# Presentation Materials for Investors 3rd Quarter FY2019

January, 2020



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01

# Outline of Financial Results for Nine-Months ended December 31, 2019

Note: The company's fiscal year (FY) is from April 1 to March 31 of the following year. FY2019 represents the fiscal year begun on April 1, 2019, and ending on March 31, 2020. 3<sup>rd</sup> Quarter (3Q) represents nine months period ended December 31, 2019. Monetary amounts are rounded down to the nearest whole number of the units being used, while principal figures like electrical energy sold or electric power supplied are rounded to the nearest unit.

# 01

# Summary of Financial Results <1>



#### <Points of Financial Results> (Consolidated)

- Operating revenues: 2,280.7 billion yen
   Operating revenues increased by 81.5 billion yen compared with 2018/3Q, mainly due to an increase in fuel cost adjustment charge (+49.8 billion yen).
- Ordinary income: 165.3 billion yen

  Ordinary income increased by 74.9 billion yen compared with 2018/3Q, mainly due to conversion of time lag loss incurred by fuel cost adjustment system into income (+98.0 billion yen [-61.0 billion yen → 37.0 billion yen]).

  Further, consolidated ordinary income excluding the effect of time lag is approx. 128.0 billion yen (decreased by 23.0 billion yen compared with 2018/3Q).
- Extraordinary income: 19.0 billion yen Valuation gain arising from consolidation accounting procedure due to transfer of the thermal power businesses.
  - •Operating revenues increased for 3 consecutive years since 2017/3Q.
  - •Ordinary income increased following 2015/3Q, for the first time in 4 years.
  - •We recorded increased sales and increased income following 2014/3Q, for the first time in 5 years.

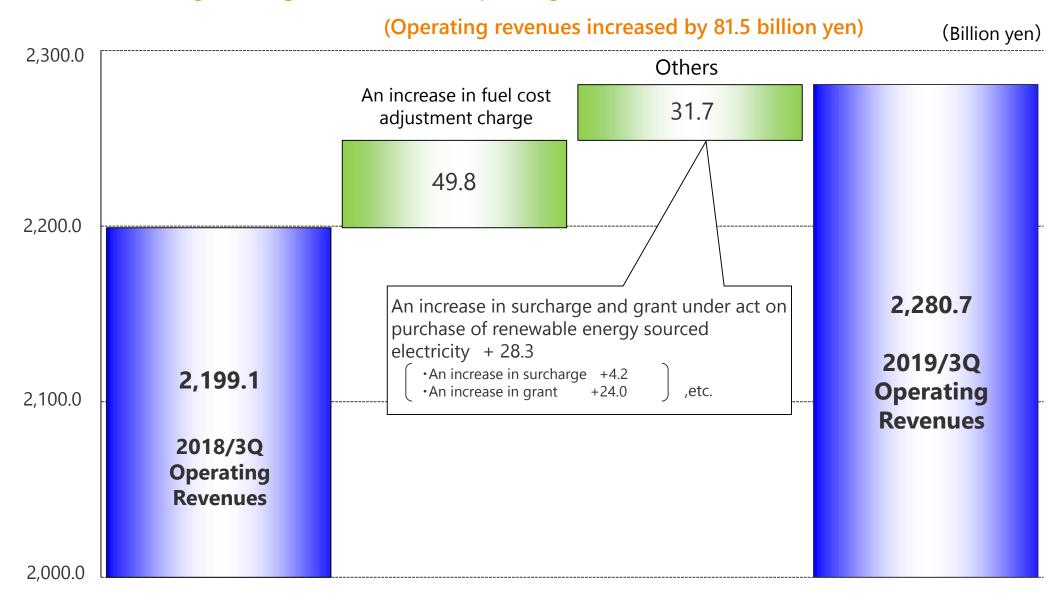
(Billion yen,%)

	2019/3Q	2018/3Q	Chan	ge
	(A)	(B)	(A-B)	(A-B)/B
Operating revenues	2,280.7	2,199.1	81.5	3.7
Operating income	103.5	94.9	8.5	9.0
Ordinary income	165.3	90.3	74.9	82.9
Extraordinary income	19.0	-	19.0	-
Net income attributable to owners of parent	152.6	62.9	89.7	142.5

(note) The number of consolidated subsidiaries [change from the previous year in parenthesis] 2019/3Q: 36 subsidiaries (±0 companies), 40 affiliates accounted for under the equity method (+5 companies)



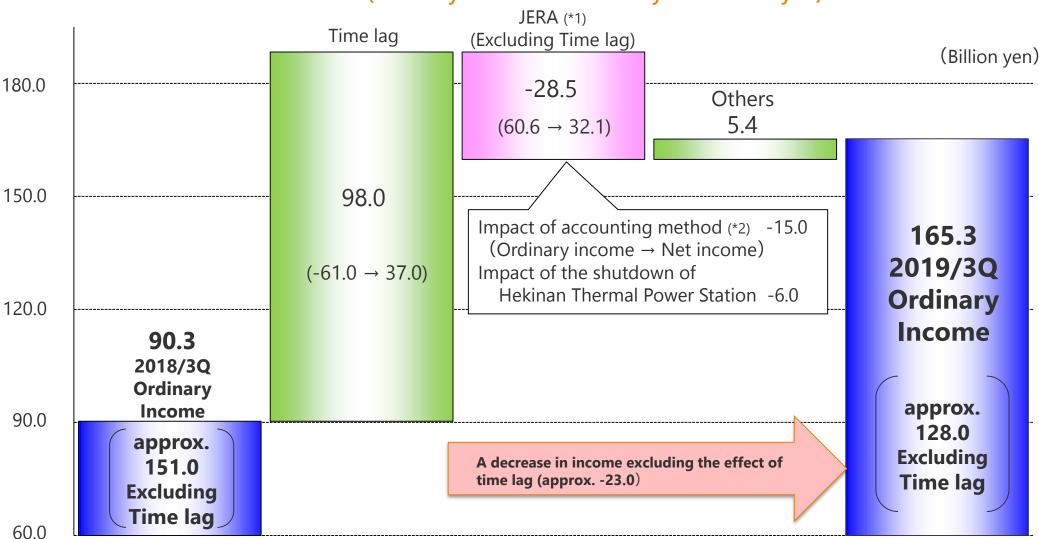
#### [Factors contributing to change in consolidated operating revenues]





#### [Factors contributing to change in consolidated ordinary income]

#### (Ordinary income increased by 74.9 billion yen)



- \*1 Income of 2018/3Q includes the income from thermal power generation business of Chubu Electric Power.
- \*2 The recognition of JERA profit was changed from pre-tax basis to post-tax basis under consolidation, as the existing thermal power generation businesses was integrated to JERA which is affiliates accounted for under the equity method.



