

Financial Results Briefing Materials for the 1Q of FY Ending in March 2025

July 30th, 2024 Nippon Gas Co., Ltd.



Summary (1) Results for the 1Q (vs. Plan) and FY Forecast

Almost as Planned. For SG&A Expenses, Cost to Acquire was above the Plan due to Strong Customer Growth. No Change in FY Profit Plan

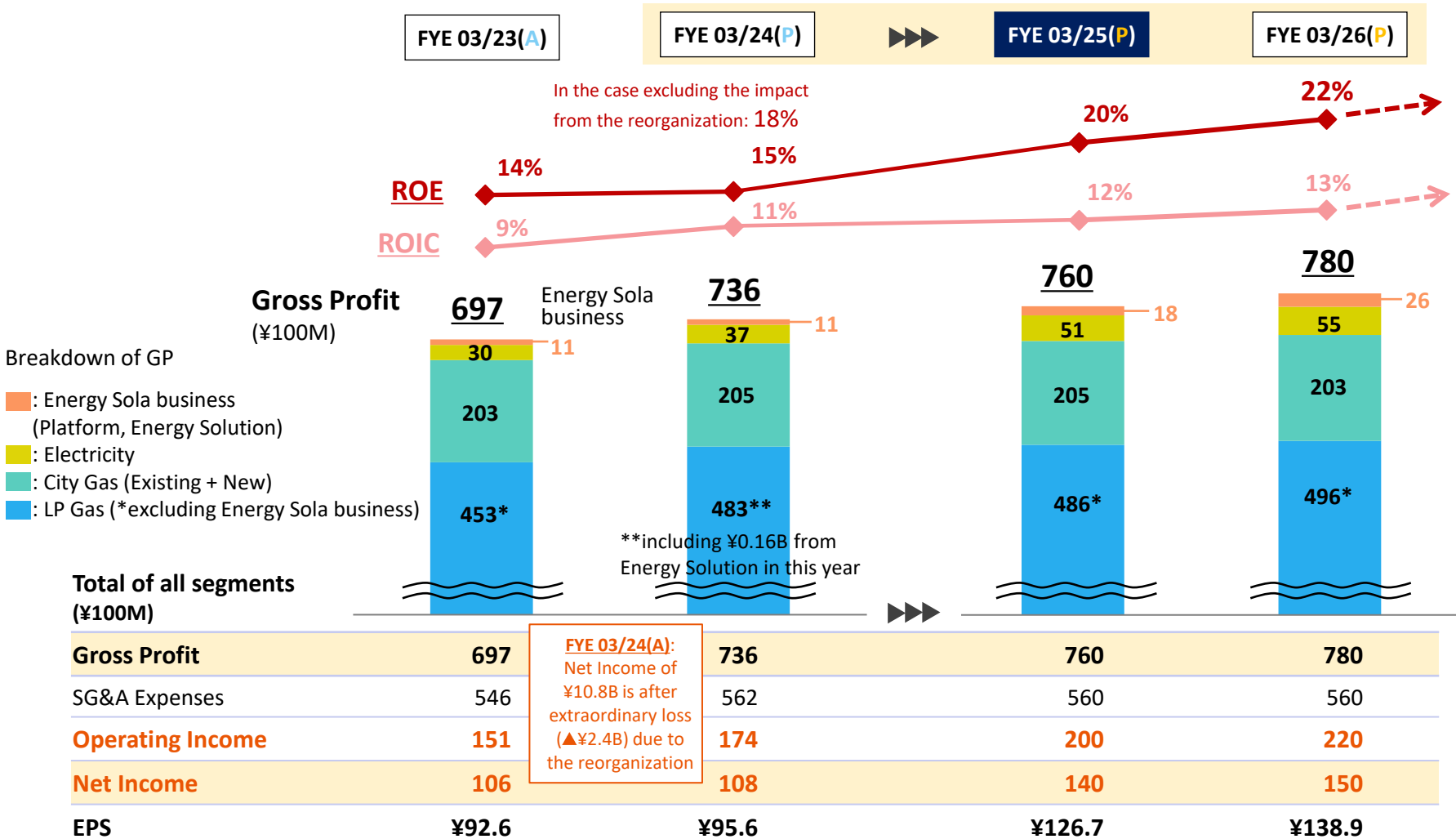
- Gross profit was almost as planned (+¥0.1B vs. the plan). For SG&A Expenses, cost to acquire was above the plan due to significant increase in LP Gas customer growth of 13K. Will absorb the excess during the 2Q-4Q.
- No change in FY profit plan. Will respond the fluctuation of COGS appropriately.

(¥100M)	FYE 03/25 (1Q/Apr.- Jun.) (as of 30th Apr.)		FY Plan of FYE 03/25		Remarks
	(P)	(A)	Prev.	Revised	
Gross Profit	168	169	760	760	
LP Gas	116	113	506	504	- 1Q: Sales volume was lower due to high temperature. Residential margin was in line with the plan - FY: Revised residential margin to improve slightly
Electricity	6	7	51	51	- 1Q: Almost as planned. The margin was slightly above the plan - FY: Plans GP of ¥1.3B in the 2Q and ¥3.1B in the 2H
City Gas (Existing + New)	46	49	203	205	<Slide lag> - 1Q: The positive impact was +¥0.13B vs. the plan - FY: Newly incorporated assumed 2Q impact (+¥0.01B)
<i>Slide time lag</i>	<i>+0.1</i>	<i>+1.4</i>	<i>+0.1</i>	<i>+1.5</i>	
SG&A Expenses	144	148	560	560	- 1Q: Cost to acquire was above the plan. Will absorb it during the 2Q-4Q
Operating Income	24	21	200	200	
Net Income	16	15	140	140	- Forecasting the highest record of FY net income in FYE 03/25
Return to shareholders	-	-	102+[]	132+[]	- Plans ¥10.2B of dividend. Already announced share buyback of ¥3.0B(maximum) in Jun. 2024 (Please refer to P.16)

Summary (2) Three-Year Plan (FYE 03/24 - 03/26) The Details of Profits

Will Achieve ¥15.0B Net Income in FYE 03/26. ROE Targets are 20% in FYE 03/25 and 22% in FYE 03/26

■ FYE 03/25 is the second year of the 3-year plan. In addition to significant growth in Operating Income to ¥20.0B, plans to optimize capital-to-asset ratio(Please refer to P.14), and achieve 20% ROE and EPS growth by +32% (from ¥95.6 to ¥126.7).



Summary (3) Three-Year Plan. The Assumption of Profit Plan

Will Increase Profits Driven by LP and Electricity. Plans ¥2.6B GP from Platform and Energy Solution Business in FYE 03/26

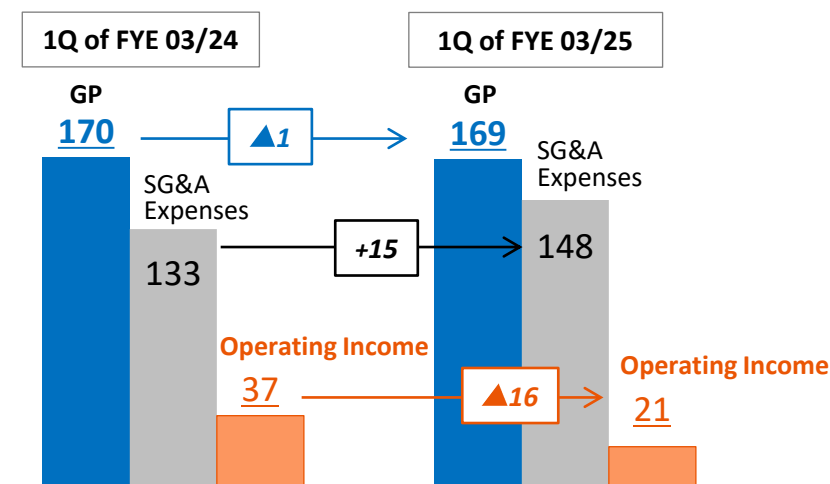
(¥100M)	FYE03/23(A)	FYE 03/24(A)	FYE 03/25(P)	FYE 03/26(P)	Remarks
Gross Profit (Total)	697	736	760	780	
LP Gas (including GP from equipment sales, and excluding platform GP)	453	483	486	496	
Customer # at year end ('000) (YoY)	973	997(+24)	1,037(+40)	1,077(+40)	- Reflecting in profit plan is prudently estimated
Sales volume ('000t) Residential/ C&I	186/121	179/114	188/115	195/115	- FYE 03/25: Revised residential gas by ▲4Kt, based on temperature forecast changes (192Kt→188Kt)
Residential margin (¥/kg)	212	233	220+	[220]	- FYE 03/25: Forecasts ¥225/kg
City Gas (including GP from equipment)	203	205	205	203	- FYE 03/25: Including positive impact from slide time lag (+¥0.15B) during the 1Q-2Q
Sales volume ('000t) total of Residential and C&I	378	365	362	365	- FYE 03/25: Revised sales volume by ▲3Kt, based on temperature forecast changes (365Kt→362Kt)
Electricity	30	37	51	55	
Customer # at year end ('000) (YoY)	320	345(+25)	445(+100)	545(+100)	- Reflecting in profit plan is prudently estimated
Sales volume (GWh)	1,297	1,427	1,576	1,770	- FYE 03/25: Forecasts more heating demand due to colder winter YoY
Margin (¥/kWh)	2.3	2.6	3.2	3.1	- FYE 03/25: Forecasts to improve margin by price revision
Energy Sola Business (Platform)	11	11	14	18	- FYE 03/25: GP in the 1Q was ¥0.35B. Safety inspection revenue increased by expanding service areas
Energy Sola Business (Energy Solution)	-	[1.6]	4	8	- FYE 03/25: GP in the 1Q was ¥0.06B. Sales of hybrid water heaters was 1.2K units (c. 3 times YoY) in the 1Q for 3 months

Financial Results (1) Summary (04/24 - 06/24) (YoY)

Gross Profit was Flat YoY due to Specific Reasons. For SG&A Expenses, Cost to Acquire Increased due to Significant Growth in LP Customers

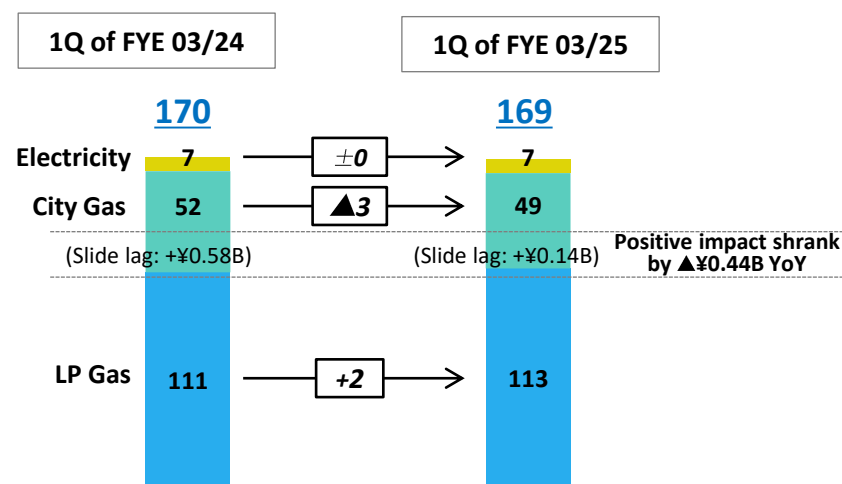
■ GP was almost flat YoY. The positive impact from slide time lag of City Gas shrank, and Electricity profit was burdened with hefty fixed costs in the 1Q, when sales volume was lower. For SG&A Expenses, cost to acquire increased (+¥0.8B YoY) due to LP customer growth from +5K to +13K YoY.

Gross Profit (GP)/SG&A Expenses/Operating Income (¥100M)



Breakdown of GP (¥100M)

*Digits rounded after the decimal point



* For FYE 03/24 (retrospective) and FYE 03/25, newly discloses City Gas and a part of LP Gas, based on revenue recognition standard due to the reorganization

Total of all segments (¥100M)	FYE 03/24 (1Q/Apr. - Jun.)	FYE 03/25 (1Q/Apr. - Jun.)	+/-	Remarks
Gross Profit	170	169	▲1	- LP: +¥0.2B YoY due to C&I profit growth. CG: ▲¥0.3B YoY due to lower positive impact from slide lag
SG&A Expenses	133	148	+15	- Cost to acquire was +¥0.8B YoY due to significant increase in LP customer growth
Operating Income	37	21	▲16	
Sales volume LP Gas('000t)	70	69	▲1	- Residential: Usage/customer decreased affected by high temperature. CG decreased partly affected by net customer decrease
City Gas('000t)	85	79	▲6	- C&I: Large customers' demand decreased due to gas saving. Sales volume for government facilities, etc. also decreased
Electricity(GWh)	258	285	+27	- Increased YoY due to customer growth (Jun. 2023: 327K→Jun. 2024: 355K customers)

Financial Results (2) Breakdown of SG&A Expenses

1Q SG&A was +¥0.4B vs. the Plan. Cost to Acquire Increased due to Significant Increase in LP Customer Growth. No Change in ¥56.0B of FY Plan

- 1Q SG&A was ¥14.8B by +¥0.4B vs. the plan. Cost to Acquire was above the plan due to an increase in LP customer growth in the 1Q to +13K (+5K in the 1Q of FYE 03/24).
- No change in ¥56.0B FY plan. Will absorb exceeded amounts of the 1Q during the 2Q-4Q. Cost to Acquire will decrease significantly from Jul. by revising LP acquisition policy due to the revision of ministerial ordinance of LPG Act.

* Digits rounded after the decimal point *Progress (%) is calculated after adjusting to ¥100M units

Breakdown of SG&A Expenses (¥100M)	FYE 03/25		Progress vs. FY(P)	Remarks	FYE 03/24	
	FY (P)	1Q (A)			FY (A)	1Q (A)
1. Personnel Cost	148	35	24%	- Planning 5% of salary increase in FYE 03/25, increasing salary per employee	142	34
2. D&A Expenses ^{(*)i}	84	20	24%		86	20
3. Cost to Acquire ^{(*)ii}	59	25	42%	- Increased by +¥0.8B YoY due to significant increase in LP customer growth (FYE 03/24: +5K→FYE 03/25: +13K). Suspended door-to-door sales for about 1/3 of the 1Q of FYE 03/24	72	17
4. IT Related Expenses	51	13	25%	- D&A expenses for IT increased by +¥0.1B YoY due to the launch of delivery and safety systems	47	11
5. Commission, etc. ^{(*)iii}	43	12	28%	- Strengthening relationships with existing customers through outbound call, etc. Integrated with the item of "cost for safety inspection, meter reading, etc." from FYE 03/24	41	10
6. Gas Related Equipment, etc.	35	10	29%	- Cylinder purchase increased YoY as LP customer number increased	34	8
7. Cost to Deliver LP Gas Cylinders	33	8	24%		32	7
8. Repair Expenses ^{(*)iv}	21	5	24%		19	4
9. Tax	20	5	25%		20	5
10. Communication Cost ^{(*)v}	12	3	25%		11	3
11. Advertising Expenses	9	2	22%		8	2
12. Travel Expenses	6	2	33%		6	1
13. Call Center	6	1	17%		5	1
14. Pipeline Charge	0	0	-	- Transferred ¥0.6B of pipeline charge from SG&A to COGS of City Gas from FYE 03/25	6	2
15. Others	33	8	24%		33	8
Total	560	148	26%		562	133

(*)i) D&A expenses for IT are included in "4. IT Related Expenses", and amortization of goodwill is included in "15. Others" (*)ii) The amount of expenses for sales and services for LP Gas, City Gas, and Electricity business (*)iii) Integrated cost for "safety inspection, meter reading, etc." into "5. Commission, etc." from FYE 03/24 (*)iv) For repairing gas cylinders, gas equipment, etc. and cylinder inspection cost. Inspection cost outsourcing to others is included in "5. Commission, etc." (*)v) For communication with customers and telecommunication cost of Space Hotaru

Financial Results (3) LP Gas Business (YoY)

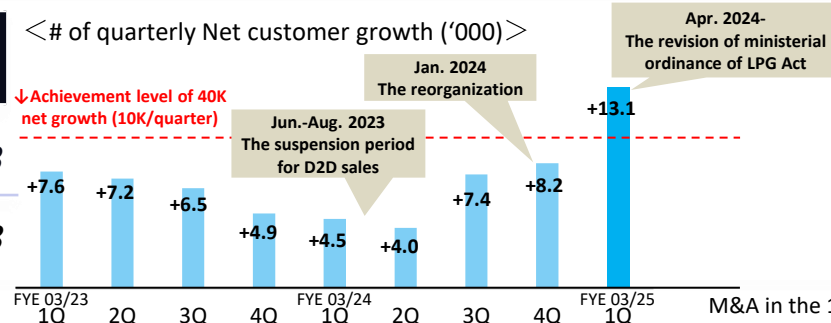
GP Rose. C&I Profit Grew, while Residential Sales Volume Decreased Affected by High Temperature.
Accelerated Speed of Customer Growth

- GP was +¥0.2B YoY due to C&I growth by higher margin, while residential usage decreased affected by high temperature.
- Customer growth was +13.1K in the 1Q (Apr.-Jun.), on pace more than annual target of 40K. Through the group reorganization, integrated retail sales and strengthened the sales activities. Will further strengthen sales for detached house based on the revision of ministerial ordinance of LPG Act.

*Digits rounded after the decimal point *+/- is calculated after adjusting to ¥100M units

LP Gas Business (¥100M)	FYE 03/24 (1Q/Apr.- Jun.)	FYE 03/25 (1Q/Apr.- Jun.)	+/-	Remarks	FYE 03/25 FY (P)
Gross Profit	111	113	+2		504
Gas	103	105	+2	- GP of residential and C&I was ▲¥0.1B and +¥0.3B YoY, respectively	463
Per kg (Residential + C&I)	¥147	¥152	+¥5	- While residential was almost flat YoY, C&I increased due to the positive impact from raw material prices as well as price revisions	(Residential + C&I) ¥153
Platform (PF)	2.9	3.5	+0.6	- Added Construction PF from FYE 03/25 and expanded PF business (Please refer to P.11)	14
Equipment sales, etc. (Energy Solution)	6(0.3)	5(0.6)	▲1(+0.3)	- Sales of hybrid water heater in the 1Q: c. 1.2K units (c. 3 times YoY)	27(4)
Gas sales volume ('000t)	70	69	▲1		303
Residential	42	41	▲1	- Residential: Slightly decreased YoY due to lower usage/customer affected by high temperature, although total customers increased	188
C&I	28	28	±0	- C&I: Flat YoY. Demand for restaurants, etc. was not strong	115

LP Gas Business	FYE 03/24 (1Q/Apr.- Jun.)	FYE 03/25 (1Q/Apr.- Jun.)	+/-	<# of quarterly Net customer growth ('000)>	FYE 03/25 FY(P)
# of Total customers ('000)	977	1,010	+33		1,037
# of Net customer growth ('000)	5	13	+8		40



Based on the revision of ministerial ordinance of LPG Act, further strengthens sales for detached houses, and assumes lower churn and Cost to Acquire.

