



Investors Meeting for FY2011 Financial Results

The Chugoku Electric Power Co., Inc.

May 12 , 2011

In this presentation, the term “Fiscal Year 2011” describes the period which ended March, 2011.

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(In Relation to the Great East Japan Earthquake)**
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I. Measures for a Stable Power Supply

(In Relation to the Great East Japan Earthquake)

Measures for Stable Nuclear Power Operations

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- ◆ As the Great East Japan Earthquake increases the demands from society for safe nuclear power, Chugoku Electric Power (CEP) is steadily implementing disaster countermeasures based on newly obtained knowledge and taking measures towards stable operations and the recovery of confidence among the local community, in addition to measures initiated last year aimed at improving management (countermeasures to prevent the recurrence of inspection deficiencies).

Countermeasures to prevent the recurrence of inspection deficiencies

- Enhance quality management system
- Enhance activities to foment a culture of safety

Tsunami countermeasures

- Implement countermeasures based on the Fukushima accident to prevent Tsunami damage/injury from the reactor core/spent fuel even if the key functions are completely disabled.
 - ✓ Short-term countermeasures
 - ✓ Medium- and long-term countermeasures

Ensure safety through both operations and facilities
Attain a stable energy supply through stable nuclear power operations

Short-term Countermeasures for Tsunami

- ◆ Receive instructions from the Ministry of Economy, Trade and Industry, and implement emergency safety countermeasures based on the Fukushima accident.
- ◆ May 6: Nuclear and Industrial Safety Agency checks the adequacy of CEP countermeasures (short/medium and long term).
- ◆ All the emergency countermeasures listed below have been completely implemented for the Shimane Unit No. 2 (currently operating). Measures, except for some, have been implemented for Unit No. 1 (currently undergoing scheduled inspection). All short-term countermeasures are scheduled to be completed by the end of May.

Objective		Main Countermeasures	Implementation Status	
			Unit no.1	Unit no.2
Counter-measures for Complete power outage	Power source	➤ Ensure high-voltage generator vehicles	Done	Done
		➤ Ensure means for fuel servicing of generators		
	Cooling functions	➤ Ensure equipment for containment vents		
		➤ Ensure means for substitute coolant injection		
Inundation within structures			Target: May 2011	

*Similar countermeasures to be implemented for Unit No. 3 (under construction).

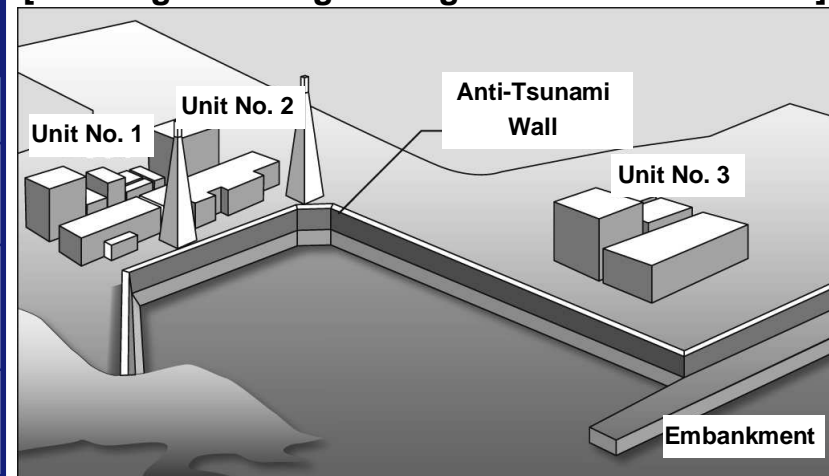
Medium- and Long-term Countermeasures for Tsunami

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- ◆ Medium- and long-term measures to further improve public confidence include improving facilities to ensure minimum tsunami damage and further enhancement of substitute functions for main facilities.
- ◆ Properly apply new knowledge gained in the future to ensure operations that give safety the top priority.

Objectives/Main Measures	Implementation Period
Strengthen facilities to minimize tsunami damage	
➤ Prevent inundation of sea-water pump area	FY2012
➤ Prevent inundation of buildings	FY 2013
➤ Strengthen anti-tsunami wall	Approx. 2 years
Further enhancement of substitute functions for main facilities	
➤ Addition of emergency generator located on high ground (40 m)	Current year
➤ Ensure spare/substitute parts for ocean-water pumps	Current year

[Drawing of Strengthening of Anti-Tsunami Wall]



[Emergency Generator]



Measures to Improve the Safety of Nuclear Power (Each Unit)

- ◆ Improve safety facilities, such as tsunami countermeasures, together with the current scheduled inspection of Unit No. 1
- ◆ Implement tsunami countermeasures for Unit No. 3 (under construction) similar to Units No. 1 and 2. Move steadily forward with preparations to initiate operations of the unit.
- ◆ Thoroughly implement all required countermeasures and strive to recover public confidence.

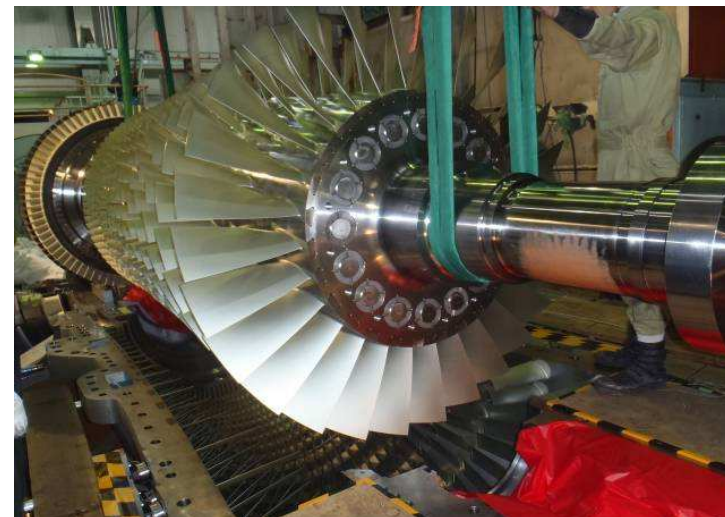
Status of Each Unit		Required Measures
Shimane		➤ medium- and long-term countermeasures
Unit No. 1	Currently undergoing 29 th scheduled inspection	<ul style="list-style-type: none"> ➤ Emergency safety countermeasures (short-term countermeasures) ➤ Soundness evaluation for recycling piping in reactor
Unit No. 2	Currently in operation	➤ Short-term countermeasures have been completely implemented.
Unit No. 3	Under construction Construction progress: 93.2% (end of March 2011)	<ul style="list-style-type: none"> ➤ Emergency safety countermeasures (short-term countermeasures) ➤ Response to failure of control rod drive mechanism
Kaminoseki	In construction preparation	➤ Activities to understand issues related to CEP earthquake/tsunami countermeasures

