# Summary of FY2008 Third Quarter Earnings Results Presentation



Electric Power Development Co., Ltd.

January 30, 2009

The English version is a translation of the original Japanese version.

Please note that if there is any discrepancy, the Japanese version will take priority.

# Forward Looking Statements Disclaimer



The following contains statements that constitute forward-looking statements, plans for the future, management targets, etc. relating to the Company and/or the J-POWER group. These are based on current assumptions of future events, and there exist possibilities that such assumptions are objectively incorrect and actual results may differ from those in the statements as a result of various factors.

Furthermore, information and data other than those concerning the Company and its subsidiaries/affiliates are quoted from public information, and the Company has not verified and will not warrant its accuracy or dependency.

#### XDisplay of Figures

Amounts less than 100 million yen and electric power sales volume less than 100 million kWh shown in the consolidated financial data have been rounded down. Consequently, the sum of the individual amounts may not necessarily agree with figures shown in total columns.

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# I. Summary of FY2008 Third Quarter Earnings Results

# Consolidated: Key Points Regarding FY2008 Third Quarter Earnings Results



- In addition to increased repair expenses mainly due to periodic inspections of thermal power plants, the rate reductions in hydroelectric and transmission (from Sep. 2007) also had an impact across the full year. Nevertheless, operating income and ordinary income still rose, mainly due to the abatement of fuel costs caused by receipt of undelivered portions of coal procured during the previous fiscal year, as well as elimination of the impacts of heavy congestion at loading ports during the previous fiscal year.
- Net income fell due to booking of valuation losses on securities (extraordinary loss), etc.

## **Summary of Third Quarter Earnings Results (consolidated)**

			(Unit: ¥100 million)			
	FY2008	FY2007	Year-on-ye	ear change		
	3rd Quarter (AprDec.)	3rd Quarter (AprDec.)	i Decrea			
Operating Revenues	5,444	4,430	1,013	22.9%		
Operating Income	650	559	90	16.2%		
Ordinary Income	542	517	25	4.8%		
Net Income	294	350	-56	-16.1%		

# [Year-on-Year Comparison – Main Factors for Change]



### Operating Income (+9.0B yen)

#### **Factors of increase**

- Elimination of the impacts of rise in fuel procurement costs that had resulted from heavy congestion at loading ports during the previous fiscal year
- Abatement in fuel cost: stored coal at the beginning of the period, receipt of undelivered portions of coal procured during the previous fiscal year, an improvement in heavy congestion at loading ports and others

#### **Factors of decrease**

Increase in repair expenses: increase in periodic inspections of thermal power plants (about 510 days⇒ about 700 days in total),

increase in reservoir maintenance cost for hydroelectric power

Full-year effect of rate reductions for hydroelectric and transmission (from Sep. 2007)

### Ordinary Income (+2.5B yen)

#### **Non-Operating Factors**

Reactionary decline from sale of wind power generation business in Spain, and others

## Net Income (-5.6B yen)

#### **Factor of increase**

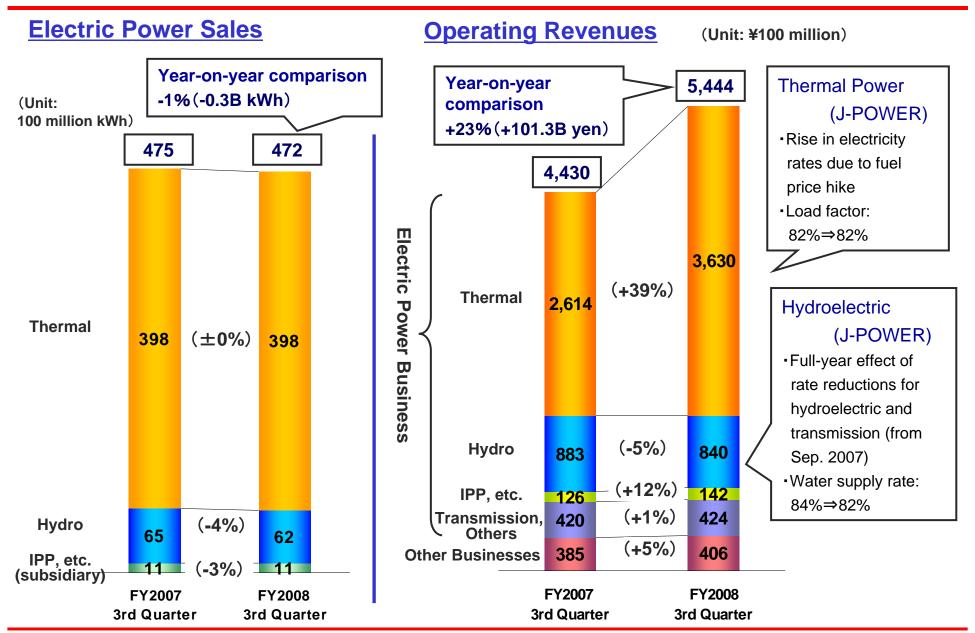
Extraordinary income resulting from the reacquisition of the headquarters' building and land

