

Business Performance in FY2019-2nd Quarter

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



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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. FY2019-2nd Quarter Results [Consolidated]

*as of July 31, 2019

(¥ billion)	FY2019 Result			FY2018 H1 Result	YoY	*as of July 31, 2019	
	Q1	Q2	H1			Previous forecast* FY2019 H1	Variance
Revenue	283.1	291.2	574.3	619.8	-45.5	583.0	-8.6
Operating profit/loss	6.8	5.1	12.0	14.7	-2.7	15.0	-2.9
Ordinary profit/loss	14.0	14.1	28.1	10.2	+17.8	30.0	-1.8
Net income/loss	12.2	13.3	25.6	5.7	+19.9	27.0	-1.3

Average exchange rate ¥111.22/\$ ¥107.55/\$ ¥109.39/\$ ¥109.47/\$ -¥0.08/\$ ¥109.61/\$ -¥0.22/\$

Average bunker price(HSFO)* \$441/MT \$435/MT \$438/MT \$457/MT -\$19/MT \$445/MT -\$7/MT

*Purchase Prices

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

(¥ billion)

Fluctuation of Foreign Exchange	+¥0.0	YoY	-¥0.08/\$	¥ Stronger
Fluctuation of Bunker Price	+¥1.8	YoY	-\$19/MT	Lower
Fluctuation of cargo volume/freight rates, etc.	+¥16.0			
(Balance)	+¥17.8			

1. FY2019-2nd Quarter Results [By segment]

	Upper	Revenue		FY2018 H1 Result	YoY	Previous forecast* FY2019 H1	Variance
	Lower	Ordinary profit/loss					
	FY2019 Result						
	Q1	Q2	H1				
(¥ billion)							
Dry Bulk Business (excluding; Steaming Coal Carriers)	67.2	69.5	136.7	142.6	-5.8	139.0	-2.2
	2.4	2.8	5.2	8.7	-3.4	6.0	-0.7
Energy Transport Business (Tankers, Steaming Coal Carriers, LNG Carriers, Offshore business)	68.9	70.2	139.2	135.5	+3.7	142.0	-2.7
	6.0	5.6	11.6	8.0	+3.6	10.5	+1.1
Product Transport Business (PCC, Containerships, Ferries & Coastal RoRo Ships)	119.1	123.0	242.1	283.6	-41.4	243.0	-0.8
	2.7	3.9	6.7	-8.6	+15.3	8.5	-1.7
Containership Segment	58.3	55.8	114.2	146.9	-32.7	117.0	-2.7
	1.7	3.8	5.6	-10.0	+15.6	5.5	+0.1
Associated businesses (Real estate, Cruise ship, Tug boats, Trading, etc.)	23.8	24.4	48.2	50.2	-1.9	51.0	-2.7
	3.6	2.7	6.3	6.1	+0.2	6.5	-0.1
Others	3.9	3.9	7.8	7.8	0.0	8.0	-0.1
	0.8	0.1	0.9	1.1	-0.1	1.0	0.0
Adjustment	-	-	-	-	-	-	-
	-1.7	-1.0	-2.8	-5.0	+2.2	-2.5	-0.3
Consolidated	283.1	291.2	574.3	619.8	-45.5	583.0	-8.6
	14.0	14.1	28.1	10.2	+17.8	30.0	-1.8

*as of July 31, 2019

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

2. Outline of FY2019-2nd Quarter Results (I) [Consolidated]

[Overall]

- ◆ Revenue: A decrease in a year-on-year comparison ← Due to negation of MOL's non-consolidated revenue for the Containerships, which was included in the results for the same period of the previous year.
- ◆ Ordinary profit: A significant increase in a year-on-year comparison ← Containerships (ONE) returned to profitability from a significant deficit for the same period of the previous year.
A downturn from the previous outlook ← The completion timing of some profitable voyages in the Dry Bulk business was moved back and cross-trade cargo movement for Car Carriers declined, etc.

[By Segment] [Ordinary profits for FY2019 Q2 (year-on-year comparison)]

Dry Bulk Business [¥5.2 billion (-¥3.4 billion)]

- Vessels on spot contracts: The Capesize market showed signs of recovery from a slump that had been caused by factors such as the collapse of a mining dam in Brazil, and has remained firm since July. The market for medium- and small-size vessels remained relatively firm, and the segment secured profits, although market exposure has been scaled down significantly.
 - Vessels on long-term contracts: Continued to secure stable profits for iron ore carriers, along with wood chip carriers, despite the decline in freight revenues, as a result of renewal of long-term contracts that had been concluded during a skyrocketing market.
- ⇒ A slight downturn resulting from the deferment of profits due to the timing of voyage (= the amount of the downturn had no impact on the full year because it will be regained in H2).

Energy Transport Business [¥11.6 billion (+¥3.6 billion)]

■ Tankers

- Crude oil tankers: The market improved in a year-on-year comparison. This, combined with stable profits from medium- and long-term contracts, resulted in an improvement in ordinary profit.
- Product tankers: The market improved in a year-on-year comparison, though it was limited, and ordinary profit improved in combination with a decrease in the fleet scale and improved efficiency of ship allocation through pool operation.
- Other: Methanol carriers showed steady, stable profits.

