branch Office             |
| Officer           |                   |  |
| Senior Executive  | Kanesada Sufu     | General Manager, Affiliate Relations Dept.       |
| Officer           |                   |  |
| Senior Executive  | Kensuke Suzuki    | General Manager, Corporate Planning Dept.        |
| Officer           |                   |  |
| Executive Officer | Kiyoshi Aoyagi    | General Manager, General Affairs Dept.           |
| Executive Officer | Tadashi Kanematsu | General Manager, Refinery & Technology Dept      |
| Executive Officer | Hideto Matsumura  | General Manager, Refining & Technology Dept.     |
| Executive Officer | Atsuto Tamura     | General Manager, Corporate Communication         |
|                   |                   | Dept.  |
| Executive Officer | Hisashi Kobayashi | General Manager, Sales Control Dept.             |
| Executive Officer | Toshiaki Iwana    | General Manager, Yokkaichi Refinery              |
| Executive Officer | Hiroaki Fujioka   | General Manager, Sakai Refinery                  |
| Executive Officer | Hirohiko Ogiwara  | General Manager, Wholesales Marketing Dept.      |
| Executive Officer | Satoshi Nishi     | General Manager, Finance Dept.                   |
| Executive Officer | Yuji Satake       | General Manager, Retail Marketing Dept.          |
| Executive Officer | Katsuhisa Ohtaki  | General Manager, Industrial Fuel Marketing Dept. |
| Executive Officer | Isao Kusakabe     | General Manager, International Ventures Dept.    |

(2) Amount of Compensation to Directors and Auditors

| Category                     | Number of Persons Remunerated | Amount of Compensation |
|------------------------------|-------------------------------|------------------------|
|                              |                               | Thousands of yen       |
| Directors                    | 10                            | 334,140                |
| (Outside Directors of Above) | (2)                           | (4,440)                |
| Auditor                      | 5                             | 100,200                |
| (Outside Auditors of Above)  | (3)                           | (46,200)               |
| Total                        | 15                            | 434,340                |

- (Notes) 1. Amounts of compensation to directors does not include salary for employees for those who also work as directors.
  - 2. Amount of compensation to directors was set by resolution at up to ¥750 million per year (salary for employees for those who also work as directors is not included) at the 101st Ordinary General Meeting of Shareholders held on June 28, 2007.
  - 3. Amount of compensation to corporate auditors was set by resolution at up to ¥9 million per month at the 89th Ordinary General Meeting of Shareholders held on June 29, 1995.

### (3) Concurrent Service Status of Directors and Corporate Auditors

1) Representing of Other Companies, etc.

| Name                              | Corporate Name                         | Title     |
|-----------------------------------|--|-----------|
| Keiichiro Okabe                   | QATAR PETROLEUM DEVELOPMENT CO., LTD.  | President |
| Kenji Hosaka                      | COSMO OIL (U.K.) PLC.                  | Chairman  |
| Hajime Miyamoto (Outside Auditor) | Kansai International Airport Co., Ltd. | Chairman  |

(Note) Keiichiro Okabe also serves as Representative Director of our subsidiary Qatar Petroleum Development Co., Ltd., and the Company and the relevant company have transaction relationships for such as the sale and purchase of crude oil, etc.

2) Other Significant Concurrent Service

| (1) Other Significant Con |  |                     |
|---------------------------|--|---------------------|
| Name                      | Corporate Name                                   | Title               |
| Keiichiro Okabe           | TOKYO BROADCASTING SYSTEM,                       |                     |
|                           | INCORPORATED                                     | Outside auditor     |
|                           | COSMO PETROLEUM GAS CO., LTD.                    | Director            |
|                           | COSMO OIL SALES CO., LTD.                        | Director            |
|                           | ABU DHABI OIL CO., LTD.                          | Director            |
|                           | COSMO ENGINEERING CO., LTD.                      | Director            |
| Yaichi Kimura             | MARUZEN PETROCHEMICAL CO., LTD.                  | Outside director    |
|                           | UNITED PETROLEUM DEVELOPMENT CO., LTD.           | Director            |
| Kenji Hosaka              | KYOEI TANKER CO., LTD.                           | Outside director    |
|                           | QATAR PETROLEUM DEVELOPMENT CO., LTD.            | Director            |
|                           | ABU DHABI OIL CO., LTD.                          | Director            |
|                           | MARUZEN PETROCHEMICAL CO., LTD.                  | Outside director    |
| Naomasa Kondo             | COSMO ENGINEERING CO., LTD.                      | Director            |
| Kaoru Kawana              | COSMO PETROLEUM GAS CO., LTD.                    | Director            |
|                           |  | (assumed in June)   |
| Seizo Suga                | COSMO MATSUYAMA OIL CO., LTD.                    | Director            |
|                           | ,  | (assumed in June)   |
| Saeed Al Mehairbi         | International Petroleum Investment Company (UAE) | Project Management  |
| (Outside Director)        |  | Division Manager    |
|                           |  | (assumed in August) |
|                           | Sumed Pipeline (Egypt)                           | Board member        |
|                           |  | (assumed in August) |
|                           | CEPSA, S.A. (Spain)                              | Board member        |
|                           |  | (assumed in         |
|                           |  | September)          |
| Khalifa Al                | International Petroleum Investment Company (UAE) | Investment          |
| Romaithi                  |  | Management          |
| (Outside Director)        |  | Division Manager    |
|                           |  | (assumed in June)   |
|                           | Hyundai Oilbank Co., Ltd. (Korea)                | Board member        |
| Yutaka Shimizu            | COSMO OIL SALES CO., LTD.                        | Corporate auditor   |
|                           | ABU DHABI OIL CO., LTD.                          | Outside auditor     |
|                           | UNITED PETROLEUM DEVELOPMENT CO., LTD.           | Corporate auditor   |
| Makoto Suzuki             | COSMO PETROLEUM GAS CO., LTD.                    | Corporate auditor   |
|                           |  | (assumed in June)   |
|                           | COSMO ENGINEERING CO., LTD.                      | Corporate auditor   |
| Hirokazu Ando             | COSMO MATSUYAMA OIL CO., LTD.                    | Corporate auditor   |
| (Outside Auditor)         | COSMO OIL LUBRICANTS CO., LTD.                   | Corporate auditor   |
| ĺ                         | QATAR PETROLEUM DEVELOPMENT CO., LTD.            | Corporate auditor   |
| Hajime Miyamoto           | KINDEN CORPORATION                               | Corporate adviser   |
| (Outside Auditor)         |  | (assumed in June)   |
| Yoshitsugu Kondo          | Sana Vanda Lavy Offices                          | A ttompov of 1      |
| (Outside Auditor)         | Sano Kondo Law Offices                           | Attorney at law     |
| ~                         |  |                     |

(Note) Yoshitsugu Kondo serves as joint-representative of Sano Kondo Law Offices and the Company has executed a Legal Retainer Agreement with the Firm.

## (4) Outside Directors and Outside Corporate Auditors

1) Major Activities in the Fiscal Year

- Attendance at Board of Directors Meetings and Board of Corporate Auditors Meetings, and status of

expression of opinions

| •                   | Record of Attendance |              |   |  |
|---------------------|----------------------|--------------|---|--|
| Name                | Board of             | Board of     | Status of Evergasian of Opinions              |  |
| Name                | Directors            | Auditors     | Status of Expression of Opinions              |  |
|                     | Meeting              | Meeting      |   |  |
| Saeed Al Mehairbi   | 80%                  |              | Expresses opinions as needed from the         |  |
|                     | (3 out of            | -            | international viewpoint relevant to petroleum |  |
| (Outside Director)  | 4 times)             |              | industry                                      |  |
| Khalifa Al Romaithi | Attended all         |              | Expresses opinions as needed from the         |  |
| (Outside Director)  | (4 out of            | -            | international viewpoint relevant to petroleum |  |
| (Outside Director)  | 4 times)             |              | industry                                      |  |
| Hirokazu Ando       | Attended all         | Attended all | Makes efforts to understand the management in |  |
| (Outside Auditor)   | (19 out of           | (15 out of   | general as standing corporate auditor and     |  |
| (Outside Additor)   | 19 times)            | 15 times)    | expresses opinions as needed                  |  |
| Hajime Miyamoto     | 60%                  | 70%          | Has abundant experience and knowledge         |  |
| (Outside Auditor)   | (12 out of           | (10 out of   | concerning corporate management and expresses |  |
|                     | 19 times)            | 15 times)    | opinions as needed                            |  |
| Yoshitsugu Kondo    | Attended all         | Attended all | Mainly expresses opinions as needed from      |  |
| (Outside Auditor)   | (19 out of           | (15 out of   | specialist viewpoint as lawyer                |  |
| (Outside Auditol)   | 19 times)            | 15 times)    | specialist viewpoint as lawyer                |  |

#### 5. Accounting Auditor

(1) Name of Accounting Auditor

KPMG Azsa & Co.

## (2) Amount of Compensation, etc. pertaining to the Current Fiscal Year to Accounting Auditor

(Thousands of Yen)

| Amount of Compensation |
|------------------------|
| 61,943                 |
| 152,343                |
|                        |

- (Notes) 1. The audit agreement entered into by the Company and the Accounting Auditor does not clearly distinguish the amount derived from an audit under the Corporate Law and that which is from the audit under the Financial Instruments and Exchange Law, and those cannot be substantially distinguished from each other, either, and therefore, the aforementioned amount of compensation pertaining to the current fiscal year indicates the total amount of these.
  - Our subsidiaries Cosmo Oil (U.K.) PLC., Cosmo Oil International Pte., Ltd., and Cosmo Oil of U.S.A. Inc. undergo audits by audit corporations other than the Account Auditor of the Company.

### (3) Contents of Non-audit Business

Advisory services from with respect to internal controls systems pertaining to financial affairs reporting.

### (4) Guidelines for Decisions on Dismissal or Non-renewal of Accounting Auditor

If the Company judges that any of the respective items of Article 340 of the Corporate Law is applicable to the Accounting Auditor, such as violation of duty-related obligations or neglect of duties, or fraudulent conduct not appropriate as Accounting Auditor, the Board of Corporate Auditors will decide on dismissal of the Accounting Auditor. In addition, in any case if it is judged that hiring it as the Accounting Auditor gives material disturbance on the Company, the Board of Corporate Auditors will submit a proposal to the General Meeting of Shareholders with regard to dismissal or non-renewal of the Accounting Auditor.

# 6. Systems to Ensure Conformance of Execution of Duties by Directors to Laws, Ordinances and Articles of Incorporation and Systems to Ensure Appropriateness of Other Operations

In order to put into practice the management concepts and corporate action policies of the Cosmo Oil Group, and to execute duties appropriately and efficiently, the Company determined the following basic policies with respect to preparation of a system for job performance of directors and employees, system for risk management and internal auditing to support the above, and a system to ensure effective auditing by corporate auditors.

