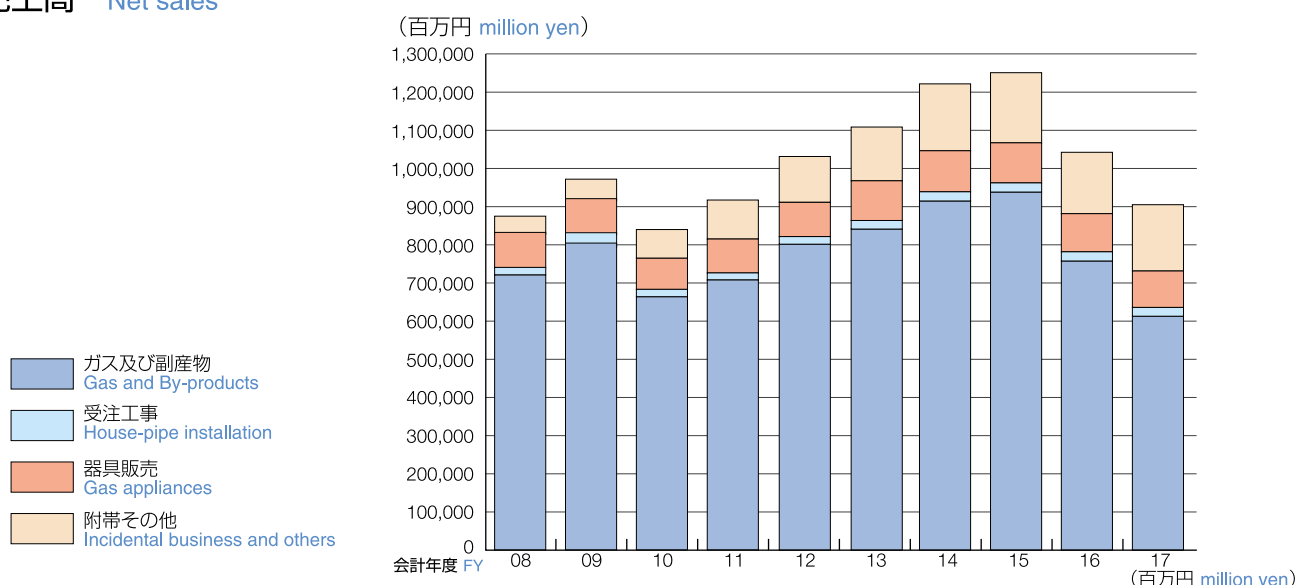


営業概況 Revenues and Expenses

1 売上高 Net sales

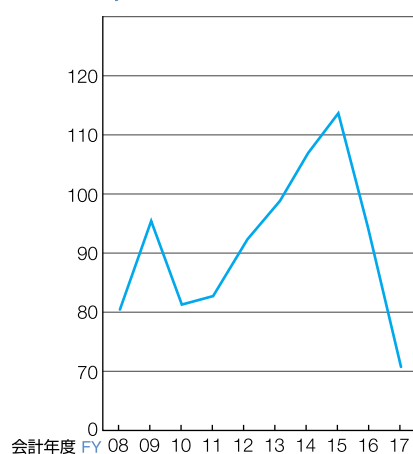


| 会計年度 FY | 08.3 | 09.3 | 10.3 | 11.3 | 12.3 | 13.3 | 14.3 | 15.3 | 16.3 | 17.3 |
|--------------------------------------|---------|---------|---------|---------|-----------|-----------|-----------|-----------|-----------|---------|
| ガス Gas | 714,111 | 805,472 | 664,286 | 707,668 | 802,376 | 841,955 | 915,008 | 938,991 | 757,197 | 614,327 |
| 副産物 By-products | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 受注工事 House-pipe installation | 27,450 | 28,060 | 21,405 | 20,507 | 20,747 | 22,496 | 24,440 | 24,321 | 24,795 | 23,064 |
| 器具販売 Gas appliances | 93,283 | 87,097 | 82,649 | 88,451 | 89,515 | 103,878 | 107,112 | 105,002 | 102,594 | 95,605 |
| 附帯その他 Incidental business and others | 42,781 | 51,244 | 75,684 | 101,419 | 120,082 | 140,842 | 175,284 | 183,519 | 155,146 | 173,857 |
| 計 Total | 877,628 | 971,876 | 844,026 | 918,047 | 1,032,720 | 1,109,173 | 1,221,846 | 1,251,835 | 1,039,733 | 906,854 |

