# Business Performance in FY2009-2nd Quarter 

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## FY2009 2nd Quarter Results [Consolidated]

| (billion yen) | FY2009 |  | 1H Result | FY2008 1H Result | $\begin{aligned} & \text { Increase/ } \\ & \text { decrease } \end{aligned}$ | $\begin{aligned} & \text { 1H Forecast } \\ & \text { as of } 7 / 27 / 09 \end{aligned}$ | Increase/ <br> decrease |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 Q Result | 2 Q Result |  |  |  |  |  |
| Revenue | 297 | 327 | 625 | 1,095 | $\triangle 470$ | 640 | $\triangle 15$ |
| Operating income | $\triangle 12$ | 1 | $\triangle 11$ | 165 | $\triangle 176$ | $\triangle 5$ | $\triangle 6$ |
| Ordinary income | $\triangle 11$ | 1 | $\triangle 10$ | 186 | $\triangle 196$ | $\triangle 5$ | $\triangle 5$ |
| Net income | $\triangle 13$ | 3 | $\triangle 10$ | 124 | $\triangle 134$ | $\Delta 7$ | $\triangle 3$ |
| Average exchange rate | ¥97.21/8 | 994.85/8 | ¥96.03/5 | ¥104.91/s |  | *95.11/s |  |
| Average bunker price | \$313/MT | S394/MT | 8354/MT | \$608/MT |  | S372/MT |  |

## [By segment]

| (billion yen) |  | FY2009 |  |  | FY2008 | Increase |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $1{ }^{10}$ Reast | 2 CReant | 14 Resutt | 14 Result |  |
| Bulkships | Revenue | 155 | 175 | 330 | 595 | $\triangle 264$ |
|  | Ordinary incore | 4 | 16 | 20 | 171 | $\triangle 151$ |
| Containerships | Revenue | 104 | 112 | 216 | 399 | $\triangle 184$ |
|  | Ordinary income | $\triangle 20$ | $\triangle 18$ | $\triangle 38$ | $\triangle 1$ | $\triangle 36$ |
| $\begin{gathered} \text { Ferry\& } \\ \text { domestic transport } \end{gathered}$ | Revenue | 12 | 13 | 25 | 29 | $\triangle 4$ |
|  | Ordinary incone | $\triangle 1$ | $\triangle 0$ | $\triangle 1$ | $\triangle 0$ | $\triangle 1$ |
| Associated businesses | Revenue | 24 | 25 | 49 | 67 | $\triangle 18$ |
|  | Ordinary income | 3 | 2 | 6 | 7 | $\triangle 2$ |
| Others | Revenue |  |  | 4 | 5 | $\triangle 0$ |
|  | Ordinary income | 1 | 0 | 1 | 1 | $\triangle 0$ |
| Elimination | Evenue |  |  |  |  |  |
|  | Ordinary income | 1 | 0 | 2 | 8 | $\triangle 6$ |
| Consolidated | enuc | 297 | 327 | 625 | 1,095 | $\triangle 470$ |
|  | Ordinary income | $\triangle 11$ | 1 | $\triangle 10$ | 186 | $\triangle 196$ |


| 1H Forecast <br> as of $7 / 27 / 09$ | Increase/ <br> decrease |
| ---: | ---: |
| 345 | $\Delta 15$ |
| 18 | +2 |
| 215 | +1 |
| $\triangle 32$ | $\Delta 6$ |
| 26 | $\Delta 1$ |
| $\triangle 1$ | $\Delta 0$ |
| 50 | $\Delta 1$ |
| 5 | +0 |
| 5 | $\Delta 0$ |
| 1 | +0 |
| - | - |
| 4 | $\Delta 2$ |
| 640 | $\Delta 15$ |
| 55 | $\Delta 5$ |

Revenues from customers, unconsolidated subsidiaries and affiliated companies
"Bulkships" consists of Dry bulkers, Tankers, LNG carriers, and Car carriers
Ex-Logistics Segment's Revenue and Ordinary income have been integrated into Containerships Segment.

