

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, 2012

**November 2, 2012** 

Japan Petroleum Exploration Co., Ltd.

## **Cautionary statement**

Any information contained herein with respect to JAPEX's plans, estimates, strategies and other statements that are not historical facts are forward-looking statements about the future performance of JAPEX. Readers should be aware that actual results and events may differ substantially from these projections due to various factors.

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Note: The following abbreviations are used within this document:

1H = First half (1Q-2Q)

2H = Second half (3Q-4Q)

(a) = Actual result

(e) = Estimate

Any inquiries about the information contained herein or other Investor Relations questions should be directed to:

Investor Relations Group, Media & Investor Relations Department, Japan Petroleum Exploration Co., Ltd. (JAPEX)

TEL: +81-3-6268-7111



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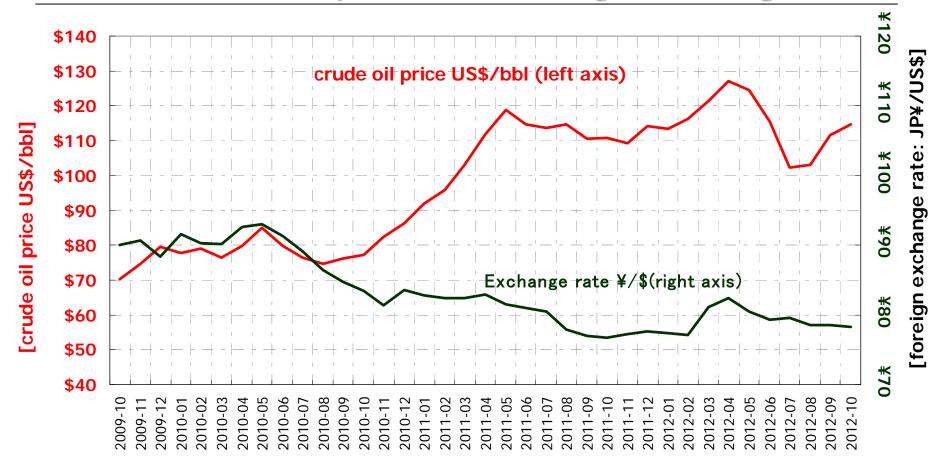
Executive Vice President Hiroshi Sato



President
Osamu Watanabe



## Trends in Crude oil prices and Foreign exchange rates



Japan Crude Cocktail (JCC) Price in the first 10 days of October 2012

on a prompt report basis: USD 114.74/bbl

Yen 78.24/USD

## Revised estimates for FY2013 (Highlight)

	FY12		FY13 (e)			Billio 240	n ¥	.,	В	Billion ¥
[ Billion ¥]	(a)	Initial estimate (May11 '12	Revised estimate (Oct. 26'12)	change	% change (vs Initial estimate)	240	2 <mark>30.6</mark>			23
Net Sales	230.6	214.7	222.2	7.6	4%	230		et Sales (left ax		— - <del>-</del> 20
Operating income	15.0	10.0	10.3	0.3	3%		22.1		222.:	
Ordinary income	22.1	16.8	18.9	2.0	12%	220	17.0	16.8	18.9	— - <del> </del> 15
Net income	17.0	16.5	(11.6)	(28.2)	-	210	15.0	214.7		10
JCC price USD/bbl	112.43	100.00	112.08	12.08		210		10.0	10.3	10
Exchange rate Yen/USD	78.93	80.00	80.19	0.19		200	-		1	— - <del>-</del> 5
Bitumen price CAD/bbl	49.81	52.91	48.76	(4.15)		190				0
Exchange rate Yen/CAD	76.22	80.00	80.00	-		180		<u> </u>	  - 	5
	1Q (a)	2Q (a)	3Q (e)	4Q (e)						-11.6
JCC price USD/bbl	124.11	106.79	115.00	100.00		170			   1   1	10
Bitumen price CAD/bbl	54.22	49.57	45.	.29		160	FY12(a)	FY13(e) Initial Estimate	FY13(e)	
Main points of re ☐ Increased Profit ☐ Decreased Profit *Downward revi: *Imparment loss	*Increase i sion of the pro	n sales price duction and sa	les plans for na	•		$\left. \right\rangle$	Ordinary	g income (right income (right ame (right axis)	xis)	ابد

# Outline of Yufutsu oil and gas field and the postnig of impairment loss for its business assets

## [Outline of Yufutsu oil and gas field and the details of impairment loss]

- Started production since February 1996
   Cummurative production: 2,788 thousand kl of crude oil, 4.87 billion m3 of natural gas
- JAPEX has looked into production trends at Yufutsu oil and gas field and has assessed its production capacity. JAPEX found that the quantity of water brought forth with oil gas from the wells significantly exceeded its forecast in the winter of the fiscal year 2012. Following the finding, JAPEX had measured the bottom hole pressure and etc. since June 2012 and reassessed the production capacity.
- As a result, JAPEX posted an impairment loss in extraordinary loss for business assets of Yufutsu oil and gas field

## [Outlook for Yufutsu oil and gas field and natural gas supply in Hokkaido]

- JAPEX will maintain and expand the supply of oil and natural gas in Hokkaido by continuing with the long-term, efficient operation of Yufutsu oil and gas field, promoting exploration and development in the surrounding areas.
- In addition to the supply of natural gas produced from Yufutsu oil and gas field, JAPEX has already completed and is now operating its natural gas supply system which is composed of the Yufutsu LNG Receiving Terminal and its domestic vessles. Meanwhile, Hokkaido Gas Co.,Ltd. will start the operation of the Ishikari LNG plant in December 2012. Thus the stable supply of natural gas in Hokkaido will not be disrupted due to the said revised production forecast downward.



