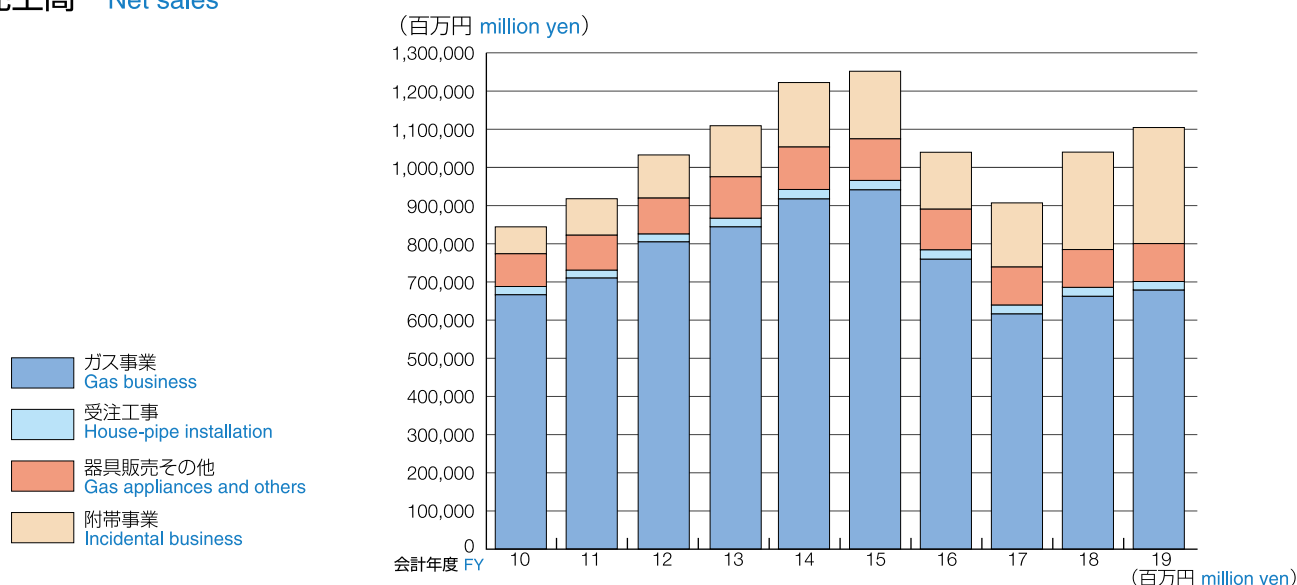


営業概況（個別） Revenues and Expenses (Non-Consolidated)

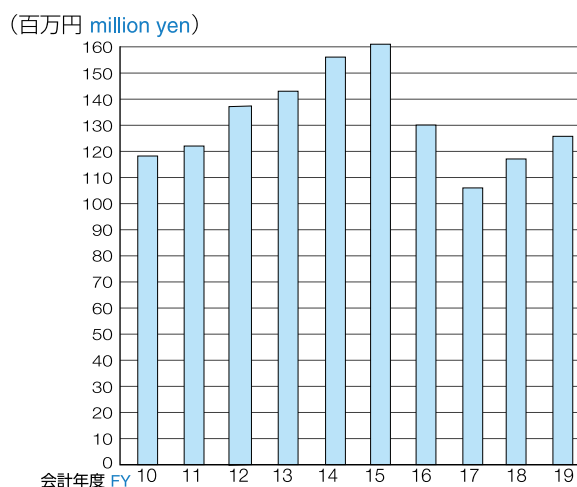
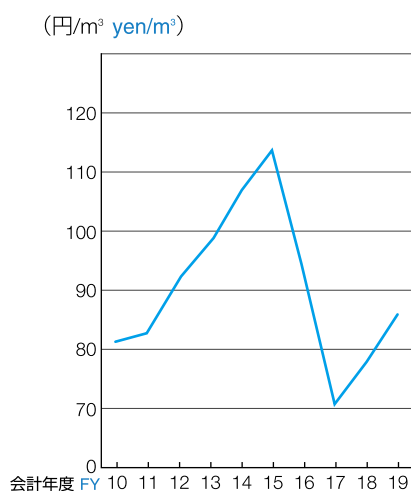
1 売上高 Net sales