#### < Electrical Energy Sold > (Nonconsolidated)

Decreased by 0.3TWh to 86.9 TWh compared with 2018/3Q, mainly due to a decrease in industrial production and an effect of switches made to other operators with the intensified compared with the previous year, in spite of a sales increase outside Chubu region.

					(TWh,%)
		2019/3Q	2018/3Q	Chang	ge
		(A)	(B)	(A-B)	(A-B)/B
	Low voltage	24.2	25.2	(1.0)	(4.0)
Electrical Energy Sold	High voltage • Extra-high voltage	62.7	62.0	0.7	1.2
	Total	86.9	87.2	(0.3)	(0.3)
[Reference (	1)]				
	oup companies (*)	90.9	91.0	(0.1)	(0.1)
* The sum of the company, consolidated subsidiaries, and affiliates accounted for under the equity method.					
[Reference () Electrical End to other con	ergy Sold	3.4	5.8	(2.4)	(41.5)

<sup>\*</sup> Electrical Energy Sold to other companies represents power output excluding the electric power transmitted by Power Network Company from "Wholesale" of Externally generated power output.



#### < Electric Power Supplied > (Nonconsolidated)

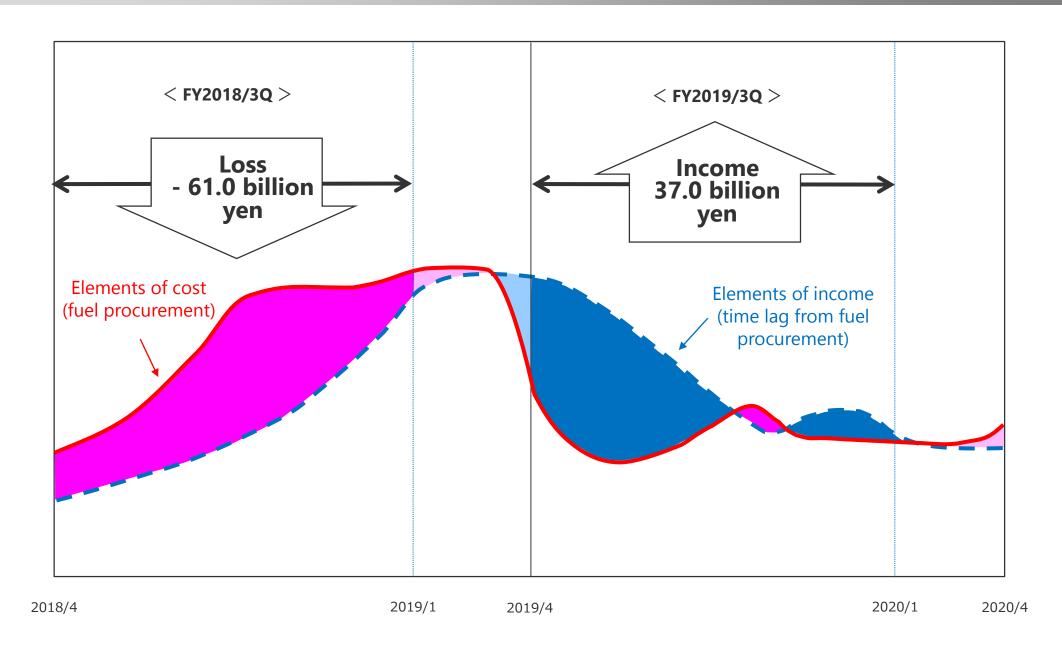
- Hydro: The flow rate was lower than 2018/3Q; thus hydroelectric power output decreased by 0.4TWh.
- Thermal: Thermal power plants have been transferred to JERA in April, 2019.
- Purchased power: Increased by 78.2TWh, mainly due to the start purchasing electric power from JERA.

(TWh,%) 2019/3Q 2018/3Q Change (A-B) (A-B)/B7.0 7.4 Hydro (0.4)(5.2)<flow rate> <100.4> <110.0> <(9.6)> 75.5 Thermal (75.5)Internally generated Nuclear (0.2)(0.2)0.0 (6.8)Electric <utilization rate> <-> <-> <-> Power Renewable energy, etc. Supplied 0.0 0.0 0.0 4.8 Wholesale (10.3)(7.7)(2.5)32.7 Externally generated(\*) Purchased power 459.4 95.2 17.0 78.2 Power used for pumped storage (0.6)(0.5)(0.1)20.7 91.2 91.5 Total (0.3)(0.3)

<sup>\*</sup> Externally generated represents power output that we grasped at the end of 2019/3Q. It includes -6.9TWh (2019/3Q) and -2.0TWh (2018/3Q) as the transmitted power and 6.4TWh (2019/3Q) and 2.1TWh (2018/3Q) as the purchased power by Power Network Company.

[Others]		2019/3Q (A)	2018/3Q (B)	Change (A-B)
CIF price: crude oil	(\$/b)	67.8	75.0	(7.2) *CIF crude oil price for
FX rate (interbank)	(yen/\$)	108.7	111.1	(2.4) 2019/3Q is tentative.







#### <Forecast> (Consolidated)

Forecasts of financial results have not been revised from the previous announcement made in October 31, 2019.

- Operating revenues: 3,050.0 billion yen (forecast)
- Ordinary income: 185.0 billion yen (forecast)
   (Ordinary income excluding the effect of time lag is expected to be approx.150.0 billion yen.)

