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

Financial Highlights: The Third Quarter Ended December 31, 2007

1. Consolidated Financial Highlights (from April 1, 2007 to December 31, 2007)
(All financial information has been prepared in accordance with accounting principles generally accepted in Japan)
(1) Operational Results

|  | (¥Million) |  |  | (US\$ Thousand) |
| :---: | :---: | :---: | :---: | :---: |
|  | Q3/ FY2007 | Q3/ FY2006 | FY2006 | Q3/ FY2007 |
| Revenues | 1,448,374 | 1,161,743 | 1,568,435 | 12,688,340 |
| Operating income | 219,910 | 120,325 | 168,073 | 1,926,500 |
| Ordinary income | 232,418 | 128,676 | 182,488 | 2,036,075 |
| Net income | 145,614 | 87,554 | 120,940 | 1,275,637 |
|  | ( $¥$ ) |  |  | (US\$ ) |
| Net income per share | 121.78 | 73.26 | 101.20 | 1.067 |
| Diluted net income per share | 117.18 | 70.54 | 97.41 | 1.027 |

(2) Financial Position

|  | ( $¥$ Million) |  |  | $\begin{gathered} \text { (US\$ Thousand) } \\ \hline \text { Q3/ FY2007 } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | Q3/ FY2007 | Q3/ FY2006 | FY2006 |  |
| Total Assets | 1,928,963 | 1,596,410 | 1,639,940 | 16,898,493 |
| Interest-bearing debt | 649,528 | 599,100 | 569,417 | 5,690,127 |
| Total Net Assets | 720,931 | 571,720 | 620,989 | 6,315,646 |
| Shareholders' Equity / Total assets | 33.7\% | 31.5\% | 33.6\% | 33.7\% |
|  |  |  | ( $¥$ ) | (US\$ ) |
| Shareholders' Equity per share | 543.71 | 420.53 | 460.78 | 4.763 |

* Shareholders' Equity is defined as follows.

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

|  | Dividend per share |  |  |
| :--- | ---: | ---: | ---: |
|  | Interim |  |  |
| FY2006 | Year end | Annual |  |
| FY2007 | 9.00 | 11.00 | 20.00 |
| FY2007 (Forecast) | 14.00 |  | 30.00 |

(4) Forecast of Consolidated Results for Fiscal Year ending March 31, 2008

|  | (¥Million) |
| :--- | ---: |
|  | FY2007 |
| Revenues | $1,930,000$ |
| Operating income | 285,000 |
| Ordinary income | 300,000 |
| Net income | 190,000 |
|  | ( $¥$ ) |
|  | FY2007 |
| Net income per share | 158.84 |

(US\$ Thousand)

| FY2007 |
| ---: |
| $16,907,578$ |
| $2,496,715$ |
| $2,628,121$ |
| $1,664,477$ |
| (US\$ ) |
| FY2007 |
| 1.392 |

* Underlying Assumption of the Forecast for the FY2007

The above forecast is made assuming the exchange rate and the bunker price for the 4th quarter of FY2007.
Exchange Rate 1US $\$=¥ 106.00 \quad$ Bunker Price US\$ 475/MT
(Translation of foreign currencies )
The Japanese yen amounts for Q3/ FY2007 have been translated into U.S. dollars using the prevailing exchange rate at December 31, 2007, which was $¥ 114.15$ 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.)
2. Non-Consolidated Financial Highlights (from April 1, 2007 to December 31, 2007)
(All financial information has been prepared in accordance with accounting principles generally accepted in Japan)
(1) Operational Results

|  | ( $¥$ Million) |  |  | (US\$ Thousand) |
| :---: | :---: | :---: | :---: | :---: |
|  | Q3/ FY2007 | Q3/FY 2006 | FY2006 | Q3/ FY2007 |
| Revenues | 1,177,708 | 918,488 | 1,243,985 | 10,317,197 |
| Operating income | 176,070 | 80,875 | 111,708 | 1,542,444 |
| Ordinary income | 204,008 | 93,692 | 128,983 | 1,787,192 |
| Net income | 136,323 | 59,355 | 81,334 | 1,194,244 |
| (¥) |  |  |  | (US\$ ) |
| Net income per share | 113.94 | 49.62 | 68.00 | 0.998 |

(2) Forecast of Non-Consolidated Results for Fiscal Year ending March 31, 2008

|  | (¥Million) |
| :--- | ---: |
|  | FY2007 |
| Revenues | $1,570,000$ |
| Operating income | 223,000 |
| Ordinary income | 253,000 |
| Net income | 166,000 |

(US\$ Thousand)

| FY2007 |
| :---: |
| $13,753,833$ |
| $1,953,570$ |
| $2,216,382$ |
| $1,454,227$ |


| (¥) <br>  | FY2007 |
| :--- | ---: |
| Net income per share | 138.69 |


| (US\$ ) |
| :---: |
| FY2007 |
| 1.215 |

* Underlying Assumption of the Forecast for the FY2007

The above forecast is made assuming translation rates and the bunker price for the 4th quarter of FY2007.
Exchange Rate 1US $\$=¥ 106.00$ Bunker Price US\$475/MT
(Translation of foreign currencies )
The Japanese yen amounts for Q3/ FY2007 have been translated into U.S. dollars using the prevailing exchange rate at December 31, 2007, which was $¥ 114.15$ 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.)

## 3. Business Performance

The U.S. economy during the third quarter of fiscal year (FY) 2007 (October 1 through December 31, 2007) started showing signs of deterioration even in employment and consumer spending while housing investment slackened due to the effects of the subprime loan crisis. On the other hand, the Chinese economy maintained its high growth at a $10 \%$-plus annual rate, and the European economy showed ongoing slow growth. Japanese economy also maintained its slow growth, with a sense of deceleration in the wake of high crude oil prices and declining home construction starts.

