



Financial Report for FY2012.3 (April 2011 – March 2012)

April 2012
Osaka Gas Co., Ltd.

I. Business Results for FY2012.3 and Forecasts for FY2013.3

Management information is available on Osaka Gas websites.

Financial reports, annual reports and road show materials can be accessed and downloaded at the following URL.

http://www.osakagas.co.jp/ir/index_e.html

Disclaimer

Certain statements contained herein are forward-looking statements, strategies and plans, which reflect our judgment based on the information so far available. Actual results may differ materially from those discussed in such statements. Among the factors that could cause actual results to differ materially are: economic trends in Japan, sharp fluctuations in exchange rates and crude oil prices and extraordinary weather conditions.

Note regarding gas sales volume

All gas sales volumes are indicated based on the standard heating value at 45 MJ/m³.

Note regarding consolidated gas sales volume

The fiscal year of Nabari Kintetsu Gas, Toyooka Energy, and Shingu Gas ends on December 31.

We would like to explain the operational results of Osaka Gas for the year ended March 2012 and forecasts for the year ending March 2013.

Summary of Business Results for FY2012.3

■ Overview

Consolidated operating revenues	Increased by 9.1% to ¥1,294.7 billion from the previous year supported by the increased gas sales price adjusted in response to the increase in LNG price and increased electric power sales.
Consolidated operating profit	Decreased by 12.8% to ¥77.2 billion due to the decrease in the gas sales gross margin affected by the increase in raw material costs resulting from the LNG price increase, while electric power business profit increased. Loss on fuel cost adjustment system was ¥30.7 billion (compared with a loss of ¥8.5 billion the previous year).

■ Gas Sales Volume

Residential	Almost the same as the previous year at 2,271 million m ³ .
Commercial	Decreased by 3.0% to 1,575 million m ³ mainly due to the decreased use of air-conditioning systems affected by the social trend of saving electricity.
Industrial	Increased by 5.2% to 4,355 million m ³ mainly due to the newly created demand and increased operation of customers' facilities.

■ Others

Investments for expansion, greenfield, M&A	Decided to make investments in the shale gas development project in Canada, the Ichthys LNG project in Australia, LNG vessels and others. Invested ¥64.2 billion in total.
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In the year ended March 31, 2012, we reported an increase in revenue and a decrease in profit.

Consolidated operating revenues increased by 9.1% from the previous year to ¥1,294.7 billion supported by the increased gas sales price adjusted in response to the increase in LNG price and increased electric power sales due to increase in sales volume and sales price.

Consolidated operating profit decreased by 12.8% to ¥77.2 billion due to decrease in the gas sales gross margin affected by the increase in raw material costs resulting from the LNG price increase, while electric power business profit increased.

A loss of ¥30.7 billion incurred under the fuel cost adjustment system, which was larger than that recorded in the previous year.

Residential gas sales volume were almost the same as the previous year at 2,271 million m³.

Gas sales volume for commercial/public/medical use decreased by 3.0% to 1,575 million m³ mainly due to the decreased use of air-conditioning systems affected by the increasing social trend of saving electricity.

Industrial gas sales volume increased by 5.2% to 4,355 million m³ mainly due to newly created demand, increased operation of customers' facilities as a result of the earthquake effects, and the increased operation of co-generation systems in response to the request to save electricity.

As for investments for expansion, greenfield, and M&A, we decided to make investments in the shale gas development project in Canada, the Ichthys LNG project in Australia, LNG vessels, and others.

Investments for the year ended March 2012 totaled ¥64.2 billion.

Gas Sales Volume Results for 2012.3

45MJ/m ³	A. FY12.3	B. FY11.3	A-B	A-B/B(%)
Number of meters installed (thousand)	7,045	7,012	+33	+0.5%
Installation of new meters (thousand)	81	79	+2	+2.0%
Monthly gas sales volume per household (m ³ /month)	32.6	32.7	-0.1	-0.4%
Residential use	2,271	2,275	-4	-0.2%
Commercial, public, and medical use	1,575	1,624	-49	-3.0%
Industrial use	4,355	4,141	+214	+5.2%
Non-residential total	5,930	5,765	+165	+2.9%
Wholesale	480	488	-7	-1.5%
(non-regulated)	(5,062)	(4,874)	(+188)	(+3.9%)
Non-consolidated gas sales volume total (million m ³)	8,681	8,528	+154	+1.8%
Consolidated gas sales volume total (million m ³)	8,711	8,560	+152	+1.8%

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This table shows the gas sales volume results for the year ended March 2012.

The gas sales volume on a non-consolidated basis increased by 1.8% from the last year to 8,681 million m³.

While the Great East Japan Earthquake and subsequent electricity-savings trend had some negative impact, such as decreased operation of air-conditioning systems in commercial/public/medical sectors, their positive impact was greater since the operation of co-generation systems at industrial customers' sites increased.

For reference, monthly gas sales volumes by use type are shown on page 26.

Results for FY2012.3 - I

Figures in () are ratios of consolidated results to non-consolidated results

(billion yen)	A. FY12.3	B. FY11.3	A-B	A-B/B(%)	Remarks
Operating revenues	(1.25) 1,294.7	(1.29) 1,187.1	+107.6	+9.1%	Rise in the price of gas sales, and increase in electric power sales, etc.
Operating profit	(1.96) 77.2	(1.68) 88.5	-11.3	-12.8%	Decrease in gas sales gross margin, etc.
Ordinary profit	(1.84) 75.6	(1.49) 82.3	-6.6	-8.1%	
Net income	(1.76) 45.2	(1.33) 45.9	-0.7	-1.7%	
SVA	11.9	13.2	-1.2	-9.4%	

		A. FY12.3	B. FY11.3	A-B
Consolidated gas sales volume	million m ³	8,711	8,560	+152
Profit/ loss on fuel cost adjustment system	billion yen	-30.7	-8.5	-22.2
Exchange rate	yen/\$	79.1	85.7	-6.7
Crude oil price	\$/bbl	114.2	84.1	+30.1
Number of subsidiaries		133	131	+2

Average of preliminary monthly data up to March. SVA (Shareholders' value added) = NOPAT – Invested capital × WACC

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Now, let's look at the detailed operational results for the year ended March 2012.