## Outline of FY2009 2nd Quarter Results [Consolidated]

## [Overall]

- Impacted by the stagnant economy, ordinary loss for the first half totaled $¥ 10$ billion.
- However 2Q result is back in black following the rebound of the dry bulker market started in May.
[By segment] (Comparison of ordinary income for FY2008 $1^{\text {st }}$ half)
Bulkships (-¥151.1 billion)
- Dry bulkers: Despite significant fall in earnings compared to 1H of FY2008, a certain amount of profit was secured backed by mid- and long-term contracts. The profit increased from 1Q to 2Q after the market recovery started in May.
- Tankers: Markets for crude oil tankers, product tankers, and LPG carriers remained at a low level due to a limited demand for crude oil and petroleum products. Overall, this segment posted a loss.
- Car carriers: A deficit remained despite efforts to offset declining automobile cargo trade by disposing aged vessels and laying up ships.
Containership ( $-¥ 36.1$ billion)
Cargo volume on the North America Eastbound route declined by 19\% yoy compared to 1H of FY2008. Although freight rate negotiations (once a year in May) concluded with downward revision, the restoration of freight rate progressed to some extent after the summer on the back of higher utilization resulting from cargo trade recovery and vessels reduction.
- Cargo volume on the European Westbound route declined by $41 \%$ yoy. Some progress seen on freight rate restoration on the back of higher utilization after the summer.
$\leftrightarrow$ However, the drastic decline in cargo trade had a great impact, resulting in a larger loss compared to the same period of the previous year.


## [Extraordinary profit/loss]

(1) 27 vessels were sold during the term $\rightarrow$ profit of $¥ 7.4$ billion (Extrordinary Profit)
(2) 7 high-cost charter contracts were cancelled before maturity $\rightarrow$ cancellation fees of $¥ 6.4$ billion (Extrordinary Loss)

## Results Comparison FY2009-2Q vs FY2008-2Q Major factors affected Ordinary income

Stronger yen $-¥ 7.0$ bil.
Lower bunker$+¥ 25.4$ bil.
Fluctuation of cargo volume/freight rates, etc.
Cost Reduction$+¥ 19.1$ bil.Equity in earnings of affiliated companies $\quad \mathbf{-} \mathbf{1 1 . 7}$ bil.
Others (incl. Elimination)(Balance) $\quad-¥ 196.0$ bil.

## FY2009 Forecast [Consolidated]

| (billion yen) | FY2009 |  | Yearly forecast | $\begin{gathered} \hline \text { FY2008 } \\ \text { Result } \end{gathered}$ | Increase/ decrease |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1H Result | 2H Forecast |  |  |  |
| Revenue | 625 | 675 | 1,300 | 1,866 | $\triangle 566$ |
| Operating income | $\triangle 11$ | 21 | 10 | 197 | $\triangle 187$ |
| Ordinary income | $\triangle 10$ | 20 | 10 | 205 | $\triangle 195$ |
| Net income | $\triangle 10$ | 12 | 2 | 127 | $\triangle 125$ |


| Yearly $F^{\prime}$ cast <br> as of $7 / 27 / 09$ | Increase/ <br> decrease |
| ---: | ---: |
| 1,350 | $\triangle 50$ |
| 50 | $\triangle 40$ |
| 50 | $\triangle 40$ |
| 30 | $\triangle 28$ |


| Average exchange rate | $¥ 96.03 / \$$ | $¥ 90.00 / \$$ | $¥ 93.02 / \$$ | $¥ 100.30 / \$$ | $¥ 94.05 / \$$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average bunker price | $\$ 354 / \mathrm{MT}$ | $\$ 450 / \mathrm{MT}$ | $\$ 402 / \mathrm{MT}$ | $\$ 528 / \mathrm{MT}$ | $\$ 391 / \mathrm{MT}$ |

(For reference)

