

# Business Performance in FY2009-2nd Quarter

Mitsui O.S.K. Lines, Ltd. October 2009

HP

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# FY2009 2nd Quarter Results [Consolidated]

		FY2009		FY2008	Increase/	1H Forecast	Increase/
(billion yen)	1Q Result	2Q Result	1H Result	1H Result	decrease	as of 7/27/09	decrease
Revenue	297	327	625	1,095	⊿470	640	⊿15
Operating income	△12	1	△11	165	⊿176	⊿5	⊿6
Ordinary income	△11	1	△10	186	⊿196	⊿5	⊿5
Net income	△13	3	△10	124	⊿134	⊿7	⊿3
Average exchange rate Average bunker price	¥97.21/\$ \$313/MT	¥94.85/\$ \$394/MT	¥96.03/\$ \$354/MT	¥104.91/\$ \$608/MT		¥95.11/\$ \$372/MT	

### [By segment]

			FY2009		FY2008	Increase/	1H Forecast	Increase/
(billion yen)		1Q Result	2Q Result	1H Result	1H Result	decrease	as of 7/27/09	decrease
Bulkships	Revenue	155	175	330	595	△264	345	⊿15
Duiksnips	Ordinary income	4	16	20	171	△151	18	+2
Containerships	Revenue	104	112	216	399	△184	215	+1
Containersinps	Ordinary income	△ 20	△ 18	△ 38	$\triangle 1$	$\triangle 36$	$\triangle 32$	$\Delta 6$
Ferry&	Revenue	12	13	25	29	△4	26	$\Delta 1$
domestic transport	Ordinary income	$\triangle 1$	$\triangle 0$	$\triangle 1$	$\triangle 0$	$\triangle 1$	$\Delta 1$	$\Delta \theta$
Associated	Revenue	24	25	<b>49</b>	67	△18	50	$\Delta l$
businesses	Ordinary income	3	2	6	7	<b>△2</b>	5	+0
Others	Revenue	2	2	4	5	$\triangle 0$	5	$\Delta \theta$
Others	Ordinary income	1	0	1	1	$\triangle 0$	1	+0
Elimination	Revenue	-	-	-	-	-	-	-
	Ordinary income	1	0	2	8	$\triangle 6$	4	$\Delta 2$
Consolidated	Revenue	297	327	625	1,095	△470	640	⊿15
Consonuateu	Ordinary income	$\triangle$ 11	1	△ 10	186	△196	⊿ 5	$\Delta 5$

• 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  $\underline{\$10 \text{ billion}}$ .
- 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<sup>st</sup> 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.
- 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]

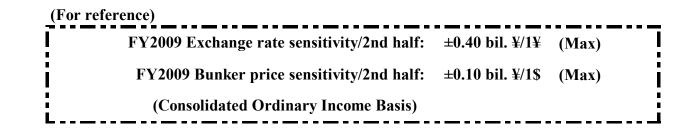
- (1) 27 vessels were sold during the term  $\rightarrow$  profit of \$7.4 billion (Extrordinary Profit)
- (2) 7 high-cost charter contracts were cancelled before maturity → cancellation fees of ¥6.4 billion (Extrordinary Loss)

## **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.	-¥218.9 bil.
<b>Cost Reduction</b>	+¥19.1 bil.
Equity in earnings of affiliated companies	-¥11.7 bil.
<b>Others (incl. Elimination)</b>	-¥3.0 bil.
(Balance)	-¥196.0 bil.