#### **Factor of decrease**

Extraordinary loss resulting from the valuation loss on securities

# Consolidated: Electric Power Sales and Operating Revenues





# Consolidated: Revenue / Expenditure Comparison **/ POWER**



				(Onit: +100 minor)
	FY2008	FY2007	Year-on-year	
	3rd Quarter	3rd Quarter	change Increase/	Main factors for change
	(AprDec.)		Decrease	
Operating Revenues	5,444	4,430	1,013	
		,		Rise in fuel prices, rate reductions for hydroelectric and
Electric utility	5,038	4,044	993	· · · · · · · · · · · · · · · · · · ·
Other business	406	385	20	Increase in coal sales
Operating Expenses	4,793	3,870	922	
Electric utility	4,358	3,465	892	
Personnel expenses	262	227	35	Increase in retirement allowance costs
Fuel cost	2,110	1,433	677	Rise in fuel prices
				Increase in maintenance requirements for thermal power plants (periodic inspections, etc.), increase in reservoir
Repair expense	376	216	160	maintenance cost for hydroelectric power
Outsourcing expenses	209	210	-0	
Depreciation / amortization	781	822	-41	Progress in depreciation
				Mainly due to increase in removal costs of equipments,
Other	617	556	61	increase in waste treatment expenses
Other businesses	435	404	30	Increase in cost of sales due to higher sales volume
Operating Income	650	559	90	
Non-operating Revenues	119	160	-41	
Equity income of affiliates	75	75	0	
				Reactionary decline from sale of wind power generation
Other	43	85	-41	business in Spain
Non-operating expenses	227	202	24	<u> </u>
Interest expenses	170	171	-1	
Other	56	30	26	Increase in miscellaneous expenses
Ordinary Income	542	517	25	

## **Consolidated: Cash Flow**



- Despite an increase in capital investment on power plant facilities such as the Isogo New No. 2 Power Plant, and a reacquisition of the headquarters' land and building, with the collection of existing investment amounts from the transfer of a power plant development site, expenses for investing activities fell compared to the same period in the year prior. Free cash flow increased by 61.2 billion yen from the previous year, to 51.5 billion yen.
- As a result of scrutiny based on investment results to date, free cash flow for the full year is expected to be approximately 20.0 billion yen (initial forecast: approximately negative 20.0 billion yen)

				,
	FY2008	FY2007	Year-on-	Main Factors
	3nd Quarter	3nd Quarter	year	for Change
	(AprDec.)	(AprDec.)	Change	
				Mainly due to distribution resulted from reacquition of headquarters' building
Operating activities (A)	1,261	993	267	and land
				Mainly due to transfer of a development site, reacquisition of headquarters'
Investing activities (B)	-746	-1,090	344	building and land
Financing activities	-449	122	-572	Mainly due to buyback of shares
,				
Free Cash Flow (A+B)	515	-96	612	

# **Consolidated: Balance Sheet**



- Despite capital investment in power plants, including the Ohma Nuclear and the Isogo New No. 2, and the reacquisition of headquarters' building and land, noncurrent assets were down compared to the end of FY2007 due to progress in depreciation and the transfer of a development site
- Current assets increased compared to the end of the FY2007 as a result of such factors as an increase in accounts receivables accompanying an increase in thermal electricity rate
- Shareholders' equity ratio was down (23.2%⇒19.9%) from the end of FY2007 due mainly to the effects of share buyback

