

# **MOL Investor Guidebook**

May 2010
Mitsui O.S.K. Lines, Ltd.
http://www.mol.co.jp/ir-e/

# **MOL Group Corporate Principles**

- 1. As a multi-modal transport group, we will actively seize opportunities that contribute to global economic growth and development by meeting and responding to our customers' needs to this new era
- 2. We will strive to maximize corporate value by always being creative, continually pursuing higher operating efficiency and promoting an open and visible management style that is guided by the highest ethical and social standards
- 3. We will promote and protect our environment by maintaining strict, safe operation and navigation standards

**Long-Term Vision** 

To make the MOL Group an excellent and resilient organization that leads the world shipping industry

#### **Forward-Looking Statements**

This Investor Guidebook contains forward-looking statements concerning MOL's future plans, strategies and performance. These statements represent assumptions and beliefs based on information currently available and are not historical facts. Furthermore, forward-looking statements are subject to a number of risks and uncertainties that include, but are not limited to, economic conditions, worldwide competition in the shipping industry, customer demand, foreign currency exchange rates, price of bunker, tax laws and other regulations. MOL therefore cautions readers that actual results may differ materially from these predictions.

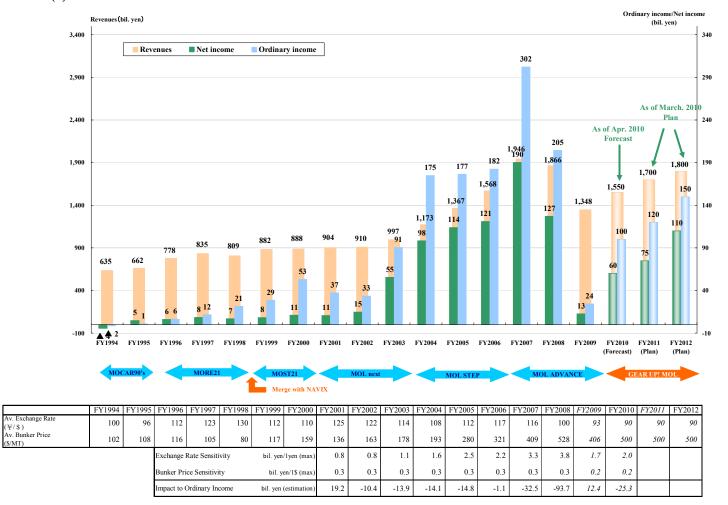
# = Contents =

	OL Group Corporate Principles / Long-Term Vision	
1.	MOL at a Glance	
	①History of MOL Business Performance	_
	(1)P/L (2)Reinforce Cost Competitiveness (3)B/S (4)Dividends	3
	②Strategically Balanced Business Portfolio	
	(1)Fleet Composition	۷
	(2) Variation of the Vessel Types and the Contract Terms (3) Correlation among Shipping Markets	2
	(4)Consolidated Revenue by Segments (5)Consolidated Ordinary Income by Segments	(
	(6) "Highly Stable Profit" and "Other Profit" (7) History of World Major Carriers' Profits	7
	3 Market Position (1) We think the Green Policy of the Policy	
	(1) World Major Carriers' Fleet Size Ranking	1.0
2.	(2)World Major Carriers' Fleet Composition (3) Revenue Portfolio by Segments GEAR UP! MOL	10
۷.	•MOL Midterm Management Plan FY2010-2012 Long-Term Vision /Main Theme	11
	①Overall Strategies	11
	©Fleet Expansion Plan	11
	(1)Details of Fleet Expansion Plan (2)Ship Prices	12
	③Measures to Reinforce Safe Operation	13
	(4) Profit Plan	1.
	(1)Overall Profit Plan (2)Segment Information	14
	(3)Market Assumption	15
	⑤Financial Indices	
	(1) Financial Indices (Guideline) (2) Capital Expenditure and Cash Flow	15
	(3)Shareholders' Equity and Interest-Bearing Debt	
	(a) Shareholders' Equity and Interest-Bearing Debt (b) Equity Ratio and Gearing Ratio	16
	©Creative Efforts on Cost Reduction	16
3.	Divisional Information	
	① Total Trade	17
	② Dry Bulkers	
	(1) MOL Data (2) Industry Data	18
	③Tankers	20
	(1) MOL Data (2) Industry Data  (3) LNG Carriers	22 24
	5 Car Carriers	
		25
	©Containerships (1) MOL Data (2) Industry Data	26
4.	Financial Data	20
т.	①Highlights of Income Statements and Profitability/Efficiency Indices	30
	②Highlights of Balance Sheets and Stability Indices	31
	③Highlights of Statements of Cash Flows	32
	<ul><li>4) Per Share Value Indicators and Share Price Indices</li></ul>	33
	• Consolidated Financial Statements	34
	Consolidated Segment Information	35
Th	ne MOL Group	36
	story	37
	orporate Governance	38
	ompliance	39
	fe Operation/Environment/CSR(Corporate Social Responsibility)	39
	raluation by the Third Parties on Environment/CSR	40
	redit Ratings (as of March 2010) areholder Composition (as of March 2010)	4( 4(
	are Prices	41
	areholder Information	41
M	OL Group IR Tools	41

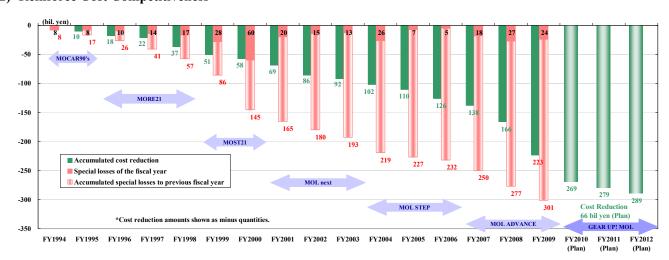
# 1. MOL at a Glance

# ① History of MOL Business Performance

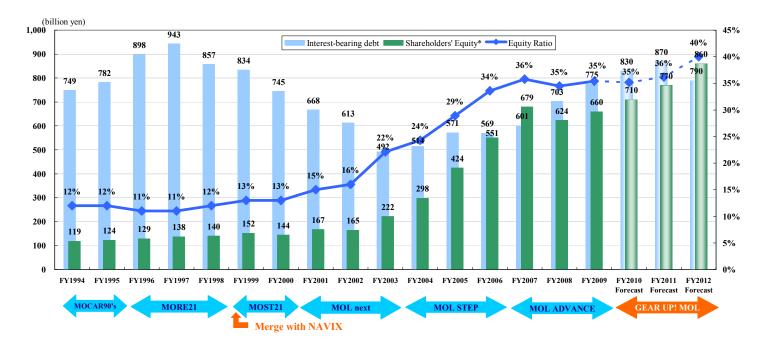
# (1) P/L



# (2) Reinforce Cost Competitiveness

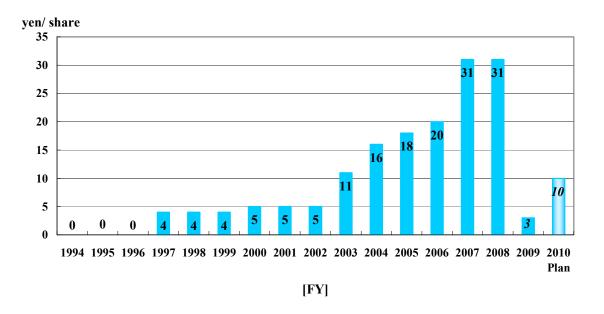


#### (3) B/S



- \*"Shareholders' Equity" refers to,
- ·To FY2005:Shareholders'equity on the consolidated Balance Sheet
- · From FY2006:Owners' equity plus accumulated gains from valuation and translation adjustments

#### (4) Dividends



#### **■** Dividend Policy

- \*The company recognizes the importance of increasing corporate value through aggressive business investment and returning profits directly to the shareholders through dividends.
- \*In the midst of an aggressive investment plan, mainly in vessels, based on our mid-term management plan aiming for further growth, we are seeking to increase our corporate value per share while utilizing internally reserved funds and solidifying our financial position.
- \*In consideration of the above issues, the company will use 20% as a guideline for the dividend payout ratio over the coming terms, and pay dividends in conjunction with consolidated performance. However, MOL will address the need to increase the ratio under its mid-and long-term management policies.

# ② Strategically Balanced Business Portfolio

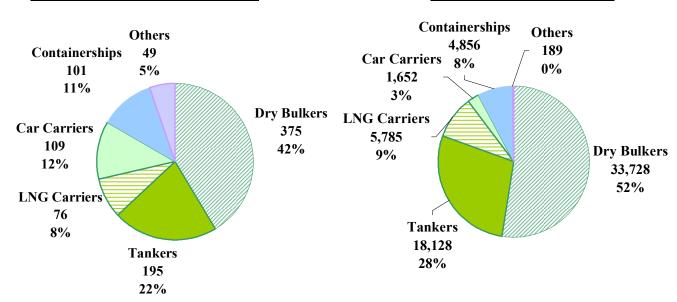
# (1) Fleet Composition (at the end of March 2010, Consolidated)

			At th	e end o		At the end o	f Mar. 2009	
			No. of vessels	rate	1,000dwt	rate	No. of vessels	1,000dwt
		Cape size	112	12%	20,568	32%	102	18,484
	Bulk carrier	Panamax	47	5%	3,670	6%	47	3,652
	Bulk Carrier	Handymax	39	4%	2,091	3%	33	1,728
		Handy	30	3%	906	1%	35	1,036
Dry bulker	Heavy lifter		7	1%	88	0%	8	120
	Wood chip ca		52	6%	2,583	4%	48	2,368
	Steaming coa	l carrier	36	4%	3,134	5%	37	3,116
	General cargo carrier		52	6%	687	1%	46	609
	(Sub total)		375	42%	33,728	52%	356	31,113
	Crude oil tanker		46	5%	12,331	19%	42	10,955
	Product tanker		51	6%	2,983	5%	49	2,839
Tanker	Chemical tanker		85	9%	2,190	3%	78	1,855
	LPG tanker		13	1%	623	1%	9	389
	(Sub total)		195	22%	18,128	28%	178	16,038
LNG carrier			76	8%	5,785	9%	72	5,451
Car carrier			*109	12%	1,652	3%	89	1,434
Containership		101	11%	4,856	8%	115	5,418	
Ferry/Domestic carrier		44	5%	161	0%	46	160	
Cruise ship		2	0%	9	0%	2	9	
Others		3	0%	19	0%	3	19	
Total			905	100%	64,337	100%	861	59,642

Note) Including spot-chartered ships and those owned by joint ventures

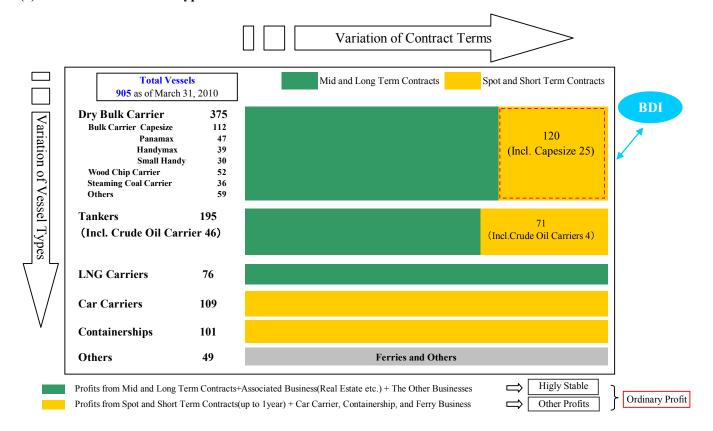
# **Composition by Number of Vessels**

# **Composition by Deadweight**



<sup>\*</sup> Including vessels added by Nissan Motor Car Carrier, newly consolidated in FY2009 2nd Quarter

# (2) Variation of the Vessel Types and the Contract Terms



#### (3) Correlation among Shipping Markets

\* Based on monthly average market data from CY2003 to CY2008

		Dry Bulkers				Crude Oil Tankers				Product Tankers	
		CAPE (PAC ROUND)	PANAMAX (PAC ROUND)	HANDYMAX (PAC ROUND)	SMALL (PAC ROUND)	VLCC (AG-EAST)	SUEZ (WAF-CAR/USES)	AFRA (CARIB-USES)	AFRA (INDO-F.EAST)	LR (AG-JAPAN)	MR (SIN-EAST)
s	CAPE (PAC ROUND)	-	0.96	0.96	0.94	0.27	0.19	0.15	0.08	-0.19	0.27
ulker	PANAMAX (PAC ROUND)	ı	1	0.96	0.94	0.21	0.11	0.09	0.03	-0.28	0.21
Dry Bulkers	HANDYMAX (PAC ROUND)	-	1	-	0.97	0.19	0.12	0.08	0.04	-0.24	0.19
	SMALL (PAC ROUND)	-	-	-	-	0.22	0.14	0.1	0.07	-0.22	0.22
Tankers	VLCC (AG-EAST)	-	-	-	-	-	0.88	0.76	0.82	0.53	0.32
il Tan	SUEZ (WAF-CAR/USES)	-	-	-	-	-	-	0.87	0.84	0.55	0.34
de Oil	AFRA (CARIB-USES)	-	-	-	-	-	-	-	0.74	0.53	0.34
Crude	AFRA (INDO-F.EAST)	-	-	-	-	-	-	-	-	0.71	0.53
Product Tankers	LR (AG-JAPAN)	-	-	-	-	-	-	-	-	-	0.74
Pro Tan	MR (SIN-EAST)	-	-	-	-	-	-	-	-	-	-

