

# Business Performance in FY2019-1<sup>st</sup> Quarter

Mitsui O.S.K. Lines, Ltd.  
July 31, 2019



# Contents

<b>1. FY2019-1st Quarter Results [Consolidated]</b>	<b>P3-4</b>
<b>2. Outline of FY2019-1st Quarter Results [Consolidated]</b>	<b>P5-6</b>
<b>3. FY2019 Full-year Forecast [Consolidated]</b>	<b>P7-8</b>
<b>4. Key Points of FY2019 Full-year Forecast [Consolidated]</b>	<b>P9-10</b>
<b>5. Roadmap to Profit Improvement</b>	<b>P11</b>
<b>6. [Supplement #1-8]</b>	<b>P13-20</b>

**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**

**Disclaimer:**

The performance forecasts and management indicators stated in this material are based on the best available information. Forecasts, by their nature, are not certain, so the information should be used as a guide only, and any decisions concerning investments made under your own judgement and volition with the knowledge that actual performance may differ from the forecasts.

# 1. FY2019-1<sup>st</sup> Quarter Results [Consolidated]

(¥ billion)	FY2019 Q1 Result	FY2018 Q1 Result	YoY	FY2018 Q4 Result
<b>Revenue</b>	<b>283.1</b>	<b>304.4</b>	<b>− 21.2</b>	<b>291.8</b>
<b>Operating profit/loss</b>	<b>6.8</b>	<b>3.6</b>	<b>+3.1</b>	<b>8.0</b>
<b>Ordinary profit/loss</b>	<b>14.0</b>	<b>0.2</b>	<b>+13.7</b>	<b>13.8</b>
<b>Net income/loss</b>	<b>12.2</b>	<b>-1.6</b>	<b>+13.9</b>	<b>6.7</b>

Average exchange rate    **¥111.22/\$**            ¥107.95/\$            +¥3.27/\$            ¥110.05/\$

Average bunker price\*    **\$441/MT**            \$438/MT            +\$3/MT            \$432/MT

\* Purchase Prices

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

(¥ billion)

Fluctuation of Foreign Exchange	+¥0.7	YoY	+¥3.27/\$	¥ Weaker
Fluctuation of Bunker Price	−¥0.1	YoY	+\$3/MT	Higher
Fluctuation of cargo volume/freight rates, etc.	+¥13.1			
(Balance)	+¥13.7			

# 1. FY2019-1<sup>st</sup> Quarter Results [By segment]

	Upper	Revenue	
	Lower	Ordinary profit/loss	
	FY2019	FY2018	YoY
(¥ billion)	Q1 Result	Q1 Result	
<b>Dry Bulk Business</b>	67.2	66.0	+1.2
(excluding; Steaming Coal Carriers)	2.4	3.8	-1.4
<b>Energy Transport Business</b>	68.9	64.7	+4.2
(Tankers, Steaming Coal Carriers, LNG Carriers, Offshore)	6.0	3.1	+2.8
<b>Product Transport Business</b>	119.1	145.0	-25.9
(PCC, Containerships, Ferries & Coastal RoRo Ships)	2.7	-5.6	+8.4
Containerships only	58.3	82.4	-24.1
	1.7	-4.7	+6.4
<b>Associated businesses</b>	23.8	24.9	-1.0
(Real estate, Cruise ship, Tug boats, Trading, etc.)	3.6	3.3	+0.2
<b>Others</b>	3.9	3.7	+0.2
	0.8	0.6	+0.2
<b>Adjustment</b>	-	-	-
	-1.7	-5.1	+3.3
<b>Consolidated</b>	283.1	304.4	-21.2
	14.0	0.2	+13.7

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

## 2. Outline of FY2019 Q1 Results (I) [Consolidated]

### [Overall]

- ◆ Revenue decreased in a year-on-year comparison.
- ← Remaining non-consolidated revenue in the Containership Business diminished.
- ◆ Ordinary profit was higher than the internal initial outlook, resulting in a significant increase in a year-on-year comparison. Net income/loss turned to profitability from the loss recorded in the previous year.
- ← Despite a slight downturn in the Dry Bulk Business, the Energy Transport Business saw increased profits and the Product Transport Businesses turned to profitability mainly due to the turnaround of the Containership Business.

### [By Segment] [Ordinary profit for FY2019 Q1 (year-on-year comparison)]

#### Dry Bulk Business [¥2.4 billion (-¥1.4 billion)]

- Vessels on long-term contracts: Continued to secure stable profits from the transport of iron ore, wood chips, etc.
  - Vessels on spot contracts: The Capesize market slowed from February to April, due to a decrease in shipments after the collapse of mining dam in Brazil. Markets for mid- and small-size vessels were influenced by the Capesize market, but our market exposure is small and the impact of the spot market was minor.
- ⇒ Steadily recorded profits despite a slight downturn in a year-on-year comparison and from the internal initial outlook.

#### Energy Transport Business [¥6.0 billion (+¥2.8 billion)]

- Tankers
- Crude oil tankers: Ordinary profit improved as the market rose in a year-on-year comparison; in addition we secured stable profits from mid- and long-term contracts.
- Product tankers: Ordinary profit improved significantly in a year-on-year comparison, as the market condition improved from the same period of previous year although the rate met upside resistance and efforts such as progress in fleet reduction and more efficient ship allocation through pool operation.
- Other: Methanol tankers steadily posted stable profits.

## 2. Outline of FY2019 Q1 Results (II) [Consolidated]

### ■ LNG Carriers and Offshore Businesses

➤ One LNG carrier was newly delivered during Q1 as an additional source of stable profits. Stable profits from mid- and long-term contracts for LNG carriers as well as Offshore Businesses increased from the same period last year.

⇒ Ordinary profit for the overall Energy Transport Business increased in a year-on-year comparison, due to stable profits from LNG Carriers, Offshore Businesses, and Coal Carriers, in addition to improved profits from the Tanker Segment.