As explained previously, operating revenues increased by ¥107.6 billion from the previous year to ¥1,294.7 billion supported by the rise in the gas sales price and increased electric power sales.

Revenues from electric power business increased by ¥8.3 billion from the previous year to over ¥20 billion. However, as shown in the lower table, the crude oil price increased by about \$30 per barrel to \$114.2 per barrel, which resulted in a ¥22.2 billion increase in loss on fuel cost adjustment system compared to the previous year. As a result, operating profit decreased by ¥11.3 billion to ¥77.2 billion, and ordinary profit decreased by ¥6.6 billion to ¥75.6 billion.

Contribution by consolidated subsidiaries and affiliates reported by the equity method has gradually increased. The ratio of consolidated results to non-consolidated results increased to 1.96 and 1.84 for operating profit and ordinary profit respectively, both the greatest ever.

Results for FY2012.3 - II

(billion yen)	A. FY12.3 end	B. FY11.3 end	A-B	Remarks
Total assets	1,475.7	1,437.2	+38.4	Increase in current assets, etc.
Net worth	684.5	664.9	+19.6	
Interest-bearing debt	541.3	532.4	+8.8	Issuance of corporate bonds, etc.
Number of employees	19,818	19,684	+134	
Equity ratio	46.4%	46.3%	+0.1	
D/E ratio	0.79	0.80	-0.01	

	A. FY12.3	B. FY11.3	A-B	Remarks
Capital expenditure	87.1	69.6	+17.5	Construction of Himeji-Okayama pipeline and LNG vessels, etc.
Depreciation	93.6	97.5	-3.9	Decrease in depreciation costs related to the Semboku Natural Gas Power Plant
Free cash flow	79.0	72.7	+6.2	
ROA	3.1%	3.1%	-0.0	
ROE	6.7%	6.9%	-0.2	
EPS (yen/share)	21.7	21.6	+0.1	
BPS (yen/share)	328.8	319.3	+9.4	

FCF = CF from operating activities - (OP after tax + depreciation and other non-cash expenses) - capital expenditure *Design Your Energy 夢ある明日を*

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The financial position and key financial indicators are shown in this slide.

Interest-bearing debts increased by ¥8.8 billion to ¥541.3 billion as a result of the new issuance of corporate bonds of ¥10 billion in December 2011.

Capital expenditures increased by ¥17.5 billion to ¥87.1 billion as a result of constructions of the Mie-Shiga Pipeline and Himeji-Okayama Pipeline, and the construction of LNG vessels.

ROA was 3.1%, at the same level as the previous year. ROE decreased slightly to 6.7%.

Business Plan for FY2013.3

■ Activity Policy

“Change & Challenge”

- Respond to changes that arose after the Great East Japan Earthquake and challenge the reforms.

■ Priority Issues

(1) More advanced safety and security for all customers

- Stable procurement of raw materials
- Strengthening and multiplexing of production/supply facilities and implementation of disaster control

(2) New world with natural gas and distributed energy systems

- Promoting diffusion of co-generation systems, “smart house” and gas heating/air-conditioning systems

(3) New business models and further expansion of investments

- Electric power business: LNG wholesales to wider areas in Japan
- International energy businesses along the energy value chain
- Affiliated companies (real estate, advanced material solutions, IT, LPG/industrial gas, life-related services)

(4) Stronger connection with society and community

Now, we will explain our forecasts for the year ending March 31, 2013.

In the year ending March 2013, we will respond to changes that arose after the Great East Japan Earthquake and challenge the reforms. We will focus on these four priority issues.

Summary of Business Forecasts for FY2013.3

■ Overview

Consolidated operating revenues	Expected to increase by 5.3% from the previous year to ¥1,363 billion supported by an increase in the gas sales price, which will be adjusted in response to the increase in LNG price, and increase in LNG sales volume, although the tariff revision may have some negative impact.
Consolidated operating profit	Expected to increase by 16.5% to ¥90 billion . The gas sales gross margin will increase since the loss on fuel cost adjustment system will decrease, and depreciation costs will decrease as a result of the completion of the five-year equal depreciation of assets whose residual value was 5%. Loss on fuel cost adjustment system is expected to be ¥3.1 billion.

■ Gas Sales Volume

Residential	Expected to decrease by 1.7% to 2,232 million m³ , assuming the same temperature level as in usual years.
Commercial	Expected to decrease by 4.0% to 1,512 million m³ , reflecting the impact of customers' energy-saving consciousness.
Industrial	Expected to increase by 1.1% to 4,404 million m³ , reflecting newly created demands and increased operation of customers' facilities.

■ Others

Investments for expansion, greenfield, M&A	Plans to make ¥120 billion investment , mainly in international energy businesses along the energy value chain.
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In the year ending March 31, 2013, we expect increases both in revenues and profit.

