

Financial Data

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11-Year Selected Financial and Operating Data

Cosmo Oil Company, Limited and Consolidated Subsidiaries

						Millions of yen
	FY2004	FY2005	FY2006	FY2007	FY2008	FY2009
For The Year						
Net sales	¥2,154,559	¥2,670,628	¥3,062,744	¥3,523,087	¥3,428,211	¥2,612,141
Petroleum*	2,105,257	2,617,446	2,984,516	3,442,186	3,352,916	2,565,153
Petrochemical						
Oil exploration and production	36,903	50,476	78,132	84,069	89,054	59,553
Other	83,006	69,369	85,517	99,010	91,790	88,470
Elimination and corporate	(70,607)	(66,663)	(85,421)	(102,178)	(105,549)	(101,035)
Cost of sales	1,956,160	2,422,272	2,852,242	3,290,688	3,389,408	2,435,366
Selling, general and administrative expenses	132,701	137,108	140,859	148,602	145,809	142,568
Operating income (loss)	65,698	111,248	69,643	83,797	(107,006)	34,207
Inventory valuation gain (loss)	12,600	45,400	2,800	45,000	(180,100)	52,600
Operating income (loss) excluding the impact of inventory valuation	53,098	65,848	66,843	38,797	73,094	(18,393)
Income (loss) before income taxes and minority interests	47,533	120,393	71,243	95,561	(117,180)	35,527
	26,415	61,795	26,536	35,153	(92,430)	(10,741)
Net income (loss)	30,113			48,958	67,025	87,677
Capital expenditures		31,762	36,127			
R&D costs	3,635	3,483	3,753	3,840	3,863	3,657
Depreciation and amortization	24,927	28,313	37,788	42,776	41,492	42,746
Cash flows from operating activities	40,494	(20,685)	25,005	(4,215)	82,136	2,262
Cash flows from investing activities	(36,577)	(1,348)	(35,868)	(32,806)	(55,953)	(93,306)
Cash flows from financing activities	(70,163)	39,608	80,023	(5,229)	57,854	159,302
At Year-End						
Total assets	¥1,323,149	¥1,463,579	¥1,579,156	¥1,627,904	¥1,440,396	¥1,645,048
Minority interests	17,945	20,803	21,912	26,815	19,016	15,833
Net assets excluding minority interests	227,897	312,504	339,701	442,912	328,434	315,747
Total current assets	611,213	762,404	882,082	933,722	688,310	845,337
Total current liabilities	692,620	733,452	811,846	812,028	683,883	744,174
Interest-bearing debt	497,804	522,430	609,890	521,605	598,609	777,739
Shares of common stock issued (thousands)	631,705	671,705	671,705	847,705	847,705	847,705
						Yen
Per Share Data						
Net income (loss)	¥ 41.73	¥ 94.54	¥ 39.54	¥ 46.72	¥ (109.11)	¥ (12.68)
Diluted net income		92.17	37.91	44.98		
Net assets	360.93	465.48	506.15	522.84	387.71	372.74
Cash dividends	8.00	10.00	8.00	8.00	8.00	8.00
	0.00	10100	0100	0100	0.00	0.00
Ratios						
Return on assets (ROA) (%)	2.0	4.4	1.7	2.2	(6.0)	(0.7)
Return on equity (ROE) (%)	12.2	22.9	8.0	9.0	(24.0)	(3.3)
Equity ratio (%)	17.2	21.4	21.5	27.2	22.8	19.2
Debt-to-total capital ratio (%)	68.6	62.6	64.2	54.1	64.6	71.1
Debt-to-total assets (%)	37.6	35.7	38.6	32.0	41.6	47.3
Debt-to-equity ratio (times)	2.2	1.7	1.8	1.2	1.8	2.5

Notes: 1. U.S. dollar amounts are translated from Japanese yen, for the convenience of readers only, at the rate of ¥120.17 to US\$1.00, the approximate rate of exchange prevailing on March 31, 2015.

2. Recorded inventory valuation gains (losses) from FY2003 through FY2007 are based on the periodic average method of inventory valuation, whereas recorded inventory valuation gains (losses) from FY2009 are based on the lower of cost or market method as dictated by ASBJ (Accounting Standards Board of Japan) Statement No. 9, "Accounting Standard for Measurement of Inventories."

3. Depreciation and amortization includes recovery of recoverable accounts under production sharing from FY2006 through FY2013. In FY2011 and FY2012, depreciation and amortization includes recovery of recoverable accounts under production sharing as well as depreciation applicable to fixed assets idled as a result of the fire at the Chiba Refinery caused by the Great East Japan Earthquake.

					Thousands of	
FY2010	FY2011	FY2012	FY2013	Millions of yen FY2014	U.S. dollars FY2014	
112010		112012	112013	112014	112014	
						For The Year
¥2,771,523	¥3,109,746	¥3,166,689	¥3,537,782	¥3,035,818	\$25,262,702	Net sales
2,728,754	3,055,628	3,116,214	3,463,740	2,996,965	24,939,379	Petroleum
45,940	29,422	30,469	51,576	55,070	458,273	Petrochemical
69,938	87,644	85,943	88,652	82,348	685,268	Oil exploration and production
68,652	71,628	86,312	79,442	75,683	629,806	Other
(141,762)	(134,577)	(152,250)	(145,629)	(174,249)	(1,450,023)	Elimination and corporate
2,539,032	2,918,238	2,989,274	3,369,007	2,944,919	24,506,279	Cost of sales
128,393	127,937	124,992	129,060	129,346	1,076,366	Selling, general and administrative expenses
104,097	63,570	52,422	39,715	(38,447)	(319,943)	Operating income (loss)
22,300	25,200	15,264	16,068	(116,177)	(966,777)	Inventory valuation gain (loss)
81,797	38,370	37,158	23,647	77,730	646,834	Operating income (loss) excluding the impact of inventory valuation
73,451	35,381	(2,536)	49,443	(44,599)	(371,133)	Income (loss) before income taxes and minority interests
28,933	(9,084)	(85,882)	4,348	(77,729)	(646,827)	Net income (loss)
64,369	27,933	83,429	41,243	70,396	585,805	Capital expenditures
3,834	3,791	3,765	3,271	3,077	25,609	R&D costs
51,068	50,601	44,953	35,330	32,399	269,615	Depreciation and amortization
26,297	43,616	(20,950)	35,837	163,384	1,359,610	Cash flows from operating activities
(73,109)	(25,805)	(80,481)	(61,007)	(30,126)	(250,703)	Cash flows from investing activities
(86,077)	11,606	104,695	12,555	(178,920)	(1,488,894)	Cash flows from financing activities
						At Year-End
¥1,579,424	¥1,675,070	¥1,743,492	¥1,696,831	¥1,428,628	\$11,888,392	Total assets
17,508	20,506	26,475	29,214	40,326	335,578	Minority interests
332,730	316,931	230,456	231,927	167,194	1,391,314	Net assets excluding minority interests
793,363	920,412	967,148	921,790	621,578	5,172,491	Total current assets
622,173	744,275	816,611	799,199	603,860	5,025,049	Total current liabilities
700,131	721,203	842,889	863,679	692,871	5,765,769	Interest-bearing debt
847,705	847,705	847,705	847,705	847,705	_	Shares of common stock issued (thousands)
				Yen	U.S. dollars	
					0.5. dollars	Per Share Data
¥ 34.16	¥ (10.72)	¥ (101.39)	¥ 5.13	¥ (91.77)	\$ (0.76)	Net income (loss)
33.58	+ (10.72)	+ (101.55)	+ J.15	+ (51.77)	\$ (0.70) 	Diluted net income
392.80	374.15	272.07	273.81	197.39	1.64	Net assets
8.00	8.00	0.00	2.00	0.00	0.00	Cash dividends
0.00	0.00	0.00	2.00	0.00	0.00	
	(2, 2)	(5.0)		()		Ratios
1.8	(0.6)	(5.0)	0.3	(5.0)	—	Return on assets (ROA) (%)
8.9	(2.8)	(31.4)	1.9	(39.0)	_	Return on equity (ROE) (%)
21.1	18.9	13.2	13.7	11.7	—	Equity ratio (%)
67.8	69.5	78.5	78.8	80.6	_	Debt-to-total capital ratio (%)
44.3	43.1	48.3	50.9	48.5		Debt-to-total assets (%)
2.1	2.3	3.7	3.7	4.1	_	Debt-to-equity ratio (times)

4. Up to and including FY2005, net assets excluding minority interests per share was presented rather than net assets per share.