2. Outline of FY2019-2nd Quarter Results (II) [Consolidated]

■ LNG Carriers and Offshore Businesses

Five LNG carriers, including an icebreaker for the Yamal Project, were delivered during H1. In the Offshore Businesses, existing projects operated smoothly.

⇒ Ordinary profit for the overall Energy Transport Business increased by ¥3.6 billion in a year-on-year comparison due to stable profit from LNG Carriers, the Offshore Businesses, and Coal Carriers, in addition to improved profit for Tankers.

Product Transport Business [¥6.7 billion (+¥15.3 billion)]

■ Containerships [¥5.6 billion (+¥15.6 billion)]

➤ ONE: Liftings increased on all routes due to stabilized services. The freight rate level, except on the Asia/Europe route, increased in a year-on-year comparison. In addition, profit improved significantly in a year-on-year comparison, due to the effects of further efforts on cost reduction, such as optimization of cargo portfolio and product optimization.

Achieved profitability on the same level as the previous outlook due to further cost reductions and falling bunker prices, though freight rates and liftings on Transpacific and Asia-Europe routes decreased due to the impact of U.S.-China trade friction and deterioration of the demand and supply balance on the Asia-Europe route.

➤ Other (than ONE): Ordinary profit in Logistics decreased in a year-on-year comparison, due to an decrease in cargo trade volumes.

■ Car Carriers

Ordinary profit deteriorated in a year-on-year comparison. The positive effect of the absence of quarantine issues that impacted some routes in the previous year and the effect of a downsized fleet and rationalized ship allocation was offset by a decrease in trade for China from Europe and North America and intra Europe.

■ Ferries and Coastal RoRo Ships

Ordinary profit increased in a year-on-year comparison, due to the advancement of Japan's modal shift and an increase in passenger volume resulting from the launch of newbuilding vessels, despite factors such as weak cargo movement on some routes.

⇒ Overall, ordinary profit in the Product Transport Business secured profitability for two consecutive quarters, due to a significant improvement in Containerships.

Adjustment

Ordinary profit improved in a year-on-year comparison, due to changes in foreign exchange gain and loss, etc.

3. FY2019 Full-year Forecast [Consolidated]

*as of July 31, 2019

	1st Half			2nd Half			Full-year		
	Result	Previous Forecast*	Variance	Forecast	Previous Forecast*	Variance	Forecast	Previous Forecast*	Variance
(¥ billion)									
Revenue	574.3	583.0	-8.6	598.6	590.0	+8.6	1,173.0	1,173.0	0
Operating profit/loss	12.0	15.0	-2.9	13.9	11.0	+2.9	26.0	26.0	0
Ordinary profit/loss	28.1	30.0	-1.8	21.8	20.0	+1.8	50.0	50.0	0
Net income/loss	25.6	27.0	-1.3	14.3	13.0	+1.3	40.0	40.0	0
Average exchange rate	¥109.39/\$	¥109.61/\$	-¥0.22/\$	¥108.00/\$	¥108.00/\$	¥0.00/\$	¥108.69/\$	¥108.81/\$	-¥0.12/\$
Average bunker price(HSFO)*	\$438/MT	\$445/MT	-\$7/MT	\$415/MT	\$420/MT	-\$5/MT	\$427/MT	\$433/MT	-\$6/MT
Average bunker price(VLSFO)*	-	-	-	\$580/MT	-	-	\$580/MT	-	-

*Purchase Prices

(cf) FY2018 Result	1st Half	2nd Half	Full-year
Revenue	619.8	614.1	1,234.0
Operating profit/loss	14.7	22.9	37.7
Ordinary profit/loss	10.2	28.2	38.5
Net income/loss	5.7	21.1	26.8

Average exchange rate ¥109.47/\$ ¥111.79/\$ ¥110.63/\$

Average bunker price \$457/MT \$455/MT \$456/MT

(cf)Sensitivity against Ordinary profit	
FY2019	(for 6 months/Max)
FX Rate :	±¥ 0.36 bn/¥1/\$
Bunker Price :	±¥ 0.01 bn/\$1/MT

3. FY2019 Full-year Forecast [By segment]

Upper	Revenue
Lower	Ordinary profit/loss

*as of July 31, 2019

(¥ billion)