- 1) System to Ensure Conformance of Execution of Duties by Directors and Employees to Laws, Ordinances and Articles of Incorporation and Systems to Ensure Appropriateness of Other Operations (Corporate Law Article 362, Paragraph 4, Item 6, Enforcement Regulations Article 100, Paragraph 1, Item 4)
  - <Management Concepts and Corporate Action Policy>
  - The Company will formulate Cosmo Oil Group Management Vision, and determine Corporate Action Policy with respect to corporate ethics (Cosmo Oil Group Companies Action Policy), and prepare a promotional system for building up the corporate ethics of the Cosmo Oil Group, and under which the directors and employees can put these ethics into practice, including establishment of the CSR Promotion Board (chaired by the president) as an organization to administrate CSR activities and internal controls overall.
  - The CSR Promotion Board will prepare manuals on corporate ethics, and carry out training, etc., thus working toward thoroughgoing compliance and fostering and improvement of ethical viewpoints.
  - <Report at Meetings>
  - The Company will establish the Board of Directors Meeting Rules and Management Execution Board Rules, and prepare a system under which reports on the status of job performance for each director are made in Meetings.
  - <Separation of Duty Execution and Supervision >
  - The Company will introduce an executive officer system, for separation of job performance and supervision, and for enhancement of the supervisory function of the Board of Directors.
  - <Operations Rules>
  - The Company will establish the operational rules in which are prescribed the organization, posts, command and control system, and duty sharing, etc., and decision making authority rules to provide for basic matters with respect to operation of decision-making system, and prepare a system under which job performance will be in compliance with these, and reexamine the rules persistently in response to changes in the management environment.
  - <Internal Audit Enhancement>
  - The Company will prepare the system to ensure effective implementation of internal audits, and implement highly specialized audits from highly ethical viewpoints by the audit office.
  - <Acquisition, Use and Conveyance of Information>
  - The Company will establish a corporate ethics consultation window (Help Line) with measures to prevent penalization of whistleblowers such as ensuring whistleblower anonymity, and will also establish a Customer Center, as a window to deal with inquiries, etc. from customers, and prepare a system to acquire and use information widely from inside and outside the Company.
  - The Company will determine basic matters with respect to risk management, and prepare systems for swift and accurate conveyance of information to management and timely and proper transmission of information to outside the Company
  - <IT Handling>
  - In order to achieve the above purposes, the Company will deal with the advance of IT properly, and use IT effectively and efficiently.
- 2) Rules and Other Systems concerning Management of Risk of Loss (Corporate Law Enforcement Regulations Article 100, Paragraph 1, Item 2)
  - The Company will determine basic matters with regard to risk management (establishment of Risk Management Rules, Risk Measures Rules, General Disaster Measures Rules, etc.), and establish a Risk Management Committee (chaired by executives in charge of the General Affairs Department) for smooth and effective promotion of risk management, for assessment and reexamination of management risks, and for taking proper measures.

- 3) Systems to Ensure Efficient Execution of Duties by Directors (Corporate Law Enforcement Regulations Article 100, Paragraph 1, Item 3)
  - The Board of Directors Meetings shall be held once per month in principle in accordance with the Board of Directors Rules, and determine matters prescribed in the laws or ordinances, or in the Articles of Incorporation, and management policies and other material matters relevant to management, and also supervise the job performance of directors.
  - The Management Execution Board shall be held once a week in principle in accordance with the Management Executive Board Rules, and shall be a decision making organ for job performance, discussing basic policies and material matters relevant to job performance in accordance with management policies determined at Board of Directors Meetings.
  - The Company shall establish the Operational Rules, etc., in which are prescribed the organization, post, command and control system, and duty sharing, etc., and work toward efficient job performance through the establishment of a responsibility system for job performance in accordance with the rules for decision making authority.
  - Targets the Company should achieve shall be clarified upon determination of the management plan based on management policies, and a yearly plan for the overall company, department, office and business office, etc. shall be formulated and management of performance shall be carried out.
- 4) System with regard to Information Retention and Management pertaining to Execution of Duties of Directors (Corporate Law Enforcement Regulations Article 100, Paragraph 1, Item 1)
  - In accordance with the internal rules with respect to information management, such as Board of Directors Rules and Information Management Rules, etc., information pertaining to job performance by directors shall be properly retained and managed.
- 5) System to Ensure Appropriateness of Business in the Company and Cosmo Oil Group (Corporate Law Enforcement Regulations Article 100, Paragraph 1, Item 5)
  - The Company will establish the Cosmo Oil Group Management Vision and Corporate Action Policy, and other necessary rules, etc. and appoint a corporate ethics promotion manager (president) in each company of the Group, for preparation of a system as a united Group to ensure business appropriateness.
  - The Company will prepare a system concerning internal auditing as a group, such as audit implementation
    or support of internal auditing of each company by the audit office as to job performance status of Group
    companies.
- 6) Matters concerning Employees to Assist the Duties of Auditors in case the Appointment thereof is Requested by Auditors, and Matters concerning Independence of the Relevant Employees from Directors (Corporate Law Enforcement Regulations, Article 100, Paragraph 3, Items 1,2)
  - For enhancement of audit functions, Board of Corporate Auditors Secretariat will be established under the Board of Corporate Auditors, and employees dedicated to such work will be arranged, and for the personnel transfer and personnel appraisal of these employees, appraisal of personnel for audit assistant employees shall be carried out by corporate auditors, and in appointing, to ensure the independence of the relevant employees, the consent of the corporate auditors shall be obtained.
- 7) System for Reporting to Corporate Auditors by Directors and Employees, and Other Systems for Reporting to Corporate Auditors, and Other Systems to Ensure Effectiveness of Audits by Corporate Auditors (Corporate Law Enforcement Regulations, Article 100, Paragraph 3, Items 3.4)
  - Directors and employees shall report to corporate auditors on statutory matters and (1) material matters that affect the management and results of the Cosmo Oil Group, (2) overview of activities of audit office and corporate auditors and audit office of affiliates, (3) overview of activities with respect to internal controls of the Group, and (4) status of operation and whistle blowing at Help Line.
  - Meetings among corporate auditors, the president, primary departments and office managers, and corporate auditors of affiliates will be held on regular basis to prepare systems to ensure audit effectiveness.
  - Sufficient collaboration among corporate auditors, Audit Office and the Accounting Auditor shall be attempted.

# **Consolidated Balance Sheet**

Fiscal Year 2007 (March 31, 2008)

Cosmo Oil Co., Ltd.

(Unit: million yen)

| Assets  |           | Liabilities  |           |
|---|-----------|--|-----------|
| Item  | Amount    | Item Amount  |           |
| Current assets                                | 933,721   | Current liabilities                                | 812,027   |
| Cash and deposits                             | 72,193    | Notes and accounts payable, trade                  | 312,656   |
| Notes and accounts receivable, trade          | 293,549   | Short-term loans                                   | 257,100   |
| Marketable securities                         | 10,992    | Corporate bond redeemable within one year          | 2,500     |
| Inventories                                   | 440,091   | Accounts payable, other                            | 86,252    |
| Accounts receivable, other                    | 60,804    | Accrued volatile oil and other petroleum taxes     | 77,240    |
| Deferred tax assets                           | 5,448     | Accrued tax payable                                | 21,688    |
| Others  | 50,994    | Accrued consumption taxes payable                  | 3,844     |
| Allowance for doubtful accounts               | -352      | Accrued expenses                                   | 12,437    |
| Fixed assets                                  | 694,182   | Deferred tax liabilities                           | 10,363    |
| Property, plant & equipment                   | 529,023   | Others   | 27,944    |
| Buildings and Structures                      | 95,978    | Long-term liabilities                              | 346,149   |
| Oil storage depots                            | 11,251    | Warrant bond (CB type)                             | 18,000    |
| Machinery and equipment, Automotive equipment | 79,689    | Long-term loans                                    | 244,004   |
| Land  | 308,277   | Deferred tax liabilities                           | 16,806    |
| Construction in progress                      | 26,810    | Deferred tax liability related to land revaluation | 33,946    |
| Others  | 7,016     | Allowance for special repair work                  | 7,367     |
| Intangible fixed assets                       | 9,779     | Retirement and severance benefits for employees    | 6,300     |
| Leaseholds                                    | 1,211     | Others   | 19,722    |
| Software                                      | 4,001     |  |           |
| Goodwill                                      | 181       | Total liabilities                                  | 1,158,176 |
| Others  | 4,385     | Net assets   |           |
| Investment and other assets                   | 155,378   | Shareholders' equity                               | 411,952   |
| Investments in securities                     | 103,614   | Common stock                                       | 107,246   |
| Investments                                   | 213       | Capital surplus                                    | 89,442    |
| Long term loans receivable                    | 2,643     | Retained earnings                                  | 215,388   |
| Long-term prepaid expenses                    | 7,838     | Less treasury stock, at cost                       | -125      |
| Others  | 38,819    | Valuation and translation adjustments              | 30,960    |
| Deferred tax assets                           | 3,473     | Unrealized gains on securities                     | 5,909     |
| Allowance for doubtful accounts               | -1,224    | Deferred gains on hedges                           | 14,603    |
|   |           | Revaluation reserve for land                       | 11,084    |
|   |           | Foreign currency translation adjustments           | -638      |
|   |           | Minority interests                                 | 26,814    |
|   |           | Total net assets                                   | 469,726   |
| Total assets                                  | 1,627,903 | Total liabilities and net assets                   | 1,627,903 |

# **Consolidated Statement of Income**

Fiscal Year 2007 (from April 1, 2007 to March 31, 2008)

Cosmo Oil Co., Ltd.

(Unit: million yen)

| Item   | Amo    | unt       |
|--|--------|-----------|
| I Net sales  |        | 3,523,086 |
| II Cost of sales   |        | 3,290,687 |
| Gross profit   |        | 232,399   |
| III Selling, general and administrative expenses               |        | 148,602   |
| Operating income   |        | 83,796    |
| IV Non-operating income  |        | ·         |
| Interest income  | 1,976  |           |
| Dividend income  | 1,511  |           |
| Rental income on fixed assets                                  | 913    |           |
| Foreign currency exchange gains                                | 8,886  |           |
| Equity in earnings of affiliates                               | 8,662  |           |
| Others   | 6,083  | 28,033    |
| V Non-operating expenses                                       |        |           |
| Interest expenses  | 11,357 |           |
| Others   | 6,142  | 17,499    |
| Ordinary income  |        | 94,330    |
| VI Extraordinary income  |        | ·         |
| Gain on sale of property, plant and equipment                  | 5,417  |           |
| Gain on sale of investments in securities                      | 726    |           |
| Gain on reversal of allowance for doubtful accounts            | 456    |           |
| Gain on abolishment of retirement benefit plan                 | 3,155  |           |
| Gain on exchange of stock                                      | 393    |           |
| Others   | 82     | 10,232    |
| VII Extraordinary losses                                       |        |           |
| Loss on sale of property                                       | 100    |           |
| Loss on disposal of property                                   | 2,554  |           |
| Impairment loss  | 4,510  |           |
| Loss on valuation of membership                                | 56     |           |
| Loss on liquidation of business of subsidiaries and affiliates | 1,625  |           |
| Others   | 155    | 9,002     |
| Income before taxes  |        | 95,560    |
| Income taxes   | 47,982 | ·         |
| Income tax adjustments   | 7,088  | 55,070    |
| Minority interests   |        | 5,337     |
| Net income   | Ţ      | 35,152    |

# Consolidated Statement of Changes in Net Assets

Fiscal Year 2007 (from April 1, 2007 to March 31, 2008)

Cosmo Oil Co., Ltd. (Unit: million yen)

|   |              |                      |                   |                                 | (Unit: million yen)        |  |  |  |  |
|---|--------------|----------------------|-------------------|---------------------------------|----------------------------|--|--|--|--|
|   |              | Shareholders' Equity |                   |                                 |                            |  |  |  |  |
|   | Common stock | Capital surplus      | Retained earnings | Less treasury stock,<br>at cost | Total shareholders' equity |  |  |  |  |
| Balance at March 31, 2007   | 62,366       | 44,561               | 185,851           | -111                            | 292,667                    |  |  |  |  |
| Changes during the period   |              |                      |                   |                                 |                            |  |  |  |  |
| Issuance of new stocks  | 44,880       | 44,880               |                   |                                 | 89,760                     |  |  |  |  |
| Cash dividends  |              |                      | -5,371            |                                 | -5,371                     |  |  |  |  |
| Net income  |              |                      | 35,152            |                                 | 35,152                     |  |  |  |  |
| Reversal of revaluation reserve for land                                      |              |                      | -243              |                                 | -243                       |  |  |  |  |
| Acquisition of treasury stock   |              |                      |                   | -14                             | -14                        |  |  |  |  |
| Disposal of treasury stock  |              | 0                    |                   | 1                               | 2                          |  |  |  |  |
| Changes in items other than<br>shareholders' equity during<br>the period, net |              |                      |                   |                                 |                            |  |  |  |  |
| Total changes during the period   | 44,880       | 44,880               | 29,537            | -13                             | 119,284                    |  |  |  |  |
| Balance at March 31, 2008   | 107,246      | 89,442               | 215,388           | -125                            | 411,952                    |  |  |  |  |

|   | Valuation and Translation Adjustments |                             |                                 |  |   |                    |                  |
|---|---------------------------------------|-----------------------------|---------------------------------|--|---|--------------------|------------------|
|   | Unrealized gains on securities        | Deferred gains<br>on hedges | Revaluation reserve<br>for land | Foreign currency translation adjustments | Total valuation and translation adjustments | Minority interests | Total net assets |
| Balance at March 31, 2007   | 14,507                                | 12,141                      | 20,917                          | -533                                     | 47,033                                      | 21,911             | 361,612          |
| Changes during the period   |                                       |                             |                                 |  |   |                    |                  |
| Issuance of new stocks  |                                       |                             |                                 |  |   |                    | 89,760           |
| Cash dividends  |                                       |                             |                                 |  |   |                    | -5,371           |
| Net income  |                                       |                             |                                 |  |   |                    | 35,152           |
| Reversal of revaluation reserve for land                                      |                                       |                             | 243                             |  | 243   |                    | -                |
| Acquisition of treasury stock   |                                       |                             |                                 |  |   |                    | -14              |
| Disposal of treasury stock  |                                       |                             |                                 |  |   |                    | 2                |
| Changes in items other than<br>shareholders' equity during<br>the period, net | -8,598                                | 2,462                       | -10,076                         | -104                                     | -16,316                                     | 4,903              | -11,413          |
| Total changes during the period   | -8,598                                | 2,462                       | -9,832                          | -104                                     | -16,073                                     | 4,903              | 108,114          |
| Balance at March 31, 2008   | 5,909                                 | 14,603                      | 11,084                          | -638                                     | 30,960                                      | 26,814             | 469,726          |

#### **Notes to Consolidated Financial Statements**

In the consolidated balance sheet, consolidated statement of income and consolidated statement of changes in net assets of Cosmo Oil Co., Ltd. (the "Company") represented in the million yen unit, figures less than 1 million yen are rounded down.

