

Presentation on Results for FY2020

May 11, 2021
Idemitsu Kosan Co.,Ltd.

Summary of Financial Results

■ FY2020 Financial overview

- ✓ Operating + equity income (“segment income”) turned positive in FY20, mainly as inventory impact improved following an increase in crude oil prices
- ✓ Segment income excluding inventory impact increased by ¥29.7 billion year-on-year, supported by improved time lag in Petroleum segment
- ✓ Net income increased by ¥57.9 billion despite reporting losses on valuation of ¥18.1 billion on long-term loans to NSRP

[¥ billions]

	FY2019	FY2020	Change
Operating Income + Equity Income	(26.2)	100.3	126.5
<i>Inventory impact</i>	(89.3)	7.5	96.7
<i>Excluding inventory impact</i>	63.1	92.8	29.7
Net Income Attributable to Owners of the Parent	(22.9)	34.9	57.9
<i>Excluding inventory impact</i>	39.0	29.7	(9.3)

■ FY2020 Dividends

interim:¥60/share, year-end: ¥60/share , total: ¥120/share

* No changes from the previous announcement

Summary of FY2021 Forecast

■ FY2021 Forecast overview

- ✓ Forecast a ¥39.7 billion year-on-year increase in segment income, with a recovery in resource prices and reversal of one-time losses in the power & renewable energy segment in FY20
- ✓ Anticipating a ¥50.1 billion year-on-year increase in net income, in part due to significant extraordinary losses in FY20

[¥ billions]

	FY2020	FY2021	Change
Operating Income + Equity Income	100.3	140.0	39.7
<i>Inventory impact</i>	<i>7.5</i>	<i>0.0</i>	<i>(7.5)</i>
<i>Excluding inventory impact</i>	<i>92.8</i>	<i>140.0</i>	<i>47.2</i>
Net Income Attributable to Owners of the Parent	34.9	85.0	50.1
<i>Excluding inventory impact</i>	<i>29.7</i>	<i>85.0</i>	<i>55.3</i>

*While some inventory impact may arise if FY21 crude oil price stabilizes at \$60, such impact is not included in forecasts

■ FY2021 shareholder returns policy / dividend forecast

- ✓ Achieve payout ratio of at least 50% on cumulative FY20-22 net income excluding inventory impact
- ✓ Anticipating stable dividends of ¥120 per share
interim: ¥60/share, year end: ¥60/share , total: ¥120/share

Key Topics (FY2020)

■ Impact of COVID 19 Pandemic

- ✓ Decreased fuel demand as well as squeezed petrochemical margin throughout the year

■ Status of Nghi Son Refinery in Vietnam

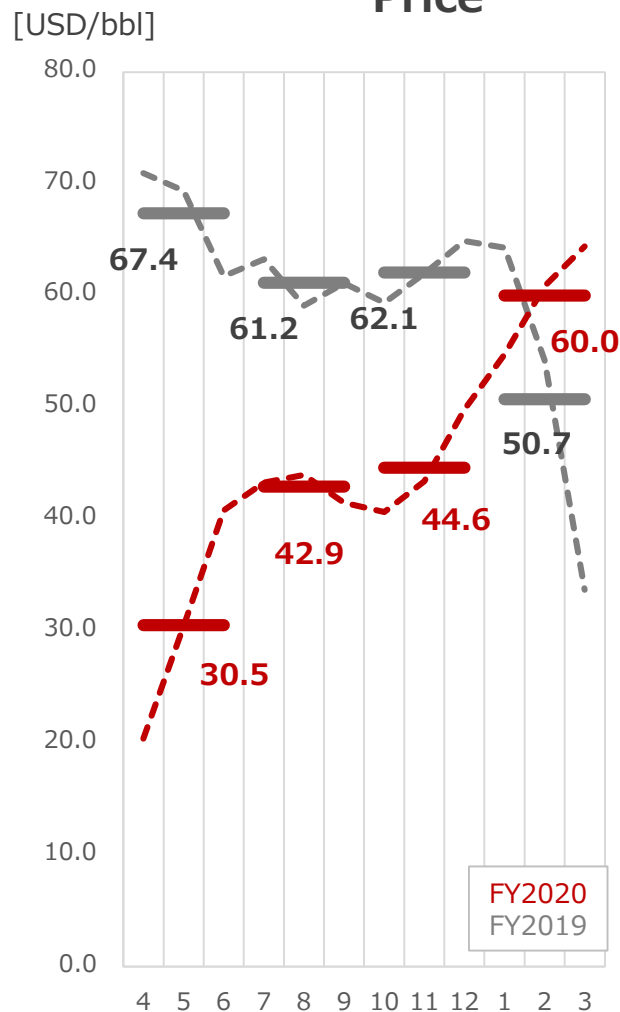
- ✓ Under continuous stable operation
- ✓ No change in equity loss from the previous forecast
- ✓ Recorded 18.1 billion valuation losses on long-term loans to NSRP
As a result, the balance of initial capital and long-term loans provided to NSRP decreased

■ Reduction of legal capital surplus and reclassification to other capital surplus

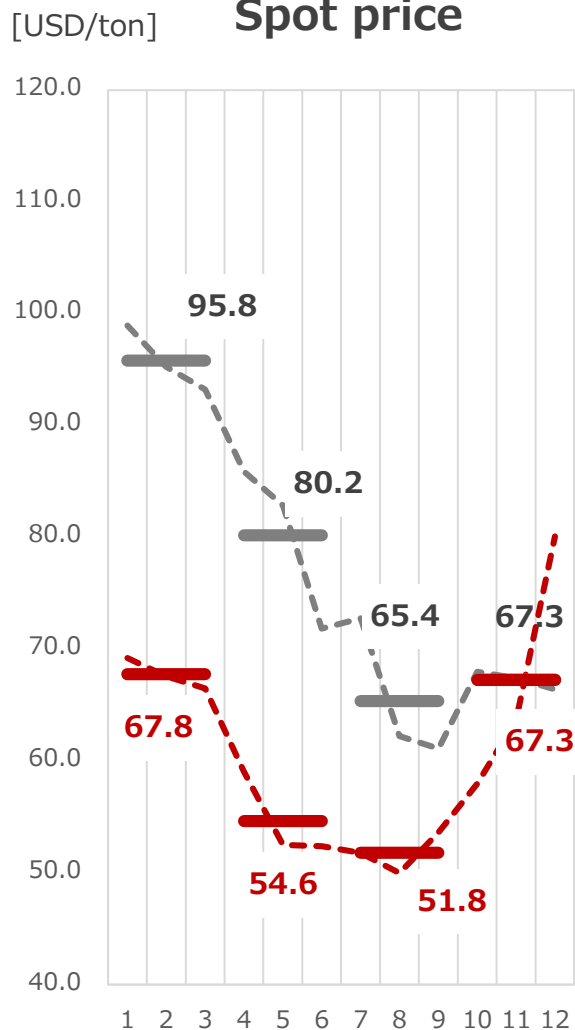
- ✓ Propose decrease in legal capital surplus and reclassification to other capital surplus as an agenda item for the June 23 shareholders' meeting in order to enhance flexibility in its future capital policies
- ✓ ¥416.0 billion of the ¥458.1 billion in legal capital surplus will be reclassified

Operating Environment

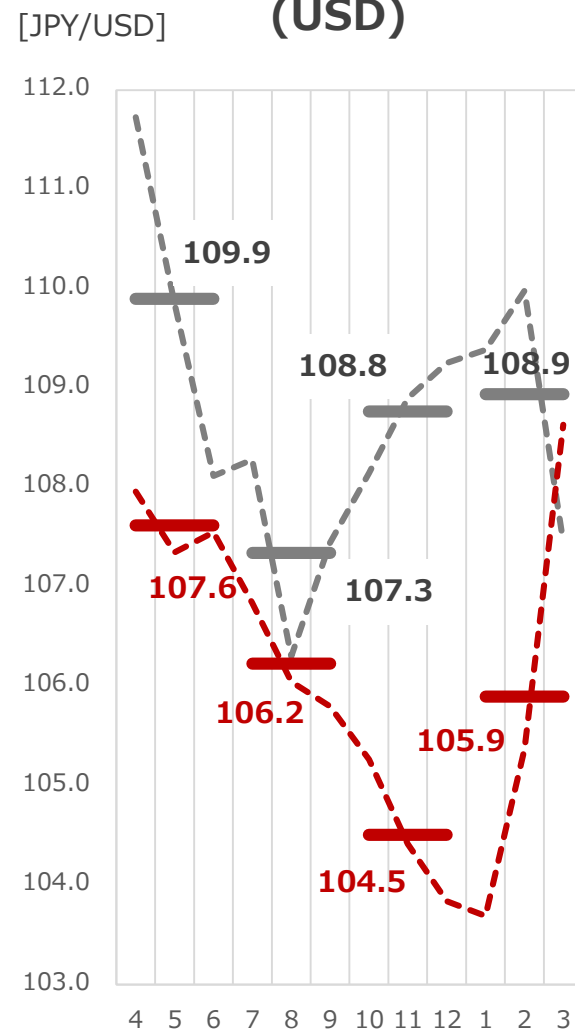
Dubai Crude Oil Price



Australian Coal Spot price



Exchange Rate (USD)



Overview

■ Crude Oil / Coal / Exchange Rates

[USD/bbl, USD/ton, JPY/USD]

	FY2019	FY2020	Change	
Crude Oil (Dubai)	60.3	44.5	(15.8)	(26.2%)
Crude Oil (Brent)*	64.3	41.7	(22.6)	(35.2%)
Thermal Coal *	77.8	60.4	(17.4)	(22.3%)
Exchange Rate (TTM)	108.7	106.1	(2.6)	(2.4%)

*Brent prices and thermal coal prices are averages based on the calendar year (January-December).