2 ガス販売 Gas sales

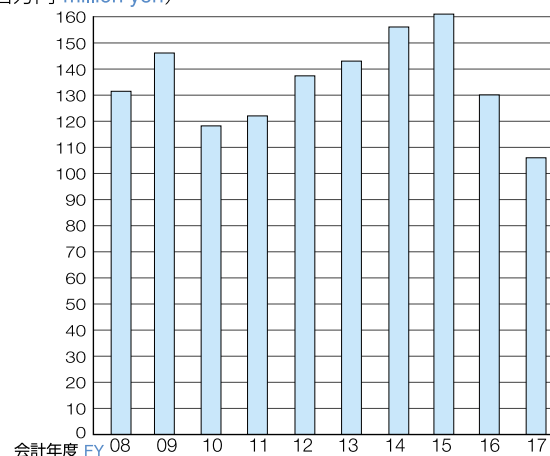
ガス 1m³当たり販売価格 Selling price per m³

(円/m³ yen/m³)



従業員一人当たりガス売上高 Gas sales per employee

(百万円 million yen)



| 会計年度 FY | 08.3 | 09.3 | 10.3 | 11.3 | 12.3 | 13.3 | 14.3 | 15.3 | 16.3 | 17.3 |
|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| ガス 1m ³ 当たり販売価格 (円/m ³) Selling price per m ³ (yen/m ³) | 80.4 | 96.1 | 81.8 | 83.0 | 92.4 | 99.0 | 107.3 | 113.7 | 94.4 | 70.9 |
| 従業員一人当たりガス売上高 (百万円) Gas sales per employee (million yen) | 131.8 | 147.1 | 118.9 | 122.0 | 137.4 | 143.5 | 156.1 | 160.1 | 130.0 | 107.2 |