### (Notes concerning Important Items that Provide the Basic Information for the Development of the Consolidated Financial Statements)

1. Items concerning the Scope of Consolidation for Reporting

(1) Number of consolidated subsidiaries: 30

| Abu Dhabi Oil Co., Ltd           | Cosmo Oil (U.K.), PLC.                           | Qatar Petroleum Development Co., Ltd. | Kansai Cosmo Logistics Co., Ltd.   |
|----------------------------------|--|---------------------------------------|------------------------------------|
| Cosmo Oil Ashmore, Ltd           | Cosmo Energy Exploration & Development Co., Ltd. | Cosmo Engineering Co., Ltd.           | Cosmo Oil International. Pte. Ltd. |
| Cosmo Kaiun Co., Ltd.            | Cosmo Computer Center Co., Ltd.                  | Cosmo Seiwa Agriculture CO., LTD.     | Cosmo Petroleum Gas Co., Ltd.      |
| Cosmo Oil Sales Corp.            | Cosmo Oil Lubricants Co., Ltd.                   | Cosmo Research Institute              | Cosmo Techno Service Co., Ltd.     |
| Cosmo Techno Yokkaichi Co., Ltd. | Cosmo Trade & Service Co., Ltd.                  | Cosmo Business Support Co., Ltd.      | Cosmo Property Service Corp.       |
| Cosmo Petro Service Co., Ltd.    | Cosmo Matsuyama Oil Co., Ltd.                    | Cosmo Delivery Service Co., Ltd.      | Sakaide Cosmo Kosan Co., Ltd.      |
| CM Aromatics Co., Ltd.           | System Kikou Co., Ltd.                           | Cosmo Oil of U.S.A., Inc.             | Hokuto Kogyo Co., Ltd.             |
| Mikawa CSN Co. Ltd               | Yokkaichi LPG Terminal Co. Ltd.                  |                                       |                                    |

The Company makes Cosmo Seiwa Agriculture Co., Ltd. the subsidiary by the additional acquisition of stocks. Therefore, the company is included in the consolidated subsidiaries of Cosmo Oil, effective from the year period.

As a result of a split-up executed by Cosmo Oil Sales Corp., a consolidated subsidiary of Cosmo Oil, the split assets and liabilities are inherited by Cosmo Property Service Corp., increasing the importance of its business in the consolidated financial statements of Cosmo Oil. Therefore, the company is excluded from the affiliated companies owned by Cosmo Oil under the equity method and is included in the consolidated subsidiaries of Cosmo Oil, effective from the year period.

(2) Major Non-consolidated Subsidiaries:

Kanto Cosmo Gas Co., Ltd., Tohoku Toyo Shoji Co., Ltd.

Reason for exclusion from accounting consolidation:

The Company has 32 subsidiaries that were excluded from its consolidated subsidiaries because they are small businesses and their respective total assets, net sales, and net income/loss and retained earnings (both amounts equivalent to what is accounted for under the equity method) have no material impact on the consolidated financial statements of the Company.

- 2. Items Concerning the Application of the Equity Method
- (1) Number of Non-consolidated Subsidiaries Accounted for Using the Equity Method: 32

Major subsidiaries: Kanto Cosmo Gas Co., Ltd., Tohoku Toyo Shoji Co., Ltd.

Kuriyama Shouten Co., Ltd. is excluded from the application of the equity method because they were dissolved during FY2007.

As a result of a split-up executed by Cosmo Oil Sales Corp., a consolidated subsidiary of Cosmo Oil, the split assets and liabilities are inherited by Cosmo Property Service Corp., increasing the importance of its business in the consolidated financial statements of Cosmo Oil. Therefore, the company is excluded from the affiliated companies owned by Cosmo Oil under the equity method and is included in the consolidated subsidiaries of Cosmo Oil, effective from the year period.

Cosmo Lubricants Service Co., Ltd., Musashi International Co., (W.L.L) and Yamato Trading Co., (L.L.C) were established during the year and are included in the affiliated companies owned by Cosmo Oil under the equity method.

(2) Number of Affiliated Companies Accounted for Using the Equity Method: 4

Maruzen Petrochemical Co., Ltd., United Petroleum Development Co., Ltd., Tozai Oil Terminal Co., Ltd. and Okinawa CTS Corp.

(3) Major Business Entities of the Non-consolidated Subsidiaries and Affiliated Companies Not Accounted for Using the Equity Method:

Affiliated Company:

Ogishima Oil Terminal Co., Ltd., Kasumi Sanbashi Kanri Co., Ltd.

Reasons for Exclusion from the Application of the Equity Method:

The equity method does not apply to the above subsidiaries and affiliates because their net income/loss and retained earnings (both amounts equivalent to what is accounted for under the equity method) have little impact on the consolidated financial statements of the Company on an individual basis, nor have any material impact on them on an aggregate basis.

(4) Special Remarks Necessary to Make concerning the Procedures of the Application of the Equity Method:

As for the subsidiaries and affiliates which are subject to the application of the equity method and which have different accounting periods from that of the Company, such business entities' financial statements for their accounting periods are used for reporting herein.

#### 3. Items concerning the Accounting Periods of the Consolidated Subsidiaries

Of the 30 consolidated subsidiaries, Abu Dhabi Oil Co., Ltd., Cosmo Oil (U.K.), PLC., Qatar Petroleum Development Co., Ltd., Cosmo Oil Ashmore, Ltd., Cosmo Energy Exploration & Development Co., Ltd., Cosmo Oil International. Pte. Ltd., Cosmo Oil Sales Corp., Cosmo Techno Service Co., Ltd., System Kikou Co., Ltd., and Mikawa CSN Co., Ltd. adopt a fiscal year ending December 31, respectively.

The consolidated financial statements herein have been developed by using their financial reports as of December 31, 2007 and any material transactions arising between December 31, 2007 and March 31, 2008, the date for the consolidated settlement of accounts for the Company, are reflected on the consolidated financial statements herein by making necessary adjustments. Cosmo Engineering Co., Ltd. changed its accounting periods from the year ending December 31 to the year ending March 31. Therefore, its respective financial reports for the total of 15 months from January 1, 2007 to March 31, 2008 are reflected in the consolidated financial statements herein, on which their financial impacts are slight.

#### 4. Items concerning the Accounting Standards

- (1) Significant Asset Valuation Standards and Methods
  - 1) Securities
  - a. Securities held to maturity: Stated at amortized cost method
  - b. Other securities:

Securities available for sale with fair market value: Stated at fair value based on market values applicable on the date of consolidated settlement of accounts (in which all differences between the carrying amounts and the fair values are reported as a separate component of net assets, while the cost of securities sold is calculated by the moving average method)

Securities with no available fair market value: Stated at cost determined by the moving average method

- 2) Inventories: Principally stated at cost determined by the weighted average method
- 3) Derivative financial instruments: Stated at fair value.
- (2) Significant Depreciable Assets and Depreciation Methods
  - 1) Property, Plant and Equipment:

The straight line method is mainly adopted to calculate depreciation expenses for these asset items. The number of years of their useful lives and their residual value are calculated based on the criteria defined under the Corporation Tax Law of Japan, providing that the economic useful life of 15 years is adopted for the Company's service stations by taking their actual past performances into consideration. For Abu Dhabi Oil Co., Ltd., a consolidated subsidiary of the Company, is adopted the number of years for useful life provided under the interest right agreement on the subsidiary signed by the investment partners thereto.

(Change in Accounting Policy)

In accordance with revisions of the Corporation Tax Law, the Company and its domestic consolidated subsidiaries changed the method of calculating depreciation expenses for tangible fixed assets acquired from April 1, 2007 onwards into the method under the revised law, effective from the beginning of FY2007 (April 1, 2007).

The impact of this change on operating income, ordinary income and pre-tax net income for the year of FY2007 was slight, respectively.

(Additional Information)

In accordance with revisions of the Corporation Tax Law, the Company and its domestic consolidated subsidiaries adopted a method in which the remaining acquisition cost of each of the tangible fixed assets acquired on or before March 31, 2007 will be depreciated equally over five years starting in the fiscal year that follows the fiscal year when its depreciation expenses reaches the final deductible limit under the former law. This arrangement increased depreciation expenses by \qquad \qquad \qquad \qquad 31, 101 million and decreased operating income, ordinary income and pre-tax net income for the year period by \qquad \qquad \qquad 3,011 million, respectively.

### 2) Intangible Fixed Assets

The straight line method is mainly adopted to calculate depreciation expenses for these asset items. The number of years of their useful lives is calculated based on the criteria defined under the Corporate Income Tax Law of Japan, providing that amortization expenses for the software used by the Company is calculated on the straight line method over the period of its availability in-house (5 years).

3) Long-term Prepaid Expenses

The equal installment method is adopted to calculate depreciation expenses for these account items over the period defined under the Corporate Income Tax Law of Japan.

- (3) Standards for Recording Significant Allowances
  - 1) Allowance for Doubtful Accounts

An estimated amount of irrecoverable debts is set aside against any potential losses on the failure to collect the accounts receivable.

- a) Ordinary accounts receivable: The amount of allowance calculated at the actual ratio of bad debts
- b) Highly doubtful receivables and claims in bankruptcy and reorganization, etc.: The amount of allowance calculated based on the evaluation of financial situations of individual accounts involved.
- 2) Allowance for Special Repair Work

An allowance is set aside to cover expenses arising from the inspection and repairs of the oil tanks subject to the open regular inspection in compliance with the Fire Service Law of Japan, and an amount equal to the estimated cost of periodically required repairs was added to the provision for FY2007.

As for Cosmo Matsuyama Oil Co., Ltd., one of the subsidiaries of the Company, a certain amount of money to cover expenses arising from regular repairs of the machinery and equipment of its refinery was recorded for FY2007 in addition to the above charge.

3) Retirement and Severance Benefits for Employees

An allowance is put aside to cover retirement and severance benefits payable to employees and a certain amount was recorded based on the estimated amount of projected benefit obligation and the fair value of the pension assets as of March 31, 2007.

Actual gains and losses are recognized in expenses at an amount prorated in the straight line method over a certain number of years (from 8 to 10 years), which is within the average of the estimated remaining years of service to be performed by the employees at the time of accrual, commencing with the fiscal year following the accrual time.

Prior service cost obligation is recognized as an expense item at an amount prorated in the straight line method over a certain number of years (from 8 to 10 years) within the average of the remaining years of service to be performed by the employees at the time of accrual.

At the Company and some of its consolidated subsidiaries, the pension plan asset amounts exceeded the projected benefit obligation amounts after the deduction of unrecognized actuarial differences, and these excess portions are stated in the "Other" item of the "Investment and other assets" account on the balance sheet herein.