		FY2008 End of 3Q	FY2007 As of March 31	change from prior year end Incr./Decr.	Main Factors for Change
	Noncurrent assets	18,482	18,643	-160	
	Electric utility plant				Mainly due to progress in depreciation, reacquisition of
	and equipment	12,461	12,654	-193	headquarters' building and land, etc.
	Other noncurrent assets	380	402	-21	
Assets	Construction in progress	3,081	3,274	-192	Transfer of a development site, Ohma Nuclear, Isogo New No.2 and others
ě	Nuclear fuel	276	103	173	Procurement of enriched uranium
G	Investments				Mainly due to increase in investment on overseas power
	and other assets	2,282	2,208	74	generation business
					Mainly due to increase in accounts receivable-trade and
	Current assets	1,851	1,487	364	inventories (coal)
_	Total	20,334	20,131	203	
Lia	Interest-bearing debt	14,548	14,238	309	Mainly due to increase in corporate bonds and short-term loans
Liabilities	Others	1,729	1,211	518	Mainly due to increase in accounts payable-other
ties	Total	16,278	15,450	828	
Net	Minority interests	17	17	0	
Ass	Shareholders' equity	4,038	4,663	-625	Mainly due to buyback of shares, effect of valuation and translation adjustments
ets	Total	4,056	4,681	-624	
Grand Total		20,334	20,131	203	
D/	E ratio (x)	3.6	3.1		
	areholders' equity ratio	19.9%	23.2%		



# II. Summary of FY2008 Earnings Forecast

# **Consolidated: FY2008 Earnings Forecast**



- The Full-year Earnings Forecast was revised mainly based on the results for Third Quarter (October to December)
- While an abatement in fuel costs is expected given the favorable status of coal procurement, accounting for effects of the stock market and the foreign exchange rate, as well as the increase in reservoir maintenance costs for hydroelectric plants, will result in a downgraded forecast for income
  - ✓ Stock market ⇒ Amortization of the actuarial difference in retirement benefits Valuation losses on securities (extraordinary loss)
  - ✓ Foreign exchange rate ⇒ Equity income of overseas power generation business

### **FY2008 Consolidated Earnings Forecast**

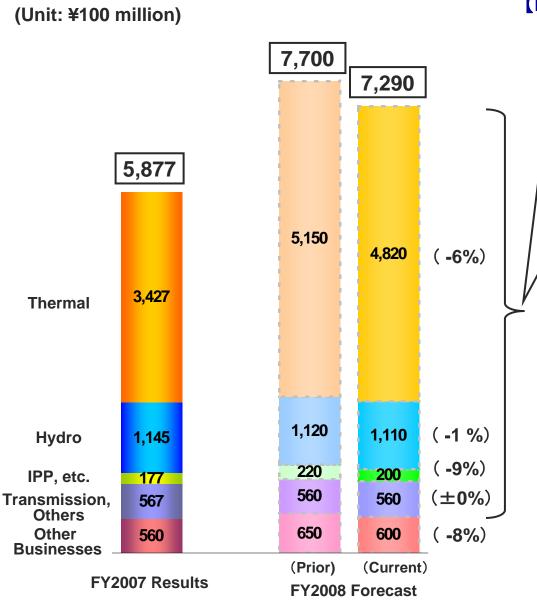
			(	<u> </u>
	FY2	8008	FY2007	Comparison with the prior full-year forecast
	Forecast (Current) (Prior)		Full-year Result	Increase/ Decrease
<b>Operating Revenues</b>	7,290	7,700	5,877	-410
Operating Income	620	680	507	-60
Ordinary Income	430	500	428	-70
Net Income	210	420	293	-210

FY2008 Dividends Forecast								
Interim ¥35								
Year End	¥35 (E)							
Annual	¥70 (E)							

<sup>\*</sup>The Prior Earnings Forecast was the revised earnings forecast released on October 31, 2008

# **Consolidated Forecast: Operating Revenues**





#### [Main factors for change from prior forecast]

# Electric Power Business: -36.0B yen (-5%)

#### [Thermal Power (J-POWER) -33.0B yen]

A reduction in electricity rates due to the drop in fuel costs effected by a higher yen

[Assumed exchange rate]

1Q-3Q actual: 103 yen/ US\$, 4Q forecast: about 91 yen/ US\$

 Decrease in sales of electric power volume (Load factor: 84% ⇒ 81%)