- ◆ Continue measures to improve environmental consideration/efficiency of thermal power for the purpose of diversification of fuel and a stable supply of power.
- ◆ Achieve high efficiency of LNG thermal power by upgrading gas turbines.

Overview of upgrade work for Yanai Power Station

	Before upgrade	After upgrade
Combustion temp.	1,104 °c	1,250 °c
Generation efficiency	43.3 %	47.4 %
Reduction of CO ₂ emissions	▲ Approx. 200,000 t/year (after upgrade)	
Construction period	June 2013 (scheduled)	

[Gas Turbine Installation]

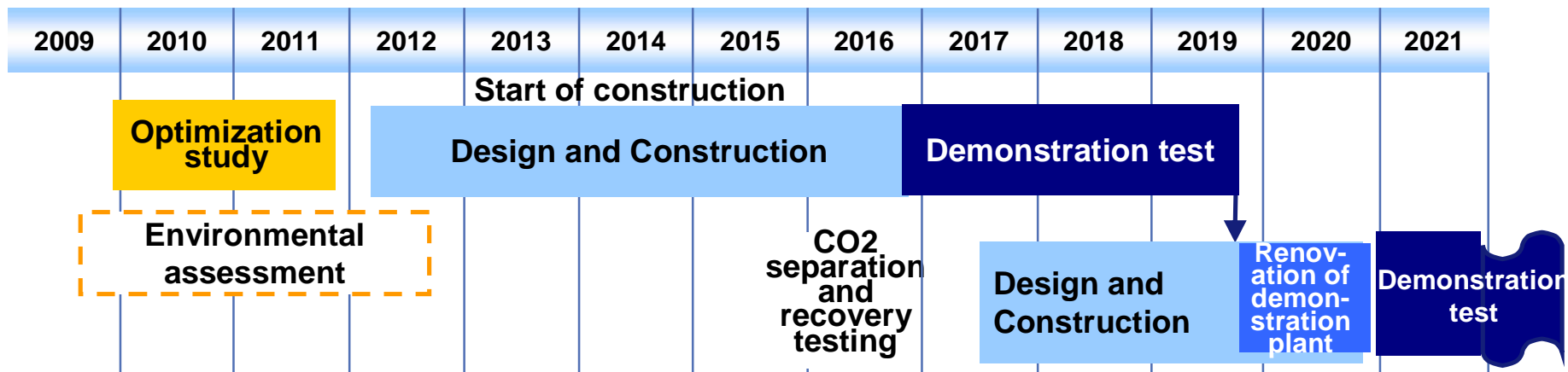


- ◆ Promote the development of coal thermal power technology that provides an even higher level of efficiency and is environmentally considerate.

Development of Technology for Coal Gasification

In addition to air-blown IGCC measures implemented in all power generation fields, CEP has established the Osaki CoolGen Corp. together with J-Power as the main entity for finally achieving IGFC*. After oxygen-blown IGCC demonstration testing was completed, measures were also implemented for application testing of CO2 separation/recovery technology.

*Integrated Coal Gasification Fuel Cell Combined Cycle



- ◆ CEP is implementing measures to continually expand the efficient use of energy, such as recommending highly efficient energy devices, corresponding to the needs of all customers regarding "energy conservation/reduced CO2/reduced costs", as well as performing PR activities regarding methods to optimize electricity usage.

Main Measures

- Recommendation of high efficiency devices in line with needs of customers
- PR activities regarding methods to optimize electricity use
- Energy Diagnosis Service (Business/Industrial use)
 - ✓ Measure and study energy consumption of customers' facilities, and provide suggestions such as how to improve facilities operation.