(Discontinuation of the Conventional Qualified Retirement Annuity System)

The Company, on April 1, 2007, discontinued its conventional qualified retirement annuity system, a defined-benefit pension system, and instead introduced a defined-benefit pension plan, or a defined-contribution pension plan, an advance-payment plan for retirement benefits and an additional retirement benefit plan. Owing to the discontinuation of the system, an extraordinary income of \(\frac{\pmathbf{x}}{3}\),007 million and an unrecognized prior service cost (positive difference) of \(\frac{\pmathbf{x}}{1}\),591 million were recorded.

Some of the consolidated subsidiaries of the Company, on October 1, 2007, discontinued the conventional qualified retirement annuity system, or a defined-benefit pension system, and introduced a defined-benefit pension plan, a defined-contribution pension plan, an advance-payment plan for retirement benefits and an additional retirement benefit plan. Owing to the discontinuation of the system, an extraordinary income of \mathbb{Y}148 million and an unrecognized prior service cost (positive difference) of \mathbb{Y}27 million were recorded.

4) Retirement Benefits for Directors and Corporate Auditors

(Additional Information)

Upon the resolution adopted to abolish the system for retirement allowances for directors and corporate auditors and to provide severance payment at its annual shareholders' meeting held on June, 2007, some consolidated subsidiaries reversed the entire amount of the provision for retirement benefits for directors and corporate auditors, effective FY2007.

(4) Method to Account for Significant Finance Leases

Finance leases, except those under which the ownership of the leased properties are regarded to be transferred to the lessees, are accounted for in conformity with the accounting process applicable to operating leases.

- (5) Other Important Items Necessary to Develop Consolidated Financial Statements
  - 1) Standards for Recognition of Construction Revenue

Some of the Company's consolidated subsidiaries recognize their construction revenues by using the completed contract method, providing that long-term and large engineering contracts (whose terms are one year or more and of which the contract amount is \$100 million or more) are recognized by the percentage of completion method.

2) Accounting Process for Consumption Tax

As for how to account for national and local consumption taxes, all domestic transactions are accounted for by excluding these tax amounts from the amounts thereof.

3) Accounting Process for Cost Recovery under Production Sharing

Some consolidated subsidiaries account for crude oil exploration and development and other related costs spent under the production sharing agreements. After the inception of crude oil production, they recover these costs by receiving products under the same agreements. They are stated in the "Other" item of the "Investment and other assets" account on the balance sheet herein.

5. Items concerning the Valuation of Assets and Liabilities of Consolidated Subsidiaries

The assets and liabilities of the consolidated subsidiaries are stated at fair value.

6. Items concerning Amortization on Goodwill, Positive and Negative

Positive and negative goodwill items are in principle amortized in accordance with the equal installment method over 5 years,

providing that small-amount and negative ones are amortized in a lump sum.

### (Notes to Consolidated Balance Sheet)

1. Cumulative depreciation expenses for the property, plant and equipment ¥661,454 million

2. Pledged Assets

Breakdown of Assets Pledged as Collateral and Amounts thereof:

Property, plant and equipment \$\fomal233,128\text{ million}\$

Marketable securities \$\fomal210\text{ million}\$

Investments in securities \$\fomal279\text{million}\$

Secured Liabilities:

Long-term debts (including repayments due within one year) ¥139,325 million

Debts related to transactions with banks ¥20,996 million

3. Contingencies

(1) Guaranty Liabilities

Employees (liabilities to guarantee their borrowings from financial institutions, etc.) ¥2,358 million 4 Dealers, etc. (liabilities to guarantee their borrowings from financial institutions, etc.) ¥291 million

(2) Suits, etc.

Concerning the matter in which the Company and other companies are claimed to have violated the Antimonopoly Act with respect to bidding relating to delivery of petroleum products to the Defense Agency, the Company received an order for payment of surcharges (¥1,751 million) as of January 16, 2008 from the Fair Trade Commission (FTC), however, the Company submitted a motion for commencement of adjudication procedures to the FTC on February 15, 2008 requesting another trial, and following that motion the FTC issued a decision for commencement of adjudication as of March 24, 2008.

### 4. Items concerning Revaluation of Land

The Company and two of its consolidated subsidiaries revalued their land properties used for business under the "Law concerning Revaluation Reserve for Land" (Law No. 34 issued on March 31, 1998). The income tax portion on variances due to revaluation is stated in the "Deferred taxes for revaluation reserve for land" account in the "Liabilities" section on the Balance Sheet and the revaluation variances, net of the income tax portion, are stated in the "Revaluation reserve for land" account in the "Net Assets" section on the Balance Sheet.

· Revaluation method

The land sites for the refineries were valued in accordance with the appraisal provided in Paragraph 5 of Article 2 of the "Enforcement Ordinance for the Law concerning the Revaluation Reserve for Land" (Government Ordinance No. 119 issued on March 31, 1998), and other land sites were valued by referring to the road ratings provided in Paragraph 4 of Article 2 of the "Enforcement Ordinance for the Law concerning the Revaluation Reserve for Land," as well as making some rational adjustments.

· Date of Revaluation

March 31, 2002 (and December 31, 2001 completed by one consolidated subsidiary)

 The total amount of the revalued land at fair value as of March 31, 2008 is smaller than their total carrying amount after revaluation and the difference amounted to:

¥81,539 million

### (Notes to Consolidated Statement of Changes in Net Assets)

1. Types and Number of Outstanding Shares and Treasury Stock as of March 31, 2008

Outstanding shares: Ordinary shares 847,705,087 shares

Less treasury stock, at cost Ordinary shares 575,168 shares

2. Distribution of Surplus:

(1) Dividend Payments

| (Resolution adopted by) | Total dividend<br>amount (¥ mil) | Funded by         | Dividend per<br>share (¥) | Base date for dividend payment | Effective date   |
|-------------------------|----------------------------------|-------------------|---------------------------|--------------------------------|------------------|
| Shareholders' Meeting   |                                  |                   |                           |                                |                  |
| held on June 28, 2007   | 3,357                            | Retained earnings | 5                         | March 31, 2007                 | June 29, 2007    |
| Meeting of Board of     |                                  |                   |                           |                                |                  |
| Directors held on Nov.  |                                  |                   |                           |                                |                  |
| 6, 2007                 | 2,014                            | Retained earnings | 3                         | September 30, 2007             | December 5, 2007 |

(2) The dividend payment for which the base date belongs to FY2007 but for which the effective date comes after FY2007:

The following proposal is to be made at the annual shareholders' meeting held on June 24, 2008:

| (Resolution adopted by) | Total dividend<br>amount (¥ mil) | Funded by         | Dividend per<br>share (¥) | Standard date for dividend payment | Effective date |
|-------------------------|----------------------------------|-------------------|---------------------------|------------------------------------|----------------|
| Shareholders' Meeting   |                                  |                   |                           |                                    |                |
| held on June 24, 2008   | 4,237                            | Retained earnings | 5                         | March 31, 2008                     | June 25, 2008  |

### (Notes to Per-Share Information)

Net assets per share
 Net income per share
 ¥46.72

# (Notes to Material Contingencies)

None

# **Balance Sheet**

Fiscal Year 2007 (As of March 31, 2008)

Cosmo Oil Co., Ltd.

(Unit: million yen)

| Assets   |           | Liabilities  | million yen) |
|--|-----------|--|--------------|
| Item   | Amount    | Item   | Amount       |
| Current assets                                 | 876,963   | Current liabilities                                  | 794,024      |
| Cash and deposits                              | 23,739    | Accounts payable, trade                              | 308,907      |
| Notes receivable                               | 223       | Short-term loans                                     | 147,889      |
| Accounts receivable, trade                     | 257,538   | Long-term loans payable within one year              | 76,966       |
| Marketable securities                          | 11        | Corporate bond redeemable within one year            | 2,500        |
| Finished products                              | 98,975    | Accounts payable, other                              | 103,239      |
| Semi-finished products                         | 83,953    | Accrued volatile oil and other petroleum taxes       | 77,240       |
| Raw materials                                  | 94,876    | Accrued tax payable                                  | 5,939        |
| In-transit products                            | 4,823     | Accrued tax payable, con-tax                         | 3,174        |
| In-transit raw materials                       | 125,288   | Accrued expenses                                     | 4,839        |
| Supplies                                       | 3,665     | Advance payments received                            | 6,559        |
| Land for sale                                  | 363       | Deposits payable                                     | 41,425       |
| Advances                                       | 1,229     | Advance income                                       | 72           |
| Prepaid expenses                               | 2,972     | Deferred tax liabilities                             | 10,757       |
| Short-term loans                               | 27        | Others   | 4,511        |
| Short-term loans to subsidiaries/affiliate     | 36,610    | Long-term liabilities                                | 318,754      |
| Accounts receivable, other                     | 102,673   | Warrant bond (CB type)                               | 18,000       |
| Interest swaps                                 | 33,059    | Long-term loans                                      | 239,239      |
| Others   | 7,209     | Deferred tax liabilities                             | 9,263        |
| Allowance for doubtful accounts                | -280      | Deferred tax liabilities related to land revaluation | 31,153       |
| Fixed assets                                   | 573,955   | Long-term deposits                                   | 9,013        |
| Property, plant & equipment                    | 440,305   | Allowance for special repair work                    | 5,984        |
| Buildings                                      | 23,177    | Provision for retirement benefits                    | 2,227        |
| Structures                                     | 44,950    | Others   | 3,871        |
| Oil storage depots                             | 9,175     |  |              |
| Machinery and equipment                        | 66,316    | Total liabilities                                    | 1,112,778    |
| Automotive equipment                           | 332       | Net asset  |              |
| Tools, instruments and fixture                 | 3,960     | Shareholders' equity                                 | 305,857      |
| Land   | 269,674   | Common stock   | 107,246      |
| Construction in progress                       | 22,718    | Capital surplus                                      | 89,442       |
| Intangible fixed assets                        | 4,023     | Capital reserve                                      | 89,439       |
| Leaseholds                                     | 1,055     | Other capital reserve                                | 2            |
| Trademarks                                     | 1         | Retained earnings                                    | 109,245      |
| Software                                       | 2,721     | Legal reserve  | 7,407        |
| Others   | 244       | Other retained earnings                              | 101,837      |
| Investments and other assets                   | 129,627   | Special reserve for equalization of redemption       | 12           |
| Investments in securities                      | 42,571    | Reserve for reduction of fixed assets                | 17,218       |
| Stocks of subsidiaries and affiliates          | 38,603    | Retained earnings carried forward                    | 84,607       |
| Investments                                    | 131       | Less treasury stock, at cost                         | -76          |
| Long term loans receivable                     | 462       | Valuation and translation adjustments                | 32,282       |
| Long-term loans to employees                   | 4         | Unrealized gains on securities                       | 4,758        |
| Long-term loans to subsidiaries and affiliates | 19,309    | Deferred gains on hedges                             | 19,347       |
| Long-term prepaid expenses                     | 4,046     | Revaluation reserve for land                         | 8,176        |
| Long-term receivables                          | 412       |  |              |
| Long-term deposits                             | 12,231    |  |              |
| Others   | 14,191    |  |              |
| Allowance for doubtful accounts                | -763      |  |              |
| Reserve for loss on investments in             |           |  |              |
| unconsolidated subsidiaries and                | -1,575    |  |              |
| affiliates                                     |           |  |              |
|  |           | Total net assets                                     | 338,140      |
| Total assets                                   | 1,450,919 | Total liability and net assets                       | 1,450,919    |

