

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

# Consolidated financial results for the six months ended September 30, 2012 <a href="Supplementary material">Supplementary material</a>>

**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

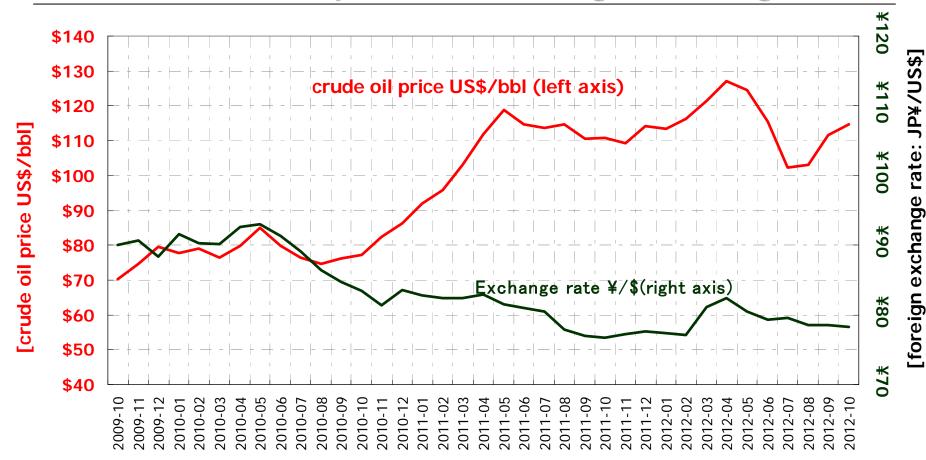
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## Trends in Crude oil prices and Foreign exchange rates



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

on a prompt report basis: USD 114.74/bbl

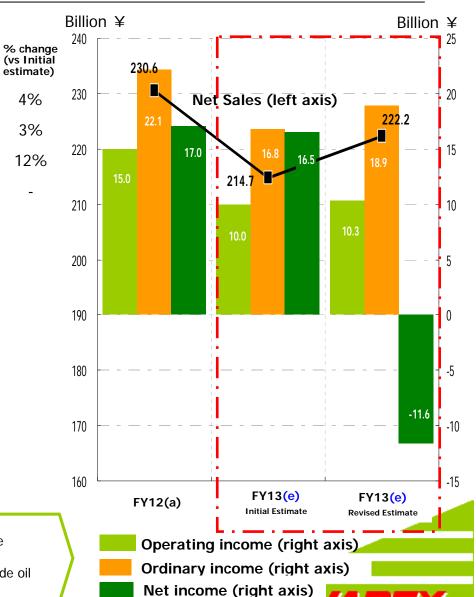
Yen 78.24/USD

# Revised estimates for FY2013 (Highlight)

4%

3%

	FY12		FY13 (e)		
[ Billion ¥]	(a)	Initial estimate (May11 '12	Revised estimate (Oct. 26'12)	change	
Net Sales	230.6	214.7	222.2	7.6	
Operating income	15.0	10.0	10.3	0.3	
Ordinary income	22.1	16.8	18.9	2.0	
Net income	17.0	16.5	(11.6)	(28.2)	
JCC price USD/bbl	112.43	100.00	112.08	12.08	
Exchange rate Yen/USD	78.93	80.00	80.19	0.19	
Bitumen price CAD/bbl	49.81	52.91	48.76	(4.15)	
Exchange rate Yen/CAD	76.22	80.00	80.00	<b>-</b>	
	1Q (a)	2Q (a)	3Q (e)	4Q (e)	
JCC price USD/bbl	124.11	106.79	115.00	100.00	
Bitumen price CAD/bbl	54.22	49.57	45.29		



#### Main points of revised estimate:

- □ Increased Profit
- \*Increase in sales price
- \*Increase of dividends income

- □ Decreased Profit
  - \*Downward revision of the production and sales plans for natural gas and crude oil
  - \*Imparment loss of business assets at Yufutsu oil & gas field

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

		FY13	1H	
[ Billion ¥]	FY12 1H (a)	Initial estimate (Aug. '12) (e)	(a)	% chan (vs Initi 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 :



Net Sales - ¥ 3.3billion (-12%)