### **Product Transport Business** [¥2.7 billion (+¥8.4 billion)]

#### ■ Containerships [¥1.7 billion (+¥6.4 billion)]

➤ ONE: Due to stabilized services, liftings improved significantly from the same period of the previous year when the parent companies' services continued. The annual contract on the Asia-North America route was concluded at higher freight rates than the previous year, and its impact appeared from May, when the new contract year started. However, cargo movement was somewhat slow. The freight rate market on the Asia-Europe routes was weak because vessel supply grew faster than demand. ONE implemented additional service frequency reductions on both Asia-Europe/North America routes to minimize a drop in utilization. It also further optimized the cargo portfolio and reduced costs. As a result of these efforts, it achieved profitability.

➤ Other (other than ONE): The Containership Business was completely transferred to ONE, and general management costs in the Head Office were reduced. The Ports and Logistics Business secured stable profits at the same level as the previous year.

#### ■ Car Carriers

Ordinary profit improved in a year-on-year comparison despite a decline in cargo movement on the Europe-Asia route, due to efforts to reduce the fleet and more effectively allocate vessels in addition to the absence of additional costs stemming from quarantine issues on some routes, which occurred in the previous year.

#### ■ Ferries and Coastal RoRo Ships

Ordinary profit remained at the same level as the same period of the previous year, as the impacts of increased cargo volume caused by modal shift and higher passenger numbers resulting from the launch of newbuilding vessels were offset by weak cargo movement on some routes and an increase in fuel costs.

⇒ Ordinary profit improved significantly in a year-on-year comparison. Overall, the Product Transport Business moved into the black because the Containership Business turned to profitability and the profit of the Car Carrier Business improved.

### **Adjustment**

Improved in a year-on-year comparison due to improvement in foreign exchange gain and loss.

### 3. FY2019 Full-year Forecast [Consolidated]

\*as of April 26, 2019

( ¥ billion)	1st Half					2nd Half			Full-year		
	Q1 Result	Q2 Forecast	Forecast	Previous Forecast*	Variance	Forecast	Previous Forecast*	Variance	Forecast	Previous Forecast*	Variance
Revenue	283.1	299.8	583.0	595.0	-12.0	590.0	599.0	-9.0	1,173.0	1,194.0	-21.0
Operating profit/loss	6.8	8.1	15.0	13.0	+2.0	11.0	13.0	-2.0	26.0	26.0	0.0
Ordinary profit/loss	14.0	15.9	30.0	28.0	+2.0	20.0	22.0	-2.0	50.0	50.0	0.0
Net income/loss	12.2	14.7	27.0	25.0	+2.0	13.0	15.0	-2.0	40.0	40.0	0.0

Average exchange rate	¥111.22/\$	¥108.00/\$	¥109.61/\$	¥110.00/\$	-¥0.39/\$	¥108.00/\$	¥110.00/\$	-¥2.00/\$	¥108.81/\$	¥110.00/\$	-¥1.19/\$
Average bunker price*	\$441/MT	\$450/MT	\$445/MT	\$450/MT	-\$5/MT	\$420/MT	\$420/MT	+\$0/MT	\$433/MT	\$435/MT	-\$2/MT

\* Purchase Prices

(cf) FY2018 Result			1st Half	2nd Half	Full-year
	Q1	Q2			
Revenue	304.4	315.4	619.8	614.1	1,234.0
Operating profit/loss	3.6	11.0	14.7	22.9	37.7
Ordinary profit/loss	0.2	10.0	10.2	28.2	38.5
Net income/loss	-1.6	7.4	5.7	21.1	26.8

Average exchange rate	¥107.95/\$	¥110.99/\$	¥109.47/\$	¥111.79/\$	¥110.63/\$
Average bunker price*	\$438/MT	\$479/MT	\$457/MT	\$455/MT	\$456/MT

#### (cf)Sensitivity against Ordinary income

FY2019 (9months/Max)

FX Rate: ±¥ 0.7 bn/¥1/\$

Bunker Price: ±¥ 0.15 bn/\$1/MT

# 3. FY2019 Full-year Forecast [By segment]

Upper	Revenue
Lower	Ordinary profit/loss

\*as of April 26, 2019

(¥ billion)	H1					H2			Full-year		
	Q1 Result	Q2 Forecast	Forecast	Previous Forecast*	Variance	Forecast	Previous Forecast*	Variance	Forecast	Previous Forecast*	Variance
<b>Dry Bulk Business</b> (excluding; Steaming Coal Carriers)	67.2	71.7	139.0	140.0	-1.0	131.0	148.0	-17.0	270.0	288.0	-18.0
	2.4	3.5	6.0	5.5	+0.5	5.0	5.0	0.0	11.0	10.5	+0.5
<b>Energy Transport Business</b> (Tankers, Steaming Coal Carriers, LNG Carriers, Offshore business)	68.9	73.0	142.0	147.0	-5.0	146.0	145.0	+1.0	288.0	292.0	-4.0
	6.0	4.4	10.5	9.5	+1.0	9.0	10.0	-1.0	19.5	19.5	0.0
<b>Product Transport Business</b> (PCC, Containerships, Ferries & Coastal RoRo Ships)	119.1	123.8	243.0	250.0	-7.0	249.0	244.0	+5.0	492.0	494.0	-2.0
	2.7	5.7	8.5	8.0	+0.5	1.5	2.0	-0.5	10.0	10.0	0.0
Containerships only	58.3	58.6	117.0	121.0	-4.0	113.0	108.0	+5.0	230.0	229.0	+1.0
	1.7	3.7	5.5	5.0	+0.5	-0.5	0.0	-0.5	5.0	5.0	0.0
<b>Associated businesses</b> (Real estate, Cruise ship, Tug boats, Trading, etc.)	23.8	27.1	51.0	50.0	+1.0	55.0	53.0	+2.0	106.0	103.0	+3.0
	3.6	2.8	6.5	6.0	+0.5	5.5	6.0	-0.5	12.0	12.0	0.0
<b>Others</b>	3.9	4.0	8.0	8.0	0.0	9.0	9.0	0.0	17.0	17.0	0.0
	0.8	0.1	1.0	1.0	0.0	1.0	1.0	0.0	2.0	2.0	0.0
<b>Adjustment</b>	-	-	-	-	-	-	-	-	-	-	-
	-1.7	-0.7	-2.5	-2.0	-0.5	-2.0	-2.0	0.0	-4.5	-4.0	-0.5
<b>Consolidated</b>	283.1	299.8	583.0	595.0	-12.0	590.0	599.0	-9.0	1,173.0	1,194.0	-21.0
	14.0	15.9	30.0	28.0	+2.0	20.0	22.0	-2.0	50.0	50.0	0.0