## **FY2009 Forecast [Consolidated]**

	FY2	2009	Yearly	FY2008	Increase/	Yearly F'cast	Increase/
(billion yen)	1H Result	2H Forecast	forecast	Result	decrease	as of 7/27/09	decrease
Revenue	625	675	1,300	1,866	△566	1,350	⊿50
Operating income	△11	21	10	197	△187	50	⊿40
Ordinary income	△10	20	10	205	△195	50	⊿40
Net income	△10	12	2	127	△125	30	△28
Average exchange rate Average bunker price	¥96.03/\$ \$354/MT	¥90.00/\$ \$450/MT	¥93.02/\$ \$402/MT	¥100.30/\$ \$528/MT		¥94.05/\$ \$391/MT	



### [By segment]

		FY2	2009	Yearly	FY2008	Increase/	Yearly F'cast	Increase/
(billion yen)		1H Result	2H Forecast	forecast	Result	decrease	as of 7/27/09	decrease
Bulkships	Revenue	330	370	700	999	<b>△299</b>	740	<i>∆40</i>
Duiksnips	Ordinary income	20	34	54	213	△159	73	<i>∆19</i>
Containanshing	Revenue	216	224	<b>440</b>	696	△256	450	<b>⊿10</b>
Containerships	Ordinary income	△38	△20	△58	△21	△37	∠ 40	⊿18
Ferry&	Revenue	25	26	51	55	∆4	51	+0
domestic transport	Ordinary income	$\triangle 1$	$\triangle 1$	△2	$\triangle 1$	$\triangle 1$	0	$\bigtriangleup 2$
Associated	Revenue	49	51	100	107	<b>△7</b>	100	+0
businesses	Ordinary income	6	4	9	13	△4	10	$\Delta l$
Others	Revenue	4	5	9	10	$\triangle 1$	9	+0
Others	Ordinary income	1	1	2	3	$\triangle 1$	1	+1
Elimination	Revenue	-	-	-	-	-	-	-
	Ordinary income	2	3	5	△3	+8	6	⊿1
Consolidated	Revenue	625	675	1,300	1,866	$\triangle$ 566	1,350	$\triangle 50$
Consolidated	Ordinary income	△10	20	10	205	△195	50	<b>⊿40</b>

• 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)		1Q Revision (7/27)		2Q Revision (10/27)
Ordinary income	¥80 billion	⇒	¥50 billion	$\Rightarrow$	¥10 billion

- 1<sup>st</sup> half: A loss widened mainly due to the underperformance in containership segment (est. -¥5 billion at 7/27 forecast → -¥10 billion as results)
- 2<sup>nd</sup> half: Downward revision after reviewing of exchange rate, bunker prices, market trends, etc. (est. ¥55 billion at 7/27 forecast → ¥20 billion at 2Q forecast)
- The company understands the business result bottomed out in 2Q and heads for recovery.
- \* Assumption of exchange rate: 2<sup>nd</sup> half ¥90/\$ (←¥93/\$ at 7/27)
  Assumption of bunker price: 2<sup>nd</sup> half \$450/MT (←\$410/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<sup>nd</sup> half.
- Tankers: Minor downward revision on the level of market rise for 2<sup>nd</sup> half, though currently there is a rising trend for recovery in the market as we approch the high-demand winter season.

### Containerships (-¥18 billion)

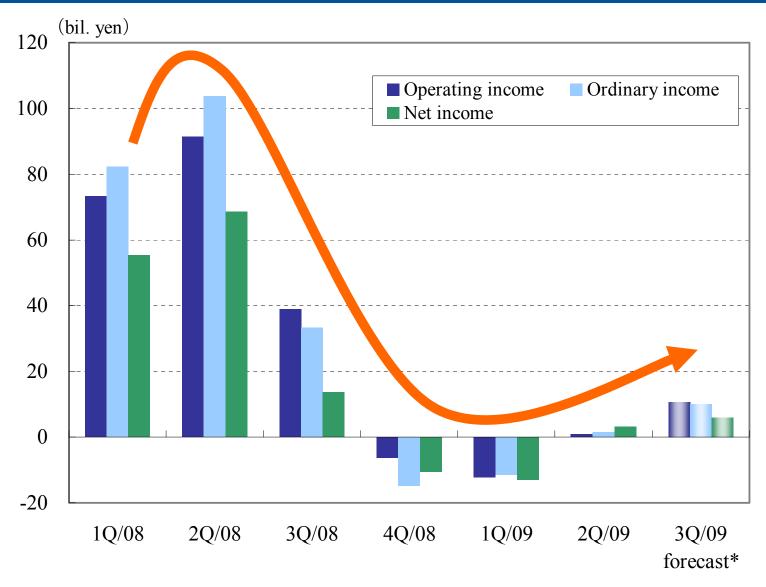
Downward revision in the 2nd half, considering negative impacts such as higher bunker prices and the appreciation of the yen, though the global cargo trade is resuming growth and freight rate restoration is expected to progress further to some extent. However the forecast shows large improvements compared to the 1st 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)