Exploration expenses / SG&A expenses +¥ 0.2billion

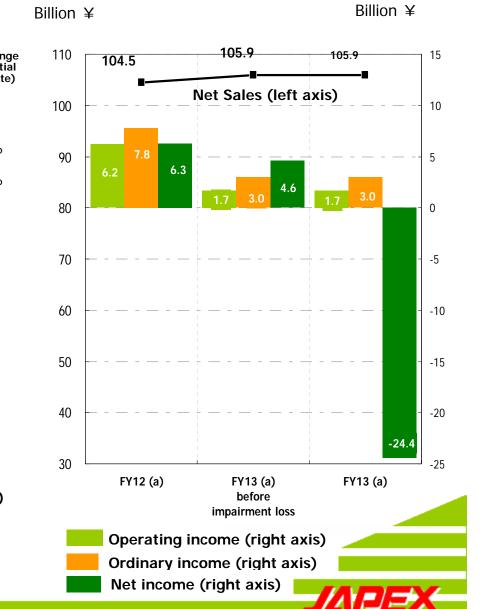
☐ Ordinary income - ¥ 2.0billion (-40%)

Equity in earnings +¥ 1.1billion

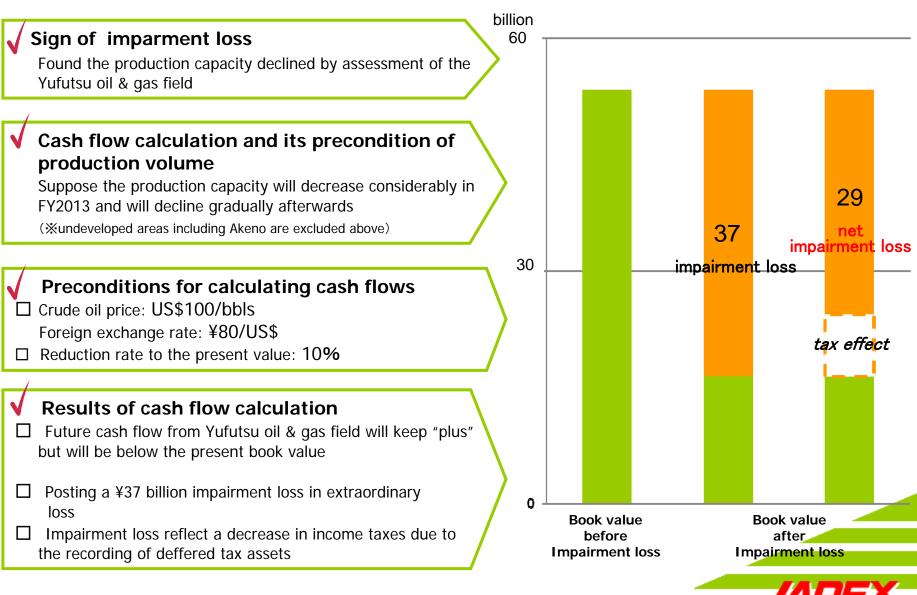
□ Net income - ¥ 30.5billion (-)

Impairment loss

-¥37 billion



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

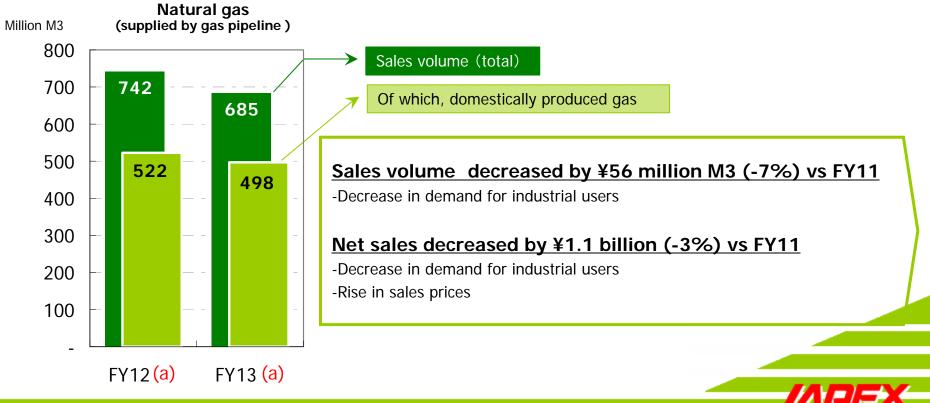


## Actual sales of natural gas in 1H FY2013 (vs FY2012)

Sales volume : Million m	FY2012	FY2013	change		
Net sales : Million ¥			1H (a)	1H (a)	1H
Natural gas:	Sales volume	million M3	742	685	(56)
	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)	
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)	
crude 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	6.32	
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)				
		before impairment loss	impairment loss	total	change
Net sales	104,596	105,958	_	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