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

(cf) FY2018 Results	Q1		Q2		H1	H2	Full-year
	Q1	Q2	Q1	Q2			
<b>Dry Bulk Business</b> (excluding; Steaming Coal Carriers)	66.0	76.6	142.6	148.5	291.1		
	3.8	4.8	8.7	13.1	21.9		
<b>Energy Transport Business</b> (Tankers, Steaming Coal Carriers, LNG Carriers, Offshore business)	64.7	70.7	135.5	145.4	280.9		
	3.1	4.8	8.0	13.1	21.1		
<b>Product Transport Business</b> (PCC, Containerships, Ferries & Coastal RoRo Ships)	145.0	138.5	283.6	261.5	545.1		
	-5.6	-2.9	-8.6	-3.6	-12.2		
Containerships only	82.4	64.5	146.9	130.0	276.9		
	-4.7	-5.3	-10.0	-4.3	-14.3		
<b>Associated businesses</b> (Real estate, Cruise ship, Tug boats, Trading, etc.)	24.9	25.3	50.2	50.9	101.1		
	3.3	2.7	6.1	6.8	12.9		
<b>Others</b>	3.7	4.1	7.8	7.7	15.6		
	0.6	0.4	1.1	1.4	2.5		
<b>Adjustment</b>	-	-	-	-	-		
	-5.1	0.0	-5.0	-2.6	-7.7		
<b>Consolidated</b>	304.4	315.4	619.8	614.1	1,234.0		
	0.2	10.0	10.2	28.2	38.5		



## 4. Key Points of FY2019 Forecast (I) [Consolidated]

### [Overall]

- ◆ Ordinary profit/Net income: The full-year forecast is unchanged from the previous announcement on April 26.  
However, we made an upward revision of ¥2.0 billion in the forecast for H1 in both ordinary profit and net income, and a downward revision of ¥2.0 billion for H2, after reviewing market forecasts and our foreign exchange assumption.
- ◆ Market assumptions:
  - Dry Bulk Business – Made an upward revision in the Capesize rates from the previous forecasts, based on the steep rise in the current market.
  - Tankers – Made a slight downward revision from the previous forecast in consideration of the weakening market.
- ◆ Assumption of foreign exchange: Assumption from Q2 onwards changed from ¥110/\$ to ¥108/\$.
- ◆ By business segment  
Made an upward revision by ¥0.5 billion in the H1 outlook for the Dry Bulk Business. Maintaining the initial outlook for the Energy Transport Business and Product Transport Businesses (incl.ONE).

### [By segment] [FY2019 forecast for ordinary profit (increase/decrease from April 26 announcement)]

#### **Dry Bulk Business** [¥11.0 billion (+¥0.5 billion)]

Made an upward revision in the market assumption for several reasons: resolution of the shipment decline stemming from the mining dam collapse in Brazil, strong iron ore trade due to high prices and the anticipated decrease in Capesize fleet due to an increase in downtime for drydocking for scrubber installation during H2. The market assumption for mid- and small-size vessels is unchanged, based on the outlook that overall shipments will remain firm.

⇒ Made a slight upward revision in the forecast from the previous outlook by reflecting the current market conditions.

## 4. Key Points of FY2019 Forecast (II) [Consolidated]

### Energy Transport Business [¥19.5 billion (±¥0 billion)]

#### ■ Tankers

- Crude oil tankers: Current market will remain in an adjustment phase. However, considering that the shipments on Atlantic route such as shale oil, are expected to increase, the market is forecasted to remain firm.
- Product tankers: Despite the sluggish conditions in H1, the market is expected to improve due in part to increasing demand for transport of gas oil as a result of SOx regulations.

#### ■ LNG Carriers and Offshore Businesses

Stable profits will increase as contracted projects begin operation.

⇒Forecasts are unchanged based on stable profits from mid- and long-term contracts, though weakness of the current tanker market is to some extent reflected.

### Product Transport Business [¥10.0 billion (±¥0 billion)]

#### ■ Containerships [¥5.0 billion (±¥0 billion)]

Made a slight upward revision in the H1 outlook, as ONE continues efforts to optimize its cargo portfolio, reduce fuel expenditures, etc., while reviewing its initial prospect for an overall worldwide demand growth due to the risk of a downturn in the global economy and expecting deterioration of freight rate markets in Asia-Europe route. The H2 outlook is unchanged.

#### ■ Car Carriers

Generally anticipate the same level as the initial outlook, though there are concerns that trade from Europe to China will continue to decrease in H2.

#### ■ Ferries and RoRo Ships

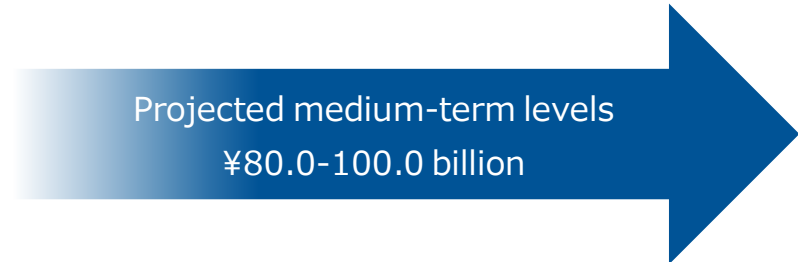
Maintain the initial outlook.

