

# ガス・電力ビジネス Gas & Electricity Business

## ガス販売状況(個別) Gas Sales (Non-Consolidated)

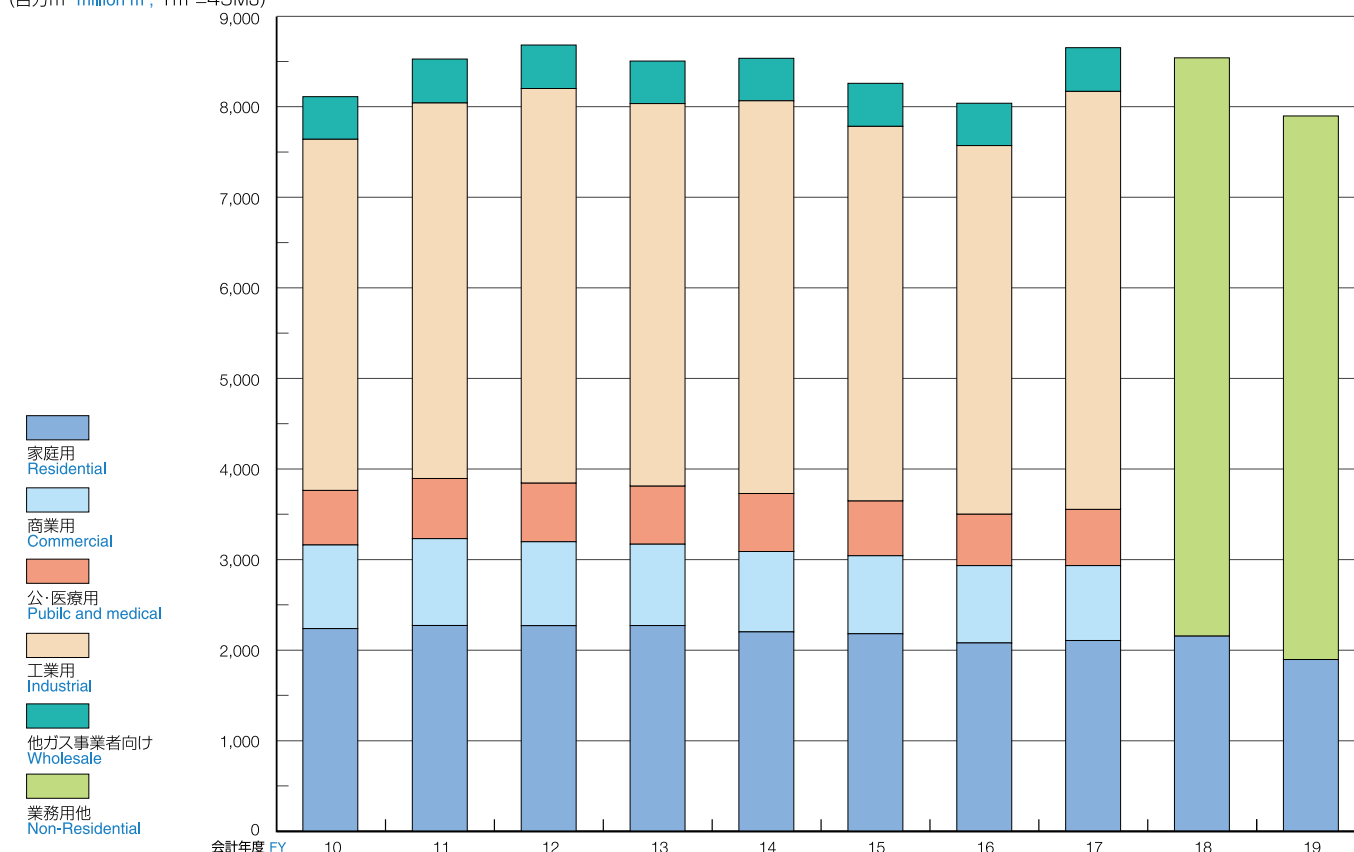
### 1 供給件数 Number of Supply

(千件 thousand)

会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
ガス供給件数 (2017.3以前は取付けメーター数) Number of Unit for gas supply (Before 17.3, Number of meters installed)	6,980	7,012	7,045	7,086	7,136	7,196	7,252	7,310	5,970	5,553

### 2 セクター別のガス販売量 Gas sales volume by sector

(百万m<sup>3</sup> million m<sup>3</sup>, 1m<sup>3</sup>=45MJ)

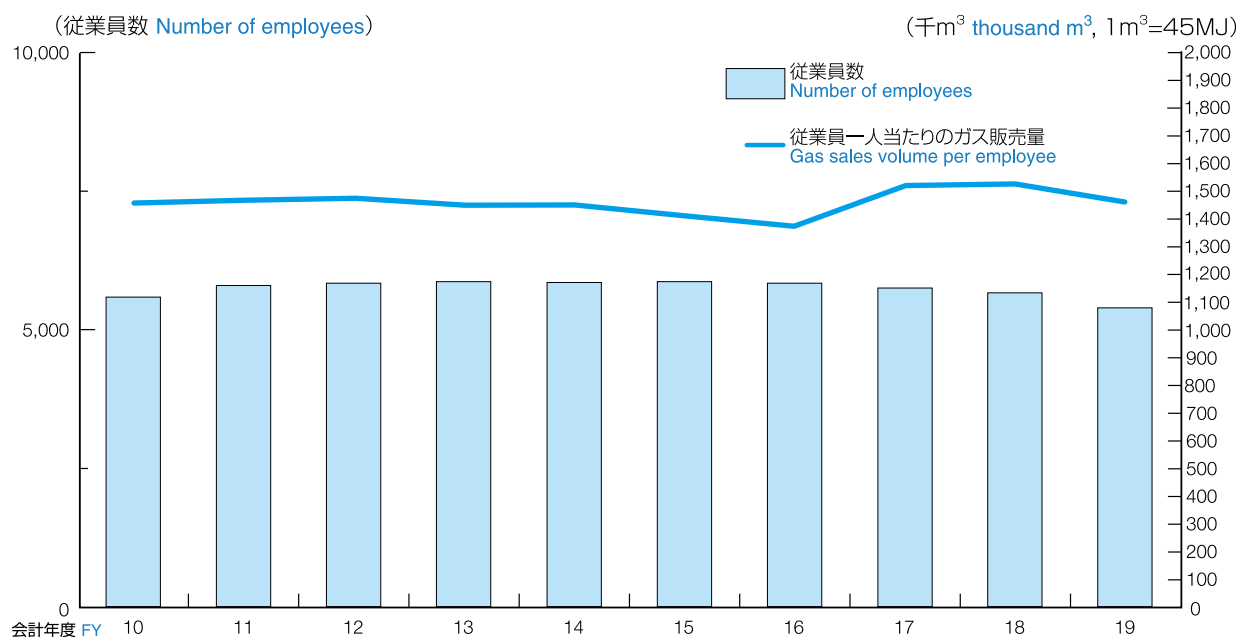


### ガス販売量 Gas sales volume

(百万m<sup>3</sup> million m<sup>3</sup>, 1m<sup>3</sup>=45MJ)

