

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

# Consolidated Financial Results for the Fiscal Year Ended March 31, 2013 <Supplementary material>

May 10, 2013

Japan Petroleum Exploration Co., Ltd.

# **Cautionary statement**

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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

FY =Fiscal Year (FY2013, for instance, means 12 months ended March31, 2013)

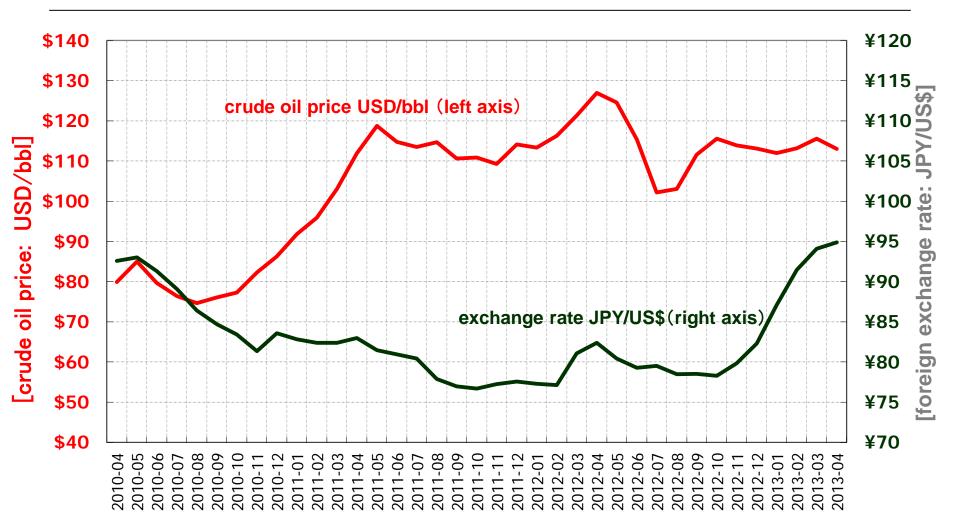
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# Trends in Crude oil prices and Foreign exchange rates



Japan Crude Cocktail (JCC) Price in the first 10 days of April 2013 on a prompt report basis: USD 113.01/bbl JPY 94.89/USD

# Actual results for FY2013 and Estimate for FY2014 (Highlight) Billion ¥

Actual results	Actual results for FY2013 (vs FY2012)				231.0							
[ Billion ¥]	FY2012 (a)	FY2013 (a)	change			230.0	6		Net Sales	(right	axis)	
Net Sales	230.6	231.0	0.4	0%								
Operating income	15.0	13.9	(1.1)	(7%)								
Ordinary income	22.1	28.0	5.9	27%								
Net income	17.0	(0.8)	(17.8)	-%								
JCC price USD/bbl	112.43	114.67	2.24	2%	Billion	¥		2	8.0		28.7	
Exchange rate Yen/USD	78.93	81.71	2.78		15 10	15.0	17.0	10.0		20.7		21.5
■ Estimate for F	Y2014 ( v	s FY2013	)		5	-		13.9				-
[ Billion ¥]	FY2013 (a)	FY2014 (e)	change		0 -(5)	FY201	2	FY	2013 -0.8	F	Y201	4
Net Sales	231.0	232.6	1.6	1%		Opera	ting in	come (lef	t axis)		<b>(e)</b>	
Operating income	13.9	20.7	6.8	49%		-	•	ome (left	-			

Operating income 28.7 2% Ordinary income 28.0 0.7 21.5 22.3 -% Net income (8.0)JCC price 114.67 100.00 (14.67)(13%)USD/bbl Exchange rate 81.71 90.00 8.29 10%

Yen/USD

FY2013: Decrease in costs & rise in sales price made up major part of the impairment loss of 37 billion yen.

FY2014: Profit will improve reflecting the depreciation decrease caused by impairment loss.

Net income (left axis)



232.6

235

230

225

220

# **Actual results for FY2013 (Highlight)**

		FY2012		FY2013							
[ Million	¥]	Actual	Initial estimate (May 2012)	Revised estimate ① (Oct. 2012)	Revised estimate ② (Feb. 2013)	Actual					
Net Sales		230,638	214,653	222,228	228,749	231,086					
Operating incom	e	15,045	10,003	10,304	11,925	13,906					
Ordinary income		22,159	16,819	18,855	25,031	28,082					
Net income		17,027	16,526	(11,630)	(5,152)	(865)					
JCC price	USD/bbl	112.43	100.00	112.08	113.99	114.67					
Exchange rate	Yen/USD	78.93	80.00	80.19	81.18	81.71					
Bitumen price	CAD/bbl	49.81	52.91	48.76	50.69	50.71					
Exchange rate	Yen/CAD	76.22	80.00	80.00	87.05	87.05					