5. Up to and including FY2005, ROE was calculated as net income divided by net assets excluding minority interests.

6. Up to and including FY2005, the debt-to-equity ratio was calculated using net assets excluding minority interests.

7. Up until FY2009, the figures had been rounded up or down to the nearest million. From FY2010 onward, the figures have been rounded off to the nearest million.

8. The Petrochemical Business, which had previously been included in the Petroleum Business segment, was made a separate segment from FY2010.

Consolidated Balance Sheets

Cosmo Oil Company, Limited and Consolidated Subsidiaries

		Millions of ye
	FY2013 (As of March 31, 2014)	FY201 (As of March 31, 2015
ASSETS		
Current assets		
Cash and deposits	¥ 140,423	¥ 95,171
Notes and accounts receivable-trade	262,863	202,469
Merchandise and finished goods	225,292	131,430
Work in process	761	273
Raw materials and supplies	219,684	125,086
Accounts receivable-other	47,157	36,073
Deferred tax assets	2,340	7,920
Other	23,457	23,265
Allowance for doubtful accounts	(189)	(113)
Total current assets	921,790	621,578
Noncurrent assets		
Property, plant and equipment		
Buildings and structures, net	105,679	109,306
Oil storage depots, net	25,180	28,954
Machinery, equipment and vehicles, net	131,902	141,943
Land	308,481	310,040
Lease assets, net	707	506
Construction in progress	11,191	18,708
Other, net	5,938	5,973
Total property, plant and equipment	589,082	615,432
Intangible assets		
Software	3,070	2,692
Goodwill	2,914	2,183
Other	44,057	44,584
Total intangible assets	50,041	49,459
Investments and other assets		
Investment securities	115,304	118,788
Long-term loans receivable	1,313	1,359
Long-term prepaid expenses	2,550	2,716
Deferred tax assets	2,935	2,779
Other	13,582	16,592
Allowance for doubtful accounts	(483)	(583)
Total investments and other assets	135,202	141,653
Total noncurrent assets	774,326	806,545
Deferred assets		
Bond issuance cost	714	504
Total deferred assets	714	504
Total assets	¥1,696,831	¥1,428,628

	FY2013 (As of March 31, 2014)	Millions of yen FY2014 (As of March 31, 2015)
LIABILITIES		
Current liabilities		
Notes and accounts payable-trade	¥ 255,521	¥ 182,417
Short-term loans payable	323,705	179,512
Current portion of bonds	11,680	—
Accounts payable-other	99,635	100,529
Accrued volatile oil and other petroleum taxes	70,754	97,786
Income taxes payable	7,313	11,234
Accrued expenses	7,917	8,828
Deferred tax liabilities	335	39
Provision for business structure improvement	3,398	2,705
Provision for environmental measures	26	—
Other	18,911	20,807
Total current liabilities	799,199	603,860
Noncurrent liabilities		
Bonds payable	80,500	37,700
Long-term loans payable	447,794	475,659
Deferred tax liabilities	24,198	25,517
Deferred tax liabilities for land revaluation	29,236	26,981
Provision for special repairs	9,627	10,090
Provision for business structure improvement	1,096	566
Provision for environmental measures	3,832	3,748
Net defined benefit liability	12,993	8,833
Negative goodwill	1,127	—
Other	26,081	28,148
Total noncurrent liabilities	636,489	617,247
Total liabilities	¥1,435,688	¥1,221,107
NET ASSETS Shareholders' equity		
Capital stock	¥ 107,246	¥ 107,246
Capital surplus	16,967	16,967
Retained earnings	87,461	7,942
Treasury shares	(143)	(145)
Total shareholders' equity	211,531	132,010

	(· · · · · ·)	()
Total shareholders' equity	211,531	132,010
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	2,887	5,505
Deferred gains or losses on hedges	1,372	749
Revaluation reserve for land	18,929	21,249
Foreign currency translation adjustment	5,818	10,568
Remeasurements of defined benefit plans	(8,612)	(2,890)
Total accumulated other comprehensive income	20,395	35,183
Minority interests	29,214	40,326
Total net assets	261,142	207,520
Total liabilities and net assets	¥1,696,831	¥1,428,628

Consolidated Statements of Income and Comprehensive Income (Consolidated Statements of Income)

Millions of yen

Cosmo Oil Company, Limited and Consolidated Subsidiaries

	FY2013	FY2014
	(From April 1, 2013 to March 31, 2014)	(From April 1, 2014 to March 31, 2015)
Net sales	¥3,537,782	¥3,035,818
Cost of sale	3,369,007	2,944,919
Gross profit	168,775	90,899
Selling, general and administrative expenses	129,060	129,346
Operating income (loss)	39,715	(38,447)
Non-operating income		
Interest income	209	234
Dividends income	2,154	649
Rent income on noncurrent assets	973	969
Amortization of negative goodwill	1,257	1,127
Foreign exchange gains	2,536	_
Equity in earnings of associates	7,343	29
Gain on sales of scraps	473	989
Other	3,657	3,729
Total non-operating income	18,607	7,729
Non-operating expenses		
Interest expenses	12,960	12,778
Foreign exchange losses	_	801
Other	3,514	5,343
Total non-operating expenses	16,475	18,922
Ordinary income (loss)	41,847	(49,640)
Extraordinary income		
Gain on sales of noncurrent assets	445	586
Gain on sales of investment securities	1,322	184
Gain on sales of shares of subsidiaries and associates	1,441	14,319
Subsidy income	3,219	4,358
Insurance income	1,158	_
Litigation settlement income	939	_
Gain on contribution of securities to retirement benefit trust	3,595	_
Total extraordinary income	12,121	19,449
Extraordinary loss		
Loss on sales of noncurrent assets	27	512
Loss on disposal of noncurrent assets	3,281	4,962
Impairment loss	911	2,843
Loss on valuation of investment securities	305	157
Business structure improvement expenses	_	4,901
Other	_	1,030
Total extraordinary losses	4,525	14,407

		Millions of yen
	FY2013	FY2014
	(From April 1, 2013	(From April 1, 2014
	to March 31, 2014)	to March 31, 2015)
(Continued)		
Income (loss) before income taxes and minority interests	¥ 49,443	¥ (44,599)
Income taxes-current	34,660	34,474
Income taxes-deferred	4,465	(4,655)
Total income taxes	39,125	29,818
Income (loss) before minority interests	10,317	(74,417)
Minority interests in income	5,969	3,311
Net income (loss)	¥ 4,348	¥ (77,729)

(Consolidated Statements of Comprehensive Income)

	Millions of yen
FY2013 (From April 1, 2013 to March 31, 2014)	FY2014 (From April 1, 2014 to March 31, 2015)
¥ 10,317	¥ (74,417)
(1,085)	2,116
(154)	(613)
—	2,152
1,688	2,206
—	5,635
5,319	3,169
5,767	14,666
16,085	(59,751)
10,085	(63,083)
¥ 5,999	¥ 3,332
	(From April 1, 2013 to March 31, 2014) ¥ 10,317 (1,085) (154) — 1,688 — 1,688 — 5,319 5,767 16,085