会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
家庭用 Residential	2,244: 27.6%	2,275: 26.7%	2,271: 26.2%	2,272: 26.7%	2,198: 25.8%	2,186: 26.5%	2,083: 26.0%	2,103: 24.3%	2,160: 25.3%	1,892: 23.9%
商業用 Commercial	935: 11.5%	968: 11.4%	927: 10.7%	898: 10.6%	890: 10.4%	857: 10.4%	833: 10.4%	844: 9.7%	-	-
公・医療用 Public and medical	609: 7.5%	655: 7.7%	648: 7.5%	642: 7.6%	638: 7.5%	608: 7.4%	577: 7.2%	618: 7.1%	-	-
工業用 Industrial	3,877: 47.8%	4,141: 48.6%	4,355: 50.2%	4,222: 49.6%	4,329: 50.8%	4,133: 50.0%	4,059: 50.6%	4,609: 53.2%	-	-
他ガス事業者向け Wholesale	455: 5.6%	488: 5.7%	480: 5.5%	469: 5.5%	469: 5.5%	474: 5.7%	469: 5.8%	489: 5.6%	-	-
業務用他 Non-Residential	-	-	-	-	-	-	-	-	6,387: 74.7%	6,010: 76.1%
計 Total	8,119: 100.0%	8,528: 100.0%	8,681: 100.0%	8,503: 100.0%	8,524: 100.0%	8,259: 100.0%	8,021: 100.0%	8,662: 100.0%	8,546: 100.0%	7,901: 100.0%
うち大口供給 Sales in non-regulated area	4,576: 56.4%	4,874: 57.2%	5,062: 58.3%	4,894: 57.6%	4,988: 58.5%	4,755: 57.6%	4,647: 57.9%	5,218: 60.2%	-	-

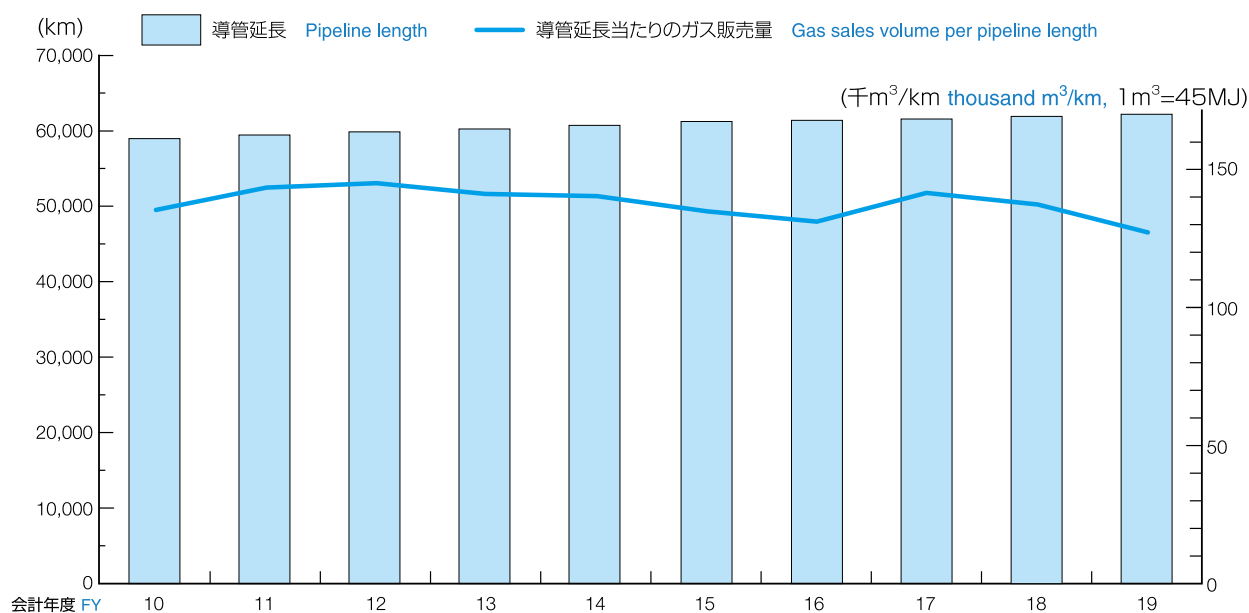
### 3 従業員一人当たりのガス販売量 Gas sales volume per employee



会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
従業員数 Number of employees	5,588	5,800	5,841	5,867	5,861	5,866	5,824	5,731	5,617	5,392
従業員一人当たりのガス販売量(千m <sup>3</sup> ) Gas sales volume per employee (thousand m <sup>3</sup> )	1,453	1,470	1,486	1,449	1,454	1,408	1,377	1,511	1,521	1,465

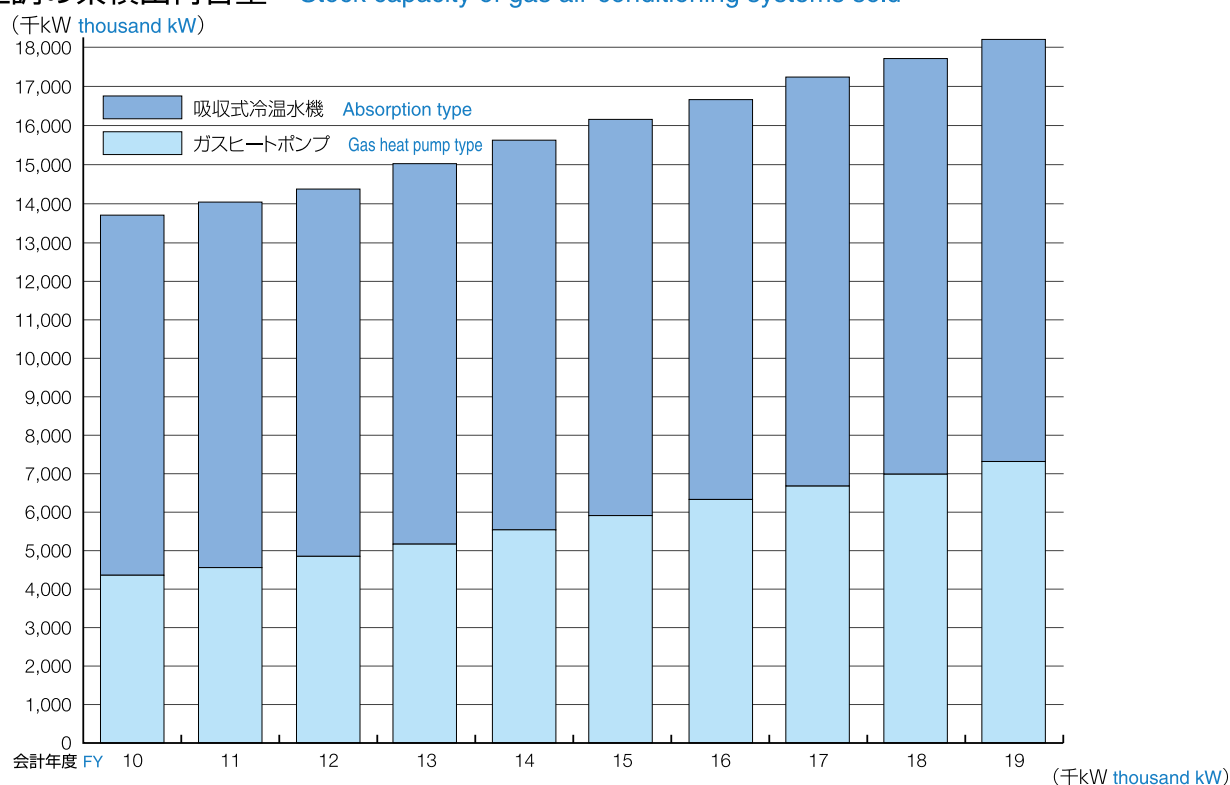
従業員数は、個別ベースで臨時雇用者・出向者を除く Number of non-consolidated employees excludes part-time and seconded employees.

