

# **Supporting Material for First Quarter Results 2010**

**30 April 2010**

**Showa Shell Sekiyu K.K.**



## Notes

This document contains forward-looking statements concerning the results of operations and businesses of Showa Shell Sekiyu K.K..

Forward-looking statements are statements of future expectations that are based on management's current expectations and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in these statements.

## Crude oil price & Exchange

		2009 Results	2009 Results Jan-Mar	2010 Results Jan-Mar
Dubai crude oil price	(US \$/bbl)	61.9	44.3	76.0
Exchange rate	( ¥ /US \$)	93.6	93.8	90.7

## Consolidated profit and loss

		2009 Results Jan-Mar	2010 Results Jan-Mar	Changes	vs. 2009 (%)
Sales proceeds	million yen	498,531	610,601	+ 112,070	+22.5%
Operating income	million yen	-70,021	10,793	+ 80,814	-
Ordinary income	million yen	-71,283	13,757	+ 85,040	-
Net income	million yen	-43,341	8,152	+ 51,493	-
※CCS operating income	million yen	13,062	4,324	- 8,738	-66.9%
※CCS ordinary income	million yen	11,800	7,287	- 4,513	-38.2%

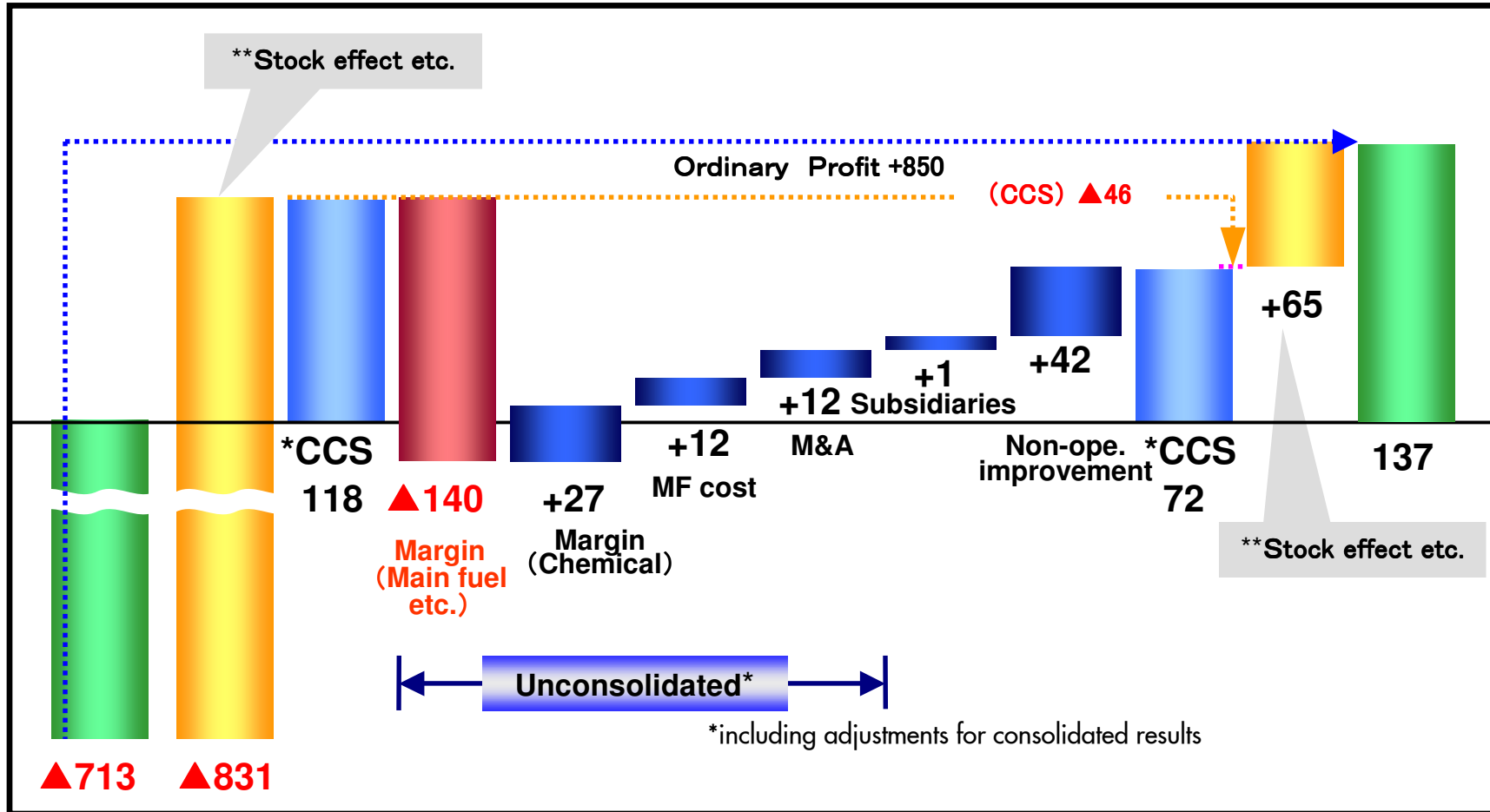
【Notes】 CCS ordinary income (ordinary income on Current Cost of Supply basis)  
: Ordinary income based on the cost excluding inventory valuation effects.

