

Management Overview

May 2009



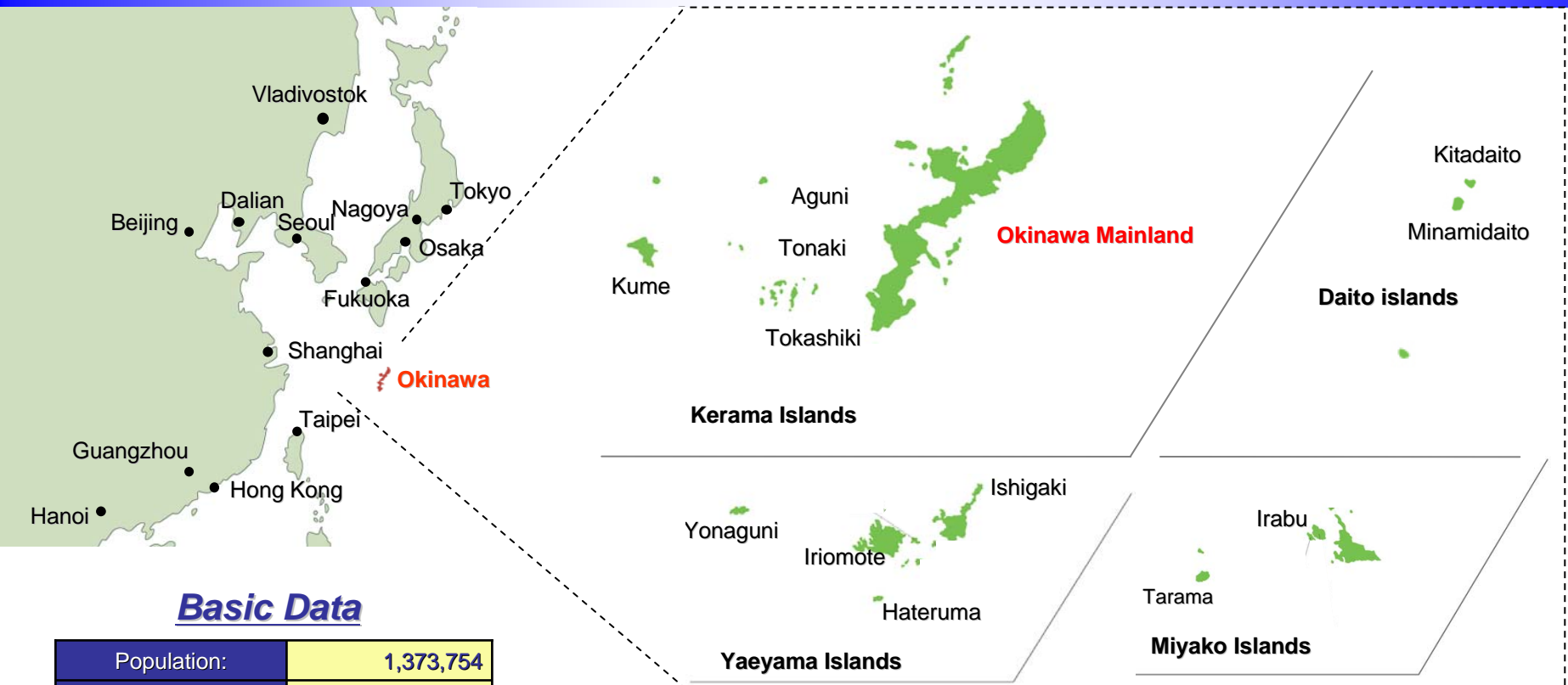
The Okinawa Electric Power Company, Inc.

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Overview of Okinawa Prefecture



Basic Data

Population:	1,373,754
No. of Households	508,064
Land Area	2,275.71km ²
Climate	Subtropical
Location	26° 12N 127° 41E
Gross Prefectural Product	¥3,966.8billion
Tourism Revenue	¥423.9billion

- ◆ 90% of the population is concentrated on the main island of Okinawa.
- ◆ Tertiary industrial sectors including commerce, finance and service account for roughly 90% of gross prefectural product.

