## MitsuiO.S.K.Lines,Ltd.

Financial Highlights: The Third Quarter Ended December 31, 2008

1. Consolidated Financial Highlights (from April 1, 2008 to December 31, 2008)
(All financial information has been prepared in accordance with accounting principles generally accepted in Japan)
(1) Operational Results

|   <br>   <br>   <br>   <br> Q3/ FY2008 Million)  <br> (Apr.1 - Dec.31)  |  | Q3/ FY2007 <br> (Apr.1 - Dec.31) |
| :--- | ---: | ---: |
| Revenues | $1,569,822$ | $1,448,374$ |
| Operating income | 203,522 | 219,910 |
| Ordinary income | 219,320 | 232,418 |
| Net income | 137,650 | 145,614 |

(US\$ Thousand)

| Q3/ FY2008 <br> (Apr. 1 - Dec.31) |
| ---: |
| $17,245,106$ |
| $2,235,768$ |
| $2,409,316$ |
| $1,512,139$ |


|  | (¥) |  |
| :--- | :--- | ---: |
| Net income per share | 115.04 | 121.78 |
| Diluted net income per share | 110.85 | 117.18 |


| (US\$ ) |
| ---: |
| 1.264 |
| 1.218 |

## (2) Financial Position

|  | ( $¥$ Million) |  | (US\$ Thousand) |
| :---: | :---: | :---: | :---: |
|  | Q3/ FY2008 (Ended Dec.31) | FY2007 (Ended Mar. 31 2008) | $\begin{gathered} \text { Q3/ FY2008 } \\ \text { (Ended Dec.31) } \\ \hline \end{gathered}$ |
| Total Assets | 1,970,297 | 1,900,551 | 21,644,480 |
| Total Net Assets | 788,336 | 751,652 | 8,660,178 |
| Shareholders' Equity / Total assets | 36.4\% | 35.7\% |  |
|  |  | (¥) | (US\$ ) |
| Shareholders' Equity per share | 599.12 | 567.74 | 6.582 |

* Shareholders' Equity is defined as follows.

Shareholders' Equity $=$ Total Net Assets $-($ Share subscription rights + Minority interests $)$

## 2. Dividends

|  |  |  |  |
| :--- | ---: | ---: | ---: |
|  | (¥) |  |  |
|  | Dividend per share |  |  |
| FY2007 | Interim | Year end | Annual |
| FY2008 | 14.00 | 17.00 | 31.00 |
| FY2008 (Forecast) | 15.50 |  | 31.00 |

## 3. Forecast of Consolidated Results for Fiscal Year ending March 31, 2009



* Underlying Assumption of the Forecast for the FY2008

The above forecast is made assuming the exchange rate and the bunker price for the FY2008.
4Q/FY2008 ( Jan. 1 2009- Mar. 31 2009) Exchange Rate 1US $\$=¥ 88.00$

Bunker Price
US\$ 260/MT

## ( Translation of foreign currencies )

The Japanese yen amounts for Q3/ FY2008 have been translated into U.S. dollars using the prevailing exchange rate at December, 31,2008 , which was $¥ 91.03$ to U.S. $\$ 1.00$, solely for the convenience of readers. (The convenience translations should not be construed as representations that the Japanese yen amounts have been, could have been, or could in the future be, converted into U.S. dollars at this or any other rate of exchange.)

## 4. Business Performance

(Please refer to the relevant quarterly financial report for business performance information concerning consolidated financial results that occurred prior to the third quarter of the current fiscal year.)
(Billions of Yen)

|  | Nine months |  | Year-on-year <br> comparison <br> (variance) |
| :--- | ---: | ---: | ---: |
|  | From Apr. 1 to Dec. 31, <br> 2007 | From Apr. 1 to Dec. 31, <br> 2008 |  |

Note: The year-on-year comparison is for reference only.

|  | Three months |  | Year-on-year comparison (variance) |
| :---: | :---: | :---: | :---: |
|  | From Oct. 1 to Dec. 31, 2007 | From Oct. 1 to Dec. 31, 2008 |  |
| Revenue | 508.0 | 475.0 | -33.0 / -6.5\% |
| Operating income | 83.8 | 38.8 | -44.9 / -53.6\% |
| Ordinary income | 88.7 | 33.3 | -55.4/-62.5\% |
| Net income | 58.9 | 13.6 | -45.2/-76.8\% |
| Exchange rate (three-month average) | $¥ 113.44 / \mathrm{US} \mathrm{\$}$ | $¥ 100.71 / \mathrm{US} \$$ | $-¥ 12.73 / \mathrm{US} \$$ |
| Bunker price (three-month average) | US\$442/MT | US\$508/MT | US\$66/MT |

Note: The year-on-year comparison is for reference only.

During the third quarter of fiscal year (FY) 2008 (October 1 to December 31, 2009), accelerating deterioration of the world economy in the wake of the Lehman Brothers collapse led to a decline in seaborne trade. Naturally, this had a significant negative impact on the ocean shipping industry.

The dry bulker spot market, which showed a continual increase since 2003 and marked a record high in June 2008, fell precipitously as China's iron ore import volume began to decrease. And the Cape-size spot market fell to around one-hundredth of the peak it reached in June 2008.

In the container trade, not only traffic to North America, but also to Europe and developing countries, which had been firm, faced a weak freight market and a surplus of
space. It forced our company to take drastic measures, such as downsizing service.

Bunker prices peaked in July 2008 and fell by about one-third as of December 31, due to a sharp fall in natural resource prices, including crude oil prices. As a result, the average bunker price during the third quarter was US\$508/MT (compared to US\$442/MT in the same period of the previous term). In the foreign currency market, the yen showed a progressive appreciation, so the average exchange rate during the third quarter was $¥ 100.71$, about $¥ 13$ higher than the same period of the previous year.

