

Note: The following report is an English translation of the Japanese-language original.

# Presentation of Consolidated financial results for the six months ended September 30, 2011

# November 7, 2011

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Note: The following abbreviations are used within this document:

- 2H = Second half (3Q-4Q)
- (a) = Actual result
- (e) = Estimate

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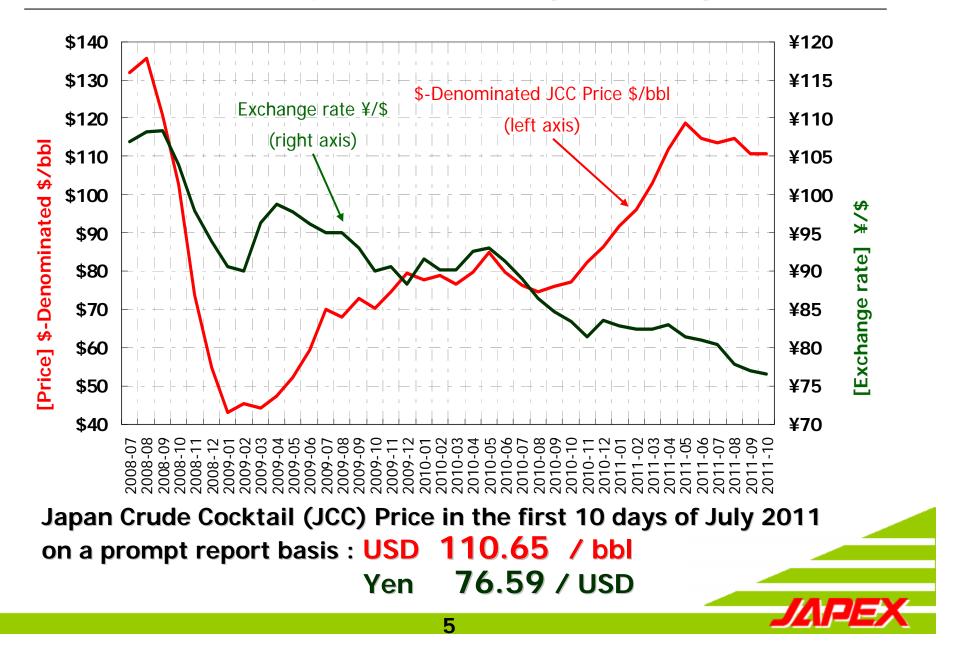
II. Consolidated financial results for the six months ended September 30, 2011 Executive Vice President Hiroshi Sato

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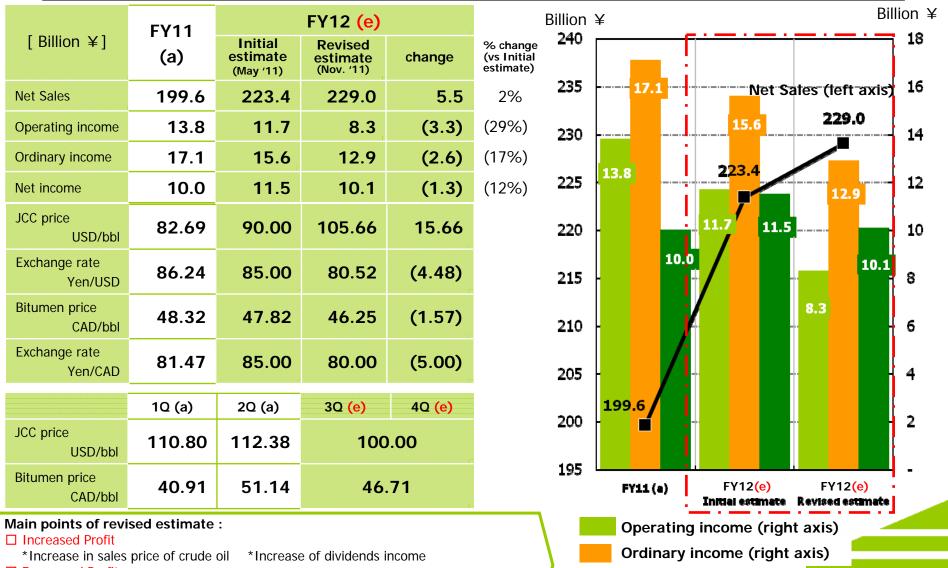
# President Osamu Watanabe



