



**Business Performance**  
**in**  
**FY2017 – 3<sup>rd</sup> Quarter**

**Mitsui O.S.K. Lines, Ltd.**

*January 31, 2018*

## **Contents**

FY2017 3 <sup>rd</sup> Quarter Results [Consolidated]	2
Outline of FY2017 3 <sup>rd</sup> Quarter Results [Consolidated]	4
FY2017 Full-year Forecast [Consolidated]	6
Key Points of FY2017 Full-year Forecast [Consolidated]	8
[Supplement #1-9]	10

Note 1: Fiscal Year = from April 1 to March 31

Q1 = April to June

Q2 = July to September

Q3 = October to December

Q4 = January to March

Note 2: Amounts are rounded down to the nearest 100 million yen.

Note 3: Net income/loss = Profit/loss attributable to owners of parent

# FY2017 3<sup>rd</sup> Quarter Results [Consolidated]

(¥ billion)	FY2017 Result				FY2016 Result				YoY	
	Q1	Q2	Q3	Apr.-Dec.	Q1	Q2	Q3	Apr.-Dec.		
Revenue	403.2	415.6	420.7	1,239.6	360.0	353.4	367.8	1,081.4	+158.2	+15%
Operating profit/loss	1.1	9.9	13.2	24.3	-3.5	1.5	0.0	-2.0	+26.4	—
Ordinary profit/loss	5.8	11.4	17.2	34.5	0.7	4.7	8.3	13.8	+20.7	+150%
Net income/loss	5.2	7.8	16.1	29.2	1.4	14.6	2.9	19.0	+10.2	+54%
Average exchange rate	¥110.79/\$	¥110.86/\$	¥113.00/\$	¥111.36/\$	¥110.31/\$	¥103.64/\$	¥105.20/\$	¥106.38/\$	+¥4.98/\$	+5%
Average bunker price*	\$319/MT	\$325/MT	\$376/MT	\$341/MT	\$226/MT	\$257/MT	\$305/MT	\$265/MT	+\$76/MT	+29%

\*Purchase Prices

## 【Ordinary profit/loss】YoY Comparison (Major factors)

(¥ billion)

Fluctuation of Foreign Exchange	+1.5	YoY	¥4.98/\$	¥ Weaker
Fluctuation of Bunker Price	-9.7	YoY	\$76/MT	Higher
Fluctuation of Cargo Volume/Freight Rates, Others.	+28.8			
(Balance)	+20.7			

## [By segment]

	Upper		Revenue		Lower		Ordinary profit/loss			
	FY2017 Result				FY2016 Result				YoY	
(¥ billion)	Q1	Q2	Q3	Apr.-Dec.	Q1	Q2	Q3	Apr.-Dec.		
<b>Dry Bulk Business</b> (excluding; Steaming Coal Carriers)	<b>69.3</b>	<b>64.2</b>	<b>66.7</b>	<b>200.2</b>	63.0	62.0	68.2	193.3	+6.9	+4%
	<b>4.8</b>	<b>3.1</b>	<b>3.2</b>	<b>11.2</b>	1.5	3.8	3.9	9.3	+1.8	+20%
<b>Energy Transport Business</b> (Tankers, Steaming Coal Carriers, LNG Carriers, Offshore business)	<b>64.5</b>	<b>63.5</b>	<b>67.8</b>	<b>195.9</b>	62.5	59.9	58.4	180.9	+14.9	+8%
	<b>3.4</b>	<b>1.5</b>	<b>4.3</b>	<b>9.3</b>	7.0	8.2	2.6	17.9	-8.5	-48%
<b>Product Transport Business</b> (PCC, Containerships, Ferries & Coastal RoRo Ships)	<b>242.3</b>	<b>261.2</b>	<b>259.2</b>	<b>762.9</b>	207.7	204.9	215.9	628.6	+134.2	+21%
	<b>-4.9</b>	<b>5.2</b>	<b>4.6</b>	<b>4.8</b>	-10.8	-8.5	-4.4	-23.8	+28.7	—
Containerships only	<b>179.7</b>	<b>193.5</b>	<b>192.7</b>	<b>566.0</b>	146.7	144.9	154.5	446.2	+119.8	+27%
	<b>-6.2</b>	<b>2.1</b>	<b>3.7</b>	<b>-0.3</b>	-11.6	-9.7	-4.7	-26.1	+25.7	—
<b>Associated businesses</b> (Real estate, Cruise ship, Tug boats, Trading, etc.)	<b>22.8</b>	<b>22.3</b>	<b>22.5</b>	<b>67.7</b>	22.4	22.7	21.4	66.6	+1.1	+2%
	<b>3.7</b>	<b>2.9</b>	<b>3.5</b>	<b>10.2</b>	3.1	2.6	3.4	9.1	+1.1	+12%
<b>Others</b>	<b>4.1</b>	<b>4.2</b>	<b>4.4</b>	<b>12.7</b>	4.3	3.6	3.8	11.8	+0.9	+8%
	<b>1.1</b>	<b>0.0</b>	<b>1.0</b>	<b>2.3</b>	0.7	0.0	1.2	1.9	+0.3	+20%
<b>Adjustment</b>	—	—	—	—	—	—	—	—	—	—
	<b>-2.4</b>	<b>-1.4</b>	<b>0.2</b>	<b>-3.5</b>	-0.8	-1.4	1.4	-0.7	-2.8	—
<b>Consolidated</b>	<b>403.2</b>	<b>415.6</b>	<b>420.7</b>	<b>1,239.6</b>	360.0	353.4	367.8	1,081.4	+158.2	+15%
	<b>5.8</b>	<b>11.4</b>	<b>17.2</b>	<b>34.5</b>	0.7	4.7	8.3	13.8	+20.7	+150%

Note 1: Revenues from customers, unconsolidated subsidiaries and affiliated companies.

Note 2: The figures for FY2016 are reclassified in line with the new disclosure segment, with adjustment of inter-segment transactions.

