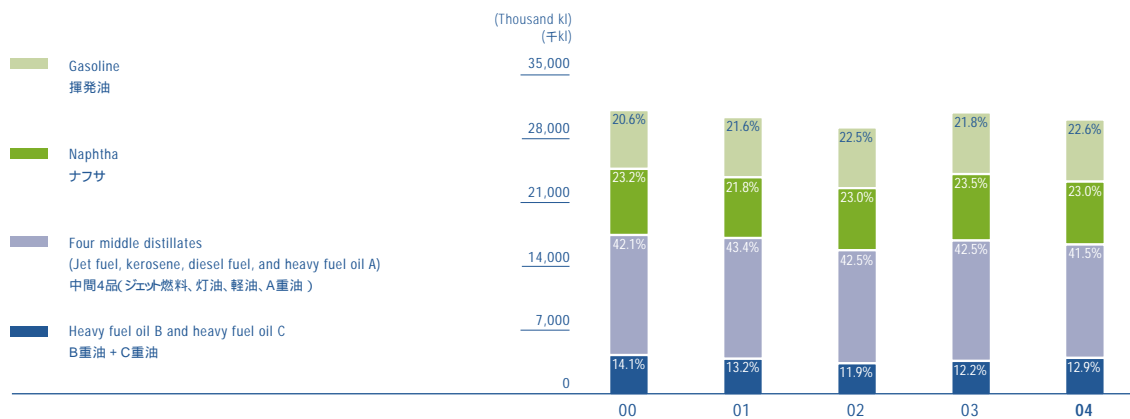


SALES BY PRODUCT | 販売数量

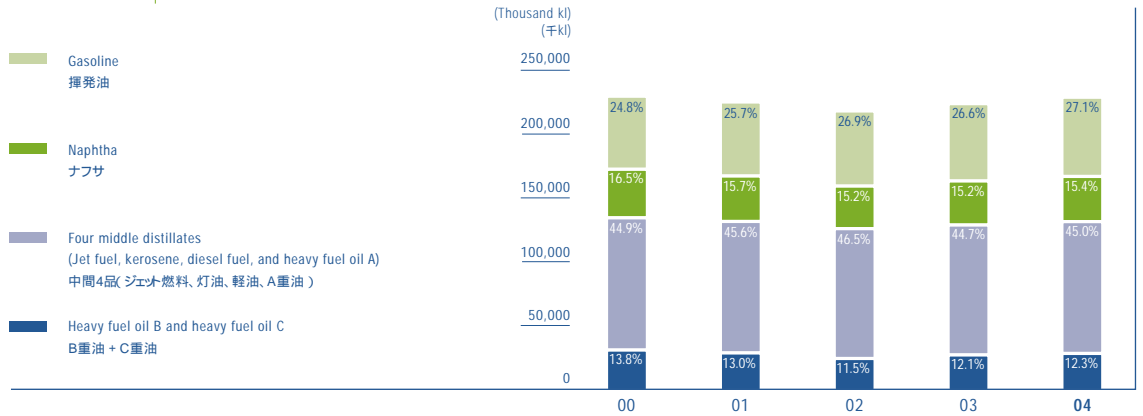
COSMO OIL | コスモ石油



		Thousand kl / 千kl				
		2000	2001	2002	2003	2004
Gasoline	揮発油	6,451	6,604	6,664	6,766	6,843
Naphtha	ナフサ	7,255	6,661	6,813	7,293	6,946
Jet fuel	ジェット燃料	418	449	410	404	381
Kerosene	灯油	3,885	4,009	3,658	3,986	3,556
Diesel fuel	軽油	5,342	5,227	5,091	4,955	4,788
Heavy fuel oil A	A重油	3,526	3,567	3,248	3,866	3,779
Heavy fuel oil B	B重油	0	0	0	0	0
Heavy fuel oil C	C重油	4,425	4,015	3,519	3,780	3,903
Total	合計	31,302	30,533	29,582	31,049	30,216