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1m³当たり販売価格 Selling price of gas per m³ 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 ³ 当たり販売価格 (円/m ³) Selling price of gas per m ³ (yen/m ³)	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

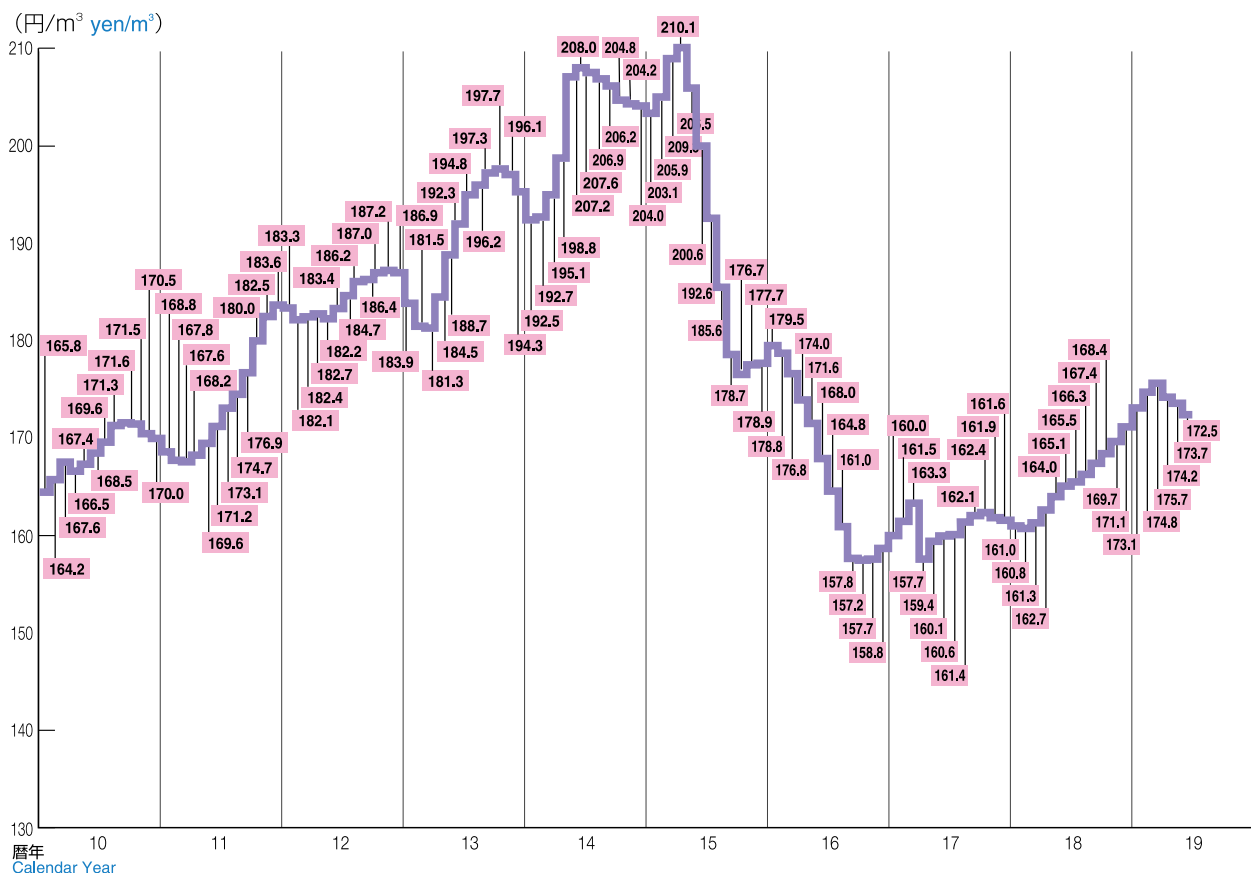
従業員数は、個別ベースで臨時雇用者・出向者を除く Number of non-consolidated employees excludes part-time and seconded employees.