### **[Dividend]**

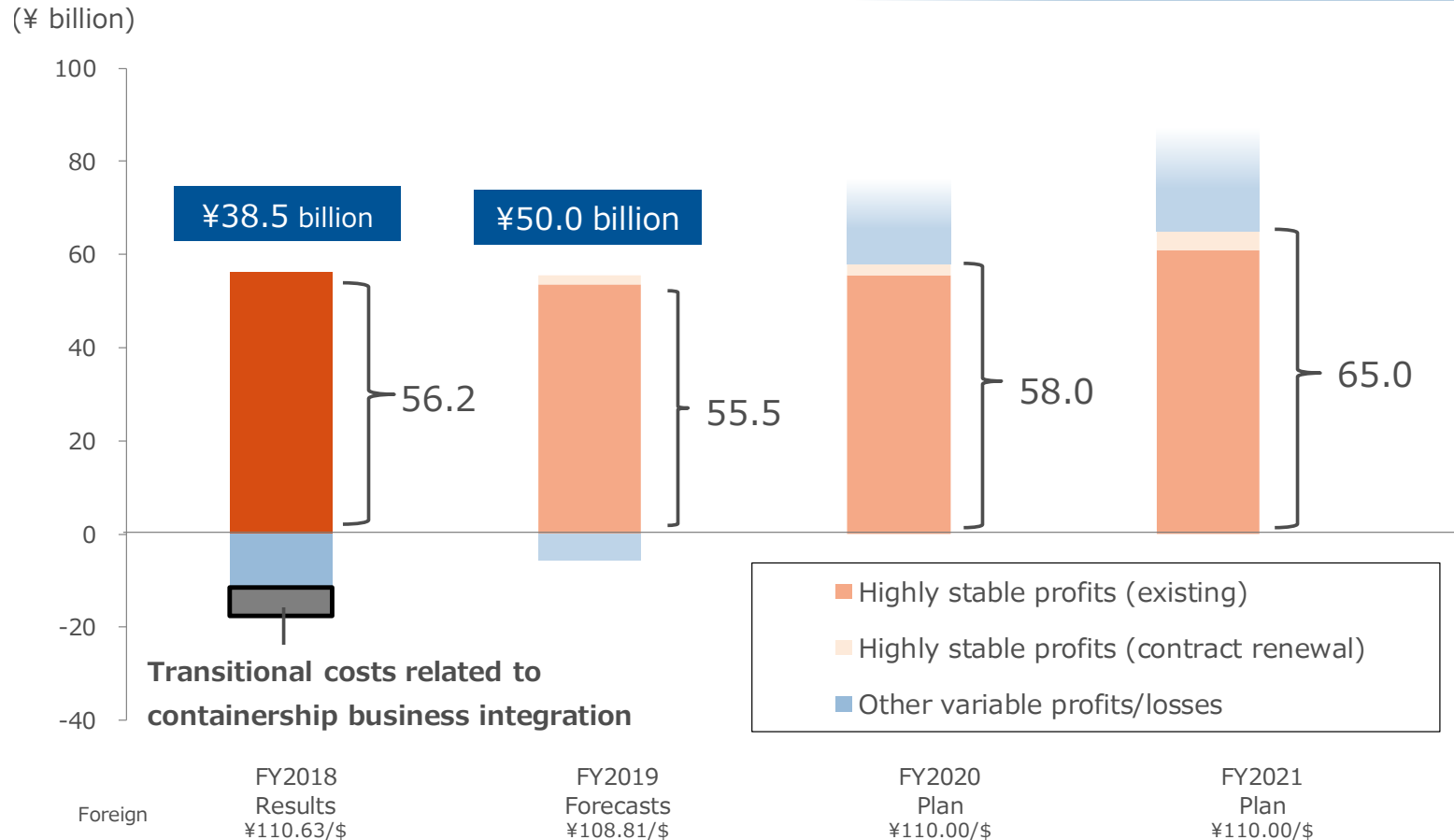
Unchanged from the previous announcement. Plan to pay ¥65 per share for the full year (interim ¥30 + year-end ¥35). (Dividend payout: 20%)

# 5. Roadmap to Profit Improvement

Rolling Plan 2019



## Ordinary Profit



**Highly Stable Profits + Other Variable Profits (Losses) = Ordinary Profits (Total)**

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

**Other variable profits (losses):** Dry bulkers/Tankers (spot operations), Car carriers, Containerships, Terminals & Logistics, and Ferries / Coastal RoRo ships

Note: FY2020-2021 plan is as of Apr26,2019

**Intentionally Blank**

# Dry Bulker Market (Spot Charter Rate)

[Supplement #1]

## 1. FY2018 (Result)

(US\$/day)

Size	FY2018						Full-year
	1st Half			2nd Half			
Market for vessels operated by MOL	Apr-Sep, 2018			Oct, 2018 - Mar, 2019			Average
	Apr-Jun	Jul-Sep		Oct-Dec	Jan-Mar		
Capesize	15,000	22,200	18,600	15,800	8,700	12,300	15,400
Panamax	10,500	12,100	11,300	12,400	7,000	9,700	10,500
Handymax	11,500	11,900	11,700	11,900	7,900	9,900	10,800
Small handy	8,800	8,300	8,500	9,300	6,000	7,700	8,100
Market for vessels operated by overseas subsidiaries of MOL	Jan-Jun, 2018			Jul-Dec, 2018			Average
	Jan-Mar	Apr-Jun		Jul-Sep	Oct-Dec		
Capesize	13,000	15,000	14,000	22,200	15,800	19,000	16,500

