



Fact Book 2008



TonenGeneral Sekiyu K.K.

Financial Highlight (Consolidated)

(Million Yen)

	2004	2005	2006	2007	2008
Sales revenue	2,342,276	2,856,182	3,078,772	3,049,842	3,272,429
Operating income	63,177	19,978	58,694	7,063	121,742
Operating income excluding inventory valuation effects	64,292	△ 3,253	50,858	△ 8,390	107,668
Net income	48,243	13,015	39,820	7,014	79,285
Net cash provided by operating activities	41,675	39,951	75,085	6,682	145,092
Capital expenditure	16,281	18,744	35,818	22,317	18,972
Dividends paid	21,305	21,298	21,582	21,577	21,469
Cash and cash equivalents at the end of the period	431	569	664	614	488
Total assets at year end	945,537	968,334	1,019,517	1,045,536	901,598
Shareholders' equity	249,849	230,159	(*) 249,155	(*) 214,279	(*) 270,500

(*) "Net assets" based on "Accounting standard for presentation of net assets in the balance sheet" and "its implementation guideline" which is effective from 2006

Number of Employees

	2004	2005	2006	2007	2008
Consolidated	2,536	2,497	2,378	2,357	2,278

	2004	2005	2006	2007	2008
Liquidity Ratios					
Current assets to current liabilities (times)	1.1	1.0	1.0	1.0	1.1
Leverage: Coverage Ratios					
Shareholders' equity ratio ¹	26.4%	23.8%	24.3%	20.4%	30.0%
Long-term debt to total capitalization ²	6.2%	6.0%	4.8%	4.5%	2.7%
Net-debt to equity ³	26.8%	31.7%	22.1%	51.4%	-6.7%
Times interest earned ⁴ (times)	87.5	33.0	84.1	9.8	185.3
Fixed charge coverage ⁵ (times)	70.9	26.3	68.0	9.1	174.7
Profitability Ratios					
Net income to average total assets	5.1%	1.4%	4.0%	0.7%	8.1%
Net income to average shareholder's equity	20.3%	5.4%	16.6%	3.0%	32.8%
Cash return on average total assets ⁶	4.4%	4.2%	7.6%	0.6%	14.9%
Return on average capital employed ⁷	15.2%	4.3%	13.3%	2.4%	27.7%
Dividend and Market Ratios					
Net income per common shares (Yen/share)	81.5	22.0	68.3	12.1	140.3
Price to earnings ⁸ (times)	11.4	57.6	17.3	91.0	6.4
Dividend per share (Yen/share)	36.0	36.5	37.0	37.5	38.0
Dividend payout ⁹	44.2%	165.8%	54.2%	309.3%	27.1%
Dividend yield ¹⁰	3.9%	2.9%	3.1%	3.4%	4.2%

1: Shareholders' equity/Total assets

2: Long-term debt/(Long-term debt+shareholders' equity)

3: Net debt/Shareholders' equity, Net debt=Interest bearing debt - (Cash+Loan receivables)

4: Operating income/Interest expense

5: (Operating income + Lease payments)/(Interest expense + Lease payments)

6: Cash flow from operating activities/Average total assets

7: Net income before interest and after tax/(Average shareholders' equity+Average net debt)

8: Market price of common share at year end/Net income per common share

9: Dividends per common share/Net income per common share

10: Dividends per common share/Market price of common share at year end

Stock Price

(Yen/share)

	2004	2005	2006	2007	2008
High	971	1,354	1,288	1,345	1,103
Low	823	923	1,005	1,060	700
Year end	933	1,268	1,179	1,103	895

Number of Shares and Market Capitalization at Year End

	2004	2005	2006	2007	2008
Number of shares authorized	890,081,000	880,937,982	880,937,982	880,937,982	880,937,982
Number of shares outstanding	592,543,018	583,400,000	583,400,000	565,182,000	565,182,000
Market capitalization ¹	552,843	739,751	687,829	623,396	505,838

1: Number of shares outstanding x market price per share at year end (million yen)

Major Shareholders as of December 31, 2008

	Number of Shares (thousands)	Percentage of Total Shares
ExxonMobil Y.K.	282,708	50.02
Japan Trustee Services Bank, Ltd. (Trust a/c)	13,583	2.40
Japan Trustee Services Bank, Ltd. (Trust a/c 4G)	12,621	2.23
The Master Trust Bank of Japan, Ltd.(Trust a/c)	9,966	1.76
Kochi Shinkin Bank	8,514	1.50
Sompo Japan Insurance Inc.	7,319	1.29
Nippon Life Insurance Company	4,545	0.80
Trustee & Custody Services Bank, Ltd. (Securities Trust a/c)	4,196	0.74
Investors Bank and Trust Company (West) - Treaty	3,840	0.67
The Dai-ichi Mutual Life Insurance Company	3,376	0.59