# **Statement of Income**

Fiscal Year 2007 from April 1, 2007 to March 31, 2008

Cosmo Oil Co., Ltd. (Unit: million yen)

| (Unit: million ye   |        |           |  |  |
|---|--------|-----------|--|--|
| Item  | Amo    |           |  |  |
| I Net sales   |        | 3,301,597 |  |  |
| II Cost of sales  |        | 3,192,523 |  |  |
| Gross profit  |        | 109,073   |  |  |
| III Selling, general and administrative expenses                |        | 88,473    |  |  |
| Operating income  |        | 20,600    |  |  |
| IV Non-operating income   |        |           |  |  |
| Interest income   | 1,592  |           |  |  |
| Interest on securities  | 4      |           |  |  |
| Dividends received  | 3,533  |           |  |  |
| Rental income on fixed assets                                   | 979    |           |  |  |
| Foreign currency exchange gains                                 | 10,554 |           |  |  |
| Others  | 5,606  | 22,270    |  |  |
| V Non-operating expenses  |        |           |  |  |
| Interest expenses   | 11,170 |           |  |  |
| Bond interest expenses  | 291    |           |  |  |
| Others  | 5,029  | 16,491    |  |  |
| Ordinary income   |        | 26,379    |  |  |
| VI Extraordinary income   |        |           |  |  |
| Gain on sale of property, plant and equipment                   | 4,237  |           |  |  |
| Gain on sale of investments in securities                       | 659    |           |  |  |
| Benefits from reversal of allowance for doubtful accounts       | 540    |           |  |  |
| Gain on reversal of evaluation on investments in unconsolidated | 600    |           |  |  |
| subsidiaries and affiliates                                     |        |           |  |  |
| Gain on abolishment of retirement benefit plan                  | 3,007  |           |  |  |
| Gain on exchange of stock                                       | 366    | 9,411     |  |  |
| VII Extraordinary losses  |        |           |  |  |
| Loss on sale of property  | 88     |           |  |  |
| Loss on disposal of property                                    | 1,966  |           |  |  |
| Impairment loss   | 3,000  |           |  |  |
| Loss on valuation of membership                                 | 53     |           |  |  |
| Provision for reserve of evaluation on investments in           | 28     |           |  |  |
| unconsolidated subsidiaries and affiliates                      |        |           |  |  |
| Loss on business liquidation of subsidiaries and affiliates     | 1,625  | 6,762     |  |  |
| Income before taxes   |        | 29,028    |  |  |
| Income taxes  | 6,028  | ·         |  |  |
| Income taxes for previous year                                  | 449    |           |  |  |
| Income tax adjustments  | 9,381  | 15,859    |  |  |
| Net income  |        | 13,168    |  |  |

# Statement of Changes in Net Assets

Fiscal Year 2007 (Period from April 1, 2007 to March 31, 2008)

Cosmo Oil Co., Ltd.

(Unit: million yen)

|   |                 | Shareholders' equity |                             |        |               |                               |         |                                 |         |
|---|-----------------|----------------------|-----------------------------|--------|---------------|-------------------------------|---------|---------------------------------|---------|
|   |                 |                      | Capital surplus             | 3      | R             | tetained earnings             |         |                                 |         |
|   | Common<br>stock | Capital reserve      | Other<br>capital<br>reserve | Total  | Legal reserve | Other<br>retained<br>earnings | Total   | Less treasury<br>stock, at cost | Total   |
| Balance at March 31, 2007   | 62,366          | 44,559               | 2                           | 44,561 | 7,407         | 94,216                        | 101,624 | -63                             | 208,489 |
| Changes during the period   |                 |                      |                             |        |               |                               |         |                                 |         |
| Issuance of new stocks  | 44,880          | 44,880               |                             | 44,880 |               |                               |         |                                 | 89,760  |
| Cash dividends  |                 |                      |                             |        |               | -5,371                        | -5,371  |                                 | -5,371  |
| Net income  |                 |                      |                             |        |               | 13,168                        | 13,168  |                                 | 13,168  |
| Reversal of revaluation reserve for land                                |                 |                      |                             |        |               | -175                          | -175    |                                 | -175    |
| Acquisition of treasury stock   |                 |                      |                             |        |               |                               |         | -14                             | -14     |
| Disposal of treasury stock  |                 |                      | 0                           | 0      |               |                               |         | 1                               | 2       |
| Addition to other retained earnings                                     |                 |                      |                             |        |               | -                             | -       |                                 | -       |
| Reversal of other retained earnings                                     |                 |                      |                             |        |               | -                             | -       |                                 | -       |
| Changes in items other than shareholders' equity during the period, net |                 |                      |                             |        |               |                               |         |                                 |         |
| Total changes during the period   | 44,880          | 44,880               | 0                           | 44,880 | -             | 7,621                         | 7,621   | -13                             | 97,368  |
| Balance at March 31, 2008   | 107,246         | 89,439               | 2                           | 89,442 | 7,407         | 101,837                       | 109,245 | -76                             | 305,857 |

|   | Valı                                 | ation and tran             | slation adjustm                    | nents  |                     |
|---|--------------------------------------|----------------------------|------------------------------------|--|---------------------|
|   | Unrealized<br>gains on<br>securities | Deferred gain<br>on hedges | Revaluation<br>reserve for<br>land | Total<br>valuation and<br>translation<br>adjustments | Total net<br>assets |
| Balance at March 31, 2007   | 12,036                               | 16,252                     | 18,077                             | 46,366   | 254,856             |
| Changes during the period   |                                      |                            |                                    |  |                     |
| Issuance of new stocks  |                                      |                            |                                    |  | 89,760              |
| Cash dividends  |                                      |                            |                                    |  | -5,371              |
| Net income  |                                      |                            |                                    |  | 13,168              |
| Reversal of revaluation reserve for land                                |                                      |                            | 175                                | 175  | -                   |
| Acquisition of treasury stock   |                                      |                            |                                    |  | -14                 |
| Disposal of treasury stock  |                                      |                            |                                    |  | 2                   |
| Addition to other retained earnings                                     |                                      |                            |                                    |  | -                   |
| Reversal of other retained earnings                                     |                                      |                            |                                    |  | -                   |
| Changes in items other than shareholders' equity during the period, net | -7,278                               | 3,094                      | -10,076                            | -14,259  | -14,259             |
| Total changes during the period   | -7,278                               | 3,094                      | -9,900                             | -14,084  | 83,284              |
| Balance at March 31, 2008   | 4,758                                | 19,347                     | 8,176                              | 32,282   | 338,140             |

### Breakdown of Other Retained Earnings

|   | Special<br>reserve for<br>equalization of<br>redemption | Reserve for<br>losses on<br>overseas<br>investments | Reserve for reduction of fixed assets | Retained<br>earnings<br>brought<br>forward | Total   |
|---|---|---|---------------------------------------|--|---------|
| Balance at March 31, 2007   | 28  | 468   | 17,237                                | 76,481                                     | 94,216  |
| Changes during the period   |   |   |                                       |  |         |
| Issuance of new stocks  |   |   |                                       |  |         |
| Cash dividends  |   |   |                                       | -5,371                                     | -5,371  |
| Net income  |   |   |                                       | 13,168                                     | 13,168  |
| Reversal of revaluation reserve for land                                |   |   |                                       | -175                                       | -175    |
| Acquisition of treasury stock   |   |   |                                       |  |         |
| Disposal of treasury stock  |   |   |                                       |  |         |
| Addition to other retained earnings                                     |   |   | 1,116                                 | -1,116                                     | -       |
| Reversal of other retained earnings                                     | -16   | -468  | -1,135                                | 1,620                                      | -       |
| Changes in items other than shareholders' equity during the period, net |   |   |                                       |  |         |
| Total changes during the period   | -16   | -468  | -19                                   | 8,125                                      | 7,621   |
| Balance at March 31, 2008   | 12  | -   | 17,218                                | 84,607                                     | 101,837 |

### **Notes to Financial Statements**

- 1. In the non-consolidated balance sheet, non-consolidated statement of income and non-consolidated statement of changes in net assets of Cosmo Oil Co., Ltd. (the "Company"), figures less than 1 million yen are rounded down.
- 2. Notes to Items regarding Significant Accounting Policies

(1) Standards and Methods for Valuation of Securities

Securities held to maturity: Stated at amortized cost method

Stocks issued by subsidiaries and

affiliated companies:

Other securities:

Stated at cost determined by the moving average method

Securities available for sale with fair market value: Stated at fair value based on market values applicable on the date of consolidated settlement of accounts (in which all differences between the carrying amounts and the fair values are reported as a separate component of net assets, while the cost of

securities sold is calculated by the moving average method)

Securities with no available fair market value: Stated at cost determined by

the moving average method

(2) Standards and Methods for Valuation of Inventories

Finished products, semi-finished

products, raw materials:

Stated at cost determined by the weighted average method

In-transit products: Stated at cost determined by the specific identification method Supplies: Stated at cost determined by the weighted average method Land for sale: Stated at cost determined by the specific identification method (3) Valuation of Net Amounts of the Assets and Liabilities for which Derivative Transactions Are Executed:

Stated at fair value

(4) Methods for Depreciation of Fixed Assets

Property, plant & equipment

The straight-line method

The number of years of their useful lives and their residual value are calculated based on the criteria defined under the Corporation Tax Law of Japan, providing that the economic useful life of 15 years is adopted for the Company's service station by taking their actual past performances into consideration.

(Change in Accounting Policy)

In accordance with revisions of the Corporation Tax Law, the Company changed the method of calculating depreciation expenses for tangible fixed assets acquired from April 1, 2007 onwards into the method under the revised law, effective from the beginning of FY2007 (April 1, 2007). The impact of this change on the bottom line for FY2007 was slight.

(Additional Information)

In accordance with revisions of the Corporation Tax Law, the Company adopted a method in which the remaining acquisition cost of each of the tangible fixed assets acquired on or before March 31, 2007 will be

net income for the fiscal year by ¥2,533 million, respectively.

The straight-line method

Intangible fixed assets The number of years of their useful lives is calculated based on the criteria

defined under the Corporate Income Tax Law of Japan, providing that amortization expenses for the software used by the Company is calculated on the straight line method over the period of its availability in-house (5

years).

The equal installment method

Long-term Prepaid Expenses The equal installment method is adopted to calculate depreciation expenses

for these account items over the period defined under the Corporate Income

Tax Law of Japan.

(5) Standards for Recording Allowances Allowance for doubtful accounts

An estimated amount of irrecoverable debts is set aside against any potential losses on the failure to collect the accounts receivable.

a) Ordinary accounts receivable:

The amount of allowance calculated at the actual ratio of bad debts

b) Highly doubtful receivables and claims in bankruptcy and reorganization, etc.:

The amount recognized for uncollectible accounts

Reserve for loss on investments in unconsolidated subsidiaries and affiliates:

A reserve is kept aside to cover any potential losses on the Company's investments in its subsidiaries and affiliated companies and it is provided based on an estimated amount of losses by taking the financial positions of such subsidiaries and affiliates and expected recovery from them into consideration

Allowance for special repair work

An allowance is set aside to cover expenses arising from the inspection and repairs of the oil tanks subject to the open regular inspection in compliance with the Fire Service Law of Japan, and an amount equal to the estimated cost of periodically required repairs was added to the provision for FY2007. An allowance is put aside to cover retirement and severance benefits payable to employees and a certain amount was recorded based on the estimated amount of projected benefit obligation and the fair value of the pension assets as of March 31, 2008.

Retirement and severance benefits for employees

Actual gains and losses are recognized in expenses at an amount prorated in the straight line method over a certain number of years (primarily 10 years), which is within the average of the estimated remaining years of service to be performed by the employees at the time of accrual, commencing with the fiscal year following the accrual time.

Prior service cost obligation is recognized as an expense item at an amount prorated in the straight line method over a certain number of years (primarily 10 years) within the average of the remaining years of service to be performed by the employees at the time of accrual.

The pension plan asset amounts exceeded the projected benefit obligation amounts after the deduction of unrecognized actuarial differences, and these excess portions are stated in the "Other" item of the "Investment and other assets" account on the balance sheet herein.

(Discontinuation of the Conventional Qualified Retirement Annuity System) The Company, on April 1, 2007, discontinued its conventional qualified retirement annuity system, or a defined-benefit pension system, and instead introduced a defined-benefit pension plan, a defined-contribution pension plan, an advance-payment plan for retirement benefits and an additional retirement benefit plan. Owing to the discontinuation of the system, an extraordinary income of ¥3,007 million and an unrecognized prior service cost (positive difference) of ¥1,591 million were recorded.

- (6) Methods for Accounting for Finance Leases
  - Finance leases, except those under which the ownership of the leased properties are regarded to be transferred to the lessees, are accounted for in conformity with the accounting process applicable to operating leases.
- (7) Accounting Process for Consumption Tax, etc.
  - As for how to account for national and local consumption taxes, all domestic transactions are accounted for by excluding these tax amounts from the amounts thereof.