- The consolidated sales for this period amounted to 610.6 billion yen (a 22.5% increase compared to the same period a year ago) , and ordinary income was 13.7 billion yen (an increase of 85.0 billion yen compared to the same period a year ago) . The consolidated CCS (ordinary profit excluding the impact of inventory valuation) was 7.2 billion yen.
- With regard to the sales of the oil products, the ordinary profit declined by 14.0 billion yen compared to the result of the same period a year ago due to the margin decrease.
- With regard to the petrochemical business, the ordinary profit increased by 2.7 billion yen compared to the result of same period a year ago due to the recovery of margin derived from the demand expansion in Asia especially in China.
- The sales volume of gasoline reached the same level as the previous year during this period. On the other hand, middle distillate volume decreased because of sales focusing on profitability. Export volume increased by 127% from the result of same period year ago.
- Cost transfer to the whole-sale price had been difficult during the first quarter, however this situation became better toward end of the period due to the improvement of supply-demand outlook derived from the reducing production policy implemented by oil industry.

# Ordinary Income 2009 1Q vs. 2010 1Q

(Unit: Billion Yen)

*Consolidated*



▲713 ▲831

2009 1Q

2010 1Q

**CCS: Current Cost of Supply**  
Excluding the effect of inventory valuation

## Crude oil refined and Sales volume

### Crude oil refined & Utilization rate

		2006	2007	2008	2009	2010 Jan-Mar
Crude oil refined	(thousand KL)	27,554	28,413	26,784	25,804	6,778
Refinery utilization rate	(%)	92.2%	95.1%	89.4%	86.3%	92.0%

### Sales volume by products

		2009 Results Jan-Mar	2010 Results Jan-Mar	VS 2009(%)
Gasoline	(thousand KL)	2,246	2,238	- 0.4%
Jet Fuel	(thousand KL)	535	499	- 6.7%
Kerosines	(thousand KL)	1,264	1,083	- 14.3%
Diesel Oil	(thousand KL)	1,144	1,076	- 5.9%
Fuel Oil A	(thousand KL)	575	424	- 26.3%
Fuel Oil C	(thousand KL)	525	346	- 34.1%
Others	(thousand KL)	1,344	1,200	- 10.7%
Export	(thousand KL)	491	1,116	+ 127.3%
Total	(thousand KL)	8,126	7,983	- 1.8%

【Notes】 • “Others” excludes cargo trade (trading business was integrated to the Shell Group in August 2007).

※Same as a announcement of 23 February 2010.