Initial estimate (May 2012) Revised estimate ① (Oct. 2012)

[ + ] Rise in crude oil prices

[ ] Impairment loss for the business assets for production operation of Yufutsu oil & gas field

Revised estimate ① (Oct. 2012) Revised estimate ② (Feb. 2013)

[+] Rise in crude oil prices [+] change of exchange rate [+]Increase in non-operating income

Revised estimate ② (Feb. 2013) Actual results

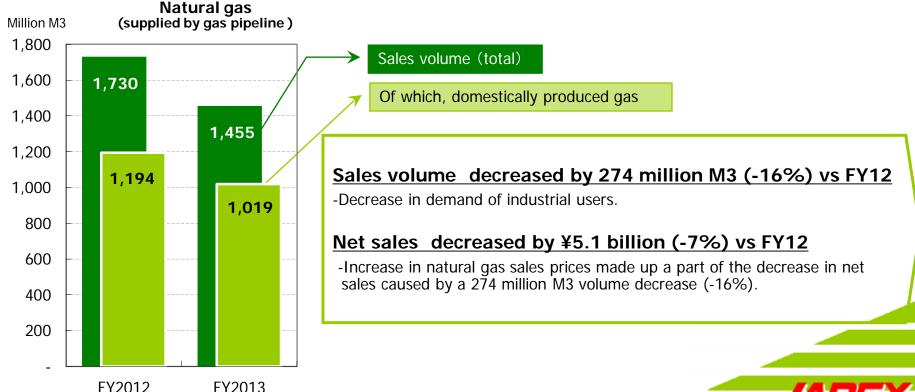
[+] Rise in crude oil and natural gas sales prices [+] change of exchange rate [+] Increase in non-operating income

Ordinary income \(\frac{428.0}{28.0}\) billion (+\(\frac{43.0}{20.0}\) billion () Net income loss \(\frac{40.8}{20.8}\) billion (+\(\frac{44.2}{20.0}\)billion)

# Actual sales of Natural gas in FY2013(vs FY2012)

			FY2	FY2012		FY2013		change	
			1H (a)	Full (a)	1H (a)	Full (a)	1H	Full	
Natural gas:	Sales volume	million M3	742	1,730	685	1,455	(56)	(274)	
	Net sales	million ¥	31,170	74,957	30,054	69,795	(1,115)	(5,162)	
Of which, Domestically produced gas:	Sales volume	million M3	<i>522</i>	1,194	498	1,019	(24)	(175)	

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



# Actual sales of Crude oil in FY2013 (vs FY2012)

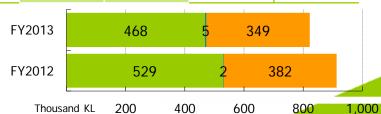
Sales volume : Thou	sand KL	FY 2	012	FY 2	013	cha	nge
Net sales : Million ¥		1H (a)	Full (a)	1H (a)	Full (a)	1H	Full
Crude oil:	Sales volume	896	1,778	920	1,684	24	(93)
Crude on.	Net sales	46,649	89,891	46,463	88,529	(186)	(1,362)
Breakdown of equity oil							
Domestically produced crude oil:	Sales volume	239	529	240	468	0	(60)
	Net sales	13,925	30,351	14,291	28,167	365	(2,183)
Overseas subsidiary	Sales volume	1	2	1	5	(0)	3
crude oil:	Net sales	84	128	61	290	(22)	161
	Sales volume	175	382	187	349	12	(33)
Bitumen:	Net sales	4,207	9,137	4,708	9,694	501	557
Oil price and Exchange rate	assumptions						
JCC price	USD/bbl	112.38	112.43	116.16	114.67	3.78	2.24
Exchange rate	Yen/USD	81.07	78.93	80.35	81.71	(0.72)	2.78
Bitumen price	CAD/bbl	45.70	49.81	52.02	50.71	6.32	0.90
Exchange rate	Yen/CAD	83.38	76.22	76.77	87.05	(6.61)	10.83
				/2012	4/0	240	

**Domestically produced crude oil : [-]** Decrease in production volume

Bitumen: [+] Rise in crude oil prices and weakening of the yen

Sales volume and net sales of "Domestically produced crude oil" stated herein do not include purchased crude oil. Royalty is excluded in the net sales and price of Bitumen.

Sales volume and net sales of "Overseas subsidiary crude oil" stated herein are amounts of Japex (U.S.) Corp., an overseas consolidated subsidiary.