In the dry bulker market, the spot freight rate further intensified its upward trend and rates for all ship types posted record highs. In the tanker market, rates in the very large crude oil carrier (VLCC) market had been moving along the bottom after summer, but climbed steeply from late November to the end of 2007, backed by recovering U.S. imports and active seaborne trade associated with OPEC's increase in production. In the containership segment, all routes including those for North America were stable, but the skyrocketing rise in bunker prices compressed profits. However, thanks to our efforts to shift increased fuel costs into freight rates mainly on European routes, the rates leveled off during the third quarter (three months) and surpassed the same period of the previous year, with the exception of U.S. routes.

West Texas Intermediate (WTI) crude oil futures, which were around US $\$ 80 /$ barrel at the end of the first half, kept increasing due to declining U.S. reserves and the global speculative fund surplus, and reached nearly US\$100/barrel from November to the end of December. Bunker prices soared into the stratosphere, resulting in an average price during the third quarter (three months) of US\$442/MT, which greatly surpassed the average US\$307/MT for the same period of the previous year.

The chart below shows a comparison of consolidated financial results for three quarters of FY2007 (nine months from April 1 to December 31, 2007) and the same period of the previous year.
(Unit: $¥$ billion)

|  | $3^{\text {rd }}$ quarter FY2006 <br> (Nine months <br> from April through <br> December 2006) | $3^{\text {rd }}$quarter FY2007 <br> (Nine months <br> from April through <br> December 2007) | Increase/decrease |
| :--- | ---: | ---: | ---: |
| Revenue | $1,161.7$ | $1,448.3$ | $286.6 / 24.7 \%$ |
| Operating income | 120.3 | 219.9 | $99.5 / 82.8 \%$ |


| Ordinary income | 128.6 | 232.4 | $103.7 / 80.6 \%$ |
| :--- | ---: | ---: | ---: |
| Net income | 87.5 | 145.6 | $58.0 / 66.3 \%$ |
| Exchange rate <br> (average of nine <br> months) | $¥ 116.59 / \mathrm{US} \mathrm{\$}$ | $¥ 117.64 / \mathrm{US} \$$ | $\neq 1.05 / \mathrm{US} \mathrm{\$}$ |
| Bunker price <br> (average of nine <br> months) | US\$328/MT | US\$383/MT | US\$55/MT |

The chart below shows segment information on revenue, operating income, and ordinary income, and compares them with the same period in FY2006 (nine months).

Upper: Revenue; Middle: Operating Income; Lower: Ordinary Income (Unit: ¥billion)

|  | $3^{\text {rd }}$ quarter FY2006 <br> (Nine months from April through December 2006) | $3{ }^{\text {rd }}$ quarter FY2007 <br> (Nine months from April through December 2007) | Increase/decrease |
| :---: | :---: | :---: | :---: |
| Bulkships | 579.2 | 755.6 | 176.3 / 30.4 \% |
|  | 1091 | 196.0 | $86.9 / 79.6$ |
|  | 114.9 | 205.0 | 90.0/78.4\% |
| Containerships | 426.1 | 519.6 | $93.5 / 22.0$ \% |
|  | -2.3 | 5.3 | 7.7 \% |
|  | 0.6 | 8.9 | $8.2 \%$ \% |
| Logistics | 43.4 | 46.6 | $3.1 / 7.2$ \% |
|  | 1.0 | 0.9 | -0.0/-4.5\% |
|  | 1.5 | 1.5 | $0.0 / 1.0 \%$ |
| Ferry and Domestic Transport | 37.1 | 40.2 | 3.0/8.3\% |
|  | 0.6 | 1.5 | $0.9 / 150.0 \%$ |
|  | 0.2 | 1.1 | $0.8 / 343.0 \%$ |
| Associated Businesses | 90.0 | 97.0 | 6.9 / 7.8 \% |
|  | 8.7 | 9.3 | $0.5 / 6.6 \%$ |
|  | 10.0 | 10.3 | $0.2 / 2.9 \%$ |
| Others | 14.1 | 17.7 | $3.5 / 25.2$ \% |
|  | 3.4 | 5.1 | 1.750 .3 |
|  | 1.8 | 5.7 | $3.8 / 210.0 \%$ |

Note: Revenue includes internal sales or transfers among segments.
(A) Bulkships
<Dry Bulkers / Car Carriers>
China's iron ore import in 2007 continued to rise, reaching 380 million tons, a $17 \%$ increase from the previous year. While the vessel demand/supply remained tight due to active seaborne trade, the spot market for dry bulkers intensified its upward trend starting in October, and reached new record highs during November. It weakened slightly in December, but the rates for all ship types remained in the stratosphere. Spot service for each ship type was very profitable as a result. With stable profits from iron ore carriers, wood chip carriers, and coal carriers
operating on long-term contracts, the dry bulker segment posted higher profits compared to the same period of the previous year.

The car carrier business continued to reflect the favorable conditions on trade volume from Japan and the Far East. The number of units transported through the third quarter (nine months) totaled 2.05 million units, a $3.5 \%$ increase from the same period of the previous year. Though the space shortage has become noticeable in this active demand situation, our company attempts to ensure stable transport by taking various measures such as providing newly built vessels one after another.