	1st Half			2nd Half			Full-year		
	Result	Previous Forecast*	Variance	Forecast	Previous Forecast*	Variance	Forecast	Previous Forecast*	Variance
Dry Bulk Business	136.7	139.0	-2.2	145.2	131.0	+14.2	282.0	270.0	+12.0
(excluding; Steaming Coal Carriers)	5.2	6.0	-0.7	6.7	5.0	+1.7	12.0	11.0	+1.0
Energy Transport Business	139.2	142.0	-2.7	150.7	146.0	+4.7	290.0	288.0	+2.0
(Tankers, Steaming Coal Carriers, LNG Carriers, Offshore business)	11.6	10.5	+1.1	10.3	9.0	+1.3	22.0	19.5	+2.5
Product Transport Business	242.1	243.0	-0.8	242.8	249.0	-6.1	485.0	492.0	-7.0
(PCC, Containerships, Ferries & Coastal RoRo Ships)	6.7	8.5	-1.7	0.2	1.5	-1.2	7.0	10.0	-3.0
Containership Segment	114.2	117.0	-2.7	115.7	113.0	+2.7	230.0	230.0	0
	5.6	5.5	+0.1	-1.6	-0.5	-1.1	4.0	5.0	-1.0
Associated businesses	48.2	51.0	-2.7	50.7	55.0	-4.2	99.0	106.0	-7.0
(Real estate, Cruise ship, Tug boats, Trading, etc.)	6.3	6.5	-0.1	5.6	5.5	+0.1	12.0	12.0	0
Others	7.8	8.0	-0.1	9.1	9.0	+0.1	17.0	17.0	0
	0.9	1.0	0.0	1.0	1.0	0.0	2.0	2.0	0
Adjustment	-	-	-	-	-	-	-	-	-
	-2.8	-2.5	-0.3	-2.1	-2.0	-0.1	-5.0	-4.5	-0.5
Consolidated	574.3	583.0	-8.6	598.6	590.0	+8.6	1,173.0	1,173.0	0
	28.1	30.0	-1.8	21.8	20.0	+1.8	50.0	50.0	0

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

(cf)FY2018 Result	1st Half	2nd Half	Full-year
Dry Bulk Business	142.6	148.5	291.1
(excluding; Steaming Coal Carriers)	8.7	13.1	21.9
Energy Transport Business	135.5	145.4	280.9
(Tankers, Steaming Coal Carriers, LNG Carriers, Offshore business)	8.0	13.1	21.1
Product Transport Business	283.6	261.5	545.1
(PCC, Containerships, Ferries & Coastal RoRo Ships)	-8.6	-3.6	-12.2
Containership Segment	146.9	130.0	276.9
	-10.0	-4.3	-14.3
Associated businesses	50.2	50.9	101.1
(Real estate, Cruise ship, Tug boats, Trading, etc.)	6.1	6.8	12.9
Others	7.8	7.7	15.6
	1.1	1.4	2.5
Adjustment	-	-	-
	-5.0	-2.6	-7.7
Consolidated	619.8	614.1	1,234.0
	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 July 31. (Ordinary profit: ¥50 billion, net income: ¥40 billion)
- Despite a downturn of ¥1.8 billion in ordinary profit for H1 from the previous outlook, we made an upward revision to the outlook for H2 of the same amount.

◆ Market assumptions:

- Dry Bulkers — Made an upward revision from the previous outlook (except for a slight downward revision for Small Handy bulkers)
- Tankers — Made an upward revision for crude oil tankers from the previous outlook in consideration of the current rising market.

◆ Assumption of foreign exchange / bunker price: For H2, foreign exchange assumption is unchanged at ¥108/\$. Bunker price assumption is almost the same, at \$415/MT (a downward revision of \$5/MT).

◆ By business segment

- Made an upward revision in the Dry Bulk Business and Energy Transport Business reflecting the current dry bulker and tanker markets.
- Made a downward revision in the full-year outlook for the Product Transport Business in consideration of an decrease in cargo movement for the Containership and Car Carrier businesses (emerging from H1 onward).

[By Segment] [FY2019 forecast for ordinary profit (increase/decrease from July 31 announcement)]

Dry Bulk Business [¥12.0 billion (+¥1.0 billion)]

Made an upward revision in the Capesize market forecast in consideration of a decrease in fleet supply because of the anticipated increase in vessels' downtime for drydocking to install scrubbers during H2, in addition to the impact of the market recovery during H1, which will emerge in H2 onward. The market assumption for medium- and small-size vessels is raised from the previous announcement, despite the anticipated downward trend because of factors such as the impact of U.S.-China trade friction.

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

Energy Transport Business [¥22.0 billion (¥2.5 billion)]

■ Tankers

- Crude oil tankers: Assume a firm market for H2, due to an increase in fleet downtime resulting from the installation of scrubbers during H2.
- Product tankers: Expect improvement in the fleet demand and supply environment due to demand for gas oil transport caused by SOx regulations during H2.

■ LNG Carriers / Offshore Businesses

Increase in stable profits as new vessels are delivered and begin operation.

⇒ Made an upward revision for ordinary profit in the overall Energy Transport Business reflecting tanker and other markets in addition to the stable profit base from medium- and long-term contracts.

Product Transport Business [¥7.0 billion (-¥3.0 billion)]

■ Containerships [¥4.0 billion (-¥1.0 billion)]

ONE made a downward revision in its assumption for spot freight rates in consideration of concerns over deceleration in the global economy. For liftings, though a decrease is anticipated on Intra Asia and Transpacific routes, new services (Middle East-Africa, India-Europe) will start. As such, the impact due to the revision of our liftings assumption is limited.

■ Car Carriers

Made a downward revision in the previous assumption for the full year due to the ongoing impact of the downward trend of cross trades in H1, although we anticipate that it will recover in H2.

■ Ferries and Coastal RoRo Ships

Overall, ordinary profit is expected to achieve the same level as the previous outlook, despite a decrease in shipments on some routes and the impact of typhoons.

