

# Life & Business Solutions (Non-Energy Business)

Expanding business by leveraging technologies and know-how accumulated in the gas business

Gas Business

Carbon materials technologies for coal gas production\*1  
Effective use and redevelopment of landholdings  
Development of gas rate systems, etc.

Expansion and development

Material Solutions Business  
Real Estate Business  
Information Solutions Business

\*1 Gas was produced from coal before natural gas was introduced.

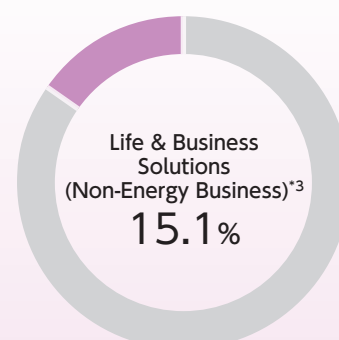
The Osaka Gas Group actively applies the technologies and know-how it has accumulated over more than 100 years in the city gas business in other businesses, including its material solutions business, real estate business, and information solutions business.

The Osaka Gas Group efficiently manages its operations through the selection and concentration of business activities, while constantly paying close attention to the conditions in each business.

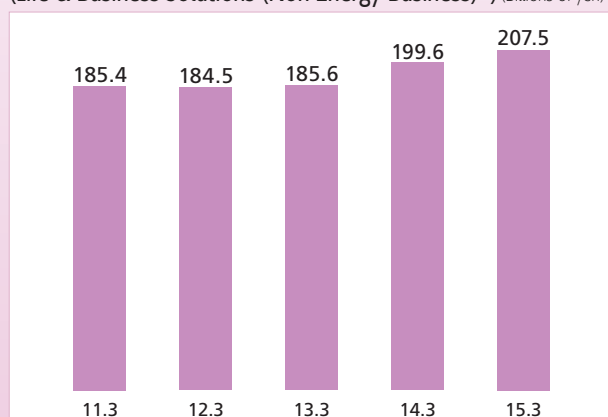
In the fiscal year ended March 31, 2015, net sales totaled ¥207.5 billion. Segment income was ¥16.5 billion, making up around 15% of the total income of the Osaka Gas Group.

Life & business solutions (non-energy business) plays a major role underpinning the revenue base of the Osaka Gas Group as a stable source of earnings despite rapidly changing conditions in society that affect the energy business, such as dropping raw material prices and greater awareness of energy conservation.

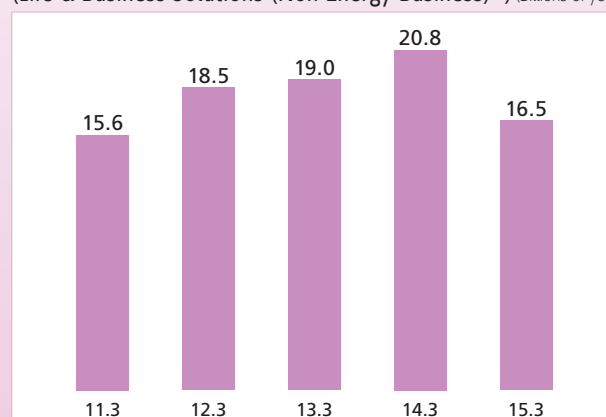
Segment Income\*2  
(2015.3)



Net Sales  
(Life & Business Solutions (Non-Energy Business)\*3) (Billions of yen)



Segment Income\*2  
(Life & Business Solutions (Non-Energy Business)\*3) (Billions of yen)



\*2 Segment Income = Operating income + Equity in earnings of affiliates

\*3 Following a review of segment details, the name of the segment has been changed to "life & business solutions (non-energy business)," effective from the fiscal year ended March 31, 2015.

Starting in the fiscal year ended March 31, 2015, Osaka Gas repositioned the renewable energy business from the environment/non-energy segment to the LPG/electricity/other energy segment or to the international energy segment according to the details of individual business activities. For this reason, figures from the fiscal year ended March 31, 2015 on do not include the renewable energy business.