These factors combined to create a significant drop in income during the third quarter of FY2008. The chart below shows consolidated revenue, operating income, and ordinary income by segment for the third quarter of FY2008, with comparisons to the same period of the previous year.

Upper: Revenue. Middle: Operating Income, Lower: Ordinary Income
(Billions of Yen)

|  | Three months |  | Year-on-year comparison (variance) |
| :---: | :---: | :---: | :---: |
|  | From Oct. 1 to Dec. 31, 2007 | From Oct. 1 to Dec. 31, 2008 |  |
| Bulkships | 271.5 | 250.5 | -21.0/ -7.8\% |
|  | 76.8 | 40.5 | -36.2/-47.2\% |
|  | 79.0 | 45.8 | -33.2 / -42.1\% |
| Containerships | 176.2 | 168.4 | -7.8 / -4.4\% |
|  | 0.7 | -6.6- | -7.3/--\% |
|  | 1.0 | -6.8 | -7.8/ - \% |
| Logistics | 16.2 | 15.8 | -0.4/ -2.8\% |
|  | 0.3 | -0 | -0.4/ - \% |
|  | 0.6 | 0.3 | -0.3/-47.8\% |
| Ferry and Domestic Transport | 14.3 | 14.6 | 0.2/ 2.0\% |
|  | 0.7 | 0.6 | -0.1/-13.9\% |
|  | 0.5 | 0.5 | $0 /-9.7 \%$ |
| Associated Businesses | 33.4 | 30.3 | -3.0/-9.2\% |
|  | 3.2 | 3.2 | -0/ -0.0\% |
|  | 3.5 | 3.5 | $0 / 0.3 \%$ |
| Others | 4.7 | 5.8 | 1.0/ 22.6\% |
|  | 1.1 | 1.4 | 0.21 24.0\% |
|  | 1.8 | 1.3 | -0.5/-29.2\% |

[^0]
## (A) Bulkships

## <Dry Bulkers>

A weakening trend in the dry bulker market started in August and by early December, the Cape-size charter rate (average of main trades) marked a record low in the $\$ 2,000 /$ day range. Possible reasons for this drop include declining demand for raw materials, particularly iron ore, as the global economy fell into recession, and a drain of speculative funds from charter market futures due to tighter credit. Panamax and other dry bulk carriers also saw a similar slowdown in the market.

Iron ore transport for mills in Japan and coal for electric power companies in Japan underwent a stable transition thanks to mid- and long-term contracts. However, the segment was hit by less efficient operations and deterioration in freight rates for short-time charter vessels, resulting in a large decrease in profits for the third quarter, compared to the same period of the previous year.

## <Tankers/LNG Carriers>

In the crude oil tanker business, the VLCC market remained relatively steady thanks to tighter balance of fleet demand and supply, due in part to the withdrawal of single-hull vessels, though seaborne crude oil trade was not always active. The LPG carrier market dipped as demand became sluggish. However, MR type product tankers had a strong showing thanks to brisk long-distance trade from Far East. As a result, this segment posted increased profits during the third quarter compared to the same period of the previous year.

The LNG carrier business posted stable income under long term contracts.

## <Car Carriers>

The seaborne trade of completed cars from the Far East during the third quarter remained comparatively firm until October, but exports mainly for Europe and the U.S. began to decline in November as the economic downturn eroded automobile sales.

## (B) Containerships

The bunker prices that had compressed the profitability of this segment for the past year started to decrease in August, and weakened to US\$200 per ton in December. The profit picture during the third quarter, however, showed a large deficit due to a strong decline in cargo trade and stagnation of freight rates. As worldwide consumer spending slipped
after the Lehman shock, routes serving North America and most other regions saw traffic fall off beginning in October. The deterioration in the fleet demand-supply balance was particularly harsh on the Europe westbound route where shipping companies had launched newly built large-scale vessels and the volume of trade bound for Russia and Eastern Europe dropped sharply. That resulted in a rapid drop in freight rates between September and December. Trade on the North America westbound route, which was favorable until mid-year, started to flag as demand slowed in Asia. Though we moved quickly to rationalize the trade by temporarily stopping services and decreasing frequencies, we were unable to prevent a drop in profitability.

## (C) Logistics

MOL Consolidation Service (MCS) enjoyed an increase in volume mainly thanks to business from new customers. However, our core business, air cargo trade from Japan, showed a drastic drop in volume. This was due to an accelerated shift to ocean shipping because of high air transport costs and a global decline in trade volume. Profits for the third quarter of the fiscal year declined sharply from the same period of the previous year.
(Note): MOL Consolidation Service (MCS) is a logistics service that supports "buyer's consolidation," in which major retailers and apparel companies, mainly from Europe and the U.S., buy products directly from China and other Asian nations.

## (D) Ferry and Domestic Transport

In the ferry business, profits of both passenger and cargo operations saw little growth because increased fares due to bunker surcharges limited cargo volume on the one hand and a downturn in Japan's economy continued on the other. Results in this segment were even with the same period of the previous fiscal year, thanks in large part to a drop in bunker prices.

## (E) Associated Businesses

In the real estate business, in which our main subsidiary Daibiru Corporation plays a core role, we saw generally strong performance. In the trading business, ship machinery and parts sales remained firm. However, the financial crisis clearly led to a decline in passengers on our cruise ships, which had been showing strong performance. As a result, overall profits in the associated businesses segment during the third quarter of FY2008 were on a par with the same period of the previous year.