#### 3. Notes to Non-Consolidated Balance Sheet

(1) Short-term loans receivable from subsidiaries and affiliates:

 Yes
 Yes

(3) Pledged Assets

Breakdown of Assets Pledged as Collateral and Amounts thereof:

Property, plant & equipment \$\fomal2308,017\$ million

Marketable securities \$\fomal210\$ million

Secured Liabilities:

Long-term debts (including repayments due within the next year) \$\ \text{\text{\$\text{\text{\$\exitt{\$\text{\$\text{\$\text{\$\text{\$\text{\$\text{\$\text{\$\text{\$\exitt{\$\text{\$\text{\$\text{\$\text{\$\text{\$\text{\$\text{\$\text{\$\exitt{\$\text{\$\exitt{\$\text{\$\text{\$\text{\$\texitt{\$\text{\$\texi\}\$}\text{\$\tex{\$\text{\$\text{\$\text{\$\text{\$\texitt{\$\texitt{\$\text{\$\texitt{\$\

(4) Contingencies

a. Guaranty Liabilities

Employees (liabilities to guarantee their borrowings from financial institutions, etc.)

Cosmo Oil Lubricants Co., Ltd. (amount required to guarantee its transactions with 4837 million dealers, etc.)

Cosmo Oil of U.S.A., Inc. (amount required to guarantee its diesel fuel transactions)

Yes million

Yes million

Yes million

(amount required to guarantee its option transactions)

3 Dealers, etc. ¥166 million

(liabilities to guarantee their borrowings from financial institutions, etc.)

b. Suits, etc.

Concerning the matter in which the Company and other companies are claimed to have violated the Antimonopoly Act with respect to bidding relating to delivery of petroleum products to the Defense Agency, the Company received an order for payment of surcharges (¥1,751 million) as of January 16, 2008 from the Fair Trade Commission (FTC), however, the Company submitted a motion for commencement of adjudication procedures to the FTC on February 15, 2008 requesting another trial, and following that motion the FTC issued a decision for commencement of adjudication as of March 24, 2008.

(5) Loans to directors and corporate auditors due to transactions with them

¥611 million

(6) Items concerning Revaluation of Land

The Company revalued their land properties used for business under the "Law concerning Revaluation Reserve for Land" (Law No. 34 issued on March 31, 1998). The income tax portion on variances due to revaluation is stated in the "Deferred taxes for revaluation reserve for land" account in the "Liabilities" section on the Balance Sheet and the revaluation variances, net of the income tax portion, are stated in the "Revaluation reserve for land" account in the "Net Assets" section on the Balance Sheet.

Revaluation method

The land sites for the refineries were valued in accordance with the appraisal provided in Paragraph 5 of Article 2 of the "Enforcement Ordinance for the Law concerning the Revaluation Reserve for Land" (Government Ordinance No. 119 issued on March 31, 1998), and other land sites were valued by referring to the road ratings provided in Paragraph 4 of Article 2 of the "Enforcement Ordinance for the Law concerning the Revaluation Reserve for Land," as well as making some rational adjustments.

• Date of Revaluation March 31, 2002

• The total amount of the revalued land at fair value as of March 31, 2008 is smaller than their total carrying amount after revaluation and the difference amounted to:

¥74,085million

### 4. Notes to Non-Consolidated Statement of Income

# 5. Notes to Non-Consolidated Statement of Changes in Net Assets

Type and Number of Treasury Stock as of March 31, 2008 Common stock

223,520 shares

| 6. Notes to Tax Effective Consequence Accounting                  | (Unit: million yen) |
|---|---------------------|
| Current Deferred Tax Assets and Liabilities                       | , ,                 |
| (1) Deferred tax assets:  |                     |
| Reserve for bonuses:  | 1,091               |
| Accrued business tax:   | 629                 |
| Others  | 691                 |
| Total current deferred tax assets:                                | 2,412               |
| (2) Deferred tax liabilities:                                     |                     |
| Deferred gains on hedges  | (13,169)            |
| Total current deferred tax liabilities:                           | (13,169)            |
| Net current deferred tax liabilities:                             | (10,757)            |
| 2. Non-Current Deferred Tax Assets and Liabilities                |                     |
| (1) Deferred tax assets:  |                     |
| Investments in securities   | 5,372               |
| Impairment loss on fixed assets                                   | 5,325               |
| Loss brought forward  | 2.626               |
| Excess part of depreciation deductible limit                      | 2,626               |
| Others  | 6,998               |
| Non-current deferred tax assets – Sub-total:                      | 20,322              |
| Valuation allowance:  | (8,998)             |
| Total non-current deferred tax assets:                            | 11,324              |
| (2) Deferred tax liabilities:                                     |                     |
| Reserve for reduction of fixed assets:                            | (11,690)            |
| Prepaid pension cost  | (4,987)             |
| Net unrealized gains (losses) on securities:                      | (2,953)             |
| Others  | (956)               |
| Total non-current deferred tax liabilities:                       | (20,588)            |
| Net non-current deferred tax liabilities:                         | (9,263)             |
| (3) Deferred tax asset and liability related to land revaluation: |                     |
| Deferred tax asset related to land revaluation:                   | 15,248              |
| Valuation allowance:  | (15,248)            |
| Total   | (10,2.0)            |
|   | (21.152)            |
| Deferred tax liability related to land revaluation:               | (31,153)            |
| Net deferred tax liability related to land revaluation:           | (31,153)            |

# 7. Notes to Fixed Assets Used Under Leases

| 1. Finance leases other than those under which the ownership of the leased assets is |
|--|
| regarded as being transferred to lessees (in millions of yen):                       |

| regarded as being transferred to lessees (in millions of yen):                        |       |
|---|-------|
| (1) Amounts equivalent to the acquisition cost, accumulated depreciation and net book |       |
| value of leased properties as of March 31, 2008:                                      |       |
| Acquisition cost equivalent:  | 1,104 |
| Accumulated depreciation equivalent:  | 512   |
| Net book value equivalent as of March 31, 2008:                                       | 592   |
| (2) Net book value of lease obligations as of March 31, 2008                          |       |
| Due within one year:  | 122   |
| Due more than one year:   | 469   |
| Total:  | 592   |
| (3) Lease payments and depreciation equivalent:                                       |       |
| Lease payment:  | 133   |

133

Lease payment:
Deprecation equivalent

(4) How to calculate the amounts equivalent to depreciation expenses

The amount equivalent to a depreciation expense for a leased property is determined by the straight line method over its leasing term, which is regarded as its useful life, at

the residual value of nil.

#### 8. Notes to the Company's Transactions with Relevant Parties

#### (1) Subsidiaries

| Name of subsidiary<br>(Ownership type & ratio)            | Line of business  | Cosmo Oil's<br>relationship<br>with subsidiary  | Account item for record entry                        | Transaction<br>amount<br>(¥mil) | Item   | Balance as of<br>Mar 31, '08<br>(¥mil) |
|---|---|---|--|---------------------------------|--|--|
| Cosmo Oil Sales Corporation<br>(directly, 100% owned)     | Sale of oil products  | 3 Cosmo Oil directors<br>are concurrently the<br>directors of the<br>subsidiary  Sales of oil products<br>made by Cosmo Oil | Oil product sales<br>(*1)                            | 361,281                         | Accounts receivable, trade                           | 36,358                                 |
|   | Management and  |   | Loans to it (*2)                                     | 21,974                          | Short-term<br>loans to<br>subsidiaries/<br>affiliate | 19,491                                 |
|   |   | 3 Cosmo Oil directors are concurrently the  |  |                                 | Long-term<br>loans to<br>subsidiaries/<br>affiliate  | 2,692                                  |
| Cosmo Property Service Corporation (directly, 100% owned) | lease of service station equipments   | directors of the<br>subsidiary  | Interest receivable (*3)                             | 240                             | Accounts receivable, other                           | 151                                    |
|   |   | Loans to it   | Loans to it (*4)                                     | 620                             | Short-term<br>loans to<br>subsidiaries/<br>affiliate | 1,100                                  |
|   |   |   | Interest receivable (*3)                             | 6                               | Accrued revenue                                      | 5                                      |
| Corres Off (U.V.) No.                                     | Purchase and sale of<br>crude oil and oil<br>products   | 2 Cosmo Oil directors<br>are concurrently<br>directors of the<br>subsidiary<br>Crude oil purchase from<br>it                | Crude oil purchases (*1)                             | 262,043                         | Account payable, trade                               |  |
| Cosmo Oil (U.K.) Plc.<br>(directly, 100% owned)           |   |   | Interest payable (*3)                                | 1,470                           |  | 44,567                                 |
|   | Import, storage and sale of LPG   |   | Representing to<br>make LPG overseas<br>transactions | 147,444                         | Accounts receivable, other                           | 26,499                                 |
|   |   |   | Interest receivable (*3)                             | 323                             | Account payable, trade                               | 7,119                                  |
| Cosmo Petroleum Gas Co., Ltd.                             |   |   | LPG purchases(*5)                                    | 40,120                          | Account payable, trade                               | 8,211                                  |
| (directly, 100% owned)                                    |   |   | LPG sales(*5)  | 77,113                          | Accounts receivable                                  | 14,657                                 |
|   |   |   | Fund deposit (*4)                                    | 12,860                          | Deposits payable                                     | 16,796                                 |
|   |   |   | Interest payable(*3)                                 | 157                             | Accounts payable, other                              | 99                                     |
| Cosmo Matsuyama Oil Co., Ltd.<br>(directly, 100% owned)   | Manufacture and sale<br>of Petrochemical<br>Products,<br>Storage, loading and<br>discharging of<br>petroleum products | 4 Cosmo Oil directors<br>are concurrently<br>directors of the<br>subsidiary<br>Receipt of debt<br>guaranteed mortgage       | Receipt of debt<br>guaranteed mortgage<br>(*6)       | 139,138                         | -  | -                                      |

Out of the amounts shown above, the transaction amounts are exclusive of consumption tax charges, while the balance amounts as of March 31, 2008 include such charges.

Conditions for Transactions with the Subsidiaries Above and the Policy to Determine such Conditions:

Notes:

- Conditions for transactions with such subsidiaries are similar to conditions under which the Company usually does business with companies in which the Company makes no capital investment.
- Loans are used by the loan receivers as their working funds and each of the transaction amounts shown above is stated at an average amount of balance during FY2007.
- 3. Interest rates are determined by taking market rates of interest and other conditions into consideration.
- 4. Loans/Deposits are based on the Company's group financing program and the transaction amounts are stated at an average amount of balance during FY2007.
- 5. Conditions for transactions are determined by taking market value and other conditions into consideration.
- For the Company's loans from financial institutions, it arranges a mortage with a part of our fixed assets. The transaction amounts are the balance of such loans at the end of FY2007.

#### (2) Director

| Name of party<br>(voting stock ownership) | Occupation of party                            | Cosmo Oil's<br>relationship w/ party  | Transaction with party                                    | Transaction<br>amount<br>(¥mil) | Item | Balance as of<br>Mar 31, '07<br>(¥mil) |
|---|--|---|---|---------------------------------|------|--|
| Naomasa Kondo<br>(directly, 0.0% owned)   | Managing Director<br>of Cosmo Oil Co.,<br>Ltd. | Managing Director of<br>Cosmo Oil Co., Ltd.<br>Chairman of Cosmo Oil<br>Eco Card Fund | Contributions (*1)  | 41                              | -    | -                                      |
| Yoshitsugu Kondo<br>(none)                | Attorney at law                                | Auditor and legal<br>advisor to Cosmo Oil<br>Co., Ltd.                                | Compensation payable to him, incl. legal advisor fee (*2) | 8                               | -    | -                                      |

The transaction amount shown above is exclusive of consumption tax charges.

Conditions for the Transaction with the Party Above and the Policy to Determine such Conditions:

Notes: 1. It is transaction for so-called third party.

2. He is paid for his legal advisor and other services under the legal advisor service agreement between the Company and the attorney at law.

#### 9. Notes to Per-Share Information

(1) Net assets per share

¥398.99

(2) Net income per share

¥17.50

# 10. Notes to Material Contingencies

None

# **Accounting Auditors' Audit Report** concerning the Consolidated Financial Statements: Full Copy

# **Independent Auditors' Audit Report**

May 8, 2008

To the Board of Directors, COSMO OIL CO., LTD.