[By segment]

| (billion yen) |  | FY2009 |  | $\begin{gathered} \text { Yearly } \\ \text { forecast } \end{gathered}$ | $\begin{gathered} \hline \text { FY2008 } \\ \text { Result } \end{gathered}$ | $\begin{gathered} \text { Increase/ } \\ \text { decrease } \end{gathered}$ | $\begin{aligned} & \text { Yearly F'cast } \\ & \text { as of } 7 / 27 / 09 \end{aligned}$ | $\begin{aligned} & \text { Increase/ } \\ & \text { decrease } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 14 Result | 2H Forecast |  |  |  |  |  |
| Bulkships | Revenue | 330 | 370 | 700 | 999 | $\triangle 299$ | 740 | $\triangle 40$ |
|  | Ordinary income | 20 | 34 | 54 | 213 | $\triangle 159$ | 73 | $\triangle 19$ |
| Containerships | Revenue Ordinary income | 216 | 224 | 440 | 696 | $\triangle 256$ | 450 | $\triangle 10$ |
|  |  | $\triangle 38$ | $\triangle 20$ | $\triangle 58$ | $\triangle 21$ | $\triangle 37$ | $\triangle 40$ | $\triangle 18$ |
| Ferry\& domestic transport | Revenue Ordinary income | 25 | 26 | 51 | 55 | $\triangle 4$ | 51 | +0 |
|  |  | $\triangle 1$ | $\triangle 1$ | $\triangle 2$ | $\triangle 1$ | $\triangle 1$ | 0 | $\triangle 2$ |
| Associated businesses | Revenue <br> Ordinary income | 49 | 51 | 100 | 107 | $\triangle 7$ | 100 | +0 |
|  |  | 6 | 4 | 9 | 13 | $\triangle 4$ | 10 | $\triangle 1$ |
| Others | RevenueOrdinary income | 4 | 5 | 9 | 10 | $\triangle 1$ | 9 | +0 |
|  |  | 1 | 1 | 2 | 3 | $\triangle 1$ | 1 | +1 |
| Elimination | Revenue Ordinary income | - | - | - |  | - | - |  |
|  |  | 2 | 3 | 5 | $\triangle 3$ | +8 | 6 | $\triangle 1$ |
| Consolidated | Revenue Ordinary income | 625 | 675 | 1,300 | 1,866 | $\triangle 566$ | 1,350 | $\triangle 50$ |
|  |  | $\triangle 10$ | 20 | 10 | 205 | $\triangle 195$ | 50 | $\triangle 40$ |

Revenues from customers, unconsolidated subsidiaries and affiliated companies
"Bulkships" consists of Dry bulkers, Tankers, LNG carriers, and Car carriers
Ex-Logistics Segment's Revenue and Ordinary income have been integrated into Containerships Segment.

## Key points of FY2009 Full-year Forecast [Consolidated]

## [Overall] Downward revision of forecast announced at 1Q (July 27, 2009)

| Initial (4/27) |  |
| :---: | :---: |
| Ordinary income | $¥ 80$ billion |$\Rightarrow \quad$| Q Revision (7/27) |
| :---: |
| $¥ 50$ billion |$\Rightarrow \quad$| 2Q Revision (10/27) |
| :---: |
| $¥ 10$ billion |

- $1^{\text {st }}$ half: A loss widened mainly due to the underperformance in containership segment (est. $-¥ 5$ billion at $7 / 27$ forecast $\rightarrow-¥ 10$ billion as results)
- $2^{\text {nd }}$ half: Downward revision after reviewing of exchange rate, bunker prices, market trends, etc. (est. $¥ 55$ billion at $7 / 27$ forecast $\rightarrow ¥ 20$ billion at 2 Q forecast)
- The company understands the business result bottomed out in 2Q and heads for recovery.
* Assumption of exchange rate: $\mathbf{2}^{\text {nd }}$ half — $\mathbf{¥ 9 0 / \$ ( \leftarrow ¥ 9 3 / \$ \text { at } 7 / 2 7 \text { ) } ) ~ ( 1 ) ~}$

Assumption of bunker price: $\mathbf{2}^{\text {nd }}$ half $-\$ 450 /$ MT $(\leftarrow \$ 410 / \mathrm{MT}$ at $7 / 27$ )
[By segment] (Increase/decrease of ordinary income from the forecast announced at 1Q)
Bulkships (- $¥ 19$ billion)

- Dry bulkers: Revision is made on spot market assumption in line with the current market level, though a steady cargo trade is anticipated in the $2^{\text {nd }}$ half.
- Tankers: Minor downward revision on the level of market rise for $2^{\text {nd }}$ half, though currently there is a rising trend for recovery in the market as we approch the high-demand winter season.
Containerships (-¥18 billion)
Downward revision in the 2 nd half, considering negative impacts such as higher bunker prices and the appreciation of the yen, though the global cargo trade is resuming growth and freight rate restoration is expected to progress further to some extent. However the forecast shows large improvements compared to the 1 st half due to the efforts of fleet reduction and cost cuts.