## (F) Others

Other businesses, which are mainly cost centers, include ship operations, ship management, ship chartering, financing, and shipbuilding. Overall profits for the third quarter of the year in this segment were almost even with the same period of the previous year.

## 5. Financial Position

Total assets for the FY2008, ended December 31, 2008, were 1,970.2 billion yen, an increase of 69.7 billion yen from the end of the previous fiscal year. This was mainly due to an increase in vessels and in vessels and other property under construction despite a decrease in investment securities. Total liabilities increased by 33.0 billion yen from the end of the previous fiscal year to $1,181.9$ billion yen mainly due to an increase in short-term loans and commercial paper. Total net assets increased by 36.6 billion yen from the end of the previous fiscal year to 788.3 billion yen mainly due to an increase in retained earnings, which mainly resulted from 137.6 billion yen of consolidated net income for the $3{ }^{\text {rd }}$ quarter of FY2008. As a result, the shareholders' equity / total assets ratio increased to $36.4 \%$.

## 6. Outlook for FY2008

(Billions of Yen)

|  | Previous outlook <br> (When announced 2Q) | Latest outlook <br> (When announced 3Q) | Comparison (variance) |  |
| :--- | ---: | ---: | ---: | :---: |
| Revenue | 2,050 | 1,900 | $-150 /-7.3 \%$ |  |
| Operating income | 270 | 200 | $-70 /-25.9 \%$ |  |
| Ordinary income | 300 | 210 | $-90 /-30.0 \%$ |  |
| Net income | 195 | 130 | $-65 /-33.3 \%$ |  |
|  |  |  |  |  |
| Exchange rate | $¥ 97.00 / \mathrm{US} \$$ | $¥ 88.00 / \mathrm{US} \$$ | $-¥ 9.00 / \mathrm{US} \$$ |  |
| Bunker price | US\$380/MT | US\$260/MT | - US\$120/MT |  |
|  |  |  |  |  |

As iron ore inventories in port areas of China declined, the Cape-size spot trade recovered slightly starting in December and the dry bulker market found its way out from a temporarily extreme low. However, a full-fledged recovery will take some time. The Panamax and other type markets remain stagnant, and our company has moved
ahead on rationalization in all types of drybulk vessels, with steps such as laying-up of surplus vessels, returning short-charter vessels, and selling aged vessels for scrap. But over the short range, a continued decline in dry bulker profits is inevitable. In the car carrier business segment, we expect seaborne trade of completed cars, mainly for North America and Europe, to continue declining during and after January. In the containership business, our company has struggled to reduce vessel and other costs and implement rationalization measures in response to stagnant worldwide cargo volume and an unfavorable vessel supply-demand balance. A recovery will be difficult during the current term. Foreign exchange losses resulting from the yen's continued rise will also dampen our business performance.

Considering these factors, we project consolidated revenue for the fiscal year ending March 31, 2009, of $¥ 1,900$ billion; consolidated operating income of $¥ 200$ billion; consolidated ordinary income of $¥ 210$ billion; and consolidated net income of $¥ 130$ billion.

## 7. Consolidated Financial Statements

(All financial information has been prepared in accordance with accounting principles generally accepted in Japan)
(1) Consolidated Balance Sheets
( $¥$ Million)

|  | As of December 31, 2008 | As of March 31, 2008 |
| :---: | :---: | :---: |
| Assets |  |  |
| Current assets |  |  |
| Cash and cash equivalents | 94,103 | 62,982 |
| Trade receivables | 224,065 | 244,535 |
| Marketable securities | 20 | 41 |
| Fuel and supplies | 38,926 | 46,650 |
| Deferred and prepaid expenses | 74,527 | 71,526 |
| Deferred tax assets | 6,317 | 5,018 |
| Other current assets | 97,381 | 75,647 |
| Allowance for doubtful accounts | (501) | (324) |
| Total Current Assets | 534,841 | 506,077 |
| Fixed assets |  |  |
| Tangible fixed assets |  |  |
| Vessels | 646,634 | 598,585 |
| Buildings and structures | 84,685 | 88,732 |
| Equipments,mainly containers | 12,531 | 11,119 |
| Equipments and parts | 5,222 | 5,661 |
| Land | 180,423 | 180,588 |
| Vessels and other property under construction | 199,033 | 162,196 |
| Other tangible fixed assets | 2,298 | 940 |
| Total tangible fixed assets | 1,130,828 | 1,047,824 |
| Intangible fixed assets |  |  |
| Goodwill | 5,264 | 7,167 |
| Other intangible fixed assets | 9,775 | 9,668 |
| Total intangible fixed assets | 15,039 | 16,835 |
| Investments and other assets |  |  |
| Investment securities | 204,974 | 230,940 |
| Long-term loans receivable | 24,898 | 29,651 |
| Prepaid expenses | 5,007 | 5,757 |
| Deferred tax assets | 5,260 | 2,818 |
| Other long-term assets | 51,490 | 62,803 |
| Allowance for doubtful accounts | $(2,043)$ | $(2,158)$ |
| Total investments and other assets | 289,587 | 329,813 |
| Total fixed assets | 1,435,455 | 1,394,473 |
| Total assets | 1,970,297 | 1,900,551 |