**Business-use
EcoCute***



**Hydrothermal
EcoCute***

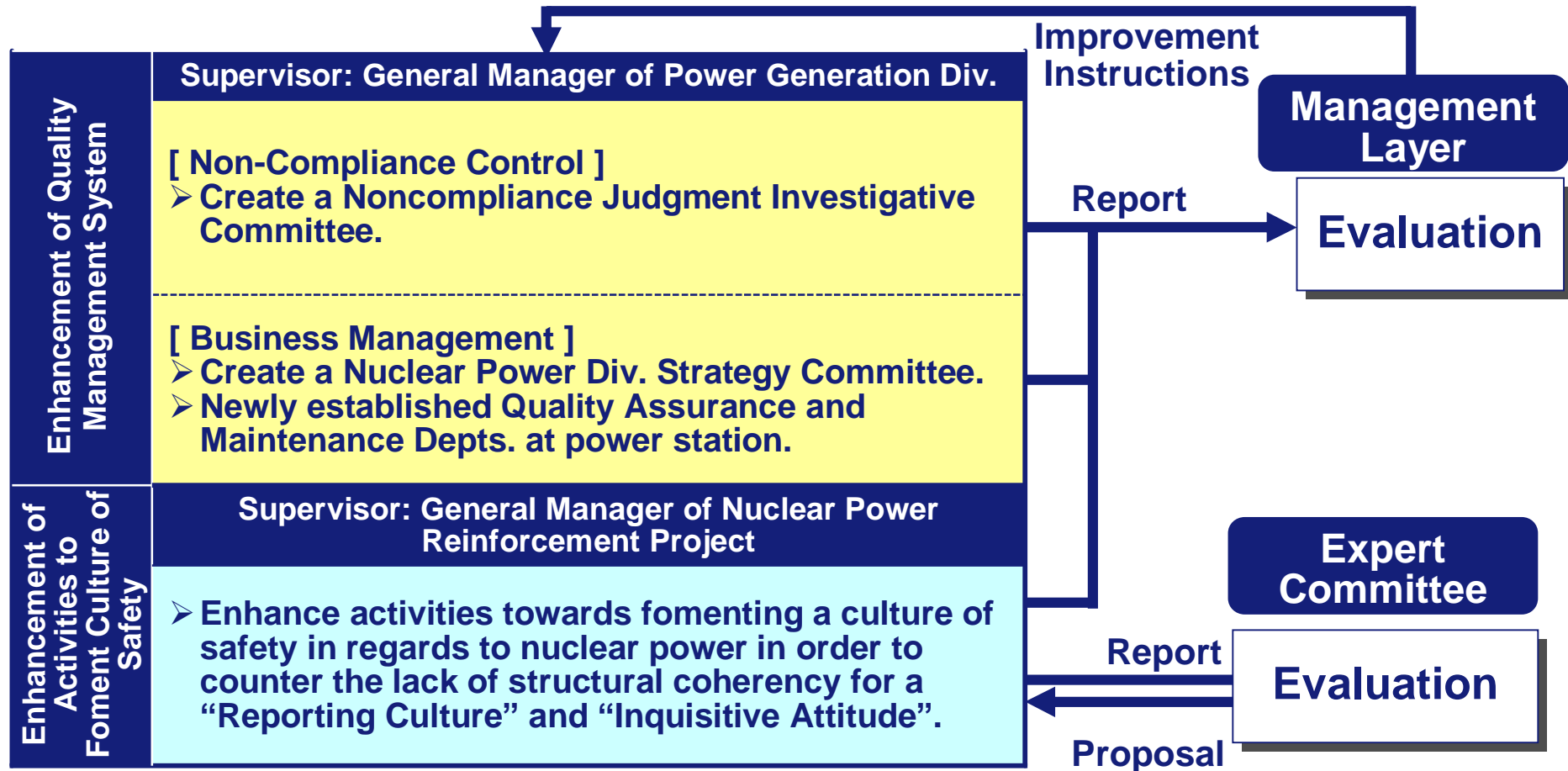


***The efficient and economical
water heater**

(Reference)

Embedding of Recurrence Prevention Measures for inspection deficiencies

◆ We will constantly apply the PDCA cycle to continuously check the implementation status of such measures.

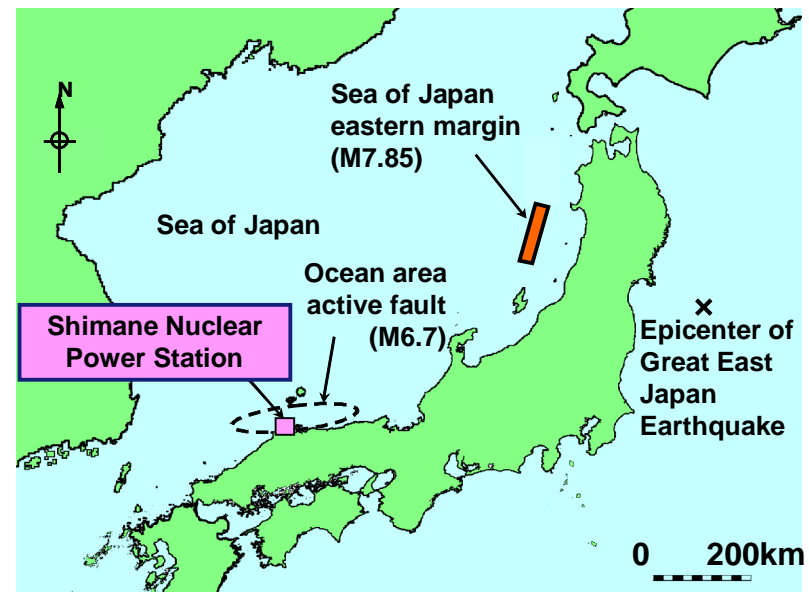


Tsunami Evaluation of Shimane Nuclear Power Station

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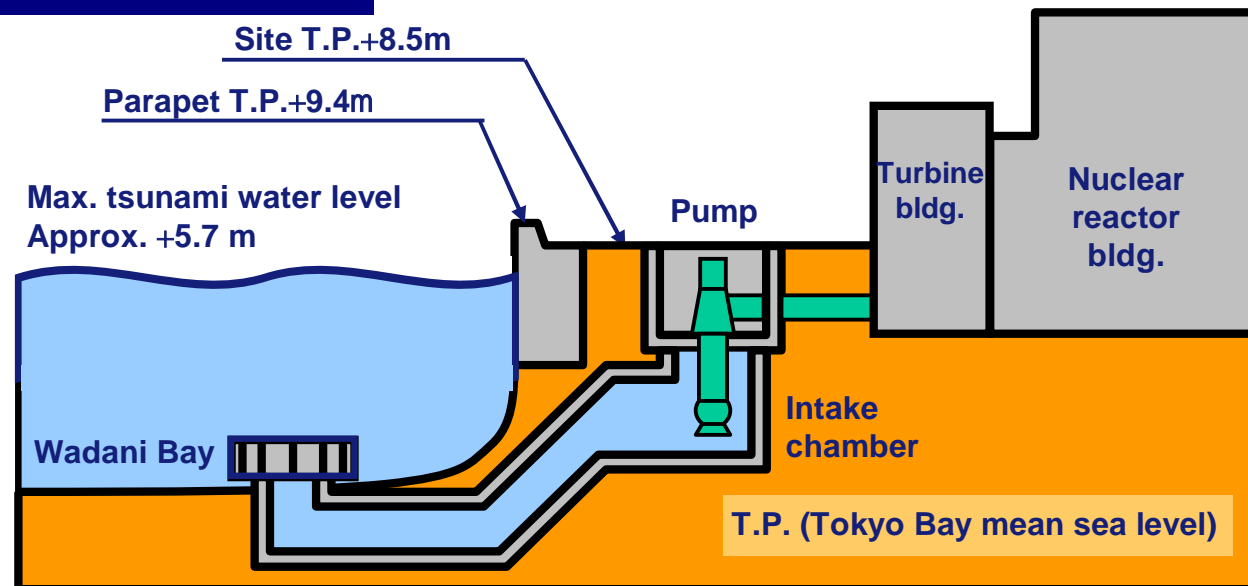
Tsunamis Subject to Evaluation