Actual Production Volume by Business Segment

Business Segment	2004	2005	2006	2007	2008
Oil products ¹ (Unit: KKL)	34,003	36,207	34,833	32,857	28,665
Chemical products ² (Unit: KTon)	2,743	2,774	2,539	2,465	2,485

The volume shown above is the total volume produced by the consolidated companies

Actual Sales Amounts by Business Segment

(Million Yen)

Business Segment	2004	2005	2006	2007	2008
Oil products ¹	2,142,378	2,611,674	2,787,180	2,717,571	2,917,761
Chemical products ²	197,722	242,635	290,325	330,785	353,320
Others ³	2,175	1,573	1,266	1,486	1,347
Total	2,342,276	2,856,182	3,078,772	3,049,842	3,272,429

Operating P/(L) by Business Segment

(Million Yen)

Business Segment	2004	2005	2006	2007	2008
Oil products ¹	20,581	△ 25,444	9,525	△ 48,670	107,650
Chemical products ²	42,384	45,495	49,422	55,651	13,917
Others ³	14	55	△ 38	83	174
Elimination	197	△ 126	△ 214	-	-
Total	63,177	19,978	58,694	7,063	121,742

1: Gasoline, naphtha, jet fuel, kerosene, diesel fuel, fuel oils, LPG, etc.

2: Ethylene, propylene, benzene, toluene, paraxylene, battery separator film, etc

3: Engineering, maintenance service, etc.

As of December 31, 2008

Refining

	Units	Kawasaki	Sakai	Wakayama	Total
Main Refining Units					
Atmospheric distillation	BPD	335,000	156,000	170,000	661,000
Fluid catalytic cracking	BPD	92,000	46,000	39,000	177,000
Resid hydroconversion	BPD	28,000	-	-	28,000
Rete of conversion to Gasoline / Distillates [(FCC+H-Oil) / APS] ⁽¹⁾	%	36	29	23	31

1: **FCC**: Fluid Catalytic Cracking Unit, **H-Oil**: Resid Hydroconversion Unit, **APS**: Atmospheric Distillation Unit

Chemical

	Units	Kawasaki	Sakai	Wakayama	Total
Ethylene	KTon/Year	540	-	-	540
Propylene	KTon/Year	545	105	-	650
Benzene	KTon/Year	94	87	119	300
Toluene	KTon/Year	-	253	190	443
Paraxylene	KTon/Year	-	214	271	485

Crude Run and Utilization Ratio

	2004	2005	2006	2007	2008
Crude Run (KKL)	31,850	33,075	30,090	29,384	27,601
Crude Run (BPD)	547,371	570,160	518,694	506,529	474,372
APS Capacity ¹ (BPD)	661,000	661,000	661,000	661,000	661,000
APS Utilization Ratio (%)	82.8	86.3	78.5	76.6	71.7

1: APS (Atmospheric Distillation Unit) capacity is the calendar-day capability to process inputs to atmospheric distillation units.

	2004	2005	2006	2007	2008
Oil Products (Consolidated, Excluding Barter, KKL)					
Gasoline	11,951	12,204	11,775	11,192	10,085
Kerosene	3,746	4,539	3,797	3,468	2,863
Diesel fuel	4,703	5,005	4,333	3,577	3,029
Fuel oil A	4,320	4,066	3,515	3,264	2,414
Fuel oil C	3,422	3,070	2,734	2,051	1,704
LPG and others	3,359	3,477	2,927	2,408	2,609
Sub Total	31,499	32,361	29,082	25,961	22,705
Others*	6,975	8,082	9,303	8,904	9,374
Grand Total	38,474	40,443	38,385	34,865	32,079

Chemical Products (Consolidated, Kton)					
Olefins and others (TCC)	1,819	1,852	1,778	1,872	1,771
Aromatics (TG)	789	820	785	783	820
Chemical Total	2,609	2,672	2,563	2,655	2,591

Others includes lubricants, crude oil, exports, product exchanges within ExxonMobil Japan Group, etc.