(Billion yen,%)

				(= ),,
	Current	October 31	Char	nge
	(A)	(B)	(A-B)	(A-B)/B
Operating revenues	3,050.0	3,050.0	-	
Ordinary income	185.0	185.0	-	-
Net income attributable to owners of parent	165.0	165.0	-	-

[(Reference) Nonconsolidated]

(Billion yen,%)

[(Itereferee) Iterreensonaatea]				(2
- · · · · · · · · · · · · · · · · · · ·	Current	October 31	Chan	ge
	(A)	(B)	(A-B)	(A-B)/B
Operating revenues	2,720.0	2,720.0	_	-
Ordinary income	80.0	75.0	5.0	6.7
Net income	50.0	45.0	5.0	11.1



## [Principal Figures]

(TWh,%)

/Flactrical anargy sold	Current	October 31	Char	ige
<electrical energy="" sold=""></electrical>	(A)	(B)	(A-B)	(A-B)/B
Electrical energy sold	118.7	118.7	-	_
(Reference)				
Electrical energy sold including group companies *	124.2	124.2	_	-

<sup>\*</sup> The sum of the company, consolidated subsidiaries, and affiliates accounted for under the equity method.

<others></others>		Current	October 31
CIF price: crude oil	(\$/b)	approx. 65	approx. 65
FX rate	(yen/\$)	approx. 110	approx. 110
Nuclear power utilization rate	(%)	_	-

# Reference Data

# 09 | Segment Information



[Operating revenues]			(Billion yen)
	2019/3Q (A)	2018/3Q (B)	Change (A-B)
Customer Service & Sales	1,998.0	2,009.3	(11.2)
Power Network	551.3	544.8	6.5
JERA (*1) -		773.8	(773.8)
Others (*2)	545.1	546.2	(1.0)

#### [Ordinary income and loss]

	(2iiiioii yeii			
	2019/3Q 2018/3Q (B)		Change (A-B)	
Customer Service & Sales	34.2	43.6	(9.4)	
Power Network	29.8	19.3	10.5	
JERA (*1)	69.1	(0.3)	69.4	
Others (*2)	42.4	43.2	(0.7)	

Decrease mainly due to the increasing competitive impact in sales, despite of the effort to reduce power procurement costs

(Billion ven)

Increase mainly due to the improvement of operating efficiency

Increase mainly due to conversion of time lag loss incurred by fuel cost adjustment system into income

<sup>(</sup>Note) Each segment is stated before eliminating internal transaction.

<sup>\*1 &</sup>quot;JERA" segment in 2018/3Q includes JERA and thermal power generation business of Chubu Electric Power.

<sup>\*2 &</sup>quot;Others" segment is business segment that is not reporting segments and includes renewable energy company, nuclear power division, administrative division and other affiliated companies, etc.



			(Bi	llion yen,%)
	2019/3Q	2018/3Q	Chai	nge
	(A)	(B)	(A-B)	(A-B)/B
Operating revenues	2,280.7	2,199.1	81.5	3.7
Share of profit of entities accounted for using equity method	72.7	9.5	63.1	658.3
Other	8.8	10.0	(1.1)	(11.9)
Non-operating revenues	81.6	19.6	61.9	315.3
Ordinary revenues	2,362.3	2,218.8	143.5	6.5
Operating expenses	2,177.2	2,104.2	73.0	3.5
Non-operating expenses	19.7	24.2	(4.4)	(18.2)
Ordinary expenses	2,197.0	2,128.4	68.6	3.2
<operating income=""></operating>	<103.5>	<94.9>	<8.5>	<9.0>
Ordinary income	165.3	90.3	74.9	82.9
Extraordinary income	19.0	-	19.0	
Income taxes	29.0	25.2	3.7	14.9
Net income attributable to non-controlling interests	2.7	2.1	0.5	27.2
Net income attributable to owners of parent	152.6	62.9	89.7	142.5

# Nonconsolidated Statements of Income <1>: Operating revenues



				(Bil	lion yen,%)	
		2019/3Q (A)	2018/3Q (B)	Change (A-B)/B		<major change="" factors="" for=""></major>
E	Electricity sales revenues	1,601.8	1,591.8	10.0	0.6	An increase in fuel cost
	Sold power to other electric utilities(*1)	66.0	76.0	(9.9)	(13.1)	<ul><li>adjustment charge +49.8</li><li>A decrease in electrical energy sold -5.3</li></ul>
Т	ransmission revenue, etc. (*2)	70.4	62.6	7.7	12.4	An increase in purchase of
C	Grant under act on purchase of renewable energy sourced electricity	217.9	193.9	24.0	12.4	renewable energy sourced electricity
	Other	24.3	20.6	3.7	18.1	
	ricity business ating revenues	1,980.7	1,945.1	35.5	1.8	
Incidental business operating revenues		54.6	51.9	2.7	5.2	<pre>Gas supply business +4.9   <gas lng="" sold="">   663 thousand tons</gas></pre>
Total	operating revenues	2,035.3	1,997.1	38.2	1.9	→ 684 thousand tons

<sup>\*1</sup> Sold power to other utilities, and Sold power to other suppliers

<sup>\*2</sup> Transmission revenue, and Settlement revenue among utilities

# Nonconsolidated Statements of Income <2>: Operating expenses



			(Billio	n yen,%)	
	2019/3Q (A)	2018/3Q (B)	Chan (A-B)	ge (A-B)/B	<major change="" factors="" for=""></major>
Salaries and employee benefits	129.4	139.8	(10.4)	(7.5)	Integration of the existing thermal power generation businesses into
Fuel	0.0	580.5	(580.4)	(100.0)	JERA -580.5
Nuclear back-end expenses (*1)	12.3	12.0	0.2	2.3	Start purchasing electric power from JERA
Purchased power etc. (*2)	1,114.9	361.9	753.0	208.1	Sales increase outside Chubu region
Transmission charges etc. (*3)	25.2	17.6	7.5 /	43.1	Integration of the existing thermal
Maintenance	82.8	120.0	(37.2)	(31.0)	power generation businesses into  JERA -33.1
Depreciation	117.6	175.7	(58.0)	(33.1)	
Taxes other than income taxes	74.0	91.7	(17.6)	(19.3)	<ul> <li>Integration of the existing thermal power generation businesses into</li> </ul>
Levy under act on purchase of renewable energy sourced electricity	221.6	217.3	4.2	2.0	JERA -56.6  Integration of the existing thermal
Other	114.3	146.4	(32.0)	(21.9)	power generation businesses into
Electricity business operating expenses	1,892.5	1,863.3	29.2	1.6	JERA -26.1 (Waste disposal expenses, etc.)
Incidental business operating expenses	52.0	50.5	1.4	2.9	Gas supply business +3.4
Total operating expenses	1,944.6	1,913.8	30.7	1.6	

