

Supplementary Financial Information for the 3rd Quarter of the Fiscal Year ending March 2013

January 2013  
Osaka Gas Co., Ltd.

1. Consolidated

(million yen)

	FY12.3		FY13.3			12.3 3Q→13.3 3Q (A→D)		
	(A) 3Q Results	(B) Full Year Results	(C) 2Q Results	(D) 3Q Results	(E) Full Year Forecast	Change	Remarks (billion yen)	
Consolidated	Operating Revenues	868,716	1,294,781	629,878	963,515	1,373,000	94,798	OG+88.0, Subsidiaries+4.8, Adjustment in consolidation decrease+1.9
	Operating Expenses	842,972	1,217,507	584,980	896,056	1,279,000	53,083	
	Operating Profit	25,744	77,274	44,897	67,459	94,000	41,715	OG+39.3, Subsidiaries+1.7, Adjustment in consolidation decrease+0.6
	Ordinary Profit	26,165	75,694	48,306	71,041	95,000	44,875	OG+41.9, Subsidiaries+0.6, Adjustment in consolidation decrease+2.3
	Net Income After Tax	12,911	45,207	30,883	45,813	61,000	32,901	OG+29.5, Subsidiaries+0.6, Adjustment in consolidation decrease+2.7
	Total Assets *	1,446,696	1,475,759	1,464,765	1,498,825	1,575,500	52,128	
	Total Shareholder's equity *	645,699	684,584	700,251	716,229	725,300	70,530	
Interest-bearing Debt *	597,004	541,349	550,227	555,964	584,000	-41,039		
Non-Consolidated	Operating Revenues	689,113	1,032,720	508,991	777,143	1,098,000	88,029	Gas+52.1, Miscellaneous+11.2, Incidental Business +24.6
	Operating Expenses	688,099	993,372	480,839	736,823	1,038,500	48,723	
	Operating Profit	1,014	39,348	28,152	40,320	59,500	39,306	Margin of gas sales+25.2, Gross Margin of Incidental Business+9.8, Labor Costs/Operating Expenses/Depreciation Costs Decrease+3.9
	Ordinary Profit	4,658	41,165	33,697	46,614	66,000	41,956	
	Net Income After Tax	2,407	25,707	23,373	31,940	45,500	29,532	
	Total Assets *	1,160,818	1,187,531	1,186,837	1,200,931	1,251,900	40,112	
	Total Shareholder's equity *	515,515	544,531	556,884	582,563	570,600	47,048	
Interest-bearing Debt *	474,997	421,236	440,481	445,828	470,400	-29,169		
Consolidated/ Non-Consolidated Ratio	Operating Revenues	1.26	1.25	1.24	1.24	1.25	-0.02	
	Operating Profit	25.39	1.96	1.59	1.67	1.58	-23.72	
	Ordinary Profit	5.62	1.84	1.43	1.52	1.44	-4.09	
	Net Income After Tax	5.36	1.76	1.32	1.43	1.34	-3.93	

\* B/S items show figures at the end of the each term.

2. Number of Employees and Capital Expenditure

	FY12.3		FY13.3			12.3 3Q→13.3 3Q (A→D)		
	(A) 3Q Results	(B) Full Year Results	(C) 2Q Results	(D) 3Q Results	(E) Full Year Forecast	Change	Remarks (billion yen)	
Consolidated	Number of Employees (*a)	20,057	19,818	19,935	20,174	19,992	117	
	Capital Expenditure (million yen)	59,116	87,171	56,374	81,547	101,163	22,430	Gorgon and Ichthys LNG projects in Australia, and Pearsall shale gas & liquids project in USA
	Upgrading Existing Businesses	28,737	43,713	18,402	29,322	49,500	584	
	Investment for expansion, greenfield, and M&A	47,831	64,201	42,454	66,420	120,000	18,588	Ichthys LNG project in Australia, and Pearsall shale gas & liquids project in USA
Non-Consolidated	Investments (million yen) (*b)	76,568	107,914	60,857	95,742	169,500	19,173	
	Number of Employees (*a)	5,913	5,841	5,952	5,921	5,850	8	
Consolidated/ Non-Consolidated Ratio	Capital Expenditure (million yen)	38.403	58.647	25.699	41.460	68.071	3.056	

\* (a): excluding the seconded and including part-time workers

\* (b): including capital expenditure

3. Non-Consolidated

(million yen)