#### **Trends in Crude oil prices and Foreign exchange rates**



## **Revised estimates for FY2012 (Highlight)**



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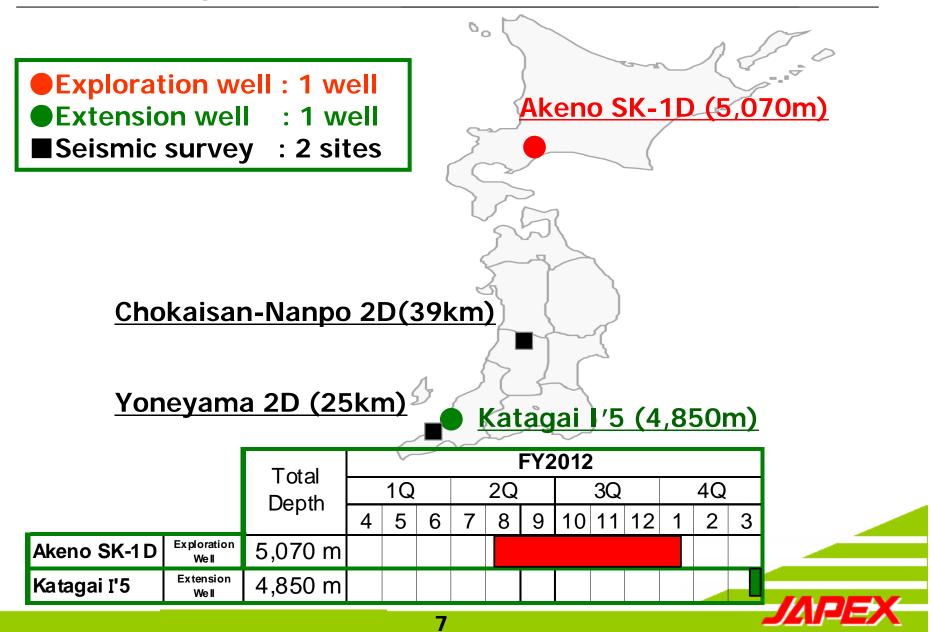
Net income (right axis)

Decreased Profit

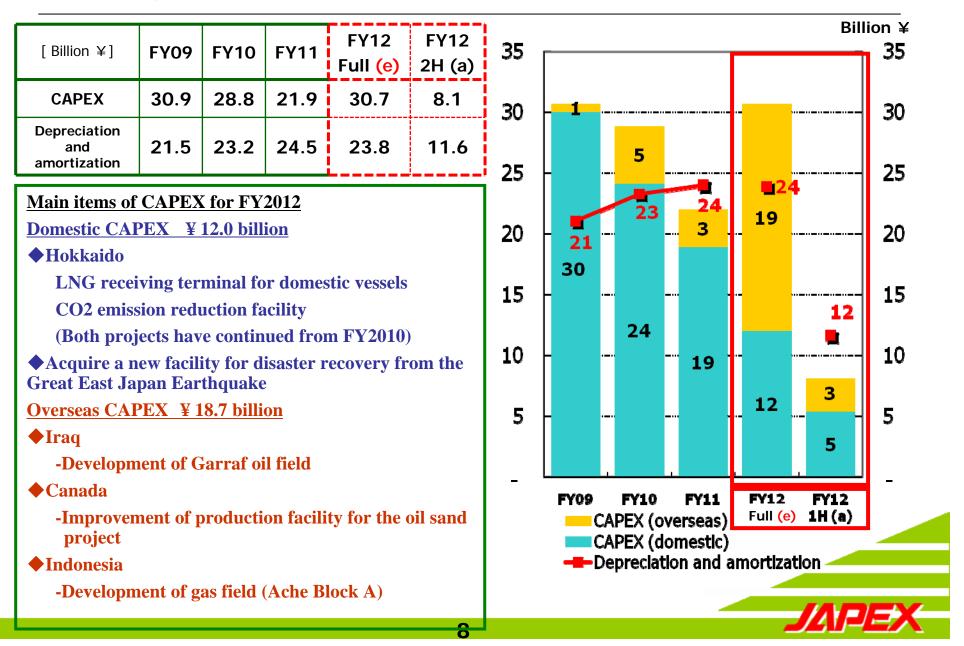
\*Downward revision of the production and sales plans for natural gas and crude oil