<sup>\*1</sup> Contributions for reprocessing of irradiated nuclear fuel, Designated radioactive waste disposal expenses, Decommissioning nuclear power plants

<sup>\*2</sup> Purchased power from other utilities, Purchased power from other suppliers, Portion of the existing power generation expenses such as spent fuel reprocessing for which contracts have been signed

<sup>\*3</sup> Transmission charges, Supply connection transmission charges, Settlement revenue among utilities



(Billion yen,%)

		2019/3Q	2018/3Q	Chan	ge
		(A)	(B)	(A-B)	(A-B)/B
Op	perating income	90.7	83.2	7.5	9.0
Non-operating revenues		10.6	12.1	(1.4)	(12.3)
Non-operating expenses		16.7	22.2	(5.4)	(24.6)
	Ordinary revenues	2,046.0	2,009.2	36.7	1.8
	Ordinary expenses	1,961.3	1,936.1	25.2	1.3
Or	dinary income	84.6	73.1	11.5	15.7
Ind	come taxes	23.3	19.7	3.5	18.2
Net income		61.3	53.4	7.9	14.8



				(Billion yen)	
		Dec. 31, 2019 (A)	Mar. 31, 2019 (B)	Change (A-B)	<major change="" factors="" for=""></major>
Accets	Consolidated	5,409.4	5,987.5	(578.0)	Succeeded to JERA -1,188.9
Assets	Nonconsolidated	4,723.7	5,402.8	(679.1)	(including cash and deposits <-335.0>)
I to better a	Consolidated	3,451.0	4,143.1	(692.0)	Acquisition of JERA's stock by succeeding + 578.8
Liabilities	Nonconsolidated	3,213.6	3,922.8	(709.1)	by casseaming
New	Consolidated	1,958.3	1,844.3	114.0	Succeeded to JERA -610.1
Net assets	Nonconsolidated	1,510.0	1,480.0	30.0	
	Consolidated	35.0	29.7	5.3	
Shareholders' equity ratio (%)	Nonconsolidated	32.0	27.4	4.6	
Outstanding interest-bearing	Consolidated	2,357.4	2,981.1	(623.7)	
debt	Nonconsolidated	2,279.2	2,921.3	(642.0)	Succeeded to JERA -599.2



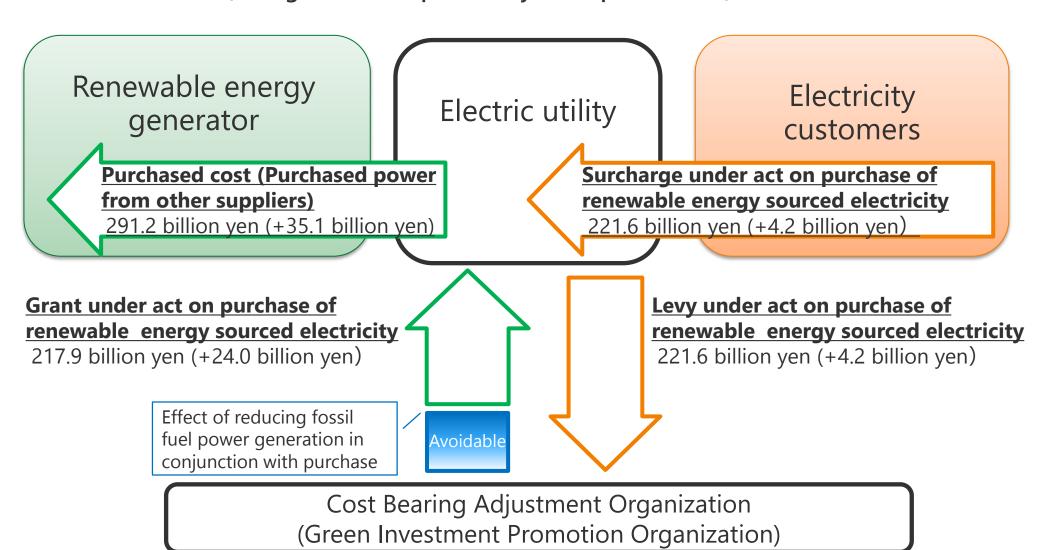
#### [Consolidated]

(Billion yen, %)