### 4 導管延長当たりのガス販売量 Gas sales volume per pipeline length



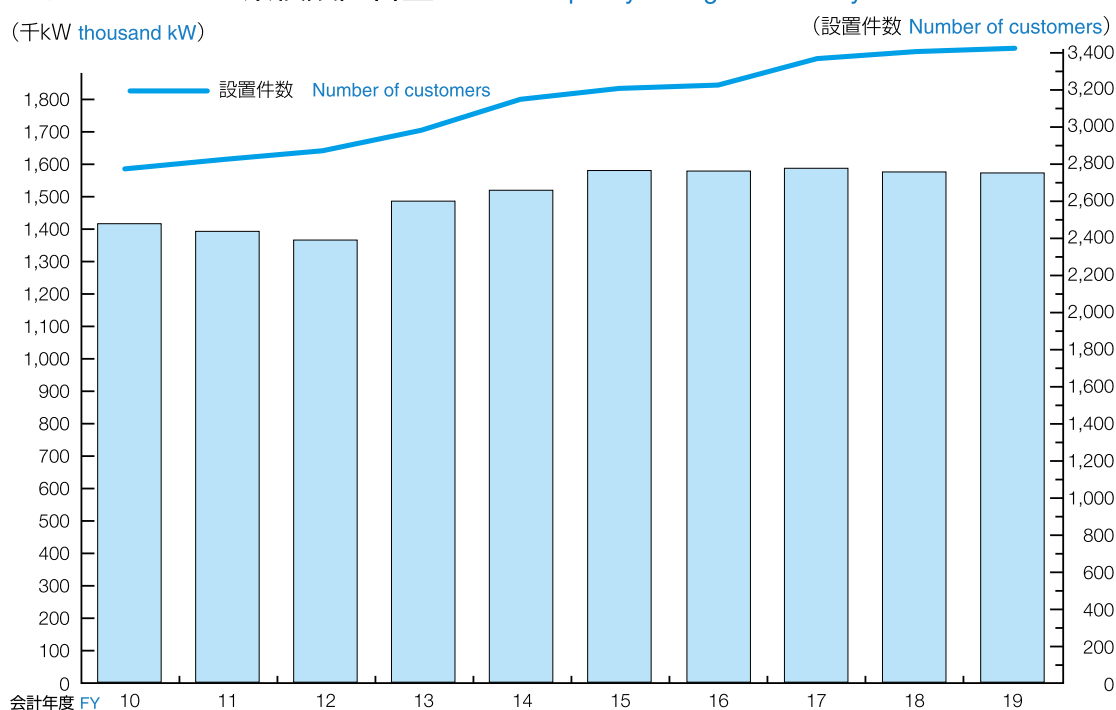
会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
導管延長(km) Pipeline length(km)	58,997	59,484	59,886	60,276	60,754	61,078	61,391	61,666	61,919	62,175
導管延長当たりのガス販売量(千m <sup>3</sup> /km) Gas sales volume per pipeline length (thousand m <sup>3</sup> /km)	135.3	143.4	145.0	141.1	140.3	135.2	130.6	140.5	138.0	127.1

## 5 ガス空調の累積出荷容量 Stock capacity of gas air-conditioning systems sold



会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
吸収式冷温水機 Absorption type	9,307	9,507	9,648	9,868	10,097	10,266	10,419	10,602	10,770	10,936
ガスヒートポンプ Gas heat pump type	4,367	4,590	4,838	5,159	5,524	5,896	6,309	6,664	6,972	7,266
計 Total	13,674	14,097	14,485	15,027	15,621	16,162	16,728	17,266	17,742	18,201

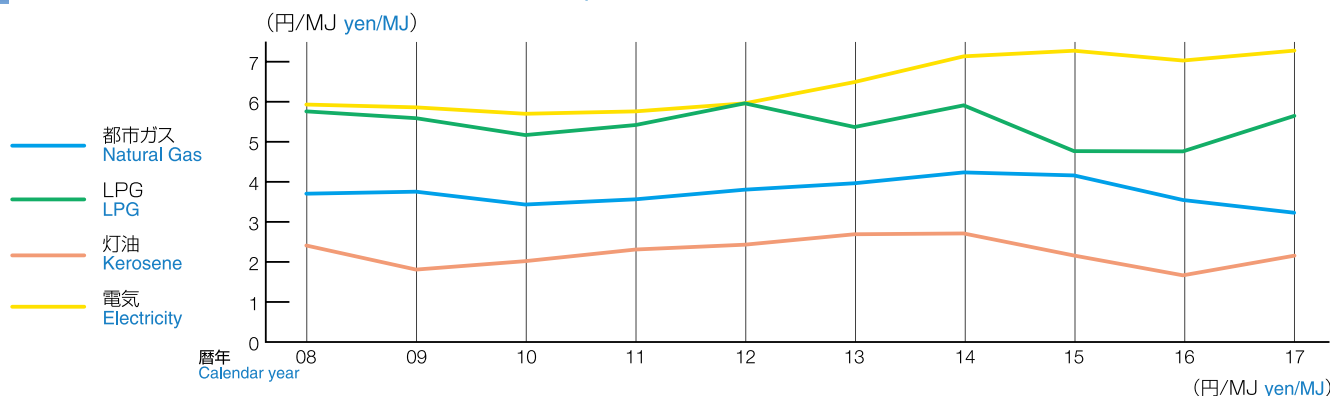
## 6 コージェネレーションの累積設置容量 Stock capacity of cogeneration systems sold



会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
千 kW thousand kW	1,413	1,389	1,364	1,486	1,519	1,581	1,580	1,589	1,574	1,571
設置件数 Number of customers	2,776	2,827	2,874	2,985	3,152	3,211	3,229	3,373	3,410	3,428

過去に遡り撤去分等を見直している Cogenerations removed are excluded.

## 7 家庭用エネルギーの価格比較 Price comparison for residential fuels



暦年 Calendar year	08	09	10	11	12	13	14	15	16	17
都市ガス Natural Gas	3.70 (100)	3.75 (100)	3.43 (100)	3.56 (100)	3.80 (100)	3.96 (100)	4.23 (100)	4.16 (100)	3.53 (100)	3.24 (100)
LPG LPG	5.75 (155.4)	5.58 (148.8)	5.16 (150.4)	5.41 (152.0)	5.95 (156.6)	5.36 (135.4)	5.90 (139.5)	4.76 (114.4)	4.78 (135.4)	5.64 (174.1)
灯油 Kerosene	2.41 (65.1)	1.81 (48.3)	2.02 (58.9)	2.31 (64.9)	2.43 (63.9)	2.69 (67.9)	2.71 (64.1)	2.16 (51.9)	1.66 (47.0)	2.13 (65.7)
電気 Electricity	5.92 (160.0)	5.85 (156.0)	5.69 (165.9)	5.75 (161.5)	5.95 (156.6)	6.48 (163.6)	7.12 (168.3)	7.26 (174.5)	7.04 (199.4)	7.26 (224.1)

下段( )内は、都市ガスを100としたときの相対値

Figures in parentheses show relative number to natural gas (natural gas=100).

出典：家庭用エネルギー統計年報（近畿）（住環境計画研究所）

Data from "Annual Databook of Energy for Residential" published by Jukankyo Research Institute, Inc.

## 8 家庭用エネルギーのシェア Residential market share

(%)

暦年 Calendar year	都市ガス Natural gas		LPG LPG		灯油 Kerosene		電気 Electricity	
	08	17	08	17	08	17	08	17
暖房 Space-heating	37.1	40.5	1.0	1.1	37.7	26.9	24.3	31.5
給湯 Hot-water	68.8	72.6	12.6	7.8	8.9	6.1	9.7	13.6
その他 Others	13.9	16.2	3.4	2.0	-	-	82.8	81.8

出典：家庭用エネルギー統計年報（近畿）（住環境計画研究所） Data from "Annual Databook of Energy for Residential" published by Jukankyo Research Institute, Inc.

冷房用途を除く Cooling use is excluded.