\*Investment loss on equity method

#### Domestic exploration : Result for 1H & Plan for 2H

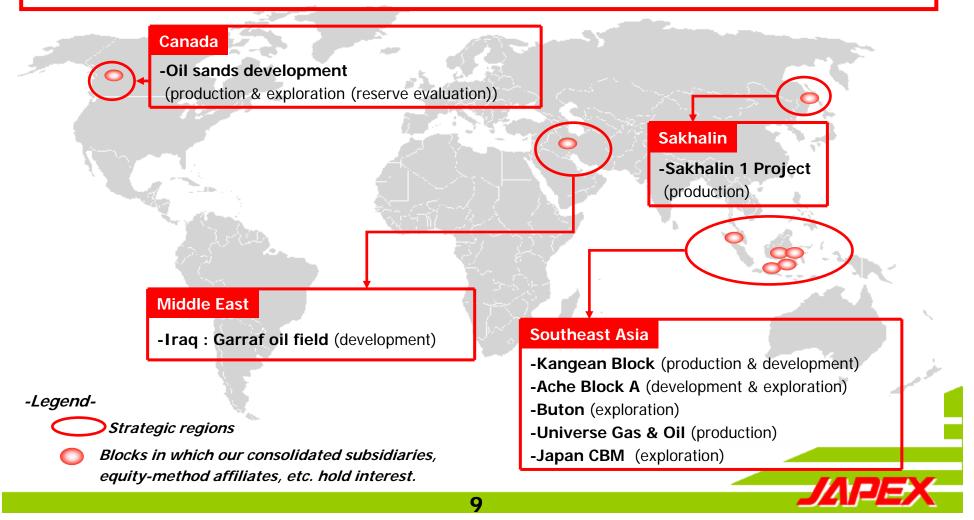


#### CAPEX plan for FY2012

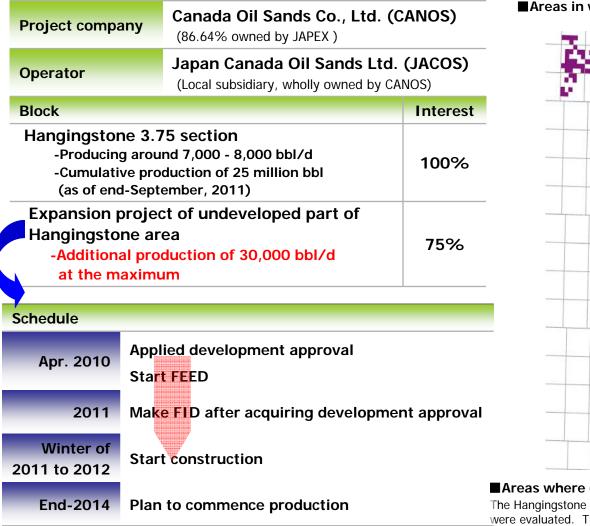


#### **Overseas business : Basic strategy**

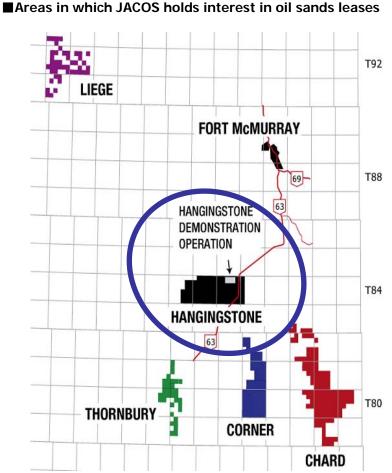
- Ensure an appropriate portfolio balance both exploration projects & development projects.
- Set strategic regions, continue the regions-focused strategy.
- Seek up-stream & mid-stream LNG projects.



#### Current status of overseas business ① Canada oil sands



■ Contingent resources of undeveloped oil sands areas held by JACOS : 1,717 million bbl (as of end-December 2008)



#### Areas where oil sand resources were evaluated:

The Hangingstone area, the Chard area, the Corner area and the Thornbury area were evaluated. The evaluated areas consist of solely owned and jointly owned areas, are 788.4km<sup>2</sup> (gross) or 373.4km<sup>2</sup> (net). Bitumen also exists in the Liege area, but there is no bitumen development plan at present due to the subsurface conditions of its existence.



## **Current status of overseas business 2 Iraq**

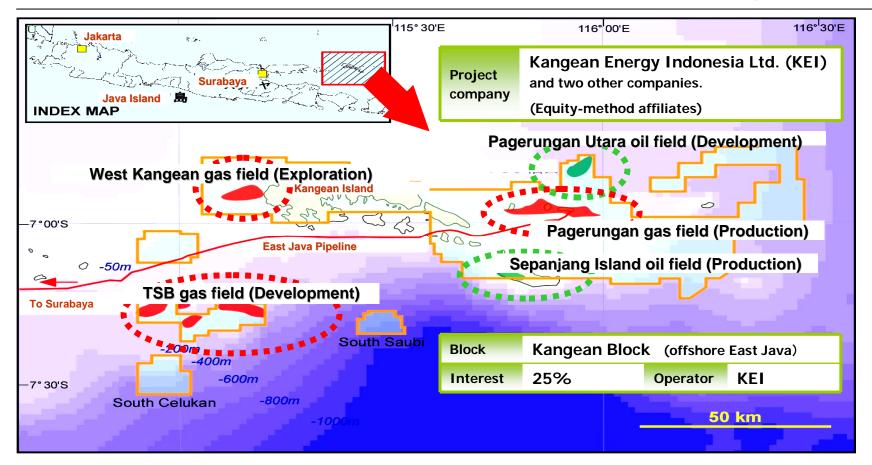
Contract Type	Garraf development project Development and Production Service Contract	Contractors		PETRONAS (Operator)	JAPEX	North Oil Company (NOC)
Counterparty	South Oil Company (SOC)	Paymen	t share	60%	40%	· ·
Contract term	20 years (may be extended for maximum 5 years)	Participa	ating interest	45%	30%	25%
TURKE	ir prod	2010	The contr	ract effect o	on Feb.1	0, 2010
¢.	Neinel	2011				
SYRIA	Najmah Qaiyarah Gilabat Qumar	2012 Commence initial production at 50,000 bbl/d				n at
	East Baghdad	~	Increase	production	gradua	ally
	Middle Furat	2015				
LEGEND Oil Field Gas Pipel Oil Pipeli	ne Nasiriyah Majnoon	2017	Achieve p 230,000	olateau prod bbl/d	duction	target of
City Tow     SAUDI AF	West Ourna			ulative proc n : around '		
	11				JA	PEX