Consolidated Statements of Changes in Equity

Cosmo Oil Company, Limited and Consolidated Subsidiaries

FY2013 (From April 1, 2013 to March 31, 2014)

		,											Millions of yen				
		Shareholders' equity			Shareholders' equity Accumulated other comprehensive income				Shareholders' equity Accumulated other comprehensive income			Accumulated other comprehensive income					
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity	Valuation difference on available-for- sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income	Minority interests	Total net assets				
Balance at April 1, 2013	107,246	89,440	10,531	(140)	207,078	3,770	1,422	19,037	(851)	_	23,378	26,475	256,932				
Change of items during the period																	
Dividends from surplus			—		_								—				
Net income			4,348		4,348								4,348				
Reversal of revaluation reserve for land			108		108			(108)			(108)						
Purchase of treasury shares				(2)	(2)								(2)				
Disposal of treasury shares		(0)		0	0								0				
Net changes of items other than shareholders' equity						(883)	(50)	_	6,670	(8,612)	(2,875)	2,739	(135)				
Deficit disposition		(72,472)	72,472		_								_				
Total changes of items during the period	_	(72,473)	76,929	(2)	4,453	(883)	(50)	(108)	6,670	(8,612)	(2,983)	2,739	4,210				
Balance at March 31, 2014	107,246	16,967	87,461	(143)	211,531	2,887	1,372	18,929	5,818	(8,612)	20,395	29,214	261,142				

FY2014 (From April 1, 2014 to March 31, 2015)

	Shareholders' equity					Accumulated other comprehensive income							
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity	Valuation difference on available-for- sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income	Minority interests	Total net assets
Balance at April 1, 2014	107,246	16,967	87,461	(143)	211,531	2,887	1,372	18,929	5,818	(8,612)	20,395	29,214	261,142
Cumulative effects of changes in accounting policies			72		72							0	72
Restated balance	107,246	16,967	87,534	(143)	211,604	2,887	1,372	18,929	5,818	(8,6129)	20,395	29,215	261,215
Change of items during the period													
Dividends from surplus			(1,694)		(1,694)								(1,694)
Net loss			(77,729)		(77,729)								(77,729)
Reversal of revaluation reserve for land			(167)		(167)			167			167		_
Purchase of treasury shares				(2)	(2)								(2)
Disposal of treasury shares		(0)		0	0								0
Net changes of items other than shareholders' equity						2,618	(622)	2,152	4,749	5,722	14,619	11,111	25,731
Total changes of items during the period	_	(0)	(79,591)	(2)	(79,593)	2,618	(622)	2,319	4,749	5,722	14,787	11,111	(53,694)
Balance at March 31, 2015	107,246	16,967	7,942	(145)	132,010	5,505	749	21,249	10,568	(2,890)	35,183	40,326	207,520

Millions of yen

Consolidated Statements of Cash Flows

Cosmo Oil Company, Limited and Consolidated Subsidiaries

Cosmo Oli Company, Limited and Consolidated Subsidiaries		A CHI C
	FY2013	Millions of yen FY2014
	(From April 1, 2013	(From April 1, 2014
	to March 31, 2014)	to March 31, 2015)
Income (loss) before income taxes and minority interests	¥ 49,443	¥ (44,599)
Depreciation	28,669	26,880
Amortization of negative goodwill	(1,257)	(1,127)
Amortization of goodwill	731	730
Impairment loss	911	2,843
Loss (gain) on sales of non-current assets	(418)	(73)
Business structure improvement expenses	—	4,901
Loss (gain) on disposal of non-current assets	3,281	4,962
Loss (gain) on sales of investment securities	(1,322)	(184)
Loss (gain) on sales of shares of subsidiaries and associates	(1,441)	(14,319)
Loss (gain) on valuation of investment securities	305	157
Insurance income	(1,158)	_
Loss (gain) on securities contribution to employees'		
retirement benefits trust	(3,595)	—
Subsidy income	(3,219)	(4,358)
Interest and dividend income	(2,364)	(884)
Interest expenses	12,960	12,778
Foreign exchange losses (gains)	(2,172)	(2,201)
Share of (profit) loss of entities accounted for using equity method	(7,343)	(29)
Increase (decrease) in allowance for doubtful accounts	(274)	23
Increase (decrease) in provision for special repairs	926	462
Increase (decrease) in provision for environmental measures	(226)	(109)
Increase (decrease) in net defined benefit liability	101	1,078
Decrease (increase) in notes and accounts receivable-trade	20,025	60,053
Recovery of recoverable accounts under production sharing	6,649	5,519
Decrease (increase) in inventories	47,478	188,845
Increase (decrease) in notes and accounts payable-trade	(22,412)	(72,853)
Decrease (increase) in other current assets	(4,250)	3,425
Increase (decrease) in other current liabilities	(42,533)	23,679
Decrease (increase) in investments and other assets	961	500
Increase (decrease) in other non-current liabilities	634	113
Other, net	1,235	2,188
Subtotal	80,325	198,401
Interest and dividend income received	12,574	1,820
Interest expenses paid	(13,055)	(12,830)
Payments for business structure improvement expense	(6,211)	(4,886)
Proceeds from subsidy income	3,219	4,321
Income taxes paid	(41,015)	(23,443)
Net cash provided by (used in) operating activities	¥ 35,837	¥ 163,384

		Millions of yen
	FY2013 (From April 1, 2013 to March 31, 2014)	FY2014 (From April 1, 2014 to March 31, 2015)
Cash flows from investing activities		
Purchase of securities	¥ (9)	¥ —
Proceeds from sales and redemption of securities	12	12
Purchase of investment securities	(398)	(2,202)
Proceeds from sales and redemption of investment securities	4,262	6,306
Purchase of shares of subsidiaries and associates	(1)	(851)
Proceeds from sales and liquidation of shares of subsidiaries and affiliates	2,563	23,372
Purchase of property, plant and equipment	(32,538)	(48,430)
Payments for disposal of property, plant and equipment	(2,487)	(3,998)
Proceeds from sales of property, plant and equipment	1,755	3,639
Payments for purchases of intangible assets and long-term prepaid expenses	(18,511)	(14,086)
Decrease (increase) in short-term loans receivable	(527)	(442)
Purchase of treasury shares of subsidiaries	()	(1,080)
Payments of long-term loans receivable	(51)	(413)
Collection of long-term loans receivable	236	408
Proceeds from withdrawal of time deposits	41,927	65,365
Payments into time deposits	(57,276)	(58,704)
Other, net	35	978
Net cash provided by (used in) investing activities	(61,007)	(30,126)
Cash flows from financing activities		
Net increase (decrease) in short-term loans payable	12,539	(99,005)
Proceeds from long-term loans payable	47,390	67,490
Repayment of long-term loans payable	(58,409)	(90,292)
Proceeds from issuance of bonds	17,389	_
Redemption of bonds	(1,680)	(55,150)
Cash dividends paid	_	(1,694)
Cash dividends paid to minority shareholders	(4,525)	(68)
Proceeds from share issuance to minority shareholders	19	_
Other, net	(167)	(197)
Net cash provided by (used in) financing activities	12,555	(178,920)
Effect of exchange rate change on cash and cash equivalents	6,195	3,148
Net increase (decrease) in cash and cash equivalents	(6,418)	(42,514)
Cash and cash equivalents at beginning of period	129,699	123,280
Cash and cash equivalents at end of period	¥123,280	¥ 80,765

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Renewable Energy Business	56		