## 2. FY2019 (Result/Forecast)

(US\$/day)

Size	FY2019						Full-year
	1st Half			2nd Half			
Market for vessels operated by MOL	Apr-Sep, 2019			Oct, 2019 - Mar, 2020			Average
	Apr-Jun	Jul-Sep		Oct-Dec	Jan-Mar		
Capesize	11,400	22,000	16,700	21,000	13,000	17,000	16,900
Panamax	9,500	11,000	10,300	11,000	11,000	11,000	10,600
Handymax	8,500	10,000	9,200	10,000	10,000	10,000	9,600
Small handy	6,100	9,000	7,500	9,000	9,000	9,000	8,300
Market for vessels operated by overseas subsidiaries of MOL	Jan-Jun, 2019			Jul-Dec, 2019			Average
	Jan-Mar	Apr-Jun		Jul-Sep	Oct-Dec		
Capesize	8,700	11,400	10,100	22,000	21,000	21,500	15,800

### 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

4) Market for Capesize=5TC Average(changed on and after FY2014 financial announcement), Panamax= 4TC Average, Handymax= 5TC Average, Small handy= 6TC Average.

# Tanker Market (Spot Earning)

[Supplement #2]

## 1. FY2018 (Result)

(US\$/day)

Vessel Type	Trade	FY2018						Full-year
		H1			H2			
Market for vessels operated by MOL		Apr-Sep, 2018			Oct, 2018- Mar, 2019			Average
		Apr-Jun	Jul-Sep		Oct-Dec	Jan-Mar		
Crude Oil Tanker	Arabian Gulf - Far East	9,400	14,100	11,800	46,600	29,800	38,200	25,000
Product Tanker (MR)	Main 5 Trades	8,200	6,300	7,200	12,000	14,300	13,200	10,200
Market for vessels operated by overseas		Jan-Jun, 2018			Jul-Dec, 2018			Average
		Jan-Mar	Apr-Jun		Jul-Sep	Oct-Dec		
LPG Tanker (VLGC)	Arabian Gulf - Japan	14,900	9,100	12,000	23,300	26,100	24,700	18,300

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

## 2. FY2019 (Result/Forecast)

(US\$/day)

Vessel Type	Trade	FY2019						Full-year
		H1			H2			
Market for vessels operated by MOL		Apr-Sep, 2019			Oct, 2019 - Mar, 2020			Average
		Apr-Jun	Jul-Sep					
Crude Oil Tanker	Arabian Gulf - Far East	13,800	20,600	17,200	44,000			30,600
Product Tanker (MR)	Main 5 Trades	11,600						
Market for vessels operated by overseas		Jan-Jun, 2019			Jul-Dec, 2019			Average
		Jan-Mar	Apr-Jun					
LPG Tanker (VLGC)	Arabian Gulf - Japan	13,900	50,300	32,100				

(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 rate 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: VLCC Market is for Arabian Gulf - China trade.

Note 4: Product Tanker market is simple average of main 5 trades: Europe - US, US - Europe, Singapore - Australia, South Korea - Singapore, and India - Japan.

Note 5: LPG Tankers are operated by our overseas subsidiaries and the market 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.

# Containerized Freight Index (CCFI\*)

[Supplement #3]

## 1. FY2018 (Result)

(Jan 1, 1998=1,000)

Trade	FY2018						Full-year Average
	1st Half Apr-Sep, 2018			2nd Half Oct, 2018 - Mar, 2019			
	Apr-Jun	Jul-Sep		Oct-Dec	Jan-Mar		
U.S. West Coast	620	711	665	812	697	755	710
U.S. East Coast	840	896	868	991	883	937	903
Europe	1,008	1,083	1,045	1,021	1,094	1,057	1,051
South America	546	642	594	576	573	574	584

## 2. FY2019 (Result)

(Jan 1, 1998=1,000)

Trade	FY2019						Full-year Average
	1st Half Apr-Sep, 2019			2nd Half Oct, 2019 - Mar, 2020			
	Apr-Jun	Jul-Sep		Oct-Dec	Jan-Mar		
U.S. West Coast	675						
U.S. East Coast	877						
Europe	975						
South America	539						

\*China Containerized Freight Index

# Car Carrier Loading Volume

[Supplement #4]

## 1. FY2018 (Result)

(1,000 units)

(Completed-voyage basis / including voyage charter)	FY2018						
	1st Half			2nd Half		Total	
	Q1	Q2	Q3	Q4			
<b>Total</b>	1,098	1,130	2,229	975	1,033	2,008	4,237