Number of Service Stations

	2004	2005	2006	2007	2008
Industry (Branded) ¹	38,560	37,479	35,968	34,276	32,295
ExxonMobil Japan Group total ²	6,121	5,917	5,594	5,055	4,587

Number of Self-Serve Service Stations

	2004	2005	2006	2007	2008
Industry (Branded) ¹	3,425	4,107	5,203	5,924	6,496
ExxonMobil Japan Group total ² (numbers including below)	802	916	1,079	1,164	1,197
"Express" brand SS	480	565	688	791	837
Doutor coffee shop co-located SS	93	108	110	113	108
Speedpass usable SS	330	449	622	772	831
Number of speedpass holders (in thousand)	412	740	1,170	1,525	1,974

1: Source; Nenryo-Yushi paper

2: General, Esso, and Mobil branded service stations. TonenGeneral offers customers superior service and convenience through the powerful nationwide network of "GENERAL" brand service stations. The General network is complimented by the integration with the ExxonMobil Japan Group's "Esso" and "Mobil" brands.

Consolidated Balance Sheet

Fact Book 2008

Years ended December 31, 2004 through 2008

(Million Yen)

	2004	2005	2006	2007	2008
Assets	945,537	968,334	1,019,517	1,045,536	901,598
Current assets	658,833	686,625	722,206	752,260	632,843
Cash and cash equivalents	431	569	664	614	488
Notes and accounts receivable	464,412	492,618	517,645	553,198	390,733
Inventories	178,490	166,899	188,054	168,477	136,970
Income tax refund receivable	—	12,202	—	4,504	79
Deferred tax assets	6,186	6,633	5,544	16,053	5,855
Short-term loans receivable	770	714	346	264	91,485
Others	9,477	7,611	10,153	9,220	7,302
Bad debt allowance	△ 935	△ 623	△ 202	△ 72	△ 71
Fixed assets	286,703	281,708	297,310	293,275	268,754
Property, plant and equipment	242,464	237,090	250,620	246,410	222,976
Buildings and structures	60,767	57,234	54,826	52,816	48,588
Tanks	7,332	6,924	6,478	6,128	4,976
Machinery, equipment and vehicles	71,656	66,614	72,303	86,710	74,405
Tools, furniture and fixtures	1,878	1,549	1,572	1,417	1,387
Land	94,335	91,550	89,311	87,946	80,883
Incomplete construction	6,494	13,216	26,127	11,392	12,734
Intangible assets	5,778	8,231	7,315	6,718	5,822
Investments and other assets	38,460	36,385	39,374	40,146	39,955
Investment in securities	16,910	13,495	14,276	15,063	13,873
Long-term loans receivable	1,976	1,390	1,217	1,041	839
Deferred tax assets	5,469	6,993	8,285	5,728	6,591
Others	15,831	15,201	16,167	18,753	18,994
Bad debt allowance	△ 1,727	△ 694	△ 572	△ 439	△ 343
Total assets	945,537	968,334	1,019,517	1,045,536	901,598

(Note) Amounts shown in truncated millions of yen.

Consolidated Balance Sheet

Fact Book 2008

Years ended December 31, 2004 through 2008

(Million Yen)

	2004	2005	2006	2007	2008
Liabilities	694,674	737,159	770,362	831,256	631,097
Current liabilities	617,697	660,721	700,421	768,385	571,830
Notes and trade account receivable	242,685	294,663	354,461	381,690	221,355
Gasoline tax etc., payable	238,859	236,899	234,216	219,836	189,199
Short-term debt and commercial paper	53,595	60,877	44,666	101,429	67,085
Accrued income tax	22,366	4,769	7,197	7,273	40,204
Accrued consumption tax	12,028	13,517	7,660	6,814	10,311
Guarantee deposits payable	11,853	12,344	12,647	11,213	9,926
Others	36,308	37,649	39,571	40,127	33,747
Long-term liabilities	76,976	76,437	69,941	62,871	59,267
Long-term debt	16,572	14,653	12,403	10,153	7,493
Deferred income tax liabilities	859	1,348	1,707	2,352	2,478
Reserve for accrued pension costs	40,025	39,995	36,545	31,561	28,432
Reserve for officers' retirement allowance	231	238	169	167	170
Reserve for repairs	13,859	16,395	15,397	15,428	16,393
Reserve for offshore well abandonment	1,608	1,567	2,234	2,069	2,953
Others	3,821	2,239	1,483	1,140	1,347
Minority interests in consolidated subsidiaries	1,014	1,015	—	—	—
Shareholders' equity	249,849	230,159	—	—	—
Common stock	35,123	35,123	—	—	—
Additional paid-in capital	20,753	20,770	—	—	—
Retained earnings	193,069	173,772	—	—	—
Unrealized holding gains on securities	1,625	579	—	—	—
Treasury stock	△ 723	△ 85	—	—	—
Total liabilities, minority interests and shareholders' equity	945,537	968,334	—	—	—
Net Assets	—	—	249,155	214,279	270,500
Owners' equity	—	—	247,693	212,878	270,559
Paid-in capital	—	—	35,123	35,123	35,123
Capital surplus	—	—	20,766	20,741	20,741
Earned surplus	—	—	192,010	157,216	215,002
Treasury stock	—	—	△ 206	△ 202	△ 307
Valuation and translation adjustments	—	—	527	357	△ 59
Valuation difference on available-for-sales securities	—	—	527	357	135
Foreign currency translation adjustments	—	—	—	—	△ 194
Minority interests	—	—	933	1,043	—
Total liabilities and net assets	—	—	1,019,517	1,045,536	901,598