# Outline of FY2017 3<sup>rd</sup> Quarter Results (I) [Consolidated]

## [Overall]

- ◆ Ordinary profits for the first nine months showed a significant increase in a year-on-year comparison.
  - ← An improved margin in the containership business (+¥25.7 billion) largely exceeds negative factors, such as a significant fall in the tanker market and rise in bunker prices.

## [By segment] [Ordinary profits for FY2017 Q1-3 (9 months) (year-on-year comparison)]

### Dry Bulk Business [¥11.2 billion (+¥1.8 billion)]

#### ■ Dry bulkers

- ▶ Vessels on spot contracts: Markets for mid- and small-size bulkers, which moved upward due to firm trade of grain loaded on the East Coast of South America in late July, remained firm thereafter. The markets turned upward again due in part to an increase in demand for coal during the winter season, though they showed a temporary decline around the time of the National Congress of the Communist Party of China. The Capesize bulker market had only a limited downturn ahead of the Anniversary of the Founding of China, and then, against a backdrop of strong chartering activities by major shippers in Australia and Brazil, the market rose sharply, reaching a high level for the first time in four years in December.
  - ▶ Vessels on mid- and long-term contracts: Continued to secure stable profits for the transport of iron ore, steaming coal, woodchips, and other cargoes.
- ⇒ Ordinary profits increased in a year-on-year comparison. An upturn in margin from the previous internal outlook was limited due to the scale down of market exposure.

### Energy Transport Business [¥9.3 billion (-¥8.5 billion)]

#### ■ Tankers

- ▶ Crude oil tankers: Ordinary profits ended the same as the previous internal outlook due to a higher proportion of mid- and long-term contracts even though the market remained at a low level even during the winter demand season.
  - ▶ Product tankers: The market was weak overall, though it recovered temporarily due to the high-demand season.
  - ▶ Other: The LPG carrier market was sluggish due to a continuing unfavorable supply and demand balance. Methanol carriers and shuttle tankers continued to post stable profits.
- ⇒ A significant decrease in ordinary profits in a year-on-year comparison. The scaling down of the product tanker fleet is in progress as planned.

# Outline of FY2017 3<sup>rd</sup> Quarter Results (II) [Consolidated]

## ■ LNG carriers/Offshore businesses

Continued to post stable income due to mid- and long-term contracts.

## Product Transport Business [¥4.8 billion (+¥28.7 billion)]

### ■ Containerships

- ◆ Freight rates: Ended at almost the same level as the previous internal outlook (October 31). Efforts to raise rates faced continued difficulty, as demand for cargo trade stalled after October, but turned up to some degree, in step with the recovery of cargo trade since the second half of December.
  - ◆ Cargo volume: Asia-North America trade continued to show strength. Asia-Europe trade showed a slowdown in early fall, but moved upward again in December. Westbound trade from Europe also remained solid.
- ⇒ Continued to maintain profitability in Q3 (three months) following Q2 (three months). Improved significantly with a ¥25.7 billion increase in a year-on-year comparison.

### ■ Car carriers

Trades for South America, and East and South Africa hit bottom, but those serving the Middle East and West Africa remained stagnant. Measures are underway to accommodate the change in trade patterns by reducing the number of vessels. Showed a slight improvement in a year-on-year comparison.

# FY2017 Full-year Forecast [Consolidated]

\*as of Oct. 31,2017

(¥ billion)	FY2017							FY2016	Yo Y
	1st Half Result	2nd Half		Full-year Forecast	Previous Forecast*	Variance	Full-year Result		
		Q3 Result	Q4 Forecast					Forecast	
Revenue	818.9	420.7	390.3	811.0	1,630.0	1,615.0	+15.0	1,504.3	+125.6
Operating profit/loss	11.1	13.2	0.6	13.8	25.0	20.0	+5.0	2.5	+22.4
Ordinary profit/loss	17.3	17.2	-9.5	7.6	25.0	25.0	0.0	25.4	-0.4
Net income/loss	13.1	16.1	-19.2	-3.1	10.0	12.0	-2.0	5.2	+4.7
Average exchange rate	¥110.82/\$	¥113.00/\$	¥110.00/\$	¥111.50/\$	¥111.02/\$	¥110.41/\$	+¥0.61/\$	¥108.57/\$	+¥2.45/\$
Average bunker price*	\$322/MT	\$376/MT	\$380/MT	\$378/MT	\$351/MT	\$336/MT	+\$15/MT	\$284/MT	+\$67/MT

\*Purchase Prices

(cf) FY2016 Result	1st Half	2nd Half		Full-year	
		Q3	Q4		
Revenue	713.5	367.8	422.9	790.8	1,504.3
Operating profit/loss	-2.0	0.0	4.6	4.5	2.5
Ordinary profit/loss	5.4	8.3	11.6	19.9	25.4
Net income/loss	16.0	2.9	-13.7	-10.8	5.2
Average exchange rate	¥106.98/\$	¥105.20/\$	¥115.11/\$	¥110.16/\$	¥108.57/\$
Average bunker price*	\$241/MT	\$305/MT	\$339/MT	\$321/MT	\$284/MT

(cf)Sensitivity against Ordinary Profit	
FY2017	
FX Rate:	±¥ 0.08 bn/¥1/\$ (for 2 months)
Bunker Price:	±¥ 0.03 bn/\$1/MT (for 3 months)