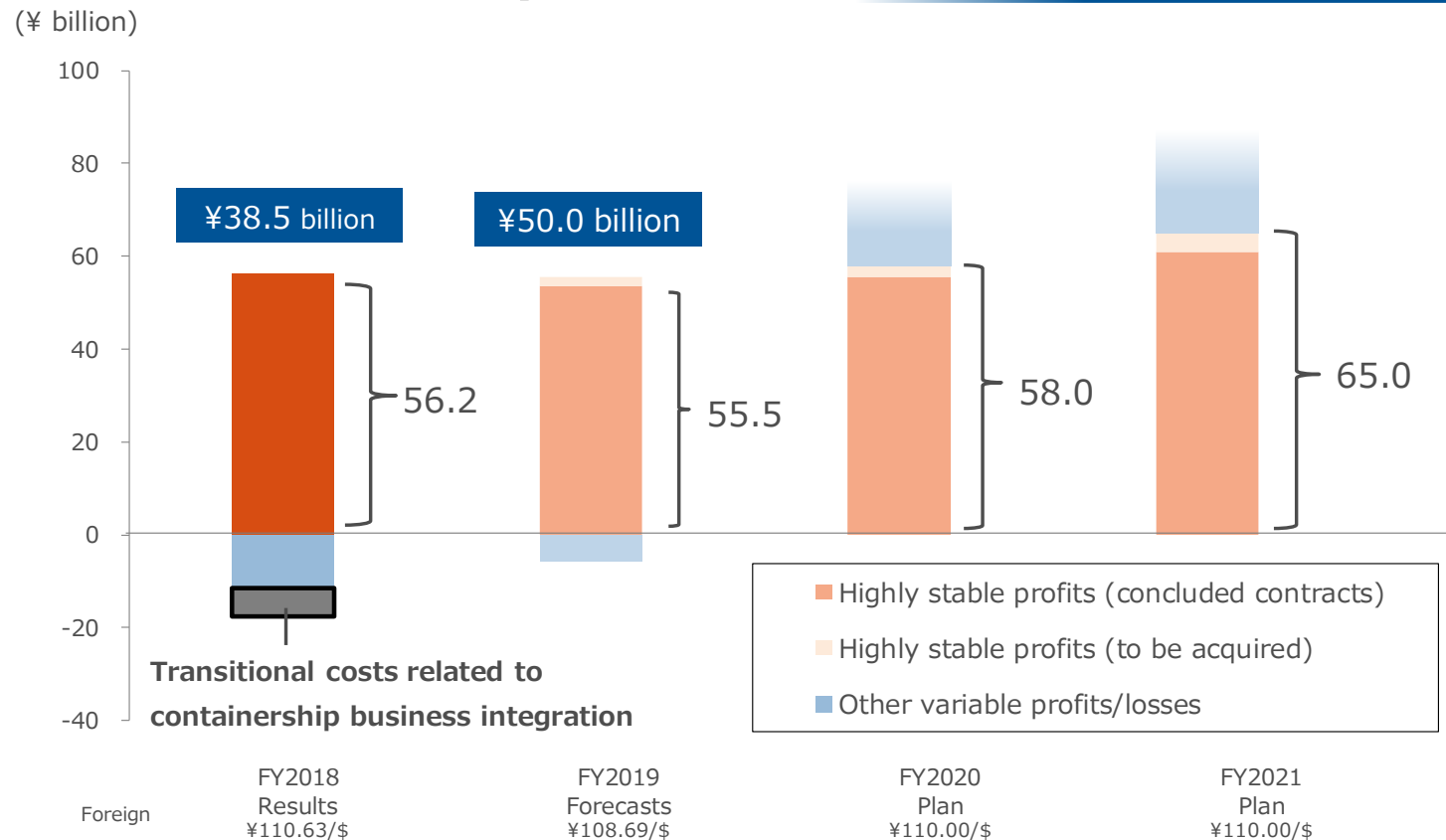
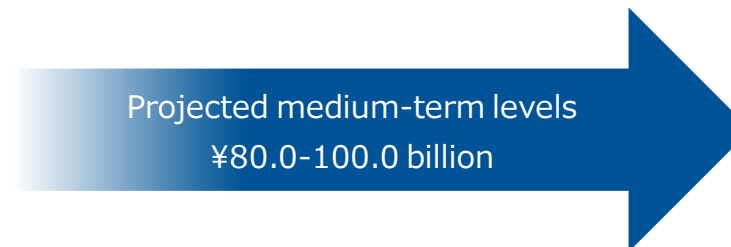
⇒ Made a downward revision in the forecast for the Product Transport Business, due in part to a review of our assumption for Containership freight rates and decreasing trade in Car Carriers.

[Dividend] Will pay ¥30 per share for interim dividend, and plan to pay ¥35 per share at year-end (¥65 per share for the full year).

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

6. Status of Compliance with SOx Regulations

● Securing Regulation-compliant Oils ●

- ✓ We **secured most of the amount** we expect to need until the end of March (about 70% is on prior contracts, the rest will be covered on spot contracts, etc.). We plan to appropriately increase the purchases through prior contracts depending on the situation.
- ✓ Most cases provisionally use "MGO prices – α " for settlements except in Japan, which has already started using VLSFO index. * VLSFO = Very Low Sulfur Fuel Oil MGO = Marine Gas Oil (Gas oil with low sulfur content conventionally used on ships)

● Revision of BAF Clause / Negotiations on Introducing Surcharge ●

- ✓ We have reached agreement with customers on revisions to the BAF clause **for almost all long-term contracts**.
- ✓ For the subsegments that will have the largest impact (Containerships and Car Carriers) , we **have obtained acceptance from customers** regarding the introduction of a surcharge from January 2020.