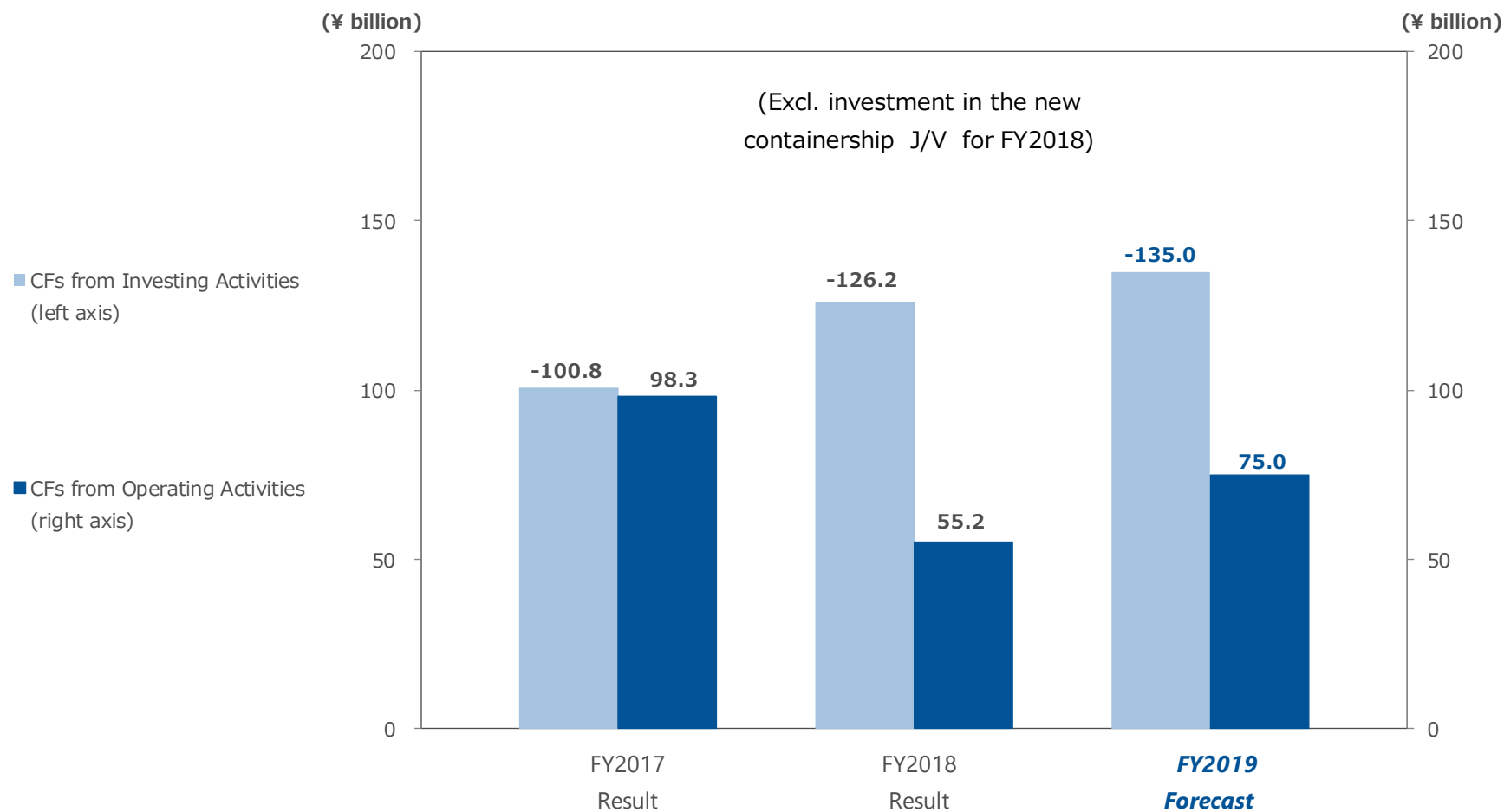
## 2. FY2019 (Result/Forecast)

(1,000 units)

(Completed-voyage basis / including voyage charter)	FY2019				
	1st Half		2nd Half		Total
	Q1	Q2			
<b>Total</b>	1,016	978	1,993	1,964	3,957

\*The forecasts are shown in blue.