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

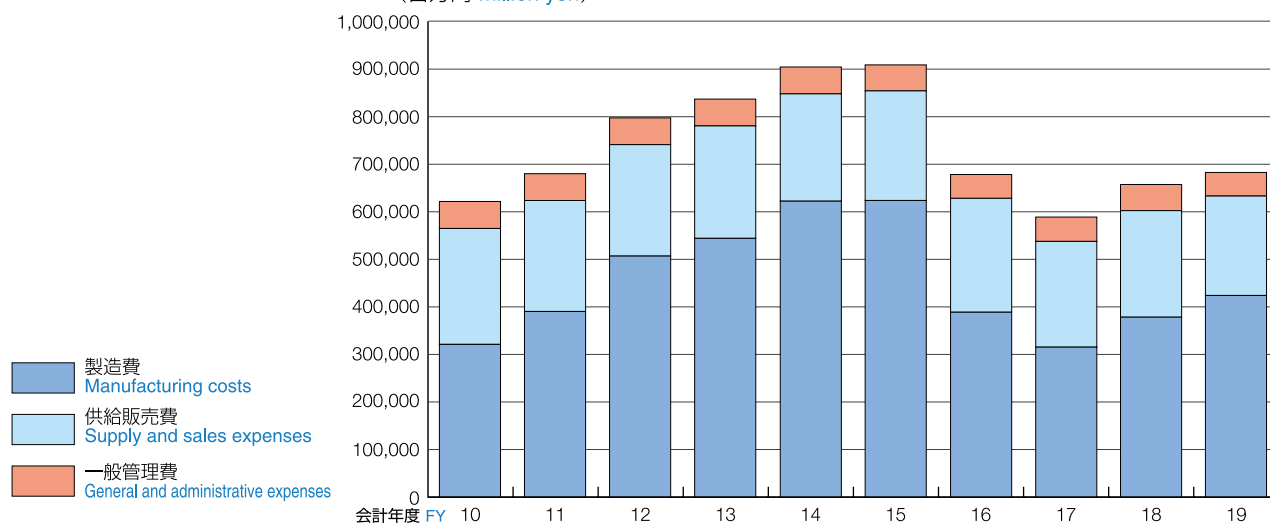


月間33m³使用時の平均。原料費調整制度に基づく料金の変更と、料金改定の両方の影響を含む。

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

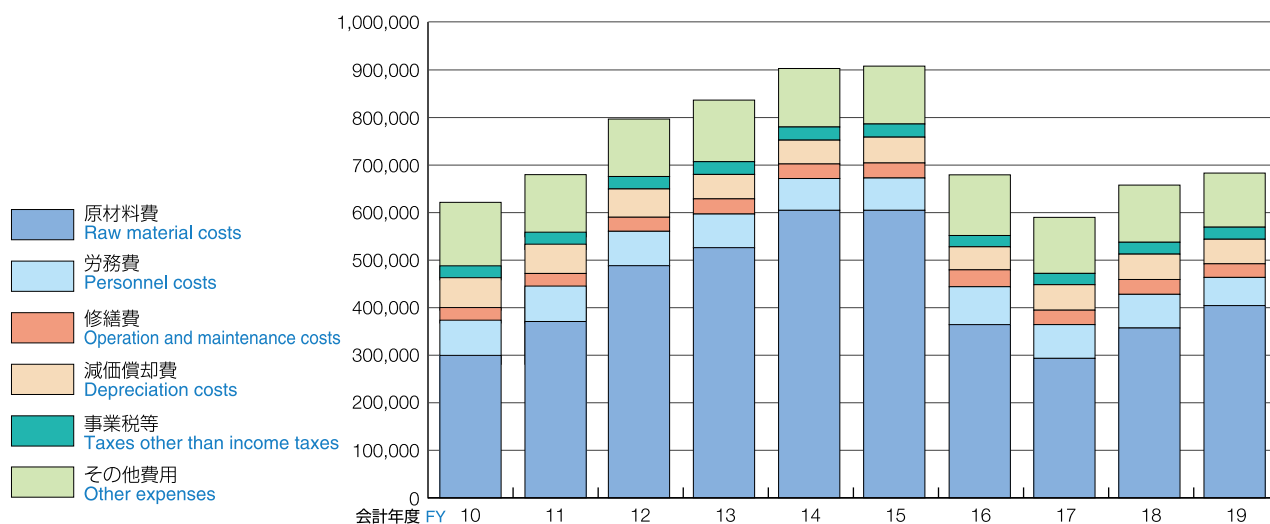
(百万円 million yen)