● Installation of Scrubbers ●

- ✓ We updated the installation target to **"about 100 vessels by 2022"** from "about 60 over the next two years."
- ✓ We already installed scrubbers on 12 vessels, and **expect to increase the number of vessels to 39 by the end of this fiscal year**.

Dry Bulker Market (Spot Charter Rate)

[Supplement #1]

1. FY2018 (Result)

(US\$/day)

Size	FY2018						
	1st Half			2nd Half			Full-year
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						
	1st Half			2nd Half			Full-year
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	29,300	20,400	23,000	14,000	18,500	19,400
Panamax	9,500	15,900	12,700	12,000	12,000	12,000	12,400
Handymax	8,500	12,500	10,500	11,000	11,000	11,000	10,800
Small handy	6,100	8,400	7,300	8,500	8,500	8,500	7,900
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	29,300	23,000	26,200	18,100

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.

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 subsidiaries of MOL		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		Oct-Dec	Jan-Mar		
Crude Oil Tanker	Arabian Gulf - Far East	13,800	26,900	20,400	77,700	45,000	61,400	40,900
Product Tanker (MR)	Main 5 Trades	11,600	10,600	11,100				
Market for vessels operated by overseas subsidiaries of MOL		Jan-Jun, 2019			Jul-Dec, 2019			Average
		Jan-Mar	Apr-Jun		Jul-Sep	Oct-Dec		
LPG Tanker (VLGC)	Arabian Gulf - Japan	13,900	50,300	32,100	53,600			

(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						
	1st Half Apr-Sep, 2018			2nd Half Oct, 2018 - Mar, 2019			Full-year Average
	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						
	1st Half Apr-Sep, 2019			2nd Half Oct, 2019 - Mar, 2020			Full-year Average
	Apr-Jun	Jul-Sep		Oct-Dec	Jan-Mar		
U.S. West Coast	675	703	689				
U.S. East Coast	877	904	891				
Europe	975	985	980				
South America	539	632	586				

*China Containerized Freight Index

Car Carrier Loading Volume

[Supplement #4]

1. FY2018 (Result)

(1,000 units)

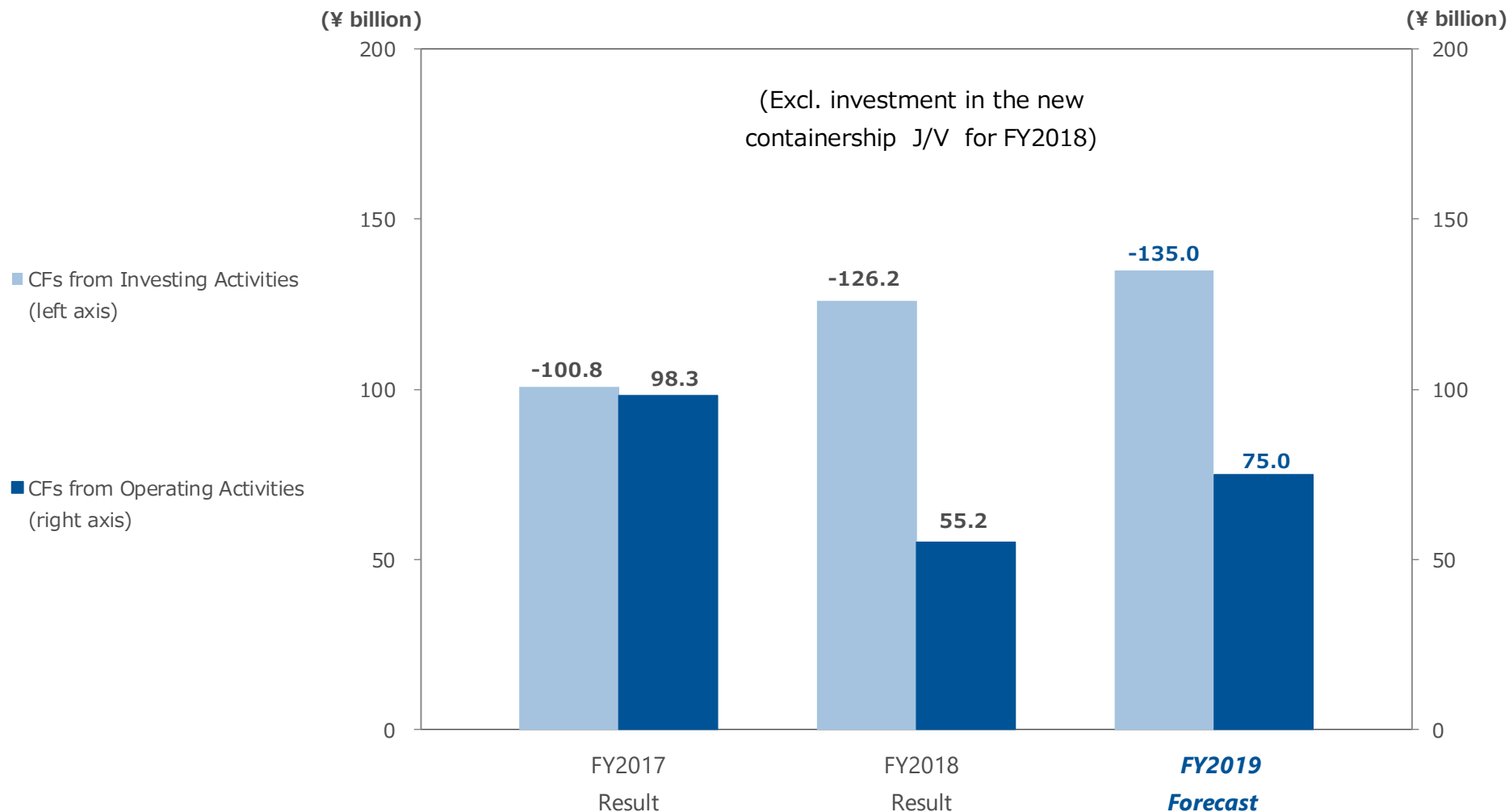
(Completed-voyage basis / including voyage charter)	FY2018						
	1st Half			2nd Half		Total	
	Q1	Q2	Q3	Q4			
Total	1,098	1,130	2,229	975	1,033	2,008	4,237