## 電力販売状況(連結) Electricity Sales (Consolidated)

### 1 供給件数 Number of Supply

(千件 thousands)

会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
低圧電気供給件数 Number of low-voltage electricity supply	-	-	-	-	-	-	-	305	619	945

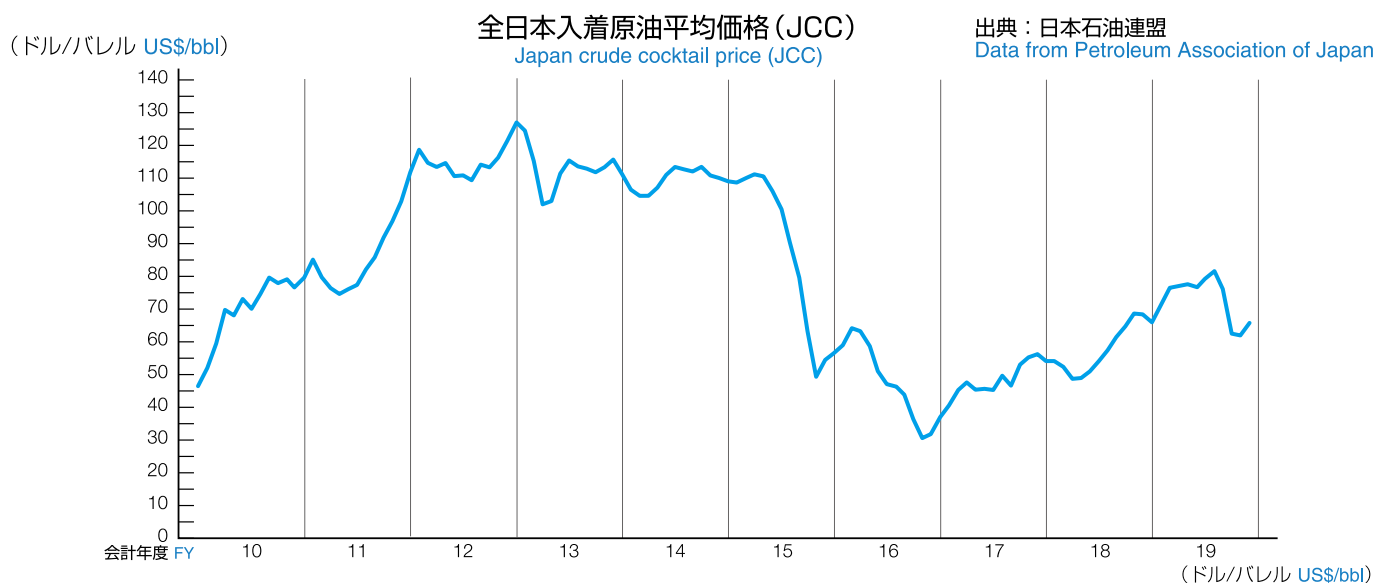
### 2 電力販売量 Electricity sales volume

(百万kWh GWh)

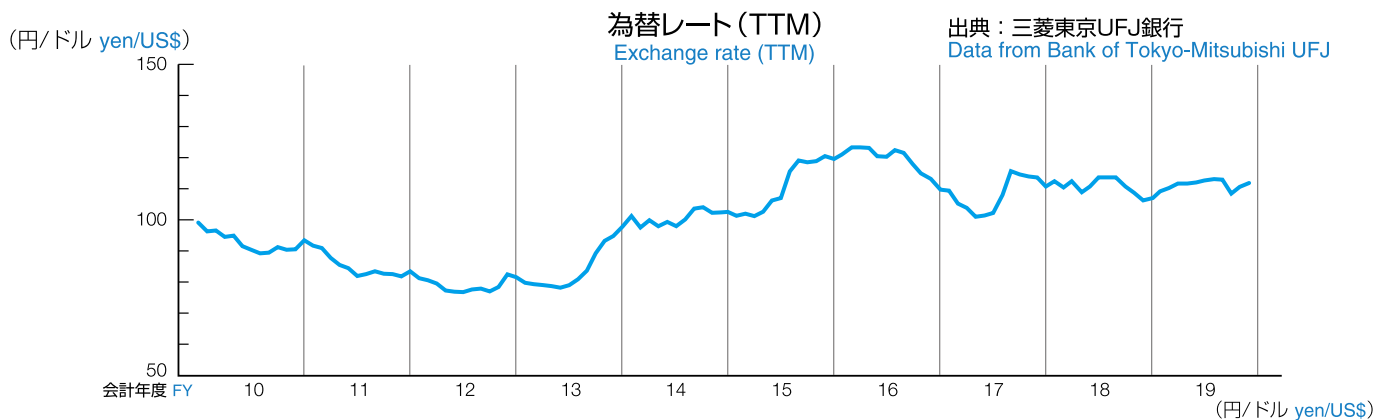
会計年度 FY		10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
国内電力販売量 Electricity sales volume	小売 Retail	-	-	-	-	-	-	-	995	2,355	3,457
	卸等 Wholesales, etc.	-	-	-	-	-	-	-	7,954	8,596	8,196
	合計 Total	-	-	-	-	-	-	-	8,948	10,951	11,653

# 原料調達 Raw material procurement

## 1 価格指標 Price index



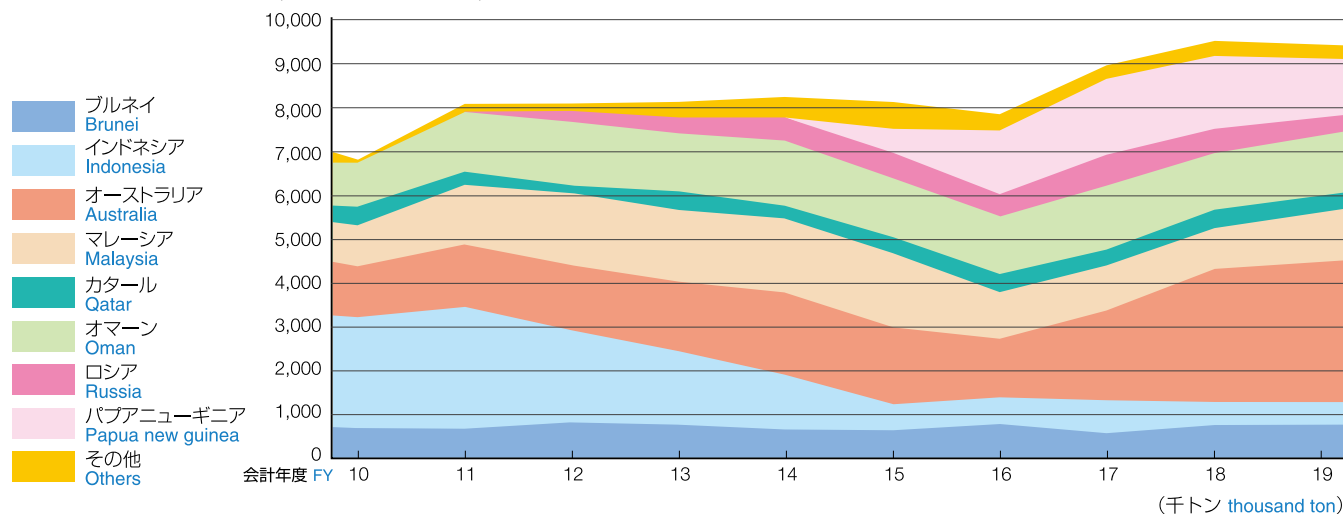
会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
年間平均 Annual average	69.4	84.1	114.2	113.9	110.0	90.4	48.7	47.5	57.0	72.2



会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
年間平均 Annual average	92.9	85.7	79.1	82.9	100.2	109.8	120.2	108.3	110.9	110.9

## 2 LNG購買量 LNG purchase volume

(千トン thousand ton)



(千トン thousand ton)