## <Tankers/LNG Carriers>

In the crude oil tanker business, the VLCC spot market faced a sudden skyrocketing situation after mid November, but it in general remained soft due to a surplus of vessels through the third quarter (nine months), resulting in a decrease in profits compared to the same period of the previous year. On the other hand, the product tanker market stayed relatively firm, resulting in higher profits compared to the same period of the previous term. LNG carriers are sustained by stable earnings from long-term transport contracts, but posted a decrease in profits from the same period of the previous year (nine months) mainly because of changes in vessel amortization accounting standards. As a result, profits in the tanker and LNG carrier businesses through the third quarter (nine months) decreased compared to the same period of FY2006.

## (B) Containerships

Seaborne trade on all routes through the third quarter (nine months) was steady, and volume from Asia to North America increased by $15 \%$ while traffic from Asia to Europe increased by $8 \%$ from the same period of the previous year. And, as a result of our efforts to ensure a freight rate recovery, the rate was slightly improved. Consolidated revenue through the third quarter (nine months) increased by $22 \%$ from the same period of the previous year. However, this could not cover cost increases such as bunker prices and higher fees for inland transport in North America. As a result, profits through the third quarter (nine months) improved from the same period of the previous year, but fell short of our initial target. Our company started a winter program on Asia-North America routes in December in response to higher operational costs, and reduced the scale of operations by $15 \%$. We also plan to take this opportunity to implement periodic docking and repair/maintenance of our ships to enhance safety. Associated businesses such as container terminals and forwarding remained firm thanks to active trade on all routes.
(C) Logistics

In the air cargo transport business, exports from Japan, which had been sluggish, recovered after summer. But this was offset by a decline in imports to Japan and profits through the third quarter (nine months) increased slightly from the same period of the previous year. Our company has also worked to reinforce its ocean consolidation business (OCB) operations. During the third quarter, we were selected as a consolidator in China and Hong Kong by a major U.S. retail chain, continuing our solid growth in this business.
(D) Ferry and Domestic Transport

In the ferry business, as a result of cost rationalization moves such as discontinuing unprofitable routes, profits through the third quarter (nine months) increased significantly from the same period of FY2006, although high bunker prices squeezed profitability to some degree. The domestic transport business achieved an increase in profits from the same period of the previous year thanks to steady seaborne trade.

## (E) Associated Businesses

The real estate business, mainly through our major subsidiary Daibiru Corporation, remained firm thanks to a continued high occupancy rate for office buildings in Tokyo and Osaka. However, in cruise ship operations, we successfully attracted more passengers but could not cover cost increases, resulting in lower profits compared to the same period of FY2006. In the trading business, both fuel sales and ship machinery sales were strong. As a result, overall profits in the associated business segment through the third quarter (nine months) were slightly higher than 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 period (nine months) in this segment increased from those of the third quarter of FY2006.

## 4. Financial Position

Total assets for the third quarter of FY2007, ended December 31, 2007, were $1,928.9$ billion yen, an increase of 289.0 billion yen from the end of the previous fiscal year. This was mainly due to an increase in vessels and trade receivables. Total liabilities increased by 189.0 billion yen from the end of the previous fiscal year to $1,208.0$ billion yen mainly due to an increase in trade payables and interest-bearing debt. Total net assets increased by 99.9 billion yen from the end of the previous fiscal year to 720.9 billion yen. This was mainly due to an increase in
retained earnings. As a result, the shareholders' equity / total assets ratio increased to $33.7 \%$.

## 5. Outlook for FY2007

(Unit: ¥ billion)

|  | Previous outlook <br> (announced with <br> interim results) | Latest outlook <br> (announced with 3 <br> results) | increase/decrease |
| :--- | ---: | :---: | ---: |
| Revenue | 1,920 | 1,930 | $10 / 0.5 \%$ |
| Operating income | 270 | 285 | $15 / 5.6 \%$ |
| Ordinary income | 280 | 300 | $20 / 7.1 \%$ |
| Net income | 185 | 190 | $5 / 2.7 \%$ |


| Exchange rate | $¥ 110.00 /$ US\$ | $\not \approx 106.00 /$ US\$ | $-\neq 4400 / \mathrm{US} \$$ |
| :--- | ---: | ---: | ---: |
| Bunker price | US\$440/MT | US\$475/MT | US\$35/MT |

(Assumption for $2^{\text {nd }}$ half) (Assumption for $4^{\text {th }}$ quarter)

During the fourth quarter of FY2007 (January 1 through March 31, 2008), we are seeing a positive factor - a higher spot market of tankers, including crude oil carriers compared to the 2007 average. However, we are concerned that bunker prices remain at high levels, and the dry bulker market is softening.

In the bulkship business, the dry bulker market, which marked a record high during the third quarter, has entered an adjustment phase after December. But the tight vessel supply-demand situation has not changed since last year, so we anticipate that the market will pick up again toward the next fiscal year, after a certain adjustment phase. The VLCC market, which rose steeply from mid-November to the end of 2007, appears headed for a sharp fall early in the new year. The market trends during the fourth quarter must be watched carefully.

In the containership business, the company executed a freight rate recovery plan taking into account increased bunker prices with a surcharge on all routes, so we anticipate improved profits. On the North America routes, we will continue to downsize the scale of operations fleet with the winter program that has been in progress since December 2007 toward February 2008. We will consider extending the program depending on the cargo traffic situation.

Considering these prospects, and the results through the third quarter, we project consolidated revenue for FY2007 of $¥ 1,930$ billion; consolidated operating income of $¥ 285$ billion; consolidated ordinary income of $¥ 300$ billion, and consolidated net income of $¥ 190$ billion.

These projections are based on an estimated exchange rate of $¥ 106.00 / \mathrm{US} \$ 1$ and a bunker price of US $\$ 475 / \mathrm{MT}$ for the fourth quarter.