# [By segment]

	Upper		Revenue						
	Lower		Ordinary profit/loss						
(¥ billion)	FY2017							FY2016	Y o Y
	1st Half Result	2nd Half		Full-year Forecast	Previous Forecast*	Variance	Full-year Result		
		Q3 Result	Q4 Forecast					Forecast	
<b>Dry Bulk Business</b> (excluding; Steaming Coal Carriers)	133.5	66.7	59.7	126.4	260.0	260.0	0	267.8	-7.8
	7.9	3.2	2.7	6.0	14.0	13.5	+0.5	11.9	+2.0
<b>Energy Transport Business</b> (Tankers, Steaming Coal Carriers, LNG Carriers, Offshore business)	128.1	67.8	64.0	131.8	260.0	255.0	+5.0	257.8	+2.1
	4.9	4.3	1.6	6.0	11.0	10.5	+0.5	26.4	-15.4
<b>Product Transport Business</b> (PCC, Containerships, Ferries & Coastal RoRo Ships)	503.6	259.2	242.0	501.3	1,005.0	995.0	+10.0	871.3	+133.6
	0.2	4.6	-13.3	-8.7	-8.5	-7.5	-1.0	-28.0	+19.5
Containerships only	373.2	192.7	183.9	376.7	750.0	745.0	+5.0	620.7	+129.2
	-4.1	3.7	-13.1	-9.3	-13.5	-14.5	+1.0	-32.8	+19.3
<b>Associated businesses</b> (Real estate, Cruise ship, Tug boats, Trading, etc.)	45.2	22.5	22.2	44.7	90.0	90.0	0	90.0	0
	6.7	3.5	2.2	5.7	12.5	12.5	0	12.3	+0.1
<b>Others</b>	8.3	4.4	2.2	6.6	15.0	15.0	0	17.2	-2.2
	1.2	1.0	-0.3	0.7	2.0	2.0	0	2.0	0
<b>Adjustment</b>	-	-	-	-	-	-	-	-	-
	-3.8	0.2	-2.4	-2.1	-6.0	-6.0	0	0.5	-6.5
<b>Consolidated</b>	818.9	420.7	390.3	811.0	1,630.0	1,615.0	+15.0	1,504.3	+125.6
	17.3	17.2	-9.5	7.6	25.0	25.0	0	25.4	-0.4

\*as of Oct. 31, 2017

Note 1: Revenues from customers, unconsolidated subsidiaries and affiliated companies.

(cf)FY2016 Result	1st Half	2nd Half		Full-year	
		Q3	Q4		
<b>Dry Bulk Business</b> (excluding; Steaming Coal Carriers)	125.0	68.2	74.5	142.7	267.8
	5.4	3.9	2.5	6.5	11.9
<b>Energy Transport Business</b> (Tankers, Steaming Coal Carriers, LNG Carriers, Offshore business)	122.5	58.4	76.8	135.3	257.8
	15.3	2.6	8.5	11.1	26.4
<b>Product Transport Business</b> (PCC, Containerships, Ferries & Coastal RoRo Ships)	412.6	215.9	242.7	458.6	871.3
	-19.4	-4.4	-4.1	-8.5	-28.0
Containerships	291.6	154.5	174.4	329.0	620.7
	-21.3	-4.7	-6.7	-11.4	-32.8
<b>Associated businesses</b> (Real estate, Cruise ship, Tug boats, Trading, etc.)	45.2	21.4	23.3	44.7	90.0
	5.7	3.4	3.1	6.6	12.3
<b>Others</b>	8.0	3.8	5.4	9.2	17.2
	0.7	1.2	0.1	1.3	2.0
<b>Adjustment</b>	-	-	-	-	-
	-2.2	1.4	1.3	2.8	0.5
<b>Consolidated</b>	713.5	367.8	422.9	790.8	1,504.3
	5.4	8.3	11.6	19.9	25.4

Note 1: Revenues from customers, unconsolidated subsidiaries and affiliated companies.

Note 2: The figures for FY2016 are reclassified in line with the new disclosure segment, with adjustment of inter-segment transactions.



# Key Points of FY2017 Forecasts (I) [Consolidated]

## [Overall]

- ◆ Forecast of ordinary profits remains unchanged from the previous outlook (as of October 31)  
 ← The business climate varied only slightly from the previous assumption.
- ◆ Costs for the integration of the containership business, which are projected to be recorded in Q4, have already been included (as equity in earnings of affiliates, extraordinary profits/losses).

	Previous (October 31, 2017)		Revised (January 31, 2018)
	H1 (results)/H2/Full-year ordinary profits		H1 (results)/H2/Full-year ordinary profits
Dry Bulk Business	¥ 7.9/5.5/13.5 billion	⇒	¥ 7.9/6.0/14.0 billion
Energy Transport Business	¥ 4.9/5.5/10.5 billion	⇒	¥ 4.9/6.0/11.0 billion
Product Transport Business	¥ 0.2/-7.7/-7.5 billion	⇒	¥ 0.2/-8.7/-8.5 billion
Total*	¥17.3/7.6/25.0 billion	⇒	¥17.3/7.6/25.0 billion

\* Total including other segments and adjustments

[By segment] [FY2017 forecast for ordinary profits (increase/decrease from the announcement on October 31, 2017)]

### Dry Bulk Business [¥14.0 billion (+¥0.5 billion)]

Anticipate that the market will weaken slightly due to seasonal factors, but overall the margin of decline will be limited due to an environment of firm demand and supply.

⇒ The full-year forecast shows a slight upturn from the previous outlook. Generating stable profits regardless of market trends.

### Energy Transport Business [¥11.0 billion (+¥0.5 billion)]

Crude oil tankers: Assume that future upward mobility will be moderate as the number of contracts concluded during the winter peak season did not increase as much as expected.

Product tankers: Assume that future upward mobility will be limited though winter demand for kerosene, etc., is expected to improve.

⇒ A significant decrease in ordinary profits. Secure a certain level of profit due to contribution from mid- and long-term contracts.

# Key Points of FY2017 Forecasts (II) [Consolidated]

## ■ LNG Carriers/Offshore Business

Expect to continually record stable profits.

## Product Transport Business [-¥8.5 billion (-¥1.0 billion)]

### ■ Containerships

- ◆ Freight rates: Expect the demand and supply balance to tighten and a certain rise in spot freight rates due to the rush of demand before Chinese New Year in February, but anticipate a certain level of decline during the slow season afterwards.
  - ◆ Cargo volume: Anticipate firm cargo trade from Asia to both North America and Europe, but cargo trade movement after Chinese New Year will have to be watched carefully.
  - ◆ Other: Temporary costs related to the integration will occur mainly in Q4 (already reflected).
- ⇒ A large improvement from the previous year. However, expect for deficits in Q4 (three months) due to factors including integration-related costs.