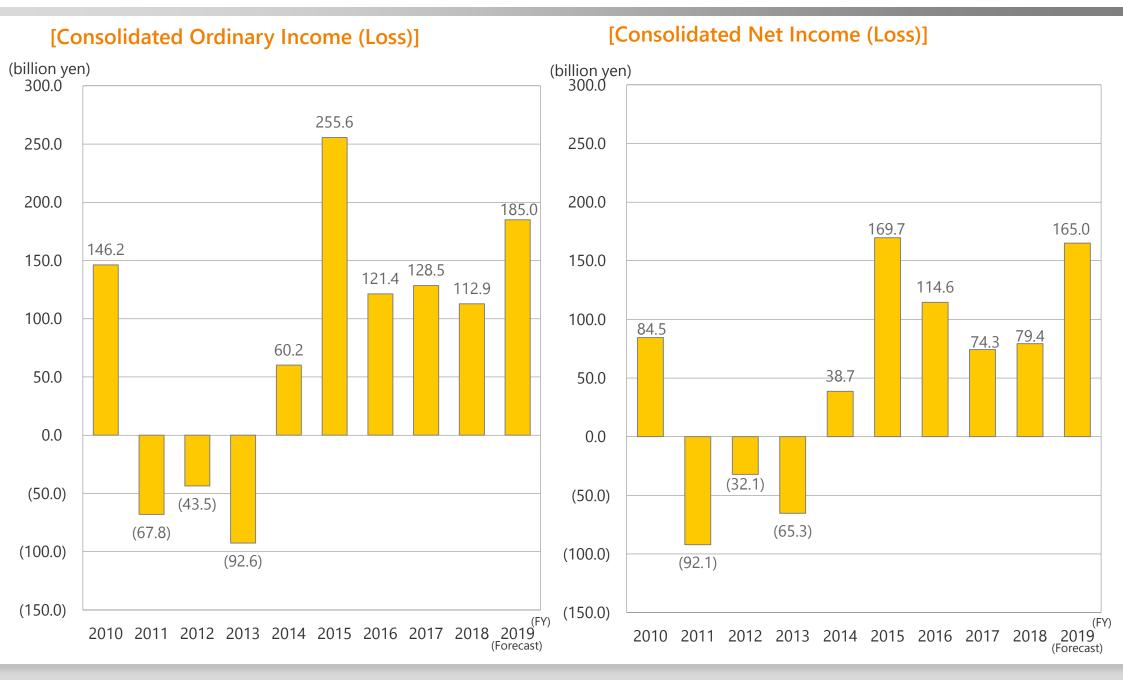
	2019/3Q	2018/3Q	Chan	ige
	(A)	(B)	(A-B)	(A-B)/B
Operating revenues	2,446.4	2,042.1	404.3	19.8
Operating income	167.6	6.0	161.5	2,654.7
Ordinary income	179.3	30.0	149.2	495.9
Net income attributable to owners of parent	157.8	22.0	135.8	617.1



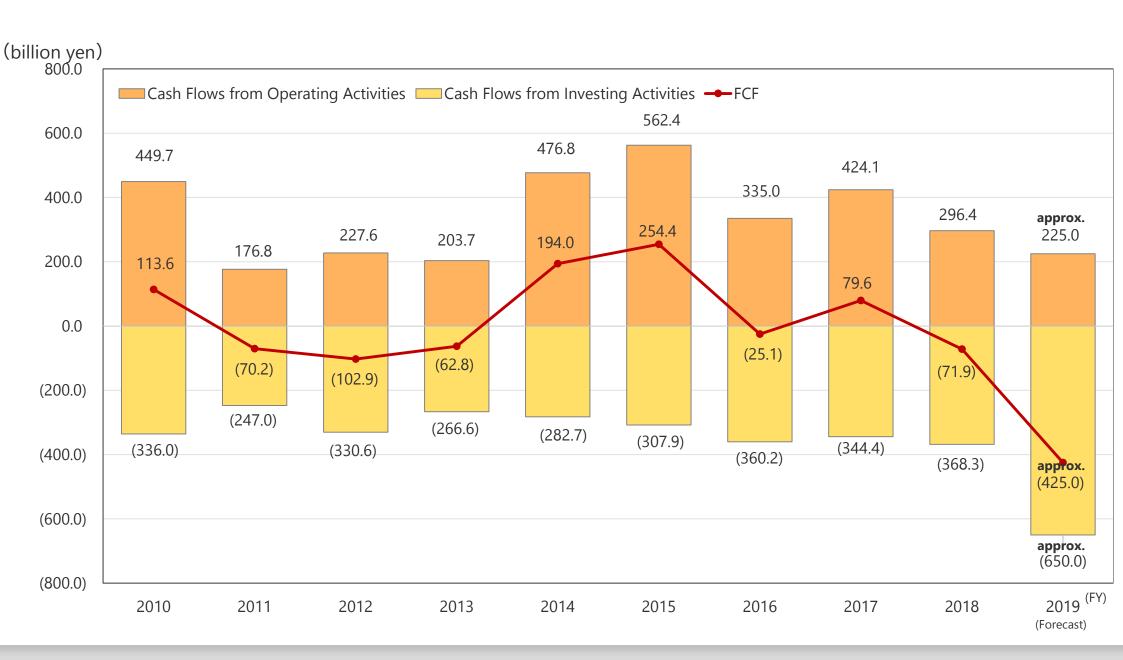
# <Result of 2019/3Q (change from the previous year in parenthesis)>