- Based on concepts provided by tsunami evaluation technology (Japan Society of Civil Engineers), the evaluation was performed by applying simulation analysis to maximum-class tsunamis by hypothesizing one from an ocean-area active fault and another in the eastern margin of the Sea of Japan
- Although the Great East Japan Earthquake and Tsunami was a massive earthquake that occurred at an ocean-trench plate boundary, there are no ocean-trench plate boundaries in the eastern margin of the Sea of Japan



Evaluation of Safety in Relation to a Tsunami

- A site elevation of T.P. +8.5 or more was used for a hypothesized maximum tsunami water level (earthquake hypothesized to occur in the eastern margin of the Sea of Japan) of approx. T.P. +5.7, such that it is thought there is a low possibility that the nuclear reactor facility would be damaged by a tsunami.



Emergency Safety Countermeasures (Short-Term Countermeasures)

- Building inundation-prevention countermeasures have been implemented by hypothesizing a rise in water level of T.P. +15 m due to a tsunami.

High-voltage generator vehicle (500 kVA, two vehicles)



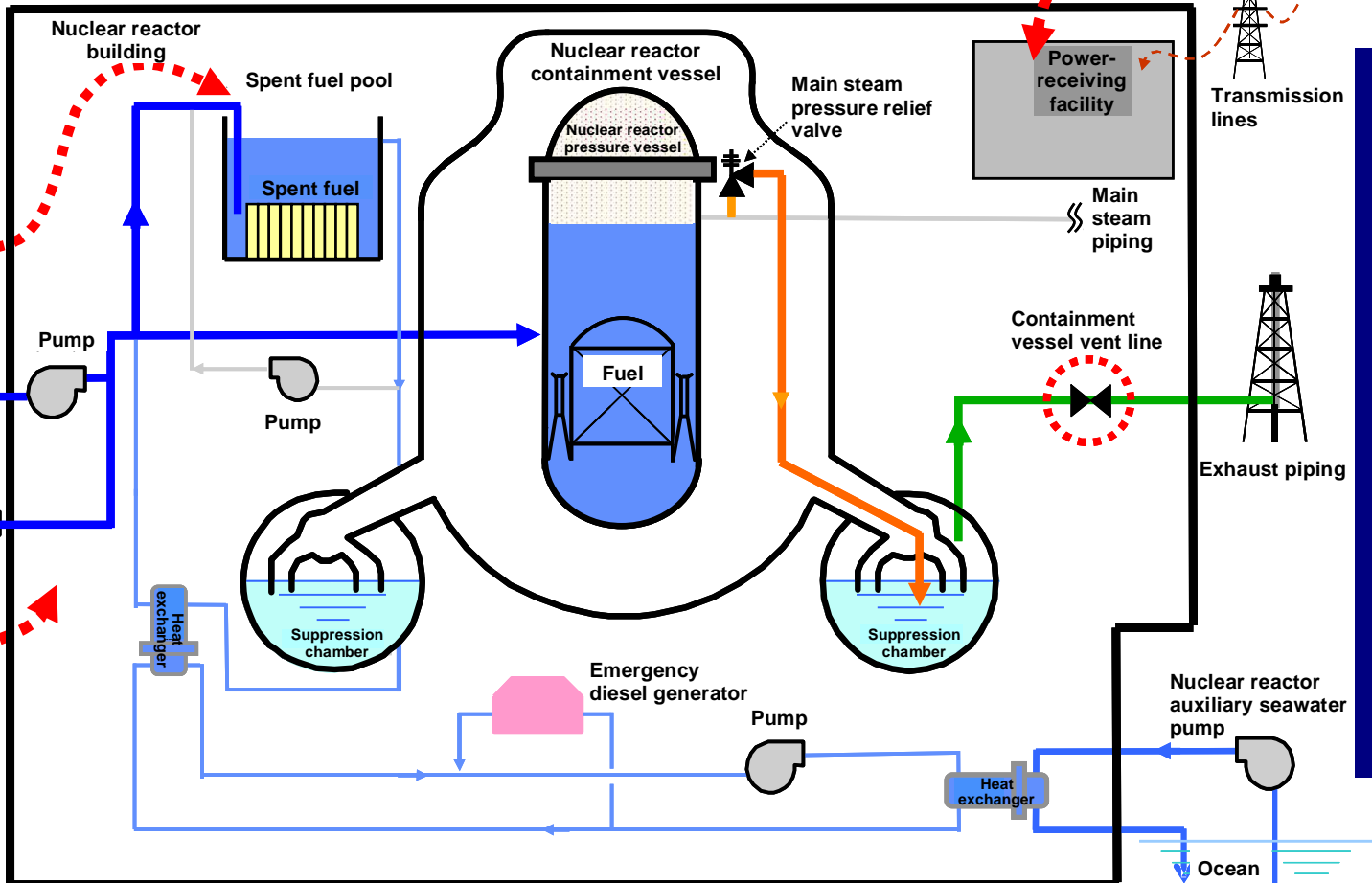
Ensure mobile generators using high-voltage generator vehicles

Inundation prevention countermeasures for entry/exit doors and similar locations

Ensure substitute coolant injection using firefighting pump vehicles



Ensure means for fuel servicing of generators



Ensure equipment for containment vents

Countermeasures to Further Improve Public Confidence (Medium- and Long-term Countermeasures)