The company plans to pay an annual dividend of $¥ 30$ per share (including an interim dividend of $¥ 14$ that was already paid), assuming we achieve the profit forecasts outlined above.

## 6. Consolidated Financial Statements

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

| $\square$ | As of December 31, 2007 |  | As of March 31, 2007 |  | Increase/ (Decrease) | As of December 31, 2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | \% | Amount | \% |  | Amount | \% |
| Assets |  |  |  |  |  |  |  |
| Current assets | 538,849 | 27.9 | 405,473 | 24.7 | 133,376 | 407,063 | 25.5 |
| Fixed assets | 1,390,114 | 72.1 | 1,234,466 | 75.3 | 155,648 | 1,189,346 | 74.5 |
| Tangible fixed assets | 1,020,721 | 52.9 | 847,660 | 51.7 | 173,061 | 826,549 | 51.8 |
| Intangible fixed assets | 17,008 | 0.9 | 19,318 | 1.2 | $(2,310)$ | 17,837 | 1.1 |
| Investments and other long-term assets | 352,383 | 18.3 | 367,487 | 22.4 | $(15,104)$ | 344,959 | 21.6 |
| Total Assets | 1,928,963 | 100.0 | 1,639,940 | 100.0 | 289,023 | 1,596,410 | 100.0 |



## (2) Consolidated Statements of Income

( $¥$ Million)

|  | Q3 / FY2007 |  | Q3 / FY2006 |  | Increase/(Decrease) |  | FY2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | \% | Amount | \% | Amount | \% | Amount | \% |
| Shipping and other operating revenues | 1,448,374 | 100.0 | 1,161,743 | 100.0 | 286,631 | 24.7 | 1,568,435 | 100.0 |
| Shipping and other operating expenses | 1,148,906 | 79.3 | 968,204 | 83.3 | 180,702 | 18.7 | 1,300,038 | 82.9 |
| Gross operating income | 299,468 | 20.7 | 193,539 | 16.7 | 105,929 | 54.7 | 268,396 | 17.1 |
| Selling, general and administrative expenses | 79,557 | 5.5 | 73,214 | 6.3 | 6,343 | 8.7 | 100,323 | 6.4 |
| Operating income | 219,910 | 15.2 | 120,325 | 10.4 | 99,585 | 82.8 | 168,073 | 10.7 |
| Non-operating income: |  |  |  |  |  |  |  |  |
| Interest income | 3,035 |  | 2,666 |  | 369 |  | 3,663 |  |
| Dividend income | 3,677 |  | 2,943 |  | 734 |  | 3,964 |  |
| Equity in earnings of unconsolidated subsidiaries and affiliated companies | 14,878 |  | 11,035 |  | $3,843$ |  | $16,171$ |  |
| Others | 6,834 |  | 6,461 |  | 373 |  | 11,006 |  |
| Total | 28,426 | 1.9 | 23,106 | 2.0 | 5,320 | 23.0 | 34,806 | 2.2 |
| Non-operating expenses: |  |  |  |  |  |  |  |  |
| Interest expense | 13,658 |  | 13,573 |  | 85 |  | 18,275 |  |
| Others | 2,259 |  | 1,181 |  | 1,078 |  | 2,115 |  |
| Total | 15,918 | 1.1 | 14,754 | 1.3 | 1,164 | 7.9 | 20,391 | 1.3 |
| Ordinary income | 232,418 | 16.0 | 128,676 | 11.1 | 103,742 | 80.6 | 182,488 | 11.6 |
| Extraordinary profit: |  |  |  |  |  |  |  |  |
| Gain on sale of fixed assets | 13,316 |  | 8,415 |  | 4,901 |  | 13,771 |  |
| Gain on sale of investment securities | 3,638 |  | 5,747 |  | $(2,109)$ |  | 6,146 |  |
| Others | 6,530 |  | 309 |  | 6,221 |  | 633 |  |
| Total | 23,486 | 1.6 | 14,472 | 1.2 | 9,014 | 62.3 | 20,551 | 1.3 |
| Extraordinary loss: |  |  |  |  |  |  |  |  |
| Loss on sale or disposal of fixed assets | 575 |  | 236 |  | 339 |  | 363 |  |
| Loss on sale of investment securities | 17 |  | 5 |  | 12 |  | 138 |  |
| Valuation loss on investment securities | 9 |  | 12 |  | (3) |  | 210 |  |
| Others | 11,570 |  | 2,573 |  | 8,997 |  | 4,474 |  |
| Total | 12,172 | 0.8 | 2,828 | 0.2 | 9,344 | 330.4 | 5,185 | 0.3 |
| Income before income taxes and minority interests | 243,732 | 16.8 | 140,320 | 12.1 | 103,412 | 73.7 | 197,854 | 12.6 |
| Income taxes - current | 92,988 | 6.4 | 47,740 | 4.1 | 45,248 | 94.8 | 63,041 | 4.0 |
| Income taxes - deferred | - | - | - | - | - | - | 7,468 | 0.5 |
| Minority interests in earnings of consolidated subsidiaries | 5,128 | 0.3 | 5,024 | 0.5 | 104 | 2.1 | 6,403 | 0.4 |
| Net income | 145,614 | 10.1 | 87,554 | 7.5 | 58,060 | 66.3 | 120,940 | 7.7 |

(Presentation of Taxes) As tax expenses for the 3rd quarter ended December 31, 2007, and December 31, 2006, are calculated using the simplified method, the tax adjustment is included in "Income taxes-current" in the income statements above.
(Unaudited translation of 'kessan tanshin', provided for reference only)
(3) Consolidated Statements of Changes in Net Assets