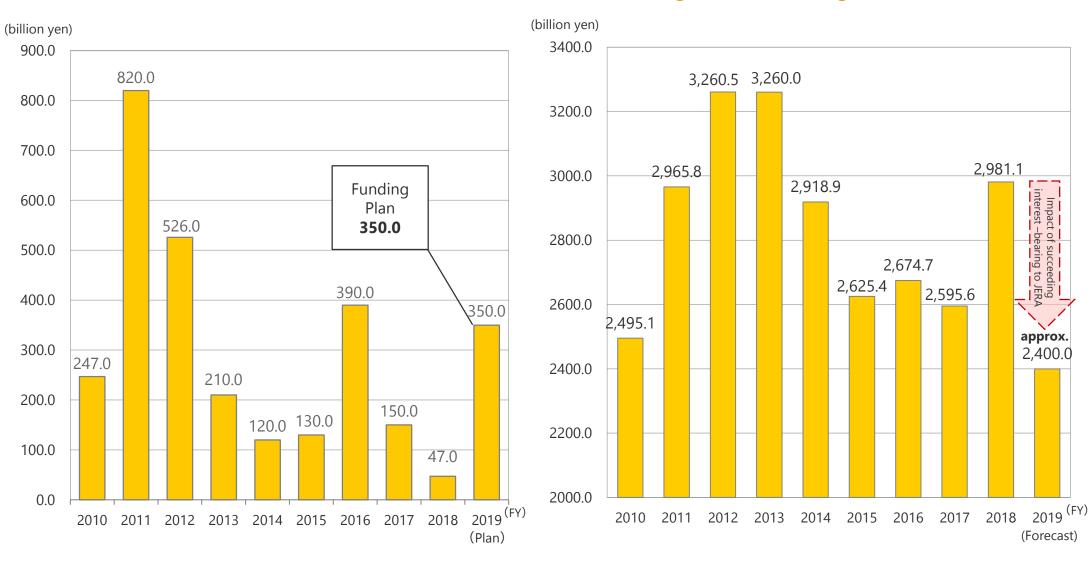




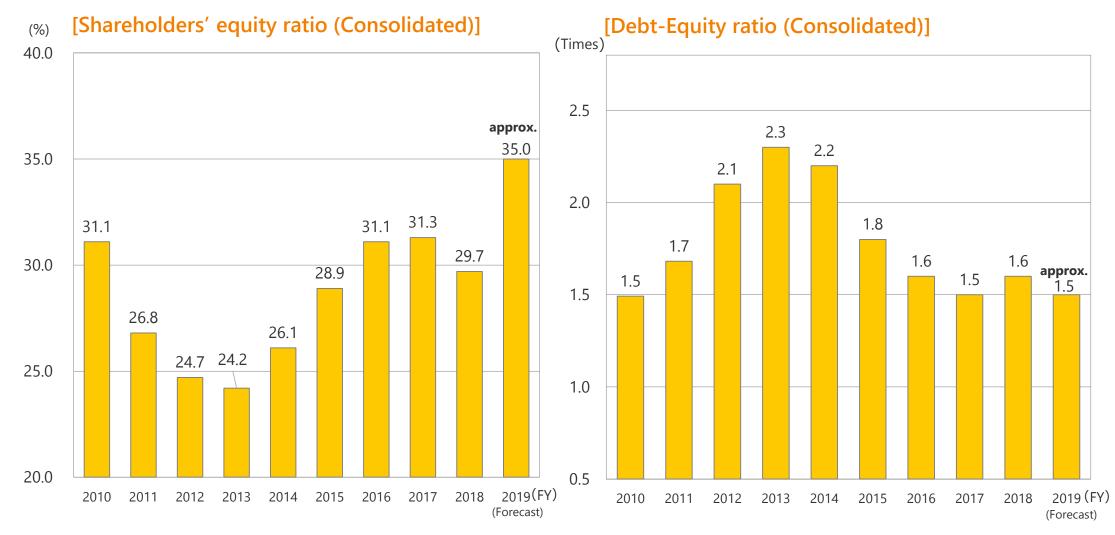


#### [Fund raising (Nonconsolidated)]

#### [Outstanding Interest-bearing debt (Consolidated) ]



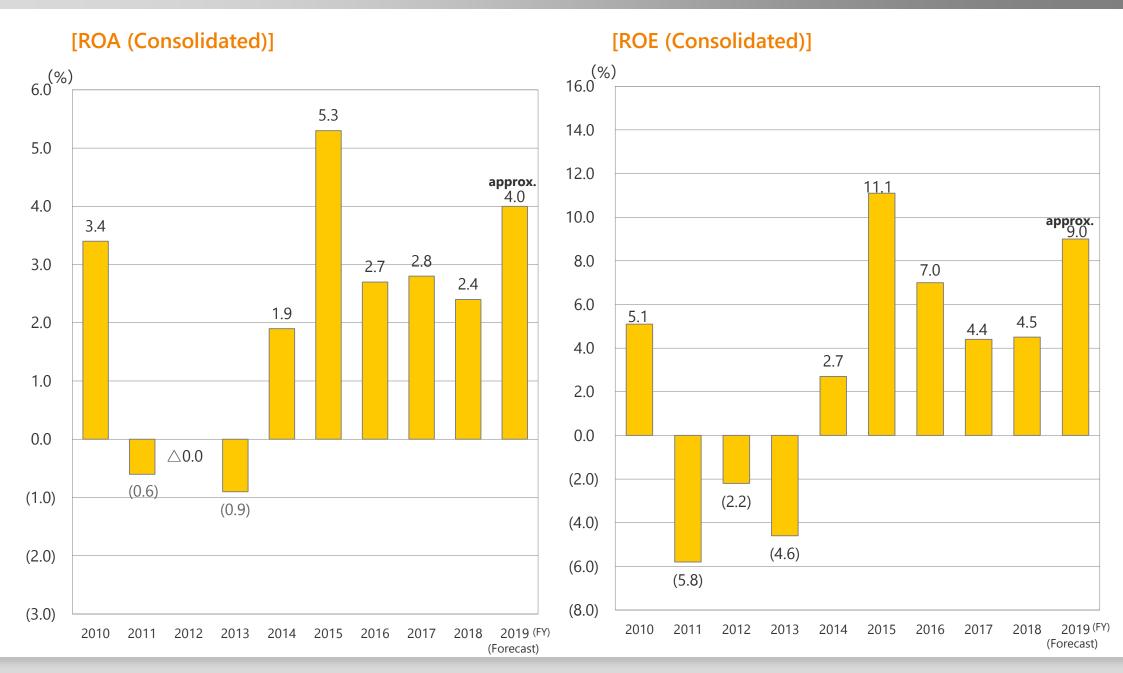




## [Credit ratings (long-term)]

Moody's	R&I	JCR
A3	A+	AA







		2019/3Q	Target
Chuhu ragian	The number of entry ; New electric tariff menu	Approx. 2.07 million	-
Chubu region	The number of sales ; Services in a set with electric power or gas	Approx. 31 thousand	Acquire 100 thousand customers by FY2020
Outside of	Electrical energy sold outside of Chubu region	8.3 TWh	Increase to approx. 30.0 TWh/year (second half of 2020) in the Tokyo metropolitan area
Chubu region	The number of applications ; Electricity in the Tokyo metropolitan area	Approx. 240 thousand	-
Gas	Gas and LNG sold	736 thousand tons	Increase to 3,000 thousand tons/year (second half of 2020s)
Gas	The number of applications ; Gas (for household, etc.)	Approx. 308 thousand	-

# Monthly Breakdown of Electrical Energy Sold



(TWh)