### ■ Car carriers

Anticipate that trade from Japan for North America will show a slight slowdown in Q4. In the trades serving resource-producing countries, those for the Middle East and West Africa will remain weak. Continue efforts with the goal of increasing profitability by boosting operational efficiency.

⇒ Anticipate a certain level of profit albeit a low level.

## [Dividend]

The dividend payment plan is unchanged from the previous announcement: pay an interim dividend of ¥1.0 per share (based on the number of shares before consolidation of shares). and year-end dividend of ¥10 per share (based on the number of shares after consolidation of shares).

# Dry Bulker Market (Spot Charter Rate)

[Supplement #1]

## 1. FY2016 (Result)

(US\$/day)

Size	FY2016						Full-year
	1st Half			2nd Half			
Market for vessels operated by MOL	Apr-Sep, 2016			Oct, 2016 - Mar, 2017			Average
	Apr-Jun	Jul-Sep		Oct-Dec	Jan-Mar		
Capesize	6,700	8,100	7,400	12,200	11,200	11,700	9,500
Panamax	4,900	5,700	5,300	8,600	8,300	8,500	6,900
Handymax				8,300	8,200	8,200	8,200
Small handy				6,900	6,600	6,800	6,800
Market for vessels operated by overseas subsidiaries of MOL	Jan-Jun, 2016			Jul-Dec, 2016			Average
	Jan-Mar	Apr-Jun		Jul-Sep	Oct-Dec		
Capesize	2,700	6,700	4,700	8,100	12,200	10,100	7,400
Market for vessels operated by overseas subsidiaries of MOL	Jan-Jun, 2016			Jul-Dec, 2016			Average
	Jan-Mar	Apr-Jun		Jul-Sep	Oct-Dec		
Panamax	3,100	4,900	4,000	5,700			4,600
Handymax	3,800	5,800	4,800	7,100			5,600
Small handy	3,400	4,800	4,100	5,800			4,700

## 2. FY2017 (Result/Forecast)

(US\$/day)

Size	FY2017						Full-year
	1st Half			2nd Half			
Market for vessels operated by MOL	Apr-Sep, 2017			Oct, 2017 - Mar, 2018			Average
	Apr-Jun	Jul-Sep		Oct-Dec	Jan-Mar		
Capesize	12,000	14,700	13,300	23,000	12,000	17,500	15,400
Panamax	8,800	10,100	9,500	11,900	8,000	10,000	9,700
Handymax	8,800	9,500	9,200	11,000	9,500	10,300	9,700
Small handy	7,300	7,400	7,300	9,400	7,500	8,400	7,900
Market for vessels operated by overseas subsidiaries of MOL	Jan-Jun, 2017			Jul-Dec, 2017			Average
	Jan-Mar	Apr-Jun		Jul-Sep	Oct-Dec		
Capesize	11,200	12,000	11,600	14,700	23,000	18,800	15,200

Notes:

- 1) The general market results are shown in black.
- 2) The forecasts are shown in blue. These are referential charter rates for estimating P/L of free vessels that operates on spot contracts (contract period of less than two years). In case rates have already been agreed, however, such agreed rates are reflected on P/L estimation of the relevant voyages.
- 3) Market for vessels operated by our overseas subsidiaries is shown on Calendar year basis (Jan-Dec), because their fiscal year ends in Dec. and thus their P/L are consolidated three months later.
- 4) Market for Capesize=5TC Average(changed on and after FY2014 financial announcement), Panamax= 4TC Average, Handymax= 5TC Average, Small handy= 6TC Average.

## 1 . FY2016 (Result)

(US\$/day)

Vessel Type	Trade	FY2016						Full-year
		H1			H2			
Market for vessels operated by MOL		Apr-Sep, 2016			Oct, 2016 - Mar, 2017			Average
		Apr-Jun	Jul-Sep		Oct-Dec	Jan-Mar		
Crude Oil Tanker (VLCC)	Arabian Gulf - Far East (ref : WS)	<b>41,000</b> (65)	<b>17,100</b> (41)	<b>29,000</b> (53)	<b>45,900</b> (75)	<b>27,100</b> (58)	<b>36,500</b> (66)	<b>32,800</b> (60)
Product Tanker (MR)	Main 5 Trades	<b>12,600</b>	<b>9,600</b>	<b>11,100</b>	<b>9,500</b>	<b>11,100</b>	<b>10,300</b>	<b>10,700</b>
Market for vessels operated by overseas subsidiaries of MOL		Jan-Jun, 2016			Jul-Dec, 2016			Average
		Jan-Mar	Apr-Jun		Jul-Sep	Oct-Dec		
LPG Tanker (VLGC)	Arabian Gulf - Japa	<b>45,600</b>	<b>20,200</b>	<b>32,900</b>	<b>11,600</b>	<b>14,100</b>	<b>12,800</b>	<b>22,900</b>

(Source)Product Tanker and LPG Tanker: Clarkson Research Services Limited

## 2 . FY2017 (Result/Forecast)

(US\$/day)

Vessel Type	Trade	FY2017						Full-year
		H1			H2			
Market for vessels operated by MOL		Apr-Sep, 2017			Oct, 2017 - Mar, 2018			Average
		Apr-Jun	Jul-Sep		Oct-Dec	Jan-Mar		
Crude Oil Tanker (VLCC)	Arabian Gulf - Far East (ref : WS)	<b>20,500</b> (47)	<b>9,700</b> (39)	<b>15,100</b> (43)	<b>19,700</b> (53)	<b>(59)</b>	<b>(56)</b>	<b>(50)</b>
Product Tanker (MR)	Main 5 Trades	<b>9,100</b>	<b>10,300</b>	<b>9,700</b>	<b>11,300</b>			
Market for vessels operated by overseas subsidiaries of MOL		Jan-Jun, 2017			Jul-Dec, 2017			Average
		Jan-Mar	Apr-Jun		Jul-Sep	Oct-Dec		
LPG Tanker (VLGC)	Arabian Gulf - Japa	<b>17,400</b>	<b>17,500</b>	<b>17,400</b>	<b>9,100</b>	<b>16,000</b>	<b>12,500</b>	<b>15,000</b>

(Source)Product Tanker and LPG Tanker: Clarkson Research Services Limited

Note 1: The general market results are shown in black.