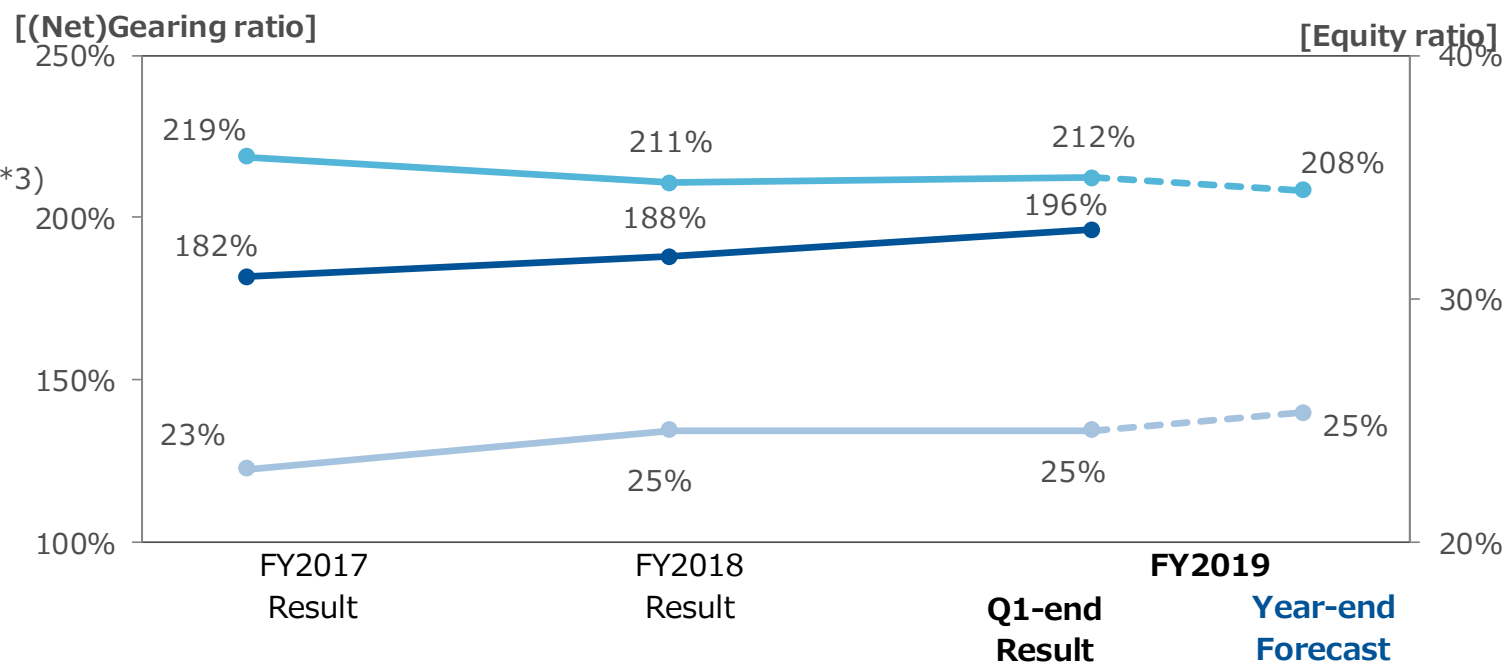
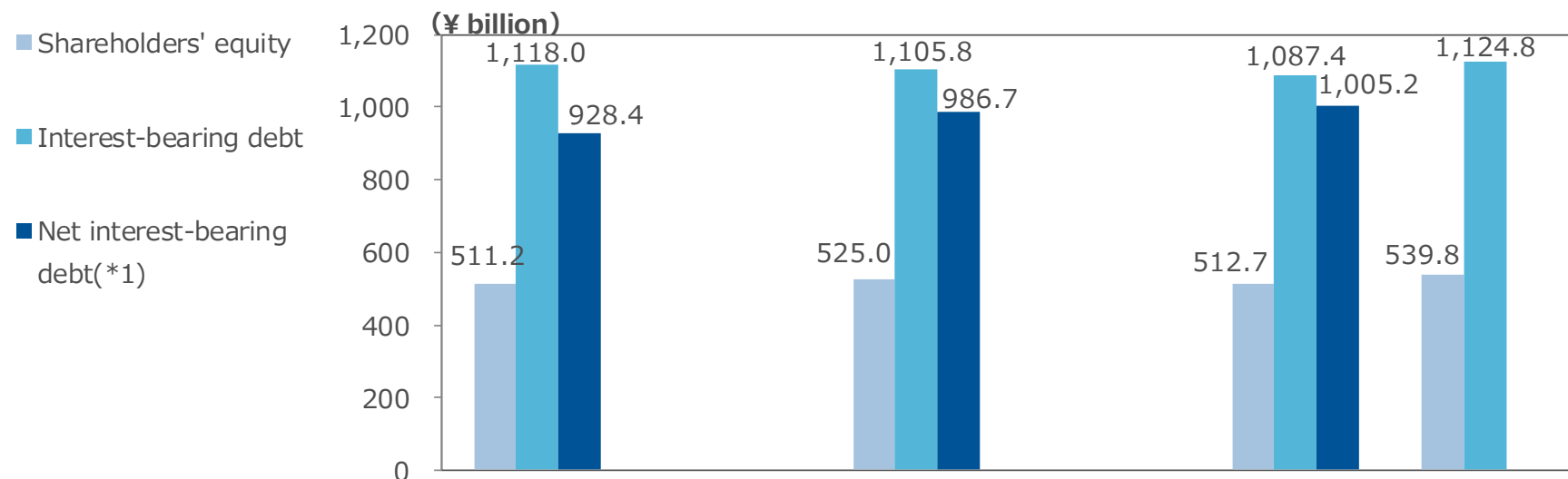
Ordinary Profit/Loss( ¥ bn)	31.4	38.5	<b>50.0</b>
Profit/Loss Attributable to Owners of Parent( ¥ bn)	-47.3	26.8	<b>40.0</b>
Ave. Exchange Rate	¥111.08/\$	¥110.63/\$	<b>¥108.81/\$</b>

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)

# Financial Plan

[Supplement #6]



- (\*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	¥106.24/\$	¥110.99/\$	<b>¥107.79/\$</b>	<b>¥108.00/\$</b>
Overseas Subsidiaries	¥113.00/\$	¥111.00/\$	<b>¥110.99/\$</b>	<b>¥108.00/\$</b>

# Fleet Composition (incl. Offshore business)

[Supplement #7]

		31-Mar, 2019	30-Jun, 2019		31-Mar, 2020	
			1,000dwt		(Forecast)	
<b>Dry Bulk Business</b>	Capesize	94	88	17,380		
	Small and medium-sized bulkers	Panamax	21	28	2,294	
		Handymax	50	55	3,037	
		Small Handy	32	29	1,053	
		(Sub total)	103	112	6,384	
	Wood chip carriers	39	40	2,207		
	Short sea ships	47	48	839		
	(Sub total)	283	288	26,810	274	
	<b>(Market Exposure)</b>	<b>(62)</b>	-	-	<b>(58)</b>	
<b>Energy Transport Business</b>	Tankers	Crude oil tankers	42	43	11,647	
		Product tankers	21	21	1,412	
		Chemical tankers (incl. Methanol tankers)	110	109	3,218	
		LPG tankers	8	8	447	
		(Sub total)	181	181	16,724	
	Steaming coal carriers	47	45	4,127		
	(Sub total)	228	226	20,852	215	
		<b>(Market Exposure)</b>	<b>(97)</b>	-	-	<b>(97)</b>
	LNG carriers (incl. Ethane carriers)	87	88	7,062	95	
	Offshore	FPSO	6	6	1,689	6
FSU/FSRU		4	4	386	5	
Subsea support vessels		3	3	27	3	
Coastal ships (excl. Coastal RoRo ships)	31	30	102	29		
<b>Product Transport Business</b>	Car carriers	113	109	1,828	110	
	Ferries & Coastal RoRo ships	16	15	85	15	
<b>Associated Businesses and Others</b>	Cruise ships	1	1	5	1	
	Others	2	2	13	2	
<b>Sub total</b>		774	772	58,858	755	
<b>Product Transport Business</b>	Containerships	65	65	5,929	64	
<b>Total</b>		839	837	64,787	819	