#### [Hydroelectric (J-POWER) -1.0B yen]

 Decrease due to lower water flow (Water supply rate: 89% ⇒ 84%)

[Forecast of Electric Power Sales] (Unit: 100 million kWh)

orecast of Electric Lower Gales (Since 100 Hillion RVIII)									
	Prior	Current	Inc./Decr. (%)						
Hydroelectric	87	82	-5 ( -6%)						
Thermal Power	546	530	-16 ( -3% )						
PP, etc.(subsidiaries)	17	16	-1 ( -6%)						
Total	651	628	-22 ( -3% )						

#### [Revenue sensitivities]

- 1% change in load factor of thermal
  ⇒about 4.0B yen effect on operating revenues
- •1% change in water supply rate
  - ⇒about 0.2B yen effect on operating revenues

<sup>\*</sup>The Prior Earnings Forecast was the revised earnings forecast released on October 31, 2008

# [Year-on-Year Comparison – Main Factors for Change] **POWER**



				(Unit: ¥1	100 million)	
			Forecast (Current)	Forecast (Prior)		Prior Forecast ⇒ Current Forecast
FY2	007 C	Ordinary Income (results)(a)	428 Incr./ Decr.	428 Incr./ Decr.	Change in amount	Main Factors for Change
		Elimination of impact of rise in fuel procurement costs	+130	+130	0	
Main	Factor	Abatement of fuel cost	+200	+100	+100	Decrease in procurement risks (mainly due to improvement in heavy congestion at loading ports)
	S	Increase in profits from subsidiaries	+20	+20	0	
Factors for	for Operatin	Increase(▼) / decrease(+) in personnel expenses (amortization of the actuarial difference in retirement benefits)	▼30	+40	<b>▼</b> 70	Culculated by the current market price as of the end of Dec. 2008 ··· (*)
~	ng incon	Full-year impact of the rate reductions for hydroelectric and transmission (from Sep. 2007)	<b>▼</b> 30	▼30	0	
ear-on-year	ne	Increase in facilities maintenance costs	▼180	▼100	▼80	Increase in reservoir maintenance cost for hydroelectric power plants, etc.
/eai		Improvement of warter supply rate	0	+10	▼10	Water supply rate forecast: 89%⇒84%
· Change	Non-operating factors	Increase in equity income of overseas power generation business	▼20	+10	▼30	Impact by the foreign exchange rate (culculated by the exchange rate as of the end of Dec. 2008)
ıge	n-operating factors	Other non-operating items	▼90	▼110	+20	Elimination of valuation losses on securities booked in 2Q (re-posted as extraordinary loss), etc.
	Year-on-year change Total(b)		+2	+72		
	•					
FY2	008 O	ordinary Income (full-year forecast)(c)=(a)+(b)	430	500	<b>▼</b> 70	
	Extraordinary income (distribution resulted from reacquisition of headquarters' building and land)		+120	+120	0	
(d)	Extr	aordinary Loss	▼160	0	▼160	Valuation losses on securities (culculated by the current market price as of the end of Dec. 2008) $\cdots$ (*)
	Inco	me Taxes, Others	▼180	▼200	+20	
FY2	008 N	let Income (full-year forecast)(c)+(d)	210	420	▼210	

<sup>(\*)</sup> As amortization of the actuarial difference in retirement benefits and valuation losses on securities will be fixed by the current market price as of the end of March 2009, they may vary depending on the market value.



# **APPENDIX**

#### XDisplay of Figures

Figures for yen amounts, electric power sales volume shown in the consolidated financial data are rounded down to the nearest unit. Consequently, the sum of the individual amounts may not necessarily agree with the figures shown in total columns.

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# The Present Circumstances of Isogo New No.2 Construction Plan



- Construction is progressing as planned [93% completed (as of the end of December, 2008)]
- Test runs commencing in January, targeting commencement of operations in July 2009

## Outline of the Project

Construction Site	Yokohama City, Kanagawa Prefecture
Start of Construction	October 2005
Start of Operation	July 2009 (planned)
Capacity	600 MW (Total capacity of units No.1 & 2: 1,200 MW)
Fuel	Coal
Characteristics	Steam conditions: Ultra Super Critical  Main steam pressure: 25Mpa Main steam temperature: 600°C Reheat steam temperature: 620°C  ⇒Achieve world-top-class efficiency (thermal efficiency)