■ Consolidated Income Statement (Summary)

[¥ billions]

	FY2019	FY2020	Change	
Net Sales	6,045.9	4,556.6	(1,489.2)	(24.6%)
Operating Income	(3.9)	140.1	143.9	—
<i>Inventory impact</i>	(89.3)	7.5	96.7	—
Equity Income	(22.4)	(39.8)	(17.4)	—
Operating Income + Equity Income	(26.2)	100.3	126.5	—
<i>Excluding inventory impact</i>	63.1	92.8	29.7	+47.2%
Ordinary Income	(14.0)	108.4	122.3	—
Extraordinary Gain/Loss	(3.3)	(43.8)	(40.5)	—
Net Income Attributable to Owners of the Parent	(22.9)	34.9	57.9	—
<i>Excluding inventory impact</i>	39.0	29.7	(9.3)	(23.8%)

Segment Information

■ Operating Income + Equity Income

[¥ billions]

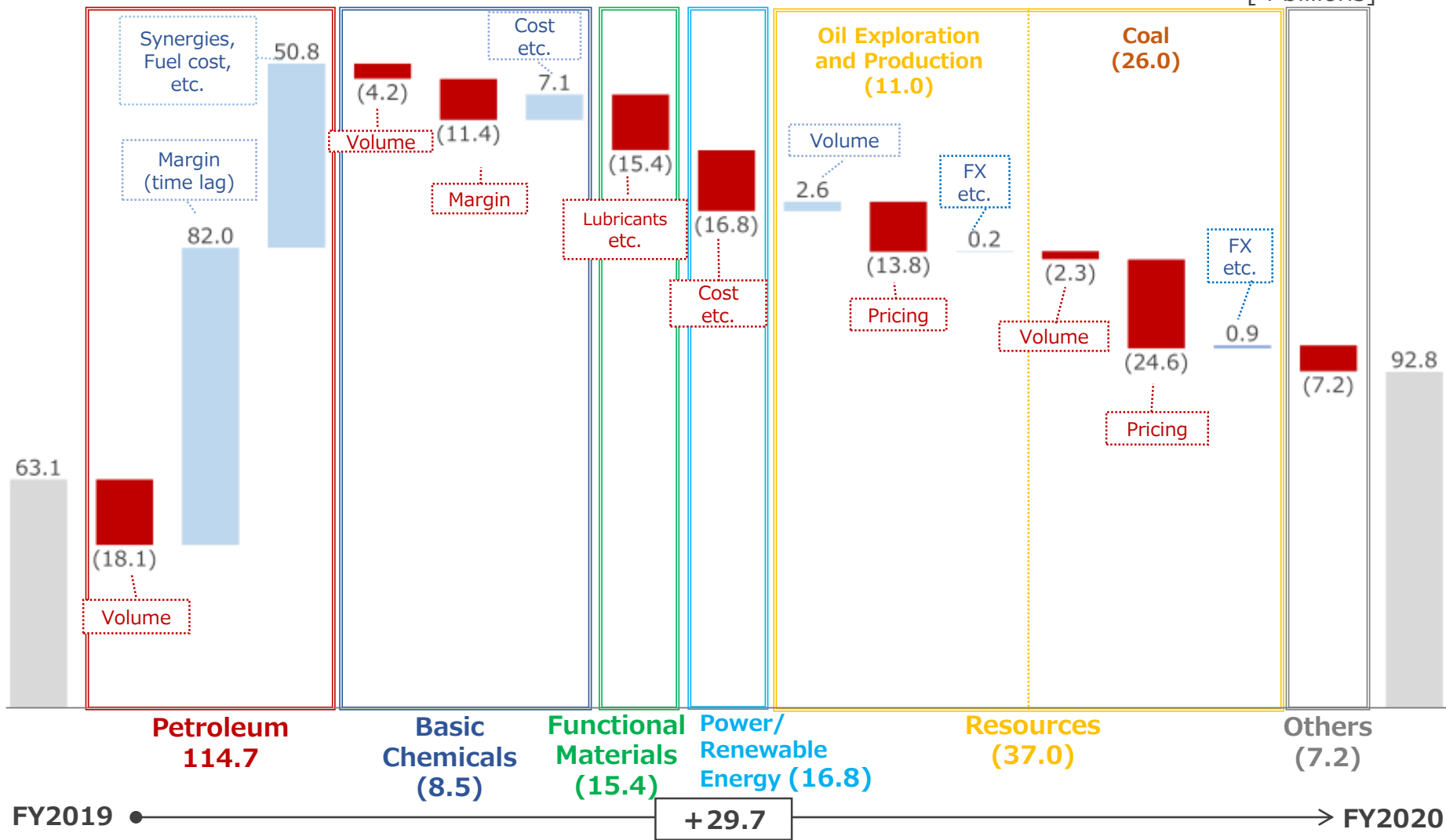
	FY2019	FY2020	Change	
Petroleum	(109.4)	102.1	211.5	—
<i>Excluding inventory impact</i>	<i>(20.1)</i>	<i>94.7</i>	<i>114.7</i>	<i>—</i>
Basic Chemicals	11.9	3.4	(8.5)	(71.5%)
Functional Materials	28.4	13.0	(15.4)	(54.3%)
Power and Renewable Energy	(0.5)	(17.3)	(16.8)	—
Resources*	41.8	4.7	(37.0)	(88.7%)
<i>Oil Exploration and Production</i>	<i>17.8</i>	<i>6.8</i>	<i>(11.0)</i>	<i>(62.0%)</i>
<i>Coal</i>	<i>24.0</i>	<i>(2.0)</i>	<i>(26.0)</i>	<i>—</i>
Others/Reconciliation	1.5	(5.7)	(7.2)	—
Total	(26.2)	100.3	126.5	—
<i>Excluding inventory impact</i>	<i>63.1</i>	<i>92.8</i>	<i>29.7</i>	<i>47.2%</i>

*Fiscal years for Australian coal operations and Oil Exploration and Production included in the Resources Business end in December

Segment Information

■ Factors Affecting Operating Income + Equity Income (excluding inventory impact, year on year)

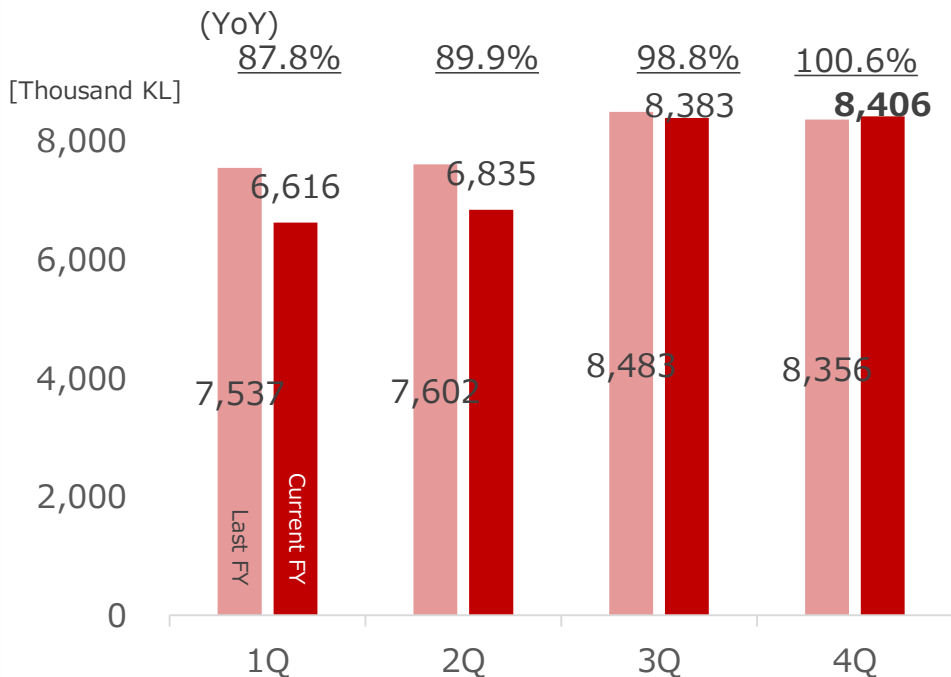
[¥ billions]



Segment Information

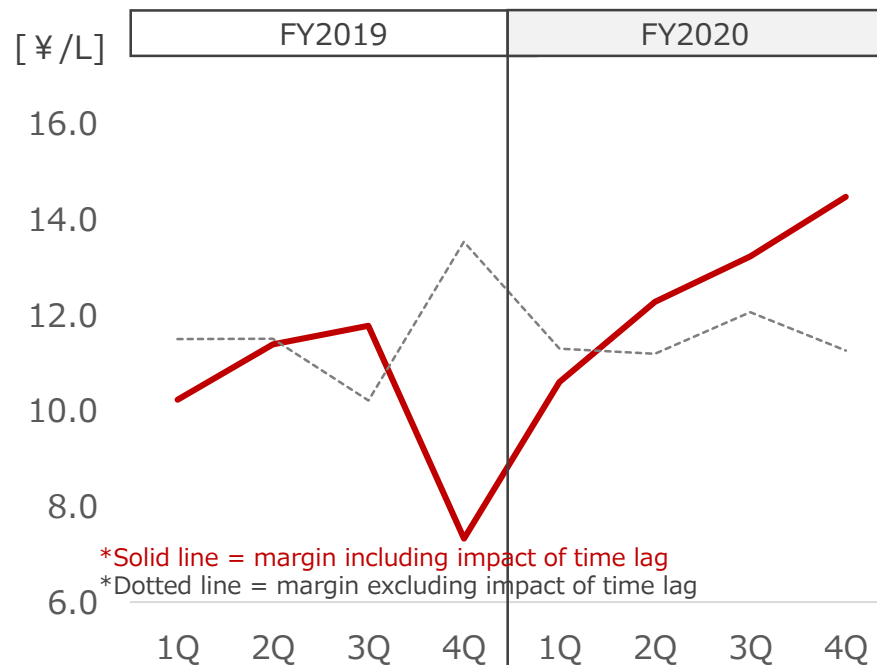
[Petroleum] YoY +¥114.7 bn (FY2019 : -¥20.1bn ➔ FY2021 : ¥94.7 bn)