Population, No. of Households and Land Area as of October 1, 2007
 Gross Prefectural Product as of FY 2006
 Tourism Revenue as of 2007
 (Source: Okinawa Prefectural Government, Geographical Survey Institute etc.)

Cities of the World at a similar latitude

Las Palmas	(Canary Islands)	28° 6N
Dubai	(UAE)	25° 18N
Miami	(Florida, USA)	25° 46N



Corporate Overview of OEPC

Okinawa Electric Power supplies electricity to all part of Okinawa Prefecture including 37 inhabited islands scattered over a vast sea area lying 1,000 kilometers east and west and 400 kilometers north and south. Okinawa Electric Power maintains its own electric line system without any linkage to that of any other electric power company based in mainland Japan.

Date established	May 15, 1972	Securities identification code	9511
Capital	¥7,586 million	Supply area	Okinawa Prefecture
No. of shareholders	7,675	No. of customers	Lighting 758 thousand units Power 64 thousand units
Total assets	¥343.99 billion (Non-consolidated) ¥365.55 billion (Consolidated)	Electric power sales (Fiscal Year 2008)	Lighting 2,887 million kWh Power 4,589 million kWh (Deregulated demand 1,165million kWh) Total 7,476 million kWh
Sales (Fiscal Year 2008)	¥161.23 billion (Non-consolidated) ¥173.13 billion (Consolidated)	Supply facilities	Steam-power generators 4 locations 1,467 thousand kW Gas turbine generators 4 locations 291 thousand kW Internal-combustion power generators 13 locations 167 thousand kW
No. of employees	1,510 (Non-consolidated) 2,572 (Consolidated)		

(as of March 31, 2009)

Ratings

Rating agency	S&P	Moody's	R&I	JCR
Rating	AA	Aa2	AA+	AAA

* Ratings on long-term preferred debts as of March 31, 2009



Financial Results for FY2008

(Unit: million yen, X)

	Consolidated (A)			Non-Consolidated (B)			(A)/ (B)	
	FY2008 Results	FY2007 Results	Rate of Change	FY2008 Results	FY2007 Results	Rate of Change	FY2008 Results	FY2007 Results
Sales	173,136	161,521	+7.2%	161,239	149,320	+8.0%	1.07	1.08
Operating Income	14,086	14,809	-4.9%	12,006	13,144	-8.7%	1.17	1.13
Ordinary Income	10,717	10,971	-2.3%	8,889	9,733	-8.7%	1.21	1.13
Net Income	5,604	7,072	-20.8%	3,635	6,590	-44.8%	1.54	1.07

Increase in Sales, Decrease in Income (Consolidated and Non-Consolidated)

【Sales】

- Increase in income from the Fuel Cost Adjustment System in Electric Business.

【Ordinary Income】

- Decrease in Depreciation cost and Repair and maintenance costs in Electric Business.
- Increase in fuel cost and power purchase cost in response to the fuel price surges in Electric Business.

【Net Income】

- Mentioned above and impairment losses.



Outlook Summary for FY2009

(Unit: million yen)

	Consolidated (A)				Non-Consolidated (B)				(A)/(B)	
	FY2009 (Forecast)	FY2008 (Results)	Change	FY2009 1st half (Forecast)	FY2009 (Forecast)	FY2008 (Results)	Change	FY2009 1st half (Forecast)	FY2009 (Forecast)	FY2008 (Results)
Sales	162,000	173,136	-6.4%	87,000	150,000	161,239	-7.0%	82,100	1.08	1.07
Operating Income	14,700	14,086	+4.4%	13,200	13,100	12,006	+9.1%	12,800	1.12	1.17
Ordinary Income	11,500	10,717	+7.3%	11,500	10,000	8,889	+12.5%	11,200	1.15	1.21
Net Income	7,200	5,604	+28.5%	7,600	6,500	3,635	+78.8%	7,300	1.11	1.54

Decrease in Sales, Increase in Income

【Sales】

- Decrease in Electricity Sales Volume due to lower adjustment of Fuel cost adjustment system in Electric Business.
- Increase in construction orders from public sector in Construction Business.