+0.7~1.0: strong positive correlation +0.4~0.7: medium positive correlation +0.2~0.4: weak positive correlation -0.0~+0.2: almost no correlation -0.4~0.2: weak negative correlation

 $WAF:WEST\ AFRICA\ CARIB$ 

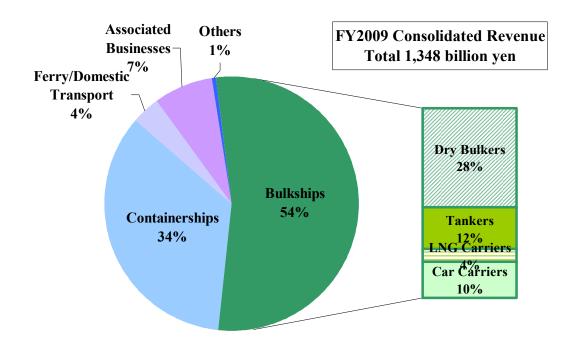
INDO-F.EAST : INDONESIA FAR EAST

AG : ARABIAN GULF SIN-EAST : SINGAPORE-EAST

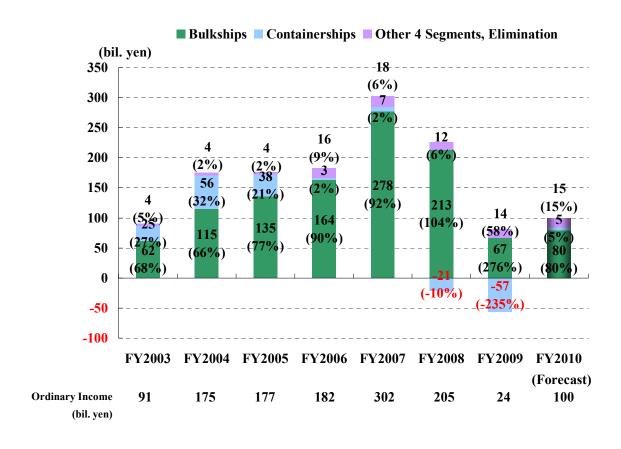
#### ■ Findings ■

- ① There is almost no correlation between dry bulkers' market and tankers' market.
- ② Even among the same category as tankers, VLCC market and product tankers(MR) market show only a weak correlation.

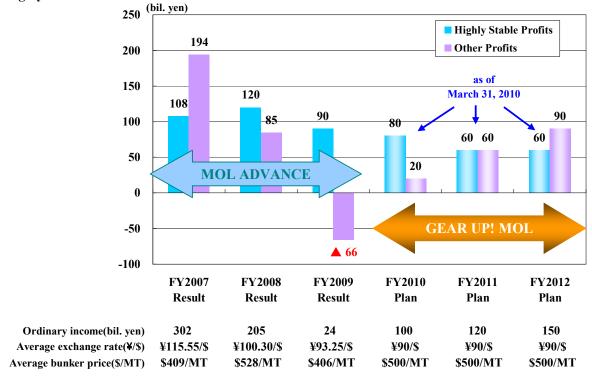
# (4) Consolidated Revenue by Segments



# (5) Consolidated Ordinary Income by Segments



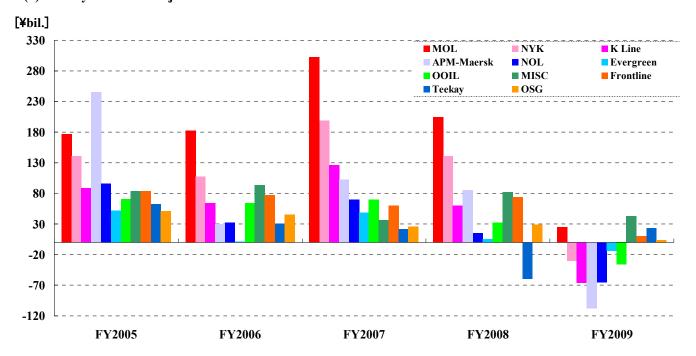
#### (6) "Highly Stable Profit" and "Other Profit"



Highly stable profit = Firm profit through middle and long-term contracts and projected profit from highly stable businesses. (The segments included in "Highly stable profit" are Drybulk Carrier Division, Tanker Division, LNG Carrier Division, Associated

Highly Stable Profits + Other Profits = Ordinary Income

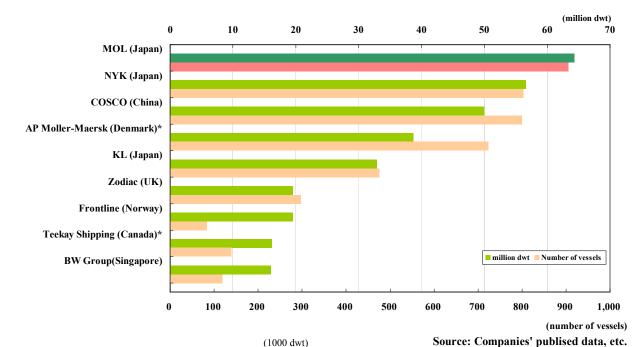
# (7) History of World Major Carriers' Profits



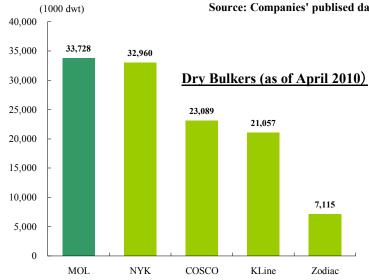
Note: Comparison by ordinary income (income before extraordinary gains and losses, income taxes, and minority interests) or income similar to this one. This is based on the financial results announced by each company. Financial figures of APM-Maersk excluded profits of segments other than those related to ocean shipping, such as oil and gas activities.

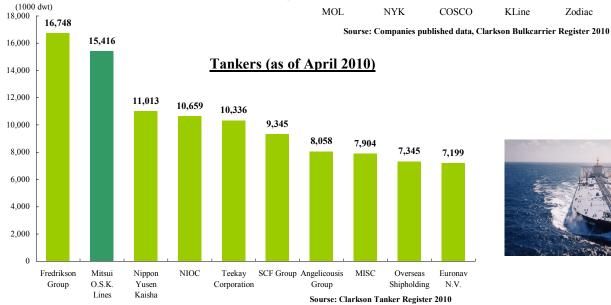
# 3 Market Position

# (1) World Major Carriers' Fleet Size Ranking All Vessel Types (Consolidated; as of April 2010)







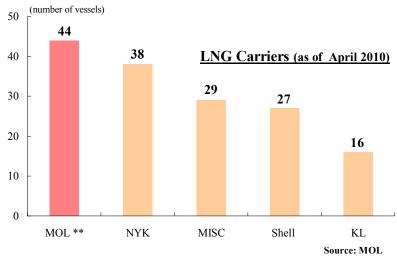


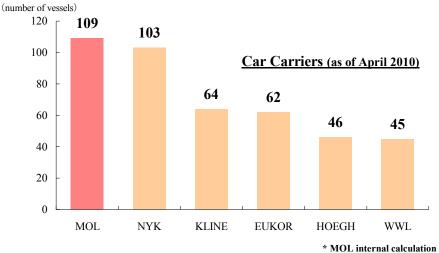




\* Fleet under its management and ownership.

\*\*MOL already secured 77 vessels of the total 370 in the world including the ones to be delivered by 2011.







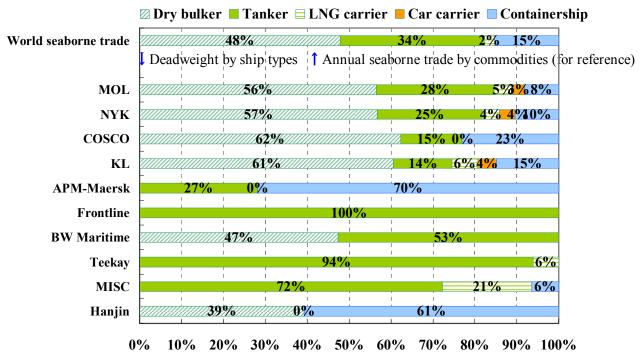
(1000TEU)
2,500
2,000 - 1,927
1,500 - 1,477
Company Container

# Major Global Alliance

The New World Alliance	MOL, APL(NOL), Hyundai
Grand Alliance	NYK, Hapag Lloyd, OOCL
СКҮН	COSCO, KL, Yang Ming, Hanjin

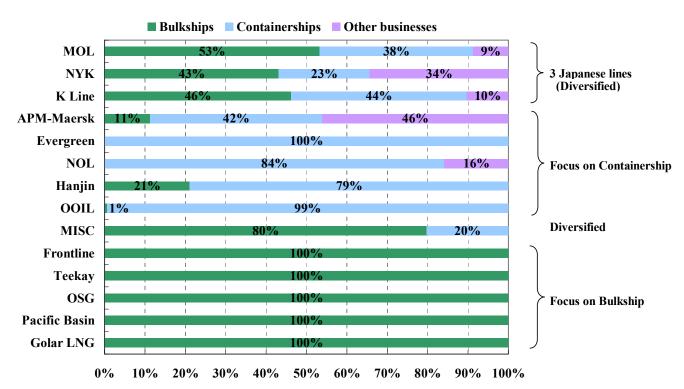
Company Containership Fleet by TEU Capacity (as of April 2010) 966 1,000 526 511 481 427 412 395 500 390 365 336 261 216 144 MSK MSC CMA CGM EMC APL HAPAG- COSCO HANJIN CSCL NYK CSAV MOL K-LINE HAMBUR YANG ZIM HYUNDAI PIL LLOYD

# (2) World Major Carriers' Fleet Composition



Source: World seaborne trade = MOL estimates based on Clarkson Research Services Autumn 2009 and others. Fleet composition = MOL calculates based on each company's homepage and Clarkson /MDS data. Excluding Passenger ships /ferries.

# (3) World Major Carriers' Revenue Portfolio by Segments



Source: MOL calculates based on each company's financial statement (2009.1-12). (Containerships include container terminals /agency businesses.)

# 2. GEAR UP! MOL

# MOL Group Midterm Management Plan FY2010-2012

# **GEAR UP! MOL**

Long-Term Vision: To make the MOL Group an excellent and resilient organization that leads the world shipping industry

# **Main Theme:**

# — Challenge to Create New Growth —

# ① Overall Strategies

# (1) Recovery from economic crisis and Acceleration of business development in growing markets

Tailored responses to custmers' needs in the world's growing markets



- Enhance cost competitiveness
- Restructuring of the containership business
- Full utilization of the Group's synergized resources

#### Enhancing infrastructure to accomplish strategie

- ·Business intelligence to add unique value
- ·Risk management to ensure our growth
- Ceaseless improvement of financial stability to enhance credibility
- Nurturing employees fully capable of managing changes

# (2) Enhance safe operation

# Forge ahead to become

#### "the world leader in safe operation"

- Quantigy safety and realize the 4 zeros (zero fatal accidents, zero serious marine incidents, zero oil pollution, and zero cargo damage)
- Enhance capability to perceive danger, thereby breaking the links in any potentioal error chain
- Invest 24 billion yen over 3 years to enhance safe operation
- Advance IT use for safer operation
- Secure skilled seafarers and keep them well trained
- Enhance countermeasures against piracy and terrorism

# (3) Environmental strategy Offer transportation solutions with a low environmetal burden

- Introduce vessel innovations to prevent global warming
  - ~ Promote ISHIN project
  - → Promote "ECO SAILING" on a larger scale
  - $\sim \,$  Reduce CO2 emissions per ton-mile by 10% in FY2015 compared to FY2009
- Contribute to conservation of biodiversity and protection of the natural environment
- Positive investment to develop and implement environmental technologies
  - $\sim$  Invest 28 billion yen over 3 years





# **②** Fleet Expansion Plan

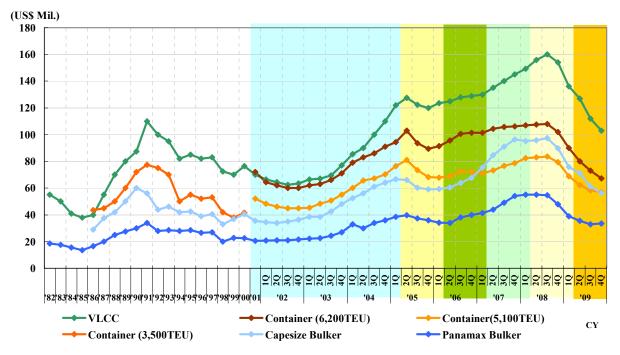
# (1) Details of Fleet Expansion Plan (As of April 2010)

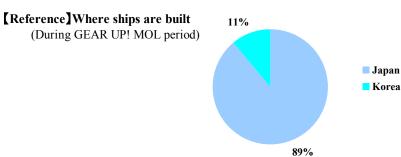
					GEAR UP	! MOL (F	Y2010- FY201	2)	(FY2013 -	- FY2015)
			Fleet scale at the end of March 2010 (Result)	FY2010	Ships to jo	in MOL flo	FY2010 - FY2012	Fleet scale at the end of March 2013 (Plan)	Ships to join MOL fleet (Plan) FY2013 - FY2015	Fleet scale at the end of March 2016 (Target)
Bulkship	os	Fleet Scale	755		£1	36	152	890	140	1,025
D	Ory Bulkers	New vessel launching Fleet Scale New vessel launching	375	26	26	24	153 76	450	140	
Ta	`ankers	Fleet Scale New vessel launching	195	23	9	6	38	220		
Lì	NG Carrier	Fleet Scale New vessel launching	76	3	2	1	6	75		
C	Car Carriers	Fleet Scale New vessel launching	109	14	14	5	33	145		
Containe	erships	Fleet Scale New vessel launching	101	9	14	5	28	110	12	120
Others		Fleet Scale New vessel launching	49	3	3	3	9	50	8	55
Total	<u> </u>	Fleet Scale New vessel launching	905	78	68	44	190	1,050	160	1,200

Notes: 1)Fleet scale at the end of fiscal years includes short-term chartered ships (less than 5 years) and those owned by joint ventures.