<Year-on-year Change in Petroleum sales volume (4 Core Products)>



<Trends in Domestic Petroleum Product Margins*>

*Average of gasoline, diesel oil, kerosene, and heavy oil A margins (domestic spot - crude oil)



- ✓ 4Q core fuel sales remained flat year-on-year due to heating demand and recovery from COVID-19
- ✓ Refining margins increased year-on-year, mainly as a result of time lags relating to increased crude oil prices
- ✓ Profits exceeded previous year results as integration synergies, affiliate income and reduced fuel costs more than offset equity losses and reduced jet fuel demand, in addition to the above

Segment Information

[Basic Chemicals] YoY-¥8.5 bn (FY2019 : ¥11.9 bn ➔ FY2020 : ¥3.4 bn)

✓ Decrease in profits mainly due to weaker margins

[USD/ton]

Product	FY2019		FY2020		Change	
	Price	Margin	Price	Margin	Price	Margin
PX	807	303	592	183	(215)	(120)
MX	672	169	491	82	(181)	(87)
SM	936	433	827	418	(109)	(15)

[Functional Materials] YoY-¥15.4 bn (FY2019 : ¥28.4 bn ➔ FY2020 : ¥13.0 bn)

✓ Decrease in profits resulting from decreased lubricant oil sales and a weak PC market following expansion of the COVID-19 pandemic

[Power and Renewable Energy] YoY-¥16.8 bn (FY2019 : -¥0.5 ➔ FY2020 : -¥17.3 bn)

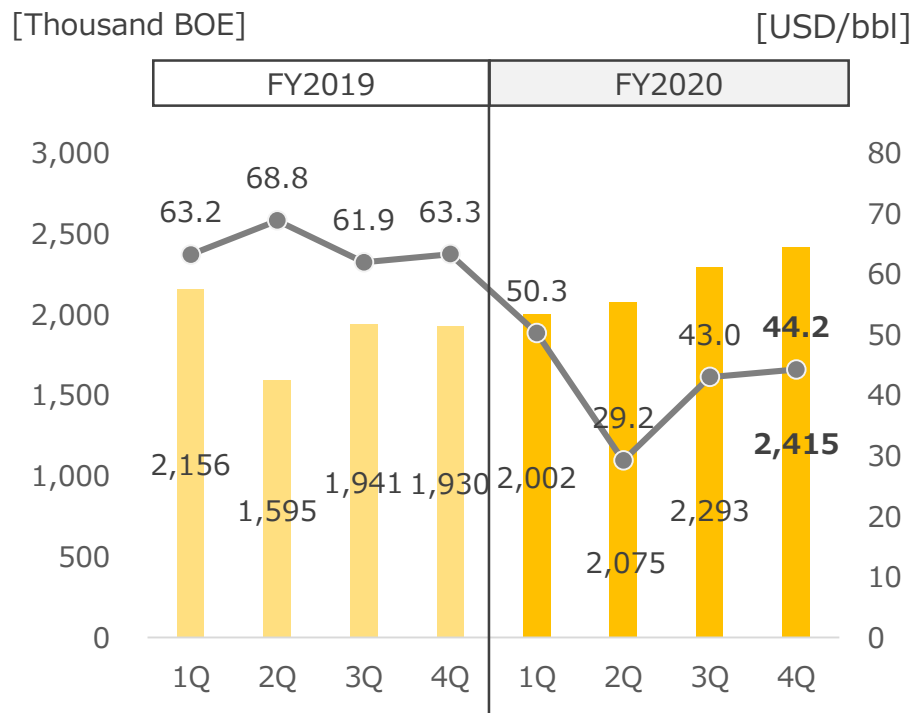
✓ Year-on-year decrease from increased procurement costs as a result of a soaring JEPX market in the power business and from reductions in sales volumes and prices in the solar business

Segment Information

[Oil E&P] YoY -¥11.0 bn

(FY19 : ¥17.8bn ➡ FY20 : ¥6.8 bn)

<Crude Oil Production Volume and Brent Crude Oil Price Trends>

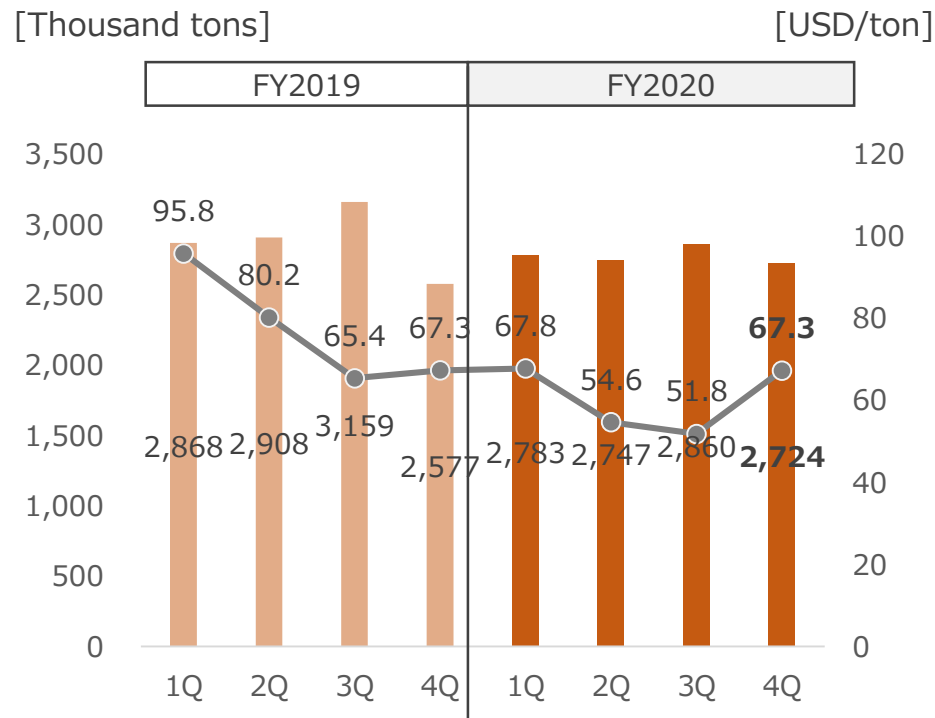


✓ Profits decreased as the impact of increased sales volume more than offset that of reduced crude oil prices

[Coal] YoY -¥26.0 bn

(FY19 : ¥24.0 bn ➡ FY20 : -¥2.0 bn)

<Coal Production Volume and Australian Coal Spot Price Trends>



✓ Profits decreased due to pricing factors resulting from deteriorated coal market conditions, etc.

Balance Sheet

[¥ billions]

	3/31/2020	3/31/2021	Change		3/31/2020	3/31/2021	Change
Cash and Deposits	132.2	131.3	(0.9)	Total Current Liabilities	1,648.4	1,621.3	(27.1)
Receivables, Inventory, etc.	1,418.1	1,534.2	116.1	Total Fixed Liabilities	1,038.0	1,118.0	80.1
Total Current Assets	1,550.3	1,665.5	115.2	Total Liabilities	2,686.4	2,739.3	52.9
Tangible Fixed Assets	1,478.1	1,521.9	43.8	Shareholders' Equity and Other Comprehensive Income	1,150.0	1,150.9	0.9
Other Fixed Assets	858.5	767.0	(91.5)	Noncontrolling Interests	50.6	64.2	13.7
Total Fixed Assets	2,336.6	2,288.9	(47.7)	Total Net Assets	1,200.6	1,215.1	14.6
Total Assets	3,886.9	3,954.4	67.5	Total Liabilities and Net Assets	3,886.9	3,954.4	67.5

Net D/E ratio	1.05	1.02	(0.02)
Total Interest - bearing Debt	1,336.3	1,308.9	(27.4)
Equity ratio	29.6%	29.1%	(0.5%)

Statement of Cash Flows

[¥ billions]

Cash Flow from Operating Activities	170.5
Net Income before tax	64.6
Depreciation Expense	98.2
Change in Working Capital	(38.7)
Other	46.4
Cash Flow from Investing Activities	(109.9)
Purchase of tangible fixed assets	(121.1)
Other	11.2
Cash Flow from Financing Activities	(56.2)
Change in borrowings	(15.3)
Dividend payments	(41.7)
Other	0.7
Translation gains/losses	(2.8)
Change in cash and deposits	1.6
Cash and Cash Equivalents - Beginning Balance	129.3
Cash and Cash Equivalents - Ending Balance	131.0

Key ESG Topics in FY20

E (Environment)

- MSCI rating upgraded from A to AA (September 2020)
- CDP rating upgraded from B to A- (December 2020)
- Announced 1st year (FY19) results of CO2 reduction based on the med-term plan-1.30 million t-CO2 (vs. FY17)
* Reduction efforts: -0.19 million t-CO2 / other: -1.11 million t-CO2

S (Society)

- Formulated the “Sustainable Procurement Guidelines” and held dialogue with suppliers
- Commenced “Human Rights Due Diligence” efforts and completed identification of risks relating to human rights issues

G (Governance)

- Disclosed skill matrix of candidate directors
- Incorporated non-financial performance in representative director’s performance-linked compensation

*See our sustainability site for details on ESG efforts:



Key Topics (FY2021)

■ Impact of COVID 19 Pandemic on Idemitsu's Operations

- ✓ While we expect recovery in demand for the 4 core products and jet fuel, careful observation of demand trends is warranted in light of the recent increase in infected persons

[%]

	FY2020	FY2021 1H Forecast	FY2021 2H Forecast	FY2021 Forecast
4 Core Products	94.6	104.2	99.2	101.7
Jet Fuel	54.2	148.5	141.5	145.0

*Idemitsu's sales growth rate (year-on-year)

- ✓ Anticipating recovery from COVID in each segment in FY21, with recovery in demand for basic chemicals and functional materials and in resource prices

■ Nghi Son Refinery forecasts

- ✓ Forecasting high utilization
- ✓ Overseas markets continue to struggle but are recently improving. Profits are expected to increase, in part due to the reversal of negative inventory impact in the previous year
- ✓ Profit increase will also be supported by the absence of ¥18.1 billion in loss on valuation of long-term loans reported in FY20 and the offsetting of equity losses in FY21

Overview

■ Crude Oil / Coal / Exchange Rates

[USD/bbl, USD/ton, JPY/USD]

	FY2020	FY2021	Change	
Crude Oil (Dubai)	44.5	60.0	15.5	34.8%
Crude Oil (Brent)*	41.7	61.0	19.3	46.4%
Thermal Coal *	60.4	80.0	19.6	32.5%
Exchange Rate (TTM)	106.1	105.0	(1.1)	(1.0%)

*Brent prices and thermal coal prices are averages based on the calendar year (January-December).