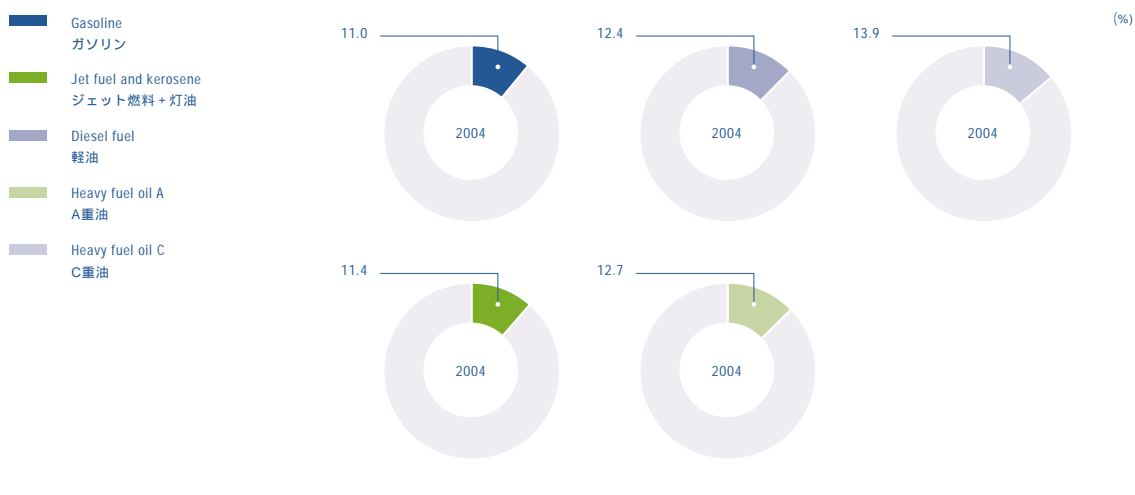
SALES BY PRODUCT | 販売数量

TOTAL INDUSTRY | 全国



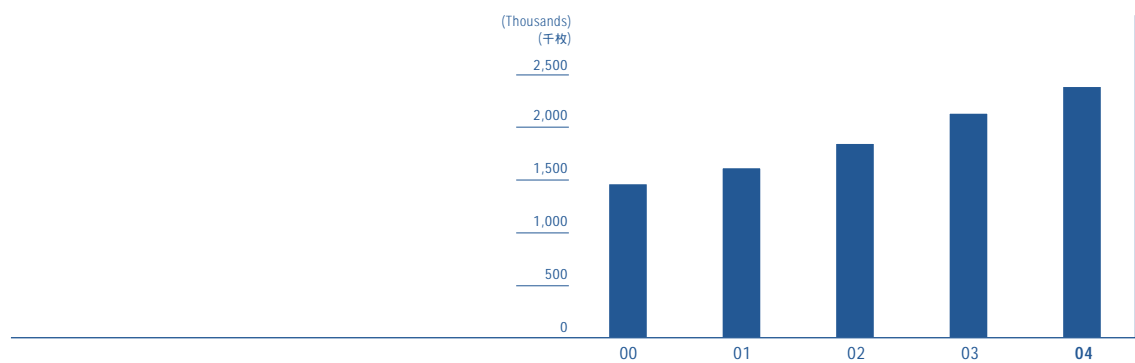
		Thousand kl / 千kl				
		2000	2001	2002	2003	2004
Gasoline	揮発油	57,049	57,803	58,657	60,351	62,004
Naphtha	ナフサ	37,896	35,465	33,222	34,379	35,322
Jet fuel	ジェット燃料	5,067	5,113	5,185	5,255	5,370
Kerosene	灯油	28,423	28,853	28,058	30,521	29,026
Diesel fuel	軽油	42,181	40,533	40,042	39,191	38,725
Heavy fuel oil A	A重油	27,548	28,141	28,070	29,464	29,839
Heavy fuel oil B	B重油	30	29	24	25	29
Heavy fuel oil C	C重油	31,581	29,329	25,000	27,355	28,045
Total	合計	229,775	225,265	218,260	226,541	228,720

MARKET SHARE BY PRODUCT | 製品別シェア



		%				
		2000	2001	2002	2003	2004
Gasoline	ガソリン	11.3	11.4	11.4	11.2	11.0
Jet fuel and kerosene	ジェット燃料 + 灯油	12.8	13.1	12.2	12.3	11.4
Diesel fuel	軽油	12.7	12.9	12.7	12.6	12.4
Heavy fuel oil A	A重油	12.8	12.7	12.2	13.1	12.7
Heavy fuel oil C	C重油	14.0	13.7	14.1	13.8	13.9

NUMBER OF ACTIVE COSMO THE CARD (CREDIT CARDS) | コスモ・ザ・カード有効枚数(クレジットカード)