Accounting Year (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

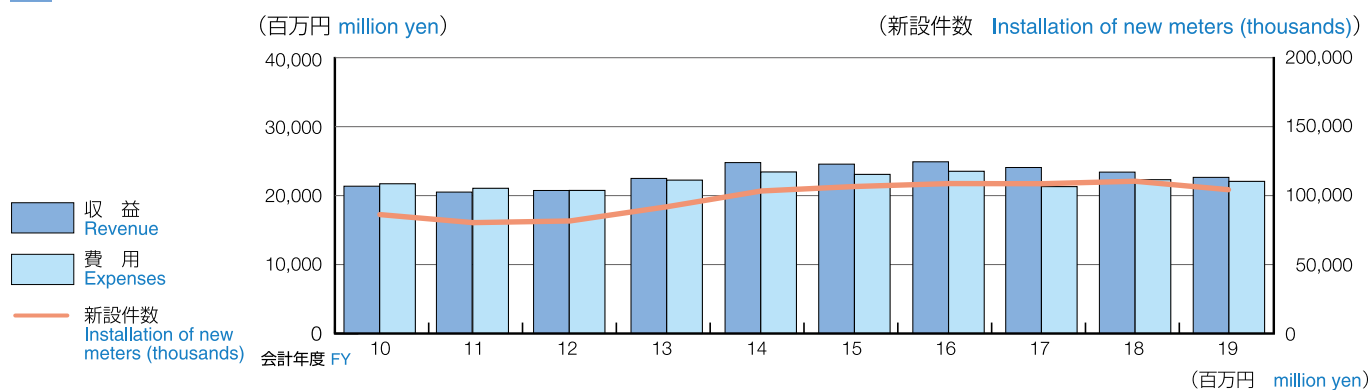
6 営業費明細 Accounting cost structure

(百万円 million yen)



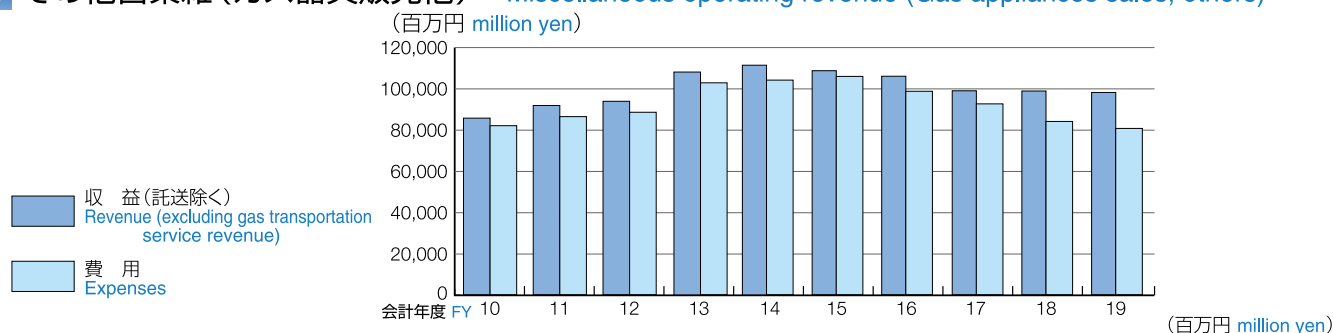
Accounting Year (FY)	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3
原材料費 Raw material costs	301,413	372,494	488,473	526,090	604,965	605,678	372,260	293,024	356,776	404,096
労務費 Personnel costs	72,498	73,219	72,190	70,735	66,675	67,152	67,724	71,389	70,810	59,835
修繕費 Operation and maintenance costs	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