【Ordinary Income】

- Decrease in fuel cost and power purchase cost in response to the fuel price decline in Electric Business.
- Decrease in depreciation cost in Electric Business.
- Increase in repair and maintenance costs and other expenses (prevention of global warming cost etc.).



Electric Energy Demand (FY2008 Results and FY2009 Outlook)

FY2008 Results

(Unit: Million kWh, %)

		FY2008 (Results)	FY2007 (Results)	FY2008 (Target)	YoY Change	Performance Against target
Electricity sales	Lighting	2,887	2,945	2,982	-2.0	96.8
	Power	4,589	4,546	4,543	0.9	101.0
	Total	7,476	7,491	7,525	-0.2	99.3

Lighting : Residential use (Houses)

Power : Industrial and Commercial use (Factories, Department Stores, Hotels, Buildings etc)

(Lighting)

- Although the number of customers increased, the demand for Lighting decreased due to the fewer meter reading days than the previous year and demand decline due to temperatures having remained lower in the period between late July and early August than the previous year. (-2.0%)

(Power)

- The demand for Power was up Year-on-Year due to the increased number of customers in Commercial power.(0.9%)

(Total)

- As a result, the figure totaled at 7,476 million kWh, which remained almost on a par with the previous year's figure. (-0.2%)

FY2009 Outlook

(Unit: Million kWh, %)

		FY2009 (Forecast)	FY2008 (Results)	YoY Change
Electricity sales	Lighting	2,965	2,887	2.7
	Power	4,518	4,589	-1.6
	Total	7,483	7,476	0.1

(Lighting)

- Expected to exceed the previous year's figure with a growth of the number of customers. (2.7%)

(Power)

- The demand for Power is projected to fall below the previous year's figure due to decrease Large Industrial Demand. (-1.6%)

(Total)

- As a result, the figure totals at 7,483million kWh, which is projected to remain almost on a par with the previous year's figure. (0.1%)



Electric Energy Demand (Long-term forecast)

Forecast for long-term Electric Energy demand

(Unit: million kWh, Thousand kW, %)

(Unit:%)

		2007 (Result)	2008 (Result)	2009 (Forecast)	2017 (Forecast)	2018 (Forecast)	Average growth rate per annum		Average growth rate per annum FY2007 – FY2018
							FY1997 – FY2007	FY2007 – FY2018	Average of 9 other Electric Power companies
No. 114 EI forecast (FY2008)	Electric energy demand	(7,411) 7,491	(7,412) 7,476	7,483	8,607	8,749	(2.0) 2.0	(1.5) 1.4	(0.9) 0.8
	Peak load	《1,420》 (1,407) 1,431	《1,421》 (1,388) 1,388	1,426	1,629	1,654	(0.8) 1.4	(1.5) 1.3	(0.7) 0.6
	Annual load factor	《62.1》 (62.7) 62.2	《62.3》 (63.8) 64.5	62.7	63.1	63.2	—	—	
No. 112 EI forecast (FY2007)	Electric energy demand	(7,411) 7,491	7,525	7,688	8,876	—	(2.1) 2.1	(1.8) 1.7	
	Peak load	《1,420》 (1,407) 1,431	1,443	1,473	1,696	—	(0.9) 1.1	(1.8) 1.7	
	Annual load factor	《62.1》 (62.7) 62.2	62.4	62.4	62.6	—	—	—	

Note 1: () indicates the adjusted intercalary temperature . FY2008 is a provisional figure.