	FY12.3		FY13.3			12.3 3Q→13.3 3Q (A→D)	
	(A) 3Q Results	(B) Full Year Results	(C) 2Q Results	(D) 3Q Results	(E) Full Year Forecast	Change	Remarks (billion yen)
Gas Sales Revenues	526,437	802,376	378,772	578,566	841,700	52,129	Fuel cost adjustment factor+51.7, Others+0.3
Other Revenues (Miscellaneous and Incidental Businesses)	162,676	230,343	130,218	198,577	256,300	35,900	
Miscellaneous	83,659	117,164	60,757	94,894	122,700	11,234	
Gas Appliances	65,338	89,515	48,193	75,365	95,500	10,026	Increase in sales of residential fuel cell cogeneration system and of commercial/ industrial air-conditioning appliances
House Pipe Installation	13,621	20,747	9,382	14,407	20,800	785	
Others	4,699	6,902	3,181	5,121	6,400	421	
Incidental Business	79,016	113,179	69,460	103,682	133,600	24,665	
Operating Revenues	689,113	1,032,720	508,991	777,143	1,098,000	88,029	
Fuel Costs	327,561	483,222	231,525	354,426	510,200	26,865	
Sum of Labor Costs, Operating Expenses, and Depreciation Costs	217,877	308,604	140,655	213,932	303,400	-3,944	Decrease in Depreciation Costs, etc.
Other Expenses (relating with Miscellaneous and Incidental Businesses)	142,660	201,545	108,658	168,463	224,900	25,802	
Miscellaneous	76,419	109,462	55,447	87,392	115,100	10,973	
Gas Appliances	62,480	88,709	45,928	72,643	94,400	10,162	
House Pipe Installation	13,938	20,753	9,519	14,749	20,700	811	
Incidental Business	66,241	92,082	53,210	81,070	109,800	14,829	
Operating Expenses	688,099	993,372	480,839	736,823	1,038,500	48,723	
Operating Profit	1,014	39,348	28,152	40,320	59,500	39,306	
Non-Operating Profit	3,644	1,817	5,545	6,294	6,500	2,649	
Non-Operating Revenues	9,172	13,613	9,583	12,335	14,800	3,163	Increase in dividends income and gain on disposal of investment securities, etc.
Non-Operating Expenses	5,527	11,795	4,038	6,041	8,300	513	
Ordinary Profit	4,658	41,165	33,697	46,614	66,000	41,956	
Extraordinary Profit and Loss	0	0	0	0	0	0	
Income Tax (Current and Deferred)	2,250	15,458	10,323	14,674	20,500	12,424	
Net Income After Tax	2,407	25,707	23,373	31,940	45,500	29,532	

#### 4. Breakdown of Gross Margin

(million yen)

	FY12.3		FY13.3			12.3 3Q→13.3 3Q (A→D)	
	(A) 3Q Results	(B) Full Year Results	(C) 2Q Results	(D) 3Q Results	(E) Full Year Forecast	Change	Remarks (billion yen)
Gross Margin of Gas Sales	198,875	319,153	147,246	<b>224,139</b>	331,500	25,264	Fuel cost adjustment factor+31.4, Others-6.1
Gas Appliances	2,857	805	2,265	<b>2,722</b>	1,100	-135	
House-Pipe Installation	-316	-6	-136	<b>-342</b>	100	-25	
Others	4,699	6,902	3,181	<b>5,121</b>	6,400	421	
Gross Margin of Miscellaneous Sales	7,240	7,702	5,310	<b>7,501</b>	7,600	261	
Gross Margin of Incidental Business	12,775	21,096	16,250	<b>22,611</b>	23,800	9,836	Mainly increase in gross margin of electric power supply
Subtotal	20,016	28,798	21,560	<b>30,113</b>	31,400	10,097	
Profit/ Loss on Fuel Cost Adjustment System	-32,972	-30,740	-7,369	<b>-1,563</b>	-2,988	31,409	
Crude Oil Price (\$/bbl)	113.1	114.2	114.0	<b>114.0</b>	114.2	0.9	Assumption for 4Q: 115\$/bbl
Exchange Rate (yen/\$)	79.0	79.1	79.4	<b>80.0</b>	80.0	1.0	Assumption for 4Q: ¥80/\$