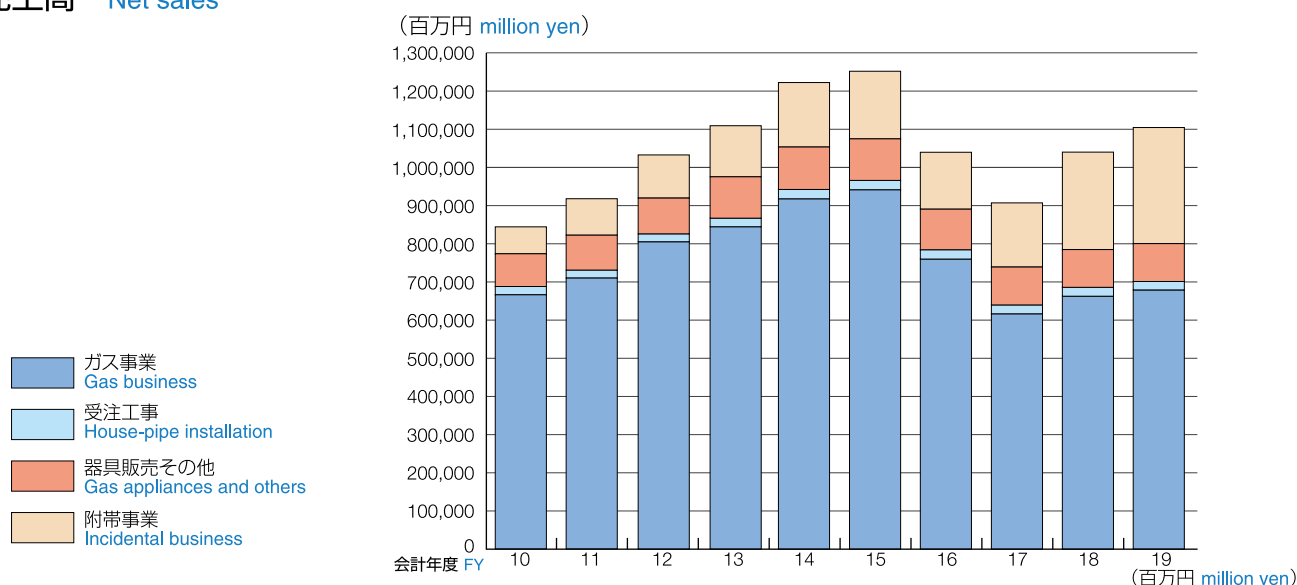
会計年度 FY	10.3		11.3		12.3		13.3		14.3		15.3		16.3		17.3		18.3		19.3	
ブルネイ Brunei	667	9.8%	663	8.2%	798	9.8%	731	9.0%	640	7.8%	626	7.8%	763	9.8%	556	6.2%	765	8.0%	781	8.3%
インドネシア Indonesia	2,555	37.4%	2,790	34.5%	2,124	26.2%	1,713	21.0%	1,250	15.3%	587	7.3%	612	7.8%	750	8.4%	523	5.5%	505	5.4%
オーストラリア Australia	1,170	17.1%	1,440	17.8%	1,488	18.4%	1,587	19.5%	1,864	22.8%	1,749	21.7%	1,325	17.0%	2,039	22.9%	3,024	31.8%	3,225	34.2%
マレーシア Malaysia	940	13.8%	1,360	16.8%	1,636	20.2%	1,654	20.3%	1,678	20.5%	1,684	20.9%	1,063	13.6%	1,025	11.5%	940	9.9%	1,203	12.8%
カタール Qatar	415	6.1%	296	3.7%	176	2.2%	410	5.0%	296	3.6%	359	4.4%	409	5.2%	359	4.0%	415	4.4%	354	3.8%
オマーン Oman	1,017	14.9%	1,485	18.4%	1,461	18.0%	1,333	16.3%	1,476	18.0%	1,348	16.7%	1,309	16.8%	1,454	16.3%	1,269	13.3%	1,389	14.7%
ロシア Russia	0	0.0%	0	0.0%	256	3.2%	386	4.7%	505	6.2%	577	7.1%	507	6.5%	703	7.9%	575	6.0%	384	4.1%
パプアニューギニア Papua new guinea	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	539	6.7%	1,451	18.6%	1,724	19.3%	1,667	17.5%	1,252	13.3%
その他 Others	64	0.9%	57	0.7%	169	2.1%	339	4.2%	479	5.9%	605	7.5%	363	4.7%	305	3.4%	340	3.6%	325	3.5%
計 Total	6,827	100.0%	8,092	100.0%	8,108	100.0%	8,153	100.0%	8,187	100.0%	8,075	100.0%	7,802	100.0%	8,915	100.0%	9,519	100.0%	9,419	100.0%

当社LNG基地を経由せずに他事業者へ販売したLNG量を含む。

The sales volume figures include the amount of LNG sold to other regional utilities without going through our LNG terminals.

# 営業概況（個別） Revenues and Expenses (Non-Consolidated)

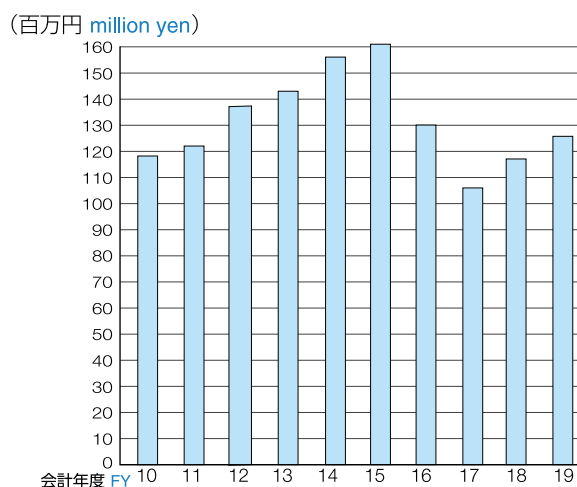
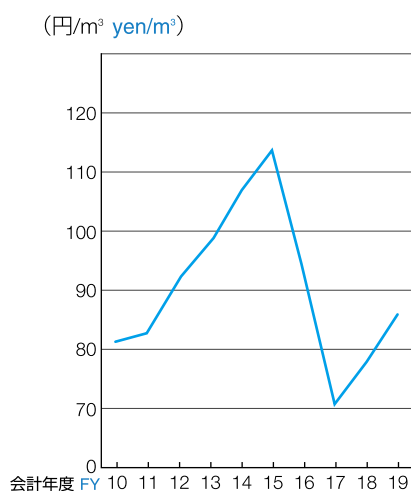
## 1 売上高 Net sales



会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
ガス事業 Gas Business	666,469	709,967	804,873	844,482	917,493	941,414	759,522	616,631	662,475	679,170
内、ガス Gas	664,286	707,668	802,376	841,955	915,008	938,991	757,197	614,327	652,861	659,213
受注工事 Installation work	21,405	20,507	20,747	22,496	24,440	24,321	24,795	23,064	23,419	22,668
その他営業雑 Other miscellaneous operating businesses	85,891	91,989	93,920	108,112	111,460	108,787	106,097	99,020	98,983	98,297
附帯事業 Incidental businesses	70,259	95,582	113,179	134,081	168,452	177,312	149,318	168,138	254,751	304,401
計 Total	844,026	918,047	1,032,720	1,109,173	1,221,846	1,251,835	1,039,733	906,854	1,039,629	1,104,537

## 2 ガス販売 Gas sales

ガス1m<sup>3</sup>当たり販売価格 Selling price of gas per m<sup>3</sup> 従業員一人当たりガス売上高 Gas sales per employee



会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
ガス1m <sup>3</sup> 当たり販売価格 (円/m <sup>3</sup> ) Selling price of gas per m <sup>3</sup> (yen/m <sup>3</sup> )	81.8	83.0	92.4	99.0	107.3	113.7	94.4	70.9	76.4	83.4
従業員一人当たりガス売上高 (百万円) Gas sales per employee (million yen)	118.9	122.0	137.4	143.5	156.1	160.1	130.0	107.2	116.2	122.3

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.