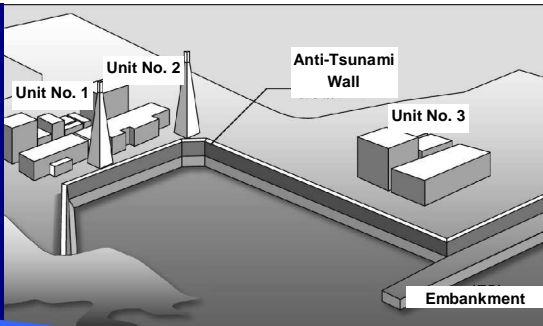
11

Facilities Improvement

Improve building inundation prevention countermeasures (such as replacement of doors with high water-tightness doors)

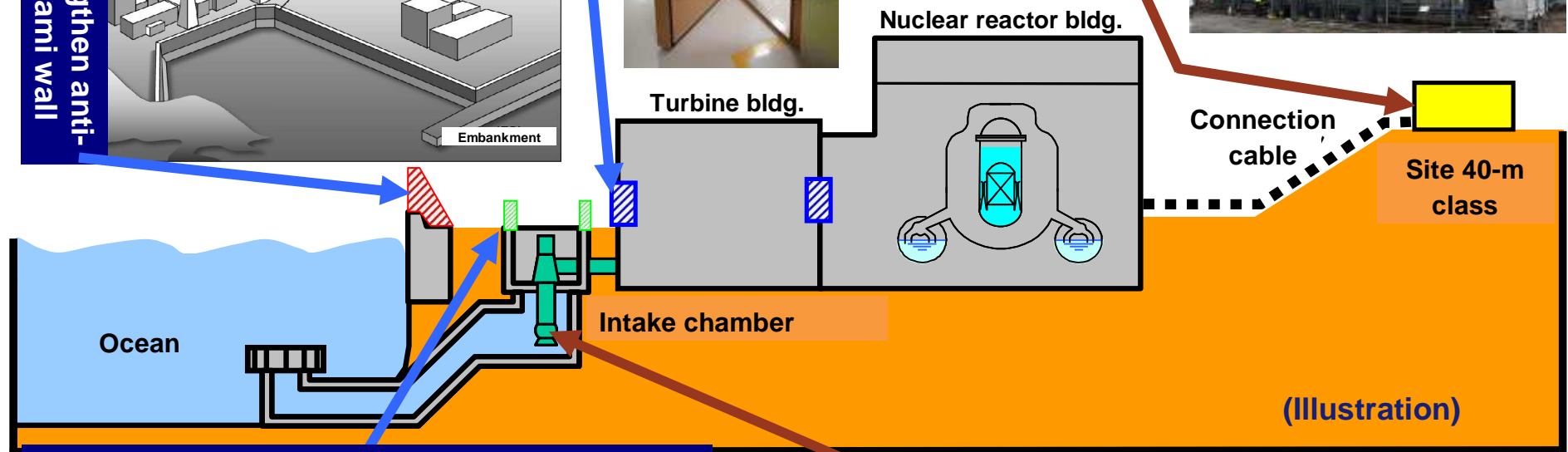


Strengthen anti-tsunami wall

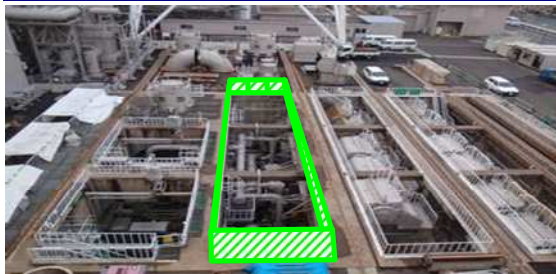


Enhance Substitute Functions

Addition of emergency generator located on high ground (40-m class)



Inundation prevention countermeasures for seawater pump area



Ensure spare/substitute parts for ocean-water pumps



. FY2011 Financial Results

FY2011 Financial Results Summary

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Consolidated

(billion yen)

	FY2011 (A)	FY2010 (B)	Difference (A-B)	Comparison (A/B)
Operating Revenue	1,094.2	1,038.4	55.8	105.4%
Operating Income	48.4	81.5	33.0	59.5%
Ordinary Income	23.8	58.0	34.1	41.1%
Net Income	1.7	31.0	29.2	5.8%

Rounded down to the hundred million yen

Non-consolidated

(billion yen)

	FY2011 (A)	FY2010 (B)	Difference (A-B)	Comparison (A/B)
Operating Revenue	1,028.8	972.7	56.0	105.8%
Operating Income	37.7	70.7	32.9	53.4%
Ordinary Income	14.7	45.2	30.4	32.7%
Net Income	3.0	22.5	25.5	-

Rounded down to the hundred million yen

Major Factors (Electricity sales)

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- ◆ Electricity sales were 62.4billion kWh for an 7.7% increase over the previous fiscal year.
- ◆ Lighting use also increased in comparison with the previous fiscal year due to reasons such as the increase in cooling demand.
- ◆ Large-scale electricity for manufacturing industry grew positively in “iron and steel” and “chemical” sectors to improve over the previous fiscal year.

Electricity sales Results (Use distinction) (billion kWh)

	FY2011 (A)	FY2010 (B)	Difference (A-B)	Comparison (A/B)
Total	62.40	57.91	4.49	107.7%
Other than Eligible Customers	22.56	21.13	1.43	106.8%
Lighting	19.86	18.55	1.31	107.1%
Low Voltage	2.70	2.58	0.12	104.7%
Eligible Customers ()	39.84	36.78	3.06	108.3%
Commercial	11.62	11.14	0.48	104.3%
Industrial (Large-scale)	28.22 (23.68)	25.64 (21.34)	2.58 (2.34)	110.0% (111.0%)

Eligible Customers: Demand for special high-tension or high-tension power reception with contracted power that is, in general, 50 kW or more.