#### **Current status of overseas business ③ Sakhalin 1 Project**

	Sakhalin 1 (	Consortium	Interest	OVERVIEV
			30%	
	eftegas Ltd.		30%	Odoptu Kilometers
khalin	Oil and Gas Develop	ment Co., Ltd. (SODECO)	30%	PAD#2
	Minister of Economy	y, Trade and Industry : 50.00%		PAD#
	JAPEX : 14.46%	ITOCHU Corp. : 14.46%		and it is the second second
Marul	beni Corp. : 11.68%	INPEX : 5.74%		
	ITOCHU O	I Exploration Co., Ltd. : 3.66%		S N N
GC			20%	and h
NG-Sł	helf		11.5%	
sneft -	- Astra		8.5%	Oil to Onshore Processing Facility at Chayvo Bay
005	Chayvo oil and ga Commenced produ			Arkutun-Dagi
006	Commenced expo	rts of Sokol crude		Onshore Processing Facility
007	Achieved peak gro	ess production target (250,00	0 bbl/d)	PAD
800	Achieved cumulati	ive production of 100 million	bbl	Oil Line to
010	Odoptu oil and gas f Commenced produ			DeKastri CIDS
014	Arkutun-Dagi oil and	gas field		Chayvo
	Expected production	on of crude oil		Arkutun -

JAPEX

#### Current status of overseas business ④ Indonesia: Kangean Block



Current gross production : Crude oil equivalent of around 8,000 boe/d.

■ TSB gas field : Plan to commence production of 300 million cf/d (around 50,000 boe/d in crude oil equivalent) in 1H 2012.

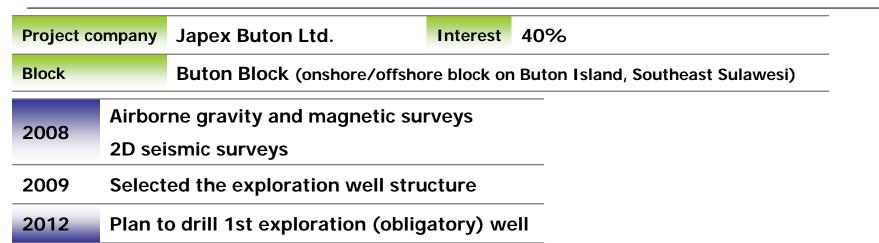
■ Plan to expand gross production to around 60,000 boe/d through the above additional production.

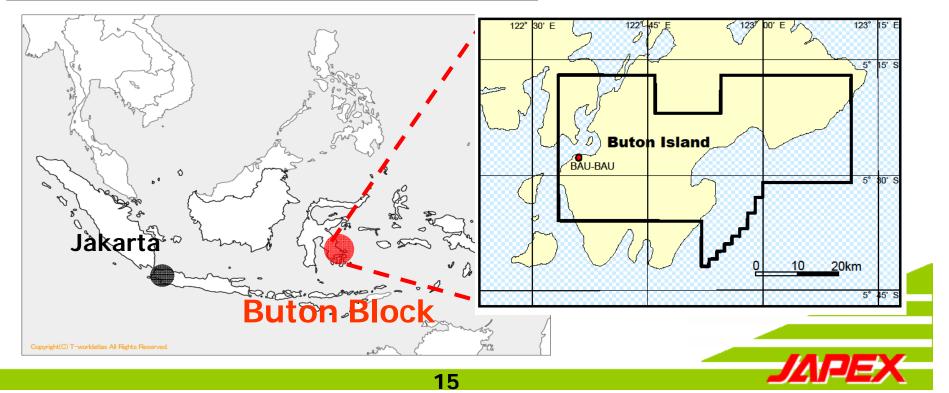
#### Current status of overseas business (5) Indonesia: Ache Block A





#### **Current status of overseas business (6) Indonesia: Buton Block**





# Consolidated financial results for the six months ended September 30, 2011 Executive Vice President Hiroshi Sato



## Actual results for 1H FY2012 (Summary)

		FY12	1H	
[Billion ¥]	FY11 1H (a)	Initial estimate (May '11) (e)	(a)	% change (vs Initial estimate)
Net Sales	92.3	101.2	104.5	3%
Operating income	3.8	5.7	6.2	9%
Ordinary income	4.9	7.3	7.8	7%
Net income	1.8	5.4	6.3	16%
JCC price USD/bbl	78.95	90.00	112.38	
Exchange rate Yen/USD	90.71	85.00	81.07	
Bitumen price CAD/bbl	52.98	45.48	45.70	
Exchange rate Yen/CAD	83.76	85.00	83.38	

Main points of difference with initial estimate :