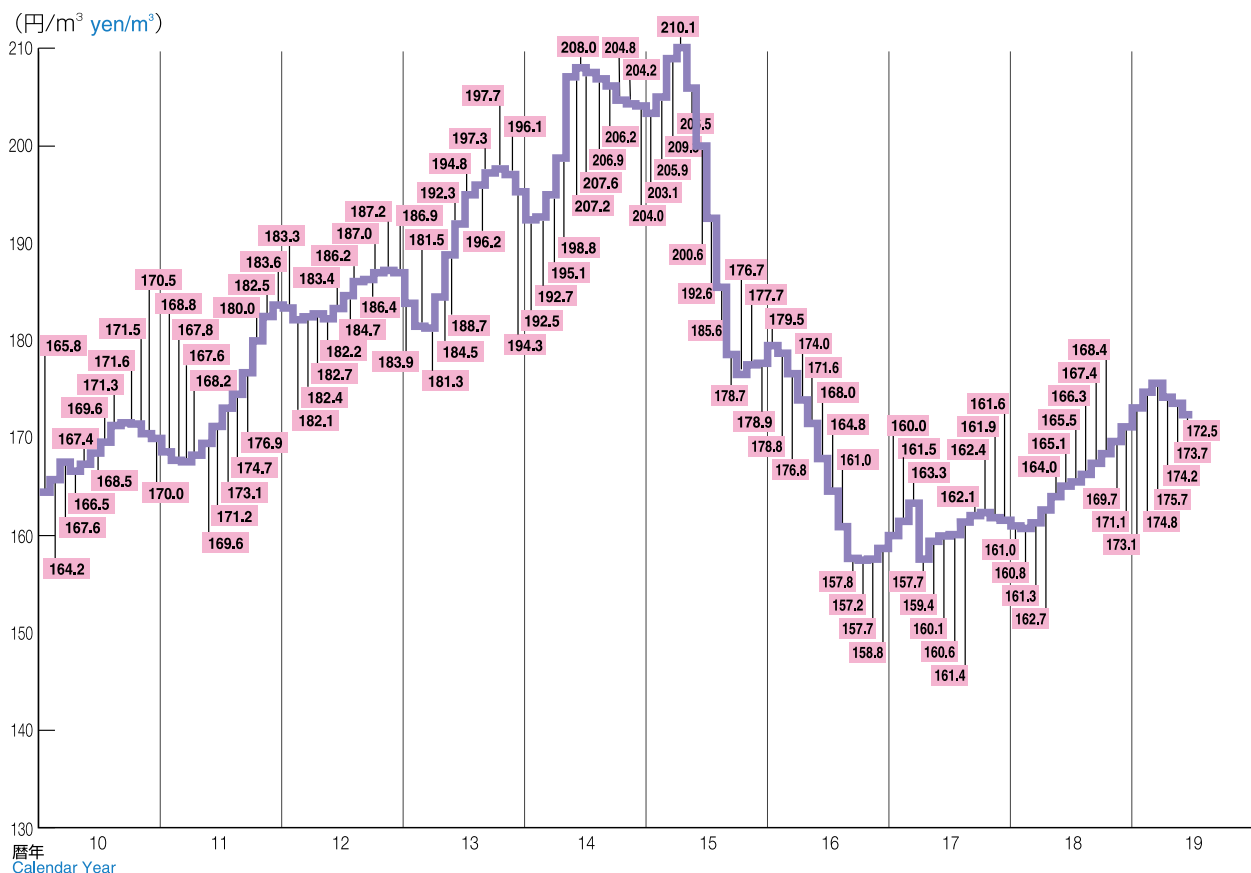


### 3 料金改定 Gas tariff revision

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%
2019年3月29日	March 29, 2019	-0.50%

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

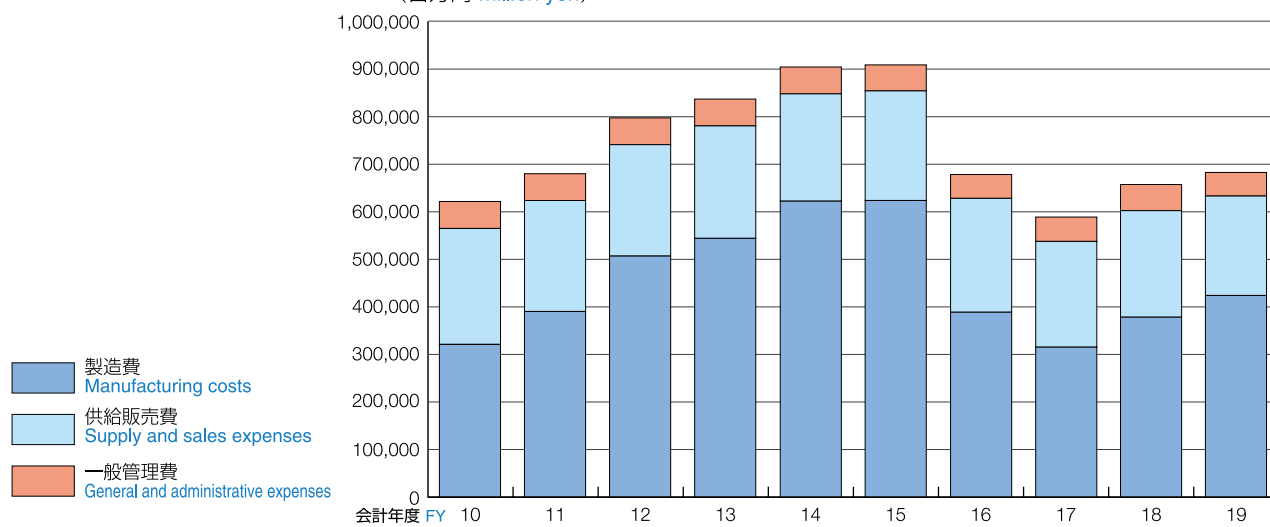


月間33m<sup>3</sup>使用時の平均。原料費調整制度に基づく料金の変更と、料金改定の両方の影響を含む。

Figures show the average gas fees in case of 33m<sup>3</sup>/month, and include effects by fuel cost adjustment and tariff revision.

## 5 部門別費用の内訳 Functional cost structure

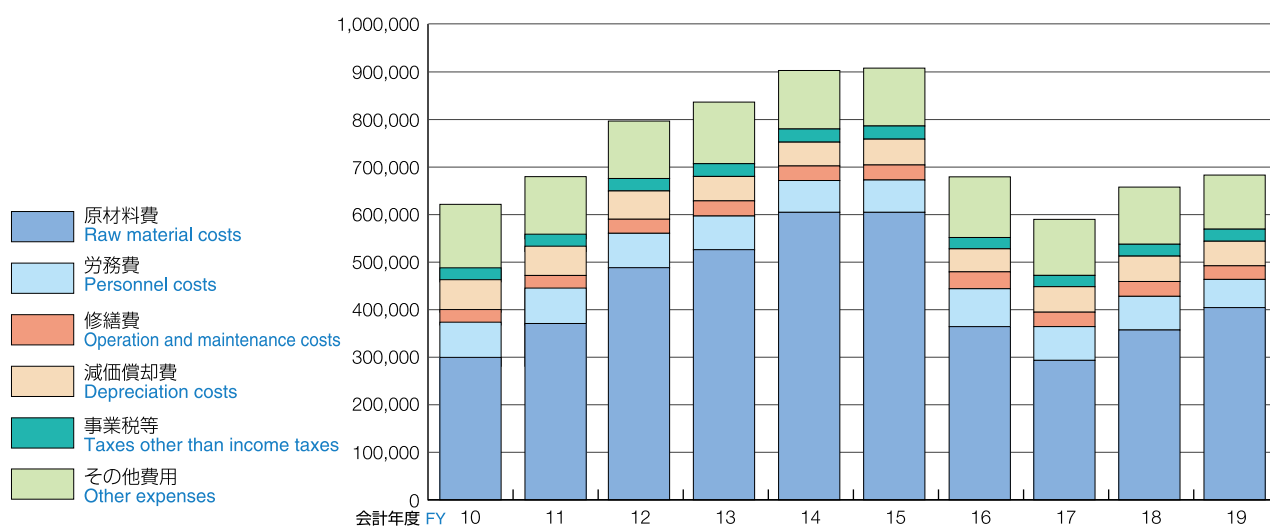
(百万円 million yen)