## After the decline in Yufutsu oil and gas field production — a reinforcement of domestic business

To respond to the decline in the production of the Yufutsu oil and gas field and the associated fall in earnings, the Company will take the following steps aimed at reinforcement and increasing the value of its domestic business.

## 1. Reducing operating costs

Optimizing the operation structure to respond to the decline in Yufutsu production → Reduce operating costs

- From FY2014
   Scheduled to reduce the current five-train gas processing operation with a three-train operation.
- Will further pursue optimization

# 2. Pursue exploration and development potential in Hokkaido

Aiming for continued long-term operations of the Yufutsu oil and gas field and the effective use of existing Yufutsu infrastructure, pursue exploration and development potential in Hokkaido.

- Pursue the possibility of Yufutsu shallow crude oil formation.
   → Drilling Akebono (T1) A5 extention well to start from January, 2013.
- Assess the potential of Akeno and others at earliest.

3. Increasing natural gas sales and securing stable supply

Target supply stability and greater competitiveness in domestic natural gas business

Use Yufutsu LNG Receiving Terminal and domestic LNG vessels to cultivate new natural gas demand in the central and southern Hokkaido region.



- Plan construction of a new LNG receiving terminal on the Pacific side
- Promote upstream and middle-stream overseas LNG project to secure LNG with competitiveness.

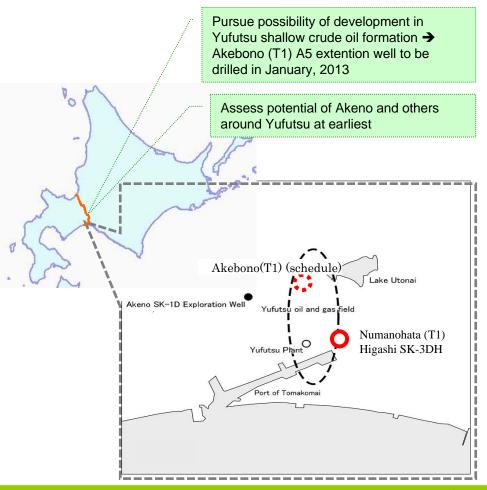


Use existing pipelines and other infrastructure to cultivate new natural gas demand in the Greater Sendai Area



## Pursue Exploration and Development Potential in Hokkaido

Consider moving to the development phase for Yufutsu shallow crude oil formation as well as maximizing the exploration and development potential of its surrounding areas, including Akeno, which was discovered in the previous fiscal year.



#### Basic Principles, etc.

- Aiming for exploration of Yufutsu shallow crude oil formation (Takinoue Formation) in FY2013, drilling is planned for two wells:
- Numanohata (T1) Higashi SK-3DH extention well and
- Akebono (T1) A5 extention well
- Based on the drilling results for Numanohata (T1) Higashi SK-3DH extention well (crude oil production test succeeded) and Akebono (T1) A5 extention well to be drilled from January 2013, pursue the possibility of development and production from Yufutsu shallow crude oil formation.
- Assess potential of surrounding areas, including Akeno, at earliest and pursue the possibility of contributing to Yufutsu oil and gas field production.
- Akeno SK-1D exploration well drilled from August, 2011.
- Its production test conducted in January 2012 and succeeded in crude oil and gas production.

[Reference] Official press release Aug. 3, 2012, Successful Production of Crude Oil from Extension Well in Hokkaido

http://www.japex.co.jp/newsrelease/pdf/20120803\_Hokkaido.pdf



## **Increasing Sales of Natural Gas and Securing of Stable Supply**

We will aim to secure stable supply with the use of Yufutsu LNG Receiving Terminal and domestic LNG vessels, while moving forward with the study of a new LNG receiving terminal on the Pacific side to enable competitive material procurement and increased natural gas sales through upstream and middle-stream LNG projects.

With increased sales of natural gas coming through the new LNG receiving terminal on the Pacific side, offset the decline in Yufutsu gas production and sales, and aim to increase value over the long term.

We will focus LNG upstream and middle-stream projects on existing core areas.

# Centra Hokka Establish an or system using Yufutsu LNG Greater Supply securit through the company to the compan

## Central and South Hokkaido Region

Establish an organic LNG supply system using domestic vessels and Yufutsu LNG Receiving Terminal.

#### Greater Sendai Region

Supply security effect expected through the coupling with the Company's exsisting infrastructure.