■ Consolidated Income Statement (Summary)

[¥ billions]

	FY2020	FY2021	Change	
Net Sales	4,556.6	5,680.0	1,123.4	24.7%
Operating Income	140.1	135.0	(5.1)	(3.6%)
<i>Inventory impact</i>	7.5	0.0	(7.5)	(100.0%)
Equity Income	(39.8)	5.0	44.8	—
Operating Income + Equity Income	100.3	140.0	39.7	39.6%
<i>Excluding inventory impact</i>	92.8	140.0	47.2	50.8%
Ordinary Income	108.4	140.0	31.6	29.2%
Extraordinary Gain/Loss	(43.8)	(2.0)	41.8	—
Net Income Attributable to Owners of the Parent	34.9	85.0	50.1	143.4%
<i>Excluding inventory impact</i>	29.7	85.0	55.3	185.7%

※While some inventory impact may arise if FY21 crude oil price stabilizes at \$60, such impact is not included in forecasts

Segment Information

■ Operating Income + Equity Income

[¥ billions]

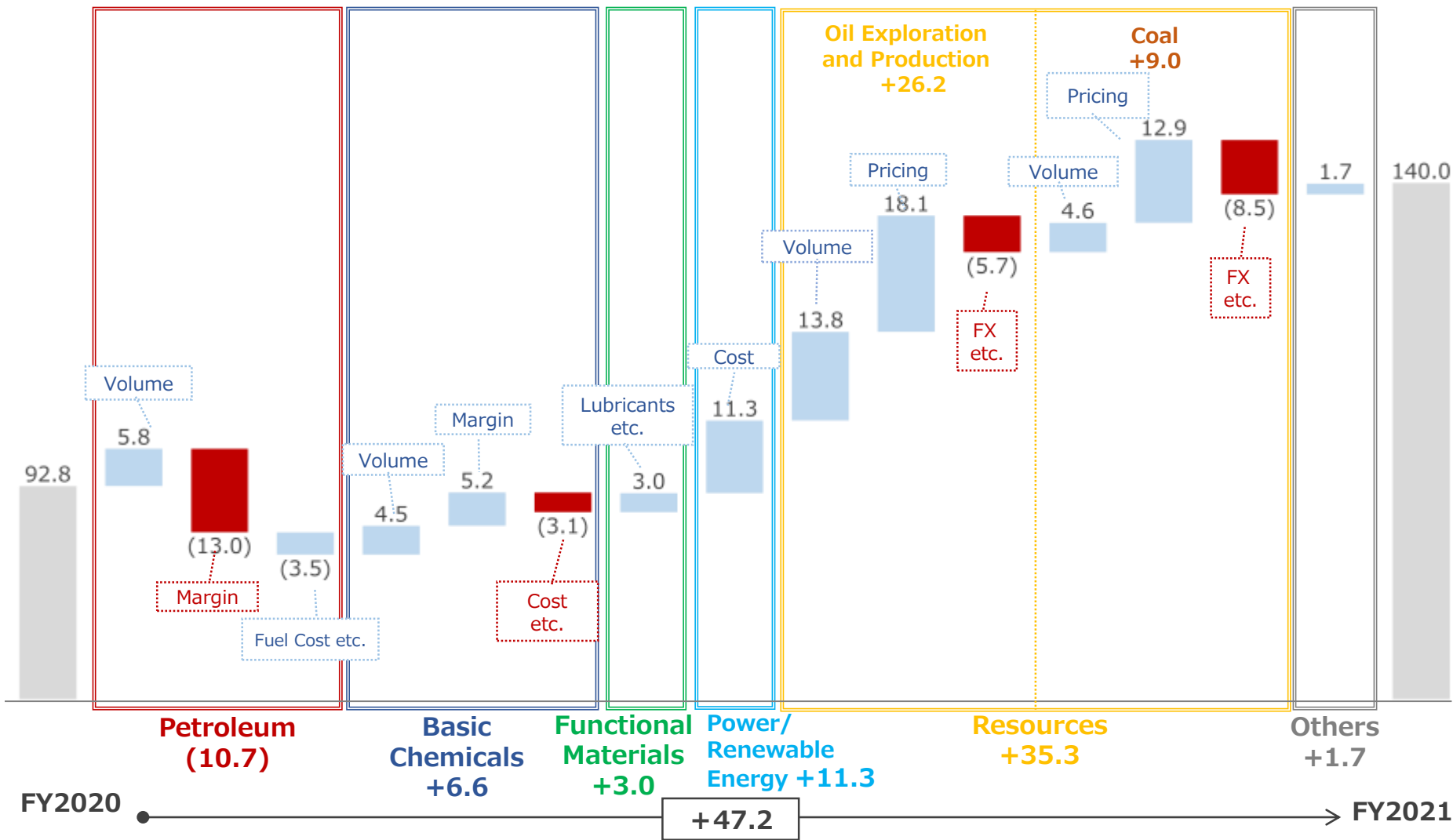
	FY2020	FY2021	Change	
Petroleum	102.1	84.0	(18.1)	(17.7%)
<i>Excluding inventory impact</i>	<i>94.7</i>	<i>84.0</i>	<i>(10.7)</i>	<i>(11.3%)</i>
Basic Chemicals	3.4	10.0	6.6	193.9%
Functional Materials	13.0	16.0	3.0	23.1%
Power and Renewable Energy	(17.3)	(6.0)	11.3	–
Resources*	4.7	40.0	35.3	745.7%
<i>Oil Exploration and Production</i>	<i>6.8</i>	<i>33.0</i>	<i>26.2</i>	<i>388.7%</i>
<i>Coal</i>	<i>(2.0)</i>	<i>7.0</i>	<i>9.0</i>	<i>–</i>
Others/Reconciliation	(5.7)	(4.0)	1.7	–
Total	100.3	140.0	39.7	39.6%
<i>Excluding inventory impact</i>	<i>92.8</i>	<i>140.0</i>	<i>47.2</i>	<i>50.8%</i>

*Fiscal years for Australian coal operations and Oil Exploration and Production included in the Resources Business end in December

Segment Information

- Factors Affecting Operating Income + Equity Income (excluding inventory impact, year on year)

[¥ billions]



Segment Information

[Petroleum] YoY-¥10.7 bn (FY2020 : ¥94.7 bn ➔ FY2021 : 84.0 bn)

- ✓ Forecasting demand recovery from COVID for 4 core products
- ✓ Refining margins expected decrease due to reversal of time lags in the previous FY
- ✓ Overall profit decrease from refinery fuel costs, SDM, etc. despite integration synergies and increased profits at NSRP

[Basic Chemicals] YoY + ¥6.6 (FY2020 : ¥3.4 bn ➔ FY2021 : ¥10.0 bn)

- ✓ Forecasting growth through increased margins for paraxylene, etc.

[USD/t]

Product	FY2020		FY2021		Change	
	Price	Margin	Price	Margin	Price	Margin
PX	592	183	800	250	208	67
MX	491	82	680	130	189	48
SM	827	418	910	350	(83)	(68)

[Functional Materials] YoY + ¥3.0bn (FY2020 : ¥13.0 bn ➔ FY2021 : ¥16.0 bn)

- ✓ Forecasting growth mainly due to a recovery in sales volumes to the automotive industry in the lubricants business

Segment Information

[Power and Renewable Energy] YoY + ¥11.3 bn (FY2020 : -¥17.3bn ➔ FY2021 : -¥6.0 bn)

- ✓ Anticipating year-on-year growth in the power business, reflecting recovery from the impact of the soaring JEPX market in FY20 4Q

[Oil Exploration and Production] YoY + ¥26.2 bn (FY2020 : ¥6.8 ➔ FY2021 : ¥33.0 bn)

- ✓ Increase production volumes in Vietnamese gas fields as well as reversal of time lags in the previous year
- ✓ Increase from pricing factors associated with increased Brent crude oil price assumptions

[Coal] YoY + ¥9.0 bn (FY2020 : -¥2.0 bn ➔ FY2021 : ¥7.0 bn)

- ✓ Forecasting increase production due to reversal of weaker production from weather conditions last year
- ✓ The Australian coal price assumption increased by \$20/t year-on-year, but the impact was partially offset by appreciation of the Australian dollar

Investments

[¥ billions]

	FY2020			FY2021		
	Strategic	Maintenance Renewal	Total	Strategic	Maintenance Renewal	Total
Petroleum Basic Chemicals	10	44	54	9	82	91
Power/Renewable Functional Materials ,Others	21	21	42	28	19	47
Resources	39	15	54	38	17	55
Total	70	80	150	75	118	193

Depreciation Expense
(including goodwill
amortization)

107.8

125.0

Balance Sheet/Cash Flows (FY2021 Forecast)

[¥ billions]

[¥ billions]

	3/31/2022		3/31/2022
Current Assets	1,640	Liabilities	2,740
Fixed Assets	2,360	Net Assets	1,260
Total Assets	4,000	Total Liabilities and Net Assets	4,000