<sup>9</sup> 

# [Supplement]

## **Fleet Composition**

			At the Sept.	end of 2009	At the end of Mar. 2009	At the end of Sept. 2008
			No. of vessels	1,000dwt	No. of vessels	No. of vessels
		Cape size	109	20,049	102	104
	Bulk carrier	Panamax	46	3,586	47	52
Bulk carr	Duik carrier	Handymax	39	2,125	33	35
		Handy	34	1,017	35	40
Dry bulker	Heavy lifter		8	109	8	9
	Wood chip ca	arrier	49	2,391	48	49
	Steaming coa	l carrier	36	3,134	37	38
	General carg	o carrier	43	586	46	51
	(Sub total)		364	32,998	356	378
	Crude oil tan	ker	47	12,257	42	40
	Product tank	er	56	3,264	49	44
Tanker	Chemical tan	ker	78	1,914	78	71
	LPG tanker		10	448	9	12
	(Sub total)		191	17,882	178	167
LNG carrier			72	5,451	72	70
Car carrier			107	1,674	89	100
Containership		105	5,001	115	131	
Ferry/Domestic carrier		48	171	46	46	
Cruise ship		2	9	2	2	
Others	1			19	3	3
Total			892	63,206	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\$)										
			FY2008							
Size	Route	1Q	2Q	3Q	4Q	Total				
		Actual	Actual	Actual	Actual	Actual				
Capesize	4TC Average	176,300	118,000	10,000	23,200	81,900				
Panamax	4TC Average	74,600	54,000	7,400	9,200	36,300				
Handymax	5TC Average	60,500	45,500	8,600	9,900	31,100				
Small handy	6TC Average	42,000	32,600	6,600	6,600	22,000				

Source for actual : The Baltic Exchange

### 2. FY2009 Dry Bulker Market

#### (US\$)

				FY2009		
Size	Route	1st I	Half	<b>2nd</b>	<b>Total</b>	
SIZC	(Actual Only)	1Q	2Q	3Q	4 <b>Q</b>	
		Actual	Actual	<b>Forecast</b>	Forecast	<b>Forecast</b>
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

Source for actual : The Baltic Exchange

## **Market Information (Tanker)**

**1. FY2008 Tanker market (spot freight index)** (WS) **FY2008** Total Type Route 10 20 30 **40** Actual Actual Actual Actual Actual **Crude Oil Tanker** Arabian Gulf/ 160 136 75 **62(\*1)** 108(\*2) **Far East** (VLCC) **Product Tanker** Singapore/ 249 344 298 111 251 (MR) **Far East** 

Source for actual: Drewry"Shipping Insight"

\*1, \*2: Shown at WS criteria of Year 2008.

### 2. FY2009 Tanker market

**FY2009** Route **1st Half** 2nd Half **Total** Type (Actual Only) **10** 20 *30* **40 Forecast** Forecast Forecast Actual Actual **Crude Oil Tanker** Arabian Gulf/ 32 35 *43 45* 60 (VLCC) **Far East Product Tanker** Singapore/ 80(\*3) 119 (**MR**) Far East

Source for actual: Drewry"Shipping Insight"

\*3 This figure is average for April and May, 2009. The figure for June is not announced yet.