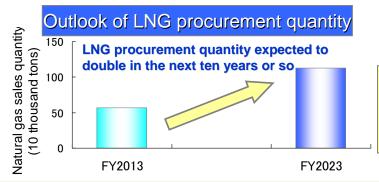
New
LNG receiving
terminal on
the Pacific
side

#### Asia/Oceania Area

(Including Vladivostok LNG and unconventional source LNG)

North America Area (including nconventional source LNG)

To respond to increased LNG procurement quantity accompanying the rise in sales, etc., construction of a new LNG receiving terminal on the Pacific side will be planned to increase supply security.



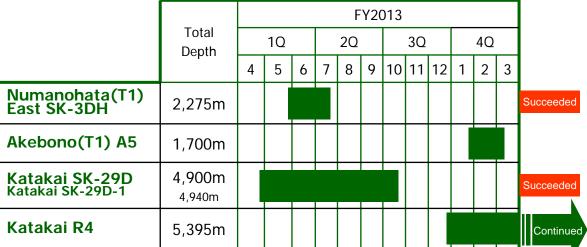


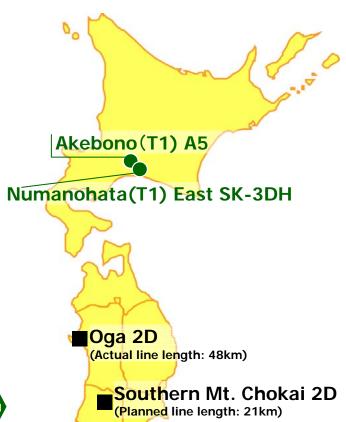
## Domestic exploration for FY2013 Result for 1H & Plan for 2H

**Extention well:** 4 wells

**■**Seismic survey : 2 sites

Extention wells drilling schedule

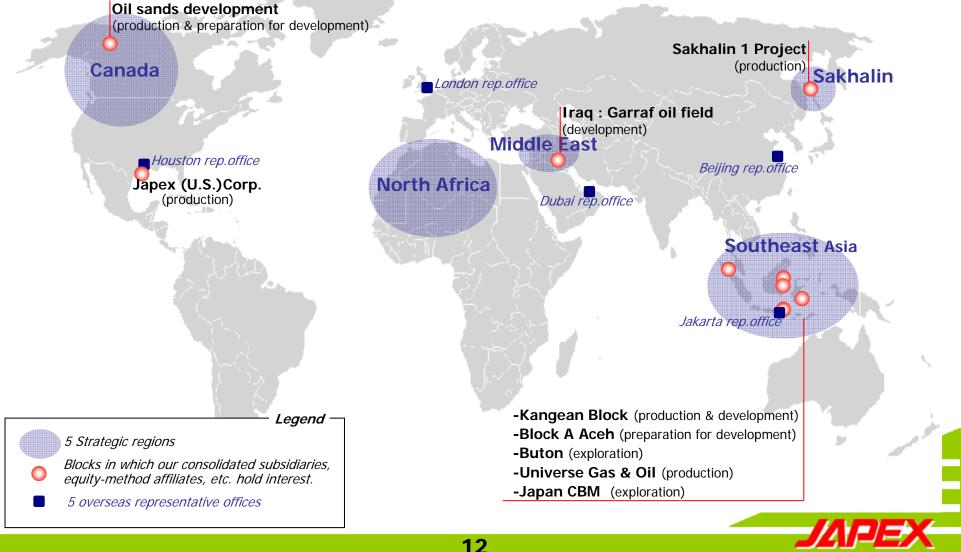




Katakai SK-29D main well Katakai SK-29D-1 branch well

Katakai R4

## **Overseas business:** Basic strategy



## Current status of overseas business ① Canada oil sands

Project company	Canada Oil Sands Co., Ltd. (CANOS) (86.64% owned by JAPEX)
Operator	Japan Canada Oil Sands Ltd. (JACOS) (Local subsidiary, wholly owned by CANOS)

Block	Interest
Hangingstone 3.75 section -Producing around 7,000 bbl/d -Cumulative production of 26 million bbl (as of end-December, 2011)	100%
Expansion project of undeveloped part of Hangingstone area -Additional production of 30,000 bbl/d at the maximum	75%

