





November 8, 2023

ENEOS Holdings, Inc.

FY2023 2Q Financial Results

Highlights of Financial Results and Forecast	P3
Progress of Third Medium-Term Management Plan	P6
Business Environment	P12
Financial Results for FY2023 2Q	P15
Forecast for FY2023	P22
Reference	P28

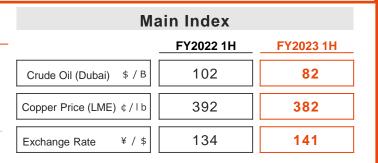
Highlights of Financial Results and Forecast

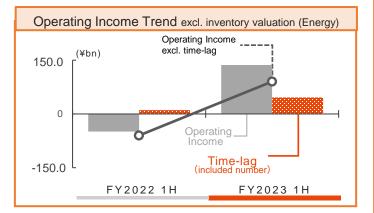
FY2023 1H Financial Results (Apr. 2023 - Sep. 2023)

- Operating Profit excl. inventory valuation: YoY +¥152.5bn in profits due mainly to improvement in Energy business
 - ✓ Energy: Profits: Increased significantly due to improvements in refinery troubles and electricity sales price, in addition to improvements in petroleum products¹ margins and petrochemicals margins
 - ✓ Oil and Natural Gas E&P: Despite positive impact of yen depreciation, profits decreased mainly due to a decline in resource prices
 - ✓ Metals: Despite a special factor owing to the sale of Caserones Copper Mine, profits decreased due mainly to decreases in sales volumes of semiconductor materials and ICT materials

_ (¥bn)	FY2022 1H	Changes	FY2023 1H
Operating Income	394.8	-103.3	291.5
Inventory valuation	278.2	-255.8	22.4
Excl. inventory valuation			
Operating Income	116.6	+152.5	269.1
Energy	-49.0	+185.4	136.4
Oil and Natural Gas E&P	60.4	-8.7	51.7
Metals	81.0	-8.9	72.1
Other	24.2	-15.3	8.9
Net Income Attributable to owners of the paren	nt 58.2	[+97.8]	156.0

ENEOS Holdings, Inc.





Highlights of Forecast (FY2023 Forecast)

FY2023 Forecast (Apr. 2023 - Mar. 2024)

- Operating Income : +¥30bn in profits compared to forecast announced in May excl. inventory valuation due mainly to increases in profits in Energy / Oil and Natural Gas E&P segments.
 - ✓ Energy: +¥10bn in profits compared to forecast announced in May due to factoring in improvements in actual petroleum products margins, lower export volume, etc.
 - ✓ Oil and Natural Gas E&P: +¥30bn in profits compared to forecast announced in May due mainly to yen depreciation and lower expenses
 - ✓ Metals: Despite positive impacts of yen depreciation, ¥5bn decrease in profits compared to forecast announced in May due mainly to lower sales volumes of semiconductor materials and ICT materials.

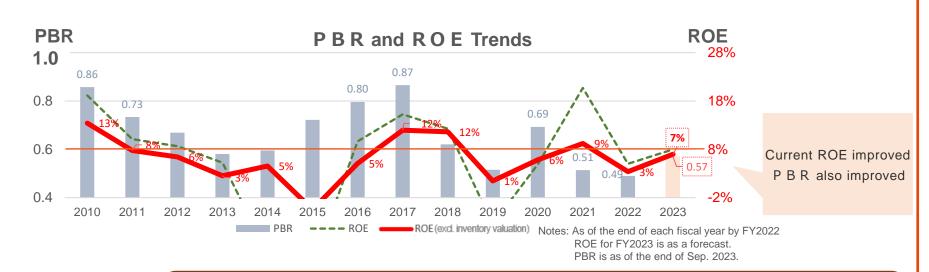
•				
Main Index	Forecast in May	Changes	Forecast in Nov.	2H Forecast
Crude Oil (Dubai) (\$/B)	80	+4	84	85
Copper Price (LME) (¢/lb)	360	+11	371	360
Exchange Rate (¥/\$)	130	+11	141	140
Operating Income	340.0	+80.0	420.0	(¥bn)
Inventory valuation	0.0	+50.0	50.0	
Excl. inventory valuation				
Operating Income	340.0	+30.0	370.0	
Energy	160.0	+10.0	170.0	
Oil and Natural Gas E&P	50.0	+30.0	80.0	
Metals	90.0	-5.0	85.0	
Other	40.0	-5.0	35.0	
Net Income Attributable to owners of the parent	180.0	[+20.0]	200.0	

Progress of Third Medium-Term Management Plan

Initiatives Aimed at Enhancing Corporate Value (summary of materials disclosed in August)

- 1 Improve ROE and achieve a positive equity spread
- ② Accelerate efforts towards achieving energy transition.

Continue to achieve results in 1 2



Targets and initiatives during Third Medium-Term Management Plan **Improvement** Net D/E ratio **Elements for improving PBR** in ROE **ROE10%** 0.8 or low are included in each measure of Third Medium-Term Free CF Management Plan. 500.0 ¥bn Increase in **Improvement** expected in PBR growth rate Growth through the realization of energy transitions Strengthening earnings capability in existing businesses Strengthening earnings capability through investment for growth Strengthening the management foundation **Capital cost** Enhancing dialogue through proactive disclosure Shareholder returns that consider reduction optimal capital structure and capital cost to the market and feedback to management

Establishment of a Solid Earnings Base 1

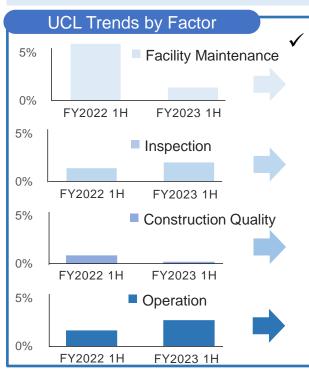
UCL (Unplanned Capacity Loss)

Measures proven to be effective

Total UCL: 11% 8% (3% improvement)

FY2022 1H FY2023 1H

- However, in 2Q, there were troubles when starting up refineries after periodic maintenance (due to initial issues during improvement work, and non-regular work).
- ✓ In addition to the measures taken so far, we will execute additional measures to prevent start-up issues.