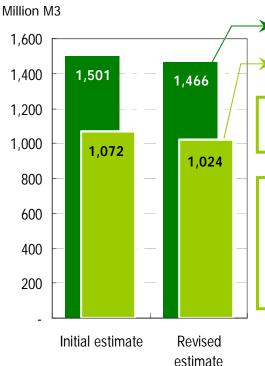
# Revised estimates for FY2013 (Summary)

		I	FY2013 (e)			Billion :		(1 5 · · · · · · · · · · · · · · · · · ·	Bill	lion ¥
[ Billion ¥]	es	Initial stimate lay11 '12)	Revised estimate (Oct.26 '12)	change	% change	240.0 230.0		(left axis) <b>222.2</b>	222.2	25
Net Sales		214.7	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 —	45
Ordinary income		16.8	18.9	2.0	12%	200.0 190.0	16.8 <sub>16.5</sub>	16.4		15
Net income		16.5	(11.6)	(28.2)	_	180.0				10
JCC price USD/bb	ol ·	100.00	112.08	12.08		170.0	- 10.0		10.3	-
Exchange rate Yen/		80.00	80.19	0.19		160.0 150.0		7.9		5
Bitumen price CAD/I	bbl	52.91	48.76	(4.15)		140.0				0
Exchange rate Yen/C	CAD	80.00	80.00	-		130.0 120.0		+   -   -   -   -   -   -		- 5
_	d .		F			110.0	Onenet	 	·	_
	1Q (a)	2Q (a)	3Q (e)	4Q (e)		100.0		ing income (right		-10
JCC price USD/bbl	124.11	106.7	9 115.00	100.00		90.0	- Net ind	come (right axis	) — - — -	15
Bitumen price CAD/bbl	54.22	49.5	7 45	5.29		80.0	FY13(e) Initial estimate	FY13(e)  Revised estimate	FY13(e) Revised estimate	-15
Main points of rev <cause -="" <cause="" decreas="" downward="" impairment="" increas="" los<="" of="" rev="" td=""><td>se&gt; - Rise se&gt; ision of th</td><td>e in sales p he product</td><td>orice - Increation and sales p</td><td>se in dividend plan for natura</td><td>l income al gas</td><td>futsu oil &amp;</td><td>gas field</td><td>(Oct.26 '12)  Before Impairment loss</td><td>(Oct.26 '12) after Impairment loss</td><td></td></cause>	se> - Rise se> ision of th	e in sales p he product	orice - Increation and sales p	se in dividend plan for natura	l income al gas	futsu oil &	gas field	(Oct.26 '12)  Before Impairment loss	(Oct.26 '12) after Impairment loss	

## 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
Natural gas :	Sales volume	698	1,501	685	1,466	(12)	(35)
Naturar yas .	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 : Thou		Initial e (May1	stimate 1 '12)	Revised 6 (Oct.2)		change	
Net sales : Million ¥		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	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	5	1	3
crude oil :	Net sales	48	91	61	271	14	180
Bitumen :	Sales volume	173	380	187	362	14	(18)
Bitamen .	Net sales	4,705	10,103	4,708	8,917	3	(1,187)
Oil price and Exchang	e rate assumptions						
JCC price	USD/bbl	100.00	100.00	116.16	112.08	16.16	12.08
Exchange rate	Yen/USD	80.00	80.00	<i>80.35</i>	80.19	0.35	0.19
Bitumen price	CAD/bbl	<i>54.12</i>	<i>52.91</i>	<i>52.02</i>	48.76	(2.10)	(4.15)
Exchange rate	Yen/CAD	80.00	80.00	<i>76.77</i>	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**

Domestic crude oil and natural gas +0.4 billion
LNG substitution expense - ¥0.5 billion
Trasnportation fee of natural gas
Overseas consolidated subsidiaries - ¥0.4 billion

## **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 Net sales : Million ¥		FY2012	FY2013Rev	change		
		Full (a)	1H (a)	2H (e)	Full (e)	(vs FY2012)
Natural gas:	Sales volume	1,730	685	781	1,466	(264)
ivaturar gas.	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 : Thousa	and KL	FY12	FY13 Rev	vised estimate	(Oct.26 '12)	change
Net sales : Million ¥		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 oi	l					
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	าร				
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

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