#### **Schedule**

2016

Apr. 2010
Applied development approval
Start FEED

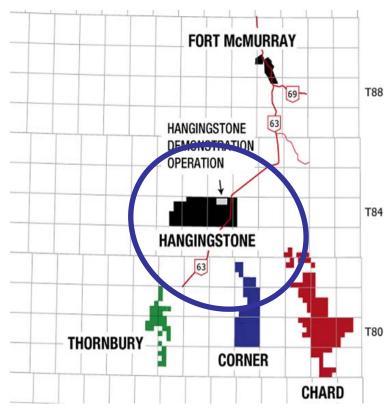
Winter of 2012 to 2013

Start construction

1st Half of Discussions approval to the second start construction

Plan to commence production

■ Areas in which JACOS holds interest in oil sands leases



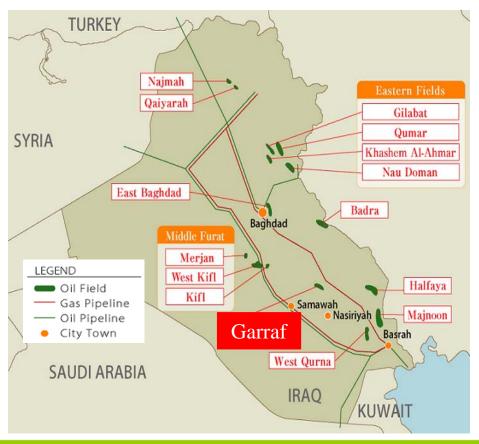
- Contingent resources of undeveloped oil sands areas held by JACOS: 1,717 million bbl (as of end-December 2008)
- Areas where oil sand resources were evaluated:

The Hangingstone area, the Chard area, the Corner area and the Thornbury area were evaluated.



## Current status of overseas business 2 | raq

	Garraf development project	0	PETRONAS	JAPEX	North Oil
Contract Type	<b>Development and Production Service Contract</b>	Contractors	PETRONAS (Operator)	JAPEX	Company (NOC)
Counterparty	South Oil Company (SOC)	Cost share interest	60%	40%	-
Contract term	20 years (may be extended for maximum 5 years)	Revenue interest	45%	30%	25%



2010	The contract effect on Feb.10, 2010
2011	Drilling campaign commenced in June 2011
2013	Up to 60,000 bbl/d after commercial production
-1	Increase production gradually
2016	
2017	Achieve plateau production target of 230,000 bbl/d

■ Expected cumulative production during the contract term : around 1.3 billion bbl

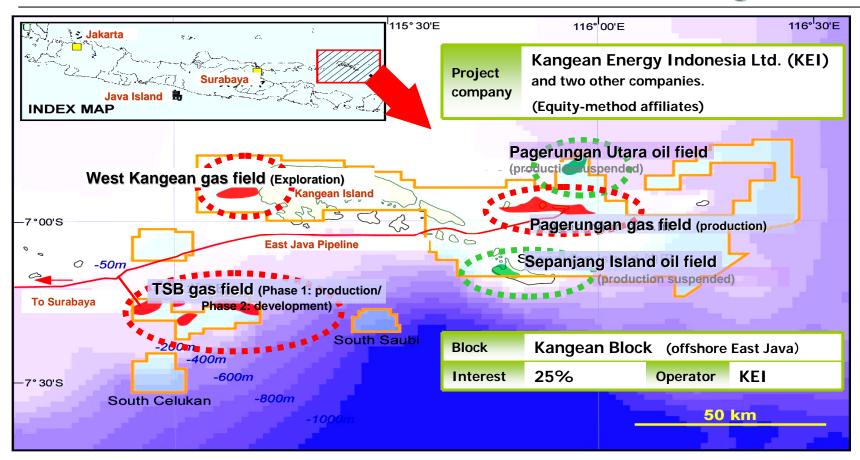


## Current status of overseas business ③ Sakhalin 1 Project

Sakhalin	Consortium	Interest	OVERVIEW
Exxon Neftegas Ltd.		30%	0 5 10
Sakhalin Oil and Gas Devel	opment Co., Ltd. (SODECO)	30%	Odoptu Kilometers
Minister of Econo	my, Trade and Industry : 50.00%		
JAPEX : 14.46%	ITOCHU Corp. : 14.46%		PAD#
Marubeni Corp. : 11.68%	INPEX : 5.74%		
ITOCHU	Oil Exploration Co., Ltd.: 3.66%		
ONGC		20%	
SMNG-Shelf		11.5%	
Rosneft - Astra		8.5%	Oil to Onshore Processing Facility at Chayvo Bay
Oct. 2006 Commenced Feb. 2007 Achieved per Jan. 2008 Achieved cur Sep. 2010 Odoptu oil a	production of crude oil exports of Sokol crude ak gross production target (250,	ř	Onshore Processing Facility  Oil Line to Delicastri  CIDS  Val  Chayvo
	i oil and gas field		Arkutun -



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



- Current gross production : Crude oil equivalent of around 50,000 boe/d
- TSB gas field: Phase 1(*Terang*): Commenced production in end-May 2012 with max. production of 300 million cf/d (around 50,000 bbl/d in crude oil equivalent).

  Phase 2(*Sirasun & Batur*): To be developed



## Current status of overseas business ⑤ Indonesia: Block A Aceh

Project company	Japex Block A Ltd.
Interest	16.67%
Block	Block A Aceh (Northern Sumatra)
Operator	Medco
Gross production	Around 100 million cf/d (around 20,000 bbl/d in crude oil equivalent )



2011 Effect extension PSC (Sep.) and commence FEED

Spud-in of wildcat well (Nov.)