Ships' ValueShips' Value1,200 bil yen900 bil yen

# (2) Ship Prices





<sup>2)</sup> New vessel launching to join MOL fleet do not include short-term chartered ships (less than 5years), but include those owned by joint

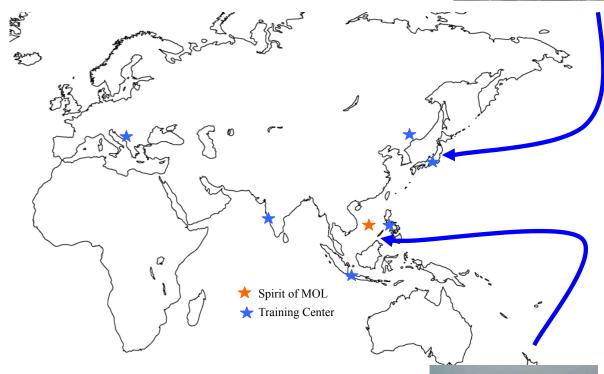
# 3 Measures to Reinforce Safe Operation

**Budget for safe operation measures (3 years)** 

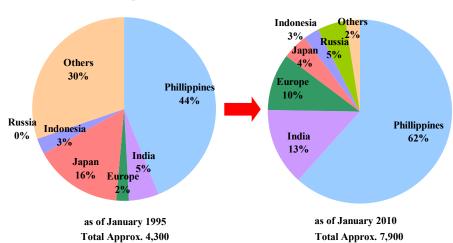
	Action					
Software	* Operation of Operational Safety Support Center * Securing and educating/training of seafarers	11				
Hardware	* Safety standard specifications	11				
Development	Development of IT for ship management					
		24				

**Safety Operation Supporting Center** in Head office





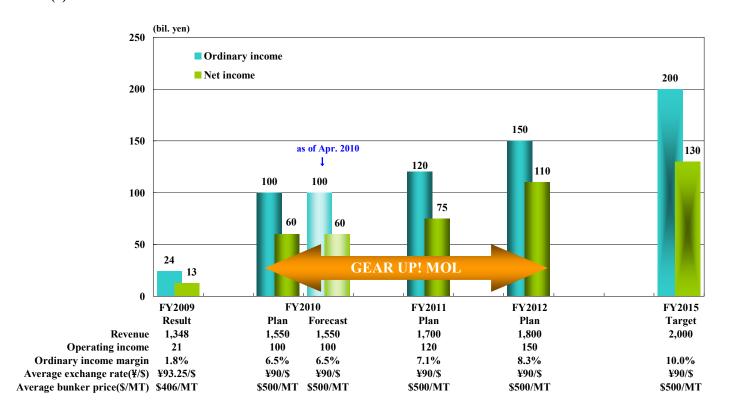
# Nationality Ratio of Seafarers on MOL Operated/Managed Financed Ships (excl. chartered vessels)



"Spirit of MOL" in Philippine coastal sea

# ④ Profit Plan

# (1) Overall Profit Plan



FY2010 Exchange rate sensitivity: ±2 bil yen/1\( (max) \)
FY2010 Bunker sensitivity: ±0.2 bil yen/1\( (max) \)
(Consolidated ordinary income basis)

# (2) Segment Information

		FY2009	FY2010	FY2011	FY2012	FY2015
(billion yen)		Result	Plan	Plan	Plan	Target
	Revenue (a)	722	830	920	1,000	1,080
Bulkships	Ordinary income (b)	67	80	80	100	135
	(b)/(a)	9.3%	9.6%	8.7%	10.0%	12.5%
	Revenue (a)	466	550	600	620	700
Containerships	Ordinary income (b)	▲ 57	5	20	30	40
	(b)/(a)	-	0.9%	3.3%	4.8%	5.7%
Ferry&	Revenue	51	53	53	53	60
domestic transport	Ordinary income	<b>▲ 2</b>	0	3	3	5
Associated	Revenue	100	110	120	120	153
businesses	Ordinary income	10	10	11	11	15
Others	Revenue	9	7	7	7	7
Others	Ordinary income	1	1	2	2	1
Elimination	Revenue	-	-	-	-	-
Emmation	Ordinary income	5	3	4	4	4
	Revenue (a)	1,348	1,550	1,700	1,800	2,000
Consolidated	Ordinary income (b)	24	100	120	150	200
<b>D</b>	(b)/(a)	1.8%	6.5%	7.1%	8.3%	10.0%

<sup>●</sup> Revenues from customers, unconsolidated subsidiaries and affiliated companies

<sup>●&</sup>quot;Bulkships" consists of Dry bulkers, Tankers, LNG carriers, and Car carriers

#### (3) Market Assumption

(Dry Bulkers : Daily charterhire (U\$), VLCC : World Scale (WS))

•	FY2009	FY2010	FY2011	FY2012
	Result	Forecast	Plan	Plan
Dry Bulker				
(Capesize)	45,200	40,000	35,000	35,000
(Panamax)	24,200	27,000	20,000	20,000
(Handymax)	20,900	23,000	17,000	17,000
(Small Handy)	14,000	17,000	12,000	12,000
Tanker (VLCC)	44	84	78	76

- 1) Results figures for dry bulker are 12 months average of general market rates during Japanese fiscal year.
- 2) VLCC's plans and forecasts are for double-hulled vessels
- 3) Results figures for VLCC are 12 months average of general market rates for both double-hulled and single-hulled vessels during Japanese fiscal year.
- 4) WS results is shown at criteria of year 2009, and WS for forecasts and plans are shown at crieteria of year 2010.

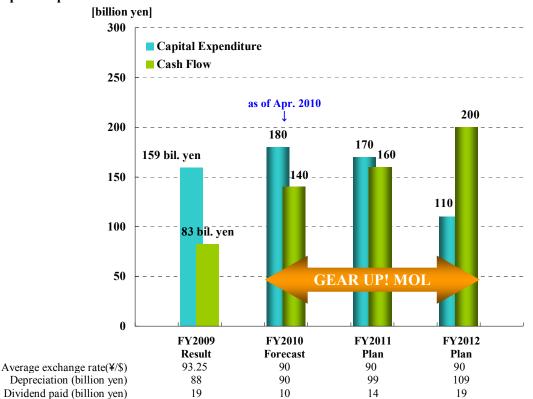
# ⑤ Financial Indices

# (1) Financial Indices (Guideline)

	FY2009	FY2	010	FY2	FY2011		FY2012	
	Result	Forecast	Plan	Forecast	Plan	Forecast	Plan	
Equity ratio*1	35%	35%	34%	36%	36%	40%	40%	
Gearing ratio*2	1.18	1.17	1.28	1.13	1.23	0.92	1.00	
Ordinary income margin	1.8%	6.5%	6.5%	7.1%	7.1%	8.3%	8.3%	
ROA*3	0.7%	3%	3%	4%	4%	5%	5%	
ROE*4	2.0%	9%	9%	10%	11%	13%	14%	

<sup>\*1</sup> Shareholders' equity/Total assets

# (2) Capital Expenditure and Cash Flow



Cash flow = Net income + Depreciation - Dividends(\*)

(\*) Assumption=Payout ratio 20% (Forecast/Plans)

<sup>\*2</sup> Gearing ratio = Interest bearing debt/Shareholders' equity

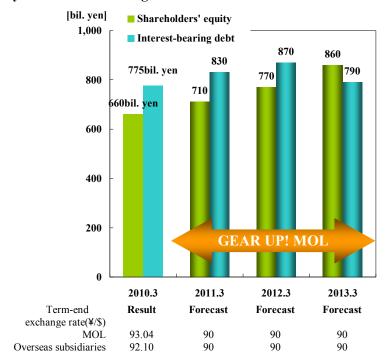
<sup>(</sup>Shareholders' equity = Owners' equity+accumulated gains from valuation and translation adjustment)

<sup>\*3</sup> ROA = Net income/Average total assets of at the beginning and end of fiscal year

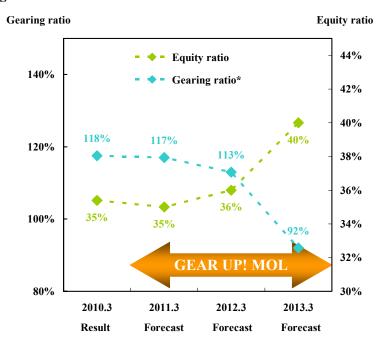
<sup>\*4</sup> ROE = Net income/Average Shareholders' equity of at the beginning and end of fiscal year

# (3) Shareholders' Equity and Interest-Bearing Debt

# (a) Shareholders' Equity and Interest-Bearing Debt



# (b) Equity Ratio and Gearing Ratio



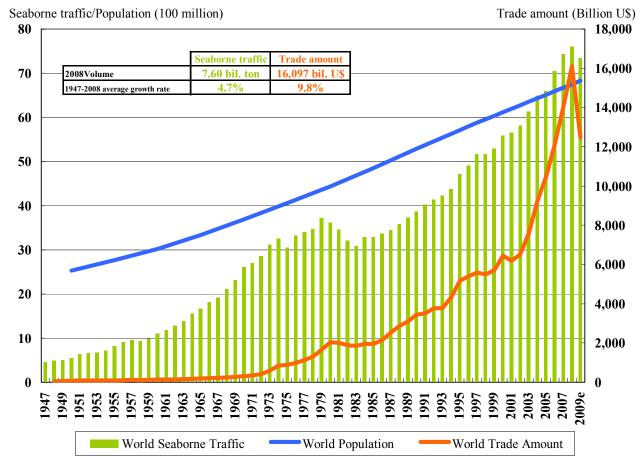
Equity ratio = Shareholders' equity/Total Assets
\*Gearing ratio = Interest-bearing debt/Shareholders' equity

# **©** Creative Efforts on Cost Reduction

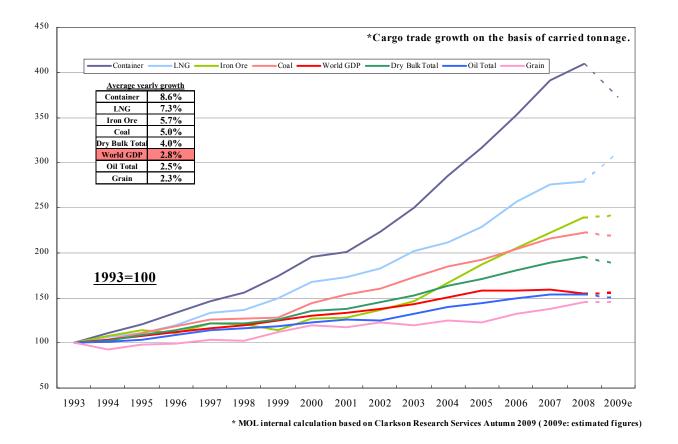
				(billion yen)
	FY2010	FY2011	FY2012	Total
Cost Reduction	46	10	10	66

# 3. Divisional Information

# ① Total Trade



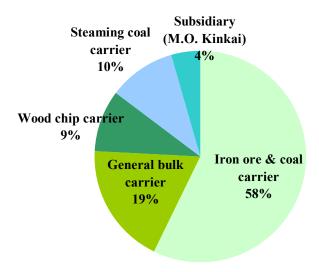
Source: Fearnleys Clarkson, etc.