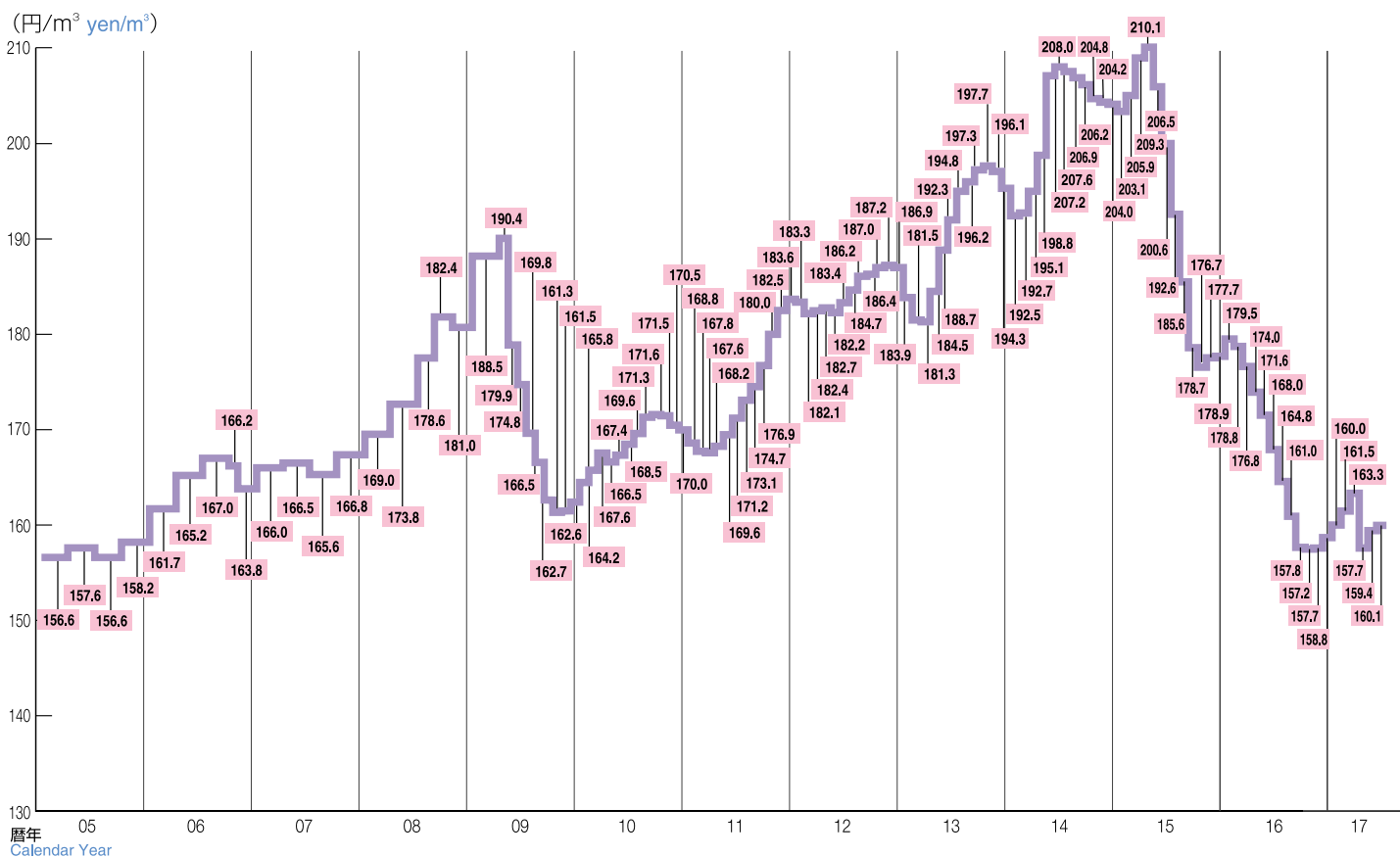
従業員数は、個別ベースで臨時雇用者・出向者を除く Number of non-consolidated employees excludes part-time and seconded employees.

3 料金改定 Gas tariff revision

| 実施日 | Date revised | 改定率 Average rate of change |
|------------|-------------------|----------------------------|
| 1980年4月1日 | April 1, 1980 | 45.12% |
| 1988年1月1日 | January 1, 1988 | -22.25% |
| 1989年4月1日 | April 1, 1989 | -4.27% |
| 1996年1月1日 | January 1, 1996 | -2.37% |
| 1999年2月10日 | February 10, 1999 | -3.61% |
| 2002年3月1日 | March 1, 2002 | -5.04% |
| 2003年2月27日 | February 27, 2003 | -0.87% |
| 2006年11月1日 | November 1, 2006 | -2.33% |
| 2008年11月1日 | November 1, 2008 | -1.13% |
| 2012年2月1日 | February 1, 2012 | -1.20% |
| 2015年1月1日 | January 1, 2015 | -1.26% |

規制料金全体の平均改定率を表す。 Average rate of change means average rate of change in regulated tariff.