2015

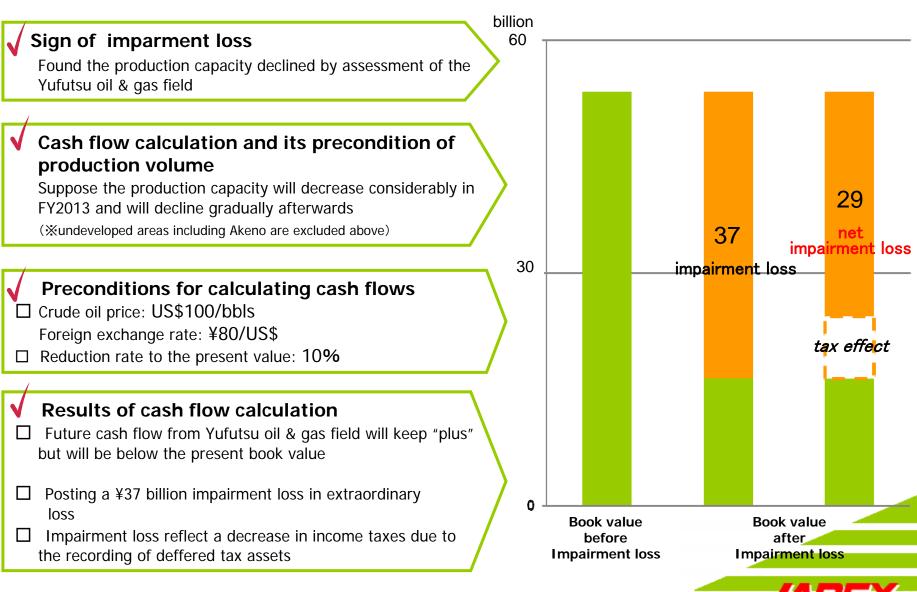
Commencement of production from 3 gas fields; Alur Rambong, Alur Siwah & Julu Rayeu

# Consolidated financial results for the six months ended September 30, 2012

Executive Vice President Hiroshi Sato



## Details of Imparment Loss for Yufutsu oil & gas field production facilities



## Actual financial results for 1H FY2012 (Summary)

		FY13	1H	
[ Billion ¥]	FY12 1H (a)	Initial estimate (Aug. '12) (e)	(a)	% chang (vs Initia estimate
Net Sales	104.5	106.2	105.9	-0%
Operating income	6.2	4.9	1.7	-64%
Ordinary income	7.8	5.1	3.0	-40%
Net income	6.3	6.1	(24.4)	_
JCC price USD/bbl	112.38	115.47	116.16	_
Exchange rate Yen/USD	81.07	80.74	80.35	
Bitumen price CAD/bbl	45.70	52.74	52.02	_
Exchange rate Yen/CAD	83.38	76.77	76.77	_

Main points of difference with initial estimate :

☐ Operating income - ¥ 3.0 billion

Net Sales - ¥ 3.3billion (-12%)

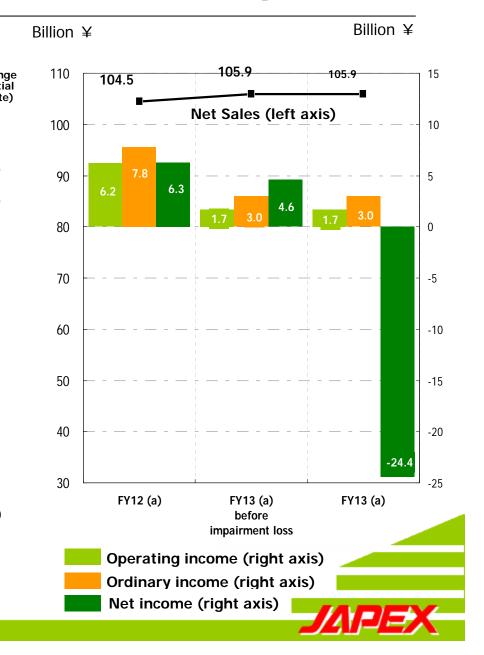
Exploration expenses / SG&A expenses +¥ 0.2billion

☐ Ordinary income - ¥ 2.0billion (-40%)

Equity in earnings +¥ 1.1billion

□ Net income - ¥ 30.5billion (−)

Impairment loss -¥37 billion

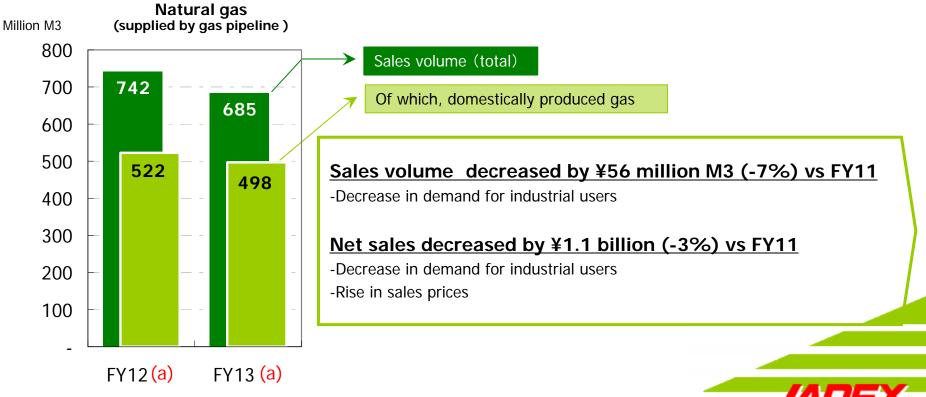


## Actual sales of natural gas in 1H FY2013 (vs FY2012)

Sales volume : Million m	FY2012	FY2013	change		
Net sales : Million ¥			1H (a)	1H (a)	1H
	Sales volume	million M3	742	685	(56)
Natural gas:	Net sales	million ¥	31,170	30,054	(1,115)
Of which, Domestically produced gas:	Sales volume	million M3	<i>522</i>	498	(24)