## [Cost reduction targets]

Steady progress toward the $¥ 57$ billion target (including $¥ 28$ billion in containership segment)
[Dividend] Interim dividend payment has been suspended. The year-end dividend will be determined later, based on future circumstances while maintaining a basic policy of dividend payout ratio of $20 \%$.

## Quarterly Profit and Loss Transition [Consolidated]



* An expedient figures (50\% of FY2009 2nd half forecast)


## [Supplement]

## Fleet Composition

|  |  |  | At the end of Sept. 2009 |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | No. of vessels | 1,000dwt |
| Dry bulker | Bulk carrier | Cape size | 109 | 20,049 |
|  |  | Panamax | 46 | 3,586 |
|  |  | Handymax | 39 | 2,125 |
|  |  | Handy | 34 | 1,017 |
|  | Heavy lifter |  | 8 | 109 |
|  | Wood chip carrier |  | 49 | 2,391 |
|  | Steaming coal carrier |  | 36 | 3,134 |
|  | General cargo carrier |  | 43 | 586 |
|  | (Sub total) |  | 364 | 32,998 |
| Tanker | Crude oil tanker |  | 47 | 12,257 |
|  | Product tanker |  | 56 | 3,264 |
|  | Chemical tanker |  | 78 | 1,914 |
|  | LPG tanker |  | 10 | 448 |
|  | (Sub total) |  | 191 | 17,882 |
| LNG carrier |  |  | 72 | 5,451 |
| Car carrier |  |  | 107 | 1,674 |
| Containership |  |  | 105 | 5,001 |
| Ferry/Domestic carrier |  |  | 48 | 171 |
| Cruise ship |  |  | 2 | 9 |
| Others |  |  | 3 | 19 |
| Total |  |  | 892 | 63,206 |


| At the end of Mar. 2009 | At the end of Sept. 2008 |
| :---: | :---: |
| No. of vessels | No. of vessels |
| 102. | 104 |
| 47. | 52 |
| 33 | 35 |
| 35 | 40 |
| 8 | 9 |
| 48 | 49 |
| 37. | 38 |
| 46 | 51 |
| 356 | 378 |
| 42 | 40 |
| 49 | 44 |
| 78 | 71. |
| 9 | 12 |
| 178 | 167 |
| 72 | 70 |
| 89 | 100 |
| 115 | 131 |
| 46 | 46 |
| 2 | 2 |
| 3 | 3 |
| 861 | 897 |

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

* Including vessels added by Nissan Motor Car Carrier, newly consolidated in FY2009 2nd Quarter


## Market Information (Drybulker)

1. FY2008 Dry Bulker Market (spot charterage/day)
(US\$)

| Size | Route | FY2008 <br>  |  |  |  |  |  | 1Q <br> Actual | 2Q <br> Actual | 3Q <br> Actual | 4Q <br> Actual | Total <br> Actual |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Capesize |  | $\mathbf{1 7 6 , 3 0 0}$ | $\mathbf{1 1 8 , 0 0 0}$ | $\mathbf{1 0 , 0 0 0}$ | $\mathbf{2 3 , 2 0 0}$ | $\mathbf{8 1 , 9 0 0}$ |  |  |  |  |  |  |
| Panamax | 4TC Average | $\mathbf{7 4 , 6 0 0}$ | 54,000 | $\mathbf{7 , 4 0 0}$ | $\mathbf{9 , 2 0 0}$ | $\mathbf{3 6 , 3 0 0}$ |  |  |  |  |  |  |
| Handymax | 5TC Average | $\mathbf{6 0 , 5 0 0}$ | 45,500 | $\mathbf{8 , 6 0 0}$ | $\mathbf{9 , 9 0 0}$ | $\mathbf{3 1 , 1 0 0}$ |  |  |  |  |  |  |
| Small handy | 6TC Average | $\mathbf{4 2 , 0 0 0}$ | $\mathbf{3 2 , 6 0 0}$ | $\mathbf{6 , 6 0 0}$ | $\mathbf{6 , 6 0 0}$ | $\mathbf{2 2 , 0 0 0}$ |  |  |  |  |  |  |