Net D/E ratio	0.98
Total Interest - bearing Debt	1,310
Equity ratio	30.0%
ROIC	3%

Cash Flow from Operating Activities	250
Net income	85
Depreciation Expense	125
Other	40
Cash Flow from Investing Activities	(215)
Strategic	(75)
Maintenance/Renewal	(118)
Other	(22)
Cash Flow from Financing Activities	(37)
Shareholder returns	(36)
Other	(1)
Balance	(2)

- ✓ Maintenance/Renewal is high in FY2021 due to SDM
- ✓ Cash balance will be remained same level as the last year
- ✓ Secure the free cash by carefully selecting investments and selling assets

Reference Materials

Overview of the Company

■ Petroleum Segment

- Refining Capacity **945,000 BD** *1)
- Domestic fuel oil sales volume **34 million KL/year** *2)
- Number of service stations **6,300**

■ Basic Chemicals Segment

(Production Capacity)

- Ethylene **1 mil tons/year**
- Paraxylene **1.42 mil tons/year** *3)
- Styrene monomers **0.79 mil tons/year**

■ Power and Renewable Energy Segment

- Power generation capacity **1.4GW**
- Renewable energy **0.5GW**
- Solar panel production capacity **1GW/year**

■ Functional Materials Segment

(Lubricants, performance chemicals, electronic materials, functional asphalt, agricultural-biotechnology, solid electrolyte)

- Lubricants sales volume **1.1 mil KL/year** *4)
- Performance chemicals production capacity
Engineering plastics: **150,000 tons/year**
Adhesive materials: **75,000 tons/year**
- OLED materials production capacity **22 tons/year**

■ Resources Segment

- Crude oil production **24,000 BD**
- Thermal coal production **11 mil tons/year**

*1 1,090,000 barrels/day when adding the refining capacity of Fuji Oil, Co.,Ltd with which a petroleum products trade agreement has been signed

*2 Bond jet fuel and Bond heavy fuel oil C are included in the exports

*3 Including mixed xylene production capacity

*4 Lubricants sales volume excludes sales by Shell Lubricants Japan K.K.

Financial Data

■ Net Sales by Segment

[¥ billions]

	FY2019	FY2020	Change	
Petroleum	4,821.0	3,593.4	(1,227.6)	(25.5%)
Basic Chemicals	459.2	329.0	(130.2)	(28.3%)
Functional Materials	393.8	332.6	(61.2)	(15.6%)
Power and Renewable Energy	127.7	123.7	(4.0)	(3.1%)
Resources*	241.8	172.0	(69.8)	(28.9%)
<i>Oil Exploration and Production</i>	<i>48.9</i>	<i>32.9</i>	<i>(15.9)</i>	<i>(32.6%)</i>
<i>Coal</i>	<i>192.9</i>	<i>139.0</i>	<i>(53.9)</i>	<i>(27.9%)</i>
Others/Reconciliation	2.3	5.9	3.6	154.3%
Total	6,045.9	4,556.6	(1,489.2)	(24.6%)

*Fiscal years for Australian coal operations and Oil Exploration and Production included in the Resources Business end in December

Financial Data

■ Quarterly segment income (accumulated, excluding inventory impact) [¥ billions]

	FY2019 1Q	FY2019 2Q	FY2019 3Q	FY2019	FY2020 1Q	FY2020 2Q	FY2020 3Q	FY2020
Petroleum	3.5	15.4	26.1	(20.1)	(9.4)	27.3	64.9	94.7
Equity income	(2.7)	(14.9)	(26.0)	(32.7)	(27.2)	(28.8)	(37.2)	(41.1)
Basic Chemicals	5.9	14.3	18.0	11.9	0.1	(2.0)	(1.0)	3.4
Equity income	0.4	0.9	1.1	1.6	0.3	0.4	0.7	0.4
Functional Materials	6.4	13.7	20.2	28.4	4.8	6.2	9.5	13.0
Equity income	0.4	0.8	1.2	1.9	0.1	(0.3)	(0.1)	0.8
Power and Renewable Energy	0.8	0.4	(0.5)	(0.5)	0.1	(0.5)	(1.7)	(17.3)
Equity income	0.0	(0.0)	0.3	0.6	(0.1)	(0.2)	(0.1)	(0.1)
Resources								
-Oil Exploration and Production	6.7	8.6	12.2	17.8	2.2	2.5	5.2	6.8
Equity income	-	-	-	-	-	-	-	-
-Coal	9.5	17.8	22.3	24.0	1.0	1.1	(0.7)	(2.0)
Equity income	0.1	0.4	0.7	0.9	0.4	0.7	0.6	0.6
Others/Reconciliation	(1.8)	(0.6)	(1.5)	1.5	(1.9)	(2.1)	(3.5)	(5.7)
Equity income	0.6	1.3	1.9	5.4	(0.4)	(0.0)	0.1	(0.4)
Total	31.1	69.7	96.7	63.1	(3.1)	32.6	72.7	92.8
Equity income	(1.3)	(11.6)	(20.7)	(22.4)	(26.7)	(28.3)	(36.0)	(39.8)

Sales and Production

■ Sales Volume(Petroleum Segment)

[Thousand KL,%]

	FY 2019	FY 2020	Change	
Gasoline	14,119	12,764	(1,355)	(9.6%)
Naphtha	265	305	40	15.0%
Jet Fuel	2,531	1,372	(1,159)	(45.8%)
Kerosene	3,940	4,287	347	8.8%
Diesel Oil	10,585	9,872	(713)	(6.7%)
Heavy Fuel Oil A	3,335	3,316	(19)	(0.6%)
Heavy Fuel Oil C	2,304	2,128	(176)	(7.6%)
Total Domestic Sales Volume	37,079	34,045	(3,034)	(8.2%)
Exported Volume	7,286	4,990	(2,296)	(31.5%)
Total Sales Volume	44,365	39,035	(5,330)	(12.0%)

*Bond jet fuel and Bond heavy fuel oil C are included in the exported volume

Sales and Production

■ Sales Volume (Basic Chemicals Segment)

[Thousand tons,%]

	FY 2019	FY 2020	Change	
Basic Chemicals	4,065	3,607	(458)	(11.3%)

■ Sales Volume (Functional Materials Segment)

[Thousand KL, Thousand tons,%]

	FY 2019	FY 2020	Change	
Lubricants	1,192	1,089	(103)	(8.7%)
Performance Chemicals	620	628	8	1.3%

*Includes sales of overseas licenses

*Lubricant oil sales volume excludes sales by Shell Lubricants Japan K.K.

■ Sales Volume (Power and Renewable Energy Segment)

[Million kWh,%]

	FY 2019	FY 2020	Change	
Retail Power Sales	2,903	3,789	886	30.5%

Sales and Production

■ Oil E&P – Production Volume, including Gas (Resources Segment)

[Thousand BOED,%]

	FY 2019	FY 2020	Change	
Norway	20.9	23.1	2.2	10.5%
Vietnam	0.0	0.9	0.9	–
Total('000BOED)	20.9	24.0	3.1	14.7%
Total('000BOE)	7,622	8,785	1,163	15.3%

*Figures based on interest owned by Idemitsu's resource development subsidiaries

■ Coal – Production Volume (Resources Segment)

[Thousand tons,%]

	FY 2019	FY 2020	Change	
Ensham	4,144	3,853	(292)	(7.0%)
Muswellbrook	1,177	985	(192)	(16.3%)
Boggabri	4,935	5,074	138	2.8%
Sub Total	10,256	9,911	(345)	(3.4%)
Malinau	1,256	1,203	(53)	(4.2%)
Total Production Volume	11,513	11,115	(397)	(3.5%)

*Figures based on interest owned by Idemitsu Group

*Fiscal years for Oil Exploration and Production and Coal operations end in December

Sales and Production - Forecast

■ Sales Volume(Petroleum Segment)

[Thousand KL,%]

	FY 2020	FY2021	Change	
Gasoline	12,764	13,230	466	3.6%
Naphtha	305	100	(205)	(67.2%)
Jet Fuel	1,372	1,990	618	45.0%
Kerosene	4,287	4,050	(237)	(5.5%)
Diesel Oil	9,872	10,210	338	3.4%
Heavy Fuel Oil A	3,316	3,250	(66)	(2.0%)
Heavy Fuel Oil C	2,128	2,110	(18)	(0.8%)
Total Domestic Sales Volume	34,045	34,940	895	2.6%
Exported Volume	4,990	6,690	1,700	34.1%
Total Sales Volume	39,035	41,630	2,595	6.6%

*Bond jet fuel and Bond heavy fuel oil C are included in the exported volume

Sales and Production - Forecast

■ Sales Volume (Basic Chemicals Segment)

[Thousand tons,%]

	FY 2020	FY2021	Change	
Basic Chemicals	3,607	4,090	483	13.4%

■ Sales Volume (Functional Materials Segment)

[Thousand KL, Thousand tons,%]

	FY 2020	FY2021	Change	
Lubricants	1,089	1,240	151	13.9%
Performance Chemicals	628	770	142	22.6%

*Includes sales of overseas licenses

*Lubricant oil sales volume excludes sales by Shell Lubricants Japan K.K.