- Decrease in demand for industrial users
- -Rise in sales prices

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



## Actual sales of crude oil in 1H FY2013

Sales volume : Thousar Net sales : Million ¥	nd KL	FY2012 1H(a)	FY2013 1H(a)	change	
Crude oil:	Sales volume	896	920	24	Increase in purchased crude o
ordae oii.	Net sales	46,649	46,463	(186)	The second secon
Breakdown of equity oil					
Domestically produced	Sales volume	239	240	0	
crude oil:	Net sales	13,925	14,291	365	-Rise in crude oil prices
Overseas subsidiary	Sales volume	1	1	(0)	
Overseas subsidiary rude oil:	Net sales	84	61	(22)	-Decrease in sales volume
Bitumen:	Sales volume	175	187	12	
Dituillell.	Net sales	4,207	4,708	501	-Rise in bitumen price
Oil price and Exchange r	ate assumptions				
JCC price	USD/bbl	112.38	116.16	3.78	
Exchange rate	Yen/USD	81.07	80.35	(0.72)	
Bitumen price	CAD/bbl	45.70	52.02	<i>6.32</i>	
Exchange rate	Yen/CAD	83.38	76.77	(6.61)	

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.



## Actual financial results for 1H FY2013 (vs FY2012)

≪Causes of increase(+) or decrease(-) ≫

[ Million ¥]	FY2013 1H (a)		FY2013 1H(a)		
		before impairment loss	impairment loss	total	change
Net sales	104,596	105,958	<del>-</del>	105,958	1,362
Gross profit	25,338	23,638	_	23,638	(1,700)
Exploration expenses	4,043	7,316	_	7,316	3,272 ∠
SG&A expenses	15,075	14,542	_	14,542	(532)
Operating income	6,219	1,778	_	1,778	(4,441)
Non-operating income (expenses)	1,668	1,241	42	1,284	(384)
Ordinary income	7,887	3,020	42	3,062	(4,825)
Extraordinary income (losses)	(42)	2,258	(37,031)	(34,773)	(34,730)
Income taxes	1,277	118	(7,890)	(7,772)	(9,049)
Minority interests in income	235	495	_	495	259
Net income	6,333	4,665	(29,098)	(24,433)	(30,766)

#### **Gross profit**

#### **Exploration expenses**

Domestic exploration - ¥2.2 billion Overseas exploration - ¥1.0 billion

#### Non-operating income (expenses)

Dividends income -¥0.5 billion

#### **Extraordinary income (losses)**

Gain on transfer of mining rights + ¥2.4 billion Impairment loss for the business assets for production operation of Yufutsu oil & gas field - ¥37 billion



# Revised full year forcasts for the fiscal year ending March 31, 2013

**Executive Vice President** 

Hiroshi Sato



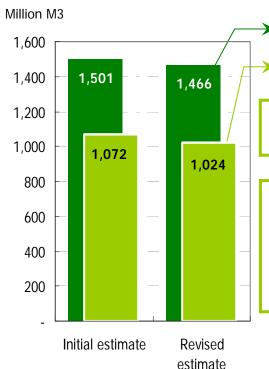
## Revised estimates for FY2013 (Summary)

			F	Y2013 (e)			Billion \			Bil	Ilion ¥
[ Billion ¥]		estir	itial mate 11 '12)	Revised estimate (Oct.26 '12)	change	% change	240.0 230.0		(left axis) 222.2	_222.2_	25
Net Sales		2	14.7	222.2	7.5	4%	220.0	214.7		<del></del>	20
Operating income			10.0	10.3	0.3	3%	210.0		+    -    -	18.9	-
Ordinary income	F		16.8	18.9	2.0	12%	200.0	16.8	16.4		15
Net income			16.5	(11.6)	(28.2)	_	190.0 180.0				10
100 1100 //		10	000	112.00	42.00		170.0	- 10.0	1	10.3	_
JCC price USD/b			00.00	112.08	12.08		160.0	-	7.9		- 5
Exchange rate Yer	1/05D	8	80.00	80.19	0.19		150.0		1 1 1 1		-
Bitumen price CAD	/bbl	5	2.91	48.76	(4.15)		140.0		1 1		0
Exchange rate Yen	/CAD	8	80.00	80.00	-		130.0 120.0		+     		-5
	ā			a.			110.0				
	10	(a)	2Q (a)	3Q (e)	4Q (e)		100.0		ting income (right		-10
JCC price USD/bbl	124	.11	106.79	115.00	100.00		90.0	- Net in	come (right axis	)	_
Bitumen price CAD/bbl	54	.22	49.57	45	i.29		80.0	FY13(e) Initial estimate	FY13(e) Revised estimate	FY13(e) Revised estimate	-15
Main points of re <cause -="" <cause="" decrea="" downward="" impairment="" increa="" le<="" of="" re="" td=""><td>ise&gt; - ase&gt; vision</td><td>Rise in</td><td>n sales pr production</td><td>ice - Increasion and sales p</td><td>se in dividend blan for natur</td><td>l income al gas</td><td>futsu oil &amp;</td><td></td><td>(Oct.26 '12)  Before Impairment loss</td><td>(Oct.26 '12) after Impairment loss</td><td>1</td></cause>	ise> - ase> vision	Rise in	n sales pr production	ice - Increasion and sales p	se in dividend blan for natur	l income al gas	futsu oil &		(Oct.26 '12)  Before Impairment loss	(Oct.26 '12) after Impairment loss	1