Oil Exploration and Production

Crude Oil Production Volume (Fiscal year 2014, actual)

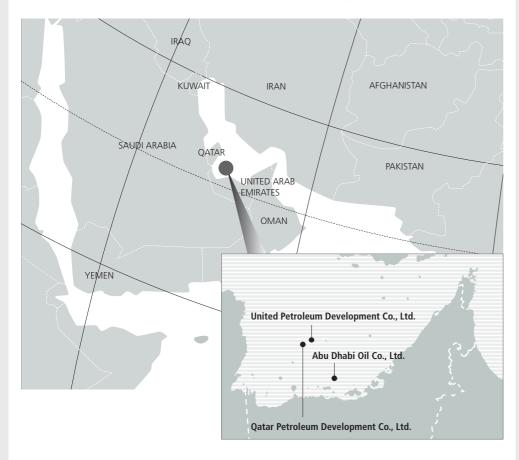
Crude oil production (Barrels/day)

Cosmo Energ	gy Exploration & Prod	uction Co., Ltd.
		38,031

*1) Cosmo Energy Exploration & Production Co., Ltd. holds an 80%, 75%, and 45% equity interest in Cosmo Abu Dhabi Energy Exploration & Production Co., Ltd., Qatar Petroleum Development Co., Ltd., and United Petroleum Development Co., Ltd., respectively. Cosmo Abu Dhabi Energy Exploration & Production Co., Ltd. is a joint venture established in November 2014 by Cosmo Energy Exploration & Production Co., Ltd. (80% equity interest) and CEPSA (20% equity interest), a leading integrated oil company based in Spain. Abu Dhabi Energy Exploration & Production Co., Ltd. holds a 64.1% stake in Abu Dhabi Oil Co., Ltd.

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

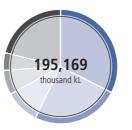
*3) The production volume represents the total production volumes of each major developer during their fiscal year from January to December.



Crude Oil Imports

Crude Oil Import Share by Country (Total Industry/Cosmo Oil)

(Fiscal year to March 31, 2015 actual)



Total industry (%)

Saudi Arabia	32.5
United Arab Emirates	24.9
Qatar	9.6
Kuwait	6.9
📕 Iran	5.2
Others	20.9

Note: Others includes countries where percentage of imports is less than 5%. Source: Petroleum Association of Japan, "Crude Oil Import by Countries"

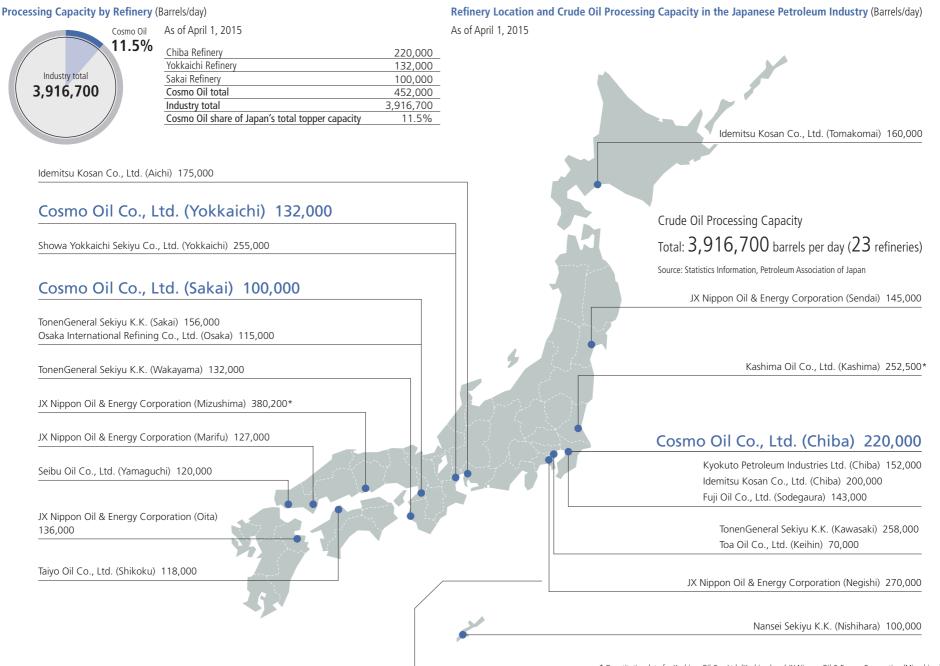


Cosmo Oil (%)

United Arab Emirates	40.0
Saudi Arabia	20.8
Qatar Qatar	18.7
Kuwait	13.8
Others	6.8

Note: Others includes countries where percentage of imports is less than 5%.

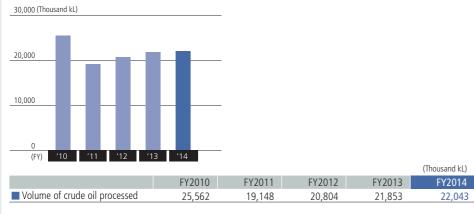
Refining: 1



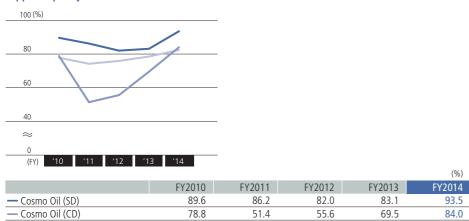
* Quantitative data for Kashima Oil Co., Ltd. (Kashima) and JX Nippon Oil & Energy Corporation (Mizushima) includes condensate splitter production capacity.

Refining: 2

Volume of Crude Oil Processed (Cosmo Oil)



Topper Capacity Utilization Rate



77.8 — Industry average (CD) Notes: SD: stream-day basis CD: calendar-day basis

Source: Figures for the industry average topper capacity utilization rate are from the Petroleum Association of Japan, and the volume of crude oil processed is the moving average for the period, based on the newest capacity data as of April 1, 2015.

51.4

74.2

55.6

75.9

69.5

78.5

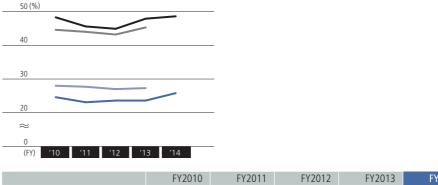
84.0

82.4

78.8

Yields of Gasoline and Four Middle Distillates

(Jet Fuel, Kerosene, Diesel Fuel, and Heavy Fuel Oil A)

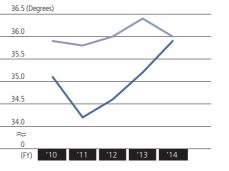


FY2010	FY2011	FY2012	FY2013	FY2014
24.6	23.1	23.6	23.6	25.8
28.0	27.7	27.0	27.3	N.A.
48.3	45.6	44.9	47.9	48.6
44.6	44.0	43.2	45.3	N.A.
	24.6 28.0 48.3	24.6 23.1 28.0 27.7 48.3 45.6	24.6 23.1 23.6 28.0 27.7 27.0 48.3 45.6 44.9	24.6 23.1 23.6 23.6 28.0 27.7 27.0 27.3 48.3 45.6 44.9 47.9

(%)

Source: Ministry of Economy, "Yearbook of Mineral Resources and Petroleum Products Statistics"

API Gravity



					(Degrees)
	FY2010	FY2011	FY2012	FY2013	FY2014
- Cosmo Oil	35.1	34.2	34.6	35.2	35.9
— Industry average	35.9	35.8	36.0	36.5	36.0

Source: Ministry of Economy, Trade and Industry, "Yearbook of Mineral Resources and Petroleum Products Statistics"