#### 5. Gas Sales Volume

	FY12.3		FY13.3			12.3 3Q→13.3 3Q (A→D)	
	(A) 3Q Results	(B) Full Year Results	(C) 2Q Results	(D) 3Q Results	(E) Full Year Forecast	Change	Remarks
Averaged Temperature	20.3	16.9	23.5	<b>19.9</b>	17.1	-0.4	
Gas Sales per Household (m <sup>3</sup> /month)	25.3	32.6	23.8	<b>25.6</b>	31.9	0.3	
Residential	1,322	2,271	831	<b>1,342</b>	2,229	20	1.5%
Non-residential	4,304	5,930	2,899	<b>4,259</b>	5,819	-45	-1.1%
Commercial	685	927	464	<b>663</b>	894	-22	-3.2%
Public and Medical	452	648	313	<b>449</b>	603	-3	-0.7%
Industrial	3,167	4,355	2,122	<b>3,146</b>	4,322	-20	-0.6%
Wholesale	342	480	222	<b>337</b>	459	-5	-1.5%
Total Gas Sales Volume (million m <sup>3</sup> ) *45MJ/m <sup>3</sup>	5,968	8,681	3,953	<b>5,938</b>	8,507	-30	-0.5%
Supply for Non-Regulated Customers	3,694	5,062	2,479	<b>3,647</b>	4,982	-47	-1.3%
Number of Customers (thousand)	7,031	7,045	7,057	<b>7,067</b>	7,078	35	
Number of Newly Built Houses (thousand)	52	81	37	<b>57</b>	82	5	

#### (Reference) Consolidated Gas Sales Volume

	FY12.3		FY13.3			12.3 3Q→13.3 3Q (A→D)	
	(A) 3Q Results	(B) Full Year Results	(C) 2Q Results	(D) 3Q Results	(E) Full Year Forecast	Change	Remarks
Osaka Gas	5,968	8,681	3,953	<b>5,938</b>	8,507	-30	
Nabari Kintetsu Gas	17.0	21.9	12.1	<b>17.2</b>	22.4	0.2	
Toyooka Energy	5.7	7.1	4.2	<b>5.8</b>	7.3	0.1	
Shingu Gas	1.0	1.3	0.7	<b>1.0</b>	1.2	-0.0	
Total Gas Sales Volume (million m <sup>3</sup> ) *45MJ/m <sup>3</sup>	5,991	8,711	3,970	<b>5,962</b>	8,538	-30	-0.5%

<Abbreviation>  
OG: Osaka Gas

<Disclaimer>

Certain statements contained herein are forward-looking statements, strategies and plans, which reflect our judgment based on information available to date. 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 rate and oil prices, and extraordinary weather conditions.

