## Consolidated Financial Results for the First Quarter Ended June 30, 2007

Company name : Nippon Oil Corporation
Code number : 5001
Representative Director, President: Shinji Nishio
For further information, please contact: Soichiro Tanaka, Group Manager, Investor Relations Group
Telephone: +81-3-3502-1184
1.Results for the First Quarter of Fiscal 2007 (From April 1, 2007 to June 30,2007)
(1)Operating Results(Consolidated Basis)

| (1)Operating Results(Consolidated Basis) |  |  |  |  | igures less than $¥ 1$ million have been omitted) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Sales |  | Operating Income |  | Ordinary Income |  | Net income |  |
|  | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% |
| First quarter of FY2007 | 1,575,767 | 4.6 | 79,254 | 82.8 | 88,042 | 59.4 | 52,718 | 83.7 |
| First quarter of FY2006 | 1,506,903 | 21.7 | 43,362 | (38.3) | 55,229 | (23.9) | 28,692 | (28.1) |
| Year ended March 31, 2007 | 6,624,256 | - | 159,684 |  | 186,611 | - | 70,221 | - |


|  | Net income <br> per share | Net income per share <br> after dilution |
| :---: | :---: | :---: |
| Yen | Yen |  |
| First quarter of FY2007 | 36.07 | - |
| First quarter of FY2006 | 19.71 | - |
| Year ended March 31, 2007 | 48.12 | - |

(2)Financial Position (Consolidated Basis)

|  | Total assets | Net assets | Shareholders' <br> equity ratio | Net assets per <br> share |
| :--- | :---: | :---: | :---: | :---: |
|  | Millions of yen | Millions of yen | $\%$ | Yen |
| First quarter of FY2007 | $4,328,495$ | $1,391,825$ | 29.5 | 874.21 |
| First quarter of FY2006 | $4,196,970$ | $1,273,899$ | 27.8 | 800.24 |
| Year ended March 31, 2007 | $4,385,533$ | $1,331,981$ | 27.7 | 829.64 |

(3)Cash Flows (Consolidated Basis)

|  | Operating activities | Investing activities | Financing activities | Cash and cash <br> equivalents at end of |
| :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | Millions of yen | Millions of yen | Millions of yen |
| First quarter of FY2007 | 97,717 | $(28,168)$ | $(103,941)$ | 285,995 |
| First quarter of FY2006 | 93,299 | $(24,506)$ | 49,000 | 332,046 |
| Year ended March 31, 2007 | 205,867 | $(143,487)$ | 44,408 | 321,786 |

2. Forecasts of Consolidated Performance in Fiscal 2007 (From April 1, 2007 to March 31,2008)

|  | Net Sales |  | $\begin{array}{c}\text { Operating } \\ \text { income }\end{array}$ |  | $\begin{array}{c}\text { Ordinary } \\ \text { income }\end{array}$ |  | Net income |  |
| :---: | :--- | ---: | :--- | :--- | :--- | ---: | ---: | ---: | \(\left.\begin{array}{c}Net income <br>

per share\end{array}\right]\)

[^0]3.Others
(1) Changes in consolidated subsidiaries (Changes in specified subsidiaries involving changes in scope of consolidation)

None
(2)Adoption of simplified accounting standards Yes
(3)Changes in accounting principles

None
Note:For detailed information, please refer to "3.Other Information" in page 3.
[Note]
1.Non-consolidated Results for the First Quarter Ended June 30, 2007 (From April 1, 2007 to June 30,2007) (1)Operating Results(Non-consolidated Basis)

|  | Net Sales |  | Operating Income |  | Ordinary Income |  | Net income |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | Millions of yen |  | $\%$ | Millions of yen |  | $\%$ | Millions of yen |  |

(2)Financial Position (Non-consolidated Basis)

|  | Total assets | Net assets |
| :---: | :---: | :---: |
|  | Millions of yen | Millions of yen |
| First quarter of FY2007 | $3,070,867$ | 832,663 |
| First quarter of FY2006 | $2,932,370$ | 800,562 |
| Year ended March 31, 2007 | $3,071,996$ | 786,268 |

