

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

# Consolidated Financial Results for the Six Months Ended September 30, 2013 <a href="Supplementary Material">Supplementary Material</a>>

**November 8, 2013** 

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

FY = Fiscal Year (FY2014, for instance, means 12 months ending March 31, 2014)

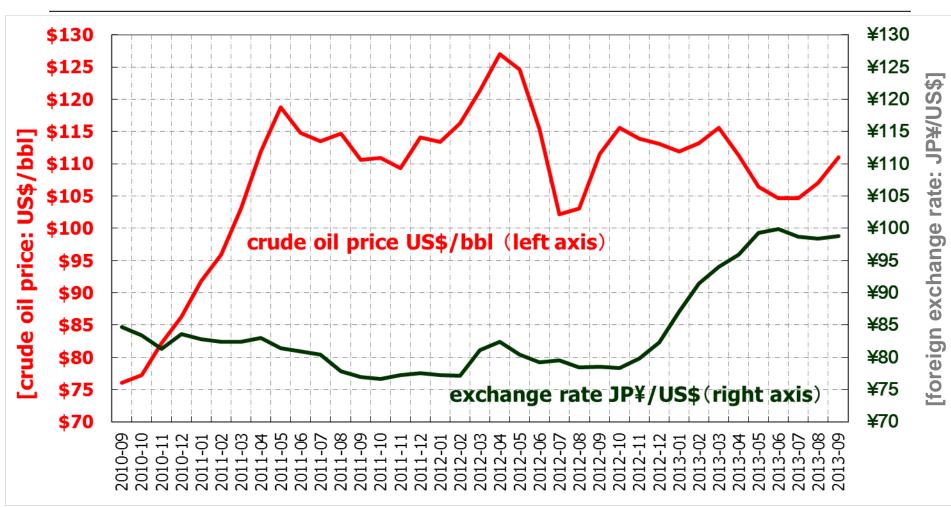
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# Trends in Crude Oil Price and Foreign Exchange Rate



Japan Crude Cocktail (JCC) Price in the first 10 days of October 2013 on a prompt report basis: US\$ 112.86/bbl JP¥ 98.94/US\$



## Consolidated Financial Estimates for FY2014 (Highlight)

|                        | FY2013    |             | FY2014    |              | change |         |  |
|------------------------|-----------|-------------|-----------|--------------|--------|---------|--|
| [ Billion JP¥]         | 1H<br>(a) | Full<br>(a) | 1H<br>(a) | Full<br>(e)* | 1H     | Full    |  |
| Net sales              | 105.9     | 231.0       | 120.2     | 232.7        | 14.3   | 1.6     |  |
| Operating income       | 1.7       | 13.9        | 11.5      | 20.7         | 9.7    | 6.8     |  |
| Ordinary income        | 3.0       | 28.0        | 19.9      | 28.8         | 16.8   | 0.7     |  |
| Net income             | (24.4)    | (8.0)       | 15.8      | 21.5         | 40.3   | 22.3    |  |
|                        |           |             |           |              |        |         |  |
| JCC price US\$/bbl     | 116.16    | 114.67      | 108.53    | 100.00       | (7.63) | (14.67) |  |
| Exchange rate JP¥/US\$ | 80.35     | 81.71       | 97.58     | 90.00        | 17.23  | 8.29    |  |
| Bitumen price CA\$/bbl | 52.02     | 50.71       | 52.22     | 45.87        | 0.20   | (4.84)  |  |
| Exchange rate JP¥/CA\$ | 76.77     | 87.05       | 94.01     | 90.00        | 17.24  | 2.95    |  |

<sup>\*</sup> The estimates for the full-year (April 1, 2013 - March 31, 2014) have been left unchanged from the initial estimates (announced on May 10, 2013) due to uncertainties of the impact of overseas projects on the estimates and the volatility of Japan Crude Cocktail (JCC) price, foreign exchange rate and others.

FY2014 1H vs FY2013 1H **Point** 

**Operating income** 

+¥ 9.7 billion +¥ 8.5 billion **Gross profit** Increased

**Ordinary income** 

Non-operating income +¥ 16.8 billion Increased +¥ 7.0 billion (expenses)

Net income

+¥ 40.3 billion Increased

**Extraordinary income** (losses)

+¥ 34.7 billion



## **Actual Financial Results for 1H FY2014 (Summary)**

|                           | <b>-</b> 1/00/10 | FY201                                     | 4 1H   |   |
|---------------------------|------------------|---|--------|---|
| [ Billion ¥]              | FY2013<br>1H (a) | Initial<br>estimate<br>(May10 '13)<br>(e) | 1H (a) | • |
| Net Sales                 | 105.9            | 99.7                                      | 120.2  |   |
| Operating income          | 1.7              | 9.3                                       | 11.5   |   |
| Ordinary income           | 3.0              | 12.5                                      | 19.9   | _ |
| Net income                | (24.4)           | 9.7                                       | 15.8   | _ |
| JCC price US\$/bbl        | 116.16           | 100.00                                    | 108.53 | _ |
| Exchange rate  JP¥/US\$   | 80.35            | 90.00                                     | 97.58  | _ |
| Bitumen price<br>CA\$/bbl | 52.02            | 47.25                                     | 52.22  | _ |
| Exchange rate  JP¥/CA\$   | 76.77            | 90.00                                     | 94.01  | _ |

Main points of difference with initial estimate:

☐ Operating income +¥ 2.2 billion

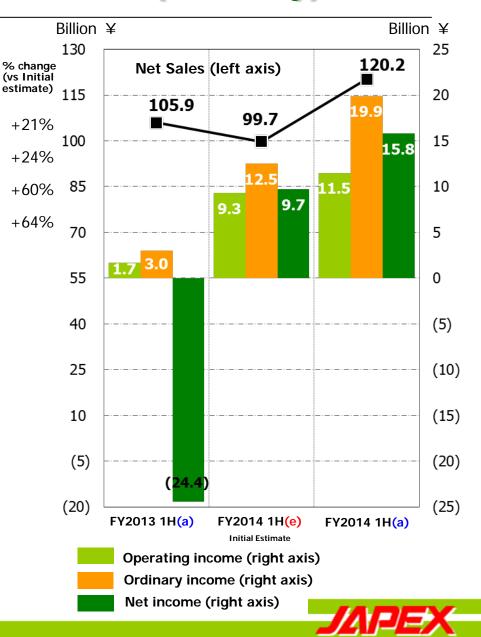
Gross profit + ¥ 2.3 billion
Exploration expenses - ¥ 0.2 billion

☐ Ordinary income +¥ 7.4 billion

Equity in earnings + ¥ 3.2 billion Foreign exchange profit + ¥ 0.5 billion

□ Net income +¥ 6.2 billion

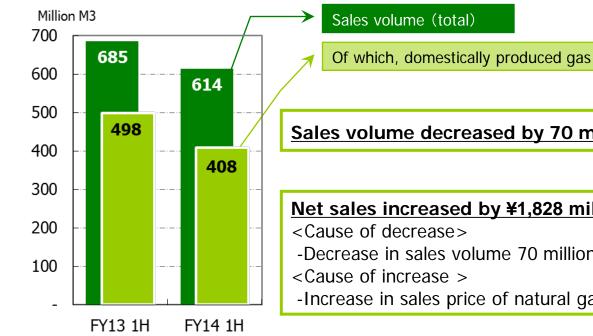
Income taxes etc. - ¥ 1.2 billion



## Actual Sales of Natural Gas in 1H FY2014 (vs FY2013)

| Sales volume : Million M3 Net sales : Million ¥ |              | FY2013 | FY2014 |        |
|---|--------------|--------|--------|--------|
|   |              | 1H(a)  | 1H(a)  | change |
| Night wall area                                 | Sales volume | 685    | 614    | (70)   |
| Natural gas:                                    | Net sales    | 30,054 | 31,883 | 1,828  |
| Of which,<br>Domestically produced gas:         | Sales volume | 498    | 408    | (89)   |

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



Sales volume decreased by 70 million M3 (-10%) vs FY2013 1H

### Net sales increased by ¥1,828 million (+6%) vs FY2013

- -Decrease in sales volume 70 million M3 (-10%)
- -Increase in sales price of natural gas



# Actual Sales of Crude Oil in 1Q FY2014 (vs FY2013)

| Sales volume : Thousand KL<br>Net sales : Million ¥ |              | FY2013<br>1H(a) | FY2014<br>1H(a) | change |
|---|--------------|-----------------|-----------------|--------|
| Crude oil:  | Sales volume | 920             | 877             | (42)   |
| Crude oil.  | Net sales    | 46,463          | 53,919          | 7,456  |

-Increase in sales of crude oil purchased from overseas

#### Breakdown of equity oil

| Domestically produced | Sales volume | 240    | 188    | (51)    |
|-----------------------|--------------|--------|--------|---------|
| crude oil:            | Net sales    | 14,291 | 12,828 | (1,462) |
| Overseas subsidiary   | Sales volume | 1      | 8      | 7       |
| crude oil:            | Net sales    | 61     | 478    | 417     |
| Ditumon               | Sales volume | 187    | 165    | (21)    |
| Bitumen:              | Net sales    | 4,708  | 5,110  | 401     |

-Decrease in production volume

-Rise in bitumen price

## Oil price and Exchange rate assumptions

| JCC price     | US\$/bbl   | 116.16 | 108.53 | (7.63) |
|---------------|------------|--------|--------|--------|
| Exchange rate | JP¥ / US\$ | 80.35  | 97.58  | 17.23  |
| Bitumen price | CA\$/bbl   | 52.02  | 52.22  | 0.20   |
| Exchange rate | JP¥ / US\$ | 76.77  | 94.01  | 17.24  |

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. and JAPEX Montney Ltd., overseas consolidated subsidiaries.



## **Actual Financial Results for 1H FY2014 (vs FY2013)**

| [ Million V]                    | FY2013   | FY2014  | Change  |
|---------------------------------|----------|---------|---------|
| [ Million ¥]                    | 1H(a)    | 1H(a)   | Change  |
| Net sales                       | 105,958  | 120,281 | 14,323  |
| Gross profit                    | 23,638   | 32,161  | 8,522   |
| Exploration expenses            | 7,316    | 5,723   | (1,593) |
| SG&A expenses                   | 14,542   | 14,893  | 350     |
| Operating income                | 1,778    | 11,543  | 9,765   |
| Non-operating income (expenses) | 1,284    | 8,358   | 7,074   |
| Ordinary income                 | 3,062    | 19,902  | 16,839  |
| Extraordinary income (losses)   | (34,773) | 2       | 34,775  |
| Income taxes                    | (7,772)  | 3,983   | 11,755  |
| Minority interests in income    | 495      | 38      | (456)   |
| Net income                      | (24,433) | 15,883  | 40,316  |

Causes of increase(+) or decrease(-)

#### **Gross profit**

Domestic crude oil and natural gas +¥6.7 billion LNG substitution expense +¥1.6 billion

## **Exploration expenses**

Domestic exploration - ¥0.3 billion

Overseas exploration +¥1.9 billion

#### Non-operating income (expenses)

Equity in earnings of affiliates + \$4.7 billion Foreign exchange profit + \$0.9 billion Gain and loss on sales of securities etc.

+¥0.6 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

