



February 14, 2011

TonenGeneral Sekiyu K.K.  
(Stock Code: 5012 Tokyo Stock Exchange)  
Representative Director, President  
P. P. Ducom  
Contact:  
Public and Government Affairs  
ExxonMobil Yugen Kaisha  
Tel: 03-6713-4400

### **ExxonMobil Yugen Kaisha Earnings Results for Full Year 2010**

TonenGeneral Sekiyu K.K. today announces the full year 2010 earnings results for its parent company, ExxonMobil Yugen Kaisha, as follows.

(Unit: million yen)

	Net Sales	Operating Income	Ordinary Income	Net Income
Full Year 2010 (A)	1,569,716	19,685	32,422	25,063
Full Year 2009 (B)	1,347,504	5,621	15,793	12,531
Difference (A-B)	222,211	14,063	16,628	12,532
Increase (%)	16.5	250.2	105.3	100.0

Net sales this term were 1,569.7 billion yen, a 16.5 percent increase from the previous year, mainly due to higher prices for petroleum products versus 2009, reflecting crude oil price trends.

Operating income was 19.7 billion yen, up 14.1 billion yen from the previous year, mainly as a result of margin improvement supported by firm demand particularly during the extremely hot summer.

Ordinary income was 32.4 billion yen, up 16.6 billion yen from the previous year. Items such as gains from the sale of fixed assets resulted in a net extraordinary gain of 1.1 billion yen. As a result, net income was 25.1 billion yen, up 12.5 billion yen from the previous year.

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## Balance Sheet

As of December 31, 2010

(Unit: Million yen)

Account Title	Amounts	Account Title	Amounts
<b>(Assets)</b>		<b>(Liabilities)</b>	
<b>Current assets</b>		<b>Current liabilities</b>	
Cash and deposits	1,202	Accounts payable-trade	301,384
Accounts receivable-trade	128,219	Short-term loans payable	19,698
Merchandise and finished goods	8,746	Accounts payable-other	27,645
Prepaid expenses	4,645	Accrued expenses	5,356
Consumption taxes receivable	363	Gasoline taxes payable	43,007
Deferred tax assets	2,324	Income taxes payable	10,471
Accounts receivable-other	24,980	Guarantee deposits payable	12,291
Other	10	Advances received	9,901
Allowance for doubtful accounts	(160)	Provision for bonuses	415
<b>Total current assets</b>	<b>170,331</b>	Provision for offshore well abandonment	1,924
		Other	624
		<b>Total current liabilities</b>	<b>432,720</b>
<b>Noncurrent assets</b>		<b>Noncurrent liabilities</b>	
<b>Property, plant and equipment</b>		Deferred tax liabilities	22,073
Buildings	9,797	Provision for retirement benefits	52,193
Structures	9,600	Provision for repairs	668
Tanks	551	Other	1,178
Machinery and equipment	4,713	<b>Total non-current liabilities</b>	<b>76,113</b>
Vehicles	116		
Tools, furniture and fixtures	863	<b>Total liabilities</b>	<b>508,833</b>
Land	71,921		
Construction in progress	244	<b>(Net assets)</b>	
<b>Total property, plant and equipment</b>	<b>97,808</b>	<b>Shareholders' equity</b>	
<b>Intangible assets</b>		Capital stock	50,000
Goodwill	211	Capital surplus	
Leasehold right	6,152	Legal capital surplus	14,264
Software	4,372	Total capital surplus	14,264
Other	275	Retained earnings	
<b>Total intangible assets</b>	<b>11,011</b>	Legal retained earnings	5,375
<b>Investments and other assets</b>		Other retained earnings	
Investment securities	806	Reserve for property replacement	15,298
Stocks of subsidiaries and affiliates	334,346	Retained earnings brought forward	30,028
Long-term prepaid expenses	2,417	Total retained earnings	50,701
Long-term deposits	7,136	<b>Total shareholders' equity</b>	<b>114,966</b>
Other	270	<b>Valuation and translation adjustments</b>	
Allowance for doubtful accounts	(166)	Valuation difference	
<b>Total investments and other assets</b>	<b>344,811</b>	on available-for-sale securities	161
<b>Total non-current assets</b>	<b>453,630</b>	<b>Total valuation and translation adjustments</b>	<b>161</b>
		<b>Total net assets</b>	<b>115,128</b>
<b>Total assets</b>	<b>623,962</b>	<b>Total liabilities and net assets</b>	<b>623,962</b>

## Statement of Income

January 1, 2010 through December 31, 2010

(Unit: Million yen)

Account Title	Amounts	
<b>Net sales</b>		<b>1,569,716</b>
<b>Cost of sales</b>		<b>1,493,639</b>
<b>Gross profit</b>		<b>76,076</b>
<b>Selling, general and administrative expenses</b>		<b>56,391</b>
<b>Operating income</b>		<b>19,685</b>
<b>Non-operating income</b>		
Interest income	93	
Dividends income	13,417	
Other	362	13,873
<b>Non-operating expenses</b>		
Interest expenses	360	
Foreign exchange losses	775	
Other	1	1,137
<b>Ordinary income</b>		<b>32,422</b>
<b>Extraordinary income</b>		
Gain on sales of noncurrent assets	5,145	5,145
<b>Extraordinary loss</b>		
Loss on sales and retirement of noncurrent assets	2,958	
Impairment loss	1,045	4,003
<b>Income before income taxes</b>		<b>33,564</b>
Income taxes - current	12,704	
Income taxes - deferred	(4,203)	8,500
<b>Net income</b>		<b>25,063</b>

## (1) Shareholder composition

As of December 31, 2010

	Shareholder composition							Total
	Public sector	Financial institutions	Financial instruments business operators	Other corporations	Foreign investors		Individuals, etc.	
					Companies, etc.	Individuals		
Number of shareholders (Person)	—	—	—	—	1	—	—	1
Number of shares held (Unit)	—	—	—	—	400,000	—	—	400,000
Percentage of voting shares (%)	—	—	—	—	100	—	—	100

## (2) Major shareholders

As of December 31, 2010

Name of shareholders	Address	Number of shares held	Percentage of total number of shares issued (%)
ExxonMobil Asia International SARL	Rue De L'Industrie 20, L-8069, Bertrange, Luxemburg	400,000	100
Total	—	400,000	100

(Note) ExxonMobil Asia International SARL is a 100% indirectly owned subsidiary of Exxon Mobil Corporation.

## (3) Directors

As of December 31, 2010

Position	Directors
Representative Director, President	P. P. Ducom
Representative Director, Vice President	Harunari Miyashita
Representative Director, Vice President	S. K. Arnet
Director	M. J. Aguiar
Director	Kenichi Taniguchi
Director	Takashi Hirose
Director	Toyofumi Imazawa
Director	D. R. Csapo

[The official language for TonenGeneral's filings with the Tokyo Stock Exchange and Japanese authorities, and for communications with our shareholders, is Japanese. We have posted English versions of some of this information on this website. While these English versions have been prepared in good faith, TonenGeneral does not accept responsibility for the accuracy of the translations, and reference should be made to the original Japanese language materials.]