2. FY2019 (Result/Forecast)

(1,000 units)

(Completed-voyage basis / including voyage charter)	FY2019				
	1st Half		2nd Half		Total
	Q1	Q2			
Total	1,016	972	1,988	1,862	3,850

*The forecasts are shown in blue.



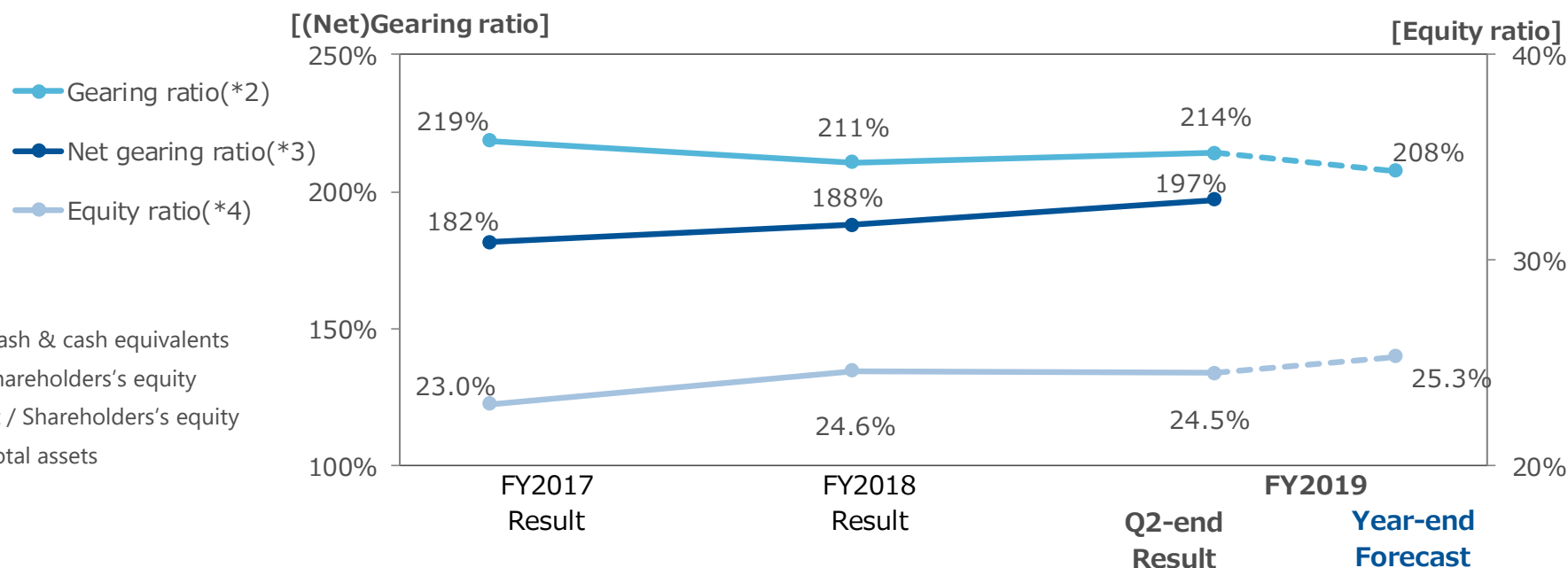
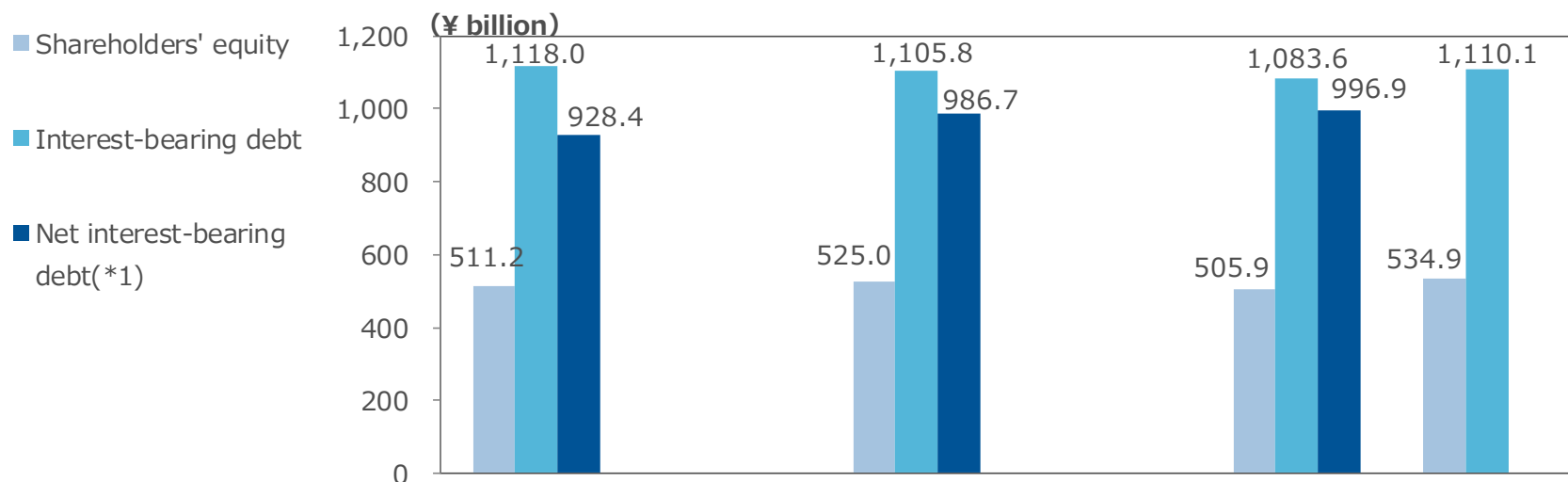
Ordinary Profit/Loss(¥ bn)	31.4	38.5	50.0
Profit/Loss Attributable to Owners of Parent(¥ bn)	-47.3	26.8	40.0
Ave. Exchange Rate	¥111.08/\$	¥110.63/\$	¥108.69/\$