Q3/FY2007 (April 1, 2007 - December 31, 2007)
( $¥$ Million)


|  |  |  |  |  |  |  | (¥Million) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Accumulated g | ains (losses) from v | luation and transla | tion adjustments |  |  |  |
|  | Unrealized holding gains on available for sale securities, net of tax | Unrealized gains on hedging derivatives, net of tax | Foreign currency translation adjustments | Total accumulated gains (losses) from valuation and translation adjustments | Share subscription rights | Minority intersts | Total Net Assets |
| Balance at Mar 31, 2007 | 57,771 | 15,897 | $(2,996)$ | 70,672 | 365 | 69,859 | 620,989 |
| Net income |  |  |  |  |  |  | 145,614 |
| Appropriations <br> New issue of stocks <br> (Exercise of stock options) <br> Dividends paid |  |  |  |  |  |  | $\begin{array}{r} 870 \\ (29,914) \end{array}$ |
| Due to change in consolidated subsidiaries |  |  |  |  |  |  | 218 |
| Due to change in affiliated companies accounted for by the equity method |  |  |  |  |  |  | (13) |
| Repurchases of treasury stocks |  |  |  |  |  |  | $(1,035)$ |
| Disposal of treasury stocks |  |  |  |  |  |  | 535 |
| Net increase / decrease during the term except in Owners' Equity | $(9,551)$ | $(5,707)$ | $(1,397)$ | $(16,656)$ | 601 | (278) | $(16,332)$ |
| Balance at Dec 31, 2007 | 48,219 | 10,190 | $(4,393)$ | 54,016 | 967 | 69,580 | 720,931 |

## (4) Segment Information

Business segment information:

| Q3 / FY2007 | 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 |


| Q3 / FY2006 | Bulk- <br> ships | Containerships | Logistics | Ferry \& Domestic Transport | Associated Businesses | Others | Total | Elimination | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues |  |  |  |  |  |  |  |  |  |
| 1.Revenues from customers, unconsolidated subsidiaries and affiliated companies | 577,713 | 424,281 | 42,342 | 37,038 | 74,729 | 5,639 | 1,161,743 | - | 1,161,743 |
| 2.Inter-segments revenues | 1,563 | 1,844 | 1,154 | 112 | 15,318 | 8,509 | 28,503 | $(28,503)$ | - |
| Total Revenues | 579,276 | 426,125 | 43,496 | 37,150 | 90,047 | 14,149 | 1,190,247 | $(28,503)$ | 1,161,743 |
| Operating expenses | 470,154 | 428,464 | 42,451 | 36,538 | 81,285 | 10,696 | 1,069,591 | $(28,172)$ | 1,041,418 |
| Operating income/ ( loss) | 109,121 | $(2,338)$ | 1,045 | 612 | 8,762 | 3,452 | 120,655 | (330) | 120,325 |
| Ordinary income / (loss) | 114,962 | 619 | 1,557 | 256 | 10,019 | 1,845 | 129,261 | (584) | 128,676 |


| FY2006 | Bulk- <br> ships | Containerships | Logistics | Ferry \& Domestic Transport | Associated Businesses | Others | Total | Elimination | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues |  |  |  |  |  |  |  |  |  |
| 1.Revenues from customers, unconsolidated subsidiaries and affiliated companies | 787,039 | 568,590 | 55,570 | 49,848 | 99,669 | 7,716 | 1,568,435 | - | 1,568,435 |
| 2.Inter-segments revenues | 2,193 | 2,429 | 1,514 | 144 | 20,294 | 11,352 | 37,928 | $(37,928)$ | - |
| Total Revenues | 789,232 | 571,020 | 57,084 | 49,993 | 119,964 | 19,068 | 1,606,363 | $(37,928)$ | 1,568,435 |
| Operating expenses | 635,251 | 573,973 | 55,657 | 49,532 | 108,304 | 13,681 | 1,436,402 | $(36,040)$ | 1,400,361 |
| Operating income / (loss) | 153,981 | $(2,953)$ | 1,426 | 460 | 11,660 | 5,386 | 169,961 | $(1,888)$ | 168,073 |
| Ordinary income / (loss) | 163,580 | 3,150 | 2,256 | 19 | 13,073 | 3,026 | 185,106 | $(2,618)$ | 182,488 |

## 7. Non-Consolidated Financial Statements

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

| $\square$ | As of December 31, 2007 |  | As of March 31, 2007 |  | Increase/(Decrease) | As of December 31, 2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | \% | Amount | \% |  | Amount | \% |
| Assets |  |  |  |  |  |  |  |
| Current assets | 484,462 | 47.6 | 368,228 | 44.0 | 116,234 | 357,560 | 44.2 |
| Fixed assets | 532,396 | 52.4 | 469,184 | 56.0 | 63,212 | 450,808 | 55.8 |
| Tangible fixed assets | 101,122 | 10.0 | 99,316 | 11.9 | 1,806 | 101,508 | 12.6 |
| Intangible fixed assets | 15,417 | 1.5 | 18,646 | 2.2 | $(3,229)$ | 17,658 | 2.2 |
| Investments and other long-term assets | 415,856 | 40.9 | 351,221 | 41.9 | 64,635 | 331,641 | 41.0 |
| Total Assets | 1,016,859 | 100.0 | 837,412 | 100.0 | 179,447 | 808,369 | 100.0 |