#### KPMG AZSA & Co.

Designated and Engagement Partner, Takaya Abe Seal Certified Public Accountant Designated and Engagement Partner, Naoto Yokoi Seal Certified Public Accountant Designated and Engagement Partner, Hirotoshi Iwamoto

Certified Public Accountant

Seal

In accordance with Article 444, Paragraph 4 of the Corporate Law, we, the audit corporation, audited the consolidated financial statements, that is, the consolidated balance sheets, consolidated statements of income, consolidated statements of changes in net assets and the notes to the consolidated financial statements of the Company for the consolidated fiscal term from April 1, 2007 to March 31, 2008. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to independently express an opinion on the consolidated financial statements.

We, the audit corporation, conducted our audit in accordance with auditing standards generally accepted in Japan. Those auditing standards require that we plan and perform the audit to obtain reasonable assurance as to whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements, assessing the accounting policies used and significant estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements. We believe that our audit provides a reasonable basis for our opinion.

These consolidated financial statements are in accordance with auditing standards generally accepted in Japan and they present fairly the financial position and the results of operations in every material matter which consists of COSMO OIL CO., LTD. and its subsidiaries for the period of the consolidated financial statements of the Group.

Our firm and engagement partners have no interest in the Company which must be disclosed pursuant to the provisions of the Certified Public Accountants Law.

# Accounting Auditors' Audit Report concerning the Non-consolidated Financial Statements: Full Copy

# **Independent Auditors' Audit Report**

May 8, 2008

To the Board of Directors, COSMO OIL CO., LTD.

#### KPMG AZSA & Co.

Designated and Engagement Partner, Takaya Abe
Certified Public Accountant
Designated and Engagement Partner, Naoto Yokoi Seal
Certified Public Accountant
Designated and Engagement Partner, Hirotoshi Iwamoto Seal
Certified Public Accountant

In accordance with Article 436, Paragraph 2 Item 1 of the Corporate Law, we, the audit corporation audited the non-consolidated financial statements, that is, the non-consolidated balance sheets, non-consolidated statements of income, non-consolidated statements of changes in net assets and the notes to non-consolidated financial statements and supplementary schedules of the Company for the 102nd fiscal term from April 1, 2007 to March 31, 2008. These non-consolidated financial statements and supplementary schedules are the responsibility of the Company's management. Our responsibility is to independently express an opinion on the non-consolidated financial statements and the supplementary schedules based on our audit.

We, the audit corporation, conducted our audit in accordance with auditing standards generally accepted in Japan. Those auditing standards require that we plan and perform the audit to obtain reasonable assurance as to whether the non-consolidated financial statements and supplementary schedules are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the non-consolidated financial statements and supplementary schedules, assessing the accounting policies used and significant estimates made by management, as well as evaluating the overall presentation of the non-consolidated financial statements. We believe that our audit provides a reasonable basis for our opinion.

These non-consolidated financial statements and supplementary schedules are in accordance with auditing standards generally accepted in Japan and they present fairly the financial position and the results of operations in every material matter for the period of the non-consolidated financial statements.

Our firm and engagement partners have no interest in the Company which must be disclosed pursuant to the provisions of the Certified Public Accountants Law.

# **Board of Corporate Auditors' Audit Report: Full Copy**

## **Audit Report**

The Board of Corporate Auditors, based on the audit reports made by each Corporate Auditor concerning the execution of duties by Directors for the 102nd fiscal term from April 1, 2007 to March 31, 2008, prepared this Audit Report and hereby submit it as follows:

# 1. The Methods and Details of the Audit Conducted by the Corporate Auditors and the Board of Corporate Auditors

The Board of Corporate Auditors determined auditing policies and allocation of duties, received reports from each Corporate Auditor concerning the implementation and the results of the audits, obtained reports on business operations from Directors and other relevant persons as well as the Accounting Auditors concerned, and requested explanations as necessary.

In accordance with the audit standards for the Corporate Auditors as established by the Board of Corporate Auditors, the auditing policies, the audit execution plan and allocation of duties, each Corporate Auditor communicated Directors, Internal Audit Department as well as other employees, committed to gather information and develop an audit environment, attended the meetings of the Board of Directors and other significant meetings; obtained reports on business operations from Directors and others; requested explanation as necessary; reviewed documents which record approval of material matters; conducted investigations regarding the status of the business operations and assets of the head office and other major offices.

In addition, the Corporate Auditors monitored and confirmed the condition of the system (the internal control system) implemented based on the corporate resolution concerning the implementation of system set forth in the Article 100, Paragraph 1 and 3 of the Corporate Law and required to ensure the execution of duties by Directors in accordance with related laws, regulations and the Articles of Incorporation of the Company. With respect to subsidiaries, we communicated and exchanged information with Directors, Auditors, and other relevant personnel of the subsidiaries, and received business reports from subsidiaries as necessary.

Based on the methods as described above, the Board of Corporate Auditors deliberated the business reports and supplementary schedules for the period under review.

Furthermore, the Corporate Auditors monitored and confirmed if the Accounting Auditors holding independent position and performing appropriate audit received reports on auditing operations from the Accounting Auditors; and requested explanation as necessary. Also, the Corporate Auditors received a report from the Accounting Auditors that the Company implemented the "system to ensure appropriate execution of duties" (set forth in Article 159 of the Company's Calculation Rules) in accordance with the "Quality Control Standards for Audits" (Business Accounting Council, October 28, 2005) and others, and requested explanation as necessary.

Based on the methods as described above, the Board of Corporate Auditors deliberated the non-consolidated financial statements (the non-consolidated balance sheets, non-consolidated statements of income, non-consolidated statements of changes in net assets and the notes to non-consolidated financial statements) and supplementary schedules and the consolidated financial statements. (the consolidated balance sheets, consolidated statements of income, consolidated statements of changes in net assets and the notes to consolidated financial statements for the period under review.)

#### 2. Results of Audit

- (1) Audit results of business reports and other documents concerned
  - 1. The business report and supplementary schedules comply with the laws and regulations and with the Articles of Incorporation and correctly represents the company status.
  - 2. The business activities performed by the Directors were correct and did not seriously violate the laws, regulations, or the Articles of Incorporations.
  - 3. The corporate resolution concerning the internal control system is fair and reasonable. There are not matters to be pointed out for the execution of duties by Directors regarding the internal control system.
- (2) Audit results of the non-consolidated financial statements and supplementary schedules The auditing methods and results of the Accounting Auditors, KPMG AZSA & Co., are fair and reasonable.
- (3) Audit results of the consolidated financial statements

  The auditing methods and results of the Accounting Auditors, KPMG AZSA & Co., are fair and reasonable.

May 8, 2008

COSMO OIL CO., LTD. Board of Corporate Auditors

| Corporate Auditor | Yutaka Shimizu   | Seal |
|-------------------|------------------|------|
| Corporate Auditor | Makoto Suzuki    | Seal |
| Corporate Auditor | Hirokazu Ando    | Seal |
| Outside Auditor   | Hajime Miyamoto  | Seal |
| Outside Auditor   | Yoshitsugu Kondo | Seal |

(Note) Corporate Auditors Hirokazu Ando, Hajime Miyamoto and Yoshitsugu Kondo are outside corporate auditors as stipulated in Article 2, Item 16 and Article 335, Paragraph 3 of the Corporation Law.

#### **Reference Documents for the General Meeting of Shareholders**

# **Proposals and References**

# **Proposal No. 1: Appropriation of Surplus**

We would like to set the term-end dividend for the term as follows, taking into account in a comprehensive way the results from this term, future management environment and business expansion, etc. The total surplus dividend for the current term, including the interim dividend of \(\frac{4}{3}\) per share, amounts to \(\frac{4}{8}\) yen per share.

- (1) Matter related to distribution of property dividends to shareholders and the total amount ¥5 per share of common stock of the Company Total amount: ¥4,237,407,835
- (2) Effective date of the distribution of surplus June 25, 2008

# Proposal No. 2: Partial Amendments to the Articles of Incorporation

(1) Reasons for the amendments

Because of the diversification of business activities and in preparation for new business expansion in the future, the Company proposes to add business purposes to Article 2 (Purpose) of the Current Articles of Incorporation.

(2) Details of the proposed amendments Details of the proposed amendments are as follows.

|   | (Underlined parts are amended.)   |
|---|---|
| Current Articles of Incorporation   | Proposed Amendments   |
| Article 2 (Purpose)   | Article 2 (Purpose)   |
| The Company shall engage in the following business  | The Company shall engage in the following business  |
| activities:   | activities:   |
| 1. Development, mining, refining, processing, storage, buying and selling, and export and import of petroleum and by-products from oil drilling;  | Development, mining, refining, processing,<br>storage, buying and selling, and export and import<br>of petroleum and by-products from oil drilling;   |
| 2. Manufacture, processing, storage, buying and selling, and export and import of petrochemicals;   | 2. Manufacture, processing, storage, buying and selling, and export and import of petrochemicals;   |
| 3. Development, mining, manufacture, processing, storage, buying and selling, and export and import of coal, natural gas, and other energy sources as alternatives to petroleum;  | 3. Development, mining, manufacture, processing, storage, buying and selling, and export and import of coal, natural gas, and other energy sources as alternatives to petroleum;  |
| 4. Removal, manufacture, processing, buying and selling, and export and import of oils derived from plants and animals;   | 4. Removal, manufacture, processing, buying and selling, and export and import of oils derived from plants and animals;   |
| 5. Manufacture, processing, buying and selling, and export and import of drugs and drink and food products;   | <ol> <li>Manufacture, processing, buying and selling, and<br/>export and import of drugs and drink and food<br/>products;</li> </ol>  |
| (New Article)   | 6. Research, development, manufacture, processing, and selling, and export and import of chemical products and fertilizer;  |
| <u>6.</u> Warehousing and transport by ships and automotive vehicles;   | 7. Warehousing and transport by ships and automotive vehicles;  |
| 7. Renting, buying and selling, brokerage, management, and construction of real estate and other facilities and systems;  | 8. Renting, buying and selling, brokerage, management, and construction of real estate and other facilities and systems;  |
| 8. Construction of, contract repair work on, and<br>designing of facilities related to the purification,<br>manufacture, and buying and selling of petroleum<br>and petrochemicals, and consulting work related<br>thereto; | 9. Construction of, contract repair work on, and<br>designing of facilities related to the purification,<br>manufacture, and buying and selling of petroleum<br>and petrochemicals, and consulting work related<br>thereto; |
| 9. Recycling and disposal of industrial waste; 10. Management, administration, and renting of sports facilities, restaurants, and cleaning facilities;  | 10. Recycling and disposal of industrial waste; 11. Management, administration, and renting of sports facilities, restaurants, and cleaning facilities;   |
| 11. Research into, development of, and investigation  | 12. Research into, development of, and investigation  |

#### Current Articles of Incorporation

- of basic and applied biosciences, such as biochemistry, medicine, and pharmacology, and provision of entrustment and consultation services relating thereto;
- 12. Renting and buying and selling of automobiles, automobile parts and goods, office equipment, medical equipment, environmental measuring equipment, broadcast communications equipment, and convenience goods;
- 13. Development and trading of software related to computers, disposal and archiving of information and data used by computers, and provision of other services;
- 14. Provision of electricity and heat services;
- 15. Development, manufacture, and buying and selling of home electric generators and related equipment, and the planning, designing, supervision, construction, building, and provision of consulting services pertaining to facilities, systems, etc. related thereto;
- 16. Provision of entrustment and agency services pertaining to the information provision service business, pay insert business, and mail order business, as well as business transactions and payments utilizing networks, such as the Internet;
- 17. Purchasing of products by credit card and the operating of services related to mediating, collecting, and calculation with respect to service users:
- 18. Operation of comprehensive leasing business;
- <u>19.</u> Operation of business related to the non-life insurance business and life insurance solicitation;
- <u>20.</u> Provision of designated home care support pursuant to nursing care insurance laws and the following types of home care:
  - (1) Visiting care
  - (2) Visiting nursing
  - (3) Home care management and guidance
  - (4) Leasing of welfare equipment
- 21. Dispatch of temporary workers
- 22. All other activities incidental to the foregoing.