Sales: 1

Heavy fuel oil C

Total

2,075

24.950

2,555

24.732

2,993

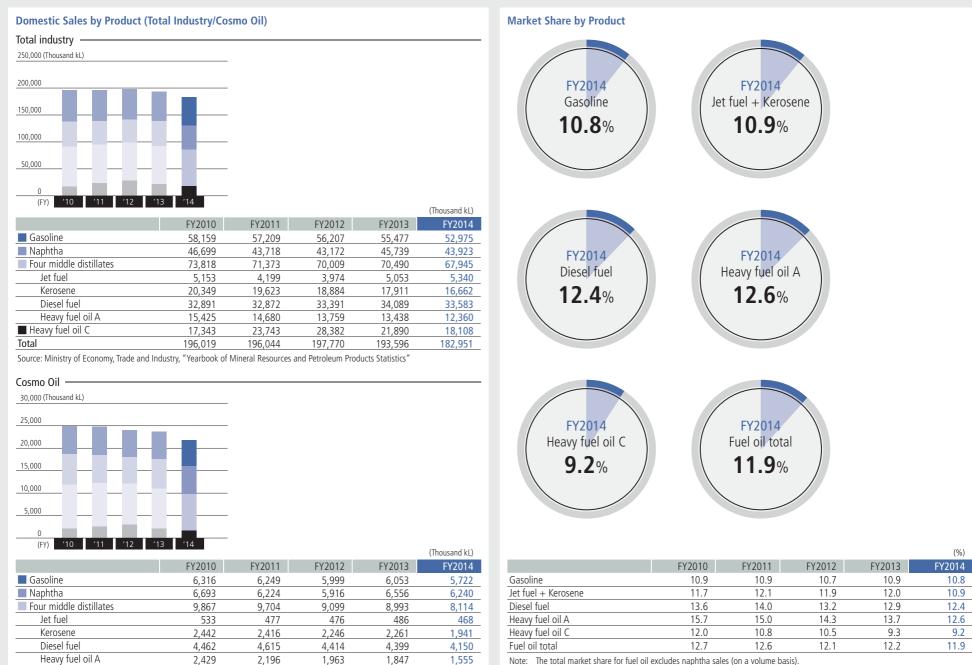
24.007

2,038

23,640

1,663

21.739



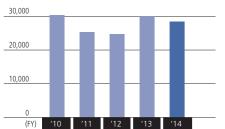
Note: The total market share for fuel oil excludes naphtha sales (on a volume basis).

Source: Ministry of Economy, Trade and Industry, "Yearbook of Mineral Resources and Petroleum Products Statistics"

Exports by Product (Total Industry/Cosmo Oil)

Total industry exports

40,000 (Thousand kL)



					(Thousand kL)
	FY2010	FY2011	FY2012	FY2013	FY2014
Gasoline	2,198	1,254	1,148	1,748	3,112
Naphtha	—	51	58	17	14
Jet fuel	8,936	8,694	9,047	10,457	10,031
Kerosene	198	600	144	760	711
Diesel/Gas oil	11,046	7,619	6,410	10,405	8,443
Heavy fuel oil A	736	342	787	558	676
Heavy fuel oil C	7,172	6,792	7,141	6,053	5,446
Total exports	30,285	25,352	24,735	29,912	28,432

Source: Ministry of Economy, Trade and Industry, "Yearbook of Mineral Resources and Petroleum Products Statistics"

Cosmo Oil exports

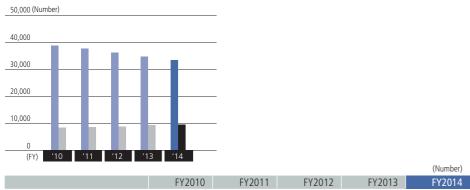
1,000



(FY) (Thousand kL) FY2012 FY2010 FY2011 FY2013 FY2014 Diesel 907 145 45 1,145 909 Kerosene/Jet fuel 219 64 0 0 0 1,145 1,125 45 Total 209 909 Bonded products sales, others Jet fuel 1,598 1,535 1,647 1,865 2,054 Heavy fuel oil C 542 492 521 561 555 Others 426 408 838 618 755 Total 2,566 2,435 3,006 3,045 3,364 Total exports 3,691 2,644 3,051 4,190 4,273

Sales: 3

Number of Service Stations (Nationwide)

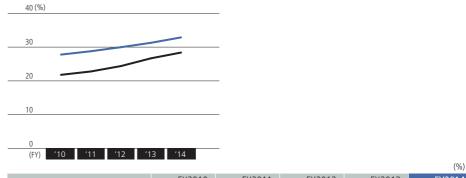


				112010	
Nationwide					
Total number of SSs	38,777	37,743	36,349	34,706	33,510
Total (Self SS)	8,449	8,596	8,862	9,275	9,530

Notes: 1. Total number of SS in Japan is based on "Law on the Quality Control of Gasoline and Other Fuels." 2. The number of self SS is included in the number of SS.

Source: Number of nationwide SS is based on data by the Ministry of Economy, Trade and Industry. Number of self SS is based on data by The Oil Information Center

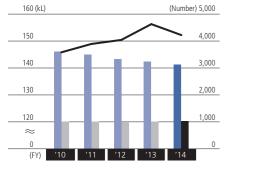
Self-service Station Ratio



	FY2010	FY2011	FY2012	FY2013	FY2014
— Cosmo Oil	27.8	28.8	30.0	31.3	32.9
- Nationwide	21.8	22.8	24.4	26.7	28.4

Source: Nationwide self SS is based on data provided by the Oil Information Center.

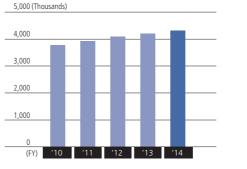
Gasoline Volume Sold per Service Station (Cosmo Oil)



					(Number)
	FY2010	FY2011	FY2012	FY2013	FY2014
Cosmo Oil					
Number of SS (right scale)	3,609	3,498	3,325	3,228	3,133
Number of self SS (right scale)	1,003	1,007	999	1,011	1,031
 Gasoline volume sold per SS 					
(kl/month/SS) (left scale)	145.8	148.9	150.4	156.26	152.20

Notes: 1. Gasoline volume sold per SS = The annual volume of gasoline sold by the Group \div number of SS at the end of each year \div 12 months 2. The number of self SS is included in the number of SS.

Number of Cosmo the Cards (Credit Cards)



	FY2010	FY2011	FY2012	FY2013	FY2014
Total number of cards in force	3,769	3,930	4,097	4,201	4,310

Notes: 1. Total number of cards in force = Total number of cards issued - Total number of deactivated cards