Note 2: The forecasts are shown in blue. These are referential WS for estimating P/L of free vessels that operates on spot contracts (contract period of less than two years). In case rates have already been agreed, however, such agreed rates are reflected on P/L estimation of the relevant voyages.

Note 3: WS of VLCC for 2016 and 2017 have been translated by the Flat Rate of 2018.

Note 4: VLCC Market is for Arabian Gulf - Japan trade before Dec, 2017 and for Arabian Gulf - China trade after Jan,2018.

Note 5: Product Tanker market is simple average of main 5 trades: Europe - US, US - Europe, Singapore - Australia, South Korea - Singapore, and India - Japan.

## 1. FY2016 (Result)

(1,000 units)

(Completed-voyage basis / including voyage charter)	FY2016						
	1st Half			2nd Half			Total
	Q1	Q2		Q3	Q4		
<b>Total</b>	970	1,038	2,007	1,006	1,064	2,070	4,077

## 2. FY2017 (Result/Forecast)

(1,000 units)

(Completed-voyage basis / including voyage charter)	FY2017						
	1st Half			2nd Half			Total
	Q1	Q2		Q3	Q4		
<b>Total</b>	1,034	1,137	2,172	1,095	1,069	2,164	4,336

\*The forecasts are shown in blue.

# Containership Major Trades Utilization/Freight Rate

[Supplement #4]

## 1. Utilization

(1,000TEU)

Transpacific		FY2016					FY2017				
		Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Outbound (E/B)	Capacity	214	235	233	229	910	249	254	253		
	Lifting	186	206	214	210	816	233	246	234		
	Utilization	87%	88%	92%	92%	90%	94%	97%	93%		
Inbound (W/B)	Capacity	200	235	235	226	895	239	252	263		
	Lifting	119	117	132	141	509	149	125	140		
	Utilization	60%	50%	56%	62%	57%	62%	50%	53%		

Asia-Europe		FY2016					FY2017				
		Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Outbound (W/B)	Capacity	113	115	104	125	457	180	181	186		
	Lifting	106	103	101	124	434	176	173	169		
	Utilization	93%	90%	98%	100%	95%	98%	96%	91%		
Inbound (E/B)	Capacity	107	110	107	108	432	147	182	181		
	Lifting	80	77	86	85	328	104	118	120		
	Utilization	75%	69%	81%	78%	76%	70%	65%	66%		

All Trades		FY2016					FY2017				
		Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Capacity		1,361	1,435	1,404	1,394	5,594	1,511	1,590	1,599		
Lifting		1,031	1,047	1,093	1,118	4,289	1,227	1,242	1,245		
Utilization		76%	73%	78%	80%	77%	81%	78%	78%		

## 2. Average Freight Rates (Index: Q1-FY2008=100)

All Trades		FY2016					FY2017				
		Q1	Q2	Q3	Q4	Full-year	Q1	Q2	Q3	Q4	Full-year
Freight rate index		60	61	59	61	60	62	64	60		

(Ref.) Bunker price/(MT)      \$226      \$257      \$305      \$339      \$284      \$319      \$325      \$376      \$380      \$351

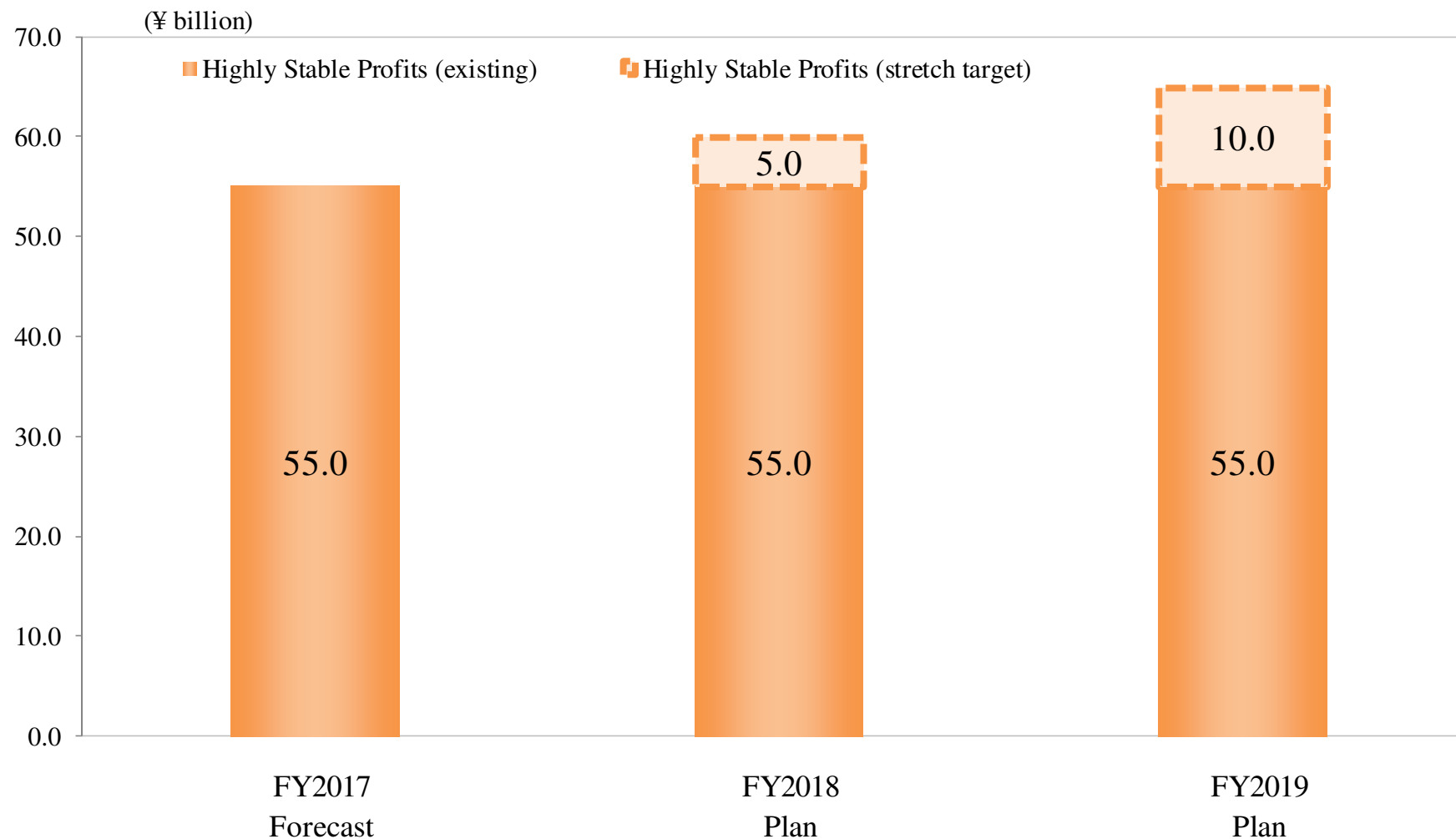
# Fleet Composition(incl. Offshore business)