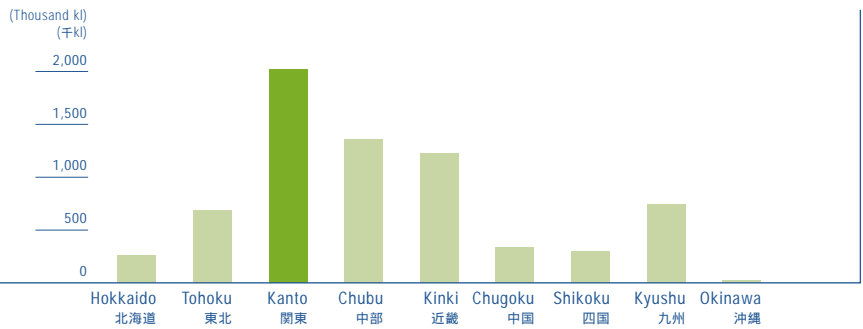


		Thousands / 千枚				
		2000	2001	2002	2003	2004
Total number of active cards	有効枚数	1,464	1,616	1,847	2,134	2,391

Note: Total number of active cards = Total number of cards issued - Total number of deactivated cards

注: 有効枚数 = 累計発行枚数 - 脱会者数

GASOLINE SALES VOLUME BY REGION AND NUMBER OF COSMO OIL GAS STATIONS (GS'S) (FISCAL 2004)

 地域別の当期販売数量および
 当社サービスステーション(SS)数

Gasoline sales volume

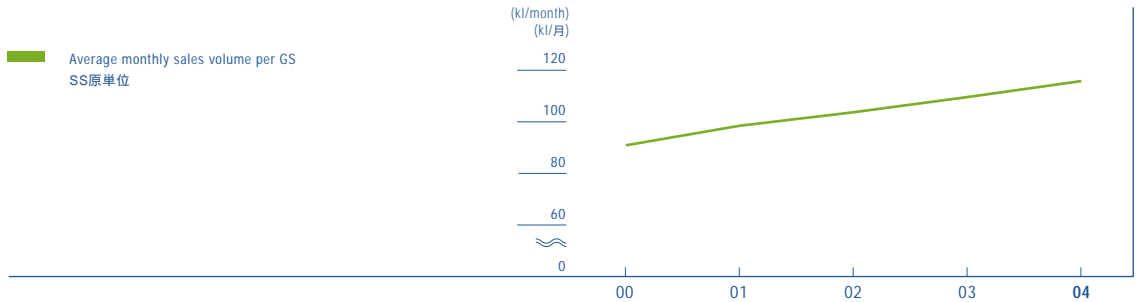
(Thousand kl)	揮発油販売数量(千kl)	265	690	2,020	1,355	1,223	336	299	749	6	6,843
Regional share (%)	地域別シェア(%)	3.9	10.1	29.5	19.8	16.4	4.9	4.4	11.0	0.1	100.0
Number of GS's	SS数	214	552	1,361	703	771	336	325	660	4	4,926

Note: Fixed-type GS's only

注: SSは固定式SS

AVERAGE MONTHLY SALES VOLUME PER GS AND TOTAL NUMBER OF GS'S

SS数およびSS原単位



Number of Cosmo Oil GS's (fixed GS)	SS数(固定式のみ)	5,916	5,600	5,373	5,152	4,926
Number of Company-owned GS's	社有SS数	1,065	1,010	977	959	930
Share of Company-owned GS's (%)	社有比率(%)	18.0	18.0	18.2	18.6	18.9
Average monthly sales volume per GS (kl/month/GS)	SS原単位(kl/月/SS)	90.9	98.3	103.4	109.4	115.8
Total number of GS's in Japan	全国SS数(可搬式含む)	55,153	53,704	52,592	51,294	N.A.
National brand GS's (fixed GS)	元売りSS数(固定式のみ)	46,714	44,485	42,464	40,920	N.A.
Non-brand GS's	その他SS数	8,439	9,219	10,128	10,374	N.A.

Note: Total number of GS's in Japan based on "Law on the Quality Control of Gasoline and Other Fuels"

注: 全国SS数は「揮発油等の品質の確保等に関する法律」に基づく登録状況

Source: "Monthly Gasoline Stand"

出所: 月刊ガソリンスタンド「登録SS」と「元売系列SS」数の推移