2. Including Cosmo the Card Opus and Cosmo the Card Triple.

3. The figures are rounded up or down to the nearest thousands.

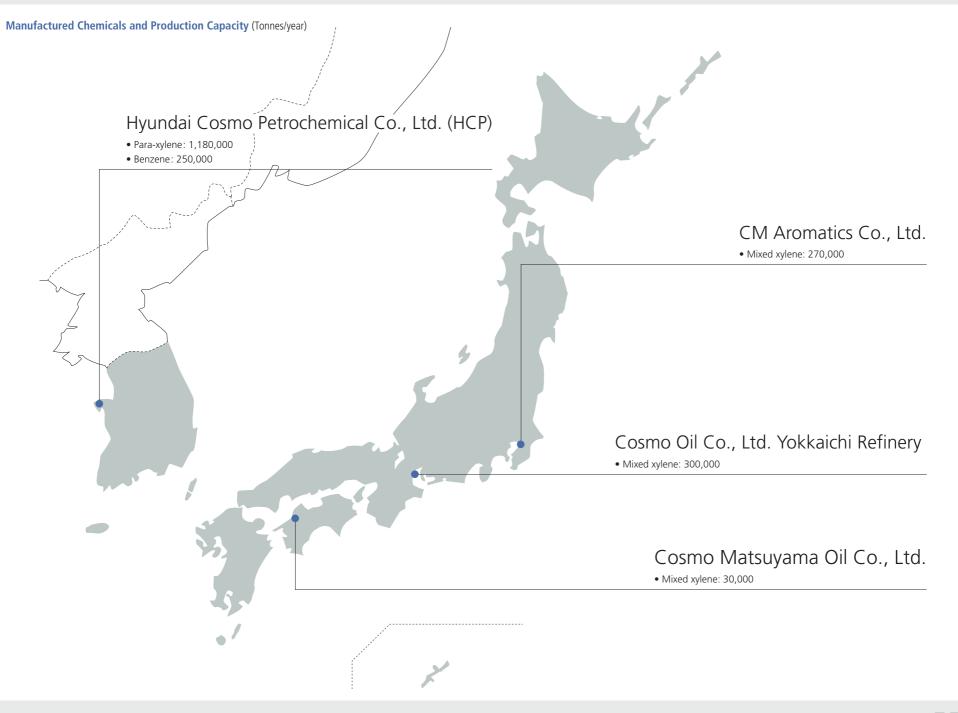
(Thousands)

Price

Retail Prices for Petroleum Products (Re	aular Cacalina	Discol Fuel	and Karacana) (Industry Aver								
	egular Gasoline	e, Diesei Fuei	, and Kerosene	e) (Industry Avera	age)							
200 (Yen/L)												
Regular gasoline												
150												
Diesel fuel							\sim					
								\checkmark				
Kerosene												
100 Kerosene							<u> </u>					
CIF price												
50												
0												
(FY) 2013			2014				201					
1 2 3 4 5 6	7 8 9	10 11 1	2 1 2	3 4 5	6 7 8	8 9 10	11 12 1	2 3				
		- 1		·					6	0		(Yen/L)
2013	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
 Regular gasoline Diesel fuel 	150 130	154 134	156 135	154 134	152 132	152 132	155 134	160 138	161 139	160 138	158 138	158 138
- Kerosene	98	101	101	99	98	98	99	100	101	101	102	103
— CIF price	61	65	68	67	67	66	65	66	69	70	70	72
												(Yen/L)
2014	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
- Regular gasoline	159	158	158	164	166	167	170	169	167	164	159	154
- Diesel fuel	139	139	139	143	144	145	148	147	145	143	139	133
— Kerosene	104	104	104	107	107	107	108	108	107	106	103	99
— CIF price	75	72	71	71	70	71	71	71	70	69	64	59
2015	,	E 1	(Yen/L)									
2015	Jan. 141	Feb. 135	Mar. 140									
 Regular gasoline Diesel fuel 	141	135	140									
- Kerosene	88	82	84									
— CIF price	48	37	41									
	U	51	11									

Note: Figures for regular gasoline and diesel fuel prices include crude oil tariffs, either gasoline taxes or diesel fuel transaction taxes and consumption taxes. Kerosene prices include oil tariffs, oil taxes and consumption taxes. Source: Ministry of Economy, Trade and Industry, "Petroleum Product Price Data" and Petroleum Association of Japan "Oil Statistics"

Petrochemical Business



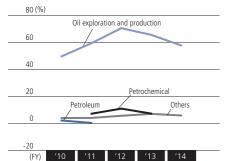
Renewable Energy Business

Wind Power Generation Business

Wakkanai #1 Wind Power Plant Wakkanai #2 Wind Power Plant	
Rumoi #1 Wind Power Plant Rumoi #2 Wind Power Plant Reuke Wind Farm	Nemuro Wind Power Plant
Atsuta Wind Power Plant	
Oiwake-Souran Wind Power Plant	Hebiura Wind Power Plant
Matsumae Wind Power Plant	Iwaya Wind Power Plant Iwaya Wind Park
	Mutu ogawara Wind Farm
Akitaaraya Wind Farm	Noheji Wind Power Plant
Sakata Port Wind Power Plant	Sodeyama Heights Wind Power Plant
Tachikawa Wind Farm	Aizu Wakamatsu Wind Farm (February 2015, Capacity 16,000 kW)
Ikata Wind Farm	Hasaki Wind Power Plant Hasaki Wind Farm
	Cyoshi Wind Farm
Goto-Kishiku Wind Power Plant	Sodegaura Wind Power Plant
	Iwata Wind Farm
	Hirogawa Hidakagawa Wind Farm (November 2014, Capacity 20,000 kW)
	Main Wind Power Generation Sites Operated by EcoPower
5-	 Electricity generated by 145 wind mills at 22 sites throughout Japan (As of March 31, 2015)
	 Total generation capacity: 182,510 kW
	 Share in Japan: approximately 6%
	• Ranks 4th in terms of generation capacity

Segment Performance

Segment Operating Income Ratio

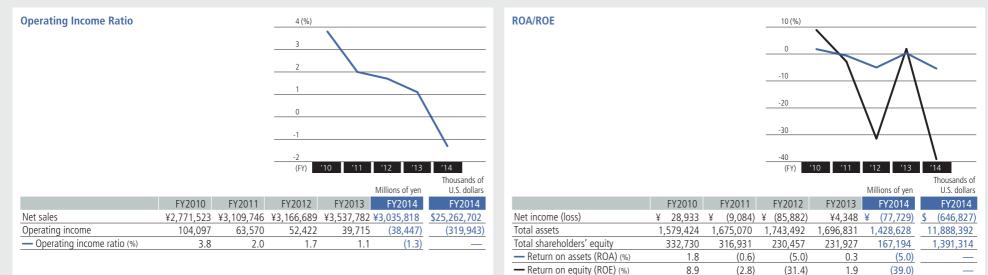


	5/2040	5/2044	5/2012	51/2042	Millions of yen	Thousands of U.S. dollars
C	FY2010	FY2011	FY2012	FY2013	FY2014	FY2014
Segment sales						
Petroleum	¥2,728,754	¥3,055,628	¥3,116,214	¥3,463,740	¥2,996,965	\$24,939,378
Petrochemical	45,940	29,422	30,469	51,576	55,070	458,267
Oil exploration and production	69,938	87,644	85,943	88,652	82,348	685,263
Others	68,652	71,628	86,312	79,442	75,683	629,799
Elimination and corporate	(141,762)	(134,577)	(152,250)	(145,629)	(174,249)	(1,450,021)
Total	2,771,523	3,109,746	3,166,689	3,537,782	3,035,818	25,262,695
Segment ordinary income (loss)						
Petroleum	58,388	7,996	(23,681)	(25,326)	(93,463)	(777,763)
Petrochemical	(329)	2,079	3,329	3,692	(7,623)	(63,439)
Oil exploration and production	34,657	52,023	60,688	58,141	47,538	395,593
Others	2,656	2,879	4,857	5,527	4,423	36,809
Elimination and corporate	721	(3,558)	3,245	(188)	(514)	(4,285)
Total	96,094	61,420	48,439	41,847	(49,640)	(413,086)
						(%)
Segment ordinary income ratio						
- Petroleum	2.1	0.3	_	_		
- Petrochemical	_	7.1	10.9	7.2	_	
 — Oil exploration and production 	49.6	59.4	70.6	65.6	57.7	
- Others	3.9	4.0	5.6	7.0	5.8	
Total	3.5	2.0	1.5	1.2	_	

Notes: 1. Effective from the beginning of the consolidated fiscal year ending March 31, 2012, the Company adopted the "Accounting Standard for Disclosures about Segments of an Enterprise and Related Information"

(the ASBJ Statement No. 17 issued on March 27, 2009) and the "Guidance on Accounting Standard for Disclosures about Segments of an Enterprise and Related Information" (the ASBJ Guidance No. 20 issued on March 21, 2008). 2. The Petrochemical Business, which had previously been included in the Petroleum Business segment, was made a separate segment from FY2010.