■ Sales Volume (Power and Renewable Energy Segment)

[Million kWh,%]

	FY 2020	FY2021	Change	
Retail Power Sales	3,789	4,240	451	11.9%

Sales and Production - Forecast

■ Oil E&P Production Volume, including Gas (Resources Segment)

[Thousand BOED,%]

	FY 2020	FY2021	Change	
Norway	23.1	25.1	2.0	8.4%
Vietnam	0.9	14.5	13.6	1,563.2%
Total('000BOED)	24.0	39.5	15.6	64.9%
Total('000BOE)	8,785	14,430	5,645	64.2%

*Figures based on interest owned by Idemitsu's resource development subsidiaries

■ Coal Production Volume (Resources Segment)

[Thousand tons,%]

	FY 2020	FY2021	Change	
Ensham	3,853	4,570	717	18.6%
Muswellbrook	985	1,210	225	22.8%
Boggabri	5,074	5,600	526	10.4%
Sub Total	9,911	11,380	1,468	14.8%
Malinau	1,203	1,050	(153)	(12.7%)
Total Production Volume	11,115	12,430	1,315	11.8%

*Figures based on interest owned by Idemitsu Group

*Fiscal years for Oil Exploration and Production and Coal operations end in December

Sensitivity

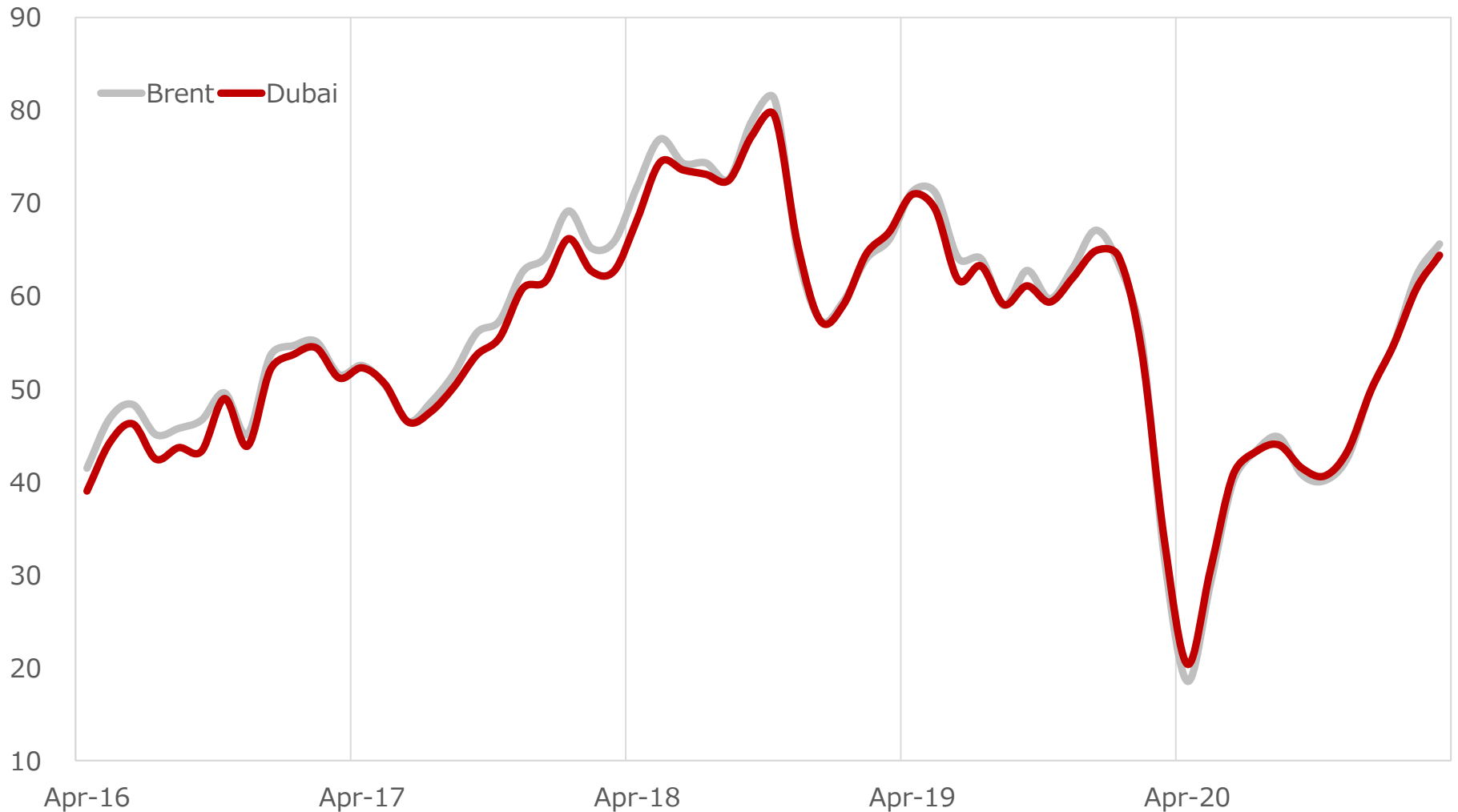
■ Impact on FY earnings

Items	Range	Impact on earnings
Crude Oil	1 \$/bbl Decrease	Petroleum (¥4.0 billion) Fuel cost, etc. ¥1.0 billion Inventory impact (¥5.0 billion)
		Oil Exploration & Production (¥1.0 billion)
Foreign Exchange JPY/USD	1 JPY/\$ Appreciation	Petroleum (¥2.5 billion) Fuel cost, etc. ¥0.5 billion Inventory impact (¥3.0 billion)
		Basic Chemicals (¥0.5 billion)

*In addition to the above, the resources businesses are impacted by fluctuations in exchange rates with other currencies (NOK, AUD, etc.)

Crude Oil Prices (Dubai and Brent)

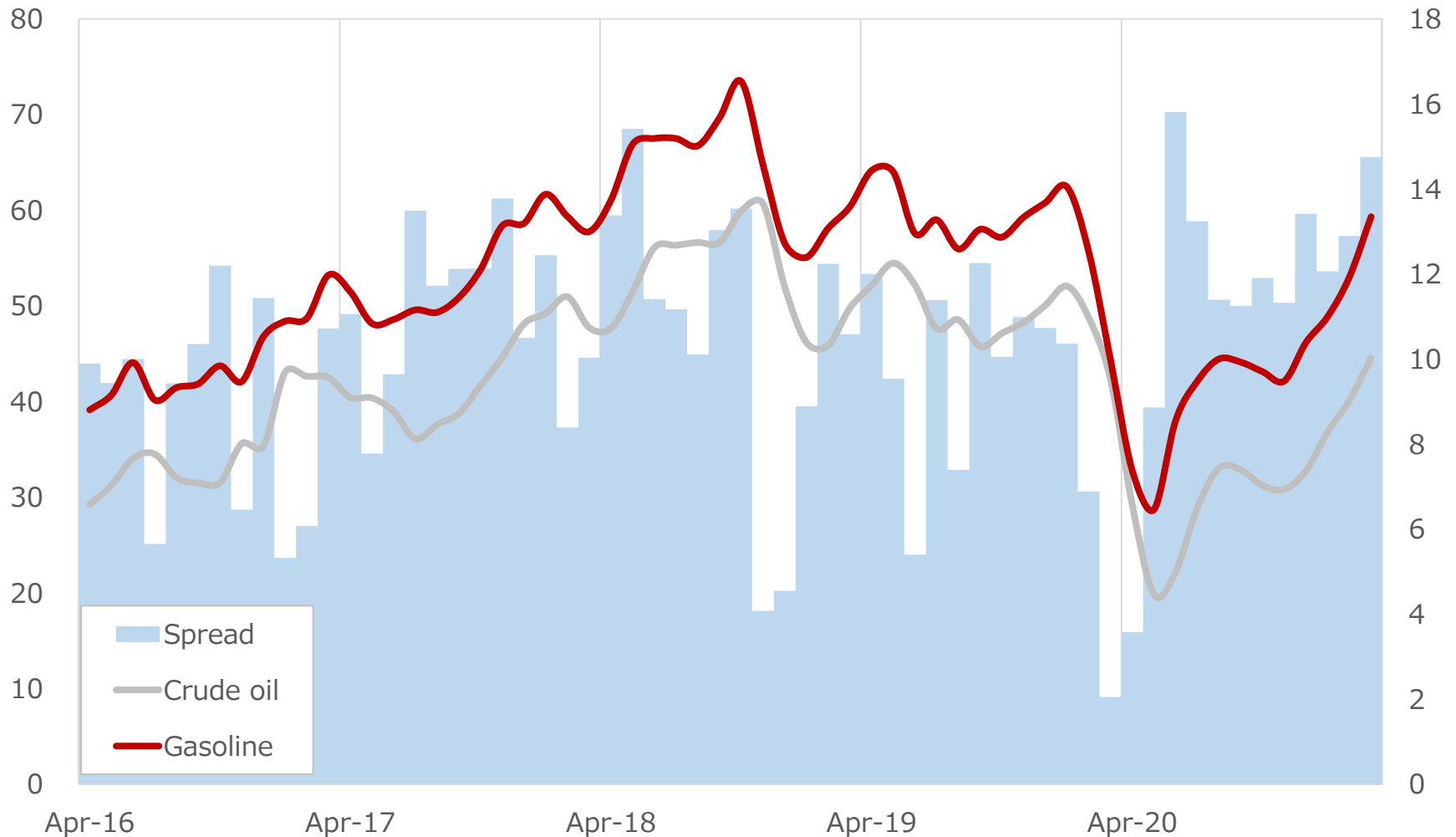
[USD/bbl]



Gasoline – Crude Oil (Domestic spot prices and Spreads)