We expect that consolidated operating revenues will increase by 5.3% from the previous year to ¥1,363 billion supported by an increase in the gas sales price, which will be adjusted in response to the increase in LNG price, and increase in LNG sales volume resulting from commencement of the LNG supply to Okinawa Electric Power Company under a new contract, although the tariff revised in February 2012 may have some negative impact.

Consolidated operating profit is expected to increase by 16.5% to ¥90 billion.

The gas sales gross margin will increase since the loss on fuel cost adjustment system will decrease. Depreciation costs will also decrease because the five-year equal depreciation of assets whose residual value was 5%, implemented in response to the revision of the taxation system in 2007, will end.

Loss on fuel cost adjustment system is expected to be ¥3.1 billion.

Residential gas sales volume is expected to decrease by 1.7% from the previous year with its cold winter to 2,232 million m³, assuming the same temperature level as in usual years.

Gas sales volume for commercial/public/medical use is expected to decrease by 4.0% to 1,512 million m³, reflecting the impact of customers' growing energy-saving consciousness.

Industrial gas sales volume is expected to increase by 1.1% to 4,404 million m³, reflecting newly created demands and increased operation of customers' facilities.

We will continue active investment in projects for expansion, greenfield, and M&A. Investments of ¥120 billion are planned mainly in investments in the international energy businesses along the energy value chain.

Gas Sales Volume Forecasts for FY2013.3

45MJ/m ³	A. FY13.3 forecasts	B. FY12.3 results	A-B	A-B/B(%)
Number of meters installed (thousand)	7,078	7,045	+32	+0.5%
Installation of new meters (thousand)	81	81	-0	-0.6%
Monthly gas sales volume per household (m ³ /month)	32.0	32.6	-0.6	-1.9%
Residential use	2,232	2,271	-39	-1.7%
Commercial, public, and medical use	1,512	1,575	-62	-4.0%
Industrial use	4,404	4,355	+49	+1.1%
Non-residential total	5,916	5,930	-14	-0.2%
Wholesale	474	480	-7	-1.4%
(non-regulated)	(5,083)	(5,062)	(+21)	(+0.4%)
Non-consolidated gas sales volume total (million m ³)	8,621	8,681	-60	-0.7%
Consolidated gas sales volume total (million m ³)	8,652	8,711	-59	-0.7%

This table is a summary of forecasts for gas sales volumes for the year ending March 2013.

We expect that the gas sales volume on a non-consolidated basis will decrease by 0.7% to 8,621 million m³.

Forecasts for FY2013.3 - I

Figures in () are ratios of consolidated results to non-consolidated results

(billion yen)	A. FY13.3 forecasts	B. FY12.3 forecasts	A-B	A-B/B (%)
Operating revenues	(1.25) 1,363.0	(1.25) 1,294.7	+68.2	+5.3%
Operating profit	(1.57) 90.0	(1.96) 77.2	+12.7	+16.5%
Ordinary profit	(1.43) 90.0	(1.84) 75.6	+14.3	+18.9%
Net income	(1.31) 57.0	(1.76) 45.2	+11.7	+26.1%
SVA	23.8	11.9	+11.8	+99.3%

		A. FY13.3 forecasts	B. FY12.3 forecasts	A-B
Consolidated gas sales volume	million m ³	8,652	8,711	-59
Profit/loss on fuel cost adjustment system	billion yen	-3.1	-30.7	+27.6
Exchange rate	yen/\$	80	79.1	+0.9
Crude oil price	\$/bbl	115	114.2	+0.8

SVA (Shareholders' value added) = NOPAT – Invested capital × WACC

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This table shows our forecasts for operational results for the year ending March 2013.

We assume that the exchange rate will be ¥80 for one U.S. dollar and the crude oil price will be US\$115 per barrel.

Forecasts for FY2013.3 - II

(billion yen)	A. FY13.3 end forecasts	B. FY12.3 end forecasts	A-B
Total assets	1,571.5	1,475.7	+95.7
Net worth	721.3	684.5	+36.7
Interest-bearing debt	584.0	541.3	+42.6
Number of employees	19,992	19,818	+174
Equity ratio	45.9%	46.4%	-0.5
D/E ratio	0.80	0.79	+0.01
	A. FY13.3 forecasts	B. FY12.3 forecasts	A-B
Capital expenditure	101.1	87.1	+13.9
Depreciation	84.8	93.6	-8.7
Free cash flow	79.1	79.0	+0.0
ROA	3.7%	3.1%	+0.6
ROE	8.1%	6.7%	+1.4
EPS (yen/share)	27.4	21.7	+5.6
BPS (yen/share)	346.2	328.8	+17.4

FCF = CF from operating activities - (OP after tax + depreciation and other non-cash expenses) - capital expenditure Design Your Energy 夢ある明日を

Forecasts for the financial position and key financial indicators are shown in this slide.

Interest-bearing debts will increase by ¥42.6 billion from the previous year to ¥584 billion since we must satisfy the cash requirement for investments for expansion, greenfield, and M&A.

Capital expenditures are expected to increase by ¥13.9 billion to ¥101.1 billion, mainly for construction of the Himeji-Okayama Pipeline and construction of the LNG tank at the Semboku No. 1 receiving terminal.

As explained previously, depreciation costs will decrease by ¥8.7 billion to ¥84.8 billion mainly because the depreciation implemented in accordance with the revised taxation system have completed.

