

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, 2014

November 10, 2014

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: Abbreviations used herein are as follows:

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

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

(a) = Actual result

(e) = Estimate

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

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#### **Contents**

1. Business Overview

President Osamu Watanabe

2. Consolidated Financial Results for the Six Months Ended September 30, 2014

Executive Officer Michiro Yamashita

3. Revised Full Year Estimates for the Fiscal Year Ending March 31, 2015

Executive Officer Michiro Yamashita

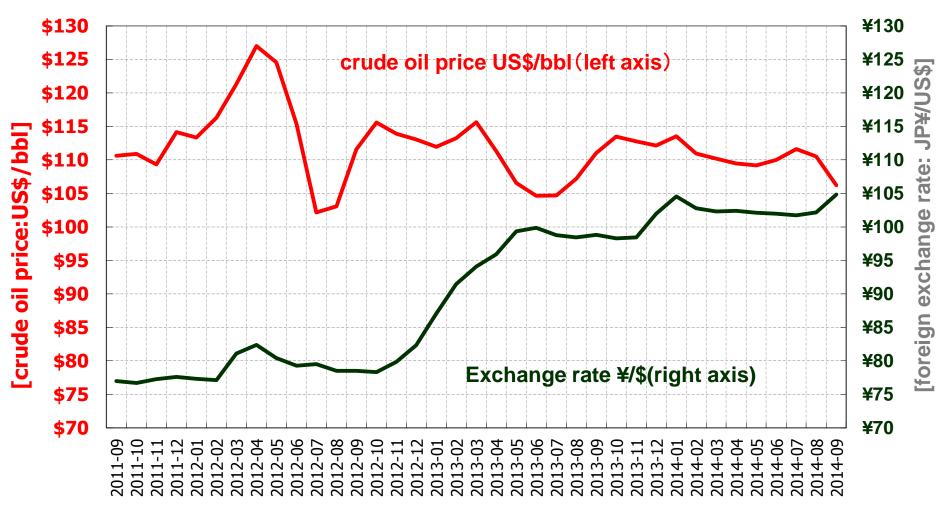


## 1.Business Overview

President
Osamu Watanabe



#### Trends in Crude Oil Prices and Foreign Exchange Rate



Japan Crude Cocktail (JCC) Price in the first 10 days of October 2014 on a prompt report basis: US\$ 102.81/bbl JP¥ 108.49/US\$



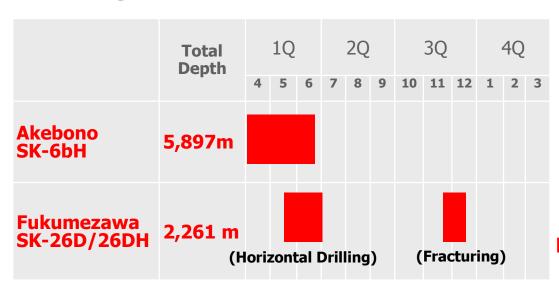
## **Revised Estimates for FY2015 (Highlight)**

|                        |              |   |             | _                                   |  |              |                        |
|------------------------|--------------|---|-------------|-------------------------------------|--|--------------|------------------------|
|                        | FY2014       |   | FY2015 Ch   |                                     |  |              |                        |
| Billion ¥              | Full<br>(a)  | Initial<br>Estimate<br>1H(e)<br>May12'14① | 1H (a)<br>② | Initial Estimate Full (e) May12'143 | Revised<br>Estimate<br>Full (e)<br>Nov.7'144 | 1H<br>(②-①)  | Full<br>( <b>④</b> -③) |
| Net sales              | 276.5        | 157.5                                     | 146.8       | 323.6                               | 324.3  | <b>▲10.6</b> | +0.7                   |
| Operating income       | 24.6         | 14.3                                      | 15.1        | 33.0                                | 34.6   | +0.7         | +1.6                   |
| Ordinary income        | 43.8         | 20.1 24.7 41.4 48.8                       |             | +4.5                                | +7.3   |              |                        |
| Net income (loss)      | 29.0         | 13.5                                      | 18.8        | 27.3                                | 35.3   | +5.2         | +7.9                   |
| JCC price US\$/bbl     | 110.51       | 100.00                                    | 110.06      | 100.00                              | 101.27                                       | +10.06       | +1.27                  |
| Exchange rate Yen/bbl  | 99.31        | 100.00                                    | 102.13      | 100.00                              | 103.43                                       | +2.13        | +3.43                  |
| Bitumen price CA\$/bbl | <i>51.67</i> | 54.42                                     | 58.93       | 54.15                               | 58.16  | +4.51        | +4.01                  |
| Exchange rate Yen/CA\$ | 98.42        | 95.00                                     | 95.04       | 95.00                               | 95.00  | +0.04        | _                      |
| Revised Estimate       | 10           | (a)                                       | 20 (2)      | 30 (8                               | 10   | (a)          |                        |

| Revised Estimate<br>Full (e) Nov.7'14 |          | 1Q (a) | 2Q (a) | 3Q (e) | 4Q (e) |
|---------------------------------------|----------|--------|--------|--------|--------|
| JCC price                             | US\$/bbl | 109.51 | 110.70 | 100.00 | 85.00  |
| Exchange rate                         | Yen/US\$ | 102.27 | 101.96 | 105.00 | 105.00 |

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

Drilling schedule for FY 2015

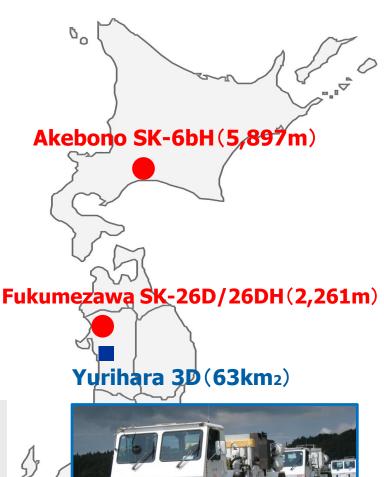


■ Geophysical prospecting survey work FY2015

3D seismic survey

3D (63km2) Yurihara field in Akita Prefecture

commencement of work (Oct. 2014)