[JPY/L] Prices

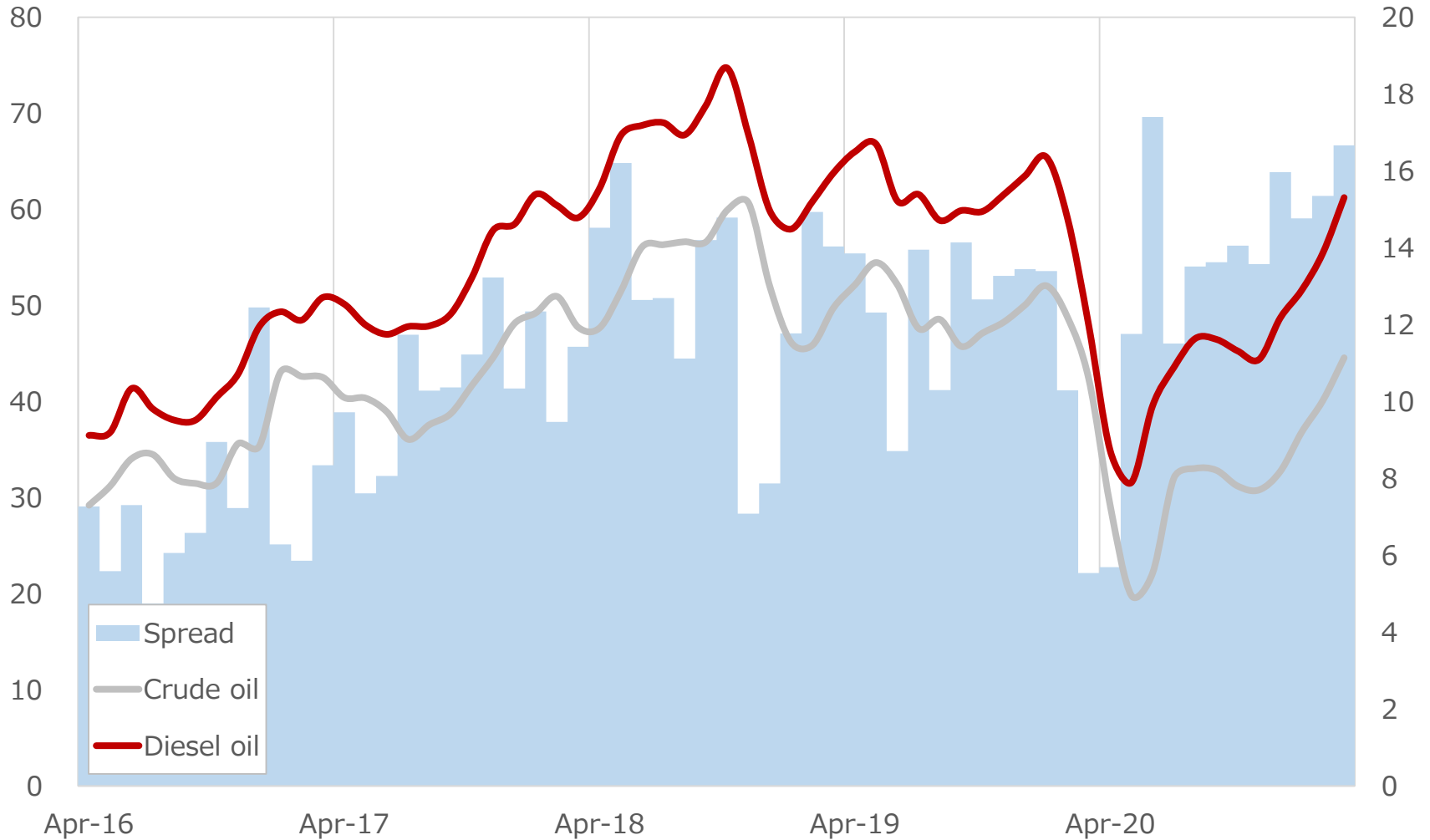
Spreads [JPY/L]



Diesel Oil – Crude Oil (Domestic spot prices and Spreads)

[JPY/L] Prices

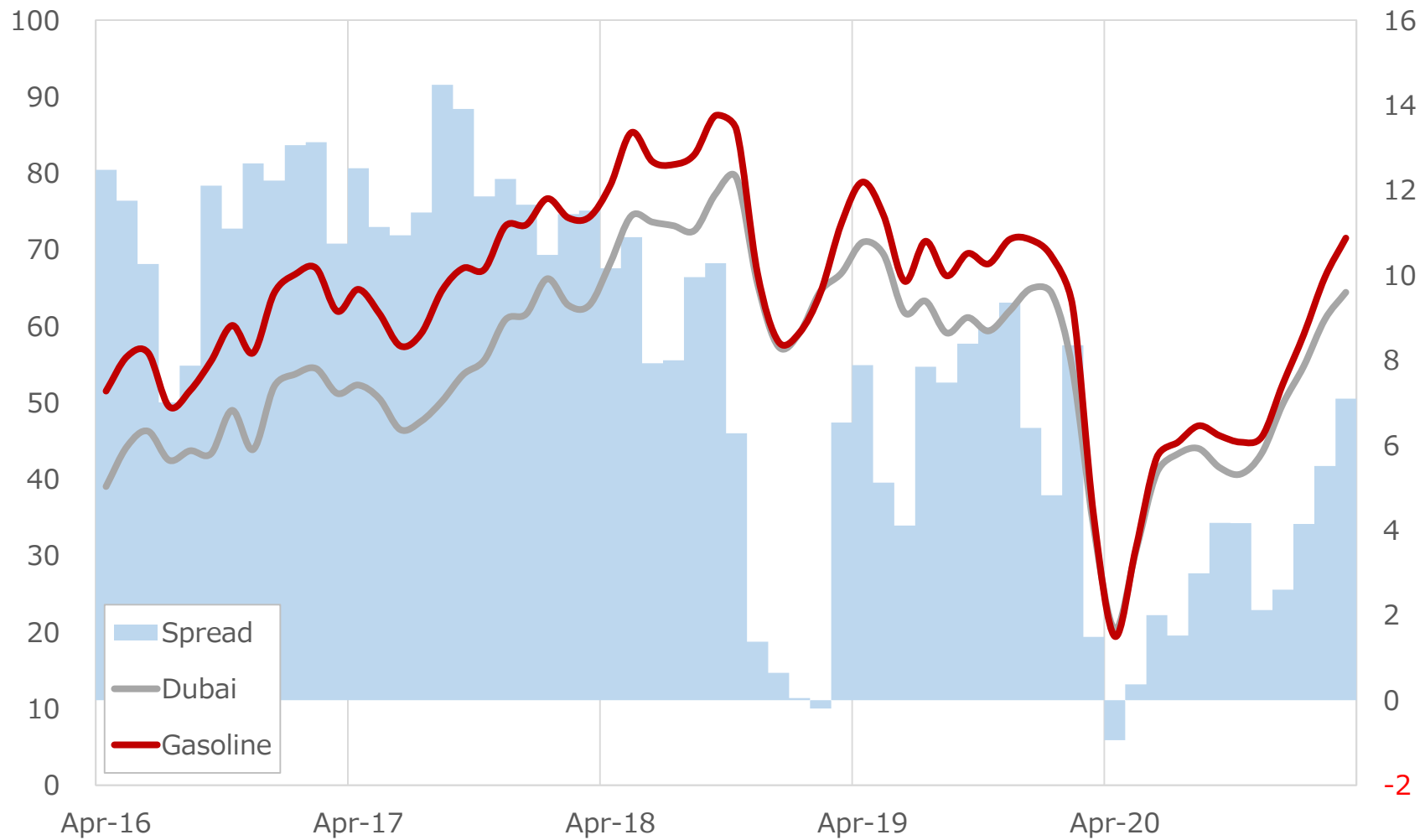
Spreads [JPY/L]



Gasoline – Crude Oil (Singapore spot prices and Spreads)

[USD/bbl] Prices

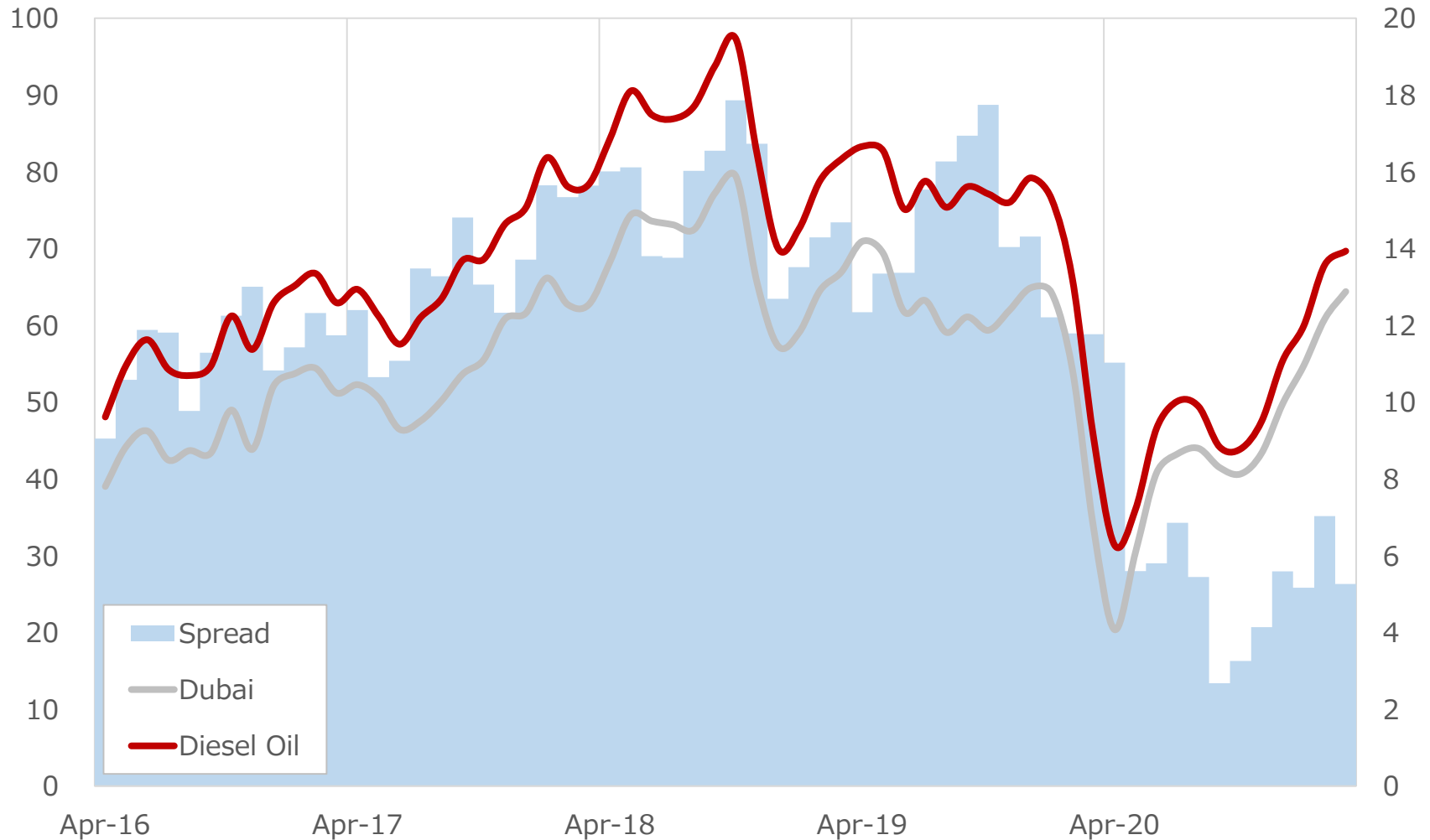
Spreads [USD/bbl]