4 ガス料金の推移 Gas tariff modifications



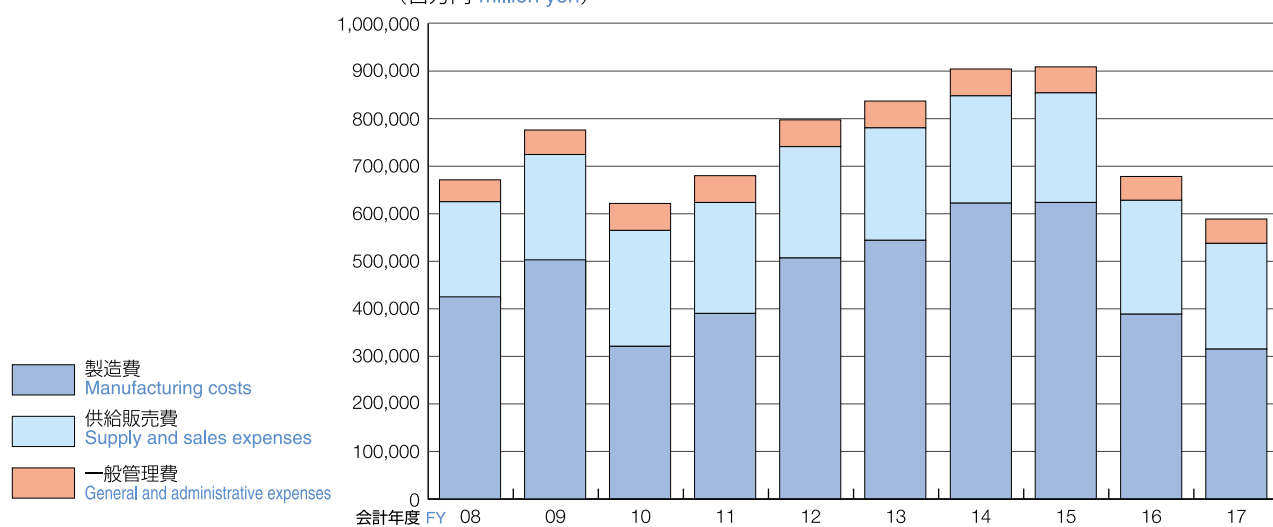
ガスビジネス

月間33m³使用時の平均。原料費調整制度に基づく料金の変更と、料金改定の両方の影響を含む。

Figures show the average gas fees in case of 33m³/month, and include effects by fuel cost adjustment and tariff revision.

5 部門別費用の内訳 Functional cost structure

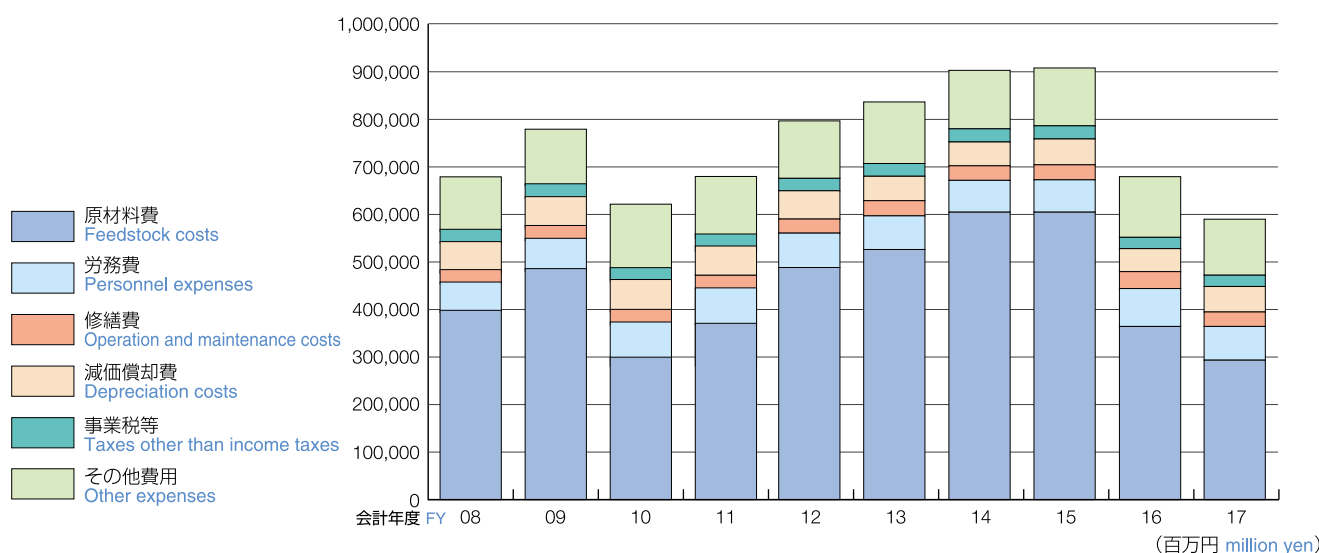
(百万円 million yen)



| 会計年度 FY | 08.3 | 09.3 | 10.3 | 11.3 | 12.3 | 13.3 | 14.3 | 15.3 | 16.3 | 17.3 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| 製造費 Manufacturing costs | 414,984 | 502,521 | 320,535 | 390,393 | 506,423 | 543,933 | 621,935 | 623,327 | 391,459 | 315,246 |
| 供給販売費 Supply and sales expenses | 211,874 | 223,084 | 244,529 | 233,693 | 235,048 | 236,814 | 225,773 | 229,786 | 234,997 | 221,666 |
| 一般管理費 General and administrative expenses | 51,985 | 54,084 | 56,589 | 55,854 | 55,605 | 55,614 | 55,053 | 54,961 | 54,678 | 51,637 |
| 計 Total | 678,844 | 779,691 | 621,654 | 679,941 | 797,077 | 836,362 | 902,762 | 908,075 | 681,135 | 588,549 |

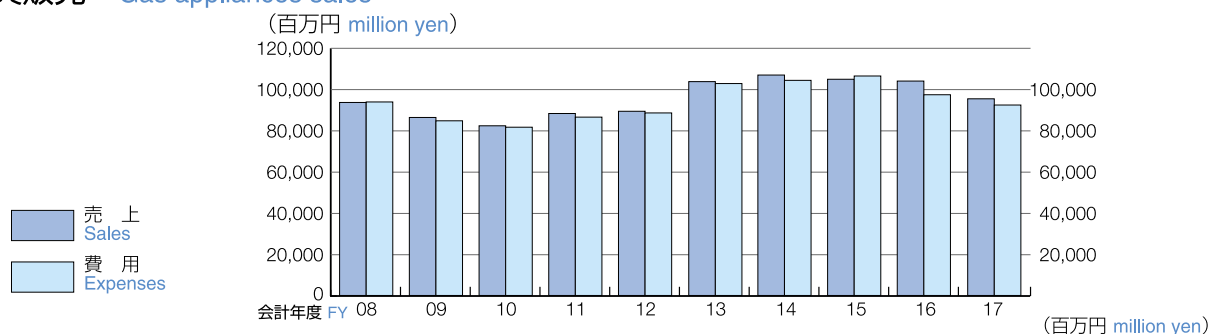
6 営業費明細 Accounting cost structure

(百万円 million yen)



| 会計年度 FY | 08.3 | 09.3 | 10.3 | 11.3 | 12.3 | 13.3 | 14.3 | 15.3 | 16.3 | 17.3 |
|-------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| 原材料費 Feedstock costs | 397,805 | 485,735 | 301,413 | 372,494 | 488,473 | 526,090 | 604,965 | 605,678 | 372,260 | 293,024 |
| 労務費 Personnel expenses | 57,079 | 64,023 | 72,498 | 73,219 | 72,190 | 70,735 | 66,675 | 67,152 | 67,724 | 71,389 |
| 修繕費 Operation and maintenance costs | 26,155 | 26,211 | 28,240 | 27,832 | 29,686 | 31,759 | 30,457 | 31,373 | 31,739 | 30,076 |
| 減価償却費 Depreciation costs | 61,675 | 60,834 | 61,081 | 60,657 | 59,745 | 51,532 | 50,177 | 54,448 | 53,669 | 53,664 |
| 事業税等 Taxes other than income taxes | 25,740 | 26,570 | 24,525 | 24,795 | 26,121 | 26,727 | 27,735 | 27,985 | 26,088 | 24,353 |
| その他費用 Other expenses | 110,390 | 116,318 | 133,897 | 120,944 | 120,862 | 129,519 | 122,753 | 121,439 | 129,655 | 116,043 |
| 計 Total | 678,844 | 779,691 | 621,654 | 679,941 | 797,077 | 836,362 | 902,762 | 908,075 | 681,135 | 588,549 |

7 ガス器具販売 Gas appliances sales



| 会計年度 FY | 08.3 | 09.3 | 10.3 | 11.3 | 12.3 | 13.3 | 14.3 | 15.3 | 16.3 | 17.3 |
|-------------|--------|--------|--------|--------|--------|---------|---------|---------|---------|--------|
| 売上 Sales | 93,283 | 87,097 | 82,649 | 88,451 | 89,515 | 103,878 | 107,112 | 105,002 | 102,594 | 95,605 |
| 費用 Expenses | 93,934 | 86,561 | 82,109 | 86,695 | 88,709 | 102,943 | 104,249 | 106,527 | 98,787 | 92,737 |
| 差益 Income | (651) | 536 | 540 | 1,756 | 805 | 934 | 2,863 | (1,525) | 3,806 | 2,867 |

主要器具販売台数 Main appliances sales volume

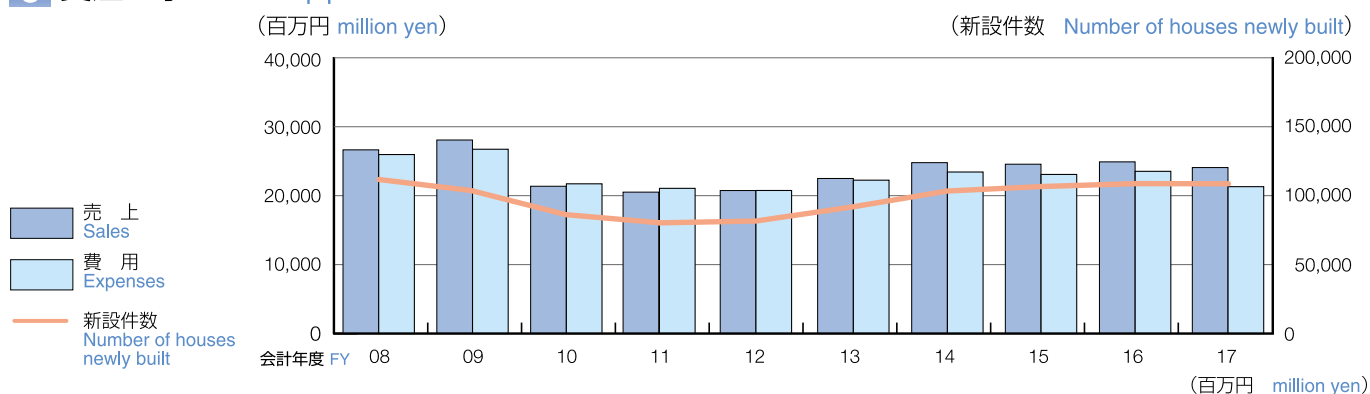
| 会計年度 FY | 08.3 | 09.3 | 10.3 | 11.3 | 12.3 | 13.3 | 14.3 | 15.3 | 16.3 | 17.3 | |
|--|----------------------|------|------|------|------|------|------|------|------|------|------|
| セントラルヒーティングボイラー Central heating boiler | 104 | 98 | 96 | 99 | 99 | 105 | 113 | 101 | 103 | 98 | |
| ファンヒーター Fan heater | 185 | 161 | 166 | 169 | 205 | 184 | 172 | 149 | 102 | 90 | |
| 床暖房 Floor heating system | 181 | 165 | 140 | 111 | 120 | 129 | 151 | 129 | 112 | 108 | |
| 浴室暖房乾燥機 Bathroom heater-dryer system | 82 | 70 | 54 | 53 | 61 | 66 | 76 | 67 | 60 | 57 | |
| 家庭用ガス コージェネレーションシステム Gas cogeneration system for residential use | エコウィル ※ ECOWILL | 11.9 | 10.7 | 7.9 | 6.2 | 4.8 | 4.9 | 4.5 | 2.6 | 1.8 | 1.3 |
| | エネファーム ※ ENE-FARM | — | — | 1.1 | 1.7 | 3.2 | 8.1 | 9.1 | 13.8 | 11.3 | 15.7 |

新築は契約ベース、既築は卸ベース。床暖房はコントローラーベース。

The sales figures consist of the number of units sold to newly built house customers estimated from their contract types and the number of units sold to existing house customers estimated from the wholesale volume. The sales figures of floor heating system denote the number of system controllers sold. 浴室暖房乾燥機にはドライ&ミストタイプを含む。

Bathroom heater-dryer system includes products with a dryer and a mist generator.

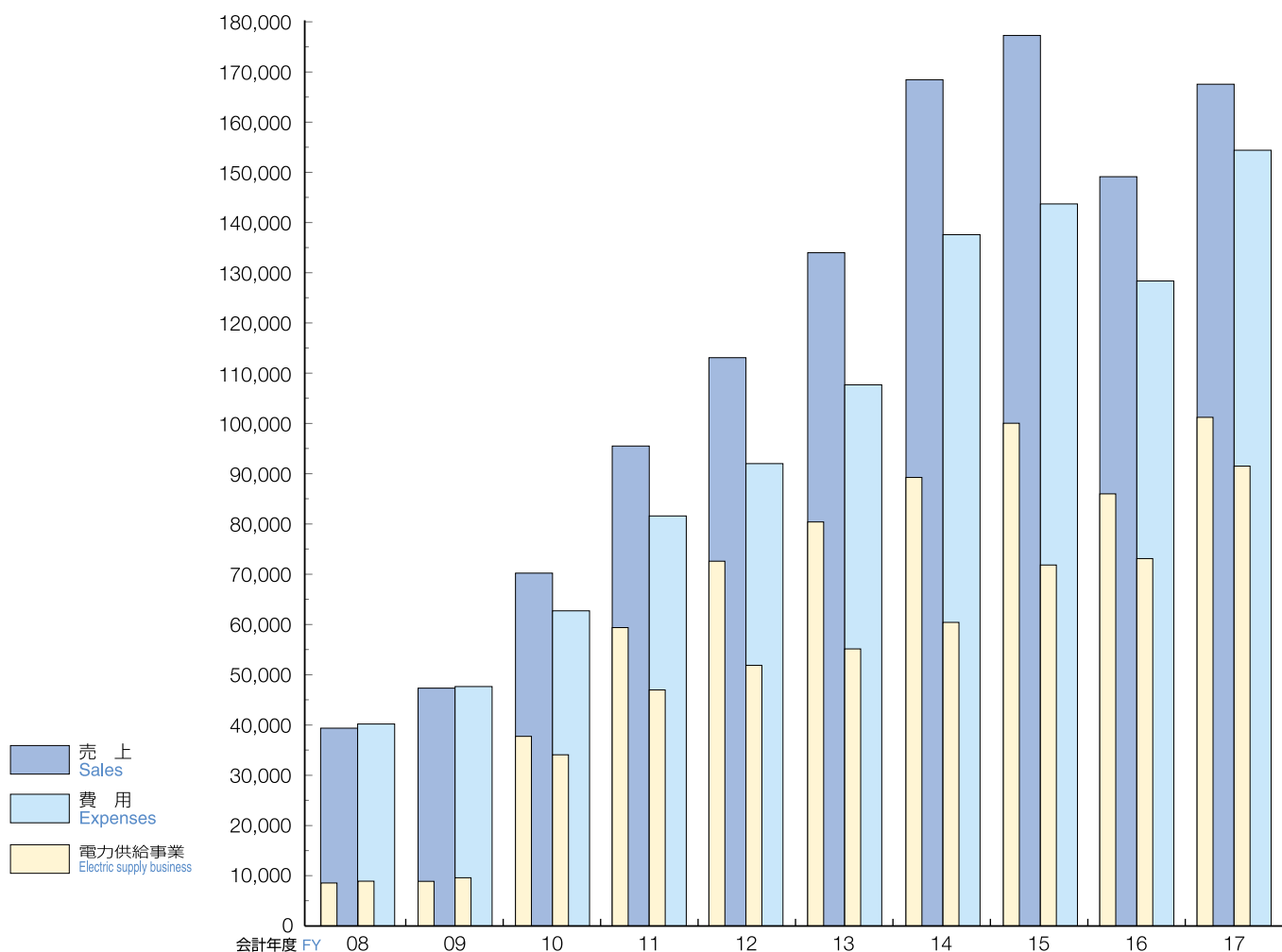
8 受注工事 House-pipe installation business



| 会計年度 FY | 08.3 | 09.3 | 10.3 | 11.3 | 12.3 | 13.3 | 14.3 | 15.3 | 16.3 | 17.3 |
|--------------------------------------|---------|---------|--------|--------|--------|--------|---------|---------|---------|---------|
| 売上 Sales | 27,450 | 28,060 | 21,405 | 20,507 | 20,747 | 22,496 | 24,440 | 24,321 | 24,795 | 23,064 |
| 費用 Expenses | 26,703 | 27,259 | 21,890 | 21,060 | 20,753 | 22,241 | 23,628 | 23,160 | 23,466 | 21,789 |
| 差益 Income | 747 | 801 | (485) | (552) | (6) | 255 | 811 | 1,161 | 1,328 | 1,275 |
| 新設件数 Number of houses newly built | 119,904 | 112,432 | 84,776 | 79,406 | 81,025 | 91,237 | 102,093 | 106,836 | 109,457 | 110,877 |

9 附帯事業 Incidental business

(百万円 million yen)



(百万円 million yen)

| 会計年度 FY | 08.3 | 09.3 | 10.3 | 11.3 | 12.3 | 13.3 | 14.3 | 15.3 | 16.3 | 17.3 |
|---------------------------------|--------|--------|--------|--------|---------|---------|---------|---------|---------|---------|
| 売上 Sales | 39,390 | 47,353 | 70,259 | 95,582 | 113,179 | 134,081 | 168,452 | 177,312 | 149,318 | 168,138 |
| 電力供給事業 Electric supply business | 8,530 | 8,861 | 37,658 | 59,248 | 72,447 | 80,243 | 89,747 | 100,616 | 86,262 | 101,432 |
| 費用 Expenses | 40,217 | 47,683 | 62,760 | 81,658 | 92,082 | 107,762 | 137,659 | 143,774 | 128,789 | 154,836 |
| 電力供給事業 Electric supply business | 8,889 | 9,570 | 34,001 | 46,878 | 51,767 | 55,033 | 60,592 | 72,255 | 73,153 | 91,188 |
| 差益 Income | (827) | (330) | 7,499 | 13,923 | 21,096 | 26,319 | 30,792 | 33,537 | 20,528 | 13,301 |
| 電力供給事業 Electric supply business | (359) | (709) | 3,657 | 12,370 | 20,680 | 25,209 | 29,154 | 28,361 | 13,109 | 10,243 |