# ② Dry Bulkers

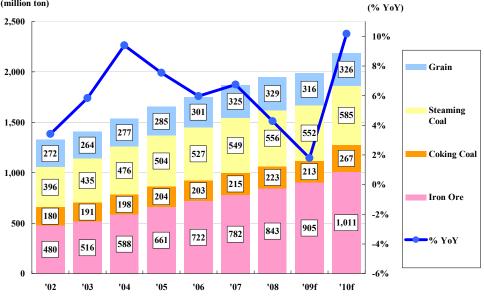
# (1) MOL Data

# (a) Revenue Breakdown (FY2009)



# (2) Industry Data

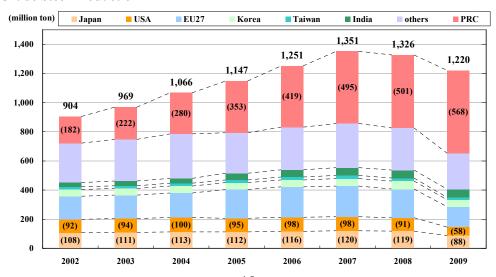
# (a) World Dry Bulk Carrier Trade by Commodity



Source: MOL internal calculation

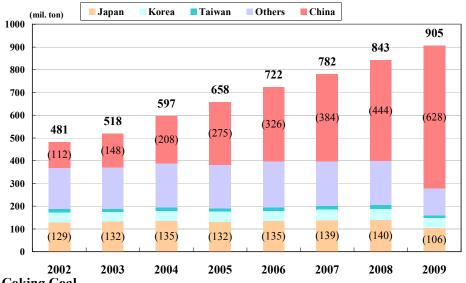
# (b) Crude Steel

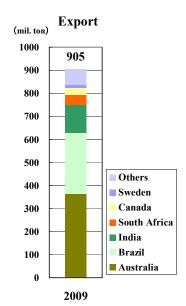
# **World Crude Steel Production**



18 Source: IISI

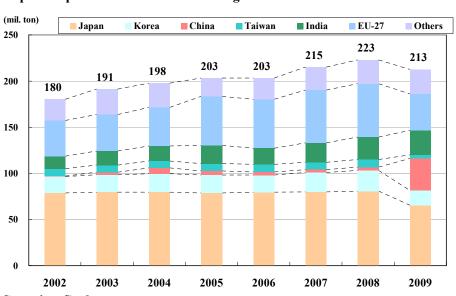
# (c) Iron Ore Import/Export area-wise World Iron Ore Seaborne Trade

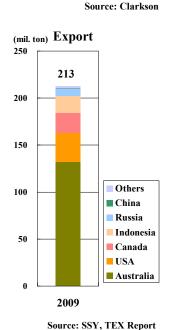




(d) Coking Coal

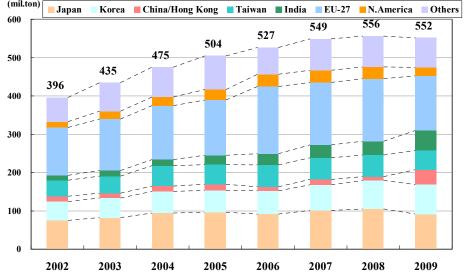
Import/Export area-wise World Coking Coal Seaborne Trade

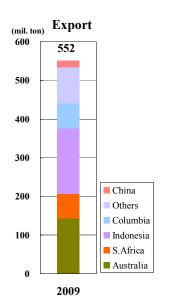




(e) Steaming Coal

Import/Export area-wise World Steaming Coal Seaborne Trade

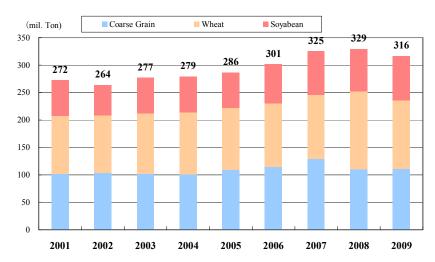




19

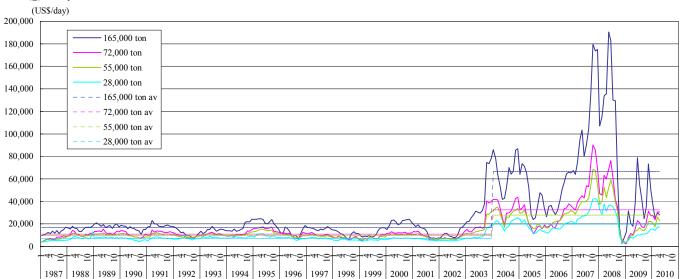
Source: SSY, TEX Report

(f) Grain Commodity-wise World Grain Seaborne Trade

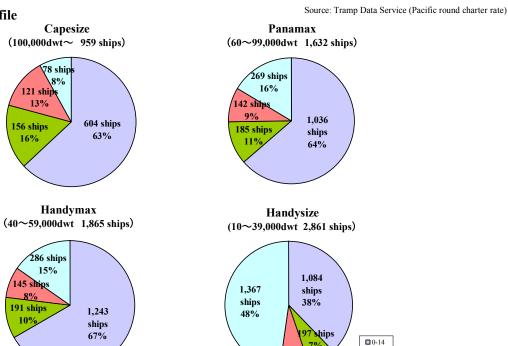


Source: USDA

# (g) Dry Bulkers Market





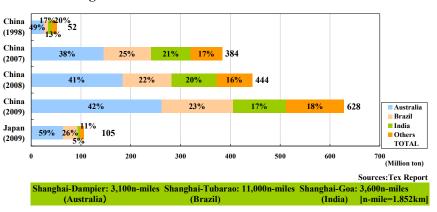


20 Clarkson Jan 2010

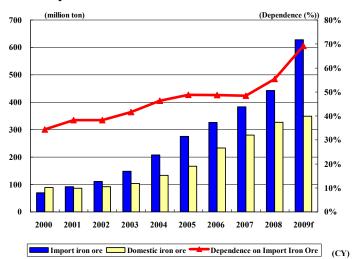
■ 15-19 ■ 20-24

#### (i) Other Information

# China's Import of Iron Ore by Nations of Origin

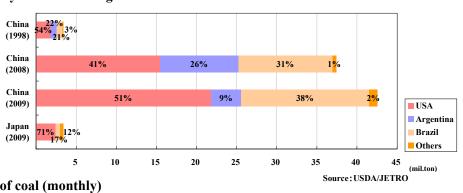


# China's Increasing Dependence on Import Iron Ore

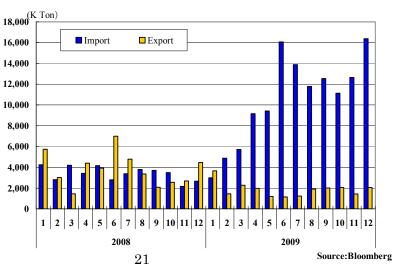


# China's Import of Soybean by Nations of Origin

Notes: Import iron ore 1 ton (Purity 63%) = Domestic iron ore 2.52 ton (Purity 25%) Source: MOL internal calculation



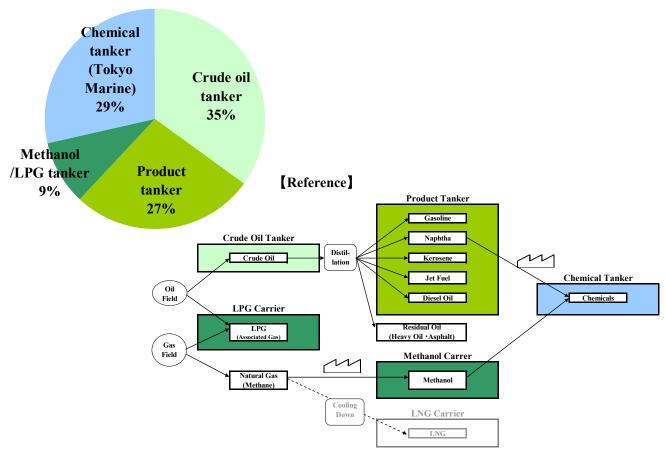
# China's import and export of coal (monthly)



# 3 Tankers

# (1) MOL Data

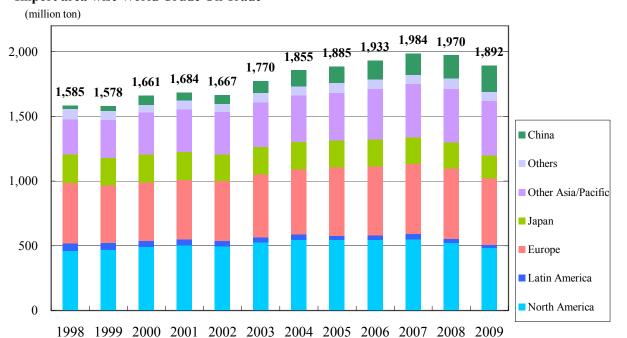
# (a) Revenue Breakdown (FY2009)



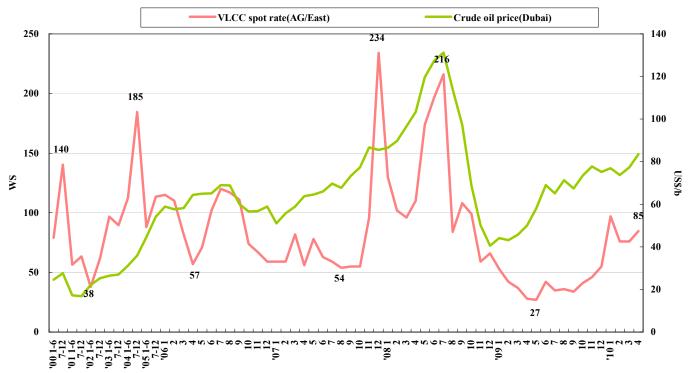
# (2) Industry Data

# (a) Crude Oil

# Import area-wise World Crude Oil Trade

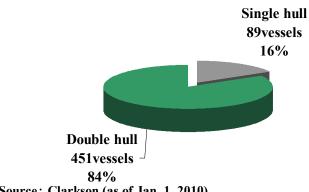


# (b) VLCC Market



# Source: Drewry, etc.

# (c) Number of Single Hull and Double Hull VLCCs



Source: Clarkson (as of Jan. 1, 2010)

 $(Ref.)\ The\ 50th\ MEPC\ resolution\ regarding\ the\ adoption\ of\ double-hulled\ structure,\ which\ took\ effect\ in\ April\ 2005)$ 

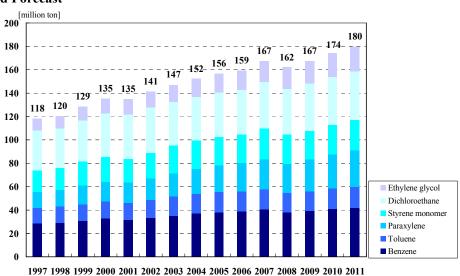
\* MEPC: Marine Environment Protection Committee (a standing committee of IMO).

1)The time limit for operating single-hulled tankers of more than 5,000 dwt shall be brought forward from 2015 to 2010.

2)However, if a nation where a vessel enters a port allows a service life extension based on the results of a Condition Assessment Scheme (CAS) inspection, it may remain in service until 2015, or until its age reaches 25 years, whichever is earlier.

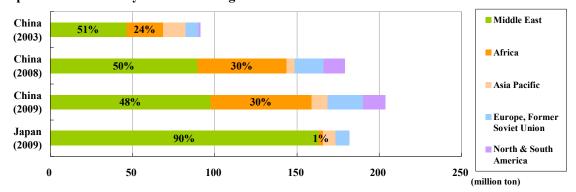
#### (d) Other Information

# **Major Chemical Products Demand Forecast**



China's Import of Crude Oil by Nations of Origin

Source: 'METI "Forecast of Global Supply and Demand of Petrochemical Products, FY 2008"

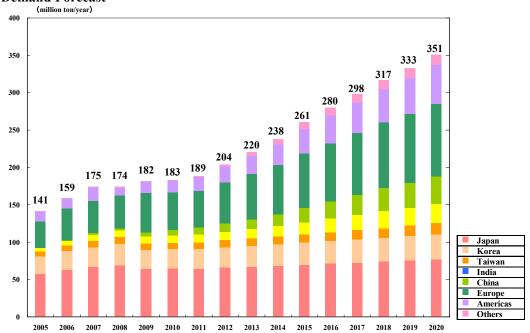


Source: MOL internal calculation based on data of China OGP, Petroleum Association of Japan, Japam Maritime Development Association, etc.

Dalian-Oman: 5,800n-miles (9 voyages/year) Dalian-Angola: 9,900n-miles (6 voyages/year) (Middle East) (West Africa) [n-mile=1.852km]

# 4 LNG Carriers

#### (1) LNG Demand Forecast

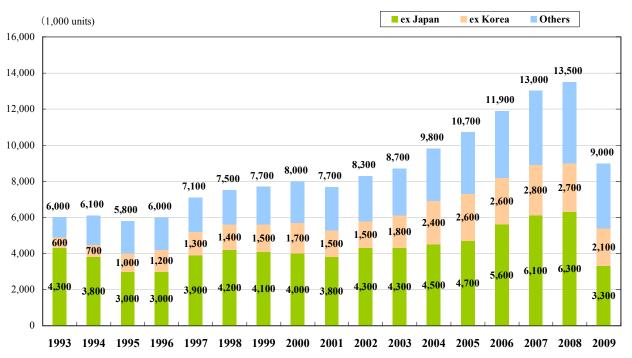


Source: IEEJ, etc.