Diesel Oil – Crude Oil (Singapore Spot prices and Spreads)

[USD/bbl] Prices

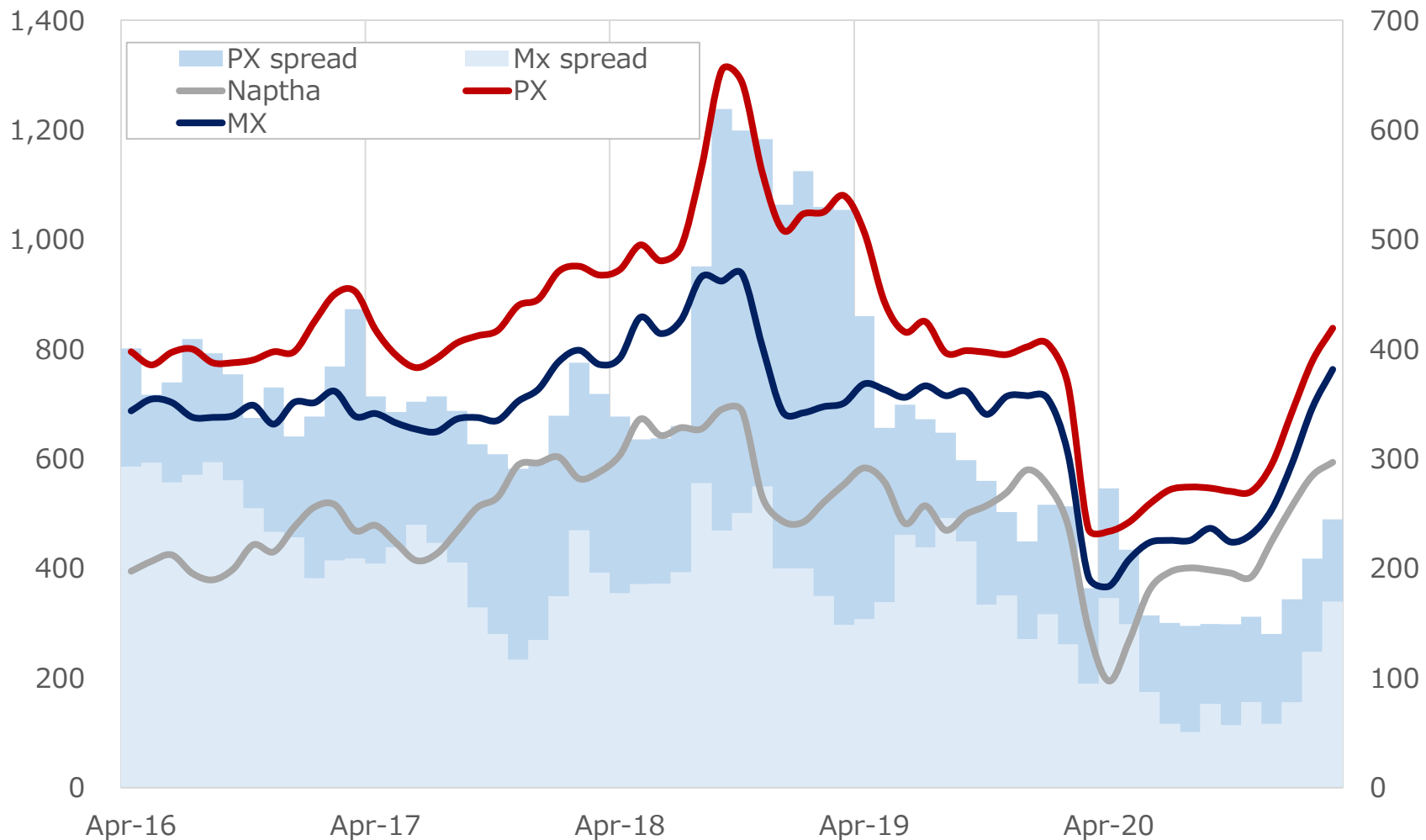
Spreads [USD/bbl]



Paraxylene, Mixed xylene – Naptha (Prices and Spreads)

[USD/ton] Prices

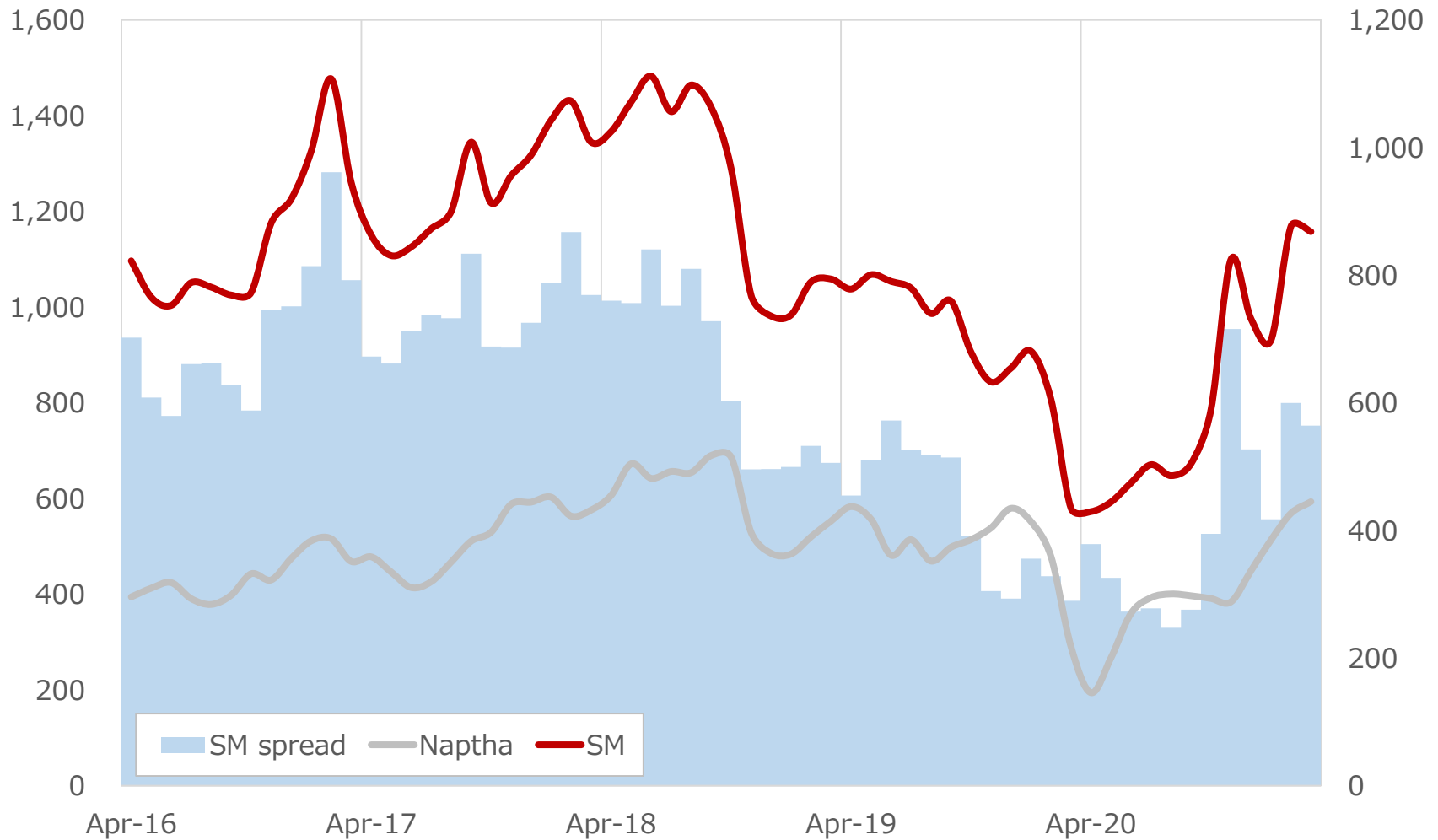
Spreads [USD/ton]



Styrene Monomer – Naptha (Prices and Spreads)

[USD/ton] Prices

Spreads [USD/ton]



Operational data

■ Refineries Utilization

	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020
Idemitsu Kosan	88%	88%	88%	87%	78%
Former Showa Shell	85%	88%	93%		

* Utilization rate based on BCD

■ Number of Service Stations

	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020
Idemitsu Kosan	3,589	3,545	3,501	3,446	3,426
Former Showa Shell	3,123	3,028	2,964	2,938	2,885
Total	6,712	6,573	6,465	6,384	6,311

Precaution statement about forecasts

Any information about forecasts for the Company's operating results, management strategy and management policy contained in this documents other than historical facts is prepared, according to judgments made by the top management of the Company based on information available as of the publication of the document.

Actual business environments contain potential risk factors and uncertainties including economic situations, crude oil prices, trends in petroleum products, market conditions, currency exchange rates and interest rates.

Consequently, actual operating results of the Company may substantially differ from forecasts due to changes in the important factors mentioned above.