<Reference> Average monthly temperature (Hiroshima city)

	2010										2011		
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Spt.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
FY2011	9.1	13.0	18.5	23.3	27.2	30.3	26.2	19.2	12.0	7.3	2.9	6.6	7.2
Difference from previous year	0.6	2.1	1.3	0.0	1.4	2.8	2.0	0.7	0.7	0.1	2.3	1.0	1.9
Difference from average year	0.1	1.6	0.4	0.5	0.3	2.4	2.3	1.2	0.3	0.2	2.4	0.9	1.8

Major Factors (Supply Capacity)

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- ◆ Hydropower of CEP increased over the previous fiscal year due to an increased water flow.
- ◆ Thermal power of CEP and Other companies increased due to the stoppage of nuclear power generation, increased demand and other reasons.
- ◆ Nuclear power generation decreased in comparison with the fiscal previous year due to the stoppage of operations.

		Unit	FY2011 (A)	FY2010 (B)	Difference (A-B)
Supply Capacity	Own Facilities	(Water Flow Rate)			
	Hydroelectric	billion kWh	3.33	2.98	0.35
	Thermal	billion kWh	39.61	33.23	6.38
	(Capacity Factor)	%	(20.3)	(85.5)	(65.2)
	Nuclear	billion kWh	2.28	9.58	7.30
	Purchased Power	billion kWh	23.16	18.48	4.68
	Interchanged Power	billion kWh	0.85	0.02	0.83
Pumping Use	billion kWh	0.92	0.69	0.23	
Total		billion kWh	68.31	63.60	4.71
Fuel	Exchange Rate (Inter Bank)	¥ / \$	86	93	7
	Crude Oil Prices (All Japan CIF)	\$ / b	84.1	69.4	14.7
	Foreign Coal Prices (All Japan CIF)	\$ / t	113.9	97.9	16.0

<Reference>
Financial impact
(sensitivity)
billion yen

		FY2011	FY2010
Exchange Rate	(¥/\$)	3.6	2.5
Crude Oil Prices (All Japan CIF)	(\$ / b)	2.6	1.6
Water Flow Rate	(%)	0.4	0.4
Nuclear Capacity Factor	(%)	1.2	1.1

[Non-consolidated] Income Statement (1/3)

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Revenue

(billion yen)

	FY2011 (A)	FY2010 (B)	Difference (A-B)	Breakdown
Ordinary Revenue	1,040.2	983.8	56.3	
Operating Revenue	1,028.8	972.7	56.0	
Electricity Sales	955.5	913.5	42.0	Increase in electricity sales + 70.7 Decrease in revenue units 28.7
Lighting	400.7	381.5	19.1	
Commercial & Industrial	554.8	531.9	22.8	
Sales to Other Companies etc.	73.2	59.1	14.0	Increase in incidental businesses + 7.0 Increase in sales to other companies + 6.0
Other Revenues	11.4	11.0	0.3	

Rounded down to the hundred million yen

【 Non-consolidated 】 Income Statement (2/3)

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Expense

(billion yen)

	FY2011 (A)	FY2010 (B)	Difference (A-B)	Breakdown
Ordinary Expense	1,025.4	938.5	86.8	
Operating Expense	991.0	902.0	89.0	
Personnel	106.7	112.4	5.6	Decrease in retirement allowances 5.9
Material	454.5	345.0	109.5	Decrease in capacity factor of nuclear power plant + 78.2
Fuel	254.4	194.8	59.5	Higher CIF price + 55.8
Purchased Power	200.1	150.2	49.9	Increase in electricity sales + 52.0
Maintenance	90.1	103.9	13.8	Increase in capacity factor of coal power plant 43.5
Depreciation	115.5	119.2	3.7	Higher yen rate 25.2
Nuclear Power Back- end	7.6	14.8	7.1	Decrease in Thermal 16.3
Other Expenses	216.4	206.4	9.9	Decrease caused by progress in the depreciation
Interests	26.1	27.9	1.8	Decrease in Nuclear Power Operating Result
Other Expenses	8.2	8.5	0.3	Increase in incidental businesses expense + 6.8

Rounded down to the hundred million yen.

[Non-consolidated] Income Statement (3/3)

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Income, etc.

(billion yen)

	FY2011 (A)	FY2010 (B)	Difference (A-B)	Breakdown
Operating Income	37.7	70.7	32.9	
Ordinary Income	14.7	45.2	30.4	
Provision for depreciation of nuclear power plant	12.1	9.2	2.8	
Extraordinary Loss	6.8	-	6.8	Effect due to Application of Accounting Standards for Asset Retirement Obligations
Income taxes etc.	1.1	13.4	14.6	
Net (loss) Income	3.0	22.5	25.5	

Rounded down to the hundred million yen

[Consolidated] Balance Sheet

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(billion yen)

	End of FY2011 (A)	End of FY2010 (B)	Difference (A-B)	Breakdown
Assets	2,831.1	2,781.9	49.1	See Appendix: FY2011 Balance Sheet
(Electric Utility Fixed Assets)	(1,484.6)	(1,533.5)	(48.8)	
(Construction in Progress)	(492.0)	(440.8)	(51.2)	
Liabilities	2,169.8	2,102.3	67.5	
(Interest-Bearing Debt)	(1,724.7)	(1,650.8)	(73.9)	
(Provision for depreciation of nuclear power plant)	(57.8)	(45.7)	(12.1)	
Total Net Assets	661.2	679.6	18.4	
(Stockholders' Equity)	(656.9)	(675.5)	(18.6)	
Stockholders' Equity Ratio	23.2%	24.3%	1.1%	

Rounded down to the hundred million yen

[Consolidated] Application of Free Cash Flow

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(billion yen)

	FY2011 (A)	FY2010 (B)	Difference (A-B)	Breakdown
Cash Flow form Operating Activities	157.0	247.6	90.6	Decrease in net income Increase in corporation tax
Cash Flow from Investing Activities	189.8	157.1	32.7	Increase Expenses due to Investments, Loans and Capital Expenditures
Free Cash Flow	32.7	90.5	123.3	
Cash Flow from Financing Activities	53.6	87.9	141.5	Borrowing from corporate bonds, loans and commercial paper
Cash and Cash Equivalents (increase and decrease)	20.7	2.6		