Geophysical Surve



## **Enforcement of Domestic Profit**

## Tight oil development in Akita Prefecture

#### Ayukawa oil & gas field:

April 1, 2014-

**Started commercial production** 

⇒ striving to obtain knowledge about the tight formation in Ayukawa oil & gas field

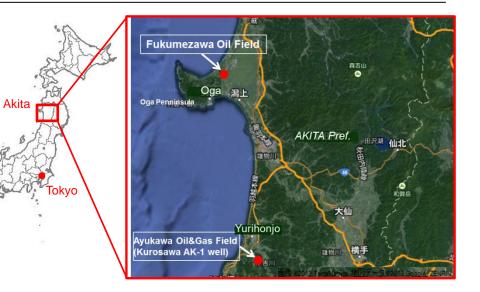
#### Fukumezawa oil field:

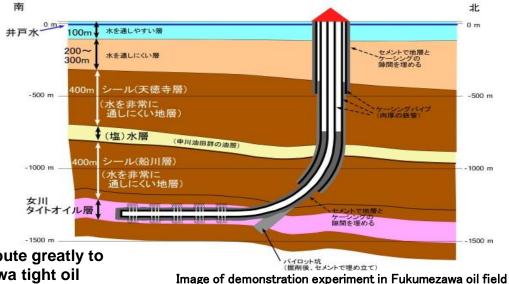
Perform in horizontal well drilling as a part of Japan's first demonstration experiment of multistage fracturing in tight formation.

July 6, 2014 Completed horizontal well drilling work
Late Nov. 2014 Plan to start Fracturing work

⇒ Possibility of increase production in Fukumezawa oil field







The results of above experiments are expected to contribute greatly to acquisition of knowledge about development of Onnagawa tight oil formation, distributed widely in Akita Prefecture.

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#### **Enforcement of Domestic Natural Gas Soma LNG terminal**

#### ■ Soma LNG terminal Facilities

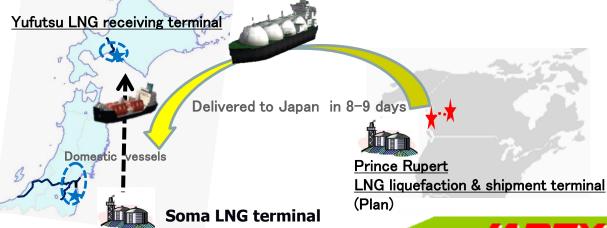
| 1.Applicable law      |  | Gas Business Act   |
|-----------------------|--|--|
| 2.Lot area            | Site area                                    | Around 20ha  |
| 3. Storage            | Capacity<br>LNG property                     | Initially: PC type 230,000kl one storage (Future will have space of expansion) Available: Light LNG of receiving |
| 4.Receiving capacity  | LNG ocean- going<br>LPG domestic vessel      | Full set (maximum 210,000m3 class) Full set (maximum 2,500m3 class)  |
| 5.Vaporizers          | Sending power                                | 7.0MPa 150t/h (Future will have space of expansion)  |
| 6.Shipping facilities | LPG domestic vessel<br>Shipping tanker truck | maximum 4,800 m3 class<br>5 Lane,30t/h<br>(Future will have space of expansion)                                  |



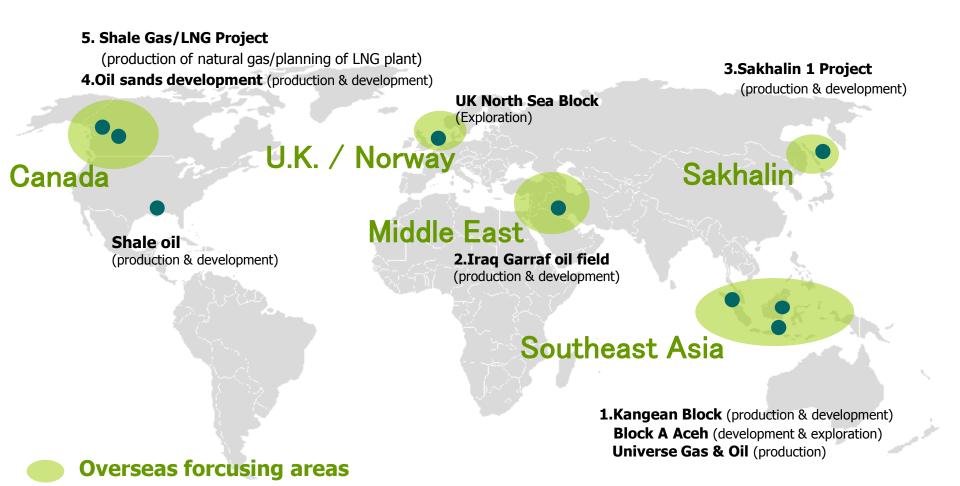
#### ■ Construction Schedule

| 2013<br>Nov.27      | Final Investment Decision (FID)       |
|---------------------|---------------------------------------|
| 2014-               | Terminal construction to be commenced |
| 2017 as of end-Dec. | Construction to be completed          |
| 2018<br>Mar.        | Service to be commenced               |

#### Supply chain: Canada Pacific NorthWest LNG project -Soma- Customers



## **Overseas Business: Focusing Areas**



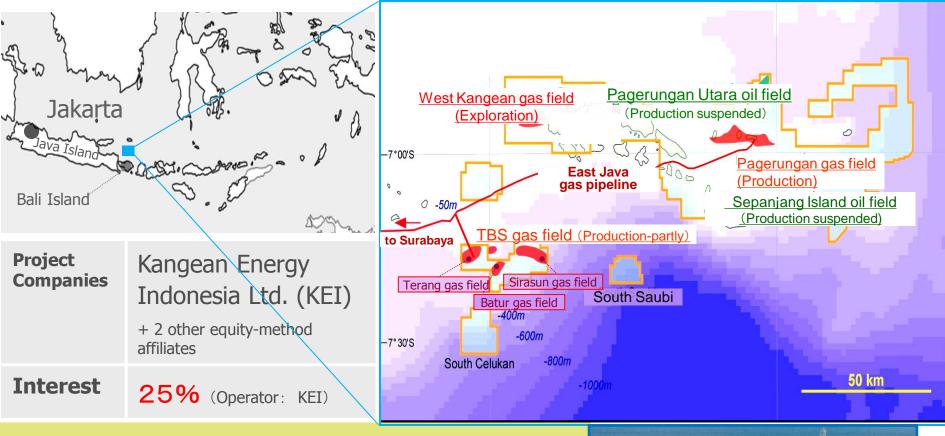


Blocks owned by our consolidated

subsidiaries or equity-method affiliates.