[Supplement #5]

		31-Mar, 2017	30-Sep, 2017	31-Dec, 2017		31-Mar, 2018 (Forecast)	
				1,000dwt			
<b>Dry Bulk Business</b>	Capesize	90	88	90	17,591		
	Small and medium-sized bulkers	Panamax	24	25	29	2,365	
		Handymax	57	52	51	2,800	
		Small Handy	31	34	30	1,075	
		(Sub total)	112	111	110	6,240	
	Wood chip carriers	39	39	39	2,159		
	Short sea ships	55	50	53	964		
<b>(Sub total)</b>	<b>296</b>	<b>288</b>	<b>292</b>	<b>26,954</b>			
	<b>(Market Exposure)</b>	<b>(79)</b>	<b>(65)</b>	<b>-</b>	<b>-</b>	<b>281</b> <b>(69)</b>	
<b>Energy Transport Business</b>	Tankers	Crude oil tankers	40	39	40	10,694	
		Product tankers	43	39	40	2,359	
		Chemical tankers (incl. Methanol tankers)	78	80	81	2,514	
		LPG tankers	8	8	8	447	
		(Sub total)	169	166	169	16,015	
	Steaming coal carriers	41	43	40	3,696		
	<b>(Sub total)</b>	<b>210</b>	<b>209</b>	<b>209</b>	<b>19,711</b>		
		<b>(Market Exposure)</b>	<b>(106)</b>	<b>(99)</b>	<b>-</b>	<b>-</b>	<b>211</b> <b>(99)</b>
	LNG carriers (incl. Ethane carriers)	80	83	82	6,462		
	Offshore	FPSO	4	5	5	-	
FSRU		0	0	1	152		
Subsea support vessels		1	1	1	5		
Coastal ships (excl. Coastal RoRo ships)	29	30	30	96			
<b>Product Transport Business</b>	<b>Car carriers</b>	<b>120</b>	<b>117</b>	<b>117</b>	<b>1,968</b>	<b>117</b>	
	<b>Containerships</b>	<b>91</b>	<b>88</b>	<b>91</b>	<b>7,462</b>	<b>86</b>	
	<b>Ferry &amp; Coastal RoRo ships</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>79</b>	<b>14</b>	
<b>Cruise ships</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>5</b>	<b>1</b>		
<b>Others</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>13</b>	<b>2</b>		
<b>Total</b>		<b>847</b>	<b>838</b>	<b>845</b>	<b>62,906</b>	<b>834</b>	

Note 1: Including spot-chartered ships and those owned by joint ventures

Note 2: "Market Exposure"=Vessels operating under contracts less than two years, which are owned or mid-and long-term chartered vessels.



Exchange Rate ¥110.00/\$  
(Assumption)