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

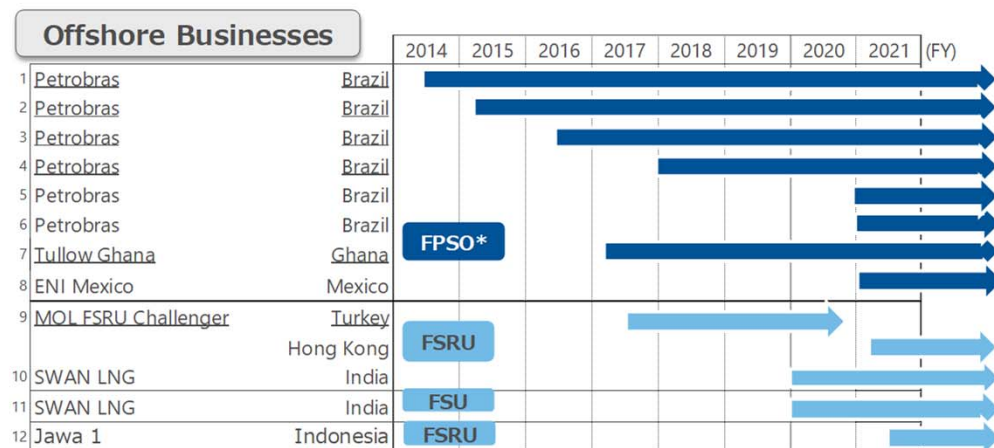
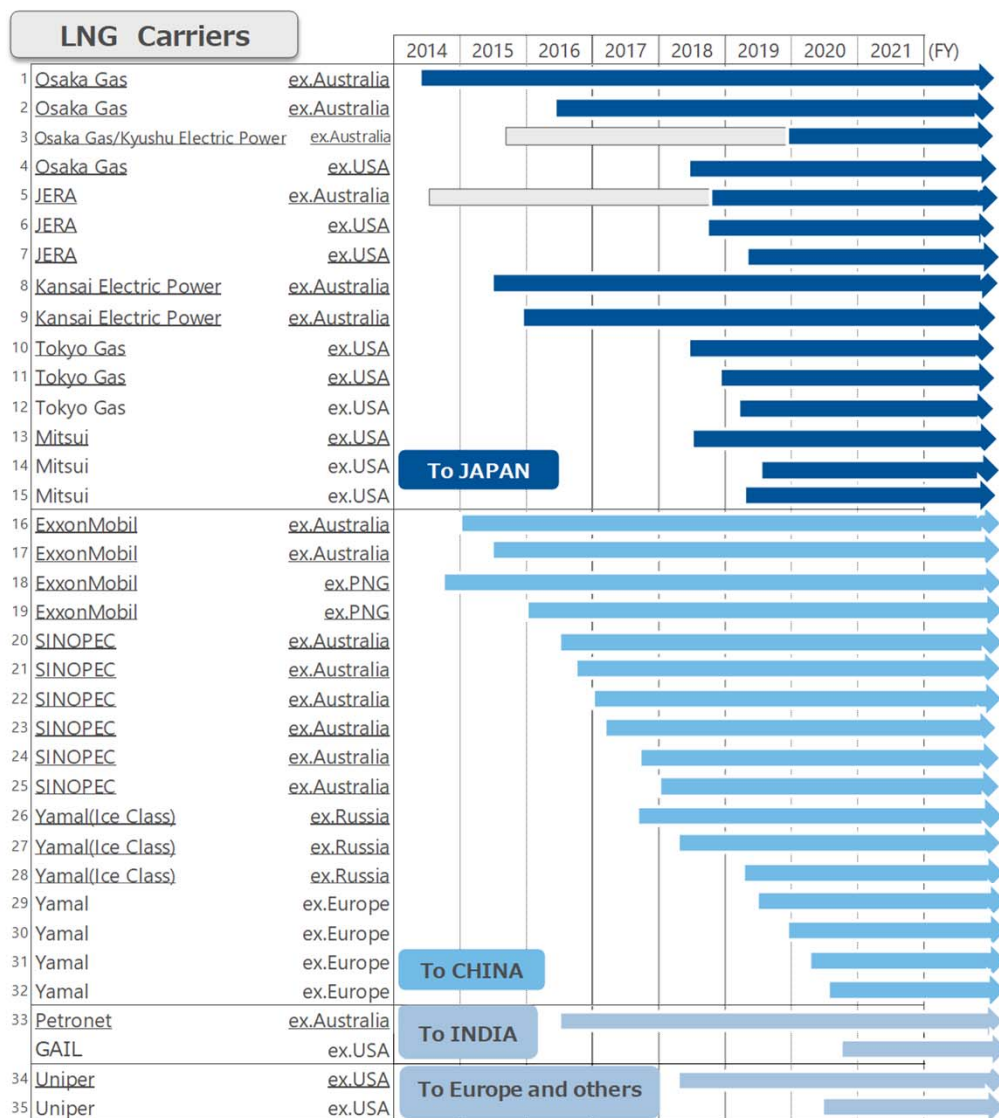
Note 2: "Market Exposure"=Vessels operating under contracts less than two years, which are owned or mid-and long-term chartered vessels.

Note 3: Estimated "Market Exposure" of 31-Mar,2020 is as of 30-Apr,2019.

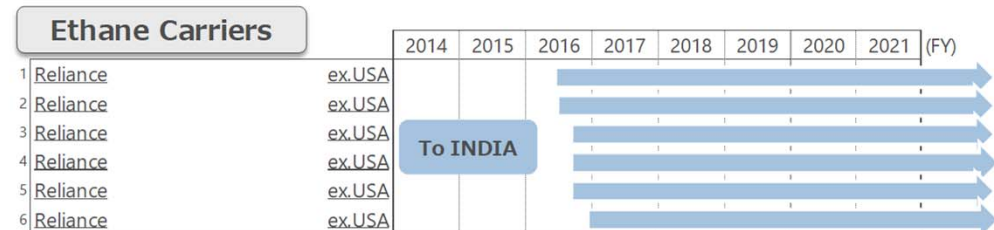
Note 4: Containerships are operated by ONE.

# LNG Carriers and Offshore businesses: Signed Contracts

[Supplement #8]



(\*)FPSO: Total 8units, including one which commenced operation since FY2010



※Underline is under operation