## Revised estimated natural gas sales in FY2013 (vs Initial estimate)

Sales volume : Million M3 Net sales : Million ¥		Initial estimate (May11 '12)		Revised estimate (Oct.26 '12)		change	
		1H (e)	Full (e)	1H (a)	Full (e)	1H	Full
Notinel acc	Sales volume	698	1,501	<i>685</i>	1,466	(12)	(35)
Natural gas :	Net sales	31,385	67,225	30,054	68,406	(1,330)	1,181
Of which, Domestically produced gas :	Sales volume	519	1,072	498	1,024	(21)	(48)

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



#### Sales volume (total)

Of which, domestically produced gas

### Sales volume decreased by 35 million M3 (-2%) vs initial estimate.

-Downward revision of the production and sales plan for natural gas

## Net sales increased by ¥ 1.1 billion (+2%) vs initial estimate.

- <Cause of decrease>
- -Downward revision of the production and sales plan for natural gas
- <Cause of increase >
- -Rise in sales prices



## Revised estimated crude oil sales in FY2013 (vs Initial estimate)

Sales volume : Thousand KL Net sales : Million ¥		Initial estimate (May11 '12)		Revised estimate (Oct.26 '12)		change			
		1H (e)	Full (e)	1H (a)	Full (e)	1H	Full		
0 1 "	Sales volume	804	1,764	920	1,689	+116	(75)		
Crude oil :	Net sales	37,577	81,604	46,463	83,473	8,886	1,869		
Breakdown of equity of	Breakdown of equity oil								
Domestically produced	Sales volume	251	489	240	452	(10)	(37)		
crude oil :	Net sales	12,920	25,146	14,291	25,902	1,371	756		
Overseas subsidiary	Sales volume	1	2	1	<i>5</i>	1	3		
crude oil :	Net sales	48	91	61	271	14	180		
Bitumen :	Sales volume	173	380	187	362	14	(18)		
ditumen .	Net sales	4,705	10,103	4,708	8,917	3	(1,187)		
Oil price and Exchange	rate assumptions	"							
JCC price USD/bbl		100.00	100.00	116.16	112.08	16.16	12.08		
Exchange rate	ange rate Yen/USD		80.00	80.35	80.19	0.35	0.19		
Bitumen price	cumen price CAD/bbl		<i>52.91</i>	52.02	48.76	(2.10)	(4.15)		
Exchange rate Yen/CAD		80.00	80.00	76.77	80.00	(3.23)	-		

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 FY2013 (vs Initial estimate)

«Causes of increase(+) or decrease(-) »

[ Million ¥]	FY2013 (e)	Revise			
	Initial estimate (May11 '12)	before impairment loss	impairment loss	total	change
Net sales	214,653	222,228	-	222,228	7,575
Gross profit	54,865	53,160	2,235	55,395	530
Exploration expenses	13,896	13,469	-	13,469	(427)
SG&A expenses	30,966	31,460	162	31,622	656
Operating income	10,003	7,907	2,397	10,304	301
Non-operating income (expenses)	6,816	8,512	39	8,551	1,735<
Ordinary income	16,819	16,419	2,436	18,855	2,036
Extraordinary income (losses)	2,378	2,281	(37,031)	(34,750)	(37,128)
Income taxes	1,969	2,224	(7,216)	(4,992)	(6,961)
Minority interests in income	702	727	-	727	25
Net income	16,526	15,749	(27,380)	(11,630)	(28,156)

#### **Gross profit**

#### **Exploration expenses**

Domestic exploration + ¥0.9 billion Overseas exploration - ¥0.5 billion

#### Non-operating income (expenses)

Dividends income +¥1.8 billion

#### **Extraordinary income (losses)**

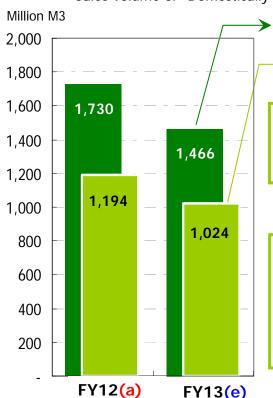
Impairment loss for the business assets for production operation of Yufutsu oil & gas field - ¥37 billion