(2) Non-Consolidated Statements of Income
( $¥$ Million)

|  | Q3 / FY2007 |  | Q3 / FY2006 |  | Increase/(Decrease) |  | FY2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | \% | Amount | \% | Amount | \% | Amount | \% |
| Shipping and other operating revenues | 1,177,708 | 100.0 | 918,488 | 100.0 | 259,220 | 28.2 | 1,243,985 | 100.0 |
| Shipping and other operating expenses | 978,803 | 83.1 | 816,566 | 88.9 | 162,237 | 19.9 | 1,104,015 | 88.7 |
| Gross operating income | 198,905 | 16.9 | 101,921 | 11.1 | 96,984 | 95.2 | 139,969 | 11.3 |
| Selling, general and administrative expenses | 22,835 | 1.9 | 21,046 | 2.3 | 1,789 | 8.5 | 28,260 | 2.3 |
| Operating income | 176,070 | 15.0 | 80,875 | 8.8 | 95,195 | 117.7 | 111,708 | 9.0 |
| Non-operating income: |  |  |  |  |  |  |  |  |
| Interest and Dividend income | 30,393 |  | 16,387 |  | 14,006 | 85.5 | 20,440 |  |
| Others | 2,776 |  | 2,427 |  | 349 | 14.4 | 6,167 |  |
| Total | 33,169 | 2.8 | 18,814 | 2.0 | 14,355 | 76.3 | 26,608 | 2.2 |
| Non-operating expenses: |  |  |  |  |  |  |  |  |
| Interest expense | 2,855 |  | 3,158 |  | (303) | (9.6) | 4,234 |  |
| Others | 2,374 |  | 2,838 |  | (464) | (16.3) | 5,098 |  |
| Total | 5,230 | 0.5 | 5,997 | 0.6 | (767) | (12.8) | 9,333 | 0.8 |
| Ordinary income | 204,008 | 17.3 | 93,692 | 10.2 | 110,316 | 117.7 | 128,983 | 10.4 |
| Extraordinary profit: |  |  |  |  |  |  |  |  |
| Gain on sale of fixed assets | 20 |  | 20 |  | 0 |  | 29 |  |
| Others | 13,365 |  | 411 |  | 12,954 |  | 1,015 |  |
| Total | 13,386 | 1.2 | 431 | 0.0 | 12,955 | - | 1,045 | 0.0 |
| Extraordinary loss: |  |  |  |  |  |  |  |  |
| Loss on sale of fixed assets | 1,073 |  | 51 |  | 1,022 |  | 51 |  |
| Others | 189 |  | 385 |  | (196) |  | 1,563 |  |
| Total | 1,262 | 0.1 | 437 | 0.0 | 825 | 188.8 | 1,615 | 0.1 |
| Income before income taxes | 216,132 | 18.4 | 93,687 | 10.2 | 122,445 | 130.7 | 128,414 | 10.3 |
| Income taxes - current | 79,808 | 6.8 | 34,331 | 3.7 | 45,477 | 132.5 | 51,105 | 4.1 |
| Income taxes - deferred | - | - | - | - | - | - | $(4,026)$ | (0.3) |
| Net Income | 136,323 | 11.6 | 59,355 | 6.5 | 76,968 | 129.7 | 81,334 | 6.5 |

(Presentation of Taxes) As tax expenses for the 3rd quarter ended December 31, 2007, and December 31, 2006, are calculated using the simplified method, the tax adjustment is included in "Income taxes-current" in the statements of income above
(3) Non-Consolidated Statements of Changes in Net Assets

Q3/FY2007 (April 1, 2007 - December 31, 2007)
( $¥$ Million)

|  | Owners' Equity |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Common stock | Capital surplus | Retained earings |  |  |  |  |  | Tresury stock, at cost | Total owners' equity |
|  |  |  | Legal earnings reserve | Other retained earnings |  |  |  |  |  |  |
|  |  |  |  | Reserve for special depreciation | Reserve for overseas investment loss | Reserve for advanced depreciation | Other reserve | Retained earnings brought forward |  |  |
| Balance at Mar 31, 2007 | 64,915 | 43,886 | 8,527 | 377 | 20 | 514 | 125,630 | 114,150 | $(5,528)$ | 352,494 |
| Net income |  |  |  |  |  |  |  | 136,323 |  | 136,323 |
| Appropriations |  |  |  |  |  |  |  |  |  |  |
| New issue of stocks (Exercise of stock options) Dividends paid | 435 | 435 |  |  |  |  |  | $(29,914)$ |  | $\begin{array}{r} 870 \\ (29,914) \end{array}$ |
| Addition to other reserve |  |  |  |  |  |  | 50,000 | $(50,000)$ |  | - |
| Repurchases of treasury stocks |  |  |  |  |  |  |  |  | $(1,035)$ | $(1,035)$ |
| Disposal of treasury stocks |  | 84 |  |  |  |  |  |  | 459 | 543 |
| Net increase / decrease during the term except in Owners' Equity |  |  |  |  |  |  |  |  |  |  |
| Balance at Dec 31, 2007 | 65,350 | 44,406 | 8,527 | 377 | 20 | 514 | 175,630 | 170,559 | $(6,104)$ | 459,282 |


|  | ( $¥$ Million) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Accumulated gains from valuation and translation adjustments |  |  | Share subscription rights | Total Net Assets |
|  | Unrealized holding gains on available for-sale securities, net of tax | Unrealized gains on hedging derivatives, net of tax | Total accumulated gains from valuation and translation adjustments |  |  |
| Balance at Mar 31, 2007 | 50,368 | 778 | 51,147 | 365 | 404,007 |
| Net income |  |  |  |  | 136,323 |
| Appropriations |  |  |  |  |  |
| New issue of stocks (Exercise of stock options) |  |  |  |  | 870 |
| Dividends paid |  |  |  |  | $(29,914)$ |
| Addition to other reserve |  |  |  |  |  |
| Repurchases of treasury stocks |  |  |  |  | $(1,035)$ |
| Disposal of treasury stocks |  |  |  |  | 543 |
| Net increase / decrease during the term except in Owners' Equity | $(6,835)$ | (336) | $(7,172)$ | 601 | $(6,570)$ |
| Balance at Dec 31, 2007 | 43,532 | 442 | 43,974 | 967 | 504,225 |

## 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

|  | FY2006 | FY2007 |  | FY2008 | FY2009 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Results | MOL <br> ADVANCE <br> Plan | Forecast | MOL <br> ADVANCE <br> Plan | $\begin{gathered} \text { MOL } \\ \text { ADVANCE } \\ \text { Plan } \end{gathered}$ |
| Revenues (*1) | 1,568 | 1,640 | 1,930 | 1,880 | 2,060 |
| Bulkships | 787 | 790 | 1,010 | 810 | 870 |
| Containerships | 568 | 620 | 684 | 820 | 910 |
| Other 4 segments(*2) | 212 | 230 | 236 | 250 | 280 |
| Operating Income | 168 | 182 | 285 | 197 | 212 |
| Ordinary income | 182 | 190 | 300 | 205 | 220 |
| Bulkships | 163 | 161 | 274 | 164 | 168 |
| Containerships | 3 | 10 | 7 | 20 | 30 |
| Other 4 segments (*2) | 18 | 20 | 22 | 22 | 23 |
| Elimination | $\triangle 2$ | $\triangle 1$ | $\triangle 3$ | $\triangle 1$ | $\triangle 1$ |
| Net income | 120 | 124 | 190 | 133 | 143 |
| Ratio of ordinary income to revenue | 11.6\% | 11.6\% | 15.5\% | 10.9\% | 10.7\% |
| Av. Ex. Rate | $¥ 117.40 /$ US\$ | $¥ 110.00 /$ US \$ | $¥ 114.74 /$ US \$ | $¥ 110.00 /$ US\$ | $¥ 110.00 /$ US\$ |
| Av. Bunker price | US\$321/MT | US\$300/MT | US\$407/MT | US\$300/MT | US\$300/MT |

$(* 1)$ Revenues $=$ Revenues from customers, unconsolidated subsidiaries and affiliated companies
(*2)Logistics, ferry \& domestic transport, associated businesses, others
(2) Financial Indices (Guideline)
( $¥$ Billion)

|  | 2007.3 | 2007.12 | "MOL <br> ADVANCE" <br> Guideline for <br> 2010.3 |
| :--- | ---: | ---: | ---: |
| Shareholders' Equity | 550 | 650 | 860 |
| Shareholders' Equity /Total assets | $33.6 \%$ | $33.7 \%$ | $40 \%$ or more |
| Gearing ratio | $103.4 \%$ | $99.9 \%$ | less than $100 \%$ |
| ROA | $7.8 \%$ |  | $7 \%$ or more |

[^0]
## 2. Review of Quarterly Results

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 |  |
| Operating Income | 58,642 | 77,405 | 83,863 |  |  |
| Ordinary income | 64,493 | 79,145 | 88,780 |  |  |
| Income before income taxes |  | 62,339 | 84,903 | 96,490 |  |
| Net income |  | 33,945 | 52,732 | 58,937 |  |
| Net income per share | [ $¥]$ | 28.40 | 44.10 | 49.28 |  |
| Total assets | [¥ Million] | $1,736,856$ | $1,880,686$ | $1,928,963$ |  |
| Total net assets |  | 647,840 | 718,763 | 720,931 |  |
| Shareholders' Equity per share | [ $¥]$ | 481.95 | 540.06 | 543.71 |  |

FY2006

|  |  | 1st Quarter | 2nd Quarter | 3rd Quarter | 4th Quarter |
| :--- | :--- | ---: | ---: | ---: | ---: |
|  | Apr. $\sim$ Jun.,2006 | Jul. $\sim$ Sep.,2006 | Oct. $\sim$ Dec.,2006 | Jan. $\sim$ Mar.,2007 |  |
| Revenues | [ $¥$ Million] | 370,643 | 388,875 | 402,225 | 406,692 |
| Operating Income | 31,734 | 41,225 | 47,366 | 47,748 |  |
| Ordinary income | 35,381 | 43,087 | 50,208 | 53,812 |  |
| Income before income taxes |  | 39,406 | 41,515 | 59,399 | 57,534 |
| Net income |  | 22,642 | 25,092 | 39,820 | 33,386 |
| Net income per share | [ $¥]$ | 18.95 | 20.99 | 33.32 | 27.94 |
| Total assets | [ $¥$ Million] | $1,467,081$ | $1,537,133$ | $1,596,410$ | $1,639,940$ |
| Total net assets |  | 505,854 | 532,226 | 571,720 | 620,989 |
| Shareholders' Equity per share | [ $¥]$ | 365.32 | 387.09 | 420.53 | 460.78 |

## 3. Depreciation and Amortization

|  | Nine months ended <br> December 31, 2006 | Nine months ended <br> December 31,2007 | Increase /Decrease | FY2006 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vessels | 36,753 | 40,188 | 3,435 | 49,327 |
| Others | 13,557 | 14,140 | 583 | 19,254 |
| Total | 50,311 | 54,328 | 4,017 | 68,581 |

## 4. Interest-bearing Debt



## 5. Exchange Rates

| - | Nine months ended December 31, 2006 | Nine months ended December 31, 2007 | Change |  |  | FY2006 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average rates | $¥ 116.59$ | $¥ 117.64$ | $¥ 1.05$ | (0.9\%) | $¥$ weaken | $¥ 117.40$ |
| Term-end rates | $¥ 119.11$ | $¥ 114.15$ | $¥ 4.96$ | (4.2\%) | $¥$ appreciated | $¥ 118.05$ |