(Note) Amounts shown in truncated millions of yen.

Consolidated Statement of Income

Fact Book 2008

Years ended December 31, 2004 through 2008

(Million Yen)

	2004	2005	2006	2007	2008
Sales revenue	2,342,276	2,856,182	3,078,772	3,049,842	3,272,429
Cost of sales	2,233,696	2,797,434	2,984,391	3,009,758	3,116,603
Selling, general and administrative expenses	45,402	38,769	35,685	33,020	34,082
Operating income	63,177	19,978	58,694	7,063	121,742
Non-operating income					
Interest income	155	100	346	76	128
Dividends received	133	72	60	64	62
Foreign exchange gain	2,914	1,770	6,123	7,069	10,354
Equity earnings of affiliates	2,999	1,670	1,395	1,598	—
Others	545	135	235	77	150
Non-operating expenses					
Interest expenses	722	605	698	719	657
Foreign exchange loss	—	—	—	—	—
Equity earnings loss of affiliates	—	—	—	—	238
Others	578	300	169	157	251
Ordinary income	68,625	22,822	65,987	15,073	131,290
Extraordinary gain					
Gain on sale of subsidiary company's stock	—	—	—	—	5,970
Gain on sales of property, plant and equipment	3,290	2,815	108	386	1,396
Gain on sales of investment securities	11,596	2,138	—	—	71
Gain on liquidation of investment securities	—	—	503	—	—
Gain on sale of marketing goodwill	—	377	—	—	—
Gain on return of substitutional portion of employee pension fund	6,937	—	—	—	—
Settlement package etc. related to withdrawal from power generation business	1,929	—	—	—	—
Gain on reversal of bad debt allowance	9	—	—	—	—
Others	169	41	47	66	—
Extraordinary Loss					
Loss on asset impairment	3,370	868	2,109	732	2,085
Loss on sales and disposal of property, plant and equipment	4,371	2,864	1,121	749	1,738
Provision loss on reserve for offshore well abandonment	—	—	672	—	1,185
Accrued loss on sales of subsidiary company's stock	—	—	—	2,803	—
Surcharge	—	—	—	142	—
Additional allowance for early retirement	2,387	3,380	—	—	—
Evaluation loss on investment securities	—	664	7	—	—
Others	147	—	—	—	—
Income before income taxes	82,280	20,417	62,736	11,099	133,720
Current income taxes	31,117	8,120	22,791	11,219	44,999
Deferred income tax	2,817	△ 719	173	△ 7,243	9,430
Minority interests	102	1	△ 47	109	4
Net income	48,243	13,015	39,820	7,014	79,285

(Note) Amounts shown in truncated millions of yen.

Consolidated Statement of Cash Flows

Fact Book 2008

Years ended December 31, 2004 through 2008

(Million Yen)