<sup>■</sup> Domestically produced crude oil

■ Overseas subsidiary crude oil ■ Bitumen



# Actual results for FY2013 (vs FY2012)

[ Million ¥]	FY2012 (a)	FY2013 (a)	change
Net sales	230,638	231,086	448
Gross profit	56,278	59,010	2,732
Exploration expenses	7,805	13,086	5,280 <
SG&A expenses	33,426	32,017	(1,409)
Operating income	15,045	13,906	(1,139)
Non-operating income (expenses)	7,114	14,176	7,062
Ordinary income	22,159	28,082	5,922
Extraordinary income (losses)	311	(34,522)	(34,833) <
Income taxes	4,746	(6,439)	(11,674)
Minority interests in income	696	1,352	655
Net income	17,027	(865)	(17,892)

Causes of increase(+) or decrease(-) >>

### **Gross profit**

Domestic crude oil and natural gas

+ ¥0.2 billion

LNG substitution expense

- ¥0.3 billion

Transportation fee of natural gas

+ ¥3.2 billion

### **Exploration expenses**

Domestic exploration - ¥3.0 billion

Overseas exploration - ¥2.2 billion

Non-operating income (expenses)

Dividends income

+ ¥4.1 billion

Foreign exchange profit or los

+ ¥1.7 billion

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

Gain on transfer of mining rights + **¥2.8 billion**Impairment loss for the business assets for production operation of Yufutsu oil & gas field
- **¥37.0 billion** 



# **Estimates for FY2014 (Point)**

[ Million	V1	FY2	013	FY2	014	cha	nge
[ Million	<b>+</b> ]	1H (a)	Full (a)	1H (e)	Full (e)	1H	Full
Net Sales		105,958	231,086	99,741	232,692	(6,218)	1,606
Operating income	)	1,778	13,906	9,294	20,722	7,515	6,815
Ordinary income		3,062	28,082	12,462	28,783	9,400	701
Net income		(24,433)	(865)	9,677	21,511	34,110	22,377
JCC price	USD/bbl	116,16	114,67	100.00	100.00	(16.16)	(14.67)
Exchange rate	Yen/USD	80.35	81.71	90.00	90.00	9.65	8.29
Bitumen price	CAD/bbl	52.02	50.71	47.25	45.87	(4.77)	(4.84)
Exchange rate	Yen/CAD	76.77	87.05	90.00	90.00	13.23	2.95

### **Point**

### FY2014 vs FY2013

Operating income +¥ 6.8 billion

> Exploration expenses

+¥ 3.9 billion

Ordinary income +¥ 0.7 billion

Non-operating income (expenses) -¥ 6.1 billion

: Decrease of dividends income

Net income +¥ 22.3 billion Extraordinary income (losses)

+¥ 34.4 billion

Income taxes

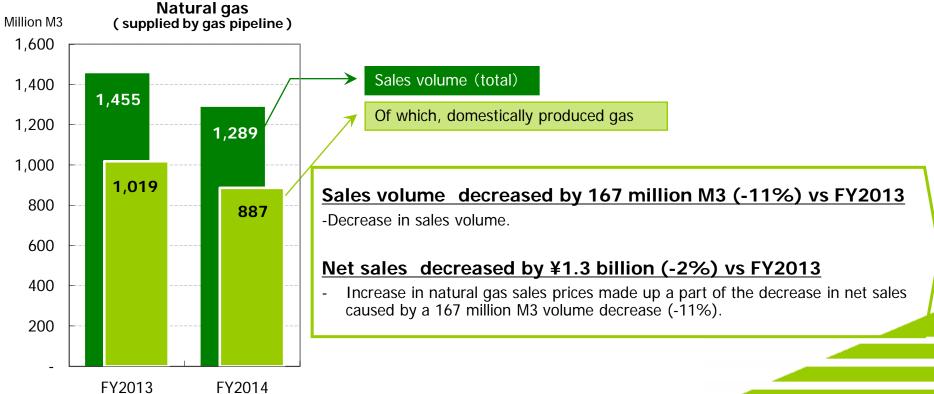
-¥ 13.4 billion



# **Estimated Natural gas sales in FY2014**

			FY2	013	FY2	014	change	
			1H (a)	Full (a)	1H (e)	Full (e)	1H	Full
Natural gas:	Sales volume	Million M3	685	1,455	588	1,289	(97)	(167)
	Net sales	Million ¥	30,054	69,795	30,519	68,478	465	(1,317)
Of which, Domestically produced gas:	Sales volume	Million M3	498	1,019	416	887	(83)	(133)