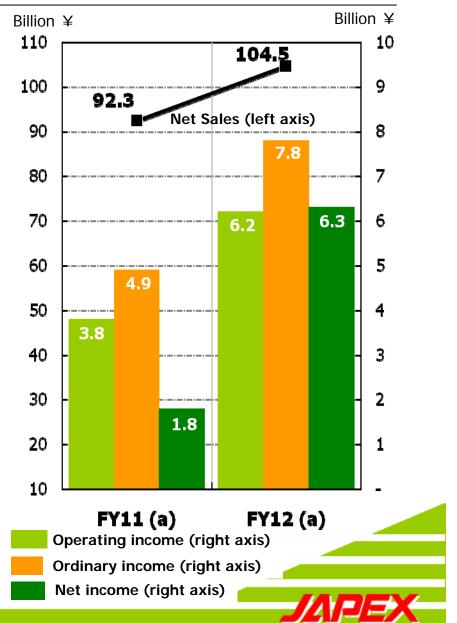
□ Operating income + ¥ 0.5 billion

 Net Sales - ¥ 0.4billion (-2%)
 Exploration expenses / SG&A expenses +¥ 0.9billion

 □ Ordinary income - ¥ 0.5billion (+7%)

 Equity in earnings -¥ 0.2billion
 Net income - ¥ 0.8billion (+16%)

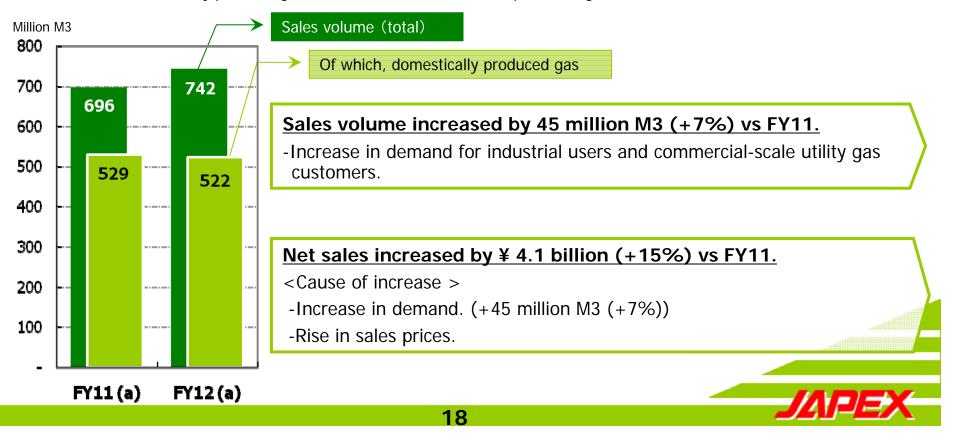
 Income taxes +¥0.2 billion 17



## Actual sales of Natural gas in 1H FY2012

Sales volume : Million Net sales : Million ¥	M3	FY11 1H(a)	FY12 1H(a)	change	
Notivel eco.	Sales volume	696	742	45	
Natural gas :	Net sales	27,039	31,170	4,130	-Increase in demand for industry
Of which, Domestically produced gas :	Sales volume	529	522	(7)	users and utility gas customers -Rise in sales prices.

Sales volume of "Domestically produced gas" stated herein does not include purchased gas.



# Actual sales of Crude oil in 1H FY2012

Sales volume : Tho Net sales : Million ≧		FY11 1H(a)	FY12 1H(a)	change	
Crude oil:	Sales volume Net sales	<i>946</i> 38,242	<i>896</i> 46,649	<i>(50)</i> 8,406	-Decrease in purchased crude oil -Rise in crude oil price
Breakdown of equity oil		30,242	40,047	0,400	
Domestically produced	Sales volume	246	239	(6)	
crude oil:	Net sales	11,083	13,925	2,841	-Rise in crude oil prices
Overseas subsidiary	Sales volume	3	1	(1)	-Decrease in strengthening of
crude oil:	Net sales	117	84	(33)	the yen
Bitumen:	Sales volume	197	175	(21)	
bitumen:	Net sales	5,512	4,207	(1,304)	-Rise in loyalty rate
Oil price and Exchange r	ate assumptions				
JCC price	USD/bbl	78.95	112.38	33.43	
Exchange rate	Yen/USD	90.71	81.07	(9.64)	
Bitumen price	CAD/bbl	<i>52.98</i>	45.70	(7.28)	
Exchange rate	Yen/CAD	83.76	83.38	(0.38)	

Sales volume and net sales of "Domestically produced crude oil" stated herein do not include purchased crude oil. Sales volume and net sales of "Overseas subsidiary crude oil" stated herein are amounts of Japex (U.S.) Corp., an overseas consolidated subsidiary.