#### **Proposed Amendments**

- of basic and applied biosciences, such as biochemistry, medicine, and pharmacology, and provision of entrustment and consultation services relating thereto;
- 13. Renting and buying and selling of automobiles, automobile parts and goods, office equipment, medical equipment, environmental measuring equipment, broadcast communications equipment, and convenience goods;
- 14. Development and trading of software related to computers, disposal and archiving of information and data used by computers, and provision of other services;
- 15. Provision of electricity and heat services;
- 16. Development, manufacture, and buying and selling of home electric generators and related equipment, and the planning, designing, supervision, construction, building, and provision of consulting services pertaining to facilities, systems, etc. related thereto;
- 17. Provision of entrustment and agency services pertaining to the information provision service business, pay insert business, and mail order business, as well as business transactions and payments utilizing networks, such as the Internet;
- 18. Purchasing of products by credit card and the operating of services related to mediating, collecting, and calculation with respect to service users:
- 19. Operation of comprehensive leasing business;
- <u>20.</u> Operation of business related to the non-life insurance business and life insurance solicitation;
- 21. Provision of designated home care support pursuant to nursing care insurance laws and the following types of home care:
  - (1) Visiting care
  - (2) Visiting nursing
  - (3) Home care management and guidance
  - (4) Leasing of welfare equipment
- 22. Dispatch of temporary workers
- 23. All other activities incidental to the foregoing.

# **Proposal No. 3:** Election of Ten (10) Directors

The term of office of all Directors will expire at the close of this General Meeting of Shareholders. Therefore, it is proposed that ten (10) Directors be elected.

The candidates for Directors are as follows.

|     |                                    | officetors are as follows                            | •   | Number of     |
|-----|------------------------------------|--|---|---------------|
| NT. | Name                               | Career Summary, Status and Assignment at the Company |   | Shares of the |
| No. | (Date of Birth)                    | and Representation of Other Companies                |   | Company       |
|     |                                    |  |   | Held          |
|     |                                    | April 1956 Join                                      | ed MARUZEN OIL CO., LTD.                          |               |
|     |                                    | June 1982 Dire                                       | ector   |               |
|     | Keiichiro Okabe<br>(July 23, 1932) | April 1986 Dire                                      | ector of the Company                              |               |
|     |                                    | June 1987 Man  | naging Director                                   |               |
|     |                                    | June 1992 Repr                                       | resentative Senior Managing Director              | 82,000        |
| 1   |                                    |  | sident  | shares        |
|     | (July 23, 1932)                    | June 1999 Chai                                       | irman and President                               | Shares        |
|     |                                    |  | irman (current position)                          |               |
|     |                                    | < Representation status                              | s at other companies>                             |               |
|     |                                    | President and Represe                                | entative Director, QATAR PETROLEUM                |               |
|     |                                    | DEVELOPMENT CO                                       |   |               |
|     |                                    |  | ed Daikyo Oil Co., Ltd.                           |               |
|     | ** ' 1 ' **'                       |  | ector of the Company                              | <b>72</b> 000 |
| 2   | Yaichi Kimura                      |  | naging Director                                   | 72,000        |
|     | (May 20, 1940)                     |  | ior Managing Director                             | shares        |
|     |                                    |  | e President                                       |               |
|     |                                    |  | ident (current position)                          |               |
|     |                                    |  | ed Daikyo Oil Co., Ltd.                           |               |
|     |                                    |  | eral Manager, Corporate Planning Dept. and        |               |
|     |                                    |  | rnet Business Dept. of the Company                |               |
|     |                                    |  | ector, General Manager, No. 1 Planning Dept.      |               |
|     | V -: M:1                           |  | naging Director                                   | 26,000        |
| 3   | Keizo Morikawa                     |  | ior Managing Director                             | 36,000        |
|     | (January 29, 1948)                 | -  | resentative Senior Managing Director              | shares        |
|     |                                    | *  | rent position)                                    |               |
|     |                                    | <in charge=""></in>                                  | C ( ID ( D ( IM I C D )                           |               |
|     |                                    |  | s Control Dept., Retail Marketing Dept.,          |               |
|     |                                    |  | g Dept., Industrial Fuel Marketing Dept., and     |               |
|     |                                    | responsible for Accou                                |   |               |
|     |                                    |  | ed MARUZEN OIL CO., LTD.                          |               |
|     |                                    |  | eral Manager, International Business Dept. of the |               |
|     |                                    |  | npany   |               |
|     |                                    |  | ector, General Manager, International Business    |               |
|     |                                    | June 2002 Man  | naging Director                                   |               |
|     | Kenji Hosaka                       |  | ior Managing Director                             | 34,000        |
| 4   | (June 13, 1948)                    |  | resentative Senior Managing Director              | shares        |
|     | (June 13, 1746)                    | -  | rent position)                                    | Silaics       |
|     |                                    | <in charge=""></in>                                  | Tent position)                                    |               |
|     |                                    |  | ept., International Venture Dept., International  |               |
|     |                                    | Business Dept.                                       | op., memational venture Dept., international      |               |
|     |                                    | Representation status                                | s at other companies>                             |               |
|     |                                    | Chairman, COSMO O                                    |   |               |
|     |                                    | Chairman, CODIVIO O                                  | /IL (O.R.) I EC.                                  | 1             |

| No. | Name<br>(Date of Birth)                |   | mmary, Status and Assignment at the Company and Representation of Other Companies  | Number of<br>Shares of the<br>Company<br>Held |
|-----|--|---|--|---|
| 5   | Naomasa Kondo<br>(December 11, 1947)   |   | Joined MARUZEN OIL CO., LTD. General Manager, R&D Dept. of the Company Director, General Manager, R&D Dept. Managing Director (current position) nunications Dept., Project Development Dept., Safety Control Dept., Purchasing Center   | 34,000<br>shares                              |
| 6   | Kaoru Kawana<br>(December 2, 1949)     | April 1974<br>June 2002<br>June 2003<br>June 2005<br><in charge=""></in>                      | Joined Daikyo Oil Co., Ltd. General Manager, General Affairs Dept. of the Company Director, General Manager, General Affairs Dept. Managing Director (current position)  em Planning Dept., Affiliate Affairs Dept., General   | 26,000<br>shares                              |
| 7   | Satoshi Miyamoto<br>(October 12 1950)  | April 1974 June 2000 June 2003 June 2005 <in charge=""> Accounting Dept</in>                  | Joined MARUZEN OIL CO., LTD. General Manager, Finance Dept. of the Company Director, General Manager, Finance Dept. Managing Director (current position)  L., Finance Dept., Distribution Dept.  | 20,000<br>shares                              |
| 8   | Seizo Suga<br>(February 14, 1950)      | April 1972 June 2002  June 2003  June 2005 June 2006  June 2007 <in charge=""></in>           | Joined Kansai Oil Co., Ltd. General Manager, Refining & Technology Dept. of the Company Director, General Manager, Refining & Technology Dept. Director, General Manager, Yokkaichi Refinery Retired from Director Senior Executive Officer, General Manager, Yokkaichi Refinery Senior Managing Director (current position) and & Supply Coordination Dept., Refining & | 32,000<br>shares                              |
| 9   | Saeed Al Mehairbi<br>(January 9, 1975) | November 1997<br>January 2003<br>January 2006<br>August 2007<br>August 2007<br>September 2007 |  | 0<br>share                                    |

| No | Name<br>(Date of Birth)                    |                            | mmary, Status and Assignment at the Company and Representation of Other Companies  | Number of<br>Shares of the<br>Company<br>Held |
|----|--|----------------------------|--|---|
| 10 | Khalifa Al Romaithi<br>(December 14, 1978) | December 2006<br>June 2007 | Joined International Petroleum Investment Company (UAE) Board member (current position), Hyundai Oil bank Co., Ltd. (Korea) Board member, Oman Polypropylene LLC (Oman) Investment Management Division Manager (current position), International Petroleum Investment Company (UAE) Director of the Company (current position) | 0<br>share                                    |

- (Notes) 1. Keiichiro Okabe also serves as Representative Director of our subsidiary, Qatar Petroleum Development Co., Ltd., and the Company and the relevant company have transaction relationships for such as the sale and purchase of crude oil, etc. No conflict of interest exists between the Company and any of the other candidates for Director above.
  - 2. Matters with respect to the candidates for Outside Director are as follows:
    - (1) Saeed Al Mehairbi and Khalifa Al Romaithi are candidates for Outside Director.
    - (2) Reasons for choosing the above persons as candidates for Outside Director, and the reasons for the Company's judgment of their being capable of properly executing duties as Outside Directors.
      - (i) Saeed Al Mehairbi serves as a Board Member for Sumed Pipeline and CEPSA, S.A., and the Company judges him capable of properly executing duties as Outside Director with respect to the petroleum industry from an international viewpoint.
      - (ii) Khalifa Al Romaithi serves as a Board Member for Hyundai Oil bank Co., Ltd. Energias de portugal (EDP) and the Company judges him capable of properly executing duties as Outside Director with respect to the petroleum industry from an international viewpoint.
    - (3) Relationship between the candidates for Outside Directors and companies with specified relationships with the Company
      As described above, Saeed Al Mehairbi has experience from executing duties at Abu Dhabi
      National Oil Company, and the relevant company is a company with a specified relationship with the Company.
    - (4) Length of term the candidates for Outside Directors have already served as Outside Directors Both Saeed Al Mehairbi and Khalifa Al Romaithi will have served for six months as Outside Directors as of the conclusion of this Meeting.

# Exercising Your Voting Rights via the Internet, etc.

Exercising your voting rights via the Internet is only available by accessing the designed website (http://www.web54.net/).

When exercising voting rights via the Internet, please be aware of the following:

#### 1. Basic Matters

- (1) Please note that the voting exercise code and temporary password supplied on the right-hand side of your Voting Rights Exercise Form are necessary.
- (2) If you exercise your voting rights via the Internet multiple times, only your last vote will be treated as valid
- (3) If you exercise your voting rights by mail and also place your vote via the Internet, whichever we received last will be treated as valid. If we receive both on the same day, we will treat only your vote placed via the Internet as valid.
- (4) You may place your vote via the Internet at anytime until the close of business (5:30 PM) on Monday, June 23, 2008.
- (5) The costs of using the Internet website to exercise your voting rights, such as the connection fees of internet service providers and applicable communications fees (i.e., call charges), will be borne by the shareholder.

#### 2. Handling Your Password

- (1) The temporary password is our means of verifying whether the person voting is a legitimate shareholder. Please maintain this password as strictly confidential in the same manner as a registered seal or a personal identification number.
- (2) If you lose your password, please follow the screen guidance and follow the procedures.

#### 3. Conditions Relevant to Systems

Please confirm following the system environment for exercising voting rights via the Internet.

- (1) Display monitor with resolution of greater than 800×600 (SVGA)
- (2) Following applications installed
  - a. Microsoft® Internet Explorer v. 5.01 SP2 or more recent version
  - b. Adobe<sup>®</sup> Acrobat<sup>®</sup> Reader<sup>TM</sup> v. 4.0 or more recent version or Adobe<sup>®</sup> Reader<sup>®</sup> v. 6.0 or more recent version (for the case where Reference Documents, etc. will be read over the Internet)
    - \* Microsoft<sup>®</sup> and Internet Explorer are trademarks or registered trademarks of Microsoft Corporation, and Adobe<sup>®</sup> and Acrobat<sup>®</sup> Reader<sup>TM</sup> are trademarks or registered trademarks of Adobe Systems Incorporated, both of the U.S.A. and/or other countries.

In case of accessing the Internet from companies, etc., communications over the Internet are sometimes restricted due to Firewall settings, etc., so please confirm with the systems manager of your company.

Also please understand that cellular phones cannot be used as terminals for operations via Internet.

#### 4. In Case You Need Instructions to Operate Your Personal Computer, etc.

In case you need instructions for how to operate your personal computer in order to exercise your voting rights via the Internet, please contact the following support desk:

The Chuo Mitsui Trust and Banking Company, Limited., Securities Agent Web Support Hotline Phone: 0120 (65) 2031 (Toll Free) (Monday to Friday 9:00 to 21:00)

#### (For Institutional Investors)

Institutional investors may use "Voting Rights Electronic Exercise Platform" operated by ICJ Co., Ltd., if application is made in advance, as a means of exercising voting rights by electromagnetic means.