Note 2: 《 》 indicates transient adjustment

FY2007 : The adjustment temperature plus typhoon.

FY2008 : The adjustment temperature plus humidity.

Note 3: The figure indicated for FY2008 of No. 112 EI is the estimate value.

Note 4: Average growth rate per annum for No. 112 EI are from 1996 to 2006 and 2006 to 2017.

FY2008 – FY2009 Economic forecast

(Average growth rate per annum, Unit:%)

		2007 (Result)	2008 (Estimated Result)	2009 (Forecast)
Real GDP	Okinawa	1.7	0.8	0.4
	Japan	1.9	-0.8	0.0

Note: GDP in Okinawa for FY2007 indicates the estimated performance.

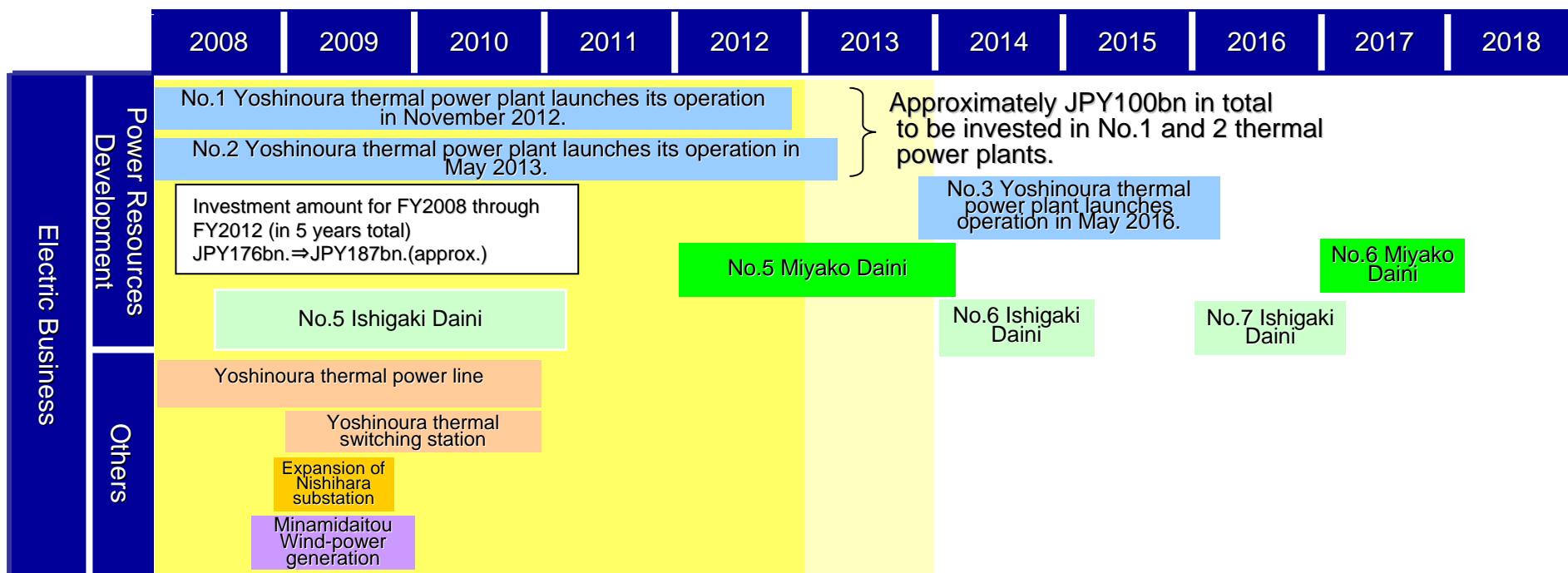
(Source: Cabinet Office, Okinawa prefecture, FEPC)

The economy in Okinawa is expected to grow under the Special Measures for the Promotion and Development of Okinawa, and various systems and policies in line with the Okinawa Promotion Plan which was compiled based on the said measures.