# Material Solutions Business | Osaka Gas Chemicals Group

## Business Overview and Characteristics

Osaka Gas employs coal chemistry technologies developed through the production of coal gas, as well as pharmaceutical-related technologies from the former Japan EnviroChemicals, to develop high-value-added materials and a wide range of products.

In the field of fine materials, we produce and sell materials with fluorene derivatives that present excellent optical and heat-resisting properties, including resins for optical lenses used in smartphone cameras. We hold a large share of the global market for fluorene derivatives. In the field of carbon fiber, we produce and sell molded heat insulation material used in high-temperature

furnaces such as silicon melting furnaces used in photovoltaic cell manufacturing. Moreover, in activated carbon, we produce and sell the SHIRASAGI® series, which is the top brand in Japan, as well as water purifier cartridges, air purifier filters, and other products using SHIRASAGI activated carbon.

We will continue to expand our existing businesses while strengthening R&D and actively pursuing mergers and acquisitions to boost sales in the Osaka Gas Chemicals Group to 100 billion yen by the end of the fiscal year ending March 31, 2021.

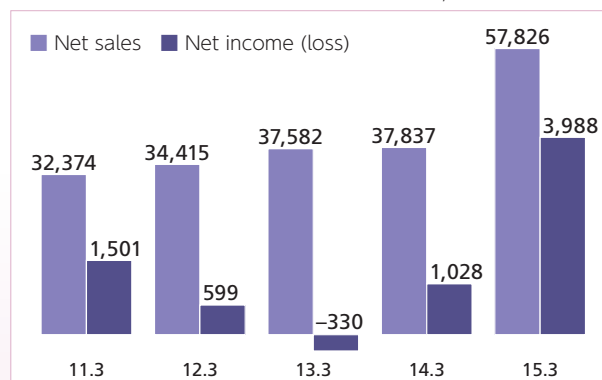
## Initiatives in the Fiscal Year under Review

In the fiscal year ended March 31, 2015, sales increased in the activated carbon fiber field. Thanks to the acquisition of the world's third largest activated carbon firm, Sweden-based Jacobi Carbons AB, the Osaka Gas Group's sales and net income for the current year outpaced the previous year.