(WS)

## **Car Carriers Loading Results**

(1000	units)
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(Voyage Completion basis;						
including voyage charter)			1st Half	2nd Half	(A)+( <b>B</b> )	FY2008
	1Q	2Q	Result (A)	Forecast (B)	(A) <sup>+</sup> ( <b>D</b> )	
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)

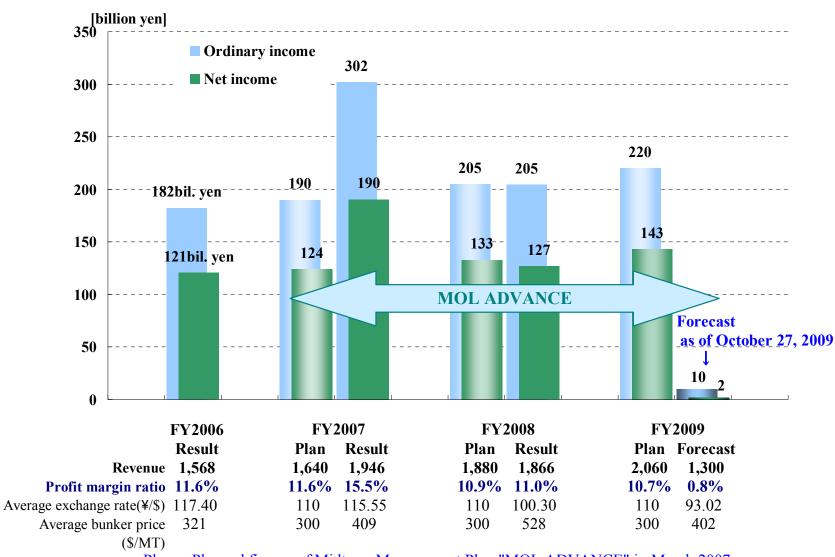
**Outbound (E/B)** Inbound (W/B) Lifting Capacity Lifting Utilization Capacity Utilization 2nd **4Q** half **3Q** FY2009 1st 128 117 92% 128 86 67% 2Q 87% 253 221 248 171 69% 125 103 120 85 83% half 71% 1Q 86% 88% 116 116 100 75 2nd 64% 4Q 257 225 260 157 61% 89% 82 125 144 57% half 141 3Q FY2008 567 498 88% 563 341 61% 158 148 155 97 1st 2Q 94% 62% 310 273 88% 303 184 61% 87 half 152 125 82% 148 59% 1Q

#### **Asia-Europe Trade**

			Outbound (W/B)								Inbound (E/B)								
			Capacity			Lifting			Utilization		Capacity			Lifting			Utilization		
FY2009	2nd	4Q																	
	half	3Q																	
	1st	2Q	77	165		78	145		101%	38%	85	174		54	4 107		64%	62%	
	half	1Q	88	105		67	145		76%	76%	89	1/4		53			60%	60%	
FY2008	2nd	4Q	95	205	467	86	192	2 438	91% <sub>(</sub>	<sup>6</sup> 94%	100	215	15 474	55	120		55%	56%	
	half	3Q	110	203		106	172		96%	94%	115	213		65	120	255	56%	3070	54%
	1st	2Q	134	134 129 262		125	246	430	94%	94%	132	259	4/4	67	135	233	51%	52%	3470
	half	1Q	129			121	240	10	94%	/ די	127	239		68	133		53%	/0 /0	

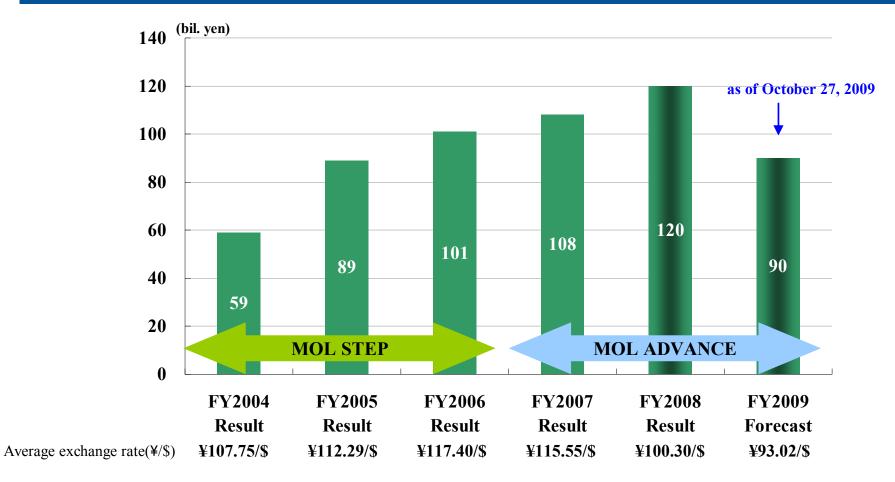
(unit: 1000TEU)