2.Forecasts of Non-consolidated Performance in Fiscal 2007 (From April 1, 2007 to March 31,2008)

|  | Net Sales |  | $\begin{gathered} \text { Operating } \\ \text { income } \\ \hline \end{gathered}$ | Ordinary income | $\begin{gathered} \text { Net } \\ \text { income } \end{gathered}$ | $\begin{gathered} \begin{array}{c} \text { Net income } \\ \text { per share } \end{array} \\ \hline \text { Yen } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Millions of yen \% | Millions of yen \% | Millions of yen \% |  |
| Interim period | 2,990,000 | 4.3 | 85,000 59.7 | 91,000 47.4 | 61,000 12.0 | 41.68 |
| Fiscal Year | 6,230,000 | 6.9 | 95,000 557.6 | 105,000 217.2 | 74,000 180.2 | 50.56 |

[^1][Qualitative Information and Financial Statement]

## 1.Qualitative Information Relating to the Consolidated Financial Results

Regarding sales of petroleum products in the first quarter (from April 1, 2007 to June 30, 2007), sales volume, excluding barter trade between oil companies, was 15.91 million KL , a $4.5 \%$ decrease over the same period of the previous year. This was due to a decrease in demand particularly for industrial fuel as users promoted fuel conversion. Consolidated performance consisted of net sales of JPY 1,575.8billion, increased $4.6 \%$ year on year and operating income increased by JPY 35.9billion, to JPY 79.3billion and ordinary income increased by JPY 32.8 billion, to JPY 88.0 billion. This was due to considerably improved inventory valuation factors in the same period in the previous year. Inventory valuation factors refer to the effect of pushing down the cost of goods sold where the valuation of inventory using the gross average method to reflect a rise in the price of crude oil.
Excluding inventory valuation factors, the ordinary income was JPY 33.8 billion, an increase of JPY 5.5 billion from the previous first quarter. This was due to improved margins for petrochemical products and progress of cost reduction and efficiency improvement, while in the E\&P business division profits decreased due to a decrease of sales volume of oil and natural gas.

## 2.Qualitative Information Relating to the Consolidated Financial Position

In the first quarter, total assets were JPY 4,328.5 billion, a decrease of JPY 57.0 billion from March 31, 2007. This decrease was principally attributable to the decrease of trade notes and accounts receivable and cash deposit exceeded increase of inventory assets from the rise in crude oil prices.
Net assets totaled JPY 1,391.8 billion, an increase of JPY 59.8 billion from a year earlier. This gain was the result of positive factors such as consolidated net income exceeding negative factors such as year-end dividends.
Interest-bearing debt in the first quarter was $1,213.9$ billion, decreased 83.2 billion from March 31, 2007. As a result, the equity ratio in the first quarter was $29.5 \%$.

## 3.Qualitative Information Relating to the Forecast of Consolidated Performance

The company has revised its forecast for the interim period and the full year due to the continuation of high crude oil prices as compared to previous expectations (announced along with results for fiscal year ending March 2007). This forecast assumes a crude oil price of \$64.0/barrel and an exchange rate of JPY120.3 for the full year (as compared to the previously announced assumption of \$58.5/barrel and an exchange rate of JPY119.8.), and a crude oil price of \$64.7/barrel and an exchange rate of JPY120.7 for the half year.

The forecast for the interim period is JPY138 billion in operating income (an increase of JPY46 billion over the previous estimate), JPY 148 billion in ordinary income (an increase of JPY 46 billion over the previous estimate), and net income of JPY92 billion (an increase of JPY30 billion over the previous estimate) due primarily to positive inventory valuation factors. The forecast for the entire fiscal year is JPY 237 billion in operating income (an increase of JPY47 billion over the previous forecast), JPY 254 billion in ordinary income (an increase of JPY 46 billion), and net income of JPY146 billion (an increase of JPY28 billion over from previous forecast). There is no change from previous dividend estimates (announced along with results for the fiscal year ending March 2007) of JPY 12/share annually (interim dividends of JPY6/share and fiscal year-end dividends of JPY 6/share).
(1)Forecasts of Consolidated Performance in the First half of fiscal 2007
(From April 1, 2007 to September 30, 2007)

|  | Net Sales | Operating <br> income | Ordinary <br> income | Net income |
| :---: | ---: | :---: | :---: | :---: |
|  | Millions of yen | Millions of yen | Millions of yen | Millions of yen |
| Revised forecast (A) | $3,310,000$ | 138,000 | 148,000 | 92,000 |
| Original forecast (B) | $3,200,000$ | 92,000 | 102,000 | 62,000 |
| Forecast change (A-B) | 110,000 | 46,000 | 46,000 | 30,000 |
| Rate of forecast change (\%) | $3.4 \%$ | $50.0 \%$ | $45.1 \%$ | $48.4 \%$ |