		FY2019								
	Apr.	May	June	July	Aug.	Sep.	Oct.	Nov.	Dec.	Apr Dec.
Low voltage	3.0	2.8	2.1	2.3	3.4	3.0	2.4	2.5	2.8	24.2
High voltage • Extra-high voltage	6.5	6.5	7.0	7.5	7.5	7.6	7.1	6.5	6.5	62.7
Total	9.5	9.3	9.1	9.8	10.8	10.6	9.5	9.1	9.2	86.9

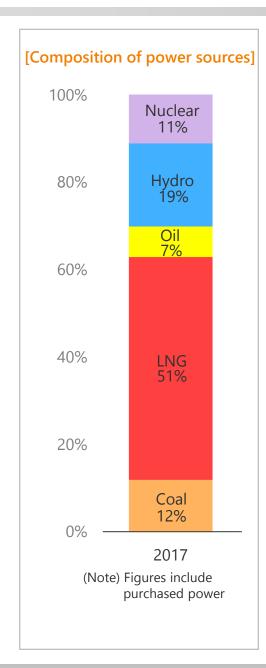
\* The total may not match due to rounding.

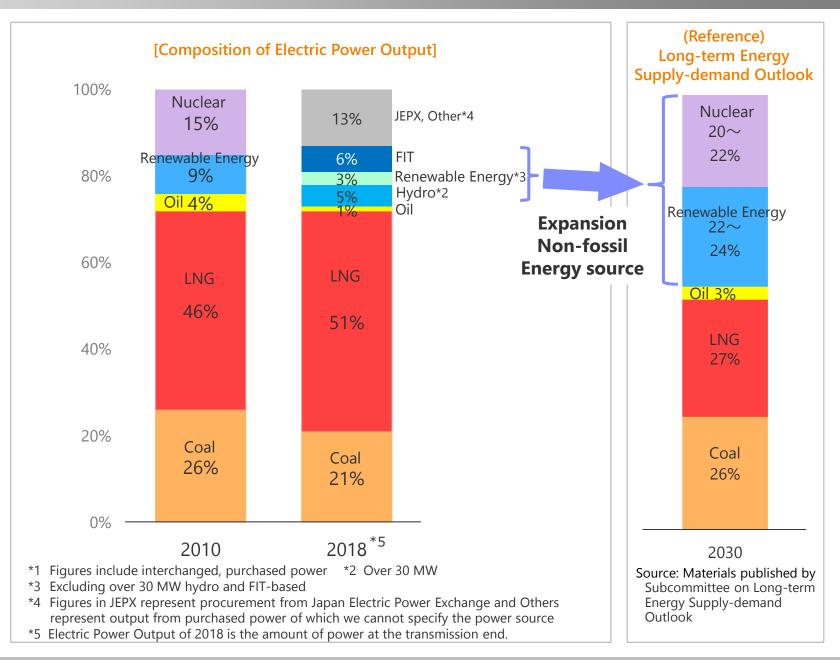
(TWh)

		FY2018											
	Apr.	May	June	July	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Total
Low voltage	2.9	2.5	2.3	2.7	3.6	3.3	2.3	2.5	3.0	4.2	3.9	3.1	36.4
High voltage • Extra-high voltage	6.4	6.3	6.9	7.6	7.6	7.3	7.0	6.6	6.5	6.6	6.6	6.7	81.9
Total	9.3	8.9	9.1	10.3	11.2	10.5	9.3	9.1	9.5	10.7	10.5	9.8	118.3

<sup>\*</sup> The total may not match due to rounding.

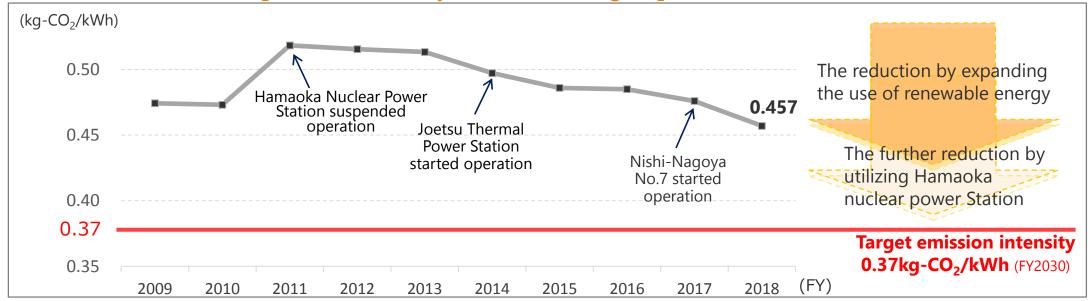




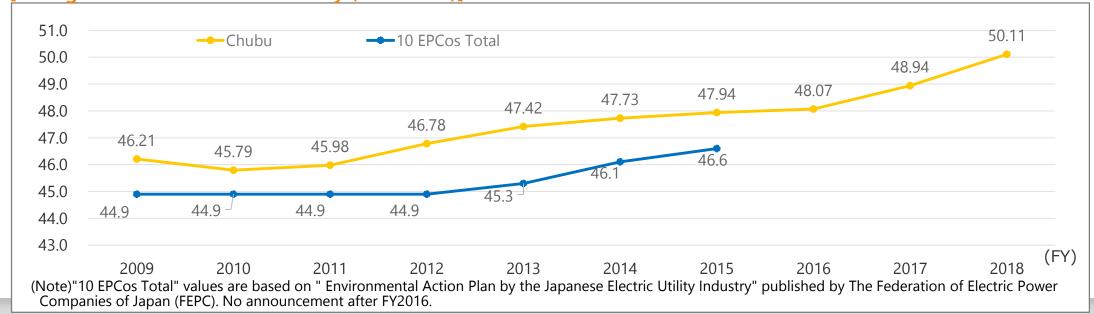




#### [Trends and outlook of CO<sub>2</sub> emission intensity (before reflecting CO<sub>2</sub> credits)]



#### [Change of total thermal efficiency (LHV basis)]



## **Overview of Renewable Energy Business**



(As of the end of December, 2019)