## Crude oil price & Exchange rate

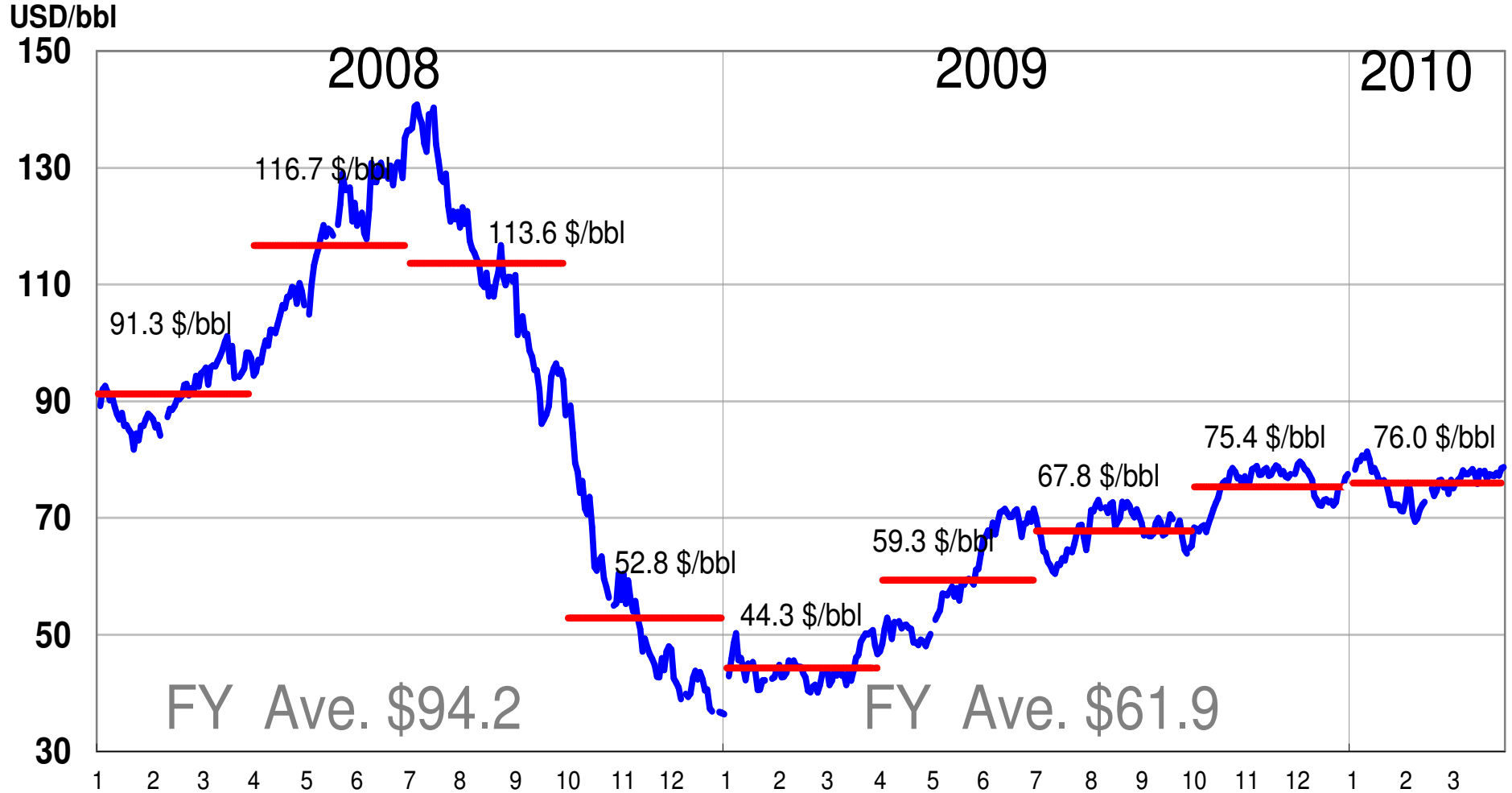
		2009 Results	Forecast for 2010		
			Jan-Jun	Jul-Dec	Jan-Dec
Dubai crude oil price	(US \$/bbl)	61.9	75	75	75
Exchange rate	( ¥ /US \$)	93.6	90	90	90