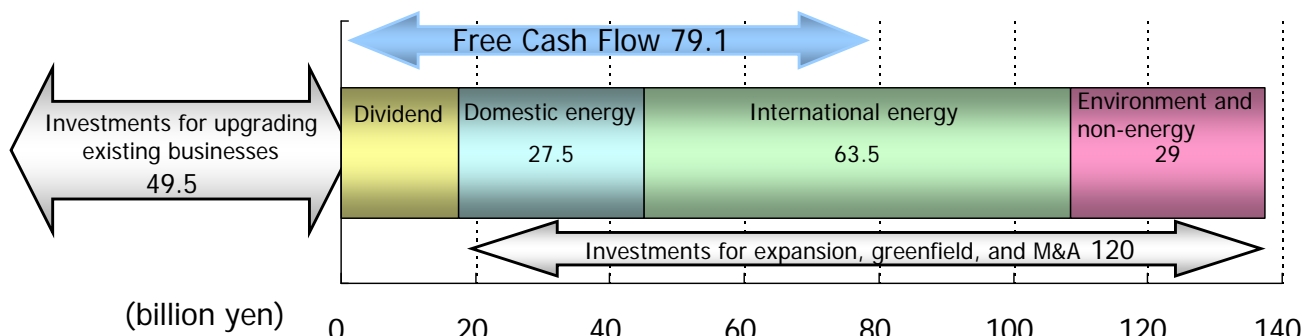
ROA and ROE are expected to increase to 3.7% and 8.1%, respectively, from the previous year.

Use of Free Cash Flow for FY2013.3

- FCF for FY 2013.3 is expected to be at the same level as previous year at ¥79.1 billion.
- Plans to make ¥120 billion investment for expansion, greenfield, and M&A.

Domestic energy businesses	Construction of major pipelines, etc.
International energy businesses along the energy value chain	Expenditures for already-decided projects Exploration for and acquisition of new projects
Environment and non-energy businesses	Exploration for and acquisition of profit-earning real estate properties and new projects

- Aims to achieve an annual dividend of ¥8 per share, following FY 2012.3.



FCF = Operating cash flows – capital expenditures. Capital expenditures do not include investments for quality improvement of existing businesses. The amount of investment differs from that of capital expenditures, as the former includes both capital expenditures and investments / financing.

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Finally, I will explain the use of free cash flow.

Free cash flow for the year ending March 2013 is expected to be ¥79.1 billion.

We plan to invest a total of ¥120 billion in expansion, greenfield, and M&A, which will be covered by the free cash flow and borrowings.

More than a half of these investments in expansion, greenfield, and M&A will be appropriated for investment in the international energy businesses along the energy value chain, including cash-outs for already-decided projects such as the Gorgon Project and Ichthys Project. We will also continue exploring for and acquiring new projects.

We will also carry out construction of pipelines in the domestic energy businesses, including the Mie-Shiga Pipeline and Himeji-Okayama Pipeline, and will pursue acquisition of profit-earning real estate properties in the environment and non-energy businesses.

We plan to pay annual dividends per share of 8 yen for the year ending March 2013, the same as the previous year.

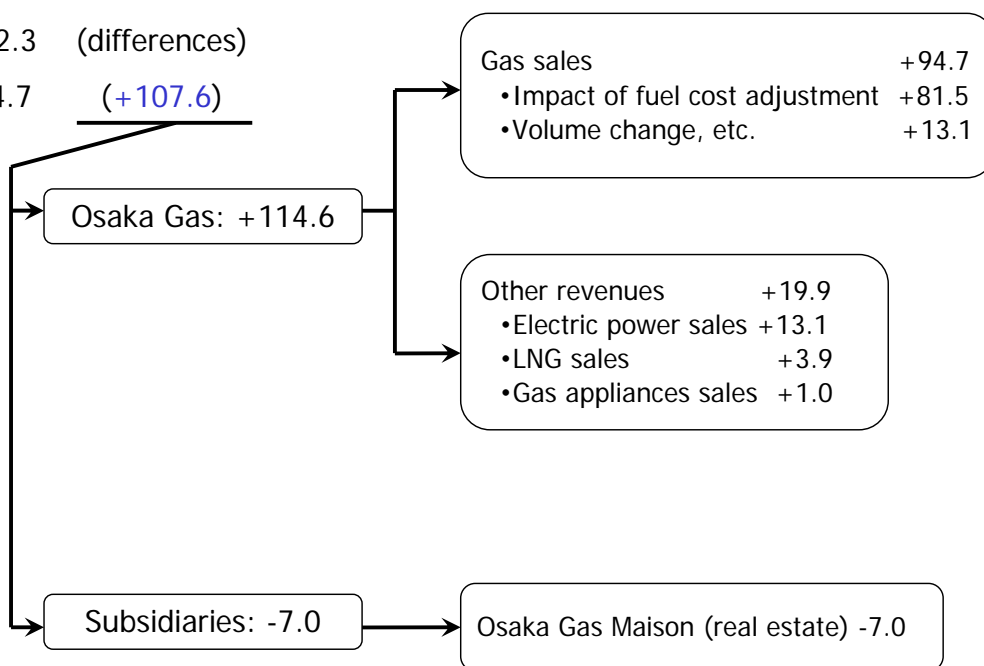
That's all for my presentation on the operational results for the year ended March 2012 and forecasts for the year ending March 2013.

II. Facts and Figures

Change in sales in 2012.3 from previous year

FY11.3 → FY12.3 (differences)
 1,187.1 1,294.7 (+107.6)

(billion yen)



Change in ordinary income in 2012.3 from previous year

+/- signs indicate impact on profit.