Rounded down to the hundred million yen

Energy Supply Business (billion yen)

	FY2011 (A)	FY2010 (B)	Difference (A-B)	Breakdown
Operating Revenue	37.5	33.6	3.8	Increase in LNG supply business
Operating Income	1.1	2.0	0.9	Decrease due to increased raw material costs and similar

Rounded down to the hundred million yen

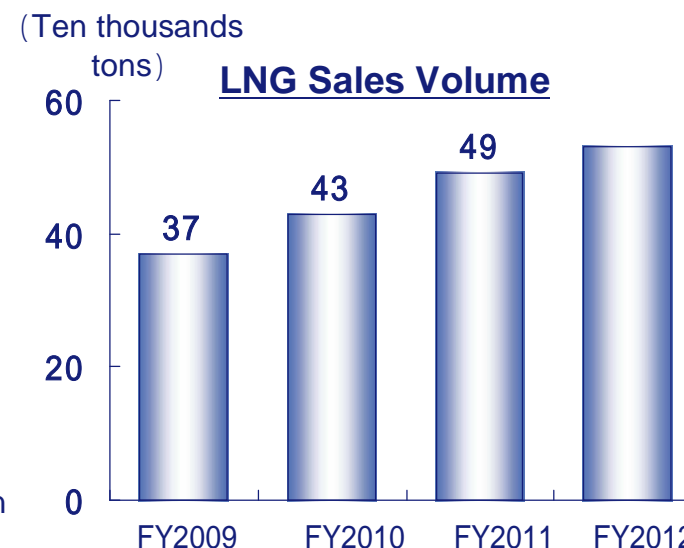
Comprehensive Energy Supply Business is run by The Chugoku Electric Power Company, Energia Solution and Service Company, and Power Engineering and Training Service. MIZUSHIMA LNG SALES COMPANY (equity method affiliate) excluded.

Telecommunication Business (billion yen)

	FY2011 (A)	FY2010 (B)	Difference (A-B)	Breakdown
Operating Revenue	34.8	33.8	1.0	· Increase in Internet business and Corporate business
Telecommunication Business	(26.2)	(24.1)	(2.1)	
Operating Income	5.3	4.6	0.6	
Telecommunication Business	(4.7)	(4.0)	(0.6)	

Rounded down to the hundred million yen

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LNG Sales Volume including the sales of MIZUSHIMA LNG SALES COMPANY .

Performance Outlook for FY2012

- In light of the Great East Japan Earthquake, CEP is implementing tsunami countermeasures for our Shimane Nuclear Power Station, and at present we cannot provide an operating plan for Unit No. 1 (not operating) and Unit No. 3 (under construction), making it difficult to formulate reasonable cost forecasts, such that operating, ordinary and net income cannot be determined at this time.
- We shall provide prompt notification as soon as it is possible to announce our earnings forecast.

[Non-consolidated] Major Factors

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(billion kWh)

	FY2012 Estimate (A)	FY2011 Result (B)	Difference (A-B)	Comparison (A/B)
Total amount of Electricity sales	61.45	62.40	0.95	98.5%
Other than Eligible Customers()	21.89	22.56	0.67	97.1%
Lighting	19.44	19.86	0.42	97.9%
Low Voltage	2.45	2.70	0.25	90.8%
Eligible Customers()	39.56	39.84	0.28	99.3%
(Large-scale)	(23.60)	(23.68)	(0.08)	(99.6%)

Eligible Customers: Demand for special high-tension or high-tension power reception with contracted power that is, in general, 50 kW or more.

	FY2012 Estimate (A)	FY2011 Result (B)	Difference (A-B)
Exchange Rate (¥ / \$)	85	86	1
Crude Oil Prices (All Japan CIF) (\$ / b)	110	84.1	25.9

Consolidated

(billion yen)

	FY2012 Estimate (A)	FY2011 Result (B)	Difference (A-B)
Operating Revenue	1,160.0	1,094.2	65.7
Operating Income	-	48.4	-
Ordinary Income	-	23.8	-
Net Income	-	1.7	-

Rounded down to the hundred million yen

Non-consolidated

(billion yen)

	FY2012 Estimate (A)	FY2011 Result (B)	Difference (A-B)	Breakdown
Operating Revenue	1,094.0	1,028.8	65.1	<ul style="list-style-type: none"> · Decrease in electricity sales 14.0 · Revenue from fuel cost adjustment system + 77.0
Operating Income	-	37.7	-	
Ordinary Income	-	14.7	-	
Net Income	-	3.0	-	

Rounded down to the hundred million yen

. Appendix

[Non-consolidated] Personnel

23

Personnel

(billion yen)

	FY2011 (A)	FY2010 (B)	Difference (A-B)	Breakdown
Total	106.7	112.4	5.6	
Retirement Allowances	(7.4)	(13.4)	(5.9)	Decrease in actuarial difference depreciation 4.1 (2.6 1.4)

Rounded down to the hundred million yen

Actuarial Difference

(billion yen)

	Recorded amount	FY2010 Amount of amortization	FY2011		
			Amount of amortization	Balance of non-amortization	non-amortization years
FY2005	1.4	0.2	-	-	-
FY2006	18.9	3.7	3.7	-	-
FY2007	18.5	3.7	3.7	3.7	1
FY2008	21.0	4.2	4.2	8.4	2
FY2009	25.4	5.0	5.0	15.2	3
FY2010	22.1	-	4.4	17.7	4
FY2011	0.1	-	-	0.1	5
Total	14.8	1.4	2.6	2.0	-

(*) Amortize for five years from next recorded year

Rounded down to the hundred million yen

Maintenance

(billion yen)

	FY2011 (A)	FY2010 (B)	Difference (A-B)	Breakdown
Total	90.1	103.9	13.8	
Power Source	46.9	61.1	14.1	Decrease in Thermal 16.3
Electric Power Transport	40.5	40.0	0.5	
Others	2.6	2.7	0.1	