#### Current Status of Overseas Business (1)

**Indonesia: Kangean Block** 



- Current gross production: Crude oil equivalent of around 50,000 bbl/d
- ☐ TSB gas field

(Phase1) Terang: Commenced production in end-May 2012.

Maximum production 0.3billion cf/d

(around 50,000boe/d in crude oil equivalent)

(Phase2) Sirasun, Batur: Preparing for development



#### Current status of overseas business 2

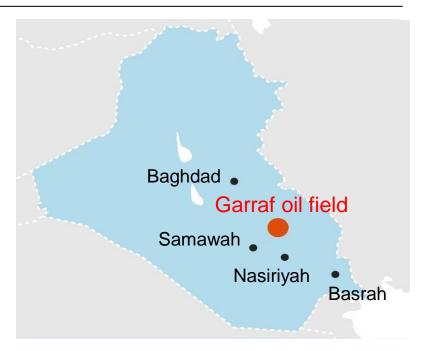
## Iraq: Garraf oil field

| Project company   | Japex Garraf Ltd.                        |            |  |  |  |
|---|--|------------|--|--|--|
| Interest  | 30% ( cost share 40% ) Operator : PETRON | NAS        |  |  |  |
| Field   | Garraf                                   | Production |  |  |  |
| 2013 Expected cumulative production: Around 1.3 billion bbl |  |            |  |  |  |



#### **■ Time Schedule**

| 2013                  | Commenced production  August 31 from the Garraf oil field  Average daily production : Around 64,000 bbl/d |
|-----------------------|---|
| 2014 <b>~</b><br>2016 | Average daily production(Oct.18,2014): Around 83,000 bbl/d Plan to increase production gradually          |
| 2017                  | Plan to achieve plateau production target of 230,000 bbl/d  |







#### Current status of overseas business ③

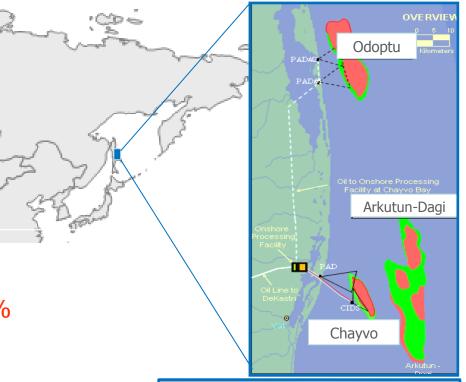
## Sakhalin 1 Project

#### **Project company**

Sakhalin Oil and Gas Development Co., Ltd. (SODECO)

#### **Interest**





Block

Chayvo, Odoptu: Production

(Total production of Crude Oil:

**Around 130,000 bbl/d\***)

\*Sakhalin 1 project total in 2014 (JAPEX estimates)

**Arkutun-Dagi: Developing toward production of** 

**Crude Oil (Target year: End of 2014)** 





#### Current Status of Overseas Business 4

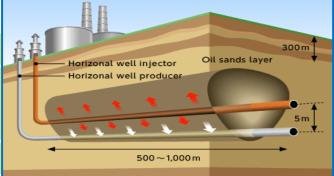
## **Canada Oil Sands**

| Project company | Canada Oil Sands Co., Ltd. (CANOS)  Operator: Japan Canada Oil Sands Ltd. (JACOS)  |  |  |  |  |  |
|-----------------|--|--|--|--|--|--|
| Block           | Hangingstone 3.75 section 100% interest around 6,000 bbl/d   | Production Cumulative production of 31.99 million bbl (as of end-August, 2014) |  |  |  |  |
|                 | Expansion project of undeveloped part of Hangingstone area  75% interest  Additional production of 20,000 bbl/d at the maximum | Development  |  |  |  |  |
|                 | Coner JV lease 12% interest  | Appraisal  |  |  |  |  |
|                 | Other bitumen leases<br>(include Corner, Chard & Thornbury)  | Considering future activities  |  |  |  |  |

#### Calgary FORT McMURRAY area Hangingstone commonly known as "3.75 section" area (production) Hangingstone<sup>2</sup> expansion area (development)\_ THORNBURY Corner JV lease CHARD

#### **■**Schedule

| 2012 | Dec.: Final Investment Decision (FID)   |
|------|---|
| 2013 | Feb.: Started construction (early civil work) Aug.: Commenced drilling of horizontal wells Sep.: Concluded EPC contracts for major facilities |
| 2014 | Aug.: Completed (early civil work), Commenced Construction of Facilities  |
| 2016 | Plan to commence production   |



Oilsands development as a pioneer of SAGD method



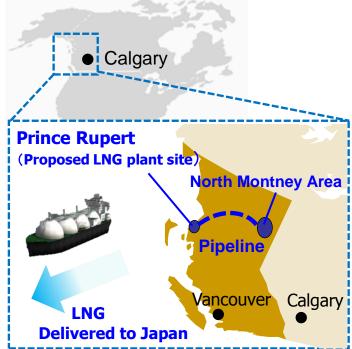
#### Current status of Overseas Business (5)