FY11.3 → FY12.3 (differences)

82.3 75.6 (-6.6)

(billion yen)

Osaka Gas: -14.0

Subsidiaries: +7.3

Gross margin of gas sales -19.9
 • Profit/loss on fuel cost adjustment system -22.2
 • Volume change, etc. +2.3

Increase in operating expenses -1.1
 • Increase in tax -1.3

Gross margin of other sales +7.8
 • Gross margin of electric power sales +8.3

Idemitsu Snorre
 (North Sea oil field; equity method affiliate) +0.9
 IPP in Spain (equity method affiliate) +0.9
 Urbanex group (real estate) +0.8
 OGIS-RI group (IT) +0.5

OGIS-RI: Osaka Gas Information System Research Institute

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Results for FY2012.3 by Segments

(billion yen)	Operating revenues		Operating profit + equity method earnings		Remarks
	FY12.3	FY11.3	FY12.3	FY11.3	
Gas	976.5	879.8	20.9	41.9	<u>Revenues</u> : Rise in the price of gas sales <u>Profit</u> : Increase in loss on fuel cost adjustment system
LPG, electricity, and other energies	198.0	174.7	32.4	25.6	<u>Revenues/Profit</u> : Increase in electric power sales, etc. <u>Electric power business profit</u> ^(*) FY11.3:12.3, FY12.3:20.6
International energies	11.1	11.1	8.6	4.9	Increase in earnings of equity method affiliates (North Sea oil field, IPP in Spain, etc.)
Environment and non-energies	184.5	185.4	18.5	15.6	<u>Revenues</u> : Decrease in sales of real estate business, etc. <u>Profit</u> : Increase in profit of real estate business, etc.
Elimination/consolidation	-75.5	-64.0	2.2	2.5	
Consolidated	1,294.7	1,187.1	82.9	90.7	

(*) Profit from electricity business represents operating income earned by Osaka Gas's related electricity business.

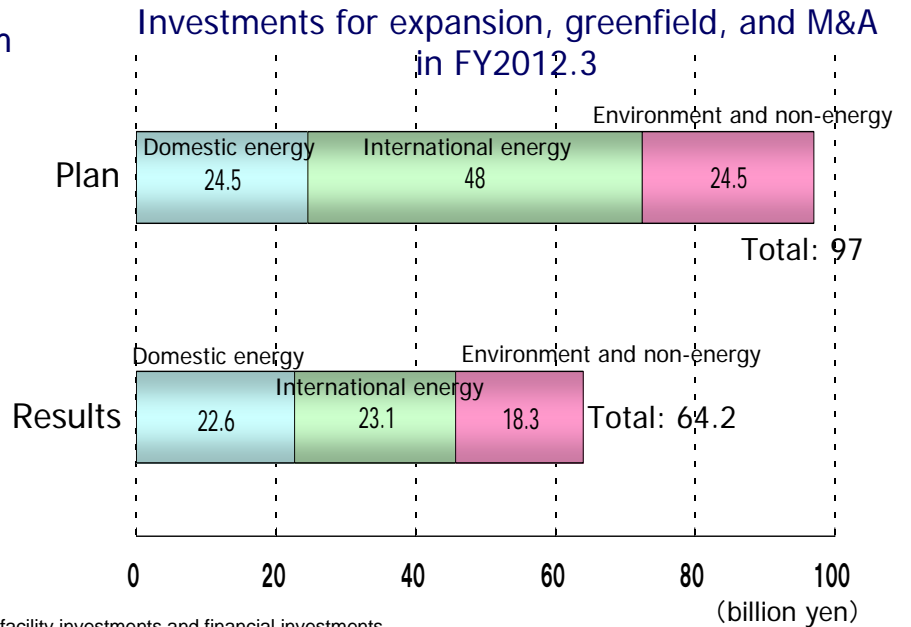
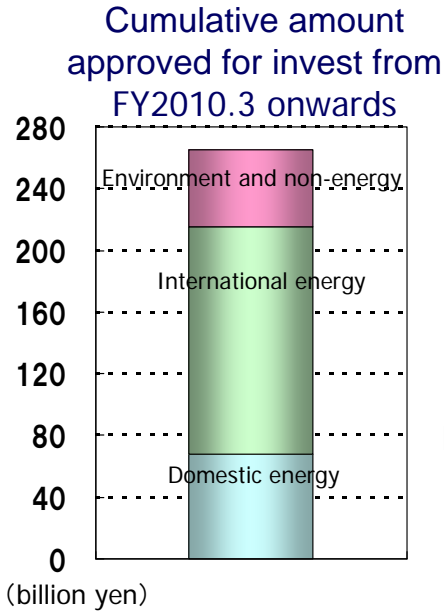
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Results of Investments

for expansion, greenfield, and M&A in FY2012.3

- Cumulative amount approved for investment from FY2010.3 onwards are **¥266 billion** (67% of the amount originally projected for the period between FY2010.3 and FY2014.3).
- Total investment in FY2012.3 were ¥64.2 billion.



Since investment amounts include both facility investments and financial investments, they differ from the actual facility investment amounts.