Rounded down to the hundred million yen

Depreciation

(billion yen)

	FY2011 (A)	FY2010 (B)	Difference (A-B)	Breakdown
Total	115.5	119.2	3.7	Decrease caused by progress in the Depreciation
Power Source	47.5	49.9	2.3	
Electric Power Transport	60.3	60.1	0.2	
Others	7.6	9.2	1.5	

(*) Electric business operating expense

Rounded down to the hundred million yen

Procurement volume

	Unit	FY2011	FY2010
Fuel oil	kl	1,290,000	840,000
Crude oil	kl	710,000	340,000
Coal	t	6,750,000	5,310,000
LNG	t	2,330,000	2,340,000

Consumption volume

	Unit	FY2011	FY2010
Fuel oil	kl	1,310,000	830,000
Crude oil	kl	730,000	340,000
Coal	t	6,270,000	5,400,000
LNG	t	1,850,000	1,850,000

Assets

(billion yen)

	End of FY2011 (A)	End of FY2010 (B)	Difference (A-B)	Breakdown
Total	2,635.1	2,587.4	47.7	
Fixed Assets	2,465.6	2,429.3	36.2	
Electric Utility Fixed Assets	1,523.9	1,573.1	49.2	<ul style="list-style-type: none"> · Asset Capitalization + 96.7 · Depreciation 115.5 (Accumulated depreciation rate 74.1%) · Retirement, etc. 30.4
Incidental Business Fixed Assets	0.9	1.2	0.2	
Non-business Fixed Assets	5.8	5.8	0.0	
Construction in Progress	496.5	445.1	51.3	Shimane Nuclear Power Station Unit No.3.
Nuclear Fuel	165.6	156.7	8.8	Increase due to acceptance of capital increase in Japan Nuclear Fuel Limited
Others	272.7	247.1	25.5	
Current Assets	169.5	158.0	11.4	Increase in time deposit

Rounded down to the hundred million yen

Liabilities and Net Assets

(billion yen)

	End of FY2011 (A)	End of FY2010 (B)	Difference (A-B)	Breakdown			
Total	2,635.1	2,587.4	47.7	Breakdown of Interest-Bearing Debt			
Liabilities	2,099.3	2,028.7	70.5		End of FY2011	End of FY2010	Difference
Long-term Liabilities	1,642.6	1,600.4	42.1	Corporate Bond	969.9	949.9	20.0
Current Liabilities	398.7	382.5	16.2	Long-term Debt	571.8	543.1	28.6
Provision for depreciation of nuclear power plant	57.8	45.7	12.1	Short-term Debt	69.3	69.3	-
Net Assets	535.8	558.7	22.8	CP	65.0	40.0	25.0
Common Stock	185.5	185.5	-	Total	1,676.1	1,602.4	73.6
Capital Surplus	16.7	16.7	0.0	Shareholders' Equity Ratio			
Retained Earnings	341.4	362.6	21.2	End of FY2011	End of FY2010	Difference	
Treasury Stock	12.5	12.4	0.0	20.3%	21.6%	1.3%	
Net Unrealized Holding Gains on Securities etc	4.6	6.2	1.6	Dividend 18.2 Net income of FY2011 3.0			

Rounded down to the hundred million yen

(billion yen)

	FY2011 (A)	FY2010 (B)	Difference (A-B)
Total	155.3	149.6	5.7
Power Source	88.1	80.6	7.4
Electric Power Transport	33.7	42.2	8.4
Transmission	10.8	14.9	4.0
Transformation	9.7	10.6	0.9
Distribution	13.2	16.6	3.3
Nuclear Fuel	13.5	11.1	2.3
Others	19.9	15.5	4.4

() **Subsidiary Business Facilities Excluded**

Rounded down to the hundred million yen

Financial index

	Consolidated		Non-consolidated	
	FY2011	FY2010	FY2011	FY2010
Earnings per Share [Unit:yen]	4.92	85.14	8.27	61.84
Balance of long-term debt, bank loans [Unit:billion yen]	1,712.6	1,638.6	1,676.1	1,602.4
Shareholders' Equity Ratio	23.2%	24.3%	20.3%	21.6%

Interest Rate

(Non-consolidated)

	FY2011	FY2010
Average	1.62 %	1.72 %
End of Fiscal Year	1.57%	1.70 %

Information & Telecommunication Business

(billion yen)

	FY2012 Estimate (A)	FY2011 Result (B)	Difference (A-B)	Breakdown
Operating Revenue	38.2	34.8	3.3	Increase in Internet business
Telecommunication Business	(28.6)	(26.2)	(2.4)	
Operating Income	4.7	5.3	0.5	
Telecommunication Business	(4.1)	(4.7)	(0.5)	

Rounded down to the hundred million yen

		Unit	FY2008 Result	FY2009 Result	FY2010 Result	FY2011 Result
Completely Electrical Housing Introduced		Number	61	61	57	55
	Newly-constructed	of Housing	20	20	18	19
	(1) Remodeled	(thousand)	41	42	40	35
The ratio of newly constructed Electrical Housing		%	39.3	42.5	49.7	52.4
	Single homes	%	73.0	78.9	82.9	(2) 80.4
	Housing complexes	%	12.2	11.8	11.6	15.0
Household diffusion rate of completely electric homes		%	10.2	12.1	13.5	15.1
Electric Water Heater Sales		thousand	71.1	71.3	67.6	66.8
	“Ecocute”		41.6	46.5	46.6	49.4
The diffusion rate of Electric Water Heater		%	20.2	21.9	23.3	24.7
Electric Water Heater Contract Accounts (accumulated total)		Thousands of accounts	629.1	688.8	737.8	785.3

(1) "Remodeled" includes homes which were converted to all-electric by the replacement only of hot-water supply equipment and kitchen equipment.

(2) Figures are in End of February , 2011.

(3) Total amounts may not agree due to rounding off.

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