#### Customers

Tokyo EPCO, Tohoku EPCO

# The Present Circumstances of Overseas Power Generation Business



- As of December 31, 2008, in 6 country/ regions, 21 projects are in operation, 2 projects are under construction
- Given the effects of exchange rates, equity income in full year is expected to be around 7.5 billion year

# Main results in the Third Quarter Period

#### Asia

 Oct. 2008: Conclusion of long-term Power Purchase Agreement for two new gas thermal power generation projects planned in Thailand

Samet Tai

Output: 1.6GW (800MW × 2 units)

Commencement of operation: 2013 (planned)

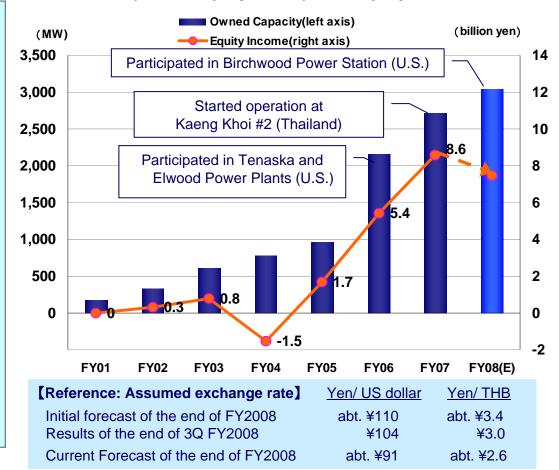
Nong Saeng

Output: 1.6GW (800MW × 2 units)

Commencement of operation: 2014 (planned)

- United States
- Dec. 2008: Acquisition of equity interest in three eastern U.S. Gas-fired Power Plants
  - > Pinelawn Power (80MW, 50%)
  - > Equus Power (48MW, 50%)
  - > Fluvanna Power (885MW, 15%)

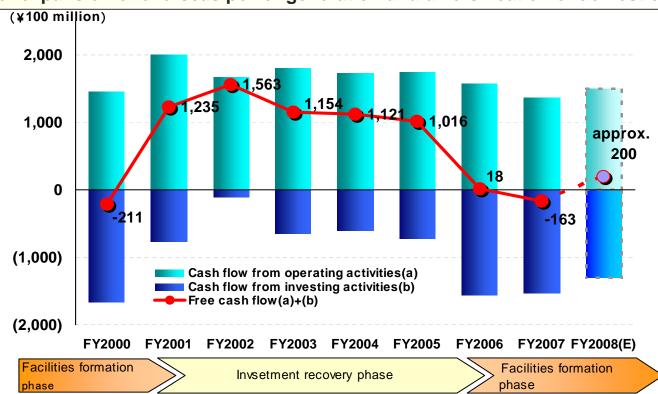
# Capacity of Overseas Facilities in Operation (On an equity basis) and Equity Income



# **Consolidated: Cash Flow Forecast**



- Completed one major facilities investment cycle in FY2001, free cash flow thereafter running at about the 100 B yen level.
- After FY2006, entered facilities formation phase for sustainable growth, cash flow is expected to remain tight.
  - Steady progress with construction of the Ohma Nuclear and the Isogo New No. 2 plants
  - Comprehensive upgrades of Tagokura hydro power plant, Takasago thermal power plant refurbishment, other investments to enhance value of existing facilities
  - •Further expansion of overseas power generation and diversification of domestic business



# Wholesale Electric Power Business: Monthly Electricity Sales (Thermal Power)



Apr.2007 - Mar.2008 Results (Cumulative)