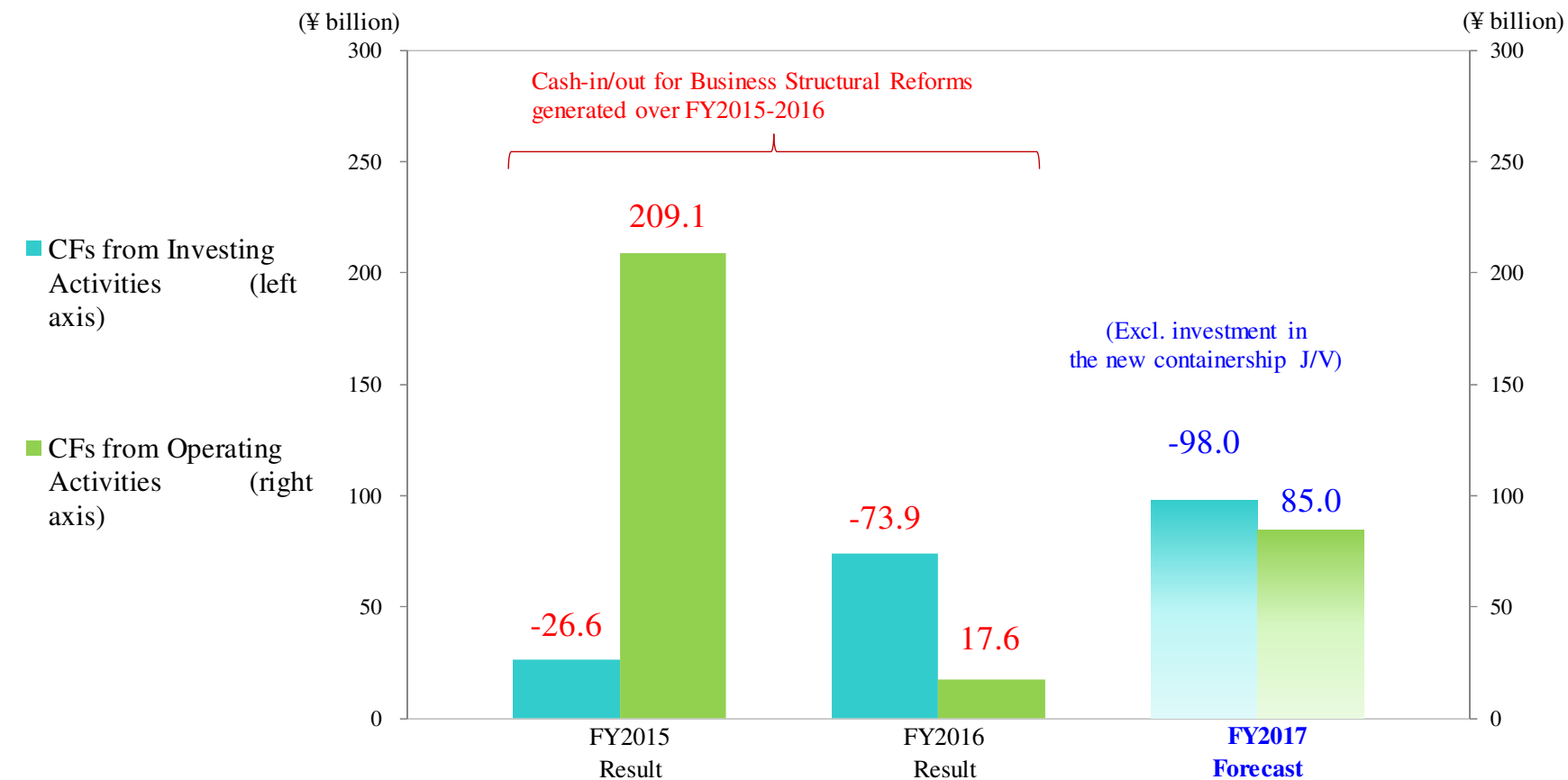
¥110.00/\$

¥110.00/\$

(as of April 28, 2017)

Highly stable profits: Dry bulkers/Tankers (medium- to long-term contracts),  
LNG carriers/Offshore businesses, and Associated businesses

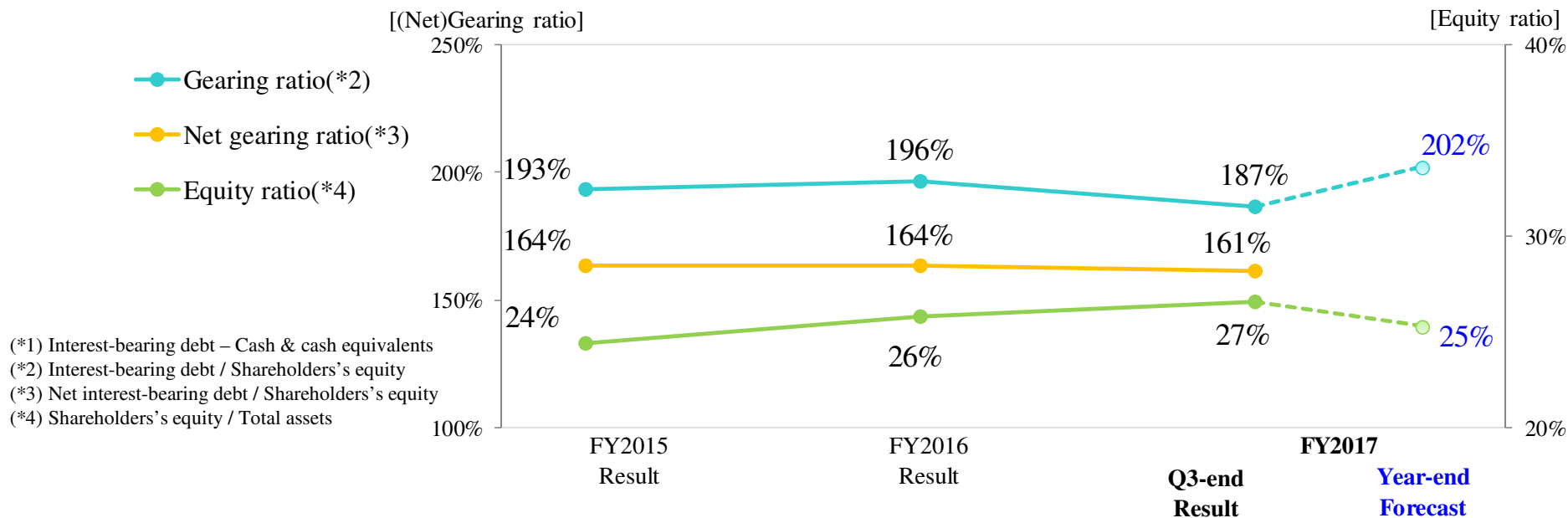
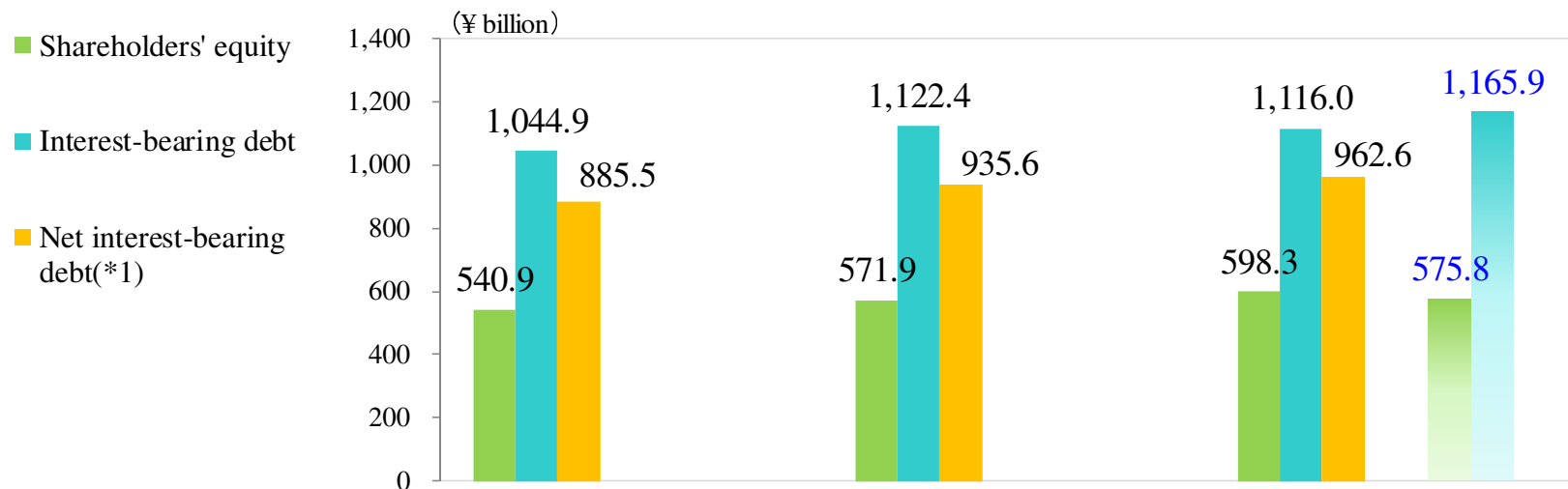