Source for actual :The Baltic Exchange
2. FY2009 Dry Bulker Market
(US\$)

| Size | $\begin{gathered} \text { Route } \\ \text { (Actual Only) } \end{gathered}$ | FY2009 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1st Half |  | 2nd Half |  | Total <br> Forecast |
|  |  | $\begin{gathered} 1 Q \\ \text { Actual } \\ \hline \end{gathered}$ | $\begin{gathered} 2 \mathrm{Q} \\ \text { Actual } \end{gathered}$ | $\begin{array}{c\|} 3 Q \\ \text { Forecast } \end{array}$ | $\begin{gathered} 4 Q \\ \text { Forecast } \end{gathered}$ |  |
| Capesize | 4TC Average | 46,100 | 45,000 | 40,000 | 40,000 | 42,800 |
| Panamax | 4TC Average | 18,000 | 21,600 | 20,000 | 20,000 | 19,900 |
| Handymax | 5TC Average | 16,600 | 19,700 | 19,000 | 19,000 | 18,600 |
| Small handy | 6TC Average | 10,900 | 12,300 | 13,000 | 13,000 | 12,300 |

## Market Information (Tanker)

1. FY2008 Tanker market (spot freight index)

| Type | Route | FY2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \hline \text { 1Q } \\ \text { Actual } \end{gathered}$ | $\begin{gathered} \hline 2 \mathrm{Q} \\ \text { Actual } \end{gathered}$ | $\begin{gathered} \hline \text { 3Q } \\ \text { Actual } \end{gathered}$ | $\begin{gathered} \hline \text { 4Q } \\ \text { Actual } \\ \hline \end{gathered}$ | Total Actual |
| Crude Oil Tanker (VLCC) | Arabian Gulf/ <br> Far East | 160 | 136 | 75 | 62(*1) | 108(*2) |
| Product Tanker (MR) | Singapore/ <br> Far East | 249 | 344 | 298 | 111 | 251 |

Source for actual:Drewry"Shipping Insight"
*1, *2: Shown at WS criteria of Year 2008.

## 2. FY2009 Tanker market

| Type | Route (Actual Only) | FY2009 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1st Half |  | 2nd Half |  | Total <br> Forecast |
|  |  | $\begin{gathered} 1 \mathrm{Q} \\ \text { Actual } \end{gathered}$ | $\begin{gathered} \text { 2Q } \\ \text { Actual } \end{gathered}$ | $\begin{gathered} 3 Q \\ \text { Forecast } \end{gathered}$ | $4 Q$ <br> Forecast |  |
| $\begin{aligned} & \begin{array}{l} \text { Crude Oil Tanker } \\ \text { (VLCC) } \end{array} \end{aligned}$ | Arabian Gulf/ Far East | 32 | 35 | 45 | 60 | 43 |
| Product Tanker (MR) | Singapore <br> Far East | 80(*3) | 119 |  |  |  |

Source for actual:Drewry"Shipping Insight"
*3 This figure is average for April and May, 2009. The figure for June is not announced yet.

## Car Carriers Loading Results

|  |  |  |  |  |  | (1000 units) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Voyage Completion basis; including voyage charter) | FY2009 |  |  |  |  | FY2008 |
|  |  |  | 1st Half <br> Result (A) | 2nd Half <br> Forecast (B) | ( $A$ ) + ( ${ }^{\text {B }}$ |  |
|  | 1Q | 2Q |  |  |  |  |
| Total | 410 | 549 | 958 | 1,078 | 2,036 | 2,552 |

*FY2009 including Nissan Motor Car Carrier Co., Ltd.

## Major Containership Trades Utilization

Asia-North America Trade (TPS)


Asia-Europe Trade


## "MOL ADVAMCE" Overall Profit Plan



## Highly Stable Profit



Highly stable profit = Firm profit through middle and long-term contracts and projected profit from highly stable businesses. (*)
(*) Following items are excluded in FY2009: Car Carrier business, and Terminal business and Logistics business in Containership Segment.

## Cash Flows \& Capital Expenditure



## "MOL ADVANCE" Financial Plan



Gearing ratio