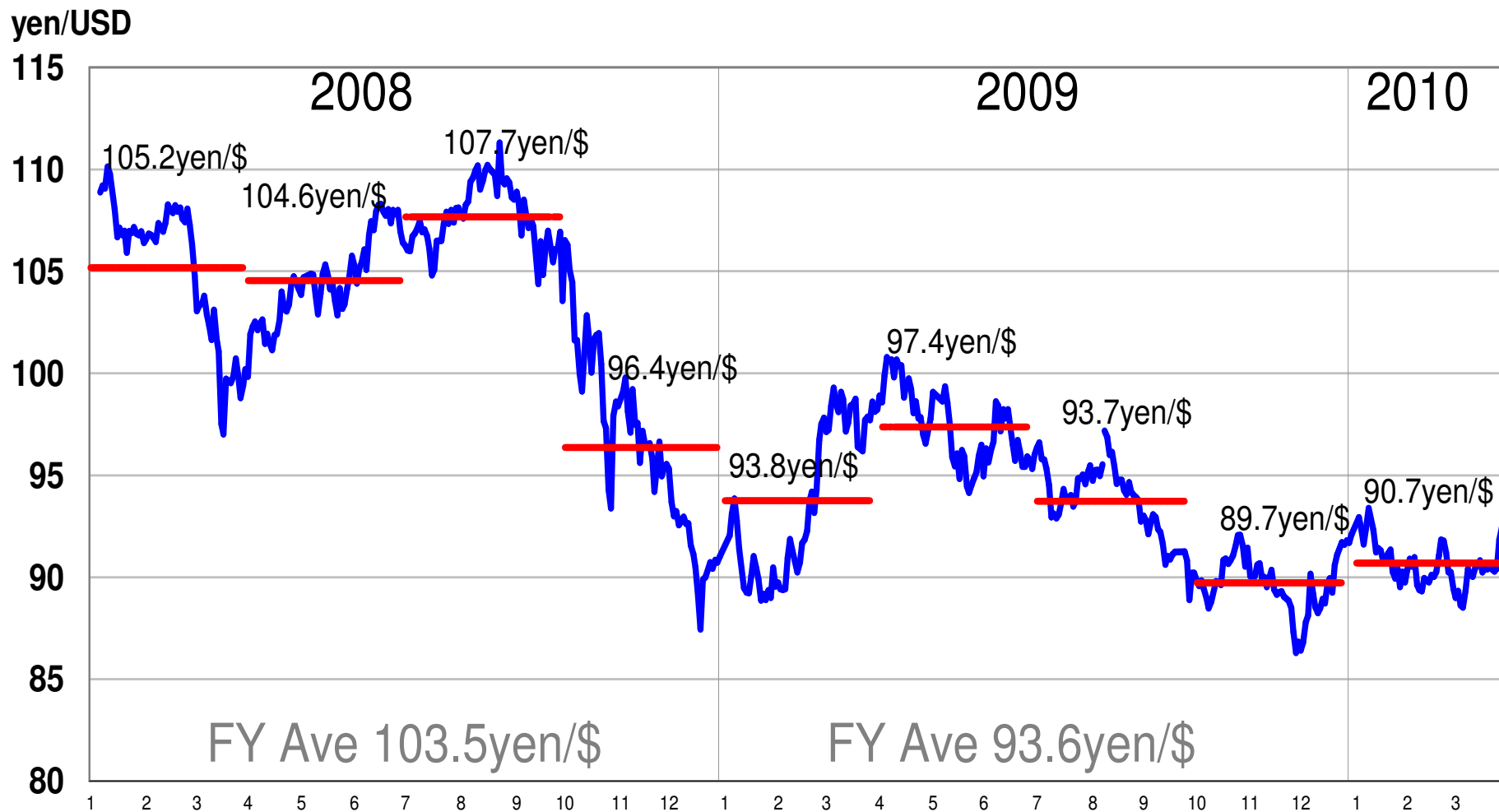
## Consolidated financial results

		2009 Results	Forecast for 2010	changes	vs. 2009 (%)
Sales proceeds	million yen	2,022,520	2,370,000	+ 347,480	+17.2%
Operating income	million yen	-57,142	4,000	+ 61,142	-
Ordinary income	million yen	-56,455	5,500	+ 61,955	-
Net income	million yen	-57,619	1,000	+ 58,619	-
※CCS operating income	million yen	-12,378	4,000	+ 16,378	-
※CCS ordinary income	million yen	-11,691	5,500	+ 17,191	-