Ordinary Profit/Loss(¥ bn)	36.2	25.4	<b>25.0</b>
Profit/Loss Attributable to Owners of Parent(¥ bn)	-170.4	5.2	<b>10.0</b>
Ave. Exchange Rate	¥120.62/\$	¥108.57/\$	<b>¥111.02/\$</b>

Note1: Free Cash Flows (FCFs) = CFs from Operating Activities – CFs from Investing Activities

Note2: CFs from Investing Activities are “net” figures. (Gross Investments – Sales of Assets, etc)



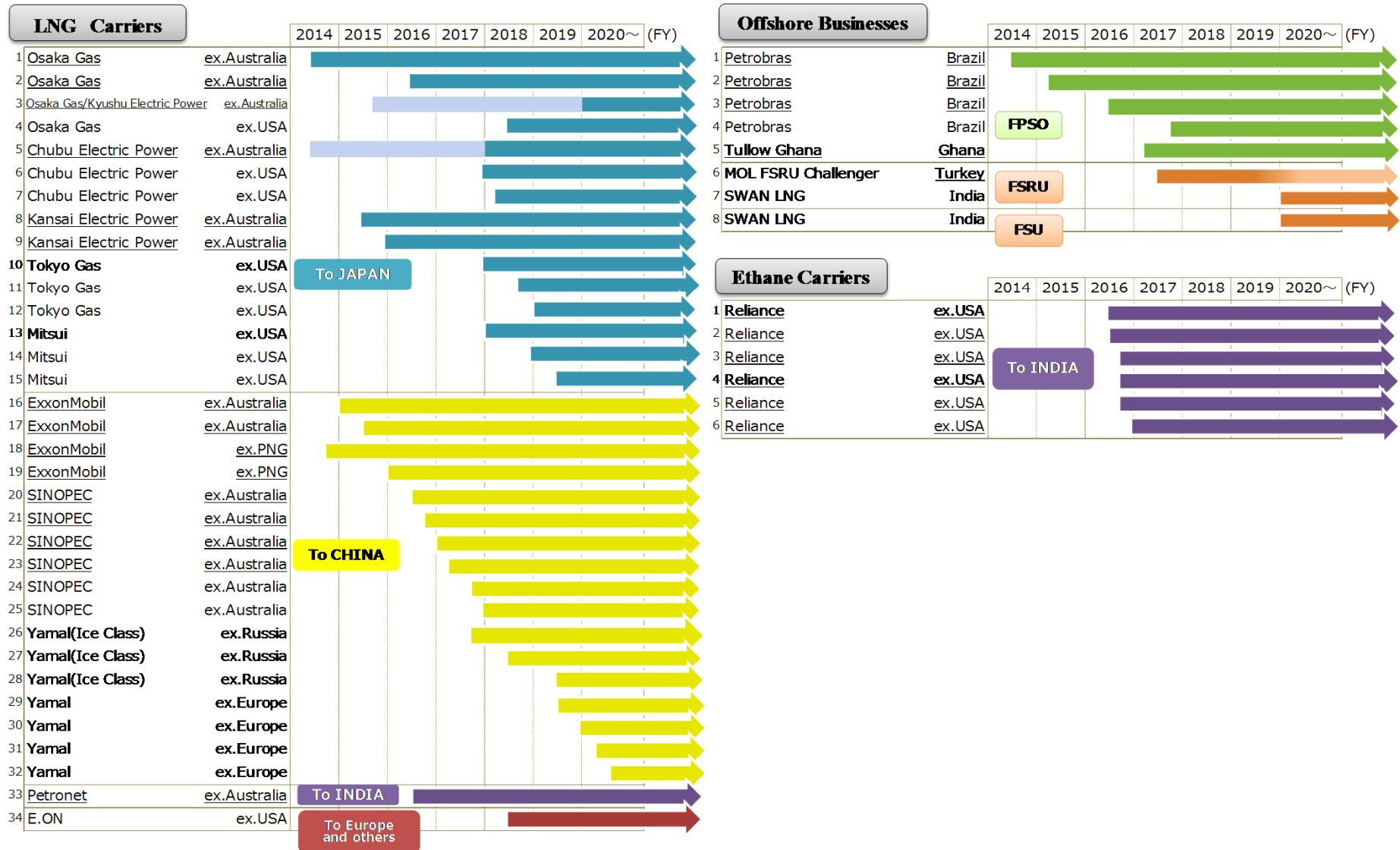
(\*1) Interest-bearing debt – Cash & cash equivalents  
 (\*2) Interest-bearing debt / Shareholders's equity  
 (\*3) Net interest-bearing debt / Shareholders's equity  
 (\*4) Shareholders's equity / Total assets

(Term-end Exchange Rate)

MOL	¥112.68/\$	¥112.19/\$	¥113.00/\$	¥110.00/\$
Overseas Subsidiaries	¥120.61/\$	¥116.49/\$	¥112.73/\$	¥113.00/\$

# LNG Carriers and Offshore businesses: Signed Contracts [Supplement #9]

(to be started after Apr. 2014 onward)



※Underline is under operation