## "MOL ADVAMCE" Overall Profit Plan



Plans : Planned figures of Midterm Management Plan "MOL ADVANCE" in March 2007

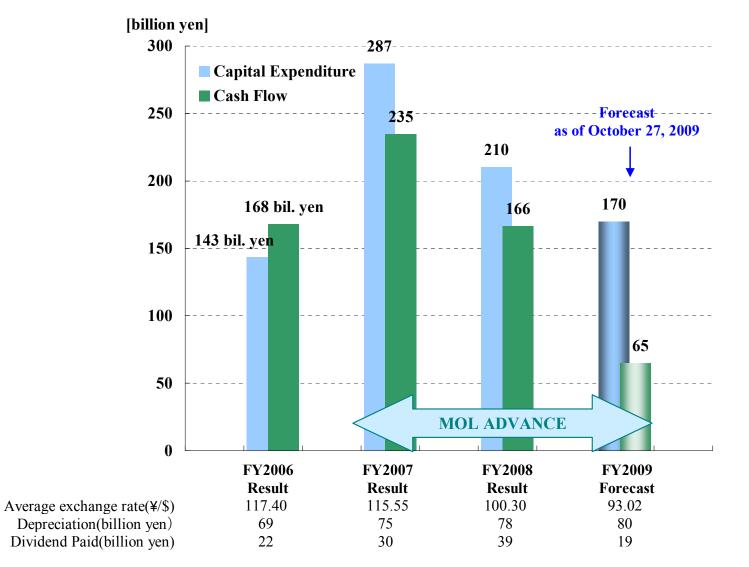
## **Highly Stable Profit**



Highly stable profit = Firm profit through middle and long-term contracts and projected profit from highly stable businesses. (\*)

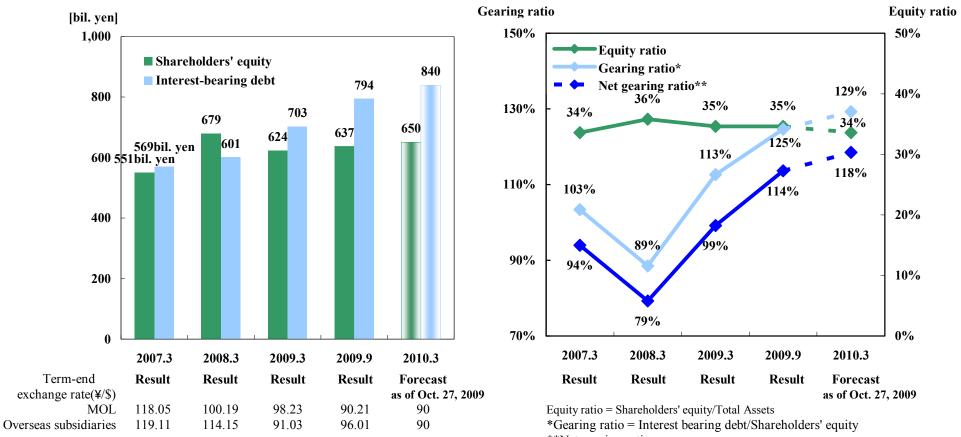
(\*) Following items are excluded in FY2009: Car Carrier business, and Terminal business and Logistics business in Containership Segment.

## **Cash Flows & Capital Expenditure**



Cash flow = Net income + Depreciation - Dividend Paid

## "MOL ADVANCE" Financial Plan



\*\*Net gearing ratio

= (Interest bearing debt-cash and cash equivalents)/Shareholders' equity