## Revised estimated natural gas sales in FY2013 (vs FY2012)

Sales volume : Million M3		FY2012	FY2013Rev	change		
Net sales : Million ¥		Full (a)	1H (a)	2H (e)	Full (e)	(vs FY2012)
Natural gas:	Sales volume	1,730	685	781	1,466	(264)
Natural yas.	Net sales	74,957	30,054	38,352	68,406	(6,552)
Of which, Domestically produced gas:	Sales volume	1,194	498	526	1,024	(171)

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



#### Sales volume (total)

Of which, domestically produced gas

#### Sales volume decreased by 264 million M3 (-15%) vs FY2012.

- -Downward revision of the production and sales plan for natural gas
- -Decrease in demand for industrial users

## Net sales decreased by ¥ 6.5 billion (-9%) vs FY2012.

- <Cause of decrease >
- -Downward revision of the production and sales plan for natural gas
- <Cause of increase >
- -Rise in sales prices



## Revised estimated crude oil sales in FY2013 (vs FY2012)

Sales volume : Thousand KL  Net sales : Million ¥		FY12	FY13 Rev	vised estimate	(Oct.26 '12)	change		
		Full (a)	1H (a)	2H (e)	Full (e)	(vs FY12)		
Crude oil:	Sales volume	1,778	920	769	1,689	(90)		
Crude oii.	Net sales	89,891	46,463	37,010	83,473	(6,419)		
Breakdown of equity oil								
Domestically produced	Sales volume	529	240	211	452	(77)		
crude oil:	Net sales	30,351	14,291	11,611	25,902	(4,449)		
Overseas subsidiary	Sales volume	2	1	4	5	3		
crude oil:	Net sales	128	61	210	271	143		
Ditum on .	Sales volume	382	187	174	362	(21)		
Bitumen:	Net sales	9,137	4,708	4,208	8,917	(221)		
Oil price and Exchange	rate assumption	1S						
JCC price	USD/bbl	112.43	116.16	107.48	112.08	(0.35)		
Exchange rate	Yen/USD	78.93	80.35	80.00	80.19	1.26		
Bitumen price	CAD/bbl	49.81	52.02	45.29	48.76	(1.05)		
Exchange rate	Yen/CAD	76.22	76.77	80.00	80.00	<i>3.78</i>		

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 FY2013 (vs FY2012)

≪Causes of increase(+) or decrease(-) ≫

[ Million ¥]	FY2012 (a)	Revised (			
		before impairment loss	impairment loss	total	change
Net sales	230,638	222,228	-	222,228	(8,410)
Gross profit	56,278	53,160	2,235	55,395	(883)
Exploration expenses	7,805	13,469	-	13,469	5,663
SG&A expenses	33,426	31,460	162	31,622	(1,805)
Operating income	15,045	7,907	2,397	10,304	(4,742)
Non-operating income (expenses)	7,114	8,512	39	8,551	1,437<
Ordinary income	22,159	16,419	2,436	18,855	(3,305)
Extraordinary income (losses)	311	2,281	(37,031)	(34,750)	(35,061) 4
Income taxes	4,746	2,224	(7,216)	(4,992)	(9,739)
Minority interests in income	696	727	-	727	30
Net income	17,027	15,749	(27,380)	(11,630)	(28,657)

#### **Gross profit**

#### **Exploration expenses**

Domestic exploration - ¥3.3 billion Overseas exploration - ¥2.3 billion

#### Non-operating income (expenses)

Dividends income +¥1.3 billion

#### **Extraordinary income (losses)**

Gain on transfer of mining rights + ¥2.6 billion Impairment loss for the business assets for production operation of Yufutsu oil & gas field - ¥37 billion



## Crude oil price and exchange rate assumptions and impact on profits [30-40]

FY2012		FY2013							
		1H (a)	2H (a)	Full (a)	1Q (a)	2Q (a)	3Q (e)	4Q (e)	1-4Q (e)
JCC price	USD/bbl	112.38	112.48	112.43	124.11	106.79	115.00	100.00	112.08
Exchange rate	Yen / USD	81.07	77.17	78.93	81.26	79.11	80.00		80.19
Bitumen price	CAD/bbl	45.70	53.30	49.81	54.22	49.57	46.22	44.64	48.76
Exchange rate	Yen /CAD	83.38	76.22	76.22	82.52	76.77	79.14	80.00	80.00

Bitumen price [40] **JCC** price **Exchange rate Assumption** CAD 44.64 /bbl [3Q-4Q] USD 107.48 /bbl Yen 80 /USD ( Yen 80 /CAD ) A weakening in the yen to USD 1 /bbl increase in CAD 1/bbl increase in **Impact on Profits** Yen 5/USD would push bitumen prices would push crude oil prices would push [3Q-4Q] profits up by... profits up by... profits up by... (9.2 billiion CAD) 130 million Yen 270 million Yen Operating income 70 million Yen (8.1 billion CAD) Net income 90 million Yen 260 million Yen 60 million Yen

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.

Note:

