



# Financial Report for 1<sup>st</sup> Half of FY2018.3 (April 2017 – September 2017)

October 2017  
Osaka Gas Co., Ltd.

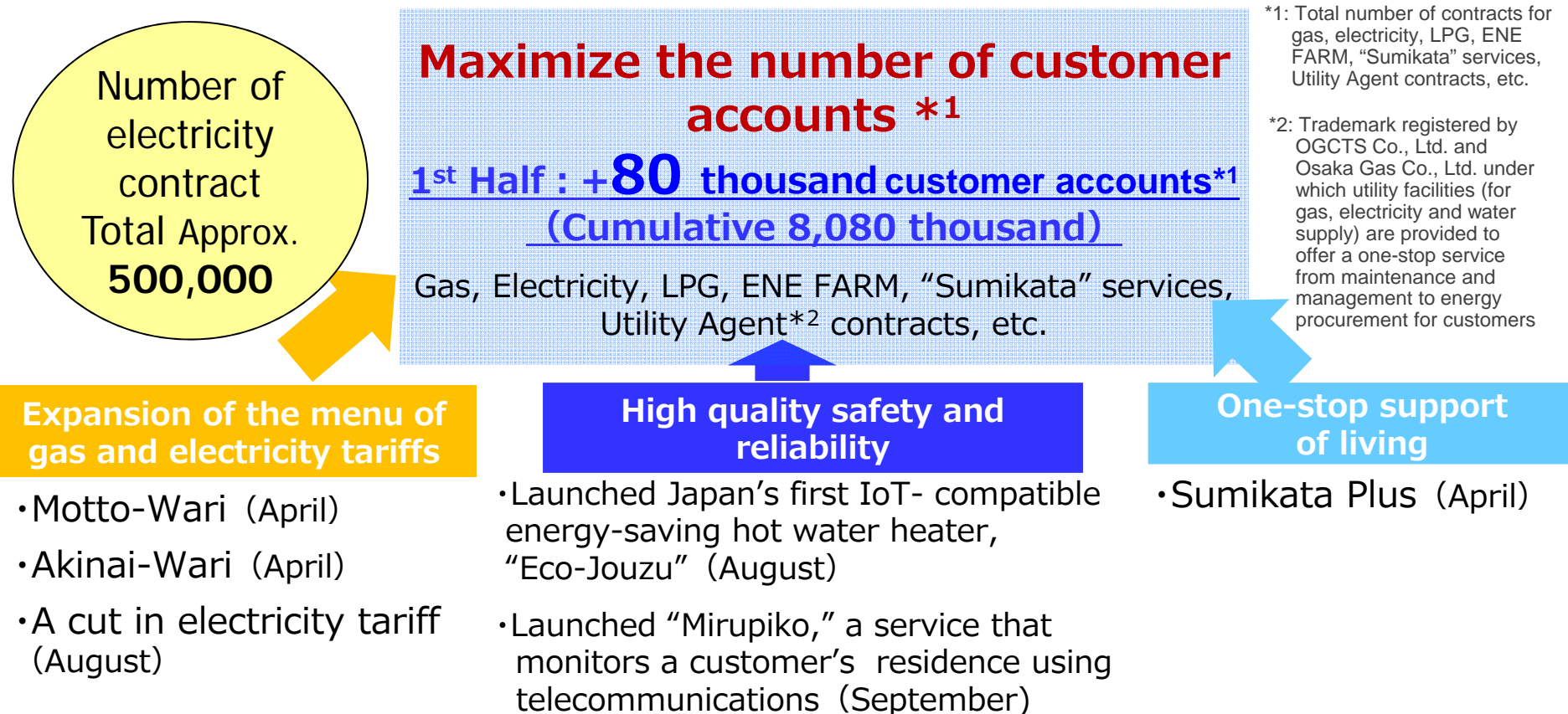


# I. Review of 1st Half of FY2018.3

# Review of 1<sup>st</sup> Half of FY2018.3

## ① Full deregulation of electricity and gas retail markets

- Provide customers with the total services , the menu of tariffs, high quality safety and reliability, and one-stop support of living, and focus on activities that will maximize the number of customer accounts
- Increase the number of accounts by bringing in electricity and other service contracts



# Review of 1<sup>st</sup> Half of FY2018.3

## ② Progress with growth investment plan

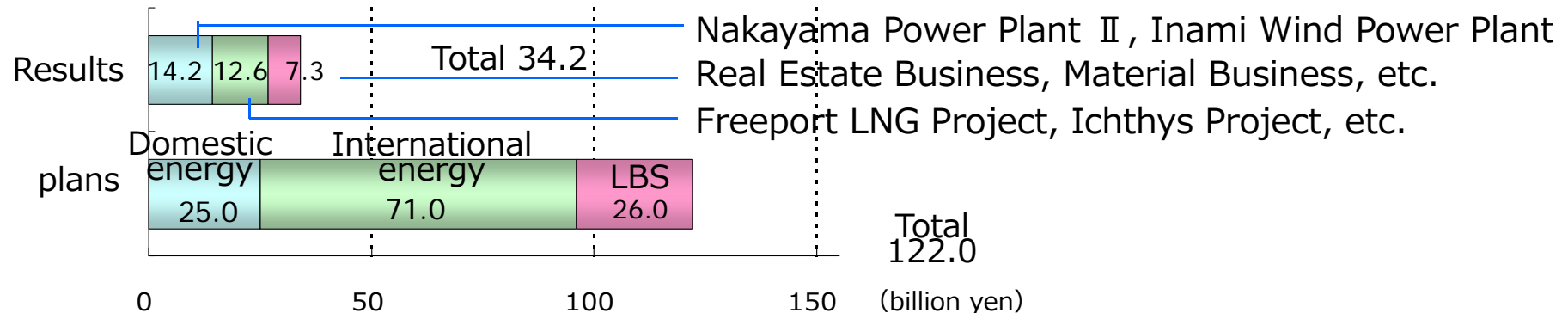
### <Investments>

- Domestic Energy : ¥ 14.2 billion (Mainly electric power plant)
- International Energy : ¥ 12.6 billion (Mainly Ongoing projects)
- Life&Business solutions (LBS) : ¥ 7.3 billion (Mainly Real estate business, Material business)

### <Decisions>

- Commercialize a biomass power generation plant in Ichihara City, establish a new city gas manufacturing and supply company in Kawasaki City and acquire an information company, etc.

### ■ 1st Half Total investment : ¥34.2 billion in FY2018.3



### ■ New projects decided in 1st Half

- Decision to commercialize a biomass power generation plant in Ichihara City, Chiba Prefecture
- Established a new city gas manufacturing and supply company in Kawasaki City's Ogishima area
- Acquisition of all of the shares in Agnie Consulting Corporation. (OGIS-RI Co., Ltd.)

# Review of 1<sup>st</sup> Half of FY2018.3 ③ Main Topics

**GAS**

•

**LPG**

- |           |  |
|-----------|--|
| August    | <ul style="list-style-type: none"> <li>• Reorganization and consolidation of wholesale and retail liquid propane gas business, establishment of a new company "ENEARC Co., Ltd."</li> <li>• Launched Japan's first IoT-compatible energy-saving hot water heater, "Eco-Jouzu"</li> </ul> |
| September | <ul style="list-style-type: none"> <li>• Launched "Mirupiko," a service that monitors a customer's residence using telecommunications</li> <li>• Established a new city gas manufacturing and supply company in Kawasaki City's Ogishima area</li> </ul>                                 |

**Electric power**

- |           |   |
|-----------|---|
| September | <ul style="list-style-type: none"> <li>• Start of operations for Nakayama Nagoya Power Plant II (G&amp;P)</li> <li>• Decision to commercialize a biomass power generation plant in Ichihara City, Chiba Prefecture</li> </ul> |
|-----------|---|

**International**

- |     |   |
|-----|---|
| May | <ul style="list-style-type: none"> <li>• Start of supply for onsite energy supply project for Yokohama Tire Manufacturing (Thailand) Co., Ltd. in Thailand</li> </ul> |
|-----|---|

**LBS**

- |         |   |
|---------|---|
| October | <ul style="list-style-type: none"> <li>• Acquisition of all of the shares in Agnie Consulting Corporation. (OGIS-RI Co., Ltd.)</li> </ul> |
|---------|---|

**ESG**

- |           |   |
|-----------|---|
| September | <ul style="list-style-type: none"> <li>• Selected for inclusion in the Dow Jones Sustainability World Index for the first time</li> </ul> |
|-----------|---|

\*All the above are from press releases during the month listed.

# I. Business Results for 1<sup>st</sup> Half of FY2018.3

## **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/en/ir/index.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/m<sup>3</sup>

## **Note regarding consolidated gas sales volume**

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

## **Note regarding the indication of quarter**

“Quarter” refers to “quarterly cumulative period,” unless otherwise noted

# Summary of Business Results for 1<sup>st</sup> Half of FY 2018.3

## Year-on-Year Comparison

### ■ Overview

Consolidated Net Sales	Increased by 9.8 % (¥52.2 billion) to ¥584.6 billion due to the increase in sales volume in Electricity Business and time-lag effect.
Consolidated Ordinary Income	Decreased by 27.3% (¥13.6 billion) to ¥36.4 billion due to the time-lag effect. Excluding the time lag effect, Increased by 32.5 % (¥10.6 billion) to ¥43.3 billion due to the increase in sales volume in residential Gas

### ■ Gas Sales Volume

Residential	Increased by 2.5% (19 million m <sup>3</sup> ) to 765 million m <sup>3</sup> , due to increasing demand for heating and hot water caused by lower air and water temperatures in spring
Non-Residential	Decreased by 0.6% (18 million m <sup>3</sup> ) to 3,203 million m <sup>3</sup> , due to the decrease in gas sales volume for power generation, the change in the classification of gas used from non-residential to self-use, etc. Meanwhile, there was the increase due to increased facility operation and demand development.

### ■ Electricity Sales Volume

Consolidated electricity sales volume (GWh)	Increased by 17.8% (759 GWh) to 5,022 GWh , due to the increases both in retails and wholesale sales
*Excluding the sales in overseas	

## Gas and Electricity Sales Volume Results for 1<sup>st</sup> Half of FY2018.3

45MJ/m <sup>3</sup>	A.FY18.3 1st Half	B. FY17.3 1st Half	A-B	(A-B)/B (%)
Number of units for gas supply (thousands*)	6,076	6,211	-135	-2.2%
Installation of new meters (thousands)	47	45	+3	+6.0%
Monthly gas sales volume per household (m <sup>3</sup> /month)	21.6	20.9	+0.8	+3.6%
Residential use	765	746	+19	+2.5%
Non-Residential	3,203	3,222	-18	-0.6%
Non-consolidated gas sales volume (million m <sup>3</sup> )	3,968	3,968	+0	+0.0%
Consolidated gas sales volume (million m <sup>3</sup> )	3,986	3,985	+1	+0.0%

\*Number of Units for gas supply = number of meters installed - number of meters unused (unoccupied houses, etc.) - number of units for gas supply from other companies

■ Electricity Sales Volume	A. FY18.3 1H	B. FY17.3 1H	A-B	(A-B)/B(%)
Retail	943	318	+625	+196.4%
Wholesale, etc	4,079	3,945	+134	+3.4%
Electricity Sales Volume(GWh) *Excluding the sales in overseas	5,022	4,263	+759	+17.8%



# Results for 1<sup>st</sup> Half of FY2018.3 - I

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

Consolidated, billion yen	A. FY18.3 1st Half	B. FY17.3 1st Half	A-B	(A-B)/B	Remarks
Net sales	(1.27) 584.6	(1.29) 532.3	+52.2	+9.8%	Increased in electricity sales volume
Operating income	(1.98) 33.2	(1.32) 49.9	-16.6	-33.5%	Decreased in gross profit of gas business
Ordinary income	(1.55) 36.4	(0.98) 50.1	-13.6	-27.3%	
Ordinary income excluding time-lag effect	43.3	32.7	+10.6	+32.5%	Increased in residential gas sales volume
Net income*1	(1.31) 23.8	(0.84) 33.3	-9.5	-28.6%	*1 Profit attributable to owners of parent
EBITDA	77.8	90.7	-12.9	-14.2%	

		A. FY18.3 1H	B. FY17.3 1H	A-B
Profit / loss on fuel cost adjustment system	billion yen	-6.8	17.4	-24.3
Crude oil price*2	\$/bbl	51.4	43.8	+7.6
Exchange rate	yen/\$	111.0	105.2	+5.8
Number of subsidiaries		148	147	+1

\*2 Average of preliminary monthly data up to September.

# Results for 1<sup>st</sup> Half of FY2018.3 - II

Consolidated, billion yen	A. FY18.3 1H end	FY17.3 1H end	B. year end	A-B	Remarks
Total assets	1,863.6	1,711.2	1,886.5	-22.9	Decreased in current assets, etc.
Net worth	977.0	881.6	961.9	+15.1	
Interest-bearing liabilities	527.2	546.6	540.6	-13.4	
Number of employees	21,107	21,009	20,762	+345	
Net worth / Total assets	52.4%	51.5%	51.0%	+1.4%	
D/E ratio	0.54	0.62	0.56	-0.02	

	A. FY18.3 1H	B. FY17.3 1H	A-B	Remarks
Capital expenditure	40.5	34.8	+5.7	
Depreciation	43.7	41.6	+2.0	
Free cash flow*	22.0	22.1	-0.1	*Cash flows from operating activities - capital expenditures for upgrading existing businesses.
ROA	1.3%	1.9%	-0.6%	
ROE	2.5%	3.7%	-1.3%	
EPS (yen)	57.3	80.2	-22.9	Decreased in gross margin of gas business, etc.
BPS (yen)	2,349.3	2,119.3	+230.1	

# Results of Investments for growth in 1st Half FY2018.3

Total investment in FY2018.3 were ¥34.2 billion (28% of the plan in FY2018.3)

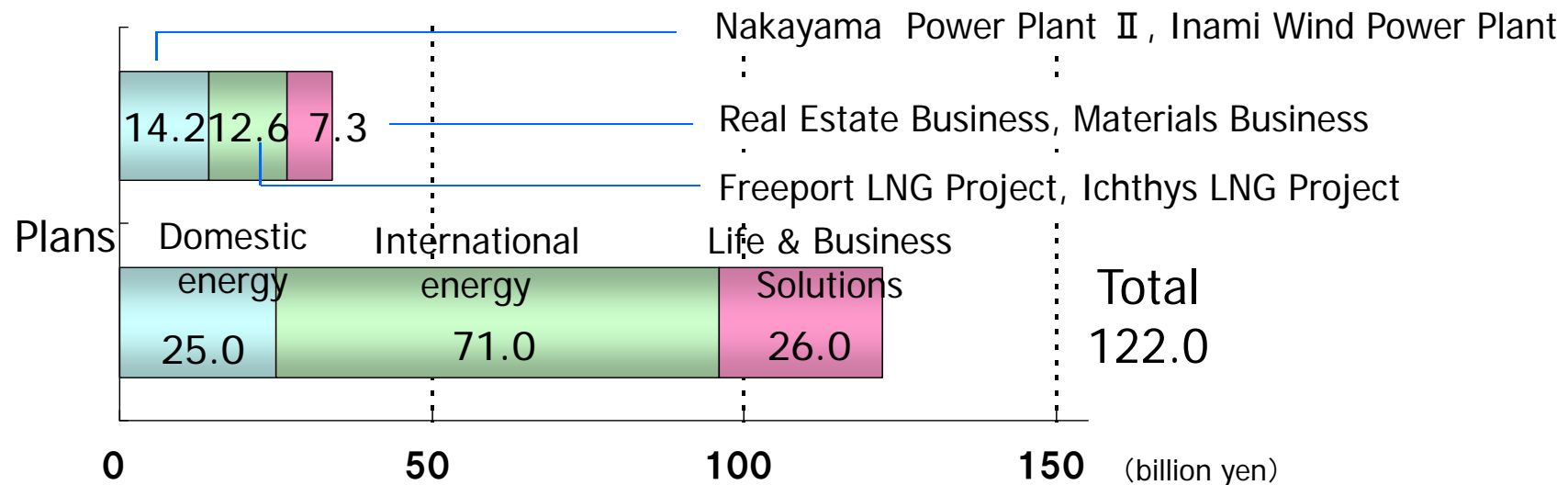
Domestic energy : ¥14.2 billion (Mainly electricity business)

International energy : ¥12.6 billion (Mainly ongoing projects)

Life & Business Solutions : ¥7.3 billion (Mainly Real estate business, Material business)

Amounts of investment include both capital expenditure items and investment-and-loan items, and therefore the amounts of investment are different from actual amounts of capital expenditures

## Investment for growth in FY2018.3



# Results for 1<sup>st</sup> Half of FY2018.3 by Segments

From FY18.3, business segments are revised to following 4 segments.

"Domestic energy - Gas", "Domestic energy - Electricity", "International energy", "Life & Business Solutions"

billion yen	Net sales		Operating income + Equity in earnings of affiliates		Remarks
	FY18.3 1st Half	FY17.3 1st Half(*)	FY18.3 1st Half	FY17.3 1st Half (*)	
Domestic energy - Gas	436.0	409.7	13.4	36.0	* The figure are provisional one replaced by new segment basis (from FY18.3).  Net sales: Increased in the unit price of gas sales, etc. Profit: Decrease in time-lag profit , etc.
Domestic energy - Electricity	70.8	48.8	9.4	8.4	
International energy	10.7	6.4	1.8	-1.6	Net sales: Increased due to Gorgon LNG project, etc. Profit: Increased in Idemitsu Snorre Oil Development, etc.
Life & Business Solutions	95.5	95.8	7.8	6.9	Net sales: Almost same level as the previous year Profit: Increased in Real Estate Business, etc.
Elimination/ consolidation	-28.5	-28.5	1.6	0.1	
Consolidated	584.6	532.3	34.1	49.8	



## II. Facts and Figures

## Sales variance for 1<sup>st</sup> Half of FY2018.3 (Year-on-Year)

FY17.3 1st Half → FY18.3 1st Half (differences)

532.3

584.6

(+52.2)

(billion yen)

Osaka Gas: +48.9

Subsidiaries: +3.2

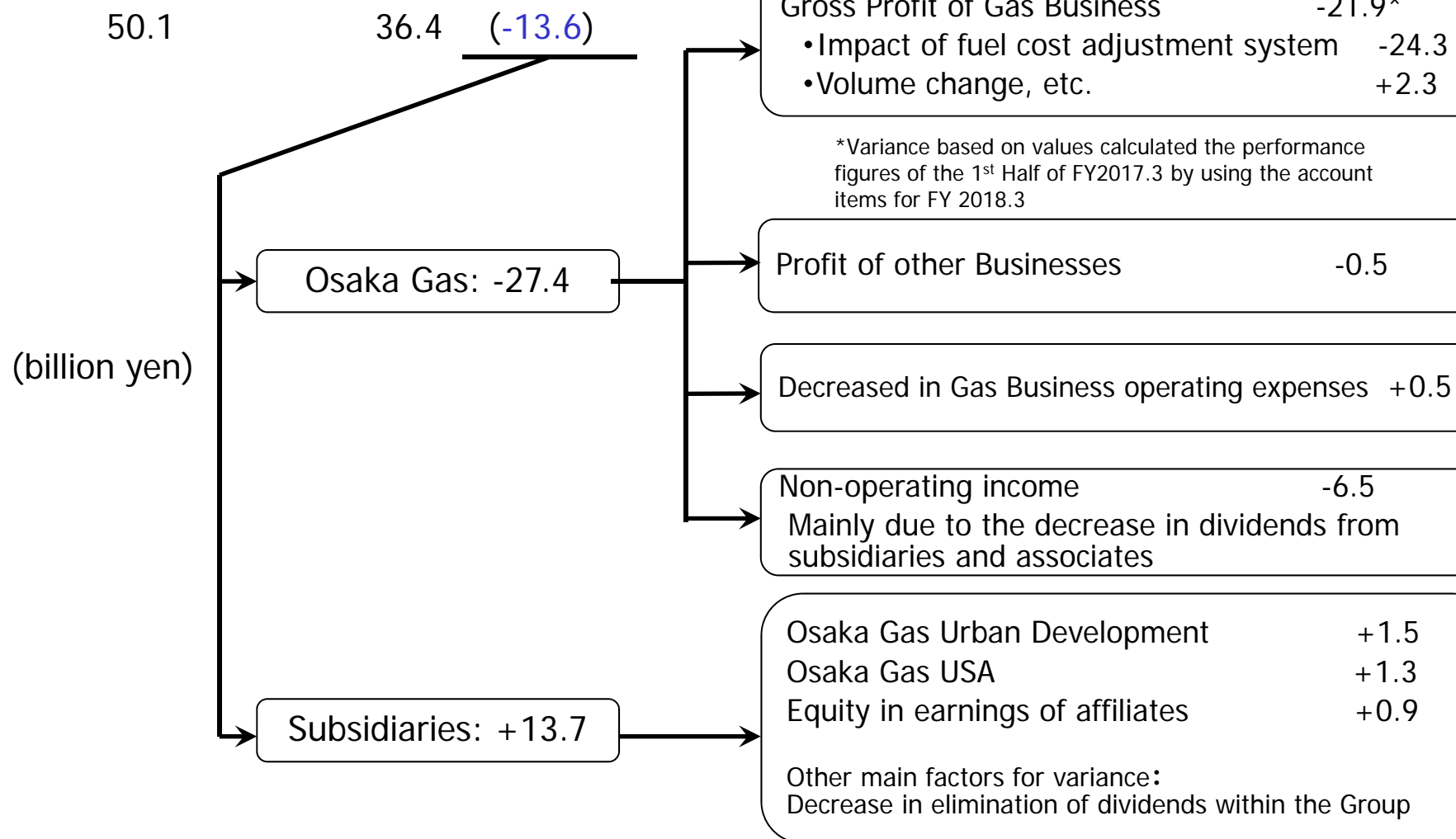
Gas Business Sales revenue +15.5\*  
• Impact of fuel cost adjustment +14.9  
• Volume change , etc. +0.6

\*Variance based on values calculated the performance figures of the 1st Half of FY2017.3 by using the account items for FY 2018.3

Other revenues +32.2  
Mainly electricity business

## Ordinary income variance for 1<sup>st</sup> Half of FY2018.3 (Year-on-Year)

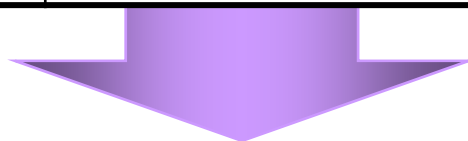
FY17.3 1st Half → FY18.3 1st Half (differences) +/- signs indicate impact on profit.



# Residential Gas Sales

## FY2018.3 1st Half results

	YoY change	Remarks
Number of customers	-1.1%	
Impact of temperature	+5.5%	Average annual temperature: 23.7 degrees Celsius (-0.4 degrees Celsius from the previous year)
Others	-2.0%	High-efficiency of gas appliances, Decrease in household size, etc.
Total	+2.5%	



## FY2018.3 forecasts

Unchanged from the forecasts announced on April 26

- Residential gas sales volume is expected to increase by 8 million m<sup>3</sup> (0.4%) from the previous year to 2,111 million m<sup>3</sup>, assuming the same temperature level as in usual years, high efficiency of gas appliances, decrease in household size, and Gas switching, etc.



# Non-Residential Gas Sales

## FY2018.3 1st Half results

	YoY change	Remarks
Demand development	+1.0%	Equipment introduction, fuel conversion, etc.
Impact of temperature	+0.2%	
Capacity utilization of facilities	+1.8%	Increased in operation due to economic impact
Individual factor	-2.5%	Decreased in capacity utilization of customers' facilities, due to individual factor(Decrease in power generation demand)
Others	-1.1%	Change in the classification of gas used from non-residential to self-use
Total	-0.6%	

## FY2018.3 forecasts

Unchanged from the forecasts announced on April 26

- Non-residential gas sales volume is expected to decrease by 552 million m3 (8.4%) from the previous year to 6,008 million m3, reflecting a decrease in gas sales volume for power generation due to the change in the classification of gas used from non-residential to self-use , etc.

# 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. -7% in spring and autumn, approx. -8% in summer, and approx. -6% 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. -0.7billion yen on ordinary profit since the 3rd quarter (Oct. thru. Mar.) of this fiscal year
- 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. -1.0billion yen on ordinary profit since the 3rd quarter (Oct. thru. Mar.) of this fiscal year
- Materials costs
  - Although the fuel cost adjustment system allows us to reflect changes in fuel costs in gas rates in the medium- and long-term, an increase in fuel costs is likely to affect the business results due to a time lag in reflecting cost fluctuations, and also depends on the composition of fuel suppliers
- Interest rate
  - A +1% change in the interest rate will have an effect of approx. 0.4 billion yen on annual consolidated non-operating expenses



## III. Facts and Figures (2)

- Forecasts for FY2018.3

Maintaining our full-year forecasts unchanged from the April forecasts

## Gas / Electricity Sales Volume Forecasts for FY2018.3

### ■ Gas Sales Volume

45MJ/m <sup>3</sup>	A. FY18.3 forecasts	B. FY17.3 results	A-B	(A-B)/B
Residential use	2,111	2,103	+8	+0.4%
Non-residential total	6,008	6,560	-552	-8.4%
Non-consolidated gas sales volume total (million m <sup>3</sup> )	8,118	8,662	-544	-6.3%
Consolidated gas sales volume total (million m <sup>3</sup> )	8,150	8,694	-544	-6.3%

### ■ Electricity Sales Volume

	A. FY18.3 forecasts	B. FY17.3 results	A-B	(A-B)/B
Consolidated electricity sales volume total (GWh)	10,303	8,948	+1,355	+15.1%
*Excluding the sales in overseas				

# Forecasts for FY2018.3 - I

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

Consolidated, billion yen	A. FY18.3 forecasts	B. FY17.3 results	A-B	(A-B)/B
Net sales	(1.28) 1,344.5	(1.31) 1,183.8	+160.6	+13.6%
Operating income	(2.38) 66.5	(1.76) 97.2	-30.7	-31.6%
Ordinary income	(1.83) 64.0	(1.37) 96.2	-32.2	-33.5%
Net income*	(1.57) 42.5	(1.12) 61.2	-18.7	-30.6%
SVA**	17.5	33.3	-15.7	-47.4%
Profit/loss on fuel cost adjustment system	billion yen 0.9	13.7	-12.8	
Crude oil price	\$/bbl 55.0	47.5***	+7.5	
Exchange rate	yen/\$ 115.0	108.3	+6.7	

\* Profit attributable to owners of parent

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

\*\*\* Average of preliminary monthly data up to March.

# Forecasts for FY2018.3 - II

Consolidated, billion yen	A. FY18.3 end forecasts	B. FY17.3 end results	A-B
Total assets	1,842.9	1,886.5	-43.6
Net worth	945.5	961.9	-16.4
Interest-bearing liabilities	543.3	540.6	+2.6
Number of employees	21,374	20,762	+612
Net worth / Total assets	51.3%	51.0%	+0.3%
D/E ratio	0.57	0.56	+0.01
	A. FY18.3 forecasts	B. FY17.3 results	A-B
Capital expenditure	92.5	88.6	+3.8
Depreciation	85.9	86.2	-0.2
Free cash flow *	81.9	100.5	-18.5
ROA	2.3%	3.3%	-1.0%
ROE	4.5%	6.6%	-2.0%
EBITDA	157.0	188.4	-31.4
EPS (yen/share)	102.2**	147.3**	-45.1
BPS (yen/share)	2,273.1**	2,312.7**	-39.5

\*Cash flows from operating activities - capital expenditures for upgrading existing businesses.

\*\*Reflecting the effect of consolidation of shares.

# Forecasts for FY2018.3 by Segments

From FY18.3, business segments are revised to following 4 segments.

"Domestic energy - Gas", "Domestic energy - Electricity", "International energy", "Life & Business Solutions"

(billion yen)	Net sales		Operating income + Equity in earnings of affiliates		Remarks
	FY18.3 forecasts	FY17.3 results*	FY18.3 forecasts	FY17.3 results*	
Domestic energy - Gas	1,019.5	911.2	29.0	55.2	<u>Net sales</u> : Increase in the unit price of gas sales, etc. <u>Profit</u> : Decrease in time-lag profit, etc.
Domestic energy – Electricity	167.0	107.5	14.0	16.2	<u>Net sales</u> : Increase in Electricity sales volume, etc. <u>Profit</u> : Decrease in the unit price of electricity sales, etc.
International energy	25.0	22.6	4.0	8.0	<u>Net sales</u> : Increase in the LNG Project in Australia, etc. <u>Profit</u> : Decrease in the energy business in U.S., etc.
Life & Business Solutions	208.5	208.3	19.0	18.6	<u>Net sales/Profit</u> : Almost same level as the previous year
Elimination/consolidation	-75.5	-65.9	2.2	0.9	
Consolidated	1,344.5	1,183.8	68.2	99.0	

\* The figure are provisional one replaced by new segment basis (from FY18.3).



Thank you