## **Canada Shale Gas/LNG Project**

|   | Shale Gas development<br>and Production Project<br>(Up-stream) | LNG Project<br>(Middle-stream)                     |
|---|--|--|
| Block/<br>Candidate<br>site of<br>LNG plant | North Montney,<br>British Columbia,<br>Canada                  | Lelu Island,<br>the Port of Prince<br>Rupert, B.C. |
| Interest                                    | 10% Interest   | 400/ Faults  |
| Tillerest                                   | 10% Interest   | 10% Equity   |
| Operator                                    | PETRONAS (Includes subsidiaries)                               | PETRONAS (Includes subsidiaries)                   |

## **■**Project Schedule

| 26 APR 2013 | Conclusion of Contract              |
|-------------|-------------------------------------|
| End of 2014 | Plan to FID of LNG plant            |
| 2014 ~ 2018 | Construction of LNG plant           |
| End of 2018 | First LNG Production (12MMtonnes/y) |

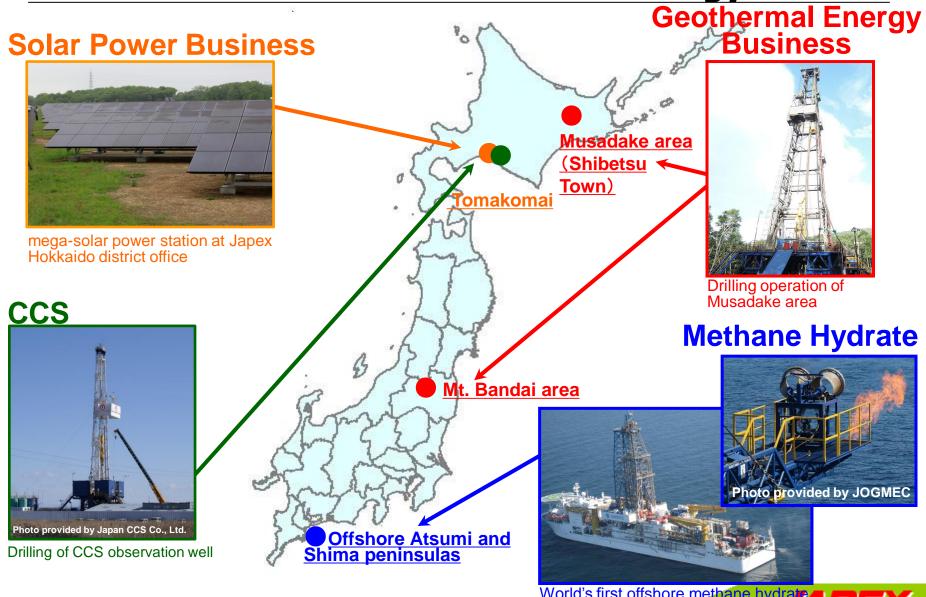




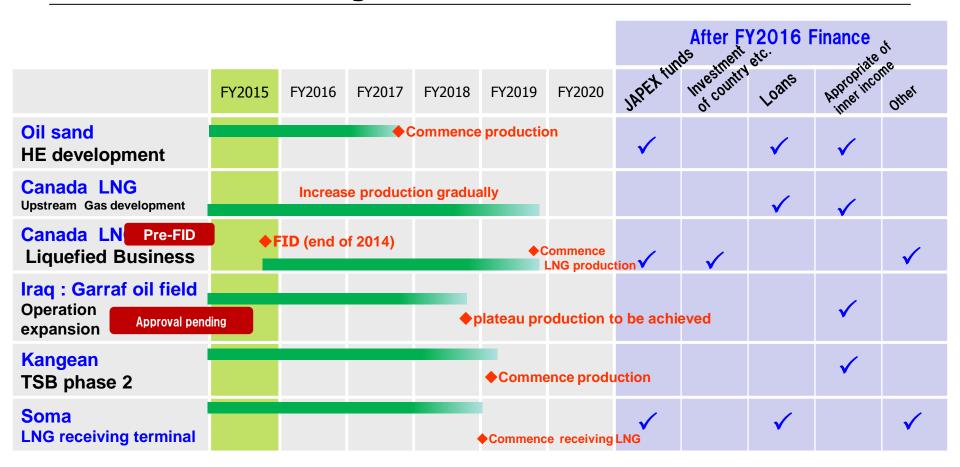




## **Environment and Innovative Technology Business**



## **Timeline of Projects & Finance Plan**



- > Investment of country. Debt guarantee scheme project finance etc.. Through leverage, I pursue the optimal financing mix
- > Required finance total amount (5 years total) of FY2016-2020,200-220 billion yen
- Out of 100 billion yen appropriated our funds

Note1: For funding method and amount, it is our outlook at the present time, there is a possibility to change.

Note2: Required finance total amount 200-220 billion yen, the total of "JAPEX funds", " Investment of country etc." and "Loans" in the table



## **Production Volume and Proved Reserves**

**♦**Production volume in FY2014 : 48,000 BOED (\*)

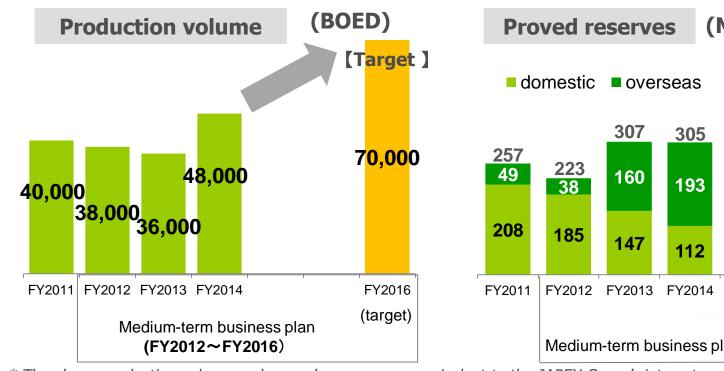
(\*) BOED: Barrels of Oil Equivalent per Day

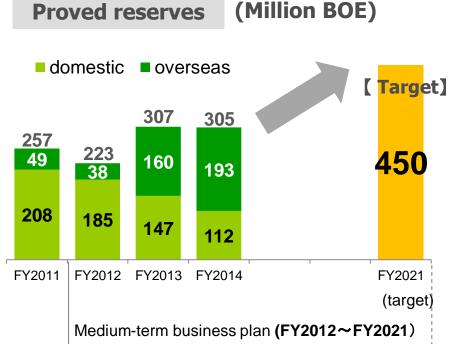
⇒Increased 32% YOY. Main reason was full year production of SODECO and Kangean TSB gas field.