	2004	2005	2006	2007	2008
I. Cash flows from operating activities					
Net income before income taxes	82,280	20,417	62,736	11,099	133,720
Depreciation and amortization	21,474	20,507	19,191	23,377	28,800
Loss on asset impairment	3,370	868	2,109	732	2,085
Gain on sales of investment securities	△ 11,596	△ 2,138	-	-	-
Gain on return of substitutional portion of employee pension fund	△ 6,937	-	-	-	-
Settlement package etc. related to withdrawal from power generation business	△ 1,929	-	-	-	-
Gain on sales of subsidiary company's stock	-	-	-	-	△ 5,970
Decrease (Increase) in trade accounts receivable	△ 45,756	△ 27,642	△ 25,543	△ 35,655	149,848
Decrease (Increase) in inventories	△ 9,378	12,170	△ 21,154	19,576	
Increase (Decrease) in trade accounts payable	28,742	51,403	59,798	27,228	△ 137,319
Increase (Decrease) in other accounts payable	3,805	△ 440	△ 3,482	△ 21,404	△ 20,608
Others	△ 2,435	4,531	△ 6,953	△ 2,430	1,222
Sub-Total	61,638	79,678	86,702	22,523	154,078
Interest and dividend income received	5,401	815	407	149	212
Interest paid	△ 712	△ 572	△ 692	△ 714	△ 707
Proceeds from gain on sale of marketing goodwill	-	-	376	-	-
Payments for additional allowance for early retirement	△ 1,026	△ 1,605	△ 3,131	△ 9	-
Receipt of settlement package related to withdrawal from power generation business	1,000	-	-	-	-
Payment of surcharge	-	-	-	△ 142	-
Refund of income taxes paid	-	-	12,389	1,715	4,538
Income tax etc. paid	△ 24,625	△ 38,364	△ 20,966	△ 16,840	△ 13,029
Net cash provided by operating activities	41,675	39,951	75,085	6,682	145,092
II. Cash flows from investing activities					
Payments for purchases of property, plant and equipment	△ 16,180	△ 17,850	△ 35,086	△ 21,406	△ 18,215
Proceeds from sales of property, plant and equipment	5,724	4,152	228	1,997	2,051
Payments for purchases of intangible assets	△ 101	△ 894	△ 731	△ 911	△ 757
Proceeds from sales of intangible assets	-	-	1	-	-
Payment for purchase of investment securities	-	-	-	△ 82	-
Proceeds from sales of investment in securities	19,638	2,446	439	-	603
Decrease in short-term loans receivable, net	3,990	-	-	-	-
Payments of long-term loans receivable	△ 59	△ 86	△ 20	△ 2	△ 4
Collection of long-term loans receivable	921	443	252	195	236
Proceeds from share buy back by an equity-method subsidiary	-	1,300	428	633	-
Payments for stock purchase of a subsidiary company	-	△ 3,988	-	-	-
Proceeds from stock sales of a subsidiary company	-	-	-	-	9,601
Others	37	55	53	94	14
Net cash provided by (used in) investing activities	13,972	△ 14,422	△ 34,433	△ 19,479	△ 6,469
III. Cash Flows from Financing Activities					
Decrease (Increase) in short-term loans receivable	-	△ 56	308	64	△ 91,251
Increase (Decrease) in short-term debt	△ 36,219	△ 6,731	△ 6,542	61,762	△ 23,689
Increase (Decrease) in commercial paper	-	15,000	△ 10,000	△ 5,000	-
Repayment of long-term debt	△ 2,977	△ 2,597	△ 1,919	△ 2,250	△ 1,993
Increase in long-term debt	4,785	-	-	-	-
Payments for repurchase of treasury stock	△ 258	△ 9,766	△ 873	△ 20,301	△ 331
Proceeds from sales of treasury stock	105	69	85	48	195
Cash dividends paid	△ 21,305	△ 21,298	△ 21,582	△ 21,577	△ 21,469
Payment of dividends to minority interests	-	-	△ 33	-	△ 55
Payment of liquidation dividends to minority interests	△ 4	-	-	-	-
Others	-	△ 10	-	-	-
Net cash used in financing activities	△ 55,874	△ 25,390	△ 40,557	12,748	△ 138,595
IV. Increase (Decrease) in cash and cash equivalents for foreign currency translation adjustments	-	-	-	-	△ 153
V. Increase (Decrease) in cash and cash equivalents	△ 226	137	94	△ 49	△ 126
VI. Cash and cash equivalents at the beginning of the period	658	431	569	664	614
VII. Cash and cash equivalents at the end of the period	431	569	664	614	488

As of December 31, 2008

Company Name	TonenGeneral Sekiyu K.K.
Securities Code	5012 (Tokyo Stock Exchange, First Section)
Established	July 26, 1947
Paid-in Capital	¥35,123,100,900
Business	Transportation of crude oil and petroleum products, and manufacturing, processing and sales of petroleum products Manufacturing, processing and sales of petrochemical products
Business Year	From January 1 to December 31
Head Office	1-8-15 Kohnan, Minato-ku, Tokyo 108-8005, Japan Tel: +81-3-5495-6000
Refineries and Facilities	Kawasaki Refinery Sakai Refinery Wakayama Refinery TonenGeneral Research Center (Kawasaki)
Common Stock	Authorized: 880,937,982 shares Outstanding: 565,182,000 shares Number of shares constituting one voting / trading unit: 1,000 shares Number of Shareholders: 53,156
Registrar	Mitsubishi UFJ Trust and Banking Corporation 4-5, Marunouchi 1-chome, Chiyoda-ku, Tokyo 100-8212, Japan Tel: +813-5391-1900