Change in sales in 2013.3 from previous year

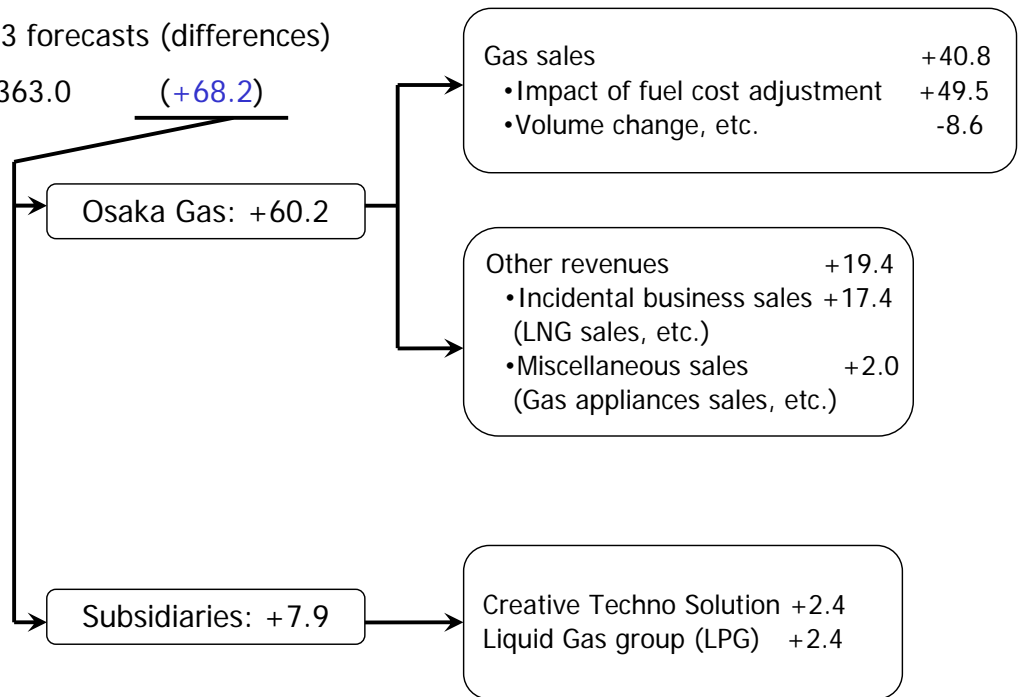
FY12.3 results → FY13.3 forecasts (differences)

1,294.7

1,363.0

(+68.2)

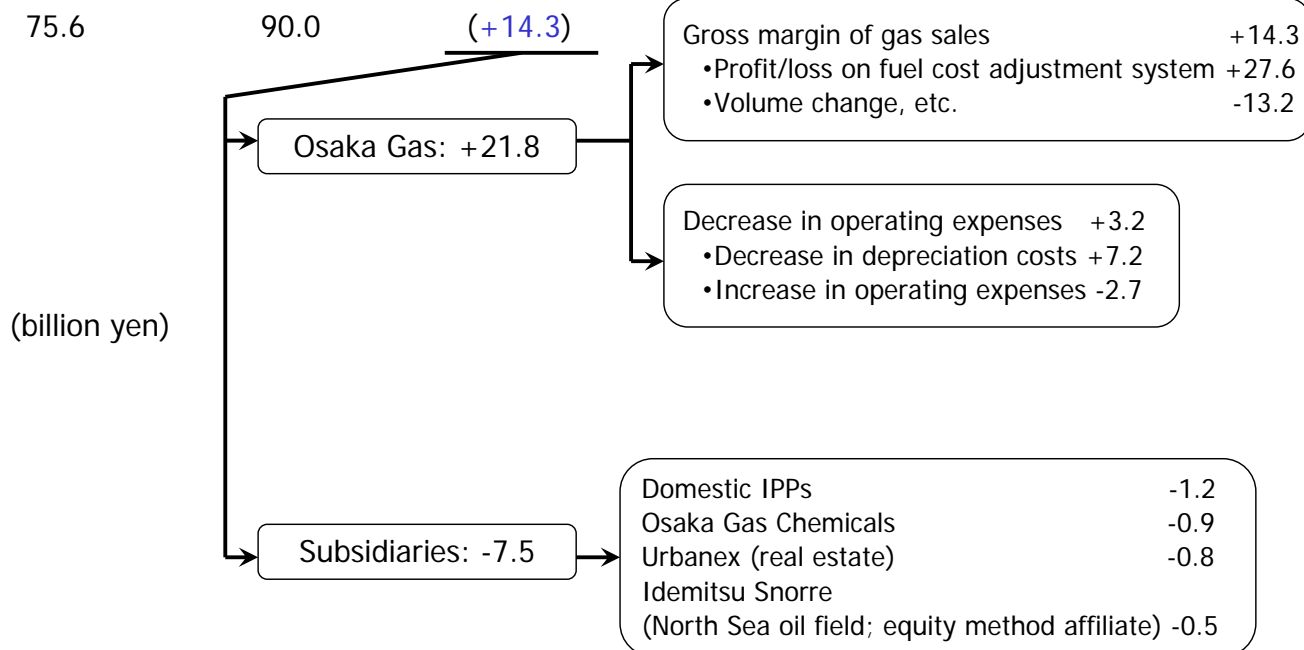
(billion yen)



Change in ordinary income in 2013.3 from previous year

FY12.3 results → FY13.3 forecasts (differences)

+/- signs indicate impact on profit.