#### ▶ Proved reserves at end of FY2014: 305 million BOE

⇒Decreased 1% YOY. Main reason was the increase by the acquisition of interest in Canadian natural gas development, despite the decline in domestic reserves.

Anticipate to achieve the medium-term targets by ensuring progress in the Canadian natural gas project, Canada oil sands expansion project and Garraf project of Iraq.





<sup>\*</sup> The above production volume and proved reserves are equivalent to the JAPEX Group's interest.



## 2.Consolidated Financial Results for the Six Months Ended September 30, 2014

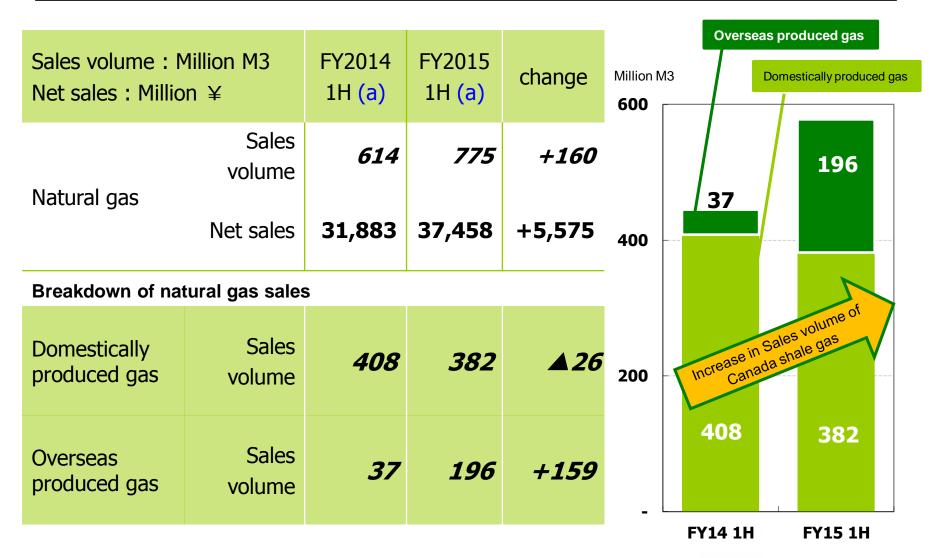
Executive Officer
Michiro Yamashita



## **Actual Financial Results for 1H FY2015 (Summary)**

| Billion ¥                              | FY2014<br>1H (a)   | FY2015<br>1H (e)<br>(May12 '14) | FY2015<br>1H (a) | change<br>vs Initial<br>Estimate<br>% | Billion<br>175 | Net Sales (left axis) 157.5                 |
|--|--|---------------------------------|------------------|---------------------------------------|----------------|---|
| Net Sales                              | 120.2  | 157.5                           | 146.8            | <b>▲</b> 6%                           | 150            | 146.8                                       |
| Operating income                       | 11.5   | 14.3                            | 15.1             | +5%                                   | 125            | 120.2                                       |
| Ordinary income                        | 19.9   | 20.1                            | 24.7             | +22%                                  | 125            | right axis Operating income Ordinary income |
| Net income                             | 15.8   | 13.5                            | 18.8             | +38%                                  | 100            | Net income                                  |
| JCC price<br>US\$/bbl                  | 108.53   | 100.00                          | 110.06           | -                                     | 75             | 20.1  |
| Exchange rate JP¥/US\$                 | 97.58  | 100.00                          | 102.13           |                                       | 50             | 14.3  |
| Bitumen price<br>CA\$/bbl              | 52.22  | 54.42                           | 58.93            |                                       | 50             | 11.5  |
| Exchange rate JP¥/CA\$                 | 94.01  | 95.00                           | 95.04            |                                       | 25             |   |
| ☐ Operating income + Ordinary income + | ce with initial es<br>\$10.6 billion<br>\$40.7 billion<br>\$40.7 billion Ecc<br>\$40.5 billion |                                 |                  | 3.8 billion                           | 0              | FY2014 1H(a) FY2015 1H(e) FY2015 1H(a)      |

## **Actual Sales of Natural Gas in 1H FY2015 (vs FY2014)**



Sales volume of "Domestically produced gas" stated herein does not include purchased gas. "Overseas produced gas" stated herein are amounts of Japex (U.S.) Corp. and JAPEX Montney Ltd., overseas consolidated subsidiaries.

## Actual Sales of Crude Oil in 1H FY2015 (vs FY2014)

| Sales volume<br>Net sales : M | : Thousand KL<br>illion ¥ | FY2014<br>1H(a) | cha    |         |
|-------------------------------|---------------------------|-----------------|--------|---------|
| Crude oil:                    | Sales volume              | 877             | 1,107  | +230    |
| Crude oii.                    | Net sales                 | 53,919          | 73,500 | +19,581 |

#### Breakdown of equity oil

| Domestically        | Sales volume | 188    | 190    | +2         |
|---------------------|--------------|--------|--------|------------|
| produced crude oil: | Net sales    | 12,828 | 13,768 | +940       |
| Overseas subsidiary | Sales volume | 8      | 273    | +265       |
| crude oil:          | Net sales    | 478    | 18,568 | +18,090    |
| Bitumen:            | Sales volume | 165    | 152    | <b>▲13</b> |
| bitumen.            | Net sales    | 5,110  | 5,382  | +272       |

Rise in sales price

Commencement of sales of crude oil from Garraf oil field

Rise in sales price

#### Oil price and Exchange rate assumptions

| JCC price     | US\$/bbl   | 108.53       | 110.06       | +1.53 |
|---------------|------------|--------------|--------------|-------|
| Exchange rate | JP¥ / US\$ | 97.58        | 102.13       | +4.55 |
| Bitumen price | CA\$/bbl   | <i>52.22</i> | <i>58.93</i> | +6.71 |
| Exchange rate | JP¥ / CA\$ | 94.01        | <i>95.04</i> | +1.03 |

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 3 overseas subsidiaries (Japex (U.S.) Corp., JAPEX Montney Ltd. and Japex Garraf Ltd.).