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



# **Estimated Crude oil sales in FY2014**

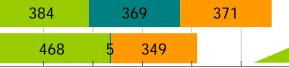
Sales volume : Thousan	d KL	FY 2	013	FY 20	)14	char	nge
Net sales : Million ¥		1H (a)	Full (a)	1H (e)	Full (e)	1H	Full
Omida all	Sales volume	920	1,684	767	1,897	(154)	212
Crude oil:	Net sales	46,463	88,529	38,524	95,935	(7,939)	7,406
Breakdown of equity oil							
Domestically produced crude oil:	Sales volume	240	468	194	384	(47)	(84)
	Net sales	14,291	28,167	11,180	22,159	(3,111)	(6,009)
Overseas subsidiary	Sales volume	1	5	7	369	6	363
crude oil:	Net sales	61	290	363	19,881	302	19,591
	Sales volume	187	349	179	371	(8)	21
Bitumen:	Net sales	4,708	9,694	4,815	9,623	106	(72)
Oil price and Exchange rate assu	umptions						
JCC price	USD/bbl	116.16	114.67	100.00	100.00	(16.16)	(14.67)
Exchange rate	Yen/USD	80.35	81.71	90.00	90.00	9.65	8.29
Bitumen price	CAD/bbl	52.02	50.71	47.25	45.87	(4.77)	(4.84)
Exchange rate	Yen/CAD	76.77	87.05	90.00	90.00	13.23	2.95
Domestically produced crud	de oil : [-]Fall in pr				· ·	Thousand KL	

Overseas subsidiary crude oil: [+] commenced production of JAPEX Garraf

Bitumen: [-]Fall in crude oil prices

FY2014 FY2013





Sales volume and net sales of "Domestically produced crude oil" stated herein do not include purchased crude oil. Royalty is excluded in the net sales and price of Bitumen.

Sales volume and net sales of "Overseas subsidiary crude oil" stated herein are sum totals of the sales volumes and net sales reported by two overseas consolidated subsidiaries (Japex (U.S.) Corp. and Japex Garraf Ltd.).

200 400 600 800 1,000 1,200

■ Domestically produced crude oil

Bitumen

## **Estimates for FY2014**

[ Million ¥]	FY2013 (a)	FY2014 (e)	change
Net sales	231,086	232,692	1,606
Gross profit	59,010	61,972	2,961
Exploration expenses	13,086	9,184	(3,903)
SG&A expenses	32,017	32,066	49
Operating income	13,906	20,722	6,815
Non-operating income (expenses)	14,176	8,062	(6,115)
Ordinary income	28,082	28,783	701
Extraordinary income (losses)	(34,522)	(90)	34,433
Income taxes	(6,439)	6,502	13,429
Minority interests in income	1,352	680	(672)
Net income	(865)	21,511	22,377

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

### **Gross profit**

Domestic crude oil and natural gas

+ ¥0.6 billion

LNG substitution expense + **¥2.3 billion** 

### **Exploration expenses**

Domestic exploration - ¥0.2 billion
Overseas exploration +¥4.1 billion

### Non-operating income (expenses)

Equity in loss of affiliates +\fmathbf{\pmathbf{2}}.3 billion

Dividends income -\fmathbf{\pmathbf{4}}6.7 billion

Foreign exchange profit or loss -\fmathbf{\pmathbf{4}}1.5 billion

### **Extraordinary income (expenses)**

(impact of extraordinary losses in FY2013)

Gain on transfer of mining rights -¥2.8 billion

Impairment loss for the business assets for production operation of Yufutsu oil & gas field + ¥37.0 billion



# Oil price and Exchange rate assumptions and impact on profits

	JCC price		Excha	nge rate	Bitumer	•
Assumption	US	SD 100 /bbl	JPY 9	0 /usd	CAD 45.87 /bbl ( JPY 90 /CAD )	
Impact on Profits	JCC pri	/bbl increase in ces would push up by		weakening in es would push	CAD 1/bbl incomplete the complete compl	
Operating income	JP'	Y 390 million	JPY 1,7	80 million	( 2.33 milli JPY 210	•
Net income	JPY 260 million		JPY 1,270 million		(1.53 million CAD JPY 140 million	
		EV201	2	EV2	014	

			FY2013			FY2014		change	
		1H (a)	2H (a)	Full (a)	1H (e)	2H (e)	Full (e)	change	
JCC price	USD/bbl	116.16	113.12	114.67	100.00	100.00	100.00	(14.67)	
Exchange rate	JPY/USD	80.35	83.16	81.71	90.00	90.00	90.00	8.29	
Bitumen price	CAD/bbl	52.02	49.19	50.71	47.25	44.58	45.87	(4.84)	
Exchange rate	JPY/CAD	76.77	87.05	87.05	90.00	90.00	90.00	2.95	

Note1: Royalty is excluded in "Bitumen price".

Note2: 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.