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/\$	¥107.92/\$	¥108.00/\$
Overseas Subsidiaries	¥113.00/\$	¥111.00/\$	¥107.79/\$	¥108.00/\$

Fleet Composition (incl. Offshore business)

[Supplement #7]

		31-Mar, 2019	30-Sep, 2019		31-Mar, 2020	
			1,000dwt		(Forecast)	
Dry Bulk Business	Capesize	94	89	17,510		
	Small and medium-sized bulkers	Panamax	21	29	2,376	
		Handymax	50	50	2,779	
		Small Handy	32	31	1,145	
		(Sub total)	103	110	6,299	
	Wood chip carriers	39	38	2,109		
	Short sea ships	47	50	913		
	(Sub total)	283	287	26,831	274	
	(Market Exposure)	(62)	(62)	-	(66)	
Energy Transport Business	Tankers	Crude oil tankers	42	43	11,652	
		Product tankers	21	19	1,289	
		Chemical tankers (incl. Methanol tankers)	110	109	3,238	
		LPG tankers	8	8	447	
		(Sub total)	181	179	16,626	
	Steaming coal carriers	47	48	4,385		
	(Sub total)	228	227	21,011	214	
		(Market Exposure)	(97)	(97)	-	(95)
	LNG carriers (incl. Ethane carriers)	87	92	7,396	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		
Product Transport Business	Car carriers	113	110	1,847	110	
	Ferries & Coastal RoRo ships	16	15	85	15	
Associated Businesses and Others	Cruise ships	1	1	5	1	
	Others	2	2	13	2	
Sub total		774	777	59,391	754	
Product Transport Business	Containerships	65	65	5,929	64	
Total		839	842	65,320	818	