Profitability

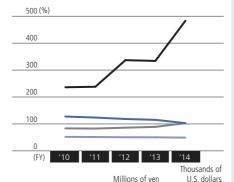


Notes: 1. ROA = Net income ÷ Average total assets at beginning and end of the fiscal year × 100

2. ROE = Net income ÷ Average shareholders' equity at beginning and end of the fiscal year × 100

Stability

Current Ratio, Quick Ratio, Fixed Ratio, **Fixed Assets Capitalization**



					winnens er yen	0.5. 001015
	FY2010	FY2011	FY2012	FY2013	FY2014	FY2014
- Current ratio (%)	127.5	123.7	118.4	115.3	102.9	
— Quick ratio (%)	52.1	51.5	50.7	50.5	49.3	
- Fixed ratio (%)	236.1	238.0	336.6	333.9	482.4	
 Fixed assets capitalization (%) 	83.6	82.9	86.2	89.2	102.8	
Short-term debt	¥176,366	¥208,287	¥279,109	¥335,385	¥179,512	\$1,493,817
Long-term debt, less current maturities	523,765	512,915	563,779	528,294	513,359	4,271,940

Notes: 1. Short-term debt includes the current maturities of long-term debt.

2. Current ratio = Current assets at fiscal year-end ÷ Current liabilities × 100

3. Quick ratio = (Cash and bank deposits + Notes and accounts receivable + Marketable securities) ÷ Current liabilities × 100

4. Fixed ratio = Fixed assets ÷ Net assets excluding minority interests × 100

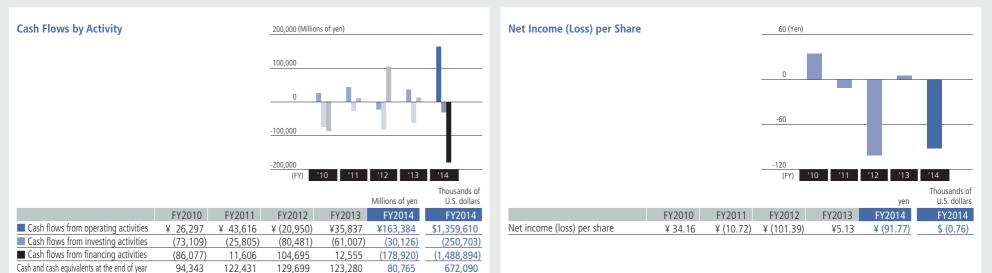
5. Fixed assets capitalization = Fixed assets ÷ (Net assets excluding minority interests + Long-term liabilities)

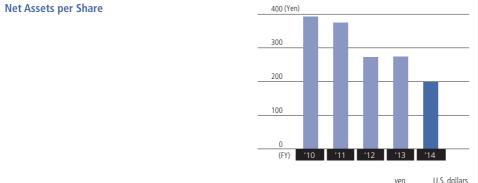
Total Assets, Debt-to-Total Capital Ratio,	100 (%)	(Millions of yen) 2,000		
Equity Ratio	75			1,500
	50			1,000
	25		_	500_
	0 (FY)	·10 ·11	/12 /13	0
			Millions of yen	Thousands of U.S. dollars

					finitions of Jen	0151 0011015
	FY2010	FY2011	FY2012	FY2013	FY2014	FY2014
Total assets	¥1,579,424	¥1,675,070	¥1,743,492	¥1,696,831	¥1,428,628	\$11,888,392
Interest-bearing debt	700,131	721,203	842,889	863,679	692,871	5,765,769
Net assets excluding minority interests	332,730	316,931	230,456	231,928	167,194	1,391,312
- Debt-to-total capital ratio (%)	67.8	69.5	78.5	78.8	80.6	
— Equity ratio (%)	21.1	18.9	13.2	13.7	11.7	

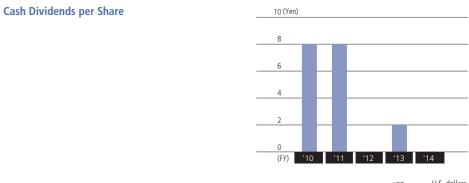
Note: Debt-to-total capital ratio = Interest-bearing debt ÷ (Interest-bearing debt + Net assets excluding minority interests)

Stability





					yen	0.5. 0011015
	FY2010	FY2011	FY2012	FY2013	FY2014	FY2014
Net assets per share	¥392.80	¥374.15	¥272.07	¥273.81	¥197.39	\$1.64

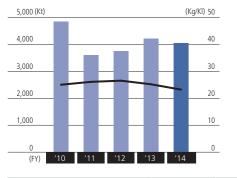


					yen	0.5. dollars
	FY2010	FY2011	FY2012	FY2013	FY2014	FY2014
Cash dividends per share	¥8.00	¥8.00	¥0.00	¥2.00	¥0.00	\$0.00

ESG Data

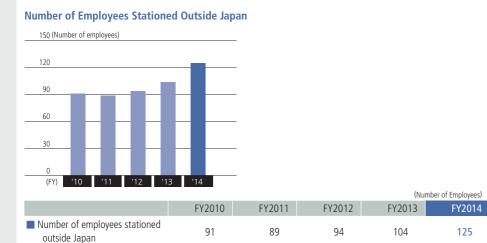
Environment Conservation Initiatives

CO₂ Emissions and CO₂ Emissions per Unit of Crude Oil Equivalent throughput



	FY2010	FY2011	FY2012	FY2013	FY2014
CO ₂ emissions (kt)	4,840	3,600	3,756	4,207	4,046
- CO ₂ emissions per unit of crude					
oil equivalent throughput (Kg/Kl)	25.02	26.09	26.52	25.19	23.21

Personnel Initiatives

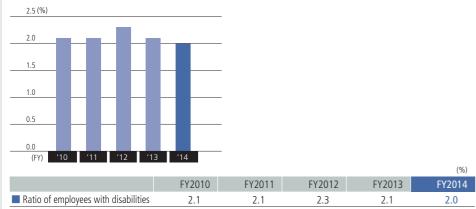


* The number of employees includes those dispatched from Cosmo Oil and full-time employees of Cosmo Engineering Co., Ltd., Cosmo Trade & Service Co., Ltd., Cosmo Research Institute, and Cosmo Energy Exploration & Production Co., Ltd.