会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
製造費 Manufacturing costs	320,535	390,393	506,423	543,933	621,935	623,327	391,459	315,246	378,041	424,213
供給販売費 Supply and sales expenses	244,529	233,693	235,048	236,814	225,773	229,786	234,997	221,666	223,894	209,233
一般管理費 General and administrative expenses	56,589	55,854	55,605	55,614	55,053	54,961	54,678	51,637	55,098	49,332
計 Total	621,654	679,941	797,077	836,362	902,762	908,075	681,135	588,549	657,034	682,779

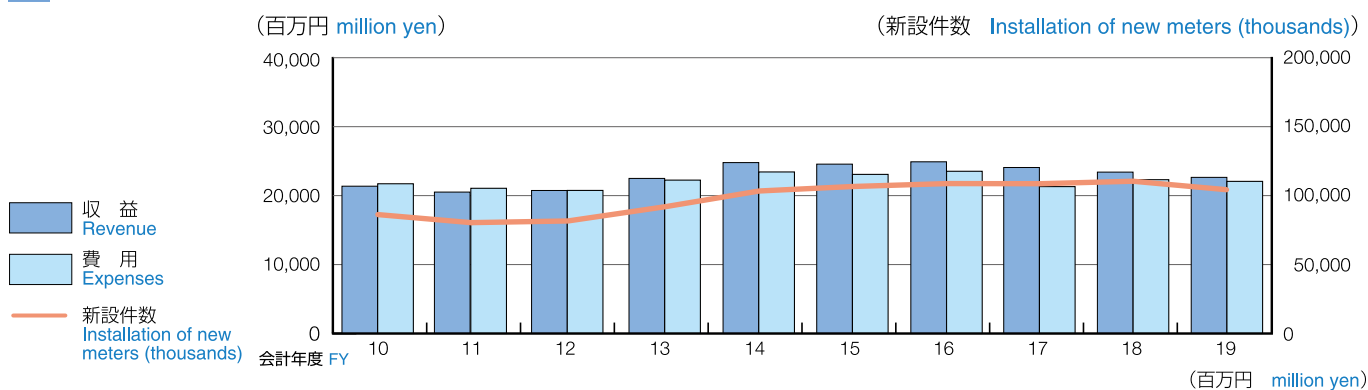
## 6 営業費明細 Accounting cost structure

(百万円 million yen)



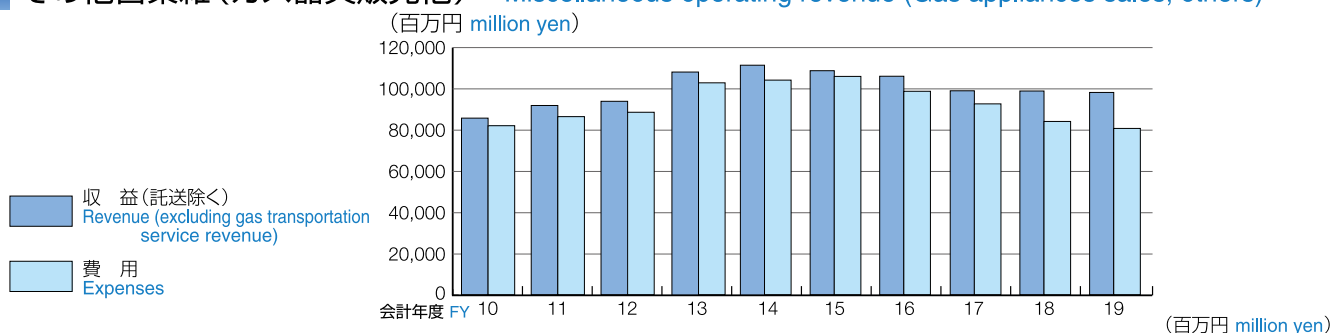
会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
原材料費 Raw material costs	301,413	372,494	488,473	526,090	604,965	605,678	372,260	293,024	356,776	404,096
労務費 Personnel costs	72,498	73,219	72,190	70,735	66,675	67,152	67,724	71,389	70,810	59,835
修繕費 Operation and maintenance costs	28,240	27,832	29,686	31,759	30,457	31,373	31,739	30,076	31,085	28,034
減価償却費 Depreciation costs	61,081	60,657	59,745	51,532	50,177	54,448	53,669	53,664	53,140	52,061
事業税等 Taxes other than income taxes	24,525	24,795	26,121	26,727	27,735	27,985	26,088	24,353	24,974	25,464
その他費用 Other expenses	133,897	120,944	120,862	129,519	122,753	121,439	129,655	116,043	120,249	113,289
計 Total	621,654	679,941	797,077	836,362	902,762	908,075	681,135	588,549	657,034	682,779

## 7 受注工事 Installation work



会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
利益 Revenue	21,405	20,507	20,747	22,496	24,440	24,321	24,795	23,064	23,419	22,668
費用 Expenses	21,890	21,060	20,753	22,241	23,628	23,160	23,466	21,789	22,312	22,085
差益 Profit	(485)	(552)	(6)	255	811	1,161	1,328	1,275	1,106	583
新設件数 Installation of new meters (thousands)	84,776	79,406	81,025	91,237	102,093	106,836	109,457	110,877	111,155	104,050

## 8 その他営業雑 (ガス器具販売他) Miscellaneous operating revenue (Gas appliances sales, others)



会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
収益 (託送除く) Revenue (excluding gas transportation service revenue)	85,891	91,989	93,920	108,112	111,460	108,787	106,097	99,020	98,983	98,297
費用 Expenses	82,109	86,695	88,709	102,943	104,249	106,044	98,787	92,737	84,199	80,830
差益 Profit	3,781	5,293	5,211	5,168	7,211	2,742	7,309	6,282	14,784	17,466