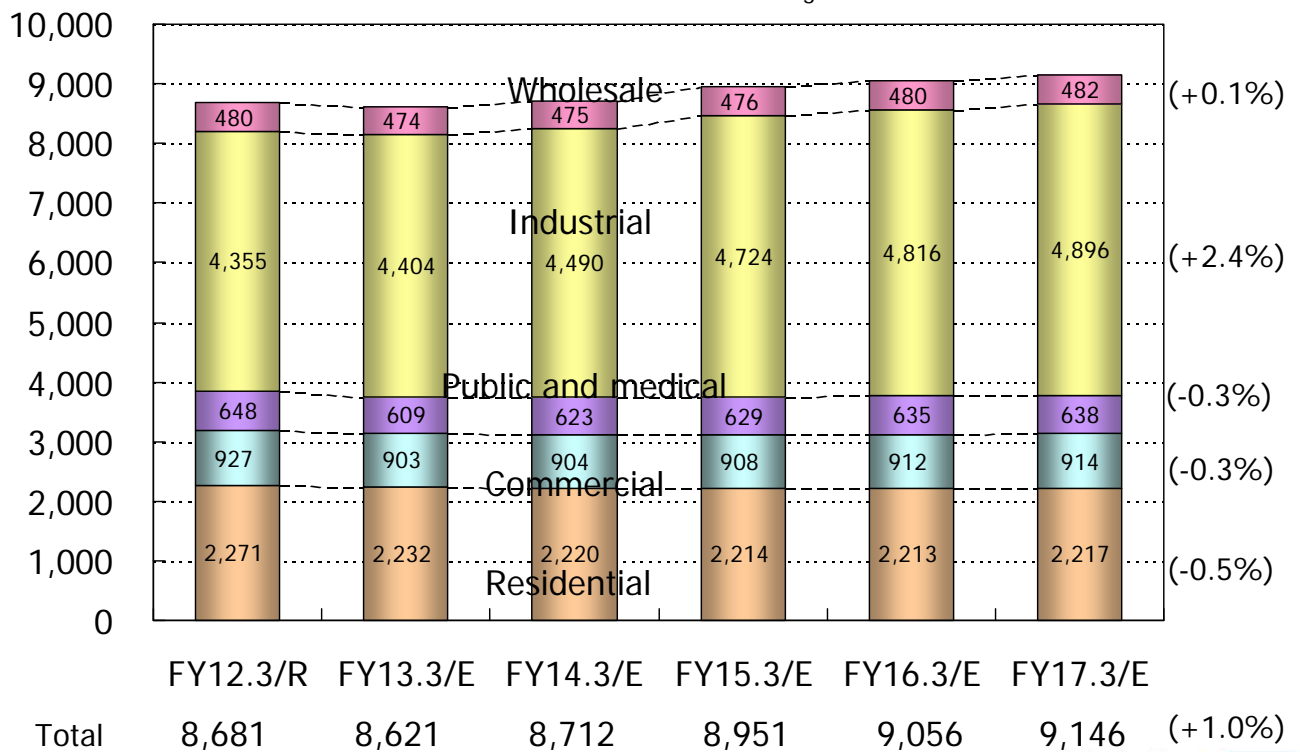
Forecasts for FY2013.3 by Segments

(billion yen)	Operating revenues		Operating profit + equity method earnings		Remarks
	FY13.3 forecasts	FY12.3 results	FY13.3 forecasts	FY12.3 results	
Gas	1,016.0	976.5	37.5	20.9	<u>Revenues</u> : Rise in the price of gas sales <u>Profit</u> : Decrease in loss on fuel cost adjustment system
LPG, electricity, and other energies	228.5	198.0	33.5	32.4	<u>Revenues</u> : Increase in LNG sales and LPG sales, etc. <u>Profit</u> : Increase in gross margin of LNG sales, etc.
International energies	11.0	11.1	5.5	8.6	Decrease in earnings of equity method affiliates (North Sea oil field, IPP in Spain, etc.)
Environment and non-energies	170.0	184.5	15.5	18.5	<u>Revenues</u> : Decrease in sales of real estate business, etc. <u>Profit</u> : Decrease in profit of advanced materials business, etc.
Elimination/consolidation	-62.5	-75.5	1.5	2.2	
Consolidated	1,363.0	1,294.7	93.5	82.9	

Medium-term Forecasts of Gas Sales Volume

(45MJ, million m³)

Numbers in () to the right of the graph show growth between FY2012.3 and FY2017.3.