(According to the Economic and Social Outlook for the Okinawa Promotion Plan, average growth rate per annum of the real GDP in Okinawa for the period from 2000 to 2011 is expected to mark 2.6%.)



Capital Investment Plan (Electric Business I)



Note: In the power resources development section, the facilities which launched its operation during the period between FY2009 and FY2018 with the power output of over 10,000kW are specified.

Note: As for distribution facilities, those with working voltage of 132kV or larger and are under construction or are scheduled to start construction within two years after FY2009 are listed.

- The overall investment amount will be about JPY187bn for FY2008 through FY2012 in 5 years total.
- Capital investment for No.1 and 2 Yoshinoura thermal power plants
 - Approximately JPY100bn to be invested in Yoshinoura thermal power plant.
- Capital investment plan after No.1 and 2 Yoshinoura thermal power plants launched.
 - Capital investment for No.3 and 4 Yoshinoura thermal power plants is purposed for electric generators only.
 - The investment amount will be lower than those of the plants No.1 and 2.



Capital Investment Plan (Electric Business II)

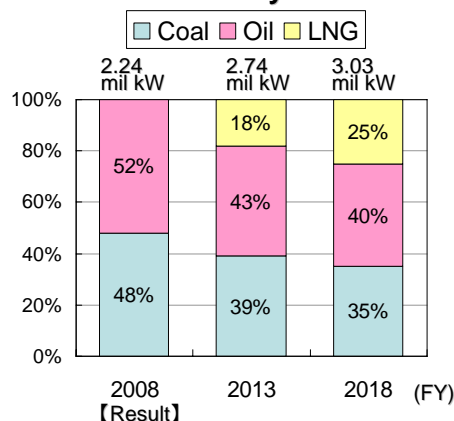
Demand-supply balance of maximum electric power (August)

(Unit : Thousand kW, %)

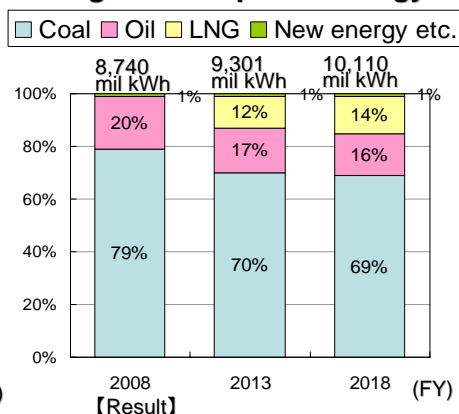
		2008 【Result】	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Demand-supply balance	Peak load	1,388	1,426	1,448	1,475	1,500	1,526	1,552	1,577	1,603	1,629	1,654
	Supply capacity	1,874	1,955	1,954	1,918	1,918	2,135	2,141	2,145	2,300	2,300	2,364
	Reserve supply capacity	486	529	506	443	418	609	589	568	697	671	710
	Reserve supply rate	35.0	37.1	34.9	30.0	27.9	39.9	38.0	36.0	43.5	41.2	42.9

*Maximum electric power in FY2008 were generated in July.

Composition ratio of plant facilities for the year-end



Composition ratio of generated power energy



- The amount of capital investment in future is expected to increase following the full-scale start of construction works related to Yoshinoura Thermal Power Station.

Capital investment amount

(Unit : billion yen)

			2008 (Result)	2009	2010
Expansion	Power supply	Steam power	7.0	17.1	19.2
		Internal combustion power	0.0	0.6	0.1
		Subtotal	7.0	17.7	19.3
	Others	Electric power transmission	1.8	2.2	5.8
		Electric power transformation	0.8	2.9	3.9
		Electric power distribution	3.7	4.0	3.2
		Power dispatching, others	1.3	2.6	2.0
		Subtotal	7.8	11.7	14.9
	Total		14.9	29.4	34.2
	Improvement work, others		5.1	7.1	12.2
Total		20.1	36.5	46.4	



Business Challenges

Our Company Mission

- ① Providing a stable supply of electricity.
- ② Offer electricity at rates comparable with those on the Japanese mainland.
- ③ Secure appropriate levels of profit.
- ④ Earn the trust of our shareholders, investors and customers.