**Segment and Subsidiaries Information  
for the 3rd Quarter of the Fiscal Year  
ending March 2013**

		(million yen)					(million yen)								
		Operating Revenues					Segment Profit (Operating Profit + Gains of Equity Method Affiliates)								
		FY12.3		FY13.3		12.3 3Q→13.3 3Q(A→D)		FY12.3		FY13.3		12.3 3Q→13.3 3Q(A→D)			
		(A)3Q Results	(B)Full Year Results	(C)2Q Results	(D)3Q Results	(E) Full Year Forecast	Changes	Remarks	(A)3Q Results	(B) Full Year Results	(C)2Q Results	(D)3Q Results	(E) Full Year Forecast	Changes	Remarks
FY12.3 end: Number of consolidated subsidiaries: 133 FY13.3 3Q end: Number of consolidated subsidiaries: 131															
(Gains of Equity Method Affiliates included in the segment total)															
Gas		650,152	976,512	471,330	719,759	1,025,000	+69,606		20	5	28	24	10	+4	
Osaka Gas		610,097	919,541	439,530	673,460	964,400	+63,363	Fuel cost adjustment factor	-11,761	18,251	11,901	17,708	35,700	+29,470	Fuel cost adjustment factor
Osaka Gas Customer Relations		9,392	12,582	6,337	9,535	13,190	+142		223	191	164	237	146	+13	
Osaka Gas Housing & Equipment		11,185	15,397	7,431	11,944	16,320	+779	Increase in sales of kitchen units and bath units	381	413	213	471	485	+90	
Kansai Business Information		5,538	8,145	3,494	5,617	6,900	+79		258	492	150	193	328	▲65	
Creative Techno Solution		15,083	20,625	14,817	20,181	24,196	+5,097	Increase in sales volume of cogeneration systems	405	260	1,355	1,480	646	+1,074	Increase in sales of cogeneration systems
Osaka Gas Security Service		6,719	9,049	4,513	6,840	9,263	+120		221	379	108	189	380	▲31	
Kinpai		8,082	13,810	5,599	8,724	16,159	+642		46	-124	-70	-31	217	▲78	
(Gains of Equity Method Affiliates included in the segment total)															
LPG, Electricity, and Other Energies		128,975	198,060	98,979	154,259	224,500	+25,283		152	216	61	269	81	+116	
Osaka Gas		79,016	113,179	69,460	103,682	133,600	+24,665	Increase in revenues of LNG sales and electric power supply	12,775	21,096	16,250	22,611	23,800	+9,836	Increase in gross margin of electric power supply and LNG sales
Liquid Gas		7,772	10,657	5,691	8,715	11,556	+943		568	768	416	670	856	+102	
Osaka Gas LPG		10,310	15,160	6,909	10,820	16,008	+510		156	559	76	28	532	▲127	
Nissho Petroleum Gas		16,301	19,972	7,005	12,015	17,132	▲4,285		34	66	109	153	85	+118	
Nissho Propane Sekiyu		11,452	20,054	5,553	11,756	20,508	+304		82	190	24	60	240	▲22	
(Gains of Equity Method Affiliates included in the segment total)															
International Energy Businesses		7,959	11,158	5,255	7,871	10,500	▲88		2,820	5,300	3,424	4,366	4,828	+1,546	
Osaka Gas Energy America Corporation		3,370	4,854	2,318	3,556	4,638	+187		4,741	8,661	4,626	6,210	6,500	+1,468	
Osaka Gas International Transport		1,372	2,007	915	1,372	1,999	=0		1,342	2,171	963	1,478	1,664	+135	
Idemitsu Snorre Oil Development *1		—	—	—	—	—	—		445	767	287	438	675	▲7	Increase in profit on foreign currency translation, and decrease in exploration costs
(Gains of Equity Method Affiliates included in the segment total)															
Environment and Non-Energy Businesses		130,573	184,588	84,345	129,275	181,000	▲1,298		57	114	139	207	279	+149	
Real Estate		15,227	22,111	9,407	14,093	20,043	▲1,133	Decrease in condominium apartment sales	4,768	6,276	3,429	4,880	5,815	+111	
Osaka Gas Maison		1,721	1,721	0	0	0	▲1,721	Reorganization within the OG group	32	12	-12	-18	-26	▲50	
Information Technology		18,860	28,835	12,542	19,021	29,541	+161		879	2,703	499	1,154	2,818	+274	
Osaka Gas Information System Research Institute		13,880	18,684	9,502	14,472	19,300	+592		508	866	97	374	740	▲133	
Ube Information Systems		3,214	4,815	2,430	3,594	5,076	+379		-30	92	63	97	96	+128	
Advanced Materials		11,217	14,194	7,464	11,469	14,445	+252	Increase in sales of activated carbon materials	550	126	-263	19	-1,095	▲531	Decrease in sales of carbon fiber materials, and increase in experimental and research expenses, etc.
Japan EnviroChemicals		10,298	13,749	7,045	11,156	15,218	+858		1,022	1,002	652	1,053	1,289	+30	
Others		11,449	15,154	7,375	11,046	15,404	▲403		1,391	1,736	1,092	1,668	2,220	+277	
Osaka Gas Finance		7,521	9,907	4,735	7,133	9,624	▲388		999	1,255	624	991	1,200	▲78	
Osaka Gas Engineering		3,719	8,837	2,175	4,028	9,291	+309		-121	539	72	219	253	+341	Improvement of profitability
Osaka Gas Autoservice		5,877	7,941	3,873	5,802	7,600	▲75		559	736	325	482	579	▲77	
L-Net		4,648	6,381	2,758	4,232	5,931	▲416		45	194	0	12	163	▲33	
Osaka Gas Business Create		8,160	11,319	4,380	6,673	9,247	▲1,486	Reorganization within the OG group	739	789	424	655	659	▲83	
Osaka Gas Excellent Agency		1,213	1,638	1,916	2,870	3,982	+1,656	Reorganization within the OG group	4	-15	46	62	51	+58	
(Gains of Equity Method Affiliates included in the segment total)															
Subtotal		917,660	1,370,318	659,910	1,011,166	1,441,000	+93,505		3,051	5,637	3,653	4,867	5,200	+1,816	
Elimination and Consolidation		-48,944	-75,536	-30,032	-47,650	-68,000	+1,294		1,645	2,267	1,321	2,041	2,200	+395	
Total		868,716	1,294,781	629,878	963,515	1,373,000	+94,798		28,795	82,911	48,551	72,326	99,200	+43,530	

\*1 affiliated company recorded by equity