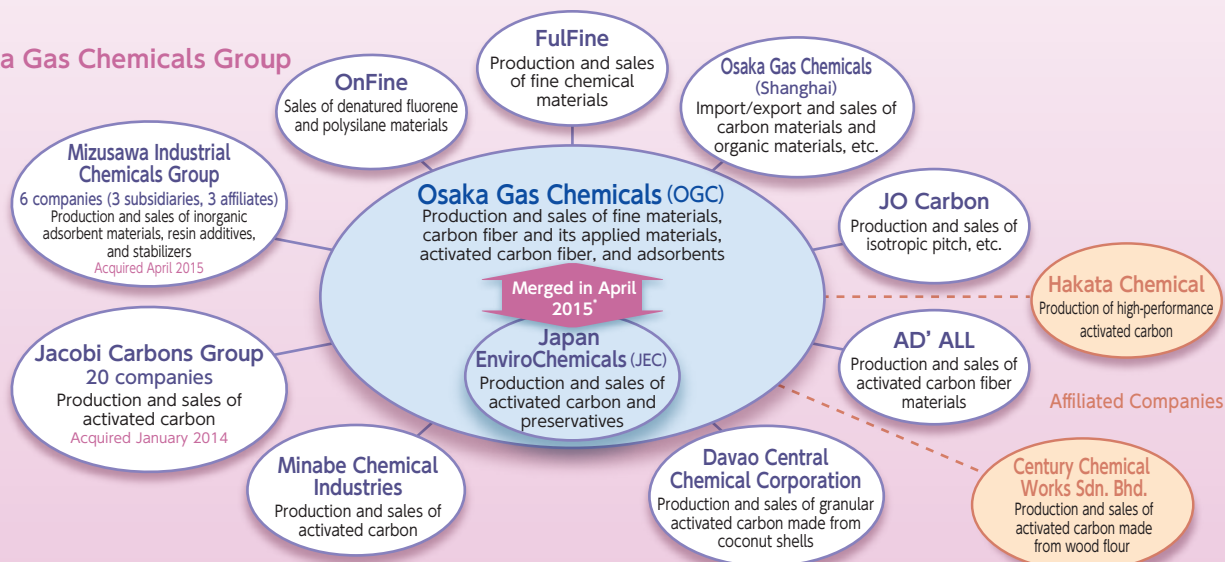
### Highlight

In April 2015, the Group obtained shares in Mizusawa Industrial Chemicals, which was Takeda Pharmaceutical's wholly owned subsidiary and produces and sells inorganic adsorbent materials, resin additives, and other inorganic particulate materials. This move has expanded the scale of our business and will allow the Group to provide customers with better solutions using newly acquired materials and technologies, besides increasing the number of new products on offer.

Osaka Gas Chemicals Group  
Net Sales / Net Income (Loss) (Millions of yen)



## Osaka Gas Chemicals Group



\* As of April 2015, the subsidiary Japan EnviroChemicals was merged into Osaka Gas Chemicals to more effectively utilize both companies' management resources.



## Real Estate Business | Osaka Gas Urban Development Group

### Business Overview and Characteristics

In addition to making good use of existing real estate held by the Osaka Gas Group, this business engages in a broad range of real estate operations, including leasing, sales, area development, research park business, and building maintenance.

Through these activities, we aim to provide environmentally friendly and comfortable residential and business spaces.



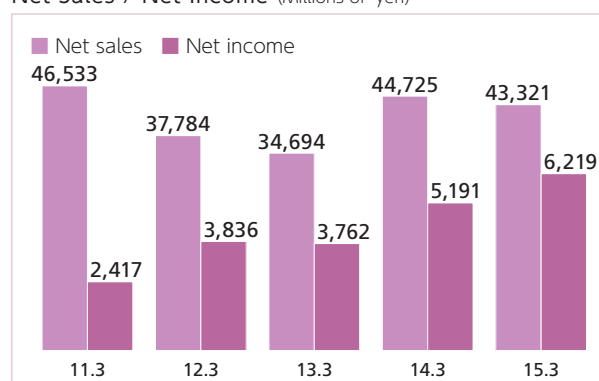
The Urbanex Kyoto Matsugasaki

### Initiatives in the Fiscal Year under Review

The Osaka Gas Urban Development Group sold a total of 326 condominium units at 11 properties for which the group served as project lead manager. In the leasing business, we are working to optimize held assets, acquiring blue-chip properties, for example, and aiming to maintain high occupancy.

We will pursue synergies with our gas business by supplying properties that allow customers to enjoy comfortable and convenient lifestyles through the use of gas by installing gas appliances, such as glass-top cooking stoves, floor heating systems, and mist saunas.

### Osaka Gas Urban Development Group Net Sales / Net Income (Millions of yen)



## Information Solutions Business | OGIS-RI Group

### Business Overview and Characteristics

OGIS-RI Co., Ltd. traces its roots back to developing and managing systems for the gas business of Osaka Gas. Today, this business develops cutting-edge systems, provides cloud-based services, and operates highly secure data centers by leveraging the innovative technologies and customer base of the OGIS-RI Group.



ICC Building

### Initiatives in the Fiscal Year under Review

Sales grew year on year as agile methods were used to successful advantage in frequently confirming customers' needs in detail during the process of development, and the solutions business was pursued, targeting energy suppliers with a firm outlook toward full market liberalization. Information technologies will continue to be utilized to meet the wide-ranging needs of customers.

### OGIS-RI Group Net Sales / Net Income (Millions of yen)