## 主要器具販売台数 Main appliances sales volume

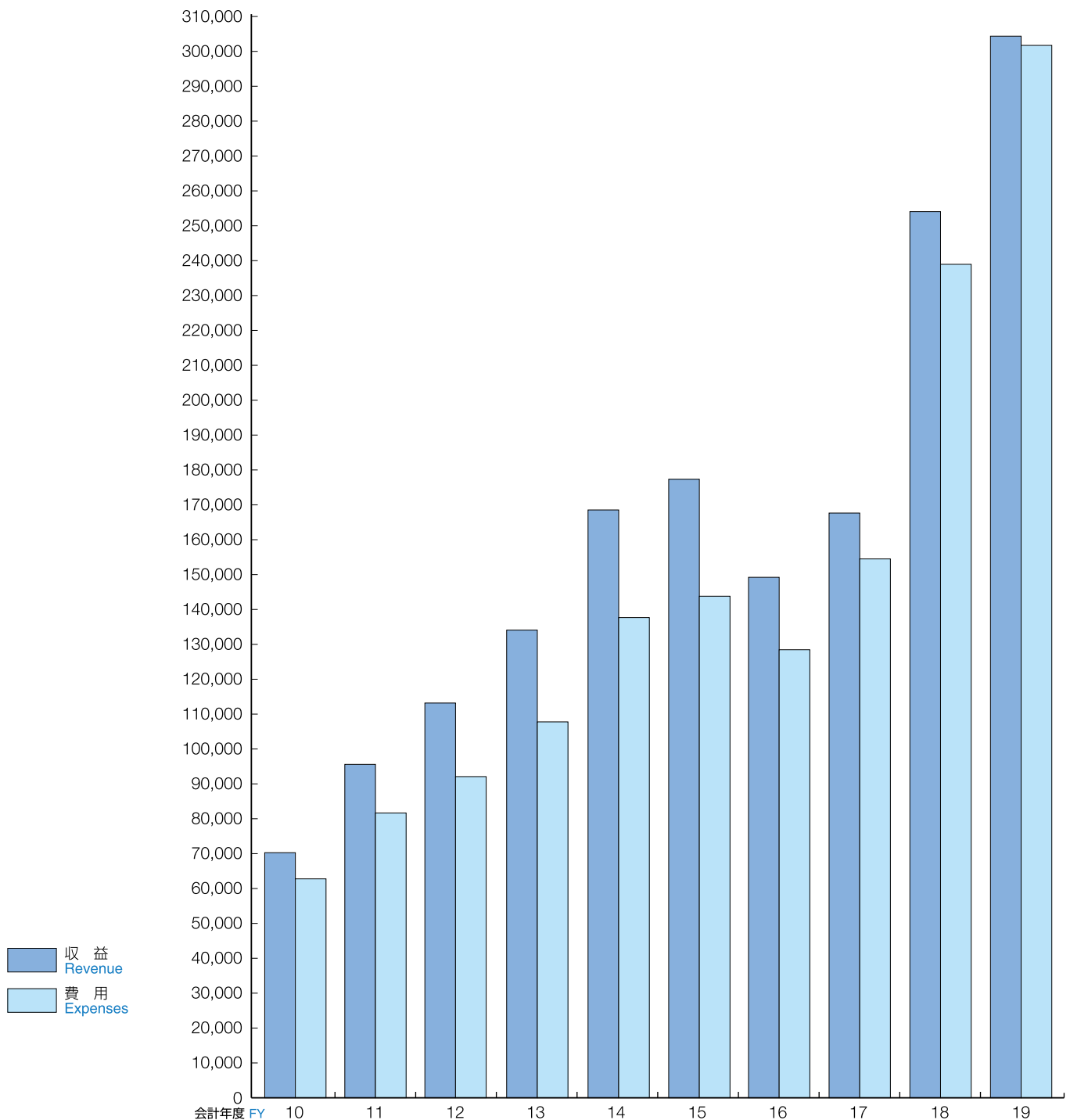
会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3	
セントラルヒーティングボイラー Central heating boiler	96	99	99	105	113	101	103	98	95	89	
ファンヒーター Fan heater	166	169	205	184	172	149	102	90	92	75	
床暖房 Floor heating system	140	111	120	129	151	129	112	108	104	90	
浴室暖房乾燥機 Bathroom heater-dryer system	54	53	61	66	76	67	60	57	56	54	
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	エネファーム ※ ENE-FARM	1.1	1.7	3.2	8.1	9.1	13.8	11.3	15.7	18.2	18.7

新築は契約ベース、既築は取付ベース。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 installed 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.

## 9 附带事業 Incidental business

(百万円 million yen)

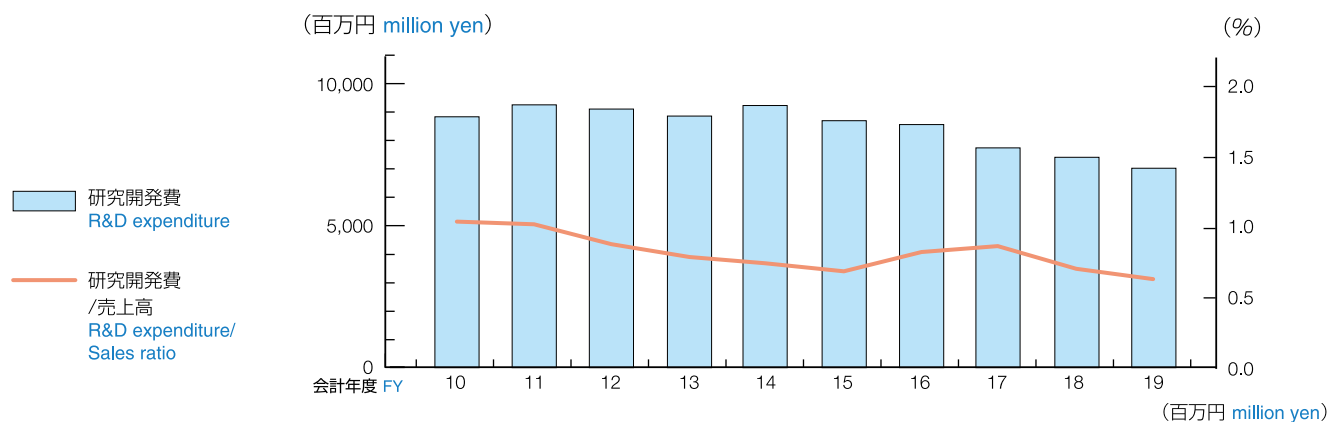


(百万円 million yen)

会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
収益 Revenue	70,259	95,582	113,179	134,081	168,452	177,312	149,318	168,138	254,751	304,401
費用 Expenses	62,760	81,658	92,082	107,762	137,659	143,774	128,789	154,836	239,649	301,712
差益 Profit	7,499	13,923	21,096	26,319	30,792	33,537	20,528	13,301	15,101	2,688

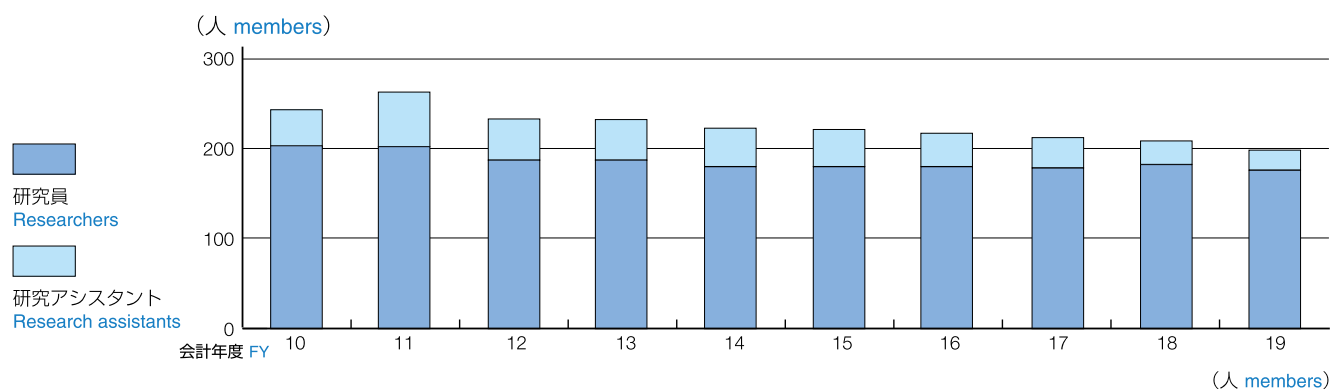
## 研究開発（個別） R&D (Non-Consolidated)

### 1 研究開発費 R&D expenditure



会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
研究開発費 R&D expenditure	8,831	9,251	9,103	8,856	9,234	8,785	8,553	7,728	7,394	7,006
売上高 Net sales	844,026	918,047	1,032,720	1,109,173	1,221,846	1,251,835	1,039,733	906,854	1,039,629	1,104,537
研究開発費/売上高(%) R&D expenditure/Sales ratio	1.05	1.01	0.88	0.80	0.76	0.70	0.82	0.85	0.71	0.63

### 2 研究開発人員 R&D personnel



会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
研究員 Researchers	202	202	187	187	180	180	180	179	183	176
研究アシスタント Research assistants	42	61	46	45	43	42	39	34	25	22
計 Total	244	263	233	232	223	222	219	213	208	198