As a corporation in charge of providing the lifeline to the residents in Okinawa, we will address various challenges in order to conduct a long-term stable business management.

Profitability enhancement		Capital control	
Profitability	Lowering cost and business management efficiency. Development of new demands and promotion of load leveling.	Stability securement	Secure the stability of financial ground. Control the increase of interest-bearing liabilities.
Asset efficiency	Profitability enhancement through efficient Capex. Promote the efficiency of facility's operations security.	Equity efficiency	Appropriate balance between equity and liabilities. Improve Capital efficiency.
Operating base		Reliability securement	
Stable supply	Sound promotion of power resources development and stable operation of facilities. Improvement of fuel balance and stable procurement.	Customer credibility	Approach for charging the similar amount of electric power charge to that of the mainland. Improve customer satisfaction through better services.
Business expansion	Expansion to the field of the gas. Enhancement of the business base of the existing group companies.	CSR	Approach to the environmental issues. Promoting compliance with laws. Contribution to the local community.



Outlook of Financial Position

If a forecast is made for the coming 10 years taking the start of thermal power operations at Yoshinoura as the dividing point, the company expects to undergo a big turnaround at this point, including in its financial situation.

	1st Stage(~2012)	2nd Stage(2013~)
Summary	<ul style="list-style-type: none"> ■ Burden for capital investment has increased due to the construction work of the Yoshinoura thermal power plant ■ Profits have stabled until FY2011 due to decreased cost of depreciation ■ Operating CF remains unchanged, and FCF is expected to result in minus (until FY2011) ■ Cost increase by acquisition of the CO₂ credit. 	<ul style="list-style-type: none"> ■ Burden for capital investment will be reduced significantly ■ Depreciation cost will increase and temporarily puts pressure on profits ■ Operating CF will increase, and FCF is expected to recover rapidly ■ The population will continue to increase even with a slower rate.
Issues	<ul style="list-style-type: none"> ■ Will control the increase of interest-bearing liabilities ■ Enhancement of the financial stability by accumulating the interest ■ Measures for the introduction of new energy and an increase in environmental cost 	<ul style="list-style-type: none"> ■ Efforts for the improvement of capital efficiency ■ Implement the additional capital investment, taking into account profitability and efficiency ■ Improvement of return to stockholders
CF usage	<ul style="list-style-type: none"> ■ Will prioritize the capital investment in the Yoshinoura thermal power plant ■ Will consider return to stakeholders based on the assumption that the financial goal can be achieved 	<ul style="list-style-type: none"> ■ Improvement of return to stakeholders ■ Bolstering the foundation of integrated energy business



Summary of Mid-term Financial Targets

		FY2009 Management Plan		FY2008 Result	FY2009 Forecast
Ordinary Income	Consolidated	Yearly average of at least 11 billion yen	FY2008~FY2012	10.7 billion yen	11.5 billion yen
	Non-consolidated	Yearly average of at least 10 billion yen		8.8 billion yen	10.0 billion yen
ROA (operating Income / total assets)	Consolidated	Yearly average of at least 3.5%	FY2008~FY2012	3.8%	4.0%
	Non-consolidated			3.5%	3.7%
Balance of interest bearing debt	Consolidated	Approx. 260 billion yen	End of FY2012	214.4billion yen	213.9 billion yen
	Non-consolidated	Approx. 250 billion yen		206.0 billion yen	208.7 billion yen
Equity ratio	Consolidated	Approx. 30%	End of FY2012	30.2%	31.0%
	Non-consolidated			30.7%	31.1%

*We revised in March 2009 due to launching Yoshinoura thermal power station were postponed for 2 years.