		(A	3 OI tile e	nd of December, 2019
		Chubu Electric	Chul	(Reference) bu Electric Group
I	operating	197 Site : 5,459MW	Sakore : (	0.29MW(FY2016) 0.38MW(FY2018) : 0.53MW(FY2018)
Hydro	plan	Kurokawadaira : 0.17MW (FY2021) Ichishiro : 0.16MW (FY2021) Seinaiji : 5.6MW (FY2022) Abekawa : 7.5MW (FY2024)	Hidasunc	ouchi : 0.82MW(FY2020)
Wind	operating	Omaezaki : 22MW	150MW	
nd	plan	Atsumi : 7.4 MW (FY2021)		-
Solar	operating	Mega Solar lida : 1.0MW Mega Solar Shimizu : 8.0MW Mega Solar Kawagoe : 7.5MW Miyako Kuzakai Solar Park : 9.0MW	286MW	
	plan	-	2 Site : 27	7MW (FY2019)
	operating	-	1	oower : 6.75MW (FY2016) nda biomass : 45MW (FY2019)
Biomass	plan	Yokkaichi : 49MW (FY2020) Yonago : 16.35MW (FY2021) Kamisu : 22.5MW (FY2023) Aichi Gamagori : 24.25MW (FY2023) Omaezaki Port : 25.48MW (FY2023)		-
Total*	operating	5,506.5MW	Grand Total	5,996.0MW
<u>a</u> *	plan	158.41MW	and tal	536.13MW

#### **Development locations of hydroelectric power station**

- Conventional hydro
- Generation with minimum water level

Parentheses denote the commercial operation start year.





The situation of the construction of Ogurogawa dam of Seinaiji Hydroelectric Power Station

#### **Biomass Power Generation**

The situation of the construction of Yokkaichi Biomass Power Generation

[Full view of the construction area]



[Summary of Project]
Site: Yokkaichi City, Mie Prefecture
Power output: 49MW

Power generation:

Approx. 380 million kWh/year Type of fuel:

Wooden pellet, Palm coconut shell Annual use of fuel: Approx. 220,000 tons  ${\rm CO_2}$  reduction effect :

Approx. 160,000 tons per year Scheduled start of commercial operation: April, 2020

New development of 2 million kW or more as to renewable energy (up to around 2030)

<sup>\*</sup> Joint businesses are included. (Note) Joint businesses are recorded by equity interest.

# **Overview of Overseas Business (1)**



[Submarine power transmission business in Germany]

sabinarine pow	er transmission bas	mess in cermany,								
	C	verview of the busin	ess							
Project overview		Operating and maintaining following four submarine transmission cables which run from a wind power plant located in an offshore area of the North Sea								
	BorWin1	BorWin2	DolWin2	HelWin2						
Transmission Capacity	400MW	800MW	920MW	690MW						
Transmission Line Length	200 km On land 75km Submarine 125km	200 km On land 75km Submarine 125km	135 km On Land 90km Submarine 45km	130 km On Land 45km Submarine 85km						
Sponsor	Chubu Electric Power, TenneT Holding B.V.	Mitsubishi Corporatio	on, Mitsubishi UFJ Leas	e & Finance Co., Ltd.,						



(Reference: Tennet Holding's web site)



[Global training, Incubation, Investment business in Singapore]

Overview of the business		
Company name	Greenway Grid Global Pte. Ltd.	
Project overview	(1)Project Investment and Operation Invest in and commercialize promising business opportunities such as electricity transmission and distribution projects, and next-generation infrastructure (2)Incubation of new business Helping to accelerate the commercialization of customer's new business ideas (3)Global training for personnel Nurturing globally capable leaders skilled in new business development	
Sponsor	Chubu Electric Power, TEPCO Power Grid Inc., ICMG Co.,Ltd.	

[Power distribution and retail sales business in Philippines]

Overview of the business		
Project overview		
Project period	25 years	
Sponsor	Chubu Electric Power, Manila Electric Company (MERALCO), Marubeni Corporation, The Kansai Electric Power, and the Bases Conversion and Development Authority in Philippines	

\*New Clark City (NCC) is a large scale new city which BCDA is planning to develop at the vacant land of former Clark US Air Force Bases(9,450ha). NCC is nominated as one of the national projects, which seeks solutions of issue that Manila, capital city of the Philippines, is suffering from, such as traffic jam and high population density, aiming to increase number of residents to 1.2M and create 0.8M employments by 2065 through relocation of government facilities, construction of highways, etc.



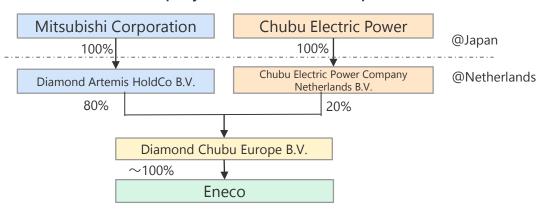
#### [Mitsubishi Corporation and Chubu Electric Power Named Preferred Buyers in Bid for Dutch Energy Company "Eneco"]

Overview of the business			
Purpose		Acquire expertise in the development and operation of offshore wind power, fuse expertise in new services, contribute to consolidated income, etc.	
Share acquisition method		Acquired 20% of the Eneco shares agreed by the seller through a holding company (joint holding company) established jointly with Mitsubishi Corporation.	
Maximum amount of investment		4.1 billion euros (approx. 500 billion yen) *Our maximum investment amount is about 100 billion yen, 20% (we expect to invest in around spring 2020)	
Outline of the Eneco	Business	Power generation business (renewable energy, etc.), electricity and gas retail business, electricity and gas trading business, and district heat supply business	
	Region	Netherlands, Belgium, Germany, etc.	
	Financial Position	As of the end of 2018: EBITDA 415 million euros (approx. 50 billion yen)  Net income 136 million euros (approx. 16 billion yen)	

#### [Wind power plant owned by Eneco]



#### [Outline of New Company Diamond Chubu Europe B. V.]





#### **DISCLAIMER**

This presentation contains assumptions and forward-looking statements with respect to the financial conditions, and forecasts of the company, which are based on information currently available.

These assumptions involve certain risks and uncertainties, and may cause actual results materially differ from them, by changes in the managerial environment such as economic activities and market trends.

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