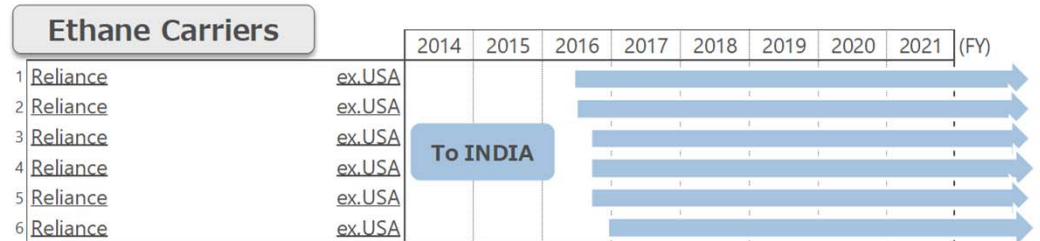
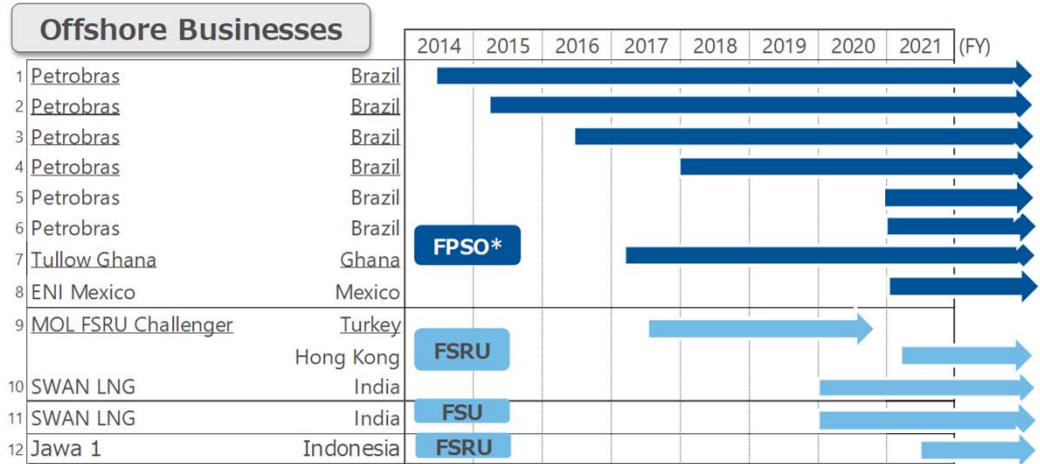
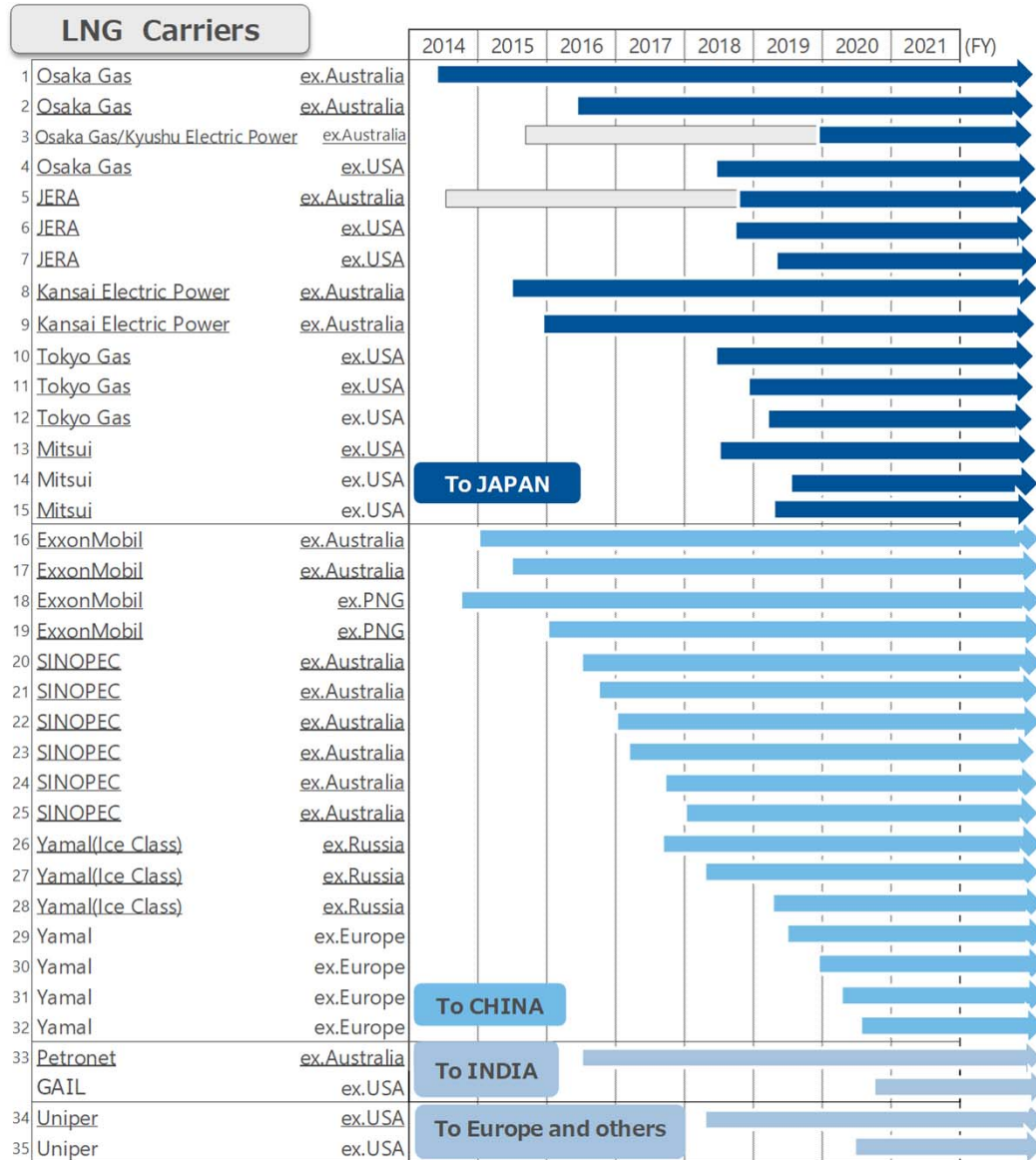
Note 1: Including spot-chartered ships and those owned by joint ventures

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

Note 3: Containerships are operated by ONE.

LNG Carriers and Offshore businesses: Signed Contracts

[Supplement #8]



※ Underline is under operation