24

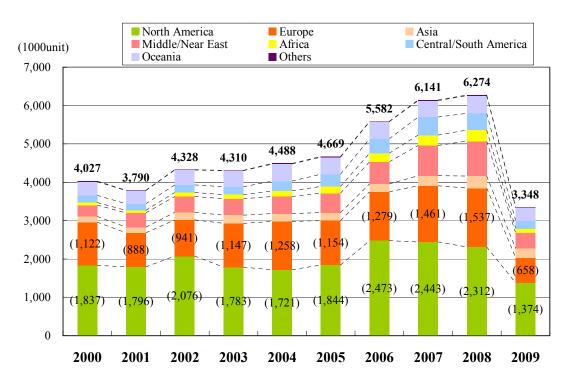
# ⑤ Car Carriers

# (1) World Car Carrier Trade



# MOL internal calculation; excluding CKD

# (2) Car Export from Japan



MOL internal calculation; destination-wise/excluding CKD

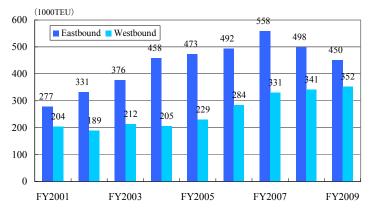
# 6 Containerships

- (1) MOL Data
- (a) Capacity and Income by Trades (FY2009)

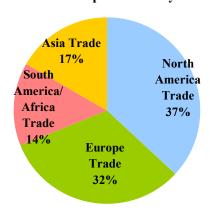
# Containerships' Capacity by Trades



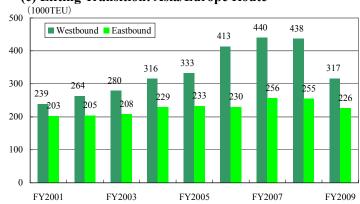
# (b) Lifting Transition: Asia/North America Route



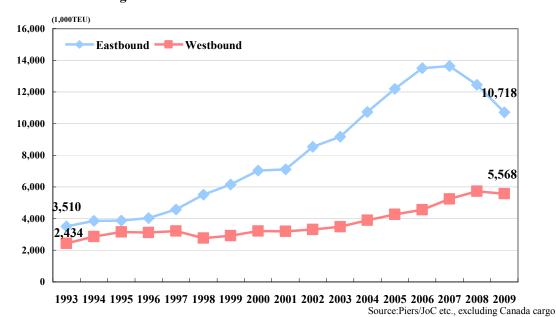
# Containerships' Income by Trades



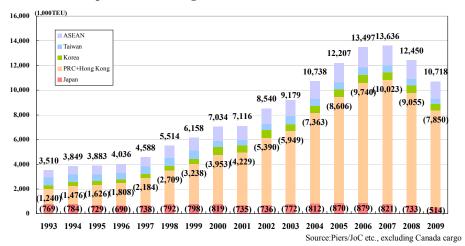
# (c) Lifting Transition: Asia/Europe Route



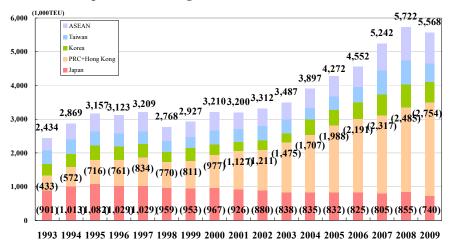
- (2) Industry Data
- (a) Asia-North America Cargo Movements



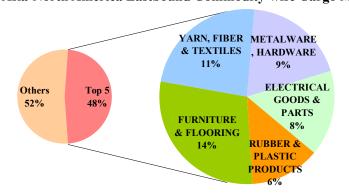
#### (b) Asia-North America Exporter-wise Cargo Movements



# (c) Asia-North America Importer-wise Cargo Movements



# (d) Asia-North America Eastbound Commodity-wise Cargo Movements 2009

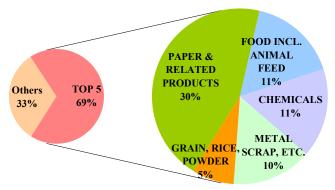


		Growth to
Rank	Commodity	2008
1	FURNITURE & FLOORING	-14%
2	YARN, FIBER & TEXTILES	-5%
3	METALWARE, HARDWARE	-20%
4	ELECTRICAL GOODS & PARTS	-14%
5	RUBBER & PLASTIC PRODUCTS	-14%

Source:Piers/JoC etc., excluding Canada cargo

Source:Piers/JoC etc., excluding Canada cargo

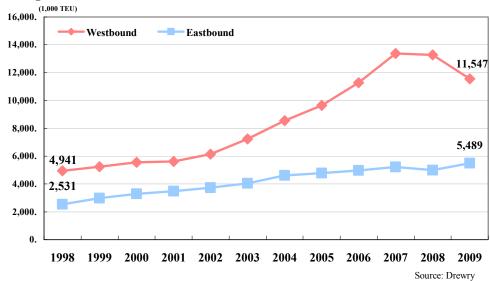
# (e) Asia-North America Westbound Commodity-wise Cargo Movements 2009



		Growth to
Rank	Commodity	2008
1	PAPER & RELATED PRODUCTS	10%
2	FOOD INCL. ANIMAL FEED	-9%
3	CHEMICALS	1%
4	METAL SCRAP, ETC.	-12%
5	GRAIN, RICE, POWDER	1%

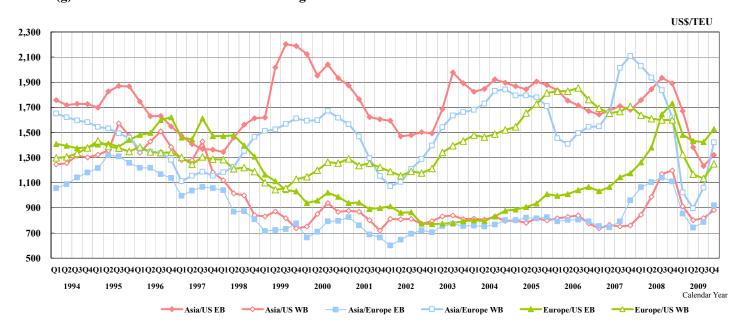
Source:Piers/JoC etc., excluding Canada cargo

# (f) Asia-Europe Cargo Movements

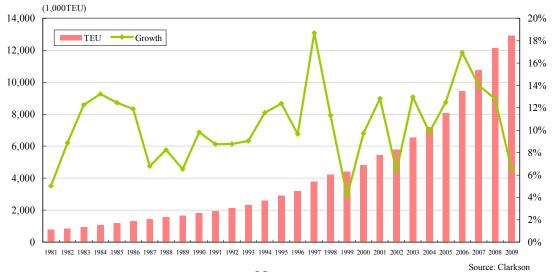


\* Including MED cargo

# (g) Containerization International "Freight Rates Indicators"

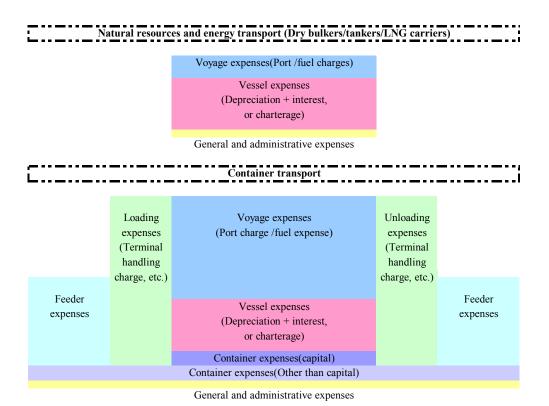


# (h) World Total Containership Capacity



# (i) Other Information

# Cost Items and Structure (Comparison between Dry Bulkers and Containerships)



# Consolidation

Top 20 Containership Operators' Shares in Capacity [TEU] 100% 5% 21st-19% 28% 11-20th 26% 80% Top 10 24% 24% 60% 40% 69% 57% 49% 20% 0% As of Feb., 1992 As of Feb., 2004 As of Feb., 2010

#### M&A in and after 1990s

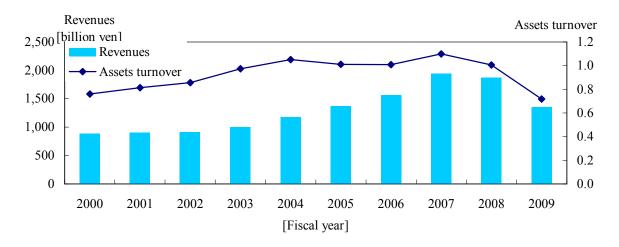
	Names of Compar	nies before M&A	Name of Company after M&A		
	F		(Parent Company after M&A)		
1991	NYK	NLS	NYK		
1993	A.P.Moller-Maersk	Canada Maritime	A.P.Moller-Maersk		
1994	DSR	Senetor	DSR-Senator (-> Senetor)		
1997	P&O Containers	Nedlloyd	P&O Nedlloyd		
	NOL	APL	NOL [APL]		
	CP Ships	Lykes, etc.	CP Ships		
1998	Evergreen	Llyod Triestino	Evergreen		
	CGM	ANL	CGM		
	NYK	Showa Line	NYK		
1999	A.P.Moller-Maersk	Sealand	A.P.Moller-Maersk		
	A.P.Moller-Maersk	Safmarine	A.P.Moller-Maersk		
2000	CMA	CGM	CMA-CGM		
2005	A.P.Moller-Maersk	P&O Nedlloyd	A.P.Moller-Maersk		
	TUI [Hapag-Lloyd]	CP Ships	TUI [Hapag Lloyd, CP Ships]		
	CMA-CGM	Delmas	CMA-CGM		

Source: MOL internal calculation based on MDS. (Full-containerships only)

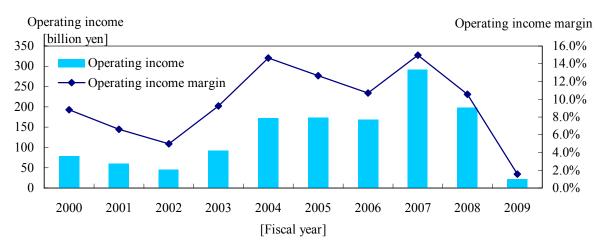
# 4. Financial Data

# ① Highlights of Income Statements and Profitability/Efficiency Indices

# (1) Revenues and Assets Turnover

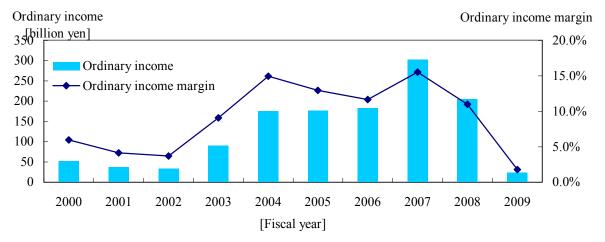


# (2) Operating Income and Operating Income Margin\*



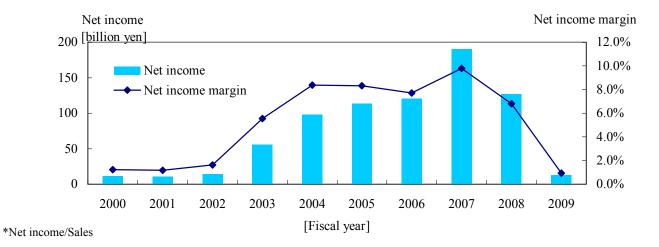
<sup>\*</sup> Operating income/Sales

# (3) Ordinary Income and Ordinary Income Margin\*

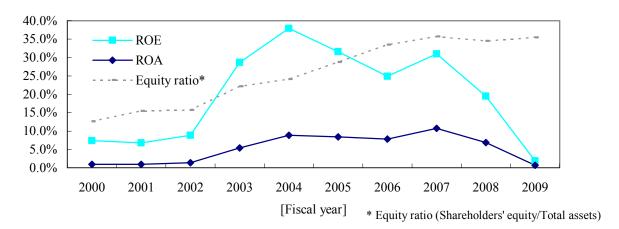


<sup>\*</sup> Ordinary income/Sales

# (4) Net Income and Net Income Margin\*

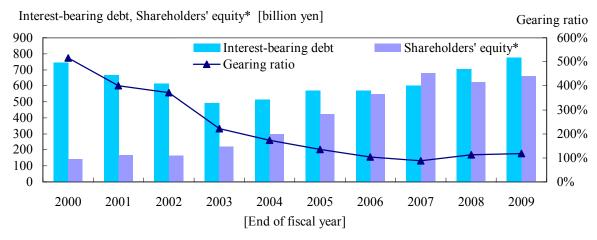


# (5) ROE/ROA



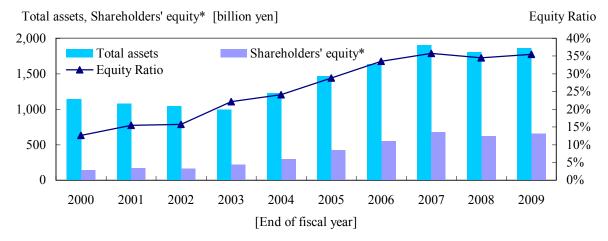
# ② Highlights of Balance Sheets and Stability Indices