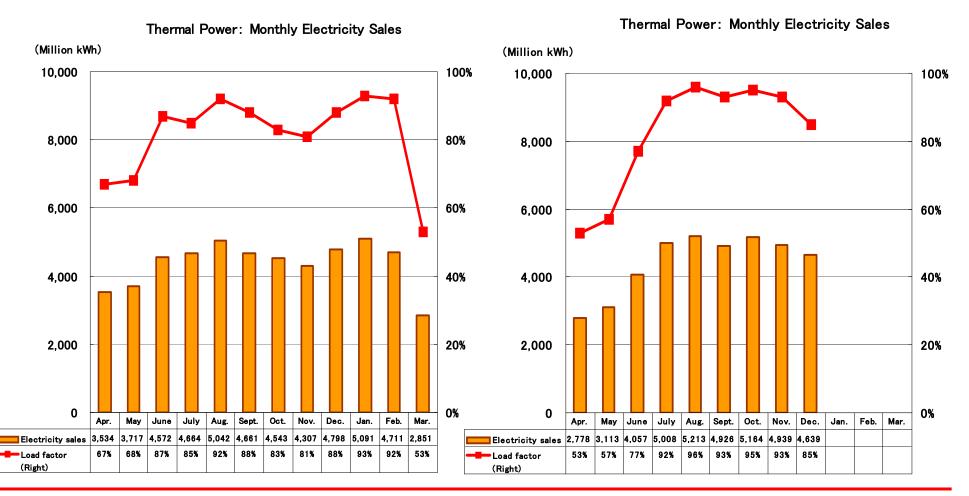
Load factor  $\Rightarrow$  81 %

Electricity sales ⇒ 52.4B kWh

Apr.2008 - Dec.2008 Results (Cumulative)

Load factor ⇒ 82 %

Electricity sales ⇒ 39.8B kWh



# Wholesale Electric Power Business: Monthly Electricity Sales (Hydroelectric Power)



Apr.2007 - Mar.2008 Results (Cumulative)

Water supply rate ⇒ 85 %

Electricity sales ⇒ 8.2B kWh

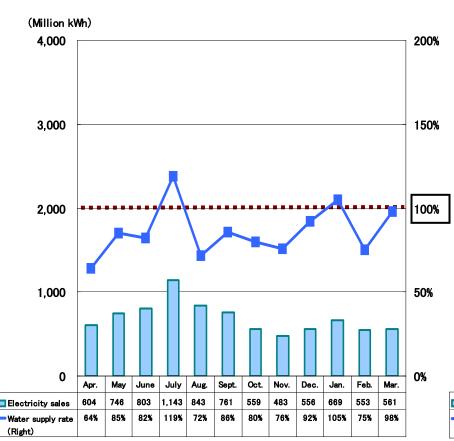
Apr.2008 - Dec.2008 Results (Cumulative)

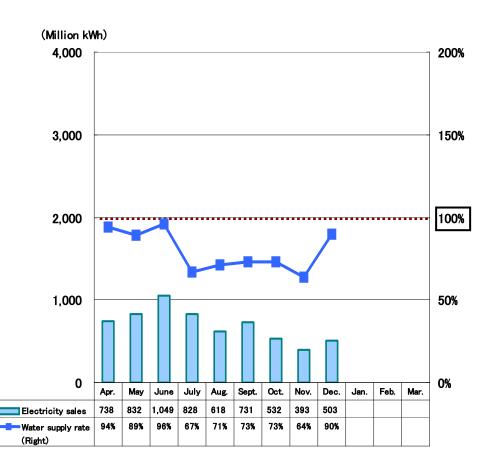
Water supply rate ⇒ 82 %

Electricity sales ⇒ 6.2B kWh

Hydroelectric Power: Monthly Electricity Sales

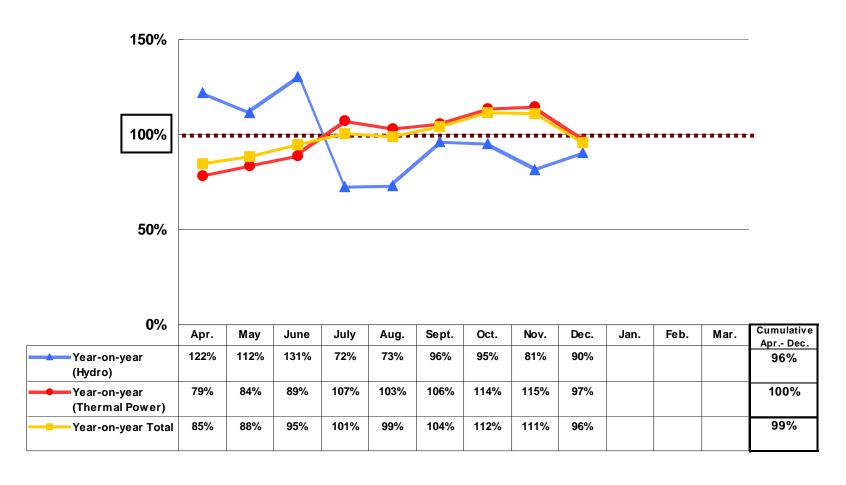
Hydroelectric Power: Monthly Electricity Sales