(Remark) "Average rates" are average of monthly corporate rates in each term, while "term-end
Overseas subsidiaries

|  | TTM on the end of <br> September, 2006 | TTM on the end of <br> September, 2007 |  | Change |  | TTM on the end of <br> December, 2006 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Term-end rates | $¥ 117.90$ | $¥ 115.43$ | $¥ 2.47$ | $(2.1 \%)$ | $¥$ appreciated | $¥ 119.11$ |

## 6. Bunker Prices

|  | Nine months ended <br> December 31, 2006 | Nine months ended <br> December 31, 2007 | Increase/Decrease | FY2006 |
| :--- | :---: | :---: | :---: | :---: |
| Consumption Prices | US\$328/MT | US\$383/MT | US\$55/MT | US\$321/MT |

## 7. Outlook for FY2007

( $¥$ Billion)

| Segments | Revenues | Operating Income | Ordinary Income |
| :--- | ---: | ---: | ---: |
| Bulkships | 1,010 | 263 | 274 |
| Containerships | 684 | 2 | 7 |
| Logistics | 62 | 1 | 2 |
| Ferry /Domestic Transport | 53 | 1 | 0 |
| Associated Businesses | 109 | 12 | 13 |
| Others | 11 | 5 | 6 |
| Elimination | - | 0 | $\triangle 3$ |
| Total | 1,930 | 285 | 300 |


| <Assumption> | $\begin{aligned} & \text { Apr. } \sim \text { Jun., } 2007 \\ & \text { (Actual) } \end{aligned}$ | $\begin{gathered} \text { Jul. } \\ \underset{\text { (Actual) }}{\sim \text { Sep., } 2007} \end{gathered}$ | $\begin{aligned} & \text { Oct. } \sim \text { Dec., } 2007 \\ & \text { (Actual) } \end{aligned}$ | $\begin{gathered} \text { Jan. } \underset{\text { (Forecast) }}{\sim} \text { Mar., } 2008 \\ \hline \end{gathered}$ | FY2007 (Average) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| exchange rates | $¥ 119.32 / \mathrm{US}$ \$ | $¥ 120.17 / \mathrm{US} \$$ | $¥ 113.44 / \mathrm{US}$ \$ | $¥ 106.00 / \mathrm{US}$ \$ | $¥ 114.74 / \mathrm{US}$ \$ |
| bunker prices | US\$331/MT | US\$377/MT | US\$442/MT | US\$475/MT | US\$407/MT |

8. Containerships' Capacity, Lifting and Utilization

|  |  |  | Capacity(1000TEU) | Lifting(1000TEU) | Utilization |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Asia <br> -North America <br> Trade | Outbound | $\begin{array}{\|c} \hline \text { FY2007 3Q } \\ \text { (9 months) } \\ \hline \end{array}$ | 464 | 436 | 94\% |
|  |  | $\begin{array}{\|c\|} \hline \text { FY2006 3Q } \\ \text { (9 months) } \end{array}$ | 418 | 379 | 91\% |
|  | Inbound | $\begin{array}{\|c} \hline \text { FY2007 3Q } \\ \text { (9 months) } \\ \hline \end{array}$ | 452 | 252 | 56\% |
|  |  | $\begin{aligned} & \hline \text { FY2006 3Q } \\ & \text { (9 months) } \end{aligned}$ | 415 | 206 | 50\% |
| Asia-Europe Trade | Outbound | $\begin{array}{\|c} \hline \text { FY2007 3Q } \\ \text { (9 months) } \\ \hline \end{array}$ | 338 | 329 | 97\% |
|  |  | $\begin{aligned} & \hline \text { FY2006 3Q } \\ & \text { (9 months) } \end{aligned}$ | 317 | 306 | 97\% |
|  | Inbound | $\begin{array}{\|c} \hline \text { FY2007 3Q } \\ \text { (9 months) } \\ \hline \end{array}$ | 316 | 192 | 61\% |
|  |  | $\begin{aligned} & \text { FY2006 3Q } \\ & (9 \text { months) } \end{aligned}$ | 303 | 169 | 56\% |
| Total: All Trades |  | $\begin{aligned} & \hline \text { FY2007 3Q } \\ & \text { (9 months) } \end{aligned}$ | 3,196 | 2, 440 | 76\% |
|  |  | $\begin{array}{\|l\|} \hline \text { FY2006 3Q } \\ \text { (9 months) } \end{array}$ | 2, 871 | 2,132 | 74\% |

## 9. Market Information

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

US\$/TEU

(2) Dry Bulk Market (Baltic Dry Index)


|  | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Maximum | 1,471 | 1,156 | 1,343 | 1,734 | 1,566 | 1,666 | 4,609 | 5,519 | 4,678 | 4,336 | 10,543 |
| Minimum | 1,237 | 799 | 803 | 1,371 | 855 | 931 | 1,674 | 2,902 | 2,220 | 2,262 | 4,398 |

(3) VLCC Market


AG/Asia VLCC spot rate

|  | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Maximum | 94 | 80 | 62 | 168 | 108 | 112 | 149 | 317 | 190 | 120 | 218 |
| Minimum | 52 | 47 | 36 | 55 | 35 | 29 | 49 | 89 | 57 | 57 | 54 |

[^1](Jan. $\sim$ Dec.)


[^0]:    Shareholders' Equity = Total Net Assets - (Share subscription rights + Minority interests)
    Gearing ratio $=$ Interest-bearing debt $\div$ Shareholders' Equity
    ROA $=$ Net income $\div$ Total Assets

[^1]:    **1997-2002 data on the graph are half-yearly averages.