# (1) Interest-Bearing Debt, Shareholders' Equity and Gearing Ratio



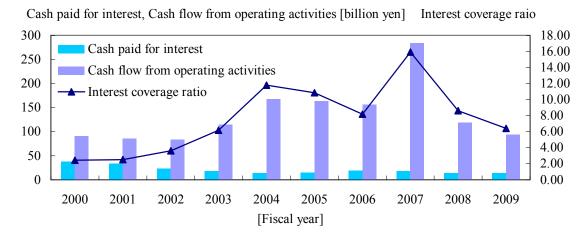
<sup>\*</sup> To FY2005:Shareholders' equity on the consolidated Balance Sheet From FY2006:Owners' equity plus accumulated gains from valuation and translation adjustments

# (2) Total Assets, Shareholders' Equity and Equity Ratio



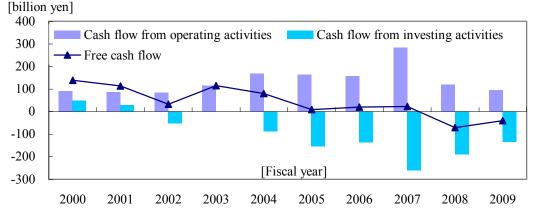
<sup>\*</sup> To FY2005:Shareholders'equity on the consolidated Balance Sheet From FY2006:Owners' equity plus accumulated gains from valuation and translation adjustments

# (3) Cash Paid for Interest, Cash Flow from Operating Activities and Interest Coverage Ratio



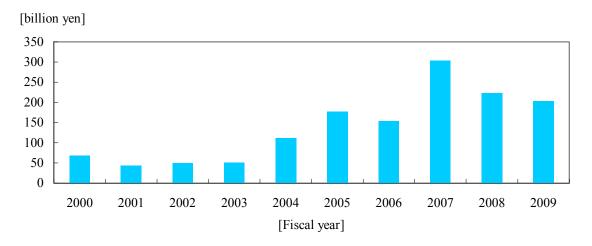
# 3 Highlights of Statements of Cash Flows

#### (1) Cash Flow from Operating Activities, Cash Flow from Investing Activities and Free Cash Flow



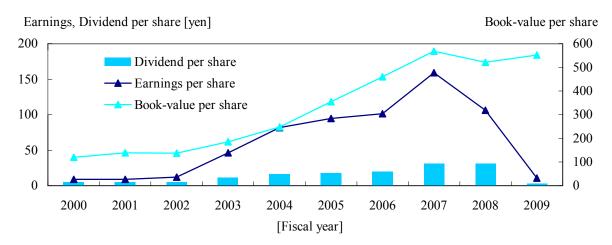
 $Free\ cash\ flow: Cash\ flow\ from\ operating\ activities + Cash\ flow\ from\ investing\ activities$ 

# (2) Capital Expenditure



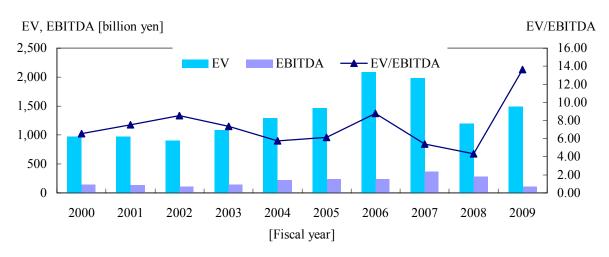
# 4 Per Share Value Indicators and Share Price Indices

# (1) Earnings, Book-value and Dividend Per Share



<sup>\*</sup>Book-value per share = Shareholders' equity per share

# (2) EV, EV/EBITDA



# [Consolidated Financial Statements]

									(	million yen)
	'01.3.31	'02.3.31	'03.3.31	'04.3.31	'05.3.31	'06.3.31	'07.3.31	'08.3.31	09.03.31	'10.03.31
	FY2000	FY2001	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007	FY2008	FY2009
Shipping and other operating revenues	887,866	903,943	910,288	997,260	1,173,332	1,366,725	1,568,435	1,945,696	1,865,802	1,347,964
Shipping and other operating revenues  Shipping and other operating expenses	732,511	761,507	787,540	824,902	917,148	1,101,459	1,300,038	1,544,109	1,564,485	1,228,478
(Depreciation and amortization)	( 69,826)	-	-	( 55,334)	( 52,969)	( 65,699)	( 68,581)	( 74,480)	( 78,155)	( 88,366)
General and administrative expenses	77,115	82,663	77,391	80,231	84,388	92,272	100,323	110,302	104,104	98,546
(amortization of consolidation difference)	( 663)	( 588)	-	( 535)	( 0)			( 0)		( 0)
Operating income	78,239	59,772	45,356	92,126	171,794	172,992	168,073	291,284	197,211	20,939
Non-operating income	19,218	12,580	11,718	17,540	20,147	27,356	34,806	38,992	31,401	19,996
Interests and dividends	( 3,550)	( 3,372)	( 2,840)	( 2,995)	( 2,925)	( 4,888)	( 7,627)	( 8,780)	( 7,959)	( 4,315)
Profits on sale of securities	( 6,309)	( 49)	( 0)	( 0)	( 0)	( 0)	( 0)	( 0)	( 0)	( 0)
Equity in earnings of affiliated companies	( 3,680)	( 4,426)	( 3,387)		( 11,764)	( 16,816)	( 16,171)		( 15,999)	( 5,362)
Others	( 5,677)	( 4,731)	( 5,490)	( 7,932)	( 5,458)	( 5,650)	( 11,006)	( 12,013)	( 7,441)	( 10,316)
Non-operating expenses	44,436	34,971	23,669	19,111	16,963	23,846	20,391	28,058	24,102	16,701
Interests	( 39,465)									
Losses on sale of securities Others	( 28) ( 4,942)		( 0) ( 2,566)	( 0) ( 2,180)	( 0) ( 2,401)		( 0) ( 2,115)	( 0) ( 9,993)		( 0) ( 2,525)
Ordinary income	53.020	37,381	33,404	90,556	174,979	176,502	182,488	302,219	204,510	24,234
,	,-									
Special profits Special losses	27,605 59.765	7,178 19,709	6,330 14,621	12,097 12,878	6,492 26,415	19,286 7,499	20,551 5,185	34,148 18,164	20,272 27,050	27,559 24,017
Income before income tax	20,860	24,850	25,114	89,775	155,057	188,289	197.854	318,202	197,732	27,776
							,	115,183		
Corporate income tax, Corporate income tax adjustment	19,472 ( △ 7,708)	6,100 ( 6,632)	10,871 ( \(\triangle 1,434)	35,346 △ 2,151	52,587 1,205	61,200 7,570	63,041 7,468	5,693	65,073 638	8,078 3,763
Profit/loss(△) on minority interest	△ 1,846	1,572	967	1,190	3,003	5,787	6,403	7,004	5,032	3,703
Net income	10,943	10,544	14,709	55,390	98,261	113,731	120.940	190,321	126.987	12,722
Net ilicollie	10,943	10,344	14,709	33,390	98,201	113,/31	120,940	190,321	120,987	12,722
EBITDA *1	148,065	128,598	106.066	147,460	224,763	238,691	236,654	365,764	275,366	109,305
EV/EBITDA	6.54	7.54	8.53	7.34	5.74	6.13	8.79	5.41	4.34	13.64
Interest Coverage Ratio	2.4	2.5	3.6	6.2	11.8	10.8	8.2	15.9	8.6	6.4
ROE *2	7.4%	6.8%	8.9%	28.7%	37.9%	31.6%	24.9%	31.0%	19.5%	1.9%
ROA *3	0.9%	1.0%	1.4%	5.4%	8.8%	8.4%	7.8%	10.8%	6.9%	0.7%
Profit margin ratio (ordinary income)	6.0%	4.1%	3.7%	9.1%	14.9%	12.9%	11.6%	15.5%	11.0%	1.8%
Return on assets (ordinary income)	4.5%	3.4%	3.1%	8.8%	15.7%	13.1%	11.7%	17.1%	11.0%	1.3%
Assets turnover	0.8	0.8	0.9	1.0	1.1	1.0	1.0	1.1	1.0	0.7
	4 4 4 0 4 0 0	4 0 = 0 000				=	4 600 040	4 000 554	4 00 - 0 - 0	4 0 64 040
Total assets	1,140,400	1,079,089	1,046,611	1,000,205	1,232,252		1,639,940	1,900,551	1,807,079	1,861,312
Current assets	255,774	251,387	289,644	299,544	299,835	340,355	405,473	506,077	428,597	352,030
Tangible fixed assets Others	691,306 193,320	619,645 208,057	569,234 187,733	477,620 223,041	665,319 267,098	769,902 360,567	847,660 386,807	1,047,824	1,106,746	1,209,175 300,107
Total liabilities	988,685	908,624	874,130	771,503	874,279	978,019	1,018,951	346,650 1,148,898	271,736 1,112,058	1,125,609
(Interest-bearing debt)	744,612	667,719	612,646	491,693	514,131	571,429	569,417	601,174	702,617	775,114
Current liabilities	399,995	375,032	423,837	398,090	429,695	433,022	482,810	528,390	440,909	355,185
Long-term debt	540,158	475,694	395,588	311,019	340,597	399,616		459,279	499,192	594,710
Others	48,532	57,898	54,705	62,394	103,987	145,381	137,608	161,229	171,957	175,714
Shareholders' equity *4	144,355	166,970	164,789	221,534	296,909	423,337	549,301	679,315	623,714	659,508
Consolidated surplus at the end of the year	43,433	47,817	56,468	101,990	182,143	275,688	375,443	536,096	623,626	616,736
Gearing Ratio *5	516%	400%	372%	222%	173%		104%	88%	113%	118%
Debt Equity Ratio	6.8	5.4	5.3	3.5	2.9	2.3	1.9	1.7	1.8	1.7
Equity Ratio	12.7%	15.5%	15.7%	22.1%	24.1%	28.8%	33.5%	35.7%	34.5%	35.4%
Free cash flows [(a) + (b)]	138,233	113,864	32,163	114,946	80,230	8,838	20.369	23,291	△ 71,038	△ 40,055
Cash flows from operating activities (a)	91,019	85,015	82,875	114,592	167,896	,	156,418	283,359	118,984	93,428
Cash flows from investing activities (b)	47,214	28,849	△ 50,712	354	△ 87,666		△ 136,049	△ 260,068		,
Capital expenditure	68,698	43,741	49,493	50,548	111,905		,	303,573	223,208	204,190
	-,					., -			-, -,	,
Earning per share	9.01	8.76	12.16	46.14	81.99	94.85	101.20	159.14	106.13	10.63
Shareholders' equity per share	119.88	138.78	137.44	185.06	248.40	354.01	459.55	567.74	521.23	551.70
Dividend per share (non-consolidated)	5	5	5	11	16		20	31	31	3
Cash flow per share	75.6	70.7	69.2	95.8	140.6	137.1	130.9	236.8	99.4	78.2
Number of charge issued and autota-30										
Number of shares issued and outstanding at the end of the year *6	1,205,410,445	1,203,344,220	1,200,874,262	1,198,917,280	1,195,388,101	1,196,339,510	1,196,031,158	1,196,646,182	1,197,335,551	1,197,184,261

<sup>\*1:</sup> EBITDA= "Operating income"+"Depreciation and amortizaion"

<sup>\*2:</sup> ROE= Net income /Average shareholders' equity of at the beginning and the end of the fiscal year
\*3: ROA= Net income /Average total assets of at the beginning and the end of the fiscal year

<sup>\*4:</sup> Up to FY2005: Shareholders' equity on the consolidated Balance Sheet/

From FY2006: Owners' equity plus accumulated gains from valuation and translation adjustments

\*5: Gearing Raito: Interest-bearing debt /Shareholders' equity

\*6: Prior to FY2001: "Number of shares issued and outstanding at the end of the year" excluding "Treasury shares"