# Data Book

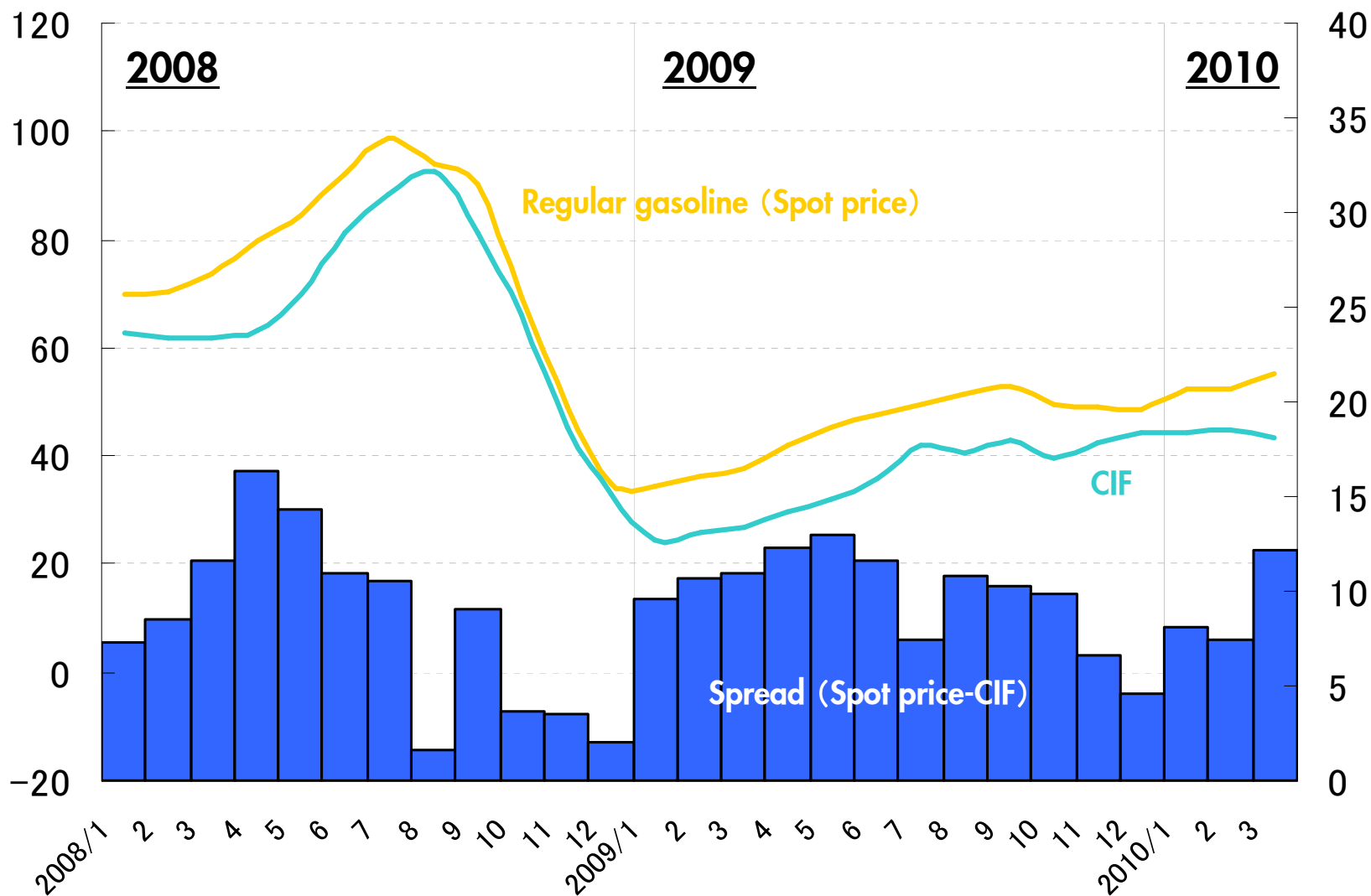
## The Dubai crude oil price





Crude & Products price ¥/L

Spread ¥/L



Crude & Products price ¥/L

Spread ¥/L