(2)Forecasts of Consolidated Performance in Fiscal 2007(From April 1, 2007 to March 31, 2008)

|  | Net Sales | Operating <br> income | Ordinary <br> income | Net income |
| :---: | ---: | :---: | :---: | :---: |
|  | Millions of yen | Millions of yen | Millions of yen | Millions of yen |
| Revised forecast (A) | $6,990,000$ | 237,000 | 254,000 | 146,000 |
| Original forecast (B) | $6,760,000$ | 190,000 | 208,000 | 118,000 |
| Forecast change (A—B) | 230,000 | 47,000 | 46,000 | 28,000 |
| Rate of forecast change (\%) | $3.4 \%$ | $24.7 \%$ | $22.1 \%$ | $23.7 \%$ |

4.Other Information
(1) Changes in consolidated subsidiaries (Changes in specified subsidiaries involving changes in scope of consolidation)
None
(2)Adoption of simplified accounting standards

Simplified method was used in connection with accounting standards for corporate tax.
(Use of legal effective tax rate in calculating corporate tax.)
(3)Changes in accounting principles

None

1. [SUMMARY] CONSOLIDATED BALANCE SHEETS



2. [SUMMARY] CONSOLIDATED STATEMENTS OF CASH FLOWS

|  | Previous first quarter <br> April 1 ,2006 ~ <br> June 30, 2006 | Current first quarter <br> April 1 ,2007~ <br> June 30, 2007 | Previous fiscal year <br> April 1,2006 ~ <br> March 31, 2007 |
| :---: | :---: | :---: | :---: |
|  | Millions of yen | Millions of yen | Millions of yen |
|  |  |  |  |
| Income before income taxes and minority interests | 57, 074 | 93, 959 | 172, 205 |
| Depreciation and amortization | 31,476 | 33,294 | 131, 872 |
| Decrease (increase) in notes and accounts receivable | 112, 549 | 96, 823 | ( 32,641) |
| Decrease (increase) in inventories | 30, 863 ) | ( 82, 407 ) | 59,135 |
| Increase (decrease) in notes and accounts payable and excise taxes payable | ( 76,938 ) | ( 43, 953 ) | ( 124,705 ) |
| Net cash provided (used in) by operating activities | 93,299 | 97, 717 | 205, 867 |
| II. Cash flows from investing activities |  |  |  |
| Decrease (increase) in time deposits | 9 | 10, 086 | ( 10,015 ) |
| Additions to property, plant and equipment | ( 31, 352 ) | ( 35,537) | ( 113, 486 ) |
| Proceeds from sales of property, plant and equipment | 6, 411 | 9,184 | 23,105 |
| Net (increase) decrease in marketable and investment securities | ( 348 ) | 1,766 | ( 9,159 ) |
| Other | 773 | ( 13, 668 ) | ( 33, 931 ) |
| Net cash (used in) provided by investing activities | ( 24, 506 ) | ( 28,168) | ( 143, 487) |
| III. Cash flows from financing activities |  |  |  |
| Increase (decrease) in short-term loans | 16,392 | ( 74, 156 ) | 94,411 |
| Increase (decrease) in long-term loans and bonds | 45,575 | ( 13, 139 ) | ( 32,509) |
| Other | ( 12,966 ) | ( 16,645 ) | ( 17,493 ) |
| Net cash provided (used in) by financing activities | 49, 000 | ( 103, 941 ) | 44,408 |
| IV. Effect of exchange rate changes on cash and cash equivalents | ( 436 ) | ( 1,398) | 308 |
| V. Increase (decrease) in cash and cash equivalents | 117, 356 | ( 35,791) | 107, 096 |
| VI. Cash and cash equivalents at beginning of period | 214, 476 | 321, 786 | 214, 476 |
| VII. Increase in cash and cash equivalents due to inclusion in consolidation | 212 | - | 212 |
| VIII. Increase in cash and cash equivalents due to merger of consolidated subsidiaries | 0 | - | 0 |
| IX. Cash and cash equivalents at end of the period | 332, 046 | 285, 995 | 321, 786 |