Executing measures for each of the 4 factors

Greatly improved through implementation/permeation of enhanced strategies for facility maintenance

Although UCL slightly increased, it includes shut-downs from the increased number of issues discovered owing to expansion of scope and early implementation of inspections.

Improved by sharing information with construction contractors and strengthening structure of construction contractor management

Despite improvements by strengthening workforce and education structures, <u>UCL</u> increased temporarily because of start-up issues after periodic maintenance, which is non-regular work

Additional measures for non-regular work

Identifying high risks for start-ups and informing all refineries

✓ Placing well-trained engineers for support

Aiming to achieve UCL 3% in FY2025, the target in the Third Medium-Term Management Plan

Establishment of a Solid Earnings Base 2

BPR (Business Process Re-engineering)

- ✓ To generate funding for energy transition through thorough reforms of existing businesses, implementing measures to improve profits / asset efficiency and cut costs throughout the entire supply chain and within the ENEOS Group¹
- ✓ Enhancing employees' mindsets about ROIC improvement by reviewing their work processes in BPR
- ✓ In addition, taking measures for investment efficiency improvement



		Improvements (¥bn)			
Factors	Measures taken so far		Y2023		
1 actors		~FY2023 1H Cumulative total	∼FY2023 Cumulative total (Forecast)		
Profit improvement/cost cutting (PL)	Strengthening procurement capability, enhancing efficiency of production and transport structures, reviewing business portfolio and sales prices	20.1	32.0		
Asset efficiency improvement (BS)	Selling out unnecessary / low-efficiency assets etc.	0.8	4.0		

 \sim FY2023 1H progress

¥20.9 bn improvement in cumulative total

➤ LNG Expansion Project in Tangguh, Indonesia - Started supply of LNG

- ✓ Implemented capacity expansion in the Tangguh LNG Project (operator: bp), launched LNG supply from expanded third liquefaction train in Oct. 2023.
- ✓ In FY2024, estimate increase in production volume by 8,000 boed, based on our ownership ratio (12.2%).



▲ Tangguh LNG Project

Acceleration of Initiatives for the Realization of Energy Transition

Policies on initiatives for the realization of carbon neutrality and measures we are taking

Curbing greenhouse gas emissions

- Appropriate treatment of crude oil (according to demand)
- Efficiency improvement of manufacturing and businesses (energy conservation, fuel switching, utilization of renewable energy, etc.)
- · Utilization of carbon credits

Artificial fixation of CO2

- · CCS (carbon dioxide capture and storage)
- New methods such as BECCS¹ and DACCS² utilizing CCS

Increase of natural absorption of CO2

- Absorption by forests (afforestation and forest management, etc.)
- Other natural absorption methods (blue carbon and soil carbon fixation)

Contribution to the reduction of society's greenhouse

emissions

Reduction of

our greenhouse

emissions

Contribution to the reduction of emissions in the energy area

 Pursuit of energy transition (hydrogen, carbonneutral fuels³, renewable energy, etc.)

Contribution to the reduction of emissions in the materials and services area

- Pursuit of circular economy (recycling, sharing, etc.)
- Expansion of supply of products contributing to avoided emissions

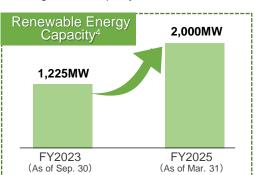
Progress of Third Medium-Term Management Plan

- Renewable Energy 3rd Mid-Term Mgmt Plan:Target 2,000MW4 generation capacity at the end of FY2025
- Generation capacity for renewable energy reached 1,225 MW⁴ as of the end of Sep.
- > SAF

Long-Term Vision Target: 50% of domestic market share in 2040

 Utilizing Wakayama refinery site after terminating its operation, and advancing commercialization of SAF business to make the site one of the main production sites for SAF (p.31)

Pursuing to utilize investment support plans expected to be introduced by the Japanese government



Hydrogen

 $Long-Term\ Vision\ Target:\ Supply\ 250kt\ per\ year\ in\ 2030\ and\ 1,000-4,000kt\ per\ year\ in\ 2040\ /\ 50\%\ of\ domestic\ market\ share$

- Commenced joint study with Osaka Gas and JFE Steel for large-scale usage of CO2-free hydrogen (p.32)
- Discussing over construction of upstream supply chain in Australia, Malaysia and the Middle East (Some projects move on to FEED)

Pursuing to utilize investment/price-gap support plans expected to be introduced by the Japanese government

Low-carbon high-octane gasoline

Long-Term Vision Target: 10% blending of carbon-neutral fuels in high-octane gasoline in 2030 / 20% blending of carbon-neutral fuels in gasoline / 50% of domestic share in 2040

- Started collaboration with Saudi Aramco/Idemitsu and with HIF Global⁵ for synthetic fuels
- CCS Long-Term vision target: Store ~3,000kt of CO2 per year by 2030, 4,000kt~10,000kt of CO2 per year in 2040
- Acquired 100% shares of Japan Drilling Co., Ltd., strengthening CCS/CCUS value chains
- Feasibility study commissioned by JOGMEC for advanced CCS business

(annually capturing 3,000kt of CO2 emitted from ENEOS refineries and J-POWER thermal power plants in western part of Japan, and storing in northern to western coast in Kyushu)

Forest absorption of CO2

3rd Mid-Term Mgmt Plan target: 500kt CO2 absorption per year with natural absorption such as forest absorption

 Joint investment in US large forestry fund formed by Sumitomo Forestry Co., Ltd.

(equivalent to 200kt/year of CO2 absorption).



1 Bio energy with carbon dioxide capture and storage 2 Direct air capture with carbon dioxide capture and storage 3 biofuel+ synthetic fuel 4 Capacity based on ownership ratio (sum of operating plants/under construction)

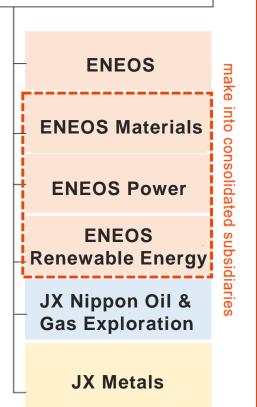
5 Leading global company promoting projects to convert hydrogen to carbon-neutral liquified synthetic fuels by utilizing low-cost renewable energy

Enhancing the Management Base

Change in Group Management Structure

- Determine the management structure on Apr. 1, 2024
- Visualize achievements, enhance competitiveness in each business environment and pursue autonomous management responding to each business characteristic

ENEOS Holdings



Group human resource strategy

- ✓ Promoting environment construction to enable diverse employees to fully exhibit their skills
- ✓ Support for new ideas and development of skills which accelerate business portfolio transformation
- Hiring and harnessing workforce based on their potential and contribution to corporate value, regardless of their length of service.

anon rongar or corridor	Actual / Target
Number of female employees in managerial positions	57 / ≦100
Number of career-employed in managerial positions	55 / ≦80
Percentage of male employees taking childcare leave	79.6% / ≦ 90%

Percentage of advanced Digital Personnel 8% / \leq 20% Number of online learning supporting system users in total 596 / \leq 1,500

Note: Data of ENEOS as of FY2023 Oct.

Support for skill development and reskilling for business portfolio transformation

Attaining business development skills and mindset for independent thinking, creativity, approach to customers' needs, etc.

Dispatch to startup companies

New business support program (No Limit!)

Advancement of women in the workplace

Enabling motivated female employees to independently develop career/leadership

Outside mentor program 45 employees participated in FY2023.

Lectures by female outside directors

Course-based personnel system / Aiming for dynamic personnel shift (Support for managerial positions)

Course-based personnel system

Carefully and speedily execute evaluations and development suited to each personnel, establishing courses which enable provision of compensation linked to market value Dynamic personnel shift (for managerial employees over 50)

Support for employees' new life-stages outside ENEOS Group (retirement, changing jobs, startups etc.)

Targeted employees: 1,300

Applicants: 200

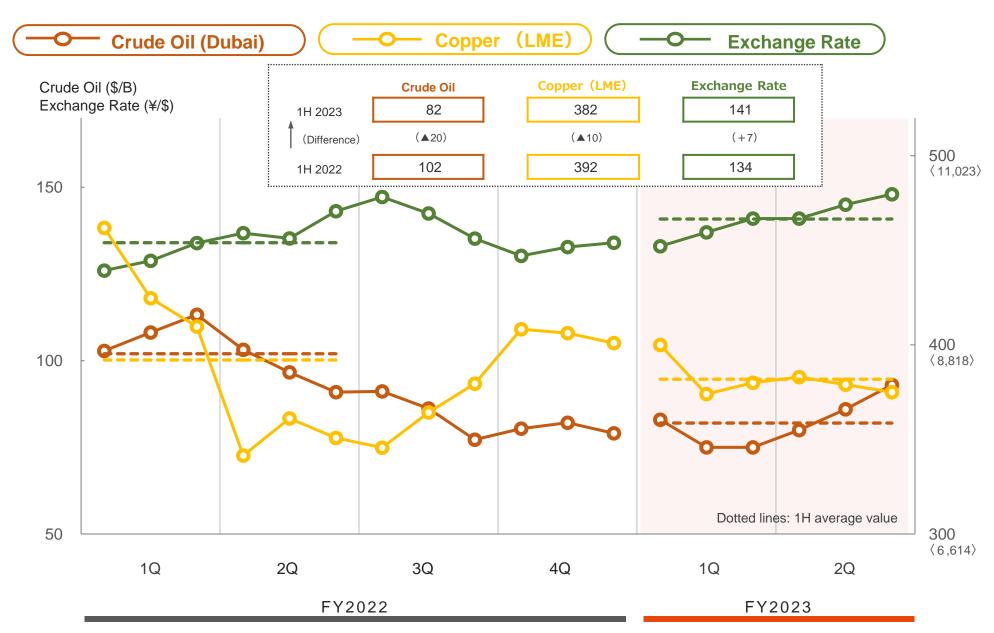
Town Hall Meetings

Messages from executives

Enhance employee engagement

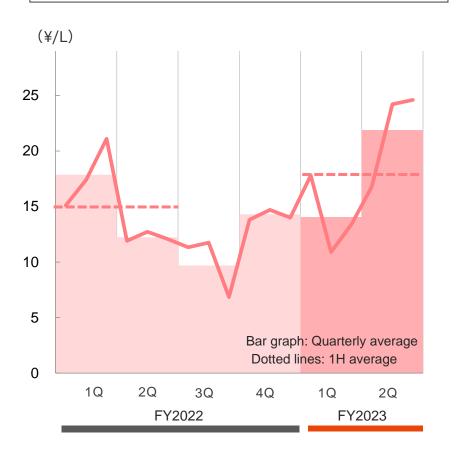
as a driving force to achieve the ENEOS Group Philosophy and our mission

Business Environment



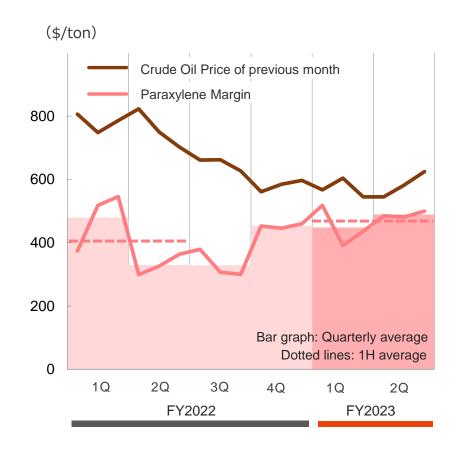
Petroleum Products¹ and Paraxylene Margin Indexes

Petroleum Products Margin Index ²



¹ Petroleum products: gasoline, kerosene, diesel fuel and fuel oil A

Paraxylene Margin Index ³



 Calculated using the following formula as a reference for Asian market conditions
 ACP (Asian Contract Price) – Crude Oil Price of previous month If ACP is undecided, average spot market price is used.

Note: The indexes above are different from our margins (Our selling price – Our cost)

² Calculated using the following formula as a reference for domestic market conditions Spot Price – All Japan Crude CIF (including petroleum tax and interest)

Financial Results for FY2023 2Q

(Apr. 1, 2023 - Sep. 30, 2023)

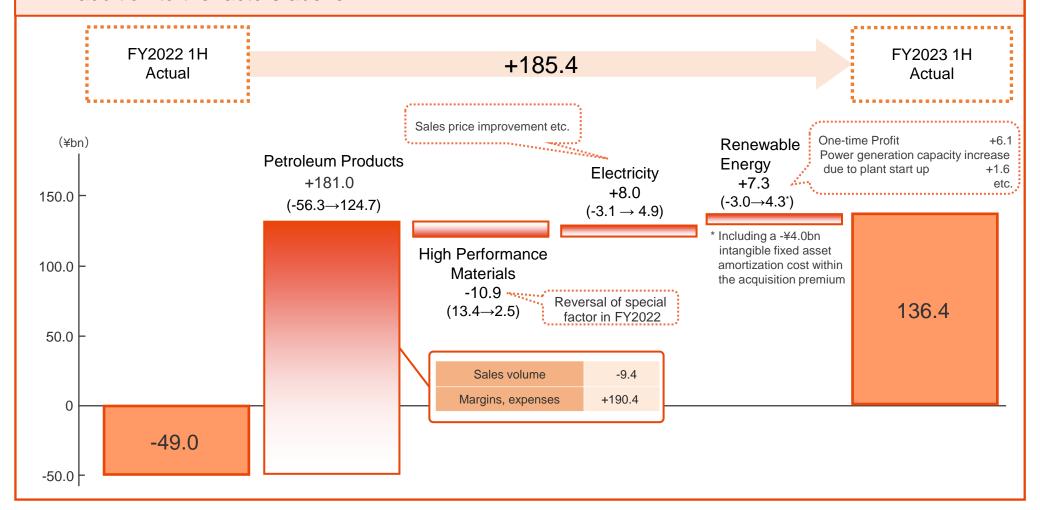
	FY2022 1H Actual	FY2023 1H Actual	Change	S				
Crude Oil (Dubai) (\$/B)	102	82	-20	-20%				
Copper (LME) (¢/lb)	392	382	-10	-3%				
Exchange rate (¥/\$)	134	141	+7	+5%				
Net Sales (¥bn)	7,394.0	6,619.5	-774.5	-10%				
Operating Income (¥bn)	394.8	291.5	-103.3	-26%				
Inventory Valuation (¥bn)	278.2	22.4	-255.8	-92%				
Finance Income (¥bn)	2.9	-8.8	-11.7	-				
Income before tax (¥bn)	397.7	282.7	-115.0	-29%				
Profit attributable to owners of the parent (¥bn)	248.8	171.7	-77.1	-31%				
■ Profit excl. inventory valuation								
Operating Income (¥bn)	116.6	269.1	+152.5	+131%				
Profit attributable to owners of the parent (¥bn)	58.2	156.0	+97.8	+168%				

Operating Income by Segment

(¥bn)			FY2022 1H Actual	→	FY2023 1H Actual	Change	9S
	Tot	tal Operating Income cl. inventory valuation	116.6		269.1	+ 152.5	+131%
	Eı	nergy	229.2		158.8	-70.4	-31%
	ı	nventory Valuation	278.2		22.4	-255.8	-92%
		Excl. Inventory Valuation	-49.0		136.4	+185.4	_
	ı	Petroleum Products	-56.3		124.7	+181.0	_
	ı	High Performance Materials	13.4		2.5	-10.9	-81%
	ı	Electricity	-3.1		4.9	+8.0	_
Seg		Renewable Energy	-3.0		4.3	+7.3	_
m e n	O	il & Natural Gas E&P	60.4		51.7	-8.7	-14%
t's	M	etals	81.0		72.1	-8.9	-11%
		Semiconductor Materials	21.9		10.6	-11.3	-52%
		ICT Materials	17.5		0.3	-17.2	-98%
		Metals & Recycling	46.6		65.9	+19.3	+41%
		Non-allocated corporate expenses and other	-5.0		-4.7	+0.3	_
	Ot	ther	24.2		8.9	-15.3	-63%

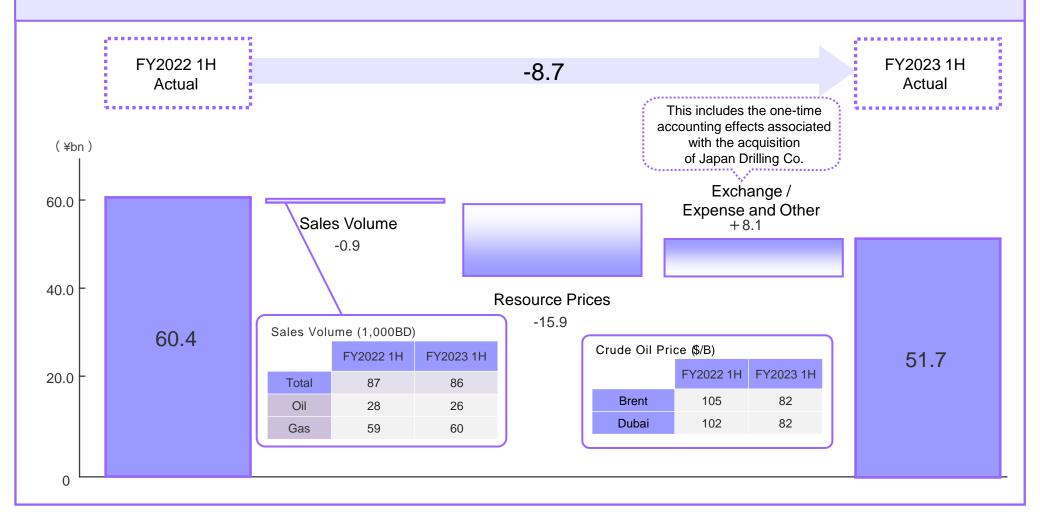
^{*} We have made changes to the subsegments from FY2023. As a result, we have reorganized the performance data for the first half of FY2022 based on the new subsegment structure.

- Improvements in actual petroleum products margins and petrochemicals margins, in addition to positive time-lag while crude oil price went up
- Profits increased significantly due to improvements of refinery troubles and sales prices of electricity, in addition to the factors above.

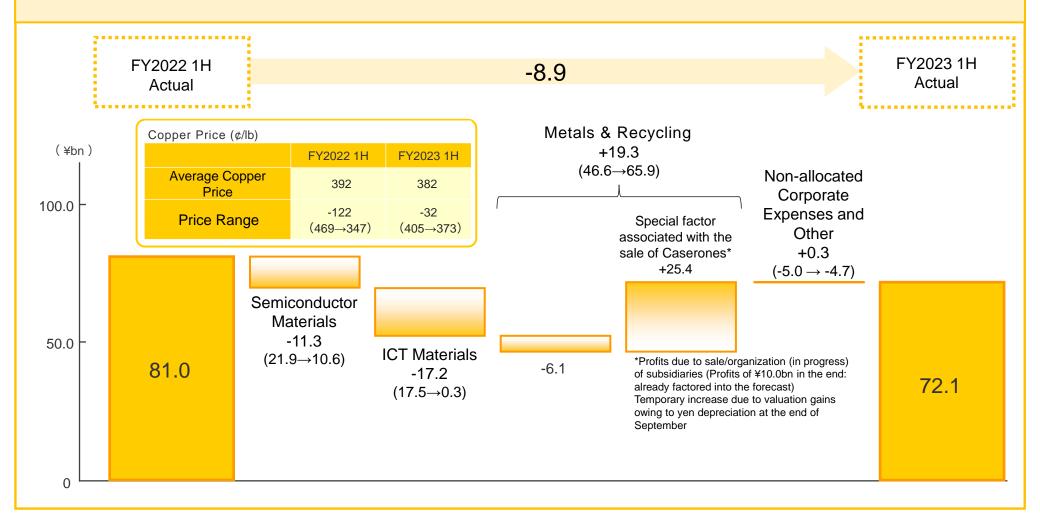


Oil and Natural Gas E&P - Operating Profit (YoY Change)

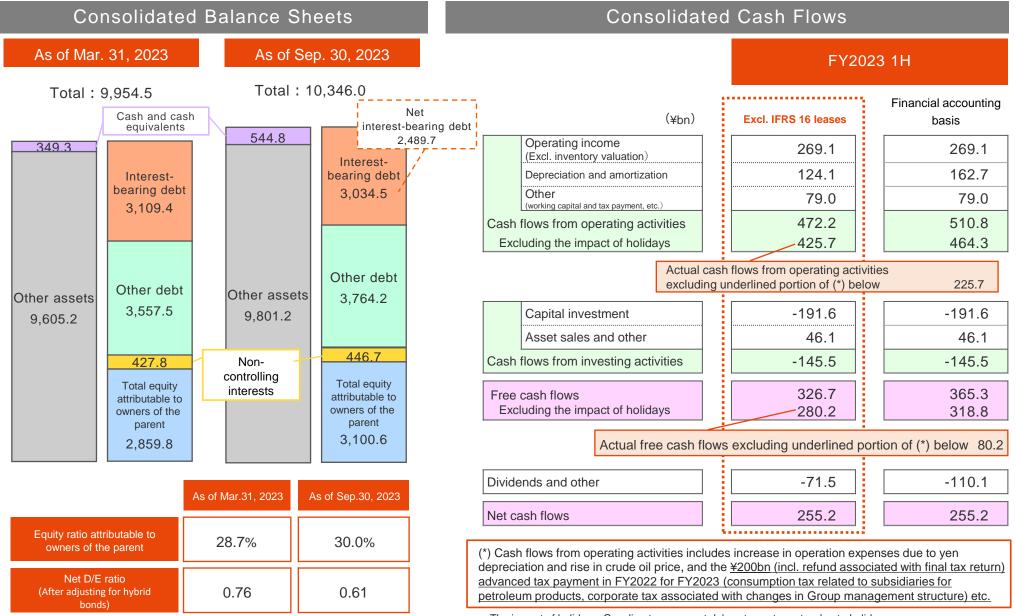
Decrease in profits due to a decline in resource prices, despite yen depreciation and profit improvement with the acquisition of Japan Drilling Co.



Despite a special factor associated with the sale of Caserones Copper Mine, profits decreased due mainly to a decline in sales volumes of semiconductor / ICT materials.



Consolidated Balance Sheets / Consolidated Cash Flows



Forecast for FY2023 (April 1, 2023 – March 31, 2024)

Key factors from Oct. 2023: Crude Oil (Dubai): 85 \$/B, Copper Price (LME): 360¢/lb, Exchange Rate: 140 yen/\$

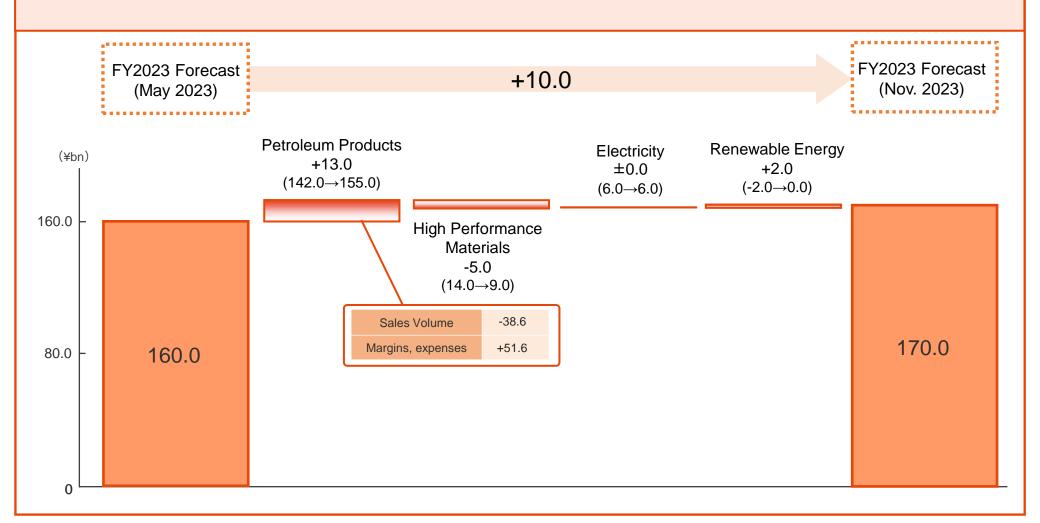
Overview of FY2023 Forecast

			FY2023 Forecast (May 2023)	→	FY2023 Forecast (Nov. 2023	;)	Cha	nges	Ref. FY2022 (Actual)
					2H				
Crude (Oil (Dubai)	(\$/B)	80		85 84	ļ.	+4	+5%	93
Copper	(LME)	(¢/lb)	360		360 371		+11	+3%	388
Exchar	ge Rate	(¥/\$)	130		140 141		+11	+8%	135
Net Sa	ales	(¥bn)	13,400.0		14,000.0)	+600.0	+4%	15,016.6
Opera	ting Income	(¥bn)	340.0		420.0)	+80.0	+24%	281.3
Inve	ntory Valuation	(¥bn)	0.0		50.0)	+50.0	_	34.8
Financ	ce Income	(¥bn)	-30.0		-20.0)	+10.0	-	-23.9
Incom	e before tax	(¥bn)	310.0		400.0)	+90.0	+29%	257.4
	attributable to s of the parent	(¥bn)	180.0		240.0)	+60.0	+33%	143.8
■ Profit	■ Profit excl. inventory valuation								
Opera	ating Income	(¥bn)	340.0		370.0)	+30.0	+9%	246.5
	attributable to s of the parent	(¥bn)	180.0		200.0		+20.0	+11%	96.6

Changes in Operating Income by Segment vs May 2023 Forecast

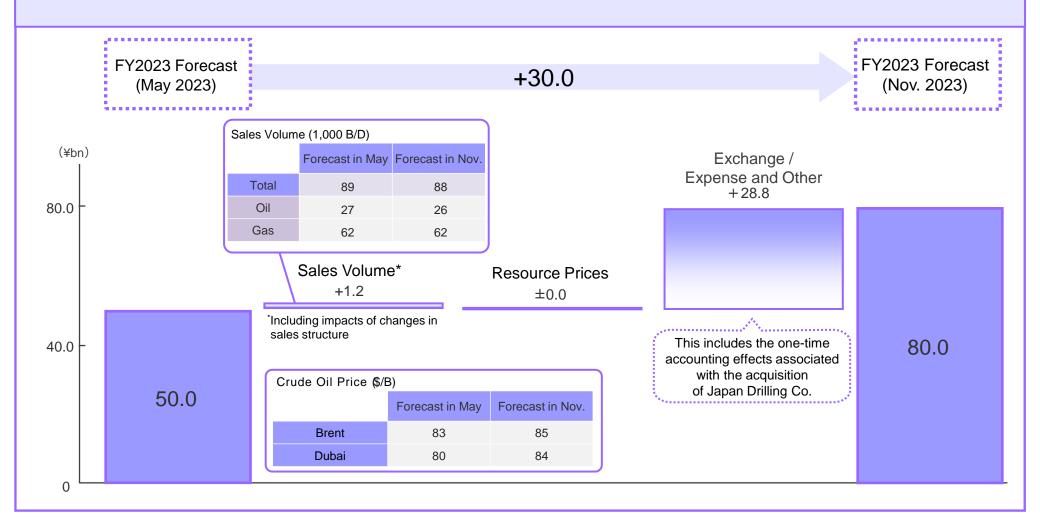
(¥bn)				FY2023 Forecast Changes (Nov. 2023)		Ref. FY2022 (Actual)		
	Tota	al Operating Income . inventory valuation	340.0		370.0	+30.0	+9%	246.5
	En	ergy	160.0		220.0	+60.0	+38%	51.0
	I	Inventory Valuation	0.0		50.0	+50.0	-	34.8
		Excl. Inventory Valuation	160.0		170.0	+10.0	+6%	16.2
		Petroleum Products	142.0		155.0	+13.0	+9%	21.5
		High Performance Materials	14.0		9.0	-5.0	-36%	16.7
S		Electricity	6.0		6.0	±0.0	±0%	14.4
O		Renewable Energy	-2.0		0.0	+2.0	_	-36.4
g m e n t	Oil & Natural Gas E&P		50.0		80.0	+30.0	+60%	114.0
ts	Me	etals	90.0		85.0	-5.0	-6%	68.7
		Semiconductor Materials	30.0		24.0	-6.0	-20%	34.6
		ICT Materials	19.0		4.0	-15.0	-79%	21.8
		Metals & Recycling	57.0		72.0	+15.0	+26%	18.7
		Non-allocated corporate expenses and other	-16.0		-15.0	+1.0	_	-6.4
	Oth	ner	40.0		35.0	-5.0	-13%	47.6

Despite lower export volume, expecting +¥10bn increase compared to the forecast announced in May due mainly to factoring in a positive time-lag impact, improvements of actual margins, etc.

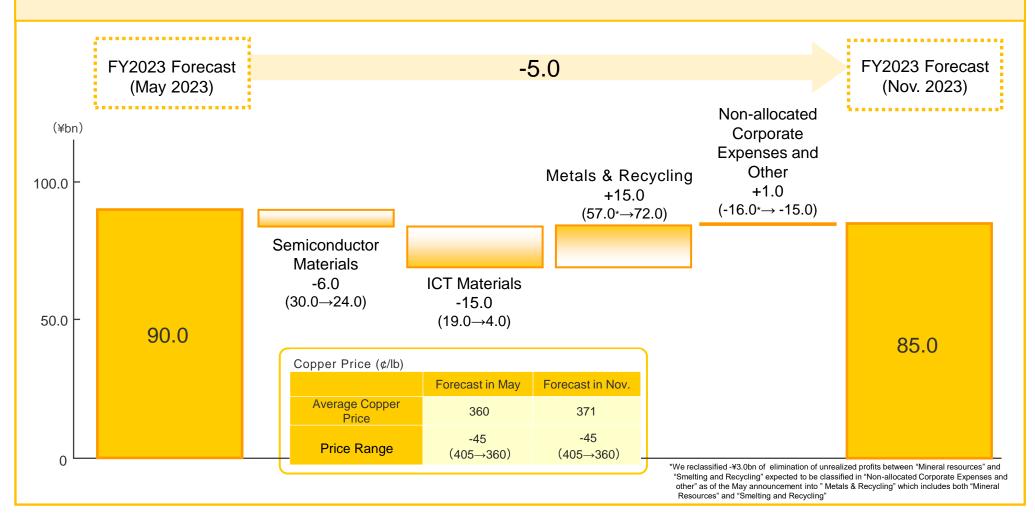


- Oil and Natural Gas E&P Segment - Changes in Operating Income vs May 2023 Forecast

Expecting +¥30bn increase in profits compared to the forecast announced in May due to yen depreciation, lower expenses and a positive impact of the acquisition of Japan Drilling Co.



Despite improvements due to yen depreciation, estimate ¥5bn decrease compared to the forecast announced in May due mainly to lower sales volumes in semiconductor materials and ICT materials.



Reference

			FY2022				FY2023	
			1Q	1H	Full Year	1Q	1H	Full Year
			Actual	Actual	Actual	Actual	Actual	Forecast
All segments	Exchange rate	(¥/\$)	130	134	135	137	141	141
Energy	Crude oil (Dubai)	(\$/B)	108	102	93	78	82	84
Oil & Natural	Sales volume (Crude oil equivalent)	(1,000 B / day)	88	87	86	82	86	88
Gas E&P	Crude oil (Brent)	(\$/B)	112	105	95	78	82	85
	Copper (LME)	(¢/lb)	432	392	388	385	382	371
Metals	Equity entitled copper mine production ¹	(1,000 tons)	50	92	200	56	95	177
IVICIAIS	PPC copper cathode sales	(1,000 tons)	150	322	633	156	324	628
	Precision rolled products sales	(1,000 tons/month)	3.7	3.6	3.1	2.2	2.3	2.5

¹ Including impacts of partial sale of Caserones Copper Mine interest from FY2023/2Q

	Full-Year
Caserones	Apr Mar.
Los Pelambres	Apr Mar.
Escondida	Jan Dec.

(1/1--)

■ Impact of index change on operating income in FY2023 (from Oct. 2023)

		(¥bn)		
Index	Changes	Segment	lm	pact
		Energy	(–)	0.5
		Oil and Natural Gas E&P	(+)	3.0
Crude Oil (Dubai)	+ 5\$/B	Subtotal	(+)	2.5
(Dabai)		Inventory Valuation	(+)	43.0
		Total	(+)	45.5
(1.15)	, 40 ¢ /lb	Metals	(+)	2.0
Copper (LME)	+10¢/lb	Total	(+)	2.0
		Energy	(+)	2.0
		Oil and Natural Gas E&P	(+)	2.0
Evahanga Data	5¥/\$	Metals	(+)	2.0
Exchange Rate	Yen Depreciation	Subtotal	(+)	6.0
		Inventory Valuation	(+)	26.0
		Total	(+)	32.0

Acceleration of Initiatives for the Realization of Energy Transition (Reference)

-0.12 million BD

Terminated Operation of Wakayama Refinery

 Implementing reconstruction of production/supply lines, strengthening competitiveness of base business

Status of production line reconstruction (after JX&TG integrated)

Apr. 2017

Nov. 2023

Number of refineries and plants

15

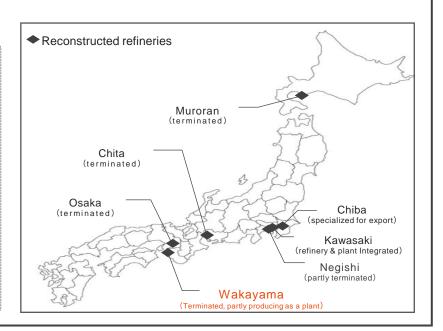
Crude refining capacity

1.93 million BD

(-0.29 million BD)

Incl. Wakayama:

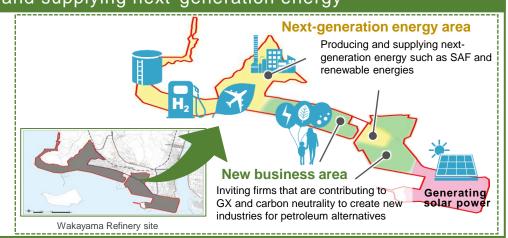
- Muroran plant: Terminated (Apr. 2019)
- Kawasaki refinery/plant: Integrated (Apr. 2019)
- · Osaka refinery: Terminated (Oct. 2020)
- Chiba refinery: Specialized for exports (Dec. 2020)
- · Chita plant: Terminated (Oct. 2021)
- Negishi refinery: Partly terminated (Oct. 2022)
- Wakayama refinery: Terminated (Oct. 2023)



Utilizing the Wakayama site as a base for producing and supplying next-generation energy

- ✓ Collaborating with METI, Wakayama prefecture, Kainan and Arida City, utilizing ENEOS Wakayama site as a next-generation energy/products supply center for carbon neutrality, to make it a model site for GX¹ implementation.
- ✓ Carrying out initiatives to make it one of the main production sites for SAF² in Japan.

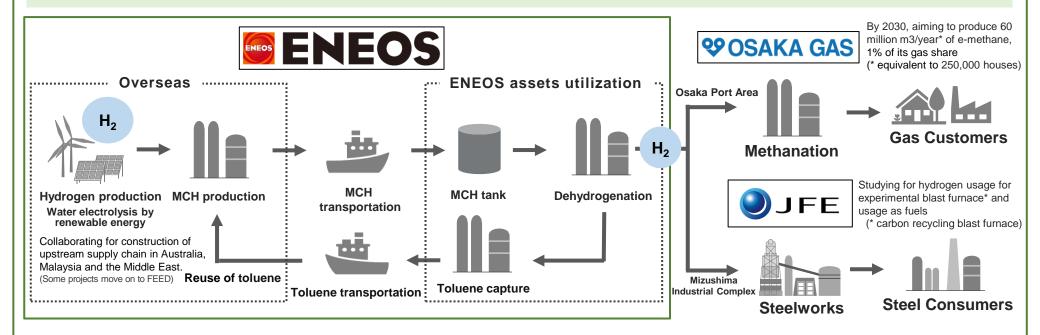
¹ <u>Green Trans</u>formation ² <u>Sustainable Aviation Fuel</u>



Acceleration of Initiatives for the Realization of Energy Transition (Reference)

Establishing hydrogen supply chains

- ✓ Commenced joint study with ①Osaka Gas and ②JFE for large-scale utilization of CO2-free hydrogen.
 - ① ENEOS produces CO2-free hydrogen and transports it to Osaka Gas e-methane production plants.
 - ② ENEOS produces CO2-free hydrogen and transports it to JFE steelworks (blast furnace etc.)



MCH (Methylcyclohexane)

- ✓ MCH is a liquid organic hydrogen carrier (LOHC), which is a liquid produced by adding hydrogen to toluene.
- ✓ MCH is easy to store and transport under normal temperature/pressure, and it is possible to save initial investment by utilizing our assets.
- ✓ MCH utilization as a hydrogen carrier has already been demonstrated. We are currently considering large-scale studies utilizing the Green Innovation Fund.

Cautionary Statement Regarding Forward-Looking Statements

This notice contains certain forward-looking statements, however, actual results may differ materially from those reflected in any forward-looking statement, due to various factors, including but not limited to, the following:

- (1) macroeconomic conditions and changes in the competitive environment in the energy, resources and materials industries;
- (2) changes in laws and regulations; and
- (3) risks related to litigation and other legal proceedings.