# [Consolidated Segment Information] (FY2008-2009)

[Consolidated S	egment	Iniorma	ition] (	F Y ZUUð	-2009)					(million yen)
			'09.3.31					'10.3.31		
			FY2008					FY2009		
	1Q	2Q	3Q	4Q		1Q	2Q	3Q	4Q	
Revenues										
Bulkships	272,255	322,604	249,731	153,952	998,542	154,909	175,490	195,836	195,490	721,725
Containerships	172,982	199,035	167,399	100,278	639,694	103,967	111,735	123,664	127,012	466,378
Logistics	16,175	16,602	15,437	8,056	56,270	-	-	-	-	-
Ferry/Domestic Shipping	13,689	15,528	14,546	10,771	54,534	12,269	13,207	13,503	11,836	50,815
Associated Business	29,893	31,170	25,986	19,984	107,033	23,962	24,555	25,242	26,036	99,795
Others	2,513	2,315	1,952	2,947	9,727	2,363	2,100	2,572	2,215	9,250
Total	507,509	587,257	475,055	295,981	1,865,802	297,472	327,090	360,820	362,582	1,347,964
Elimination	-	-	-	-	-	-	-	-	-	-
Consolidated	507,509	587,257	475,055	295,981	1,865,802	297,472	327,090	360,820	362,582	1,347,964
Operating Income										
Bulkships	72,178	88,151	40,558	4,595	205,482	4,328	17,383	22,877	24,626	69,214
Containerships	△ 3,425	△ 1,548	△ 6,626	△ 11,743	△ 23,342	△ 19,781	△ 18,700	△ 12,385	△ 7,822	(58,688)
Logistics	225	181	△ 19	△ 577	△ 190	-	-	-	-	-
Ferry/Domestic Shipping	△ 398	582	640	△ 927	△ 103	△ 847	△ 289	△ 104	△ 1,111	(2,351)
Associated Business	3,291	3,216	3,216	2,040	11,763	2,691	2,247	2,544	2,196	9,678
Others	1,789	946	1,461	477	4,673	1,460	223	648	287	2,618
Total	73,660	91,529	39,231	△ 6,137	198,283	△ 12,148	863	13,580	18,177	20,472
Elimination	(442)	(117)	(339)	(173)	(1,071)	(119)	(54)	266	374	467
Consolidated	73,218	91,412	38,891	△ 6,310	197,211	△ 12,267	808	13,847	18,551	20,939
Ordinary Income										
Bulkships	75,068	96,084	45,816	△ 3,623	213,345	4,133	15,958	21,754	25,141	66,986
Containerships	△ 2,182	△ 44	△ 6,878	△ 12,225	△ 21,329	△ 20,037	△ 17,555	△ 12,551	△ 6,735	(56,878)
Logistics	485	437	335	△ 435	822	-	-	-	-	-
Ferry/Domestic Shipping	△ 576	296	540	△ 1,148	△ 888	△ 898	△ 238	△ 101	△ 1,103	(2,340)
Associated Business	3,740	3,436	3,540	2,260	12,976	3,059	2,460	2,285	1,908	9,712
Others	1,269	94	1,303	101	2,767	952	405	151	△ 245	1,263
Total	77,806	100,304	44,658	△ 15,074	207,694	△ 12,791	1,030	11,538	18,966	18,743
Elimination	4,457	3,431	(11,336)		(3,183)	1,291	457	2,232	1,510	5,490
C 1: 1. 4 1	92.262	102 726	22 221	A 14 010	204 510	A 11 400	1 400	12 770	20.475	24 224

<sup>\*</sup> Ex-Logistics Segment's Revenue and Ordinary income have been integrated into Containerships Segment since FY2009.

1,488

13,770

△ 11,499

# [Consolidated Segment Information] (FY2000-2003)

103,736

33,321

△ 14,810

204,510

82,263

Consolidated

#### (million yen) '01.3.31 '02.3.31 '03.3.31 '04 3 31 FY2003 FY2000 FY2001 FY2002 683,167 693,854 698,831 791,776 Operating revenues Total 323,336 Containerships 278,747 278,043 272,428 253.335 259,017 266,772 310,085 Dry bulkers & Car carriers Tankers & LNG carriers 145,582 144,548 141,850 146,881 Others 8,341 8,342 9,142 8,512 3,479 2,960 Other Operation 3,197 3,023 Elimination (72,174) (66,544) (67,373) (68,193)Consolidated 887,866 903,943 910,288 997,260 Operating Income Overseas shipping 74,018 58,673 37,457 83,085 Ferry/domestic shipping (61) (1,001) 648 1,256 2,305 Shipping agents & harbor/terminal operat 3,321 1,205 5,352 (336) Cargo forwarding & warehousing 646 (53)222 Others 2,910 2,614 3,978 2,890 Total 80,835 61,154 44,335 92,806 Elimination (2,596) (1,381) 1,021 (679) Consolidated 78,239 59,772 92,126 45.356

# [Non-Consolidated Segment Information] (FY2000-2003)

•	0			
				(million yen)
	'01.3.31	'02.3.31	'03.3.31	'04.3.31
	FY2000	FY2001	FY2002	FY2003
Operating revenues Total	683,167	693,854	698,831	791,776
Containerships	272,428	278,747	278,043	323,336
Dry bulkers & Car carriers	253,335	259,017	266,772	310,085
Tankers & LNG carriers	145,582	144,548	141,850	146,881
Others	8,341	8,342	9,142	8,512
Other Operation	3,479	3,197	3,023	2,960

# [Consolidated Segment Information] (FY2003-2007)

20,475

					(million yen)
	'04.3.31	'05.3.31	'06.3.31	'07.3.31	'08.3.31
	FY2003	FY2004	FY2005	FY2006	FY2007
Revenues					
Bulkships	494,628	596,638	676,322	787,039	1,024,797
Containerships	344,901	399,140	488,232	568,590	686,828
Logistics	53,033	58,019	63,685	55,570	61,236
Ferry/Domestic Shipping	42,122	45,350	46,771	49,848	53,099
Associated Business	54,572	66,616	87,453	99,669	108,859
Others	8,001	7,566	4,259	7,716	10,875
Total	997,260	1,173,332	1,366,725	1,568,435	1,945,696
Elimination	-	-	-	-	ı
Consolidated	997,260	1,173,332	1,366,725	1,568,435	1,945,696
Operating Income					
Bulkships	66,688	112,469	125,588	153,981	268,679
Containerships	23,434	54,219	34,557	△ 2,953	1,313
Logistics	△ 144	838	1,200	1,426	1,132
Ferry/Domestic Shipping	533	1,287	307	460	1,214
Associated Business	2,694	5,130	11,260	11,660	12,366
Others	2,360	1,535	4,530	5,386	7,603
Total	95,567	175,479	177,444	169,961	292,310
Elimination	(3,440)	(3,684)	(4,451)	(1,888)	(1,025)
Consolidated	92,126	171,794	172,992	168,073	291,284
Ordinary Income					
Bulkships	61,632	115,078	135,346	163,580	277,570
Containerships	24,808	55,557	37,485	3,150	6,882
Logistics	△ 196	907	2,050	2,256	2,215
Ferry/Domestic Shipping	111	183	△ 102	19	497
Associated Business	2,905	4,987	12,519	13,073	13,812
Others	3,417	1,958	2,649	3,026	5,005
Total	92,678	178,673	189,948	185,106	305,984
Elimination	(2,122)	(3,694)	(13,445)	(2,618)	(3,765)
Consolidated	90,556	174,979	176,502	182,488	302,219

# The MOL Group

Segment	Business	Company name	Location
Bulkships	Dry Bulkers	Mitsui O.S.K. Kinkai, Ltd.	Japan
		Gearbulk Holding Ltd.	Bermuda
		Daiichi Chuo Kisen Kiasha	Japan
	Tankers	Tokyo Marine Co.,Ltd.	Japan
		Asahi Tanker Co.,Ltd.	Japan
		M.S. Tanker Shipping Ltd.	Hong Kong
	LNG Carriers	BGT Ltd.	Liberia
	Car Carriers	Nissan Motor Car Carrier Co.,Ltd.	Japan
		Act Maritime Co.,Ltd.	Japan
Containerships	Harbor operation	International Container Terminal Co.,Ltd.	Japan
•	•	Shosen Koun Co.,Ltd.	Japan
		Utoc Corporation	Japan
		TraPac, Inc.	U.S.A.
	Shipping agent	Mitsui O.S.K. Lines (Japan) Ltd.	Japan
	2	MOL (America) Inc.	U.S.A.
		MOL (Asia) Ltd.	Hong Kong
		MOL (Europe) B.V.	Netherlands
		Mitsui O.S.K. Lines (Thailand) Co.,Ltd.	Thailand
Logistics		MOL Logistics (Japan) Co.,Ltd.	Japan
Logistics		Japan Express Co.,Ltd. (Yokohama)	Japan
		Japan Express Co.,Ltd. (Kobe)	Japan
		International Container Transport Co.,Ltd.	Japan
		MOL Consolidation Service Ltd.	Japan
		MOL Consolidation Service Ltd. (China)	
		MOL Logistics (H.K.) Ltd.	Hong Kong
			Netherlands
		MOL Logistics (Netherlands) B.V.	U.S.A.
		MOL Logistics (USA) Inc.	
		Bangpoo Intermodal Systems Co.,Ltd.	Thailand
		J. F. Hillebrand Group AG	Germany
F % D	D	Shanghai Longfei International Logistics Co.,Ltd.	China
Ferry & Domestic Transport	Domestic transport	MOL Naikou, Ltd.	Japan
	Ferry	MOL Ferry Co.,Ltd.	Japan
		The Diamond Ferry Co.,Ltd.	Japan
		Sea-Road Express Co.,Ltd.	Japan
		Kansai Kisen Co.,Ltd.	Japan
1. 1. 1.	0.07	Meimon Taiyo Ferry Co.,Ltd.	Japan
Associated Businesses	Office rental/real estate	Daibiru Corporation	Japan
		Mitsui O.S.K. Kosan Co.,Ltd.	Japan
	Tugboat	Nihon Tug-Boat Co.,Ltd.	Japan
		Kobe Towing Co., Ltd.	
		Green Kaiji Kaisha, Ltd.	Japan
		Green Shipping, Ltd.	Japan
		South China Towing Co.,Ltd.	Hong Kong
	Cruising	Mitsui O.S.K. Passenger Line, Ltd.	Japan
		Nippon Charter Cruise, Ltd.	Japan
	Trading	Mitsui O.S.K. Techno-Trade, Ltd.	Japan
	Travel agent	M.O. Tourist Co.,Ltd.	Japan
	Construction	Kusakabe Marine Engineering Co.,Ltd.	Japan
	Temporary staffing	Mitsui O.S.K. Career Support, Ltd.	Japan
Others	Chartering	International Marine Transport Co.,Ltd.	Japan
	Ship management	MOL Ship Management Co.,Ltd.	Japan
		MOL Tankship Management Ltd.	Japan
	Marine consulting	M.O. Marine Consulting, Ltd.	Japan
	Equipments sales/repair	MO Engineering Co.,Ltd.	Japan
	Finance	Mitsui O.S.K. Finanace Plc.	U.K.
		Euromol B.V.	Netherlands

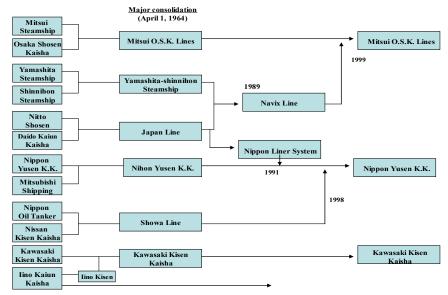
Blue=Affiliated companies accounted for by the equity method

# History

stor y	<u>'</u>
1884	Osaka Shosen Kaisha (O.S.K. Line) is founded.
1930	The 10,142 dwt Kinai Maru begins express service between Yokohama and New York, covering the route in 25
	days, 17 and a half hours, well below the industry average of 35 days.
1939	The Argentina Maru and Brazil Maru are launched. These liners, which carry both cargo and passengers between
	Japan and South America, draw worldwide attention.
1942	Mitsui & Co., Ltd. spins off its Shipping Department to create Mitsui Steamship Co., Ltd.
1961	The Kinkasan Maru, the first freighter with fully automated centralized bridge operations, is launched.
1964	Japan's shipping industry undergoes a major consolidation, creating Mitsui O.S.K. Lines, Ltd. (MOL), Japan Line, Ltd. (JL), and Yamashita-Shinnihon Steamship Co., Ltd. (YSL) through mergers.
1965	Japan's first specialized car carrier, the Oppama Maru, is launched, allowing more efficient transport of Japan's
1703	burgeoning automobile exports.
1968	Containerships operated by all three major Japanese shipping companies start services on the Japan-California route
1002	MOL's America Maru, JL's Japan Ace, and YSL's Kashuu Maru.
1982	MOL enters methanol transport business.
1983	The liquefied natural gas (LNG) carrier, the Senshu Maru, is launched, and MOL enters LNG transport business.
1984 1985	MOL expands into product tanker business.  The container terminal company TraPac, Inc. is founded in Los Angeles.
1985	Double-stack train (DST) operations begin from Los Angeles.
1989	The launch of the 23,340-gt Fuji Maru, Japan's largest, most luxurious cruise ship, heralds the age of the leisure
1707	cruise in Japan. (A second luxury cruise ship, the Nippon Maru is launched in 1990.)
	MOL acquires a share in LNG carrier operator BGT. (BGT becomes an MOL consolidated subsidiary in 1998.)
	Navix Line is established by the merger of JL and YSL.
1990	MOL acquires a share in forwarder J.F. Hillebrand of Germany.
1770	MOL takes over the logistics company Wassing BV of the Netherlands.
1991	MOL acquires a share in Gearbulk, a Norwegian open-hatch bulker operator.
1993	Institute of Shipping crew training school is established in Manila.
1994	A series of the mid-term management plans calling for "creative redesigning" begin.
1995	The Global Alliance (TGA) launches service on the European and North America eastbound routes.
	MOL's first double-hulled VLCC, the Atlantic Liberty is launched.
1996	MOL acquires a share in chemical tanker operator Tokyo Marine Co., Ltd., and makes it a consolidated subsidiary.
1998	The New World Alliance (TNWA) service starts.
1999	New Mitsui O.S.K. Lines is established by the merger of MOL and Navix Line. The resource and energy transport
	fleet is 1.5 times the scale of the MOL's pre-merger total.
	MOL (Japan) Ltd. is established. The five-pole global structure is adopted for the containership business. (now
	three-pole)
2000	Corporate governance system is reformed. (MOL introduces executive officer system and invites outside directors.)
	MOL Environmental Policy Statement is established.
2001	MOL Group Corporate Principles is issued.
2004	The previous mid-term management plan MOL STEP, with the main theme of "growth" starts.
	MOL makes Daibiru Corporation a consolidated subsidiary.
2005	MOL forms a strategic tie-up with Kintetsu World Express, Inc.
2006	MOL makes Utoc Corporation a consolidated subsidiary.
	MOL Formulates Measures to Reinforce Safe Operation Structure with the Slogan "Returning to Basics", addressing
	four marine incidents with utomost seriousness
2007	The current mid-term management plan MOL ADVANCE, with the main theme of "growth with enhanced quality"
	MOL launches world's largest iron ore carrier. Third-generation "BRASIL MARU" joins fleet.
2008	MOL's Training ship"SPIRIT OF MOL" participated in Philippine Disaster Relief Effort.
2009	MOL forms the concept for its next generation vessels "ISHIN"Series.
	· · · · · · · · · · · · · · · · · · ·

Expansion into new transport businesses /delivery of innovative ships, M&A, Alliances. Management reforms /others

#### <For Reference>



# Corporate Governance

The MOL Group established the MOL Group Corporate Principles in March 2001. One of the pledges in our Corporate Principles states, "We will strive to maximize corporate value by always being creative, continually pursuing higher operating efficiency and promoting an open and visible management style that is guided by the highest ethical and social standards." In order to realize the ideals set forth in the principles, MOL reformed its corporate governance structure, instituting management reforms that brought external directors to the board, separated management and executive functions, and that set standards for accountability, risk management and compliance. These reforms were implemented as shown in the table.