Mid-term Prospects for Each Item of Expenses (Non-consolidated)

	Mid-term prospects
Sales amount	Steady growth is expected in keeping with the increase in electricity sales volume.
Personnel cost	Expected to remain unchanged at JPY16bn to maintain about 1,500 staff .
Fuel cost	Energy price hike has eased, but the future is unclear. The Risk of potential higher crude oil price remains.
Repair and Maintenance costs	Expected to remain unchanged at about JPY15bn although increasing factors with the increase in facilities are expected.
Depreciation cost	A significant increase is temporarily expected with the start of operation of the Yoshinoura Thermal Power Plant. It will be at its peak when the Unit No. 2 starts its operation, but it is expected to be in decreasing trend in and after FY 2014.
Expenditure for power purchase	It will change with the coal price. There is a need to strive to reduce DC unit price. The purchase of new energy such as wind power and solar power will increase.
Tax and public dues	Assuming the special measure continues, it is expected to remain almost constant.
Other expenses	Recorded the CO ₂ credit cost of JPY 1 billion in FY2008. Will record the cost based on the acquisition of the credit after FY2009 as well.



Mid-term Prospects of Each Company

	Mid-term prospects
Construction Business	<ul style="list-style-type: none"> ▶ Okidenko, Oki Setsubi are expected to show nearly flat movements. ▶ Okiden Sekkei is expected to strive to expand orders received using energy supply technology and new energy technology. ▶ Okinawa New Energy Development is expected a sales remain steady with expansion in wind-power generation.
Other Businesses	<ul style="list-style-type: none"> ▶ Okiden Kigyo is expected to show nearly flat in revenue and expenditure with its sales supported by its lease and insurance businesses. ▶ Okinawa Plant Kogyo increases the Yoshinoura-related sales. ▶ Okinawa Denki Kogyo is expected to show nearly flat movement. ▶ Okiden Global Systems (OGS) will strive to increase sales by developing Group sales and improving Group cooperation. ▶ The sales of Okinawa Telecommunication Network (OTNet) are expected to remain stable for the near future. ▶ First Riding Technology (FRT) is expected to increase sales with stable demand. ▶ Income and expenses of Okiden Kaihatsu is expected to flat out on the whole. The company may make an investment in accordance with order intakes for projects including PFI. ▶ Progressive Energy (PEC) will strive to increase sales by focusing on businesses other than in-house power generation business. ▶ In consideration of the trends of rapidly changing economic situation, Kanucha Community (KCC) is discussing business development for the future.



Characteristics of the Business Bases

Advantage

Demand for Electric Power	<ul style="list-style-type: none">◆ Increasing demand as population increasing◆ As the proportion of energy for consumer use is high, the effects of business fluctuations are low
Competition	<ul style="list-style-type: none">◆ Severance from competition among electric power companies on account of its isolated system◆ No competition with PPS (Power Producers and Suppliers)◆ The advance of private power generation operations is limited (Prevention of demand withdrawals through Progressive Energy Corp , a subsidiary of OEPC.)

Disadvantage

Electric Power Generation Facilities	<ul style="list-style-type: none">◆ Due to having an isolated system, it is necessary to have a high margin of power generation reserves◆ Electrical power source composition reliant only on oil and coal
Fuel	<ul style="list-style-type: none">◆ As oil and coal are the only fuels used, high commodity prices exert a great influence
Remote Islands	<ul style="list-style-type: none">◆ With remote islands where cost efficiency is low, the Remote Islands Company constantly records losses
The Environment	<ul style="list-style-type: none">◆ Dependent on fossil fuels (oil and coal) with a high environmental burden



This document includes statements concerning future results. Such statements are based on calculations and predictions and are neither definite nor guaranteed. Please be aware that future results may change in accordance with changes in assumptions related to the management environment and the like.

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