## **Actual Financial Results for 1H FY2015 (vs FY2014)**

| [ Million ¥]                    | FY2014  | FY2015  | Change        | Causes of increase(+) or decrease(▲)   |
|---------------------------------|---------|---------|---------------|--|
| [ 141111011 + ]                 | 1H(a)   | 1H(a)   | Change        | Gross profit   |
| Net sales                       | 120,281 | 146,850 | +26,568       | Domestic crude oil and natural gas ▲¥0.8billion  |
| Gross profit                    | 32,161  | 34,515  | +2,354        | Overseas consolidated subsidiaries +¥3.5 billion   |
| Exploration expenses            | 5,723   | 3,260   | <b>▲2,463</b> | Fundamentian aumanaa   |
| SG&A expenses                   | 14,893  | 16,143  | +1,250        | Exploration expenses  Domestic exploration +3.0billion  Overseas exploration ▲0.5billion |
| Operating income                | 11,543  | 15,110  | +3,567        |  |
| Non-operating income (expenses) | 8,358   | 9,625   | +1,267        | Non-operating income (expenses)  Share of profit of entities accounted                   |
| Ordinary income                 | 19,902  | 24,736  | +4,834        | for using equity method +¥3.1 billion  Provision for loss in                             |
| Extraordinary income (losses)   | 2       | 13      | +11           | overseas investment  |
| Income taxes                    | 3,983   | 4,781   | +798          |  |
| Minority interests in income    | 38      | 1,095   | +1,057        |  |
| Net income                      | 15,883  | 18,873  | +2,990        |  |

## 3.Revised Full Year Estimates for the Fiscal Year Ending March 31, 2015

Executive Officer
Michiro Yamashita



### **Revised Estimates in FY2015 (Summary)**

| [Billion ¥]            | Initial<br>Estimate<br>Full <mark>(e)</mark><br>May12'14 | Revised<br>Estimate<br>Full(e)<br>Nov.7'14 | chan               | Change<br>ge VS Initial<br>Estimat (% | Billion ¥ | Net Sales (le               | ft axis) | 324.3                     | Billion¥ |
|------------------------|--|--|--------------------|---------------------------------------|-----------|-----------------------------|----------|---------------------------|----------|
| Net Sales              | 323.6  | 324  | .3 +0              | ).7 <sub>+0%</sub>                    |           |                             |          | <b>324.3</b><br><b>—■</b> |          |
| Operating income       | 33.0   | 34   | <mark>.6</mark> +1 | L.6 <sub>+4%</sub>                    | 300.0     | right axis Operating        | j income |                           | 50.0     |
| Ordinary income        | 41.4   | 48   | .8 +7              | <b>7.3</b> +17%                       |           | Ordinary  Net incon         |          | 48.8                      |          |
| Net income             | 27.3   | 35   | .3 +7              | <b>7.9</b> +29%                       | 250.0     | 41.4                        |          |                           | 40.0     |
| JCC price US\$/bbl     | 100.00   | 101.2                                      | 27 +               | 1.27                                  |           |                             | 24.6     | 35.3                      |          |
| Exchange rate JP¥/US\$ | 100.00   | 103.4                                      | <b>43</b> +        | 3.43                                  | 200.0     | 33.0                        | 34.6     | 3313                      | 30.0     |
| Bitumen price CA\$/bbl | 54.15  | 58.1                                       | L6 <sub>+</sub>    | 4.01                                  | 150.0     | _                           | 27.3     |                           | 20.0     |
| Exchange rate JP¥/CA\$ | 95.00  | 95.0                                       | 00                 | _                                     |           |                             |          |                           |          |
| Revised Estimate       | 1Q (a)   | 2Q (a)                                     | 3Q (e)             | 4Q (e)                                | 100.0     | -                           |          |                           | 10.0     |
| JCC price US\$/bbl     | 109.51   |  | 100.00             | 85.00                                 |           |                             |          |                           |          |
| Bitumen price CA\$/bbl | 56.57  | 61.84                                      | 55.83              | 59.27                                 | 50.0      | Initial estim<br>(e)Mar.12' |          | sed estimate<br>)Nov.7'14 | 0.0      |

Main points of difference with initial estimate causes of increase(+) or  $decrease(\blacktriangle)$ 

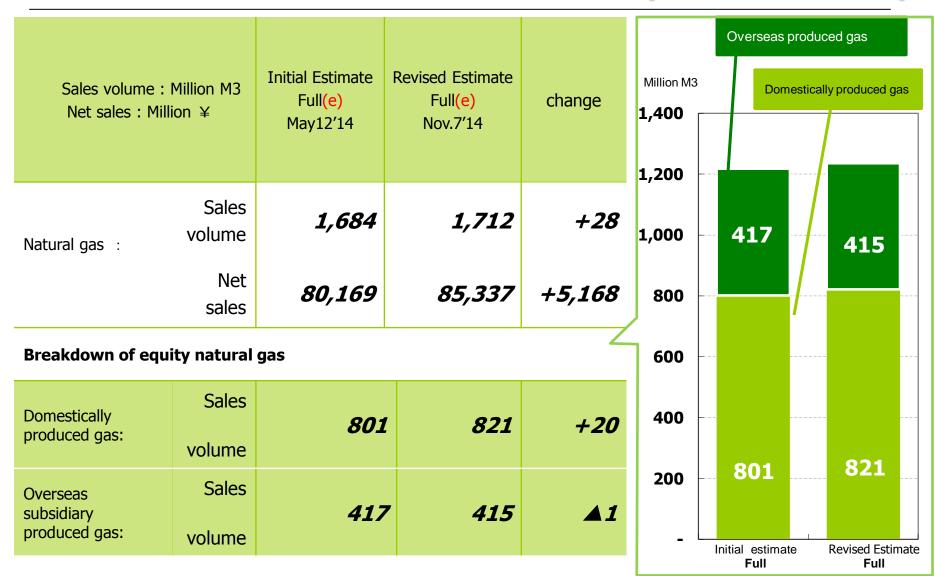
□Operating income +¥1.6 billion Gross profit +¥2.3 billion, Exploration expenses ▲¥0.8 billion