#### **Year-on-year Comparison of Monthly Electricity Sales: Thermal Power and Hydroelectric Power**



## Other Electric Power Businesses: Monthly Electricity Sales



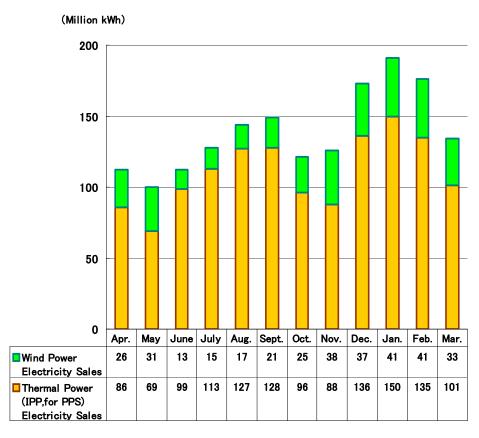
Other Electric Power Businesses (IPP, for PPS, Wind Power):

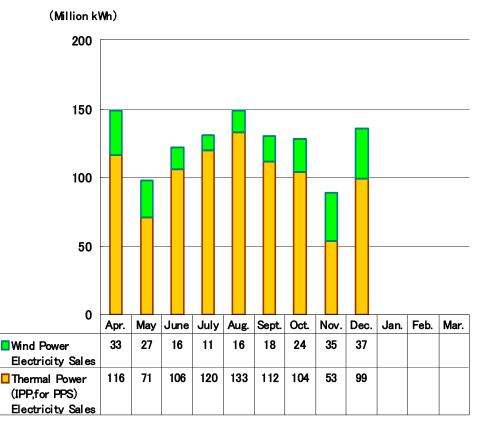
Total Electricity Sales
(Cumulative Apr.2007 - Mar.2008)

⇒ 1.6B kWh

Total Electricity Sales
(Cumulative Apr.2008 - Dec.2008)

⇒ 1.1B kWh





Note: Does not take proportion of equity holdings into account

# Major Financial Data: Consolidated



	FY2004	FY2005	FY2006	FY2007	FY2007 3Q	FY2008 3Q
«PL»						
Operating revenues	5,943	6,219	5,732	5,877	4,430	5,444
(EBITDA) <i>※1</i>	2,372	2,364	2,002	1,657	1,416	1,470
Operating income	1,118	1,014	771	507	559	650
Ordinary income	570	679	555	428	517	542
Net income	355	435	351	293	350	294
«BS»						
Shareholder's equity	3,913	4,330	4,611	4,663	4,771	4,038
Assets	20,216	19,646	19,997	20,131	20,045	20,334
Interest-bearing debt	14,980	14,082	14,215	14,238	14,184	14,548
«CF»						
Cash flows from operating activities	1,726	1,739	1,572	1,362	993	1,261
Cash flows from investing activities	-605	-723	-1,554	-1,52 <u>5</u>	-1,090	-746
Cash flows from financing activities	-1,117	-1,036	-21	171	122	-449
FCF <i>※2</i>	1,120	1,016	18	-162	-96	515
<u>Depreciation</u>	1,253	1,350	1,230	1,150	856	819
Capital expenditures	509	608	907	1,220	915	1,300
<u>《</u> Group Employees》 <i>※</i> 3	5,925	5,868	6,494	6,524		

<sup>※1</sup> EBITDA = Operating income + Depreciation

X2 FCF = Cash flow from operating activities + Cash flow from investing activities

<sup>3</sup> All subsidiaries were made consolidated subsidiaries in FY2006, which became a primal cause of year-on-year increase in FY2006.

# **Key Ratios and Primary Data**



【 Key ratios: Consolidated】	FY2004	FY2005	FY2006	FY2007	FY2007 3Q	FY2008 3Q
Ordinary Income/Operating Revenues(%)	9.6%	10.9%	9.7%	7.3%	11.7%	10.0%
Shareholders' equity ratio(%)	19.4%	22.0%	23.1%	23.2%	23.8%	19.9%
D/E ratio	3.8	3.3	3.1	3.1	3.0	3.6
ROE(%) <i>%1</i>	9.5%	10.6%	7.9%	6.3%		
ROA(%) <i>%2</i>	2.8%	3.4%	2.8%	2.1%	_	
EPS(¥)	255.01	260.76 <i>※3</i>	211.14	175.99	210.50	180.32
BPS(¥)	2,818.04	2,598.90 <i>%3</i>	2,768.95	2,800.18	2,864.72	2,691.40

X1:ROE=Consolidated current net income / The average of consolidated shareholders' equity at the beginning and the end of the period

These figures are calculated based on the assumption that the said stock split was carried out at the beginning of that year.