## 4.Segment Information

## [ Business Segment ]

(1) Previous first quarter (April 1, 2006 ~June 30, 2006)

|  | Refining and Marketing | E\&P of Oil and Natural Gas* | Construction | Other | Total | Eliminations | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | Millions of yen | Millions of yen | Millions of yen | Millions of yen | Millions of yen | Millions of yen | Millions of yen |
|  |  |  |  |  |  | - | 1, 506, 903 |
| (1) Sales to third parties | 1,381,451 | 49, 422 | 57, 192 | 18,837 | 1,506, 903 |  |  |
| (2) Intergroup sales and transfers | 1,714 | - | 203 | 5,341 | 7,259 | $(7,259)$ | - |
| Total sales | 1,383, 165 | 49, 422 | 57, 395 | 24,179 | 1, 514, 163 | $(7,259)$ | 1,506, 903 |
| Operating expenses | 1,368, 352 | 20,646 | 59, 015 | 23, 349 | 1, 471, 364 | $(7,822)$ | 1, 463, 541 |
| Operating income (loss) | 14,812 | 28,776 | $(1,619)$ | 829 | 42,798 | 563 | 43,362 |

*Exploration and Production of Oil and Natural Gas

Notes:

1. Business segments are based on the classifications used by the Company internally for management of its businesses.
2. Principal products by business segment are as follows:
(1) Refining and Marketing: Petroleum products, including gasoline, naphtha, kerosene, diesel fuel, and heavy fuel oil, as well as Petrochemical products, including benzene, paraxylene, and other products
(2) E\&P of Oil and Natural Gas: Exploration, development and Production of oil and natural gas
(3) Construction: Asphalt paving, civil engineering construction, building construction
(4) Other: Activities include sales of automotive products, such as tires, lease financing, insurance agency business, real estate rentals, travel agency business, computer-related operations and financial services.
(2) Current first quarter (April 1, 2007 ~June 30, 2007)

|  | Refining and Marketing | E\&P of Oil and Natural Gas* | Construction | Other | Total | Eliminations | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
| Net sales |  |  |  |  |  |  |  |
| (1) Sales to third parties | 1, 453, 779 | 46, 194 | 61,690 | 14,102 | 1,575, 767 | - | 1, 575, 767 |
| (2) Intergroup sales and transfers | 1,906 | - | 553 | 5,458 | 7, 917 | $(7,917)$ | - |
| Total sales | 1, 455, 685 | 46, 194 | 62,244 | 19,560 | 1,583, 685 | $(7,917)$ | 1, 575, 767 |
| Operating expenses | 1, 400, 281 | 22, 107 | 64, 369 | 18, 085 | 1,504, 842 | $(8,330)$ | 1, 496, 512 |
| Operating income (loss) | 55,404 | 24, 087 | $(2,124)$ | 1,474 | 78, 842 | 412 | 79, 254 |

*Exploration and Production of Oil and Natural Gas

## Notes:

1. Business segments are based on the classifications used by the Company internally for management of its businesses
2. Principal products by business segment are as follows:
(1) Refining and Marketing: Petroleum products, including gasoline, naphtha, kerosene, diesel fuel, and heavy fuel oil, as well as Petrochemical products, including benzene, paraxylene, and other products
(2) E\&P of Oil and Natural Gas: Exploration, development and Production of oil and natural gas
(3) Construction: Asphalt paving, civil engineering construction, building construction
(4) Other: Activities include sales of automotive products, such as tires, lease financing, insurance agency business, real estate rentals, travel agency business, computer-related operations and financial services.

Year ended March 31, 2007 (April 1, 2006 ~March 31, 2007)


Notes:

1. Business segments are based on the classifications used by the Company internally for management of its businesses.
2. Principal products by business segment are as follows:
(1) Refining and Marketing: Petroleum products, including gasoline, naphtha, kerosene, diesel fuel, and heavy fuel oil, as well as Petrochemical products, including benzene, paraxylene, and other products
(2) E\&P of Oil and Natural Gas: Exploration, development and Production of oil and natural gas
(3) Construction: Asphalt paving, civil engineering construction, building construction
(4) Other: Activities include sales of automotive products, such as tires, lease financing, insurance agency business, real estate rentals, travel agency business, computer-related operations, and financial services.

[^0]:    * "FY2007" or "fiscal2007" refers to the fiscal year ending March 31,2008 and other fiscal years are referred to in a corresponding manner.

[^1]:    * The aforementioned forecasts are forward-looking statements based on all information available to the management at the time of this document's release. Please note that actual results may vary significantly from projected forecasts due to various uncertain factors. The factors affecting actual results include but are not limited to economic conditions, crude oil prices, demand for and market conditions of petroleum products and petrochemical products, and exchange rate and interest rate trends.