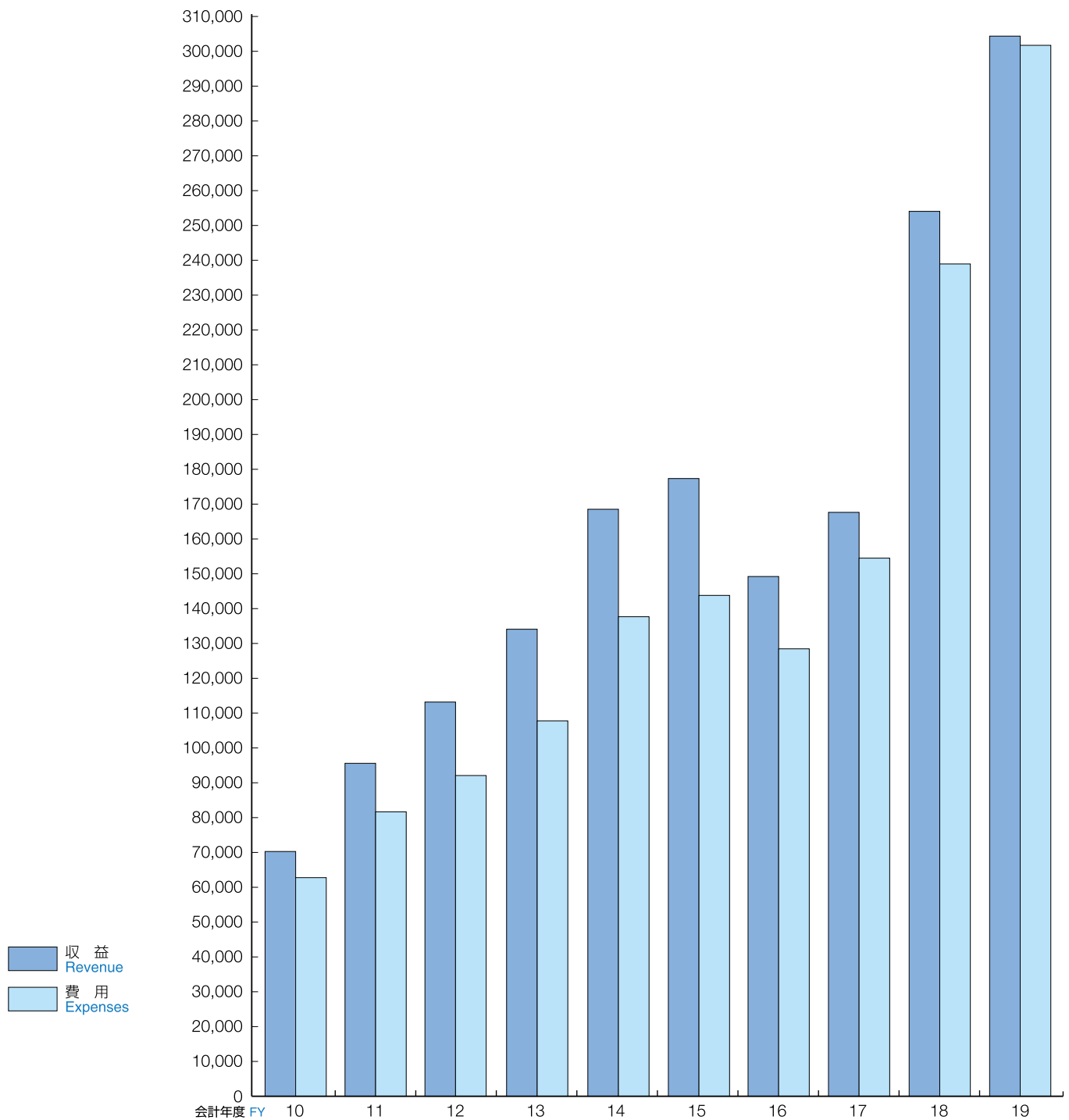
会計年度 FY	10.3	11.3	12.3	13.3	14.3	15.3	16.3	17.3	18.3	19.3	
セントラルヒーティングボイラー Central heating boiler	96	99	99	105	113	101	103	98	95	89	
ファンヒーター Fan heater	166	169	205	184	172	149	102	90	92	75	
床暖房 Floor heating system	140	111	120	129	151	129	112	108	104	90	
浴室暖房乾燥機 Bathroom heater-dryer system	54	53	61	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