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# Actual results for 1H FY2012 (vs FY2011)

[Million ¥]	FY11 1H(a)	FY12 1H(a)	change
Net sales	92,369	104,596	12,226
Gross profit	24,140	25,338	1,197
Exploration expenses	6,023	4,043	(1,979)
SG&A expenses	14,272	15,075	802
Operating income	3,845	6,219	2,373
Non-operating income (expenses)	1,083	1,668	584
Ordinary income	4,929	7,887	2,958
Extraordinary income (losses)	(2,414)	(42)	2,372
Income taxes	243	1,277	1,033
Minority interests in income	374	235	(139)
Net income	1,896	6,333	4,437

«Causes of increase(+) or decrease(-)  $\gg$ 

#### Gross profit

Domestic crude oil and natural gas + ¥4.2 billion Trasnportation fee of natural gas - ¥1.8 billion Overseas consolidated subsidiaries - ¥1.3 billion

#### Exploration expenses

Domestic exploration

+ ¥2.0 billion

#### Non-operating income (expenses)

Equity in earnings (losses) of affiliates - ¥0.2 billion Gain on redemption of investment securities +¥0.5 billion

#### Extraordinary income (losses)

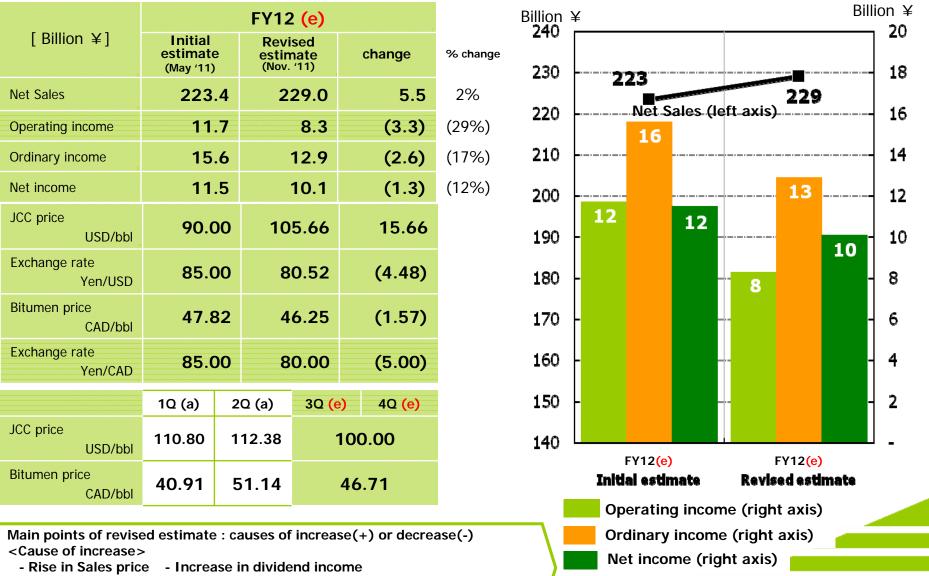
Loss on adjustment for changes of accounting standard for asset retirement obligations +¥2.3 billion

# Revised full year forecasts for the fiscal year ending March 31, 2012

# Executive Vice President Hiroshi Sato



## **Revised estimates for FY2012 (Summary)**



<Cause of decrease>

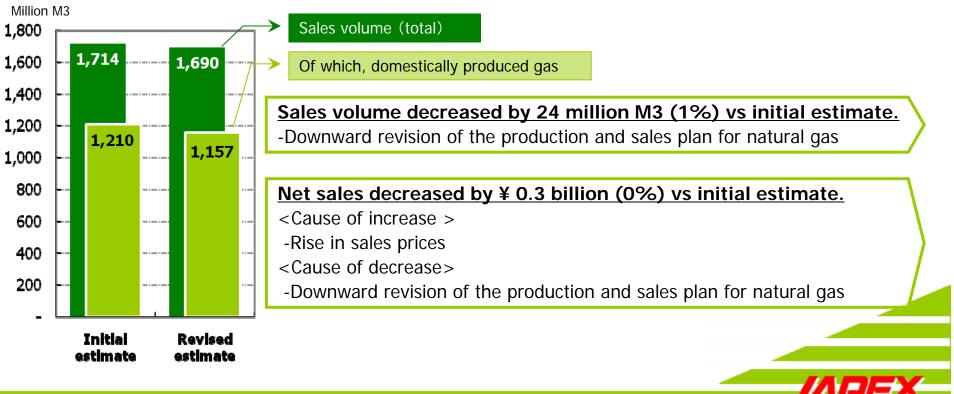
- Revise sales plan - Equity in losses of affiliates

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#### Revised estimated Natural gas sales in FY2012 (vs Initial estimate)

Sales volume : Million M3 Net sales : Million ¥		Initial e (May		Revised e (Nov.		char	ige
		1H <mark>(e)</mark>	Full <mark>(e)</mark>	1H (a)	Full <mark>(e)</mark>	1H	Full
Natural gas :	Sales volume	754	1,714	742	1,690	(12)	(24)
Natural gas .	Net sales	32,493	73,585	31,170	73,266	(1323)	(318)
Of which, Domestically produced gas :	Sales volume	545	1,210	522	1,157	(22)	(54)

Sales volume of "Domestically produced gas" stated herein does not include purchased gas.