Personnel Initiatives

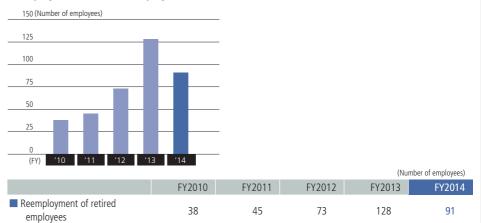
Ratio of Employees with Disabilities



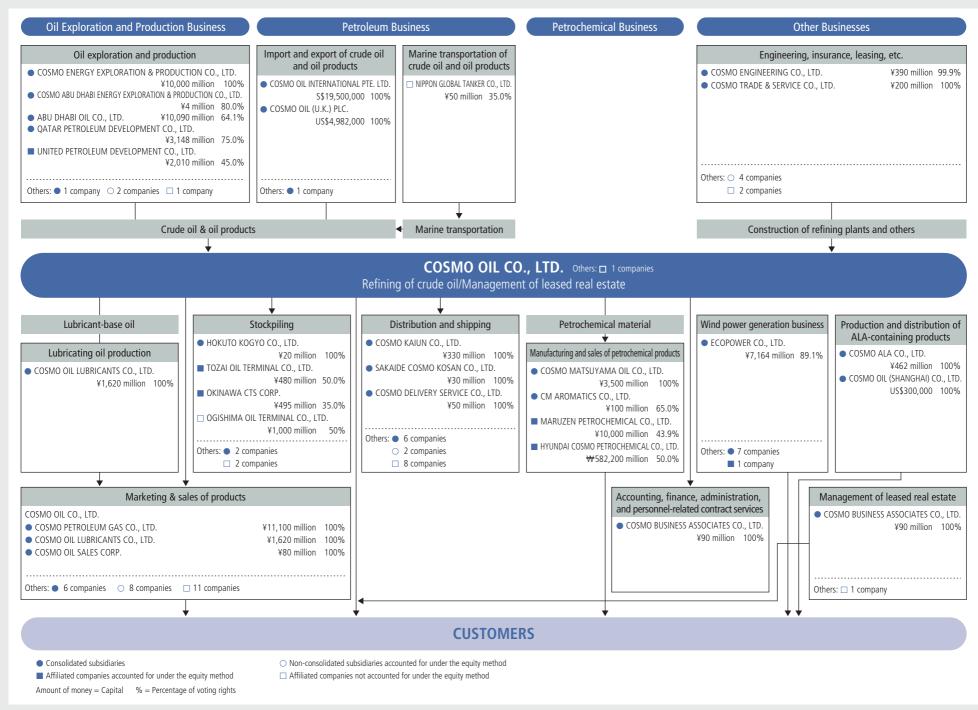
* For Cosmo Oil Co., Ltd., as of June 1 each year

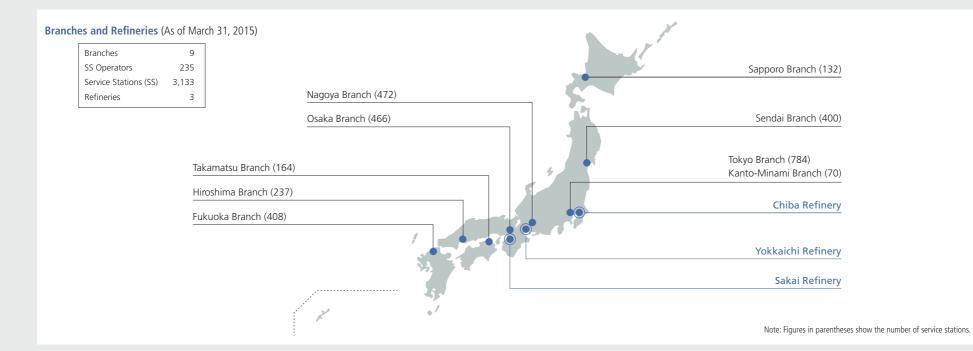
** Rounded to the second decimal place

Reemployment of Retired Employees



Group Information (As of March 31, 2015)







Share Information (As of March 31, 2015)

Ordinary general meeting of shareholders	June
Transfer agent for common stock	Sumitomo Mitsui Trust Bank, Limited
Number of common shares issued	847,705,087 shares
Number of shareholders	39,312
Number of shares per trading unit	1,000 shares
Stock listing	Токуо

Principal Shareholders (As of March 31, 2015) (Top 10)

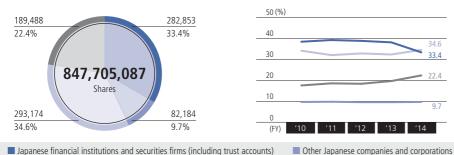
	Number of shares owned (Thousands)	Percentage of total shares issued (%)
Shareholder		
Infinity Alliance Limited*	176,000	20.76
Royal Bank of Canada Trust Company (Cayman) Limited	38,938	4.59
Japan Trustee Services Bank, Ltd. (Trust account)	37,613	4.43
Mizuho Bank, Ltd.	31,531	3.72
The Bank of Tokyo-Mitsubishi UFJ, Ltd.	19,750	2.33
The Kansai Electric Power Co., Inc.	18,600	2.19
Mitsui Sumitomo Insurance Co., Ltd.	17,678	2.09
Aioi Nissay Dowa Insurance Co., Ltd.	15,803	1.86
Sompo Japan Nipponkoa Insurance Inc.	15,792	1.86
Cosmo Oil Client Stock Ownership	14,981	1.76

Bond Issue Information

Unsecured Bonds (No. 20)		Unsecured Bonds (No. 23)	
Date of issue	January 29, 2010	Date of issue	December 9, 2010
Balance of debt at March 31, 2014	¥12.5 billion	Balance of debt at March 31, 2014	¥10.0 billion
Balance of debt at March 31, 2015	_	Balance of debt at March 31, 2015	_
Due date	January 31, 2017	Due date	December 9, 2016
Unsecured Bonds (No. 21) Date of issue Balance of debt at March 31, 2014 Balance of debt at March 31, 2015 Due date		Unsecured Bonds (No. 24) Date of issue Balance of debt at March 31, 2014 Balance of debt at March 31, 2015 Due date	
Unsecured Bonds (No. 22) Date of issue Balance of debt at March 31, 2014 Balance of debt at March 31, 2015	December 9, 2010 ¥10.0 billion	Unsecured Bonds (No. 25) Date of issue Balance of debt at March 31, 2014 Balance of debt at March 31, 2015 Due date	
Due date	December 9, 2014		50ptember 5072021
		Unsecured Bonds (No. 26)	
		Date of issue	February 25, 2014
		Balance of debt at March 31, 2014	
		Balance of debt at March 31, 2015	7.7 billion
		Due date	February 25, 2022

ed by the International Petroleum Investment Company (IPIC)

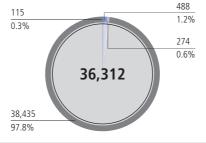
Number of Shares/Trend of Shares by Types of Shareholders (Thousands of shares, rounded down)



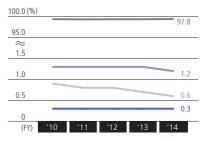
Japanese financial institutions and securities firms (including trust accounts)

Stock Information





Japanese individuals and others



250 (Yen) (Thousands of shares) 350,000 Price (left) 280,000 210,000 / Trading volume (right) 140,000 70,000 Δ

Foreign investors

33.4

22.4

Corporate Data (As of March 31, 2015)

Company Name	COSMO OIL CO., LTD.
Head Office	1-1, Shibaura 1-chome, Minato-ku
Phone	+81-3-3798-3211
Fax	+81-3-3798-3237
URL	http://www.cosmo-oil.co.jp/eng/index.html
Established	April 1, 1986
Common Shares	Authorized: 1,700,000,000, Issued: 847,705,087
Paid-in Capital	¥107,246,816,126
Type of Business	Integrated Oil Business
Fiscal Year-End	March 31
Number of Employees	1,643
Branches (9 locations)	Sapporo, Sendai, Tokyo, Kanto-Minami, Nagoya, Osaka, Hiroshima, Takamatsu, Fukuoka
Refineries (3 locations)	Chiba, Yokkaichi, Sakai,
Principal Overseas Bases	 Overseas Offices (3 locations) Beijing, Abu Dhabi, Doha Subsidiaries (3 locations) COSMO OIL OF U.S.A. INC. COSMO OIL INTERNATIONAL PTE. LTD. COSMO OIL (U.K.) PLC.
Number of SS Operators	235



Laying the Groundwork for the Next Stage of Growth

Clockwise from top left:

Oil E&P Business (Abu Dhabi Oil Co., Ltd., Mubarraz Island) Oil Refining Business (Chiba Refinery) Wind Power Generation Business (Hirogawa Hidakagawa Wind Farm) Oil Marketing Business (Service station in Takamigaoka)

Inquiries:

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