In FY2006, at the Board of Directors meeting, we set basic policies for the formulation of internal control systems in response to the New Corporation Law that took effect May 1, 2006. In FY2008, the Internal Audit Office played a key role in assessing internal controls, thereby ensuring that the financial report was

1997	Outside auditors increased from one to two out of a total of four auditors
1998	George Hayashi (former APL chairman) invited to join the Board of
	Directors. (Became Director and Vice President in 1999, following revision
	of the Shipping Act)
2000	Management organization reform
	Introduced a system of executive officers
	Abolished the Managing Directors Committee and established an
	Executive Committee (reduced the membership from 21 to 10)
	3. Reformed the Board of Directors (redefined its duties as the highest-
	ranking decision-making body and the supervision of business activities)
	and reduced membership from 28 to 12)
	Elected two external directors
	5. Established the Corporate Visionary Meeting
	Establised the IR Office
	Started holding the Annual General Shareholders meeting on a day relatively
	free of other shareholders meetings
2001	Establised the MOL Group Corporate Principles
	Added one more external director, increasing the number of external directors
	to three
2002	Established Compliance Policy and a Compliance Committee
2002	Second stage of management reforms
	1. The Board of Directors was reorganized to carry out three important
	functions: (1) deliberation on issues requiring approval by the directors; (2)
	receipt of reports on business operations; and (3) deliberation on corporate
	strategy and vision
	2. Review and consolidation of issues submitted to the Board of Directors
	Expanded jurisdiction of the Executive Committee regarding execution of business activities
****	
2006	Basic policies set for the formulation of internal control systems as required by
2000	the New Corporation Law
2009	Submitted an internal control system report, which included management's
	assessment that internal controls for financial reports were valid,
	to the Kanto Financial Bureau.

appropriate as required by the Financial Instruments and Exchange Act. As a result, management judged that internal controls for financial reports were valid, and the company submitted a report on internal controls to the Kanto Financial Bureau in June 2009.

MOL not only responds to the requirements of laws and ordinances, but also enhances implementation of internal control systems that continuously meet the requests of our stakeholders.

#### Shareholders' Meeting Appointments/Dismissals Business operations audi Accounts audit Corporate Auditors Appointments/Dismissals External Auditors : 2 **Board of Directors** Total: 4 External Directors Internal Directors 10 Accounts audit Corporate Auditor Office Appointments/ Submit for discussion of Independent public accountants Supervision management policies Executive Committee Internal Directors Executive Officers : 9 Submit for discussion in the Executive Committee after preliminary deliberation Organizations under the Executive Committee Instructions on GEAR UP Committee, Budget Committee Audit plan important business Investment and Finance Committee, Operational Safety Committee, Audit report operations CSR and Environment Committee. Compliance Committee Cooperation and coordination with Submit for discussion and auditors and report about independent public important business operations accountants Internal Audit Office **Executive Officers** Directors and Executive Officers 21 Executive Officers Business operations audit 28 Divisions/Offices/Branches/Vessels/Group companies

Organization of MOL Corporate Governance (As of June 22, 2010)

# Compliance

Reference: http://www.mol.co.jp/compliance-e.shtml

Mitsui O.S.K. Lines, Ltd. (MOL) has established codes of conduct that MOL directors and employees must conform to, in consideration of various stakeholders' viewpoints. By ensuring compliance with the codes of conduct, MOL will continuously increase corporate value, create an improved working environment, and win the sympathy of various stakeholders surrounding the company.

#### [ Code of Conduct ]

All company personnel must act within the following Code of Conduct when carrying out their work duties. Company personnel shall, at all times:

- 1. Observe the laws of Japan and all other nations
- 2. Respect human rights and prohibit discrimination and harassment
- 3. Observe confidentiality of information and respect intellectual property rights
- 4. Draw a clear line between official and personal conduct, and avoid conflicts of interest
- 5. Avoid antisocial activities
- 6. Fulfill social responsibility
- 7. Ensure safe operation and environmental protection
- 8. Build trusting relationships with clients and contractors
- 9. Demand the same of affiliates, subsidiaries, and entrusted companies which dispatch employees.
- 10. Report any breach of compliance to the Compliance Officer, Compliance Committee Secretariat, or Compliance Advisory Service Desk, who shall guarantee the reporter that he or she shall not be treated unfavorably.

# Safe Operation / Environment / CSR (Corporate Social Responsibility)

Reference: http://www.mol.co.jp/csr-e/index.shtml

# Mitsui O.S.K. Lines Group Environmental Policy Statement

As one of the world's leading multi-modal transport groups, Mitsui O.S.K. Lines group is committed to protecting the health of our marine/global environment and therefore promotes and supports policies that:

- 1. Protect all aspects of the marine/global environment and foster safe navigation;
- 2. Comply with all environmental legislation and regulations that we are required to by law, and all relevant standards and other requirements that we subscribe to. And, whenever possible, further reduce the burden on the environment by setting and achieving even tougher voluntary standards;
- 3. Periodically review and revise our environmental protection measures on the basis of our framework for setting and reviewing environmental objectives and targets;
- 4. Conserve energy and materials through recycling and waste reduction programs;
- 5. Purchase and use environmentally safe goods and materials
- 6. Promote the development and use of environmentally safe technology
- 7. Educate and encourage group employees to increase their focus on protection of the environment through enhanced publicity efforts, and communicate our Environmental Policy to group employees;
- 8. Publish our Environmental Policy Statement and disclose our environmental information on a regular basis;
- 9. Always strive to ensure that our business activities contribute to and adequately support worthy environmental protection activities.

#### **MOL Participates in UN Global Compact**



The Principles of the Global Compact

Human Rights	Principle 1:	The support and respect of the protection of international human rights;
	Principle 2:	The Refusal to participate or condone human rights abuses.
Labor	Principle 3:	The support freedom of association and the recognition of the right to collective bargaining;
	Principle 4:	The abolition of compulsory labor;
	Principle 5:	The abolition of child labor;
	Principle 6:	The elimination of discrimination in employment and occupation.
Environment	Principle 7:	The implementation of a precautionary and effective program to environmental issues;
	Principle 8:	Initiatives that demonstrate environmental responsibility;
	Principle 9:	The promotion of the diffusion of environmentally friendly technologies.
Anti-Corruption	Principle 10:	The promotion and adoption of initiatives to counter all forms of corruption, including extortion and bribery.

# **Evaluation by the Third Parties on Environment/CSR**

• March 2003: Certified under ISO 14001, an international standard for

environmental management.

Scope: All divisions at the head office and MOL operated vessels

Service range: Site activities and head office activities

associated with multi-modal logistics/ocean services.

• September 2003: Listed on the Dow Jones Sustainability Indexes (DJSI),

in recognition of our long-term approach to environmental protection,

societal contributions, and investor relations (IR) activities as a

corporation positioned for sustainable growth. (Listed for the 6th year in September 2009.) Listed on the FTSE 4 Good Global Index,

which is published by FTSE, a global index company that is a joint venture between

the Financial Times and the London Stock Exchange.

(Listed for the 6th year in September 2009.)





Certificate of ISO 14001, an international standard for environmental management (certified by DNV=DET NORSKE VERITAS)



# **Credit Ratings (as of May 2010)**

#### **Issued Bonds**

• September 2003:

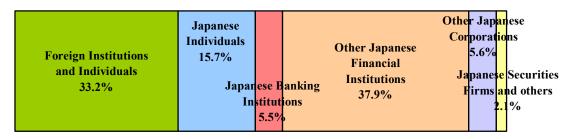
	Date of issue	Years	Interest Rate	Total	Outstanding
Euro yen convertible bonds(*)	Mar/13/2006	5 years	Zero coupon	50 billion yen	49 billion yen
Euro yen straight bonds	Sep/21/2006	5 years	1.48%	1 billion yen	1 billion yen
Euro yen straight bonds	Sep/25/2006	5 years	1.46%	2 billion yen	2 billion yen
Straight bonds No.10	Dec/19/2008	5 years	1.428%	15 billion yen	15 billion yen
Straight bonds No.11	May/27/2009	5 years	1.278%	30 billion yen	30 billion yen
Straight bonds No.12	May/27/2009	10 years	1.999%	20 billion yen	20 billion yen
Straight bonds No.13	Dec/17/2009	7 years	1.106%	20 billion yen	20 billion yen

<sup>(\*)</sup> Conversion Price 1,105.3yen. Dilution effect on the current number of issued Shares upon conversion in full is 3.68%. The Company may, on or after 29th March 2009, redeem all of the outstanding Bonds at 100% of their principal amount, provided that the closing price of the Shares for each of the 30 consecutive trading days during a certain advance period is at least 130% of the Conversion Price (1,437yen).

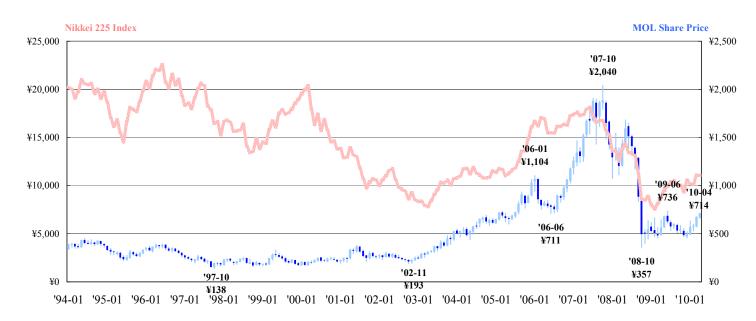
#### **Rating List**

Tutting Elist			
	Type of rating	Type of debt	Rating (outlook, etc.)
JCR	Long-term senior debt (issuer) rating		AA- (Stable)
	Long-term debt rating	Bonds No.10, 11, 12, 13	AA-
R&I	Issuer rating		AA- (Negative)
	Short-term debt rating	Commercial Paper	a-1+
	Long-term debt rating	Bonds No.10, 11, 12, 13	AA-
Moody's	Issuer rating		A3 (Negative)

# Shareholder Composition (as of March 2010)



# **Share Prices**



# **Shareholder Information**

(As of March 31, 2010)

Capital: 65,400,351,028 yen

Head office: 1-1, Toranomon 2-chome, Minato-ku, Tokyo 105-8688, Japan

Number of MOL employees: 913

Number of MOL Group employees: 9,707

(The parent company and consolidated subsidiaries)

Total number of shares authorized: 3,154,000,000

Number of shares issued: 1,206,286,115

Number of shareholders: 111,102

Shares listed in: Tokyo, Osaka, Nagoya, Fukuoka

Share transfer agent: Mitsubishi UFJ Trust and Banking Corporation

10-11, Higashisuna 7-chome, Koto-ku, Tokyo 137-8081, Japan

# **MOL Group IR Tools**

"Investor Relations" web site Japanese: http://www.mol.co.jp/ir-j/

English: http://www.mol.co.jp/ir-e/

Annual Report (Japanese/English)

Investor Guidebook (Japanese/English)

Company Brochure (Japanese/English)

Environmental and Social Report (Japanese/English)

Investor Relations Office, Mitsui O.S.K. Lines, Ltd.

e-mail: iromo@mail.mol.co.jp

Tel: +81-3-3587-6224 Fax: +81-3-3587-7734