#### Revised estimated Crude oil sales in FY2012 (vs Initial estimate)

Sales volume : Thousand KL		Initial estimate (May '11)		Revised estimate (Nov. '11)		change	
Net sales : Million ¥	<u> </u>	1H <mark>(e)</mark>	Full <mark>(e)</mark>	1H (a)	Full <mark>(e)</mark>	1H	Full
Crudo oll -	Sales volume	948	1,949	896	1,897	(52)	(52)
Crude oil :	Net sales	41,774	86,093	46,649	93,253	(4,875)	(7,160)
Breakdown of equity oil							
Domestically produced	Sales volume	256	554	239	523	(17)	(31)
crude oil :	Net sales	12,529	26,978	13,925	28,573	1,397	1,595
Overseas subsidiary	Sales volume	1	2	1	3	0	1
crude oil :	Net sales	56	102	84	142	28	40
Bitumen :	Sales volume	191	404	175	384	(16)	(20)
	Net sales	4,645	10,324	4,207	8,931	(438)	(1,393)
Oil price and Exchange ra	ate assumptions						
JCC price	USD/bbl	90.00	90.00	112.38	105.66	22.38	15.66
Exchange rate	Yen/USD	85.00	85.00	81.07	<i>80.52</i>	(3.93)	(4.48)
Bitumen price	CAD/bbl	45.48	<i>47.82</i>	45.70	46.25	0.22	(1.57)
Exchange rate	Yen/CAD	85.00	85.00	83.38	80.00	(1.62)	(5.00)

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Sales volume and net sales of "Domestically produced crude oil" stated herein do not include purchased crude oil. Sales volume and net sales of "Overseas subsidiary crude oil" stated herein are amounts of Japex (U.S.) Corp., an overseas consolidated subsidiary.

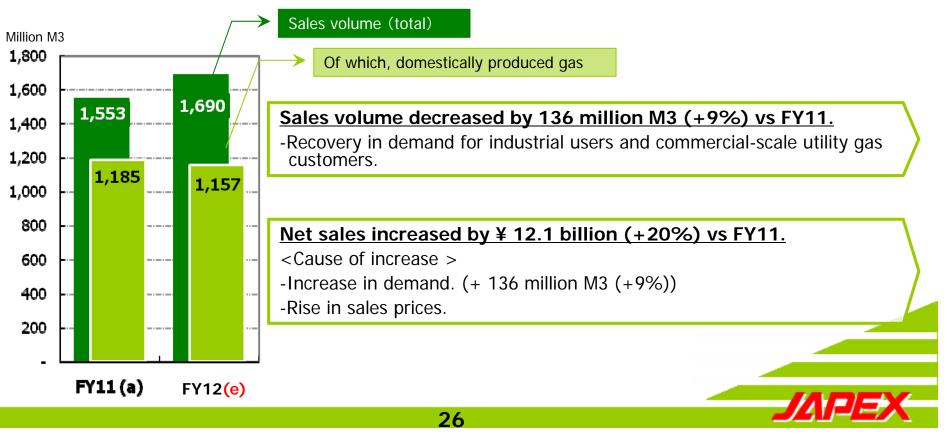
# **Revised estimates for FY2012 (vs Initial estimate)**

		1	1	«Causes of increase(+) or decrease(-) $\gg$
[Million ¥]	Initial estimate (May '11)	Revised estimate (Nov. '11)	change	Gross profit
Net sales	<b>223,479 229,031 5,552</b> T	Domestic crude oil and natural gas - ¥1.1 billion Trasnportation fee of natural gas + ¥0.4 billion Overseas consolidated subsidiaries - ¥0.8 billion		
Gross profit	52,361	50,593	(1,767)	
Exploration expenses	9,446	8,864	(582)	Exploration expenses
SG&A expenses	31,158	33,365	2,206	Domestic exploration+ ¥0.8 billionOverseas exploration- ¥0.2 billion
Operating income	11,757	8,365	(3,392)	
Non-operating income (expenses)	3,877	4,609	731	Non-operating income (expenses) Dividends income + ¥1.5 billion
Ordinary income	15,634	12,974	(2,660)	Equity in (earnings) losses of affiliates - ¥1.1billion
Extraordinary income (losses)	(255)	(4)	251	
Income taxes	3,245	2328	(917)	Extraordinary income (losses)
Minority interests in income	607	468	(139)	Gain on sales of noncurrent assets
Net income	11,528	10,175	(1,353)	+ ¥0.2 billion

## Revised estimated Natural gas sales in FY2012 (vs FY2011)

Sales volume : Million M3		FY11	FY11 FY12 Revised estimate (Nov. '11)					
Net sales : Million ¥		Full (a)	1H (a)	2H <mark>(e)</mark>	Full <mark>(e)</mark>	(vs FY11)		
Natural gas:	Sales volume	1,533	742	948	1,690	136		
Natural yas.	Net sales	61,090	31,170	42,906	73,266	12,176		
Of which, Domestically produced gas:	Sales volume	1,185	522	634	1,157	(29)		

Sales volume of "Domestically produced gas" stated herein does not include purchased gas.