□ Ordinary income +¥7.3 billion Share of profit of entities accounted for using equity method +¥6.2 billion

□Net income +¥7.9 billion



#### **Revised Estimated Natural Gas Sales in FY2015 (vs Initial Estimate)**



Sales volume of "Domestically produced gas" stated herein does not include purchased gas. "Overseas produced gas" stated herein are amounts of Japex (U.S.) Corp. and JAPEX Montney Ltd., overseas consolidated subsidiaries.

#### **Revised Estimated Crude Oil Sales in FY2015 (vs FY2015)**

| Sales volume : Tho<br>Net sales : Millio | Initial Estimate Full(e) May12'14       | Revised Estimate<br>Full(e)<br>Nov.7'14 | change       |                |  |  |  |  |  |
|--|---|---|--------------|----------------|--|--|--|--|--|
| Crude oil:                               | Sales volume                            | 2,695                                   | <i>2,517</i> | <b>▲</b> 178   |  |  |  |  |  |
| Crude oii:                               | Net sales                               | 158,248                                 | 152,258      | <b>▲</b> 5,990 |  |  |  |  |  |
| Breakdown of equity oil                  |   |   |              |                |  |  |  |  |  |
| Domestically produced                    | Sales volume                            | 391                                     | 378          | <b>▲13</b>     |  |  |  |  |  |
| crude oil:                               | Net sales                               | 25,176                                  | 25,524       | +348           |  |  |  |  |  |
| Overseas subsidiary                      | Sales volume                            | 1,223                                   | 1,059        | <b>▲</b> 164   |  |  |  |  |  |
| crude oil:                               | Net sales                               | 73,948                                  | 63,496       | ▲10,452        |  |  |  |  |  |
| Diameter.                                | Sales volume                            | 330                                     | 330          | +0             |  |  |  |  |  |
| Bitumen:                                 | Net sales                               | 10,666                                  | 11,471       | +805           |  |  |  |  |  |
| Oil price and Exchange ra                | Oil price and Exchange rate assumptions |   |              |                |  |  |  |  |  |
| JCC price                                | US\$/bbl                                | 100.00                                  | 101.27       | +1.27          |  |  |  |  |  |
| Exchange rate JP¥/US\$                   |   | 100.00                                  | 103.43       | +3.43          |  |  |  |  |  |
| Bitumen price                            | CA\$/bbl                                | 54.15                                   | 58.16        | +4.01          |  |  |  |  |  |
| Exchange rate                            | JP¥/CA\$                                | 95.00                                   | 95.00        | _              |  |  |  |  |  |

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 3 overseas subsidiaries (Japex (U.S.) Corp., JAPEX Montney Ltd. and Japex Garraf Ltd.).

## Revised Estimate for FY2015 (vs Initial Estimate)

| Million ¥                          | Initial Estimate<br>Full <mark>(e)</mark><br>May12'14 | Revised Estimate<br>Full(e)<br>Nov.7'14 | change              | Causes of increase(+) or decrease(▲)  Gross profit  Domestic crude oil and natural gas |
|------------------------------------|---|---|---------------------|--|
| Net sales                          | 323,633   | 324,378                                 | +745                | +¥1.3billion  Overseas consolidated subsidiaries                                       |
| <b>Gross profit</b>                | 70,611  | 72,981                                  | +2,371              | +¥0.8billion   |
| Exploration expenses SG&A expenses | 3,892<br>33,642                                       | 4,712<br>33,588                         | +820<br><b>▲</b> 54 | Exploration expenses  Domestic exploration ▲¥0.5billion                                |
| Operating income                   | 33,077  | 34,681                                  | +1,605              | Overseas exploration ▲¥0.3billion  |
| Non-operating income               | 8,393   | 14,138                                  | +5,745              | Non-operating income (losses)  |
| Ordinary income                    | 41,469  | 48,819                                  | +7,350              | Equity in earnings +¥6.2billion Allowance for overseas                                 |
| Extraordinary income               | ▲1  | ▲10                                     | <b>▲</b> 9          | investment loss ▲¥0.6billion   |
| Income taxes                       | 12,195  | 11,000                                  | ▲1,195              |  |
| Minority interests in income       | 1,895   | 2,436                                   | +541                |  |
| Net income                         | 27,379  | 35,374                                  | +7,996              | MOEY   |

### **Revised Estimated Natural Gas Sales in FY2015 (vs FY2014)**

| Sales volume : M<br>Net sales: Millior |                 | FY 2014<br>Full(a) | FY 2015 Revised Estimate Full(e) Nov.7'14 | Change     | Million M3<br>1,400<br>1,200 | Overseas produced gas Sales volume  Domestically produced gas Sales volume |
|--|-----------------|--------------------|---|------------|------------------------------|--|
| Natural                                | Sales<br>volume | 1,418              | 1,712                                     | +293       | 1,000                        | 167  |
| gas                                    | Net sales       | 71,584             | 85,337                                    | +13,753    | 800                          | Increase in Sales Volume of Canada Shale gas                               |
| Breakdown o                            | of equity r     | natural gas        |   |            | 600                          | share  |
| Domestically produced gas              | Sales<br>Volume | <i>853</i>         | 821                                       | <b>▲33</b> | 400                          | 853 821  |
| Overseas<br>produced<br>gas            | Sales<br>volume | <i>167</i>         | 415                                       | +248       | 200                          | FY2014 FY2015<br>Full(a) Full(e)   |

Sales volume of "Domestically produced gas" stated herein does not include purchased gas. "Overseas produced gas" stated herein are amounts of Japex (U.S.) Corp. and JAPEX Montney Ltd., overseas consolidated subsidiaries.