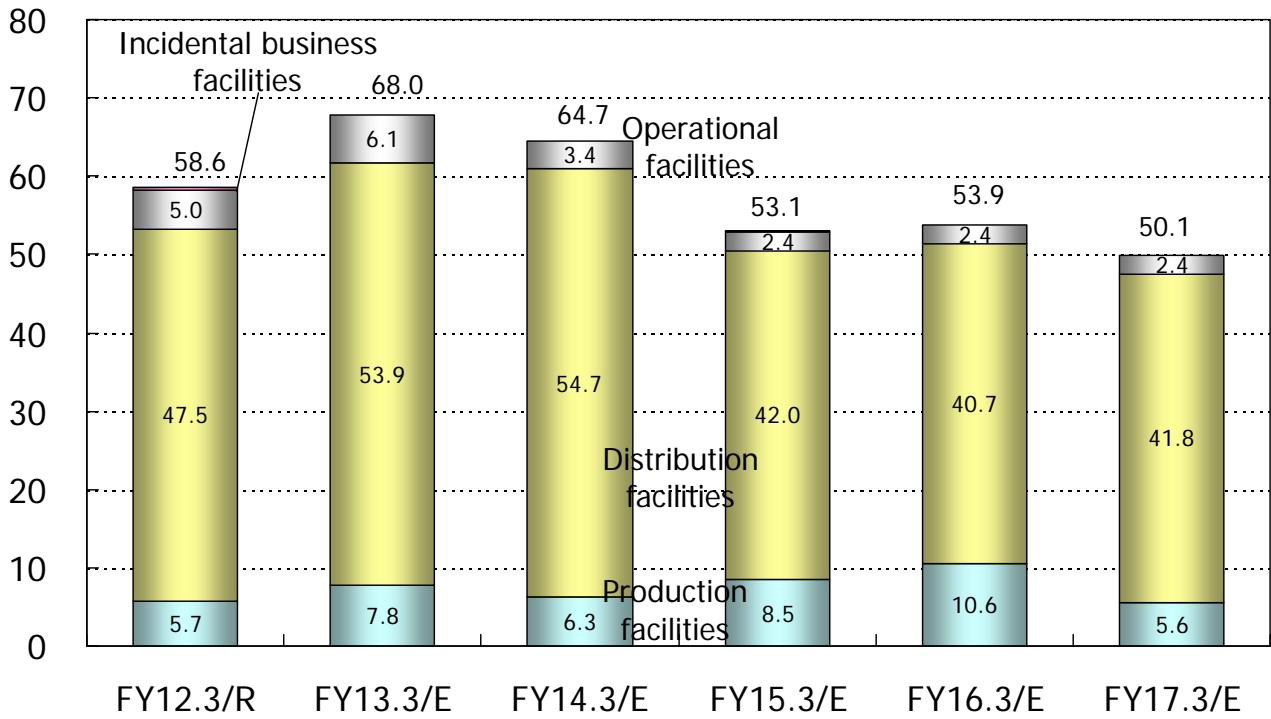


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Medium-term Forecasts of Capital Expenditures

(billion yen)



Residential Gas Sales

FY2012.3 results

	YoY change	Remarks
Number of customers	+0.2%	
Influence of temperature	+0.1%	Average annual temperature: 16.9 degrees Celsius (17.0 degrees Celsius in FY2011.3)
Others	-0.5%	
Total	-0.2%	



FY2013.3 forecasts

- Residential gas sales volume is expected to decrease from the previous year by 39 million m³ (down 1.7% YoY) to 2,232 million m³, assuming that temperatures will be the same as usual years and will become higher than the previous year.

Commercial Gas Sales

FY2012.3 results

	YoY change	Remarks
Demand development	+3.0%	New contracts with public/medical institutions
Impact of change in number of hot/cold days	-0.8%	Decreased demand for air-conditioning due to milder summer compared with extreme heat last summer
Others	-5.2%	Customer's energy-saving consciousness and decreased operation of air-conditioning facilities probably affected by electricity-savings trend
Total	-3.0%	



FY2013.3 forecasts

- Commercial gas sales volume is expected to decrease by 62 million m³ (down 4.0% YoY) to 1,512 million m³, assuming that temperatures will be the same as usual years and customers will make energy-saving efforts.

Industrial Gas Sales

FY2012.3 results

	YoY change	Remarks
Demand development	+1.9%	New contracts
Increase/decrease of operating rates	+3.3%	Increased operation of customers' facilities, etc.
Total	+5.2%	

Breakdown by sectors (45MJ, million m³)

	Volume	Percentage to total sales volume	Y-o-Y
Machinery	374	8.6%	100.3%
Metal	1,088	25.0%	106.0%
Glass	337	7.7%	107.3%
Chemical	1,137	26.1%	98.9%
Food	517	11.9%	102.3%

FY2013.3 forecasts

- Industrial gas sales volume is expected to increase by 49 million m³ (up 1.1% YoY) to 4,404 million m³ supported by the development of new demand by continuing to encourage customers to shift from oil and other fuels to natural gas, and increased operation of customers' facilities.

Monthly Gas Sales for FY2012.3

Change from the same month the previous year (%)

	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Total
Residential	101.5	96.2	100.7	94.7	99.4	116.9	106.9	92.5	94.8	99.3	98.1	106.1	99.8
Commercial	102.4	94.8	103.7	97.4	91.7	90.4	92.7	90.7	97.7	99.5	98.9	108.3	97.0
Industrial	103.3	107.5	102.5	102.6	106.4	102.1	107.1	102.1	100.9	108.3	111.4	107.7	105.2
Machinery	87.9	95.7	99.3	95.6	99.0	96.9	94.0	86.6	99.8	101.0	121.8	123.2	100.3
Metal	104.6	106.4	100.6	104.0	111.4	105.0	112.5	108.7	105.8	105.4	111.0	97.5	106.0
Glass	114.3	115.8	105.9	110.0	109.7	114.7	114.9	101.9	105.3	100.1	101.1	96.8	107.3
Chemical	101.6	110.9	98.5	96.2	98.1	94.6	100.6	99.5	87.2	102.0	100.2	99.0	98.9
Food	101.8	106.0	105.7	100.3	100.6	101.9	101.9	101.2	99.5	102.1	107.3	100.1	102.3
Wholesale	101.0	108.3	100.8	94.0	102.5	97.6	105.6	86.8	92.6	99.8	102.3	93.1	98.5
Total	102.4	102.1	102.2	99.6	101.1	100.1	103.6	96.8	98.1	102.9	104.0	106.5	101.8

Risk Factors for Annual Earnings Results Forecast

- Atmospheric and water temperatures
 - A 1 degree Celsius change in atmospheric and water temperatures will affect the residential gas sales volume: increase/decrease of approx. 5% in spring and autumn, approx. 6% in summer, and approx. 4% in winter.
- Crude oil prices
 - LNG prices are linked to crude oil prices. A \$1/bbl. change in crude oil prices will have an effect of approx. 1.1 billion yen on annual gross profit.
- Foreign exchange rate
 - LNG prices are affected by fluctuations in the US\$/JPY exchange rate. A 1 yen fluctuation in the US\$/JPY exchange rate will have an effect of approx. 1.4 billion yen on annual gross profit.
- Materials costs
 - Although the materials cost adjustment system allows us to reflect changes in materials costs in gas rates in the medium- and long-term, an increase in materials costs is likely to affect business results due to a time lag in reflecting cost fluctuations, and also depends on the composition of materials suppliers.
- Interest rate
 - A 1% change in the interest rate will have an effect of approx. 500 million yen on annual consolidated non-operating expenses.