【 Primary data 】	FY2004	FY2005	FY2006	FY2007	FY2007 3Q	FY2008 3Q
Coal:						
Amount purchase (10 thousand ton)	1,968	2,135	1,890	2,074	_	<u> </u>
Load factor of coal-fired thermal power plants (%)	77%	84%	75%	81%	82%	82%
Water supply rate (%)	118%	90%	112%	85%	84%	82%
Australian coal price (FOB, US\$) 💥1	45.0	52.5 <b>~</b> 54.0	52.0 <b>~</b> 53.0	55.0 <b>~</b> 56.0	55.0 <b>~</b> 56.0	125.0
Average Exchange rate (¥/US\$) ※2	108	113	117	114	117	103

X1 : Reference price

<sup>32:</sup>ROA=Consolidated ordinary income / The average of consolidated total assets at the beginning and the end of the period

X3: Effective March 1,2006, we carried out a 1.2-for-1 stock split.

**<sup>※</sup>**2:TTM

# Electric Power Sales and Revenues, Generation Capacity: Consolidated Power



	FY2004	FY2005	FY2006	FY2007	FY2007 3Q	FY2008 3Q
Electric power sales (million kWh)						
Wholesale electric power business	60,517	62,626	58,672	60,786	46,347	46,069
Hydroelectric	11,172	8,582	10,633	8,287	6,502	6,227
Thermal	49,344	54,044	48,039	52,499	39,844	39,842
Other electric power business	965	1,701	1,657	1,682	1,175	1,138
Total	61,482	64,328	60,329	62,469	47,522	47,208
Electric power revenues (100 million yen)						
Wholesale electric power business	4,763	4,950	4,500	4,572	3,497	4,471
Hydroelectric	1,371	1,268	1,234	1,145	883	840
Thermal	3,392	3,682	3,265	3,427	2,614	3,630
Other electric power business	86	164	168	177	126	142
Transmission	611	582	551	549	410	415
Total	5,462	5,698	5,220	5,299	4,035	5,029
Generation capacity (MW)						
Wholesale electric power business	16,375.0	16,375.0	16,380.0	16,380.0	16,380.0	16,385.0
Hydroelectric	8,550.5	8,550.5	8,555.5	8,555.5	8,555.5	8,560.5
Thermal	7,824.5	7,824.5	7,824.5	7,824.5	7,824.5	7,824.5
Other electric power business	374.9	494.5	560.5	560.5	560.5	560.5
Total	16,749.9	16,869.5	16,940.5	16,940.5	16,940.5	16,945.5

# **Revenues and Expenses : Consolidated**



	FY2004	FY2005	FY2006	FY2007	FY2007 3Q	FY2008 3Q
Operating revenues	5,943	6,219	5,732	5,877	4,430	5,444
Electric power operating revenues	5,479	5,731	5,237	5,317	4,044	5,038
Other operating revenues	464	487	494	560	385	406
Operating expenses	4,824	5,204	4,961	5,370	3,870	4,793
Electric power operating expenses	4,316	4,697	4,444	4,778	3,465	4,358
Personnel expenses	337	212	272	377	227	262
Fuel cost	1,166	1,608	1,498	1,915	1,433	2,110
Repair expense	474	387	411	304	216	376
Outsourcing expenses	340	314	317	302	210	209
Depreciation and amortization cost	1,220	1,315	1,185	1,103	822	781
Others	778	859	758	774	556	617
Other operating expenses	508	507	516	591	404	435
Operating income	1,118	1,014	771	507	559	650
Non-operating revenues	38	76	130	215	160	119
Non-operating expenses	586	411	346	293	202	227
Interest expenses	508	357	225	227	171	170
Others	77	54	120	66	30	56
Ordinary income	570	679	555	428	517	542



Electric Power Development Co., Ltd.

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