## Revised estimated Crude oil sales in FY2012 (vs FY2011)

Sales volume : Thousand KL		FY11	FY12 Revised estimate (Nov. '11)			change
Net sales : Million	¥	Full (a)	1H (a)	2H <mark>(e)</mark>	Full <mark>(e)</mark>	(vs FY11)
Crude oil:	Sales volume	1,899	896	1,001	1,897	(2)
	Net sales	77,629	46,649	46,604	93,253	15,624
Breakdown of equity o	il					
Domestically produced	Sales volume	547	239	284	523	(25)
crude oil:	Net sales	23,777	13,925	14,648	28,573	2,795
Overseas subsidiary	Sales volume	5	1	1	3	(2)
crude oil:	Net sales	187	84	58	142	(45)
Bitumen:	Sales volume	409	175	209	384	(26)
	Net sales	10,141	4,207	4,724	8,931	(1,210)
Oil price and Exchange	e rate assumptio	ons				
JCC price	USD/bbl	82.69	<i>112.38</i>	100.00	105.66	<i>22.9</i> 7
Exchange rate	Yen/USD	86.24	81.07	80.00	<i>80.52</i>	<i>(5.72)</i>
Bitumen price	CAD/bbl	<i>48.32</i>	45.70	46.71	46.25	(2.07)
Exchange rate	Yen/CAD	81.47	83.38	80.00	80.00	(1.47)

Sales volume and net sales of "Domestically produced crude oil" stated herein do not include purchased crude oil. Sales volume and net sales of "Overseas subsidiary crude oil" stated herein are amounts of Japex (U.S.) Corp., an overseas consolidated subsidiary.

# **Revised estimates for FY2012 (vs FY2011)**

	1	«Causes of increase(+) or decrease(-) $\gg$		
[Million ¥]	FY2011 (a)	FY2012 (e)	change	<b>Gross profit</b> Domestic crude oil and natural gas +¥1.5 billion
Net sales	199,651	229,031	29,379	LNG substitution expense - ¥1.9 billion Trasnportation fee of natural gas - ¥2.3 billion
Gross profit	54,732	50,593	(4,139)	Overseas consolidated subsidiaries - ¥1.4 billion
Exploration expenses	9,798	8,864	(935)	Exploration expenses
SG&A expenses	31,084	33,365	2,280	Domestic exploration + ¥1.6 billion
Operating income	13,849	8,365	(5,485)	Overseas exploration - ¥0.7 billion
Non-operating income (expenses)	3,272	4,609	(1,336)	Non-operating income (expenses) Dividends income +¥1.2 billion
Ordinary income	17,122	12,974	(4,148)	Equity in earnings (losses) of affiliates -¥1.2 billion
Extraordinary income (losses)	(4,166)	(4)	4,163	Loss on valuation of securities and Exchange + ¥1.3 billion
Income taxes	2,161	2,328	167	Extraordinary income (losses)
Minority interests in income	783	468	(316)	Loss on adjustment for changes of accounting standard for asset retirement obligations
Net income	10,010	10,175	164	+ ¥2.3 billion Extraordinary expense related with Great East Japan Earthquake + ¥1.6 billion

#### **3Q-4Q** : Oil price and Exchange rate assumptions and impact on profits

	FY2011			FY2012				
	1H (a)	2H (a)	Full (a)	1Q (a)	2Q (a)	3Q <mark>(e)</mark>	4Q <mark>(e)</mark>	Full <mark>(e)</mark>
JCC price USD/bbl	78.95	85.67	82.69	110.80	114.23	100.00		105.66
Exchange rate Yen / USD	90.71	82.95	86.24	82.25	79.73	80.00		80.52
Bitumen price CAD/bbl	52.98	43.98	48.32	40.91	51.14	50.33	43.05	46.25
Exchange rate Yen /CAD	83.76	81.47	81.47	85.66	83.38	80.00	80.00	80.00
<b>3Q-4Q</b> : Assumption	JCC price USD 100 /bbl			Exchang Yen 80		Bitumen price (4Q) CAD 43.05 /bbl ( Yen 80 /CAD )		
<b>3Q-4Q</b> :	USD 1 /bbl increase in crude oil prices would push profits up by			eakening in 5/USD wor its up by	•	CAD 1/bbl increase in bitumen prices would push profits up by		
Operating income	200 million Yen			570 milli	on Yen	( 650 thousand CAD ) 52 million Yen		
Net income	130 million Yen			440 milli	on Yen	(570 thousand CAD ) 46 million Yen		

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Note: In addition to the impact of exchange rate fluctuations shown on the above, translation adjustments of foreign-currency- denominated receivables and payables also occur. Actual profits are influenced by a variety of other factors besides crude oil prices and exchange rates.