#### Revised estimated crude oil sales in FY2015 (vs FY2014)

| Sales volume: Thousand sales: Million Yen | KL Net          | FY 2014<br>Full(a) | FY 2015<br>Revised Estimate Full(e)<br>Nov.7'14 | Change<br>(VS FY2014) |
|---|-----------------|--------------------|---|-----------------------|
| Crude oil:                                | Sales volume    | 1,902              | <i>2,517</i>                                    | +615                  |
| Crude oii.                                | Net sales       | 119,370            | 152,258   | +32,887               |
| Breakdown of equity oil                   |                 |                    |   |                       |
| Domestically produced                     | Sales volume    | 390                | <i>378</i>                                      | <b>▲12</b>            |
| crude oil                                 | Net sales       | 27,391             | 25,524  | <b>▲1,868</b>         |
| Overses subsidism                         | Sales volume    | 280                | 1,059   | +779                  |
| Overseas subsidiary produced crude oil    | Net sales       | 18,070             | 63,496  | +45,426               |
| Dihaman                                   | Sales volume    | 342                | 330   | <b>▲13</b>            |
| Bitumen                                   | Net sales       | 10,962             | 11,471  | +509                  |
| Oil price and Exchange r                  | ate assumptions |                    |   |                       |
| JCC price                                 | US\$/bbl        | 110.51             | <i>101.27</i>                                   | <b>▲</b> 9.24         |
| Exchange rate                             | JP¥/US\$        | 99.31              | <i>103.43</i>                                   | +4.12                 |
| Bitumen                                   | CA\$/bb         | <i>51.67</i>       | <i>58.16</i>                                    | +6.49                 |
| Exchange rate                             | JP¥/CA\$        | 98.42              | 95.00   | <b>▲3.42</b>          |

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 FY2015 (vs FY2014)**

| Million ¥                    | FY 2014<br>Full(a) | FY 2015 Revised Estimate Full(e) Nov.7'14 | change                      |
|------------------------------|--------------------|---|-----------------------------|
| Net sales                    | 276,588            | 324,378                                   | +47,789                     |
| Gross profit                 | 66,127             | 72,981                                    | +6,853                      |
| <b>Exploration expenses</b>  | 9,800              | 4,712                                     | <b>▲</b> 5,088              |
| SG&A expenses                | 31,692             | 33,588                                    | +1,895                      |
| Operating income             | 24,634             | 34,681                                    | +10,047                     |
| Non-operating income         | 19,255             | 14,138                                    | <b>▲</b> 5,117 <sup>∠</sup> |
| Ordinary income              | 43,889             | 48,819                                    | +4,930                      |
| Extraordinary income         | ▲8,305             | ▲10                                       | +8,296                      |
| Income taxes                 | 5,566              | 11,000                                    | +5,433                      |
| Minority interests in income | 1,002              | 2,436                                     | +1,433                      |
| Net income                   | 29,015             | 35,374                                    | +6,359                      |

Causes of increase(+) or decrease(▲)

#### **Gross profit**

Domestic crude oil and natural gas +¥1.6billion Overseas consolidated

subsidiaries +¥5.4billion

**Exploration expenses** 

#### Non-operating income (losses)

Share of profit of entities accounted for using equity method ▲¥2.6 billion

Provision for loss in

overseas investment ▲¥0.7 billion

other ▲ ¥1.3 billion

#### **Extraordinary income**

Impairment loss for the business assets for production operation of Yufutsu oil & gas field +¥7.9billion



#### Crude oil Price and Exchange Rate Assumptions and Impact on Profits [3Q-4Q]

|                  |          | FY2014 |        |          | FY2015  |         |         |         |                        |
|------------------|----------|--------|--------|----------|---------|---------|---------|---------|------------------------|
|                  |          | 1H (a) | 2H (a) | 1Q-4Q(a) | 1stQ(a) | 2ndQ(a) | 3rdQ(e) | 4thQ(e) | 1Q-4Q <mark>(e)</mark> |
| JCC price        | US\$/bbl | 108.53 | 112.33 | 110.51   | 109.51  | 110.70  | 100.00  | 85.00   | 101.27                 |
| Exchange<br>rate | JP¥/US\$ | 97.58  | 100.84 | 99.31    | 102.27  | 101.96  | 105.00  | 105.00  | 103.43                 |
| Bitumen price    | CA\$/bbl | 52.22  | 51.16  | 51.67    | 56.57   | 61.84   | 55.83   | 59.27   | 58.16                  |
| Exchange<br>rate | JP¥/CA\$ | 94.01  | 98.42  | 98.42    | 93.17   | 95.04   | 98.04   | 95.00   | 95.00                  |

Evohange rate

140 Million Yen

Rituman (4th())

70 Million Yen

| <b>Assumption</b> | JCC price               | exchange rate         | Bitumen (4thQ)                         |
|-------------------|-------------------------|-----------------------|--|
| [3Q-4Q]           | US\$ 92.43/bbl          | 105.00JP¥/US\$        | CA\$ 59.27/bbl<br>( 95.00 JP¥/CA\$ )   |
| Impact on         | US\$ 1 /bbl increase in | A weakening in        | CAD 1/bbl increase in                  |
| <b>Profits</b>    | crude oil prices would  | Yen 1/US\$ would push | bitumen prices would                   |
| [3Q-4Q]           | push profits up by      | profits up by         | push profits up by                     |
| Operating income  | 190 Million Yen         | 300 Million Yen       | (1.11 Million CA\$)<br>110 Million Yen |
|                   |                         |                       | (0.71 Million CA\$)                    |

1CC price

140 Million Yen

**Net income** 

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.