(All financial information has been prepared in accordance with accounting principles generally accepted in Japan)
(1) Consolidated Balance Sheets
( $¥$ Million)

|  | As of December 31, 2008 | As of March 31, 2008 |
| :---: | :---: | :---: |
| Liabilities |  |  |
| Current liabilities |  |  |
| Trade payables | 197,651 | 180,281 |
| Short-term bonds | 40,229 | 29,106 |
| Short-term bank loans | 130,352 | 86,314 |
| Accrued income taxes | 21,877 | 82,214 |
| Advances received | 25,548 | 85,950 |
| Deferred tax liabilities | 394 | 1,008 |
| Allowance |  |  |
| for provision for bonuses | 3,537 | 5,696 |
| for provisions for director's bonuses | 259 | 274 |
| Commercial paper | 81,500 | 10,000 |
| Other current liabilities | 54,395 | 47,543 |
| Total Current Liabilities | 555,745 | 528,390 |
| Fixed liabilities |  |  |
| Bonds due | 137,138 | 137,906 |
| Long-term bank loans | 321,544 | 321,373 |
| Deferred tax liabilities | 48,826 | 66,402 |
| Allowance |  |  |
| for employees' severance and retirement benefits | 14,091 | 14,469 |
| for Directors' and corporate auditors' retirement benefits | 2,064 | 2,160 |
| for provisions for special repairs | 14,738 | 15,457 |
| Other fixed liabilities | 87,810 | 62,738 |
| Total Fixed Liabilities | 626,215 | 620,508 |
| Total Liabilities | 1,181,960 | 1,148,898 |
| Net Assets |  |  |
| Owners' equity |  |  |
| Common stock | 65,400 | 65,350 |
| Capital surplus | 44,519 | 44,449 |
| Retained earnings | 634,726 | 536,096 |
| Treasury stock, at cost | $(6,451)$ | $(6,051)$ |
| Total owners' equity | 738,195 | 639,844 |
| Accumulated gains (losses) from valuation and translation adjustments <br> Unrealized holding gains on available for-sale-securities, net of tax <br> Unrealized gains on hedging derivatives, net of tax <br> Foreign currency translation adjustments | $\begin{gathered} 10,144 \\ (14,526) \\ (16,889) \end{gathered}$ | $\begin{aligned} & 31,647 \\ & 12,051 \\ & (4,227) \end{aligned}$ |
| Total accumulated gains (losses) from valuation and translation adjustments | $(21,271)$ | 39,471 |
| Share subscription rights | 1,349 | 967 |
| Minority interests | 70,062 | 71,369 |
| Total Net Assets | 788,336 | 751,652 |
| Total Liabilities and Total Net Assets | 1,970,297 | 1,900,551 |

## (2) Consolidated Statements of Income

|  | $\begin{gathered} \text { Q3/ FY2008 } \\ \text { (Apr. } 1 \text { - Dec. } 31 \text { ) } \\ \hline \end{gathered}$ |
| :---: | :---: |
| Shipping and other operating revenues | 1,569,822 |
| Shipping and other operating expenses | 1,285,699 |
| Gross operating income | 284,122 |
| Selling, general and administrative expenses | 80,600 |
| Operating income | 203,522 |
| Non-operating income: |  |
| Interest income | 2,134 |
| Dividend income | 3,891 |
| Equity in earnings of unconsolidated subsidiaries and affiliated companies | 21,179 |
| Others | 8,828 |
| Total | 36,033 |
| Non-operating expenses: |  |
| Interest expense | 11,202 |
| Exchange loss | 7,748 |
| Others | 1,284 |
| Total | 20,235 |
| Ordinary income | 219,320 |
| Extraordinary profit: |  |
| Gain on sale of fixed assets | 10,518 |
| Gain on sale of investment securities | 5 |
| Cancellation fee for chartered ships | 5,248 |
| Others | 1,307 |
| Total | 17,080 |
| Extraordinary loss: |  |
| Loss on sale or disposal of fixed assets | 344 |
| Loss on retirement of fixed assets | 297 |
| Loss on liquidation of affiliates | 27 |
| Valuation loss on investment securities | 6,332 |
| Loss on sales of investment securities | 3 |
| Cancellation fee for chartered ships | 6,892 |
| Provision of allowance for doubtful accounts | 39 |
| Special retirement expenses | 49 |
| Others | 787 |
| Total | 14,772 |
| Income before income taxes and minority interests | 221,628 |
| Income taxes - current | 79,594 |
| Minority interests in earnings of consolidated subsidiaries | 4,383 |
| Net income | 137,650 |

(Presentation of Taxes) As tax expenses for the 3rd quarter from April 1 to December 31 2008, are calculated using the simplified method, the tax adjustment is included in "Income taxes-current" in the income statements above.

## (2) Consolidated Statements of Income

|  | (¥Million) Q3/ FY2008 (Oct.1 - Dec.31) |
| :---: | :---: |
| Shipping and other operating revenues | 475,055 |
| Shipping and other operating expenses | 411,720 |
| Gross operating income | 63,335 |
| Selling, general and administrative expenses | 24,443 |
| Operating income | 38,891 |
| Non-operating income: |  |
| Interest income | 655 |
| Dividend income | 1,290 |
| Equity in earnings of unconsolidated subsidiaries and affiliated companies | 7,427 |
| Others | 3,423 |
| Total | 12,796 |
| Non-operating expenses: |  |
| Interest expense | 3,629 |
| Exchange loss | 14,169 |
| Others | 568 |
| Total | 18,367 |
| Ordinary income | 33,321 |
| Extraordinary profit: |  |
| Gain on sale of fixed assets | 696 |
| Gain on sale of investment securities | 1 |
| Cancellation fee for chartered ships | 936 |
| Others | 288 |
| Total | 1,922 |
| Extraordinary loss: |  |
| Loss on sale or disposal of fixed assets | 112 |
| Loss on retirement of fixed assets | 213 |
| Loss on liquidation of affiliates | 26 |
| Valuation loss on investment securities | 4,558 |
| Cancellation fee for chartered ships | 6,892 |
| Provision for allowance for doubtful accounts | 38 |
| Special retirement expenses | 29 |
| Others | 176 |
| Total | 12,047 |
| Income before income taxes and minority interests | 23,196 |
| Income taxes - current | 8,224 |
| Minority interests in earnings of consolidated subsidiaries | 1,325 |
| Net income | 13,647 |

(Presentation of Taxes) As tax expenses for the 3rd quarter from October 1 to December 312008 , are calculated using the simplified method, the tax adjustment is included in "Income taxes-current" in the income statements above
(All financial information has been prepared in accordance with accounting principles generally accepted in Japan)
(3) Consolidated statements of Cash flows
( $¥$ Million)

|  | Apr.1- Dec. 3108 |
| :---: | :---: |
| Cash flows from operating activities: |  |
| Income before income taxes and minority interests | 221,628 |
| Depreciation and amortization | 60,425 |
| Equity in earnings of unconsolidated subsidiaries and affiliated companies,net | $(21,179)$ |
| Loss (gain) on write-down of investment securities | 6,332 |
| Various provisions (reversals) | $(3,041)$ |
| Interest and dividend income | $(6,025)$ |
| Interest expense | 11,202 |
| Loss (gain) on the sale of investment securities | (2) |
| Loss (gain) on sale and disposal of vessels, property, plant and equipment | $(9,877)$ |
| Exchange loss (gain), net | 4,701 |
| Changes in operating assets and liabilities |  |
| - Trade receivables | $(22,969)$ |
| - Fuel and supplies | 7,479 |
| - Trade payables | 20,198 |
| Other,net | $(30,168)$ |
| Sub total | 238,706 |
| Cash received for interest and dividend | 12,900 |
| Cash paid for interest | $(11,648)$ |
| Cash paid for corporate income tax, resident tax and enterprise tax | $(135,998)$ |
| Net cash provided by operating activities | 103,959 |
| Cash flows from investing activities: |  |
| Purchase of marketable and investment securities | $(9,195)$ |
| Proceeds from sale of marketable and investment securities | 2,933 |
| Payments for purchases of vessels and other tangible and intangible fixed assets | $(183,630)$ |
| Proceeds from sale of vessels and other tangible and intangible fixed assets | 29,676 |
| Net (increase) decrease in short-term loans receivable | $(15,000)$ |
| Disbursements for loans receivable | $(2,289)$ |
| Collections of loans receivable | 4,041 |
| Other, net | 1,446 |
| Net cash used in investing activities | $(172,019)$ |
| Cash flows from financing activities: |  |
| Net increase (decrease) in short-term bonds | $(2,651)$ |
| Net increase (decrease) in short-term bank loans | 45,742 |
| Net increase (decrease) in commercial paper | 71,500 |
| Proceeds from long-term bank loans | 70,726 |
| Repayments of long-term bank loans | $(57,129)$ |
| Proceeds form issuance of bonds | 31,076 |
| Redemption of bonds | $(12,717)$ |
| Purchase of treasury stock | $(1,033)$ |
| Sale of treasury stock | 653 |
| Cash dividends paid by the company | $(38,903)$ |
| Cash dividends paid to minority interests | $(2,257)$ |
| Other, net | (502) |
| Net cash provided by financing activities | 104,504 |
| Effect of exchange rate changes on cash and cash equivalents | $(4,625)$ |
| Net increase (decrease) in cash and cash equivalents | 31,818 |
| Cash and cash equivalents at beginning of year | 61,715 |
| Net cash increase (decrease) from new consolidation/de-consolidation of subsidiaries | 150 |
| Cash and cash equivalents at end of period | 93,685 |

(4) Segment Information

Business segment information:

| Q3/FY2008 (Apr.1-Dec.31) | Bulk- <br> ships | Containerships | Logistics | Ferry \& Domestic Transport | Associated Businesses | Others | Total | Elimination | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues |  |  |  |  |  |  |  |  |  |
| 1.Revenues from customers, unconsolidated subsidiaries and affiliated companies | 844,591 | 539,417 | 48,215 | 43,764 | 87,050 | 6,782 | 1,569,822 | - | 1,569,822 |
| 2.Inter-segments revenues | 2,323 | 1,918 | 1,074 | 171 | 16,569 | 11,383 | 33,439 | $(33,439)$ | - |
| Total Revenues | 846,914 | 541,335 | 49,289 | 43,935 | 103,620 | 18,166 | 1,603,262 | $(33,439)$ | 1,569,822 |
| Operating income / (loss) | 200,888 | $(11,600)$ | 386 | 825 | 9,724 | 4,196 | 204,421 | (898) | 203,522 |
| Ordinary income / (loss) | 216,969 | $(9,105)$ | 1,258 | 260 | 10,718 | 2,667 | 222,769 | $(3,448)$ | 219,320 |


| Q3/FY2008 (Oct.1-Dec.31) | Bulk- <br> ships | Container- <br> ships | Logistics |  <br> Domestic <br> Transport | Associated <br> Businesses | Others | Total | Elimi- <br> nation | Consoli- <br> dated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenues <br> 1.Revenues from <br> customers, <br> unconsolidated <br> subsidiaries and <br> affiliated companies | 249,731 | 167,399 | 15,437 | 14,546 | 25,986 | 1,952 | 475,055 |  |  |
| 2.Inter-segments <br> revenues |  |  |  |  |  |  |  |  |  |
| Total Revenues | 773 | 1,082 | 377 | 91 | 4,399 | 3,867 | 10,591 | $(10,591)$ | 475,055 |
| Operating income/ (loss) | 250,505 | 168,481 | 15,815 | 14,638 | 30,385 | 5,820 | 485,646 | $(10,591)$ | 475,055 |
| Ordinary income/ (loss) | 45,816 | $(6,626)$ | $(6,878)$ | 335 | 640 | 3,216 | 1,461 | 39,231 | $(339)$ |

Background information
(1) Consolidated Statements of Income
( $¥$ Million)

|  | $\begin{gathered} \text { Q3/ FY2007 } \\ \text { (Apr. } 1 \text { - Dec.31) } \end{gathered}$ | Q3/ FY2008(Apr. 1 - Dec.31) | Increase \& decrease |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |
| Shipping and other operating revenues | 1,448,374 | 1,569,822 | 121,448 | 8.4 |
| Shipping and other operating expenses | 1,148,906 | 1,285,699 | 136,793 | 11.9 |
| Gross operating income | 299,468 | 284,122 | $(15,346)$ | (5.1) |
| Selling, general and administrative expenses | 79,557 | 80,600 | 1,043 | 1.3 |
| Operating income | 219,910 | 203,522 | $(16,388)$ | (7.5) |
| Non-operating income: |  |  |  |  |
| Interest income | 3,035 | 2,134 | (901) |  |
| Dividend income | 3,677 | 3,891 | 214 |  |
| Equity in earnings of unconsolidated subsidiaries and affiliated companies | 14,878 | 21,179 | 6,301 |  |
| Others | 6,834 | 8,828 | 1,994 |  |
| Total | 28,426 | 36,033 | 7,607 | 26.8 |
| Non-operating expenses: |  |  |  |  |
| Interest expense | 13,658 | 11,202 | $(2,456)$ |  |
| Others | 2,259 | 9,032 | 6,773 |  |
| Total | 15,918 | 20,235 | 4,317 | 27.1 |
| Ordinary income | 232,418 | 219,320 | $(13,098)$ | (5.6) |
| Extraordinary profit: |  |  |  |  |
| Gain on sale of fixed assets | 13,316 | 10,518 | $(2,798)$ |  |
| Gain on sale of investment securities | 3,638 | 5 | $(3,633)$ |  |
| Others | 6,530 | 6,555 | 25 |  |
| Total | 23,486 | 17,080 | $(6,406)$ | (27.3) |
| Extraordinary loss: |  |  |  |  |
| Loss on sale or disposal of fixed assets | 575 | 641 | 66 |  |
| Loss on sales of investment securities | 17 | 3 | (14) |  |
| Valuation loss on investment securities | 9 | 6,332 | 6,323 |  |
| Others | 11,570 | 7,795 | $(3,775)$ |  |
| Total | 12,172 | 14,772 | 2,600 | 21.4 |
| Income before income taxes and minority interests | 243,732 | 221,628 | $(22,104)$ | (9.1) |
| Income taxes - current | 92,988 | 79,594 | $(13,394)$ | (14.4) |
| Minority interests in earnings of consolidated subsidiaries | 5,128 | 4,383 | (745) | (14.5) |
| Net income | 145,614 | 137,650 | $(7,964)$ | (5.5) |

(Presentation of Taxes) As tax expenses for the 3rd quarter from April 1 to December 312008 and April 1 to December 312007 are calculated using the simplified method, the tax adjustment is included in "Income taxes-current" in the income statements above.

## (2) Segment Information

Business segment information:

|  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q3/FY2007 (Apr. 1 - Dec.31) | Bulk- <br> ships | Containerships | Logistics | Ferry \& Domestic Transport | Associated Businesses | Others | Total | Elimination | Consolidated |
| Revenues |  |  |  |  |  |  |  |  |  |
| 1.Revenues from customers, unconsolidated subsidiaries and affiliated companies | 753,921 | 518,287 | 45,548 | 40,118 | 81,426 | 9,071 | 1,448,374 | - | 1,448,374 |
| 2.Inter-segments revenues | 1,694 | 1,408 | 1,083 | 108 | 15,602 | 8,647 | 28,545 | $(28,545)$ | - |
| Total Revenues | 755,615 | 519,695 | 46,631 | 40,227 | 97,029 | 17,719 | 1,476,919 | $(28,545)$ | 1,448,374 |
| Operating expenses | 559,580 | 514,323 | 45,632 | 38,696 | 87,688 | 12,532 | 1,258,454 | $(29,990)$ | 1,228,464 |
| Operating income / (loss) | 196,035 | 5,372 | 998 | 1,530 | 9,340 | 5,187 | 218,465 | 1,444 | 219,910 |
| Ordinary income / (loss) | 205,054 | 8,911 | 1,572 | 1,134 | 10,306 | 5,720 | 232,700 | (282) | 232,418 |

## Supplement

(For further details please refer to our homepage http://www.mol.co.jp/ir-e)

## 1. Comparison with Midterm Management Plan "MOL ADVANCE"

(1) Revenues \& Income
( $¥$ Billion)

|  | FY2006 | FY2007 |  | FY2008 |  | FY2009 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Results | MOL ADVANCE Plan | Results | MOL ADVANCE Plan | Forecast | MOL ADVANCE Plan |
| Revenues (*1) | 1,568 | 1,640 | 1,945 | 1,880 | 1,900 | 2,060 |
| Bulkships(*2) | 787 | 790 | 1,024 | 810 | 1,010 | 870 |
| Containerships | 568 | 620 | 686 | 820 | 650 | 910 |
| Other 4 segments(*3) | 212 | 230 | 234 | 250 | 240 | 280 |
| Operating Income | 168 | 182 | 291 | 197 | 200 | 212 |
| Ordinary income | 182 | 190 | 302 | 205 | 210 | 220 |
| Bulkships(*2) | 163 | 161 | 277 | 164 | 213 | 168 |
| Containerships | 3 | 10 | 6 | 20 | $\triangle 15$ | 30 |
| Other 4 segments(*3) | 18 | 20 | 21 | 22 | 16 | 23 |
| Elimination | $\triangle 2$ | $\triangle 1$ | $\triangle 3$ | $\triangle 1$ | $\triangle 4$ | $\triangle 1$ |
| Net income | 120 | 124 | 190 | 133 | 130 | 143 |
| Ratio of ordinary income to revenue | 11.6\% | 11.6\% | 15.5\% | 10.9\% | 11.1\% | 10.7\% |

Av. Ex. Rate
Av. Bunker price
$¥ 117.40 / \mathrm{US} \$$
$¥ 110.00 /$ US $\$$
$¥ 115.55 /$ US $\$$
$¥ 110.00 /$ US $\$ \quad ¥ 99.63 /$ US $\$$
$¥ 110.00 /$ US $\$$
(*1)Revenues $=$ Revenues from customers, unconsolidated subsidiaries and affiliated companie؛ (Assumption)
(*2)Dry bulkers, tankers, LNG carriers and car carriers
(*3)Logistics, ferry \& domestic transport, associated businesses, others
(2) Financial Indices (Guideline)

| (¥ Billion) |  |  |  |
| :--- | ---: | ---: | ---: |
|  | 2008.3 | 2008.12 | "MOL <br> ADVANCE" <br> Guideline for <br> 2010.3 |
| Shareholders' Equity | 679 | 716 | 860 |
| Shareholders' Equity /Total assets | $35.7 \%$ | $36.4 \%$ | $40 \%$ or more |
| Gearing ratio | $88.5 \%$ | $101.9 \%$ | $100 \%$ or less |
| ROA | $10.8 \%$ |  | $7 \%$ or more |

[^1]
## 2. Review of Quarterly Results

FY2008

|  | 1st Quarter | 2nd Quarter | 3rd Quarter | 4th Quarter |  |
| :--- | :---: | ---: | ---: | ---: | ---: |
|  | Apr. $\sim$ Jun.,2008 | Jul. $\sim$ Sep.,2008 | Oct. $\sim$ Dec.,2008 | Jan. $\sim$ Mar.,2009 |  |
| Revenues | [ Million] | 507,509 | 587,257 | 475,055 |  |
| Operating Income | 73,218 | 91,412 | 38,891 |  |  |
| Ordinary income | 82,263 | 103,736 | 33,321 |  |  |
| Income before income taxes |  | 90,726 | 107,715 | 23,196 |  |
| Net income | 55,338 | 68,664 | 13,647 |  |  |
| Net income per share | [ $¥]$ | 46.25 | 57.38 | 11.41 |  |
| Total assets | [ $¥$ Million] | $1,865,891$ | $1,990,596$ | $1,970,297$ |  |
| Total net assets |  | 736,289 | 819,648 | 788,336 |  |
| Shareholders' Equity per share [ $¥]$ | 553.53 | 622.96 | 599.12 |  |  |

FY2007

|  | 1st Quarter | 2nd Quarter | 3rd Quarter | 4th Quarter |  |
| :--- | :---: | ---: | ---: | ---: | ---: |
|  | Apr.~Jun.,2007 | Jul. $\sim$ Sep.,2007 | Oct. $\sim$ Dec.,2007 | Jan. $\sim$ Mar.,2008 |  |
| Revenues | Million] | 445,885 | 494,390 | 508,099 | 497,322 |
| Operating Income | 58,642 | 77,405 | 83,863 | 71,374 |  |
| Ordinary income | 64,493 | 79,145 | 88,780 | 69,801 |  |
| Income before income taxes |  | 62,339 | 84,903 | 96,490 | 74,470 |
| Net income | 33,945 | 52,732 | 58,937 | 44,707 |  |
| Net income per share | [ $¥$ ] | 28.40 | 44.10 | 49.28 | 37.36 |
| Total assets | [ $¥$ Million] | $1,736,856$ | $1,880,686$ | $1,928,963$ | $1,900,551$ |
| Total net assets |  | 647,840 | 718,763 | 720,931 | 751,652 |
| Shareholders' Equity per share [ $¥$ ] | 481.95 | 540.06 | 543.71 | 568.96 |  |

## 3. Depreciation and Amortization

|  | Nine months ended <br> December 31, 2007 | Nine months ended <br> December 31, 2008 | Increase | /Decrease | (Million yen) <br> FY2007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vessels | 40,188 | 46,139 |  | 5,951 | 55,480 |
| Others | 14,140 | 14,286 |  | 146 | 19,000 |
| Total | 54,328 | 60,425 |  | 6,097 | 74,480 |
| 4. Interest-bearing Debt(Million yen) |  |  |  |  |  |
|  | $\begin{gathered} \text { As of } \\ \text { March 31, } 2008 \end{gathered}$ | As of December 31, 2008 | Increase | /Decrease | $\begin{gathered} \text { As of } \\ \text { December 31, } 2007 \end{gathered}$ |
| Bank loans | 407,688 | 451,897 |  | 44,209 | 457,036 |
| Bonds | 167,012 | 177,368 |  | 10,356 | 151,677 |
| Commercial paper | 10,000 | 81,500 |  | 71,500 | 23,500 |
| Others | 16,474 | 19,421 |  | 2,947 | 17,314 |
| Total | 601,174 | 730,187 |  | 29,013 | 649,528 |

## 5. Exchange Rates

|  | Nine months ended December 31, 2007 | Nine months ended December 31, 2008 | Change |  |  | FY2007 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average rates | $¥ 117.64$ | $¥ 103.51$ | $¥ 14.13$ | (12.0\%) | ¥ appreciated | $¥ 115.55$ |
| Term-end rates | $¥ 114.15$ | $¥ 91.03$ | $¥ 23.12$ | (20.3\%) | $¥$ appreciated | $¥ 100.19$ |

(Remark) "Average rates" are average of monthly corporate rates in each term, while "term-end rates" are TTM rates on the last day of each term.

Overseas subsidiaries

|  | TTM on <br> September 30,2007 | TTM on <br> September 30,2008 |  | Change | TTM on <br> December 31,2007 |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Term-end rates | $¥ 115.43$ | $¥ 103.57$ | $¥ 11.86$ | $(10.3 \%)$ | $¥$ appreciated | $¥ 114.15$ |

## 6. Bunker Prices

|  | Nine months ended <br> December 31, 2007 | Nine months ended <br> December 31, 2008 | Increase /Decrease | FY2007 |
| :--- | :---: | :---: | :---: | :---: |
| Consumption Prices | US\$383/MT | US\$576/MT | US\$193/MT | US\$409/MT |

## 7. Outlook for FY2008

( $¥$ Billion)

| Segments | Revenues(*) | Operating Income | Ordinary Income |
| :--- | ---: | ---: | ---: |
| Bulkships | 1,010 | 203 | 213 |
| Containerships | 650 | $\triangle 19$ | $\triangle 15$ |
| Logistics | 58 | 0 | 1 |
| Ferry /Domestic Transport | 57 | 0 | 0 |
| Associated Businesses | 116 | 12 | 13 |
| Others | 9 | 3 | 2 |
| Elimination | - | 0 | $\triangle 4$ |
| Total | 1,900 | 200 | 210 |


| <Assumption> | Apr. ~Jun., 2008 <br> (Actual) | Jul. $\sim$ Sep., 2008 <br> (Actutal) | Oct. $\sim$ Dec., 2008 <br> (Actual) | Jan. $\sim$ Mar.,2009 <br> (Forecast) | FY2008 <br> (Average) |
| :--- | :---: | :---: | :---: | :---: | :---: |
| exchange rates | $¥ 101.74 /$ US\$ | $¥ 108.08 / \mathrm{US} \$$ | $¥ 100.71 / \mathrm{US} \$$ | $¥ 88.00 / \mathrm{US} \$$ | $¥ 99.63 / \mathrm{US} \$$ |
| bunker prices | US\$560/MT | US\$651/MT | US\$508/MT | US\$260/MT | US $\$ 497 / \mathrm{MT}$ |

(*) Revenues from customers, unconsolidated subsidiaries and affiliated companies
8. Containerships' Capacity, Lifting and Utilization

|  |  |  | Capacity(1000TEU) | Lifting(1000TEU) | Utilization |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Asia <br> -North America <br> Trade | Outbound | $\begin{array}{\|c\|} \hline \text { FY2008 3Q } \\ 9 \text { months } \\ \hline \end{array}$ | 451 | 398 | 88\% |
|  |  | $\begin{array}{\|c\|} \hline \text { FY2007 3Q } \\ 9 \text { months } \\ \hline \end{array}$ | 464 | 436 | 94\% |
|  | Inbound | $\begin{array}{\|c\|} \hline \text { FY2008 3Q } \\ 9 \text { months } \\ \hline \end{array}$ | 447 | 266 | 60\% |
|  |  | FY2007 3Q 9 months | 452 | 252 | 56\% |
| Asia <br> -Europe Trade | Outbound | $\begin{array}{\|c\|} \hline \text { FY2008 3Q } \\ 9 \text { months } \\ \hline \end{array}$ | 372 | 352 | 95\% |
|  |  | $\begin{gathered} \hline \text { FY2007 3Q } \\ 9 \text { months } \end{gathered}$ | 338 | 329 | 97\% |
|  | Inbound | $\begin{gathered} \hline \text { FY2008 3Q } \\ 9 \text { months } \\ \hline \end{gathered}$ | 374 | 200 | 53\% |
|  |  | $\begin{gathered} \hline \text { FY2007 3Q } \\ 9 \text { months } \\ \hline \end{gathered}$ | 316 | 192 | 61\% |
| Total: All Trades |  | $\begin{gathered} \hline \text { FY2008 3Q } \\ 9 \text { months } \end{gathered}$ | 3,454 | 2,568 | 74\% |
|  |  | $\begin{array}{\|c\|} \hline \text { FY2007 3Q } \\ 9 \text { months } \\ \hline \end{array}$ | 3,196 | 2,440 | 76\% |

## 9. Market Information

(1) Containership Market (Containerization International "Freight Rates Indicators")

(2) Dry Bulk Market (Baltic Dry Index)


|  | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Maximum | 1,156 | 1,343 | 1,734 | 1,566 | 1,666 | 4,609 | 5,519 | 4,678 | 4,336 | 10,543 | 10,844 |
| Minimum | 799 | 803 | 1,371 | 855 | 931 | 1,674 | 2,902 | 2,220 | 2,262 | 4,398 | 743 |

(3) VLCC Market


AG/East VLCC spot rate

|  | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Maximum | 80 | 62 | 168 | 108 | 112 | 149 | 317 | 190 | 120 | 234 | 216 |
| Minimum | 47 | 36 | 55 | 35 | 29 | 49 | 89 | 57 | 57 | 54 | 59 |


[^0]:    Note: 1. Revenue includes internal sales or transfers among segments.
    2. The year-on-year comparison is for reference only.

[^1]:    Shareholders' Equity = Total Net Assets - (Share subscription rights + Minority interests)
    Gearing ratio $=$ Interest-bearing debt $\div$ Shareholders' Equity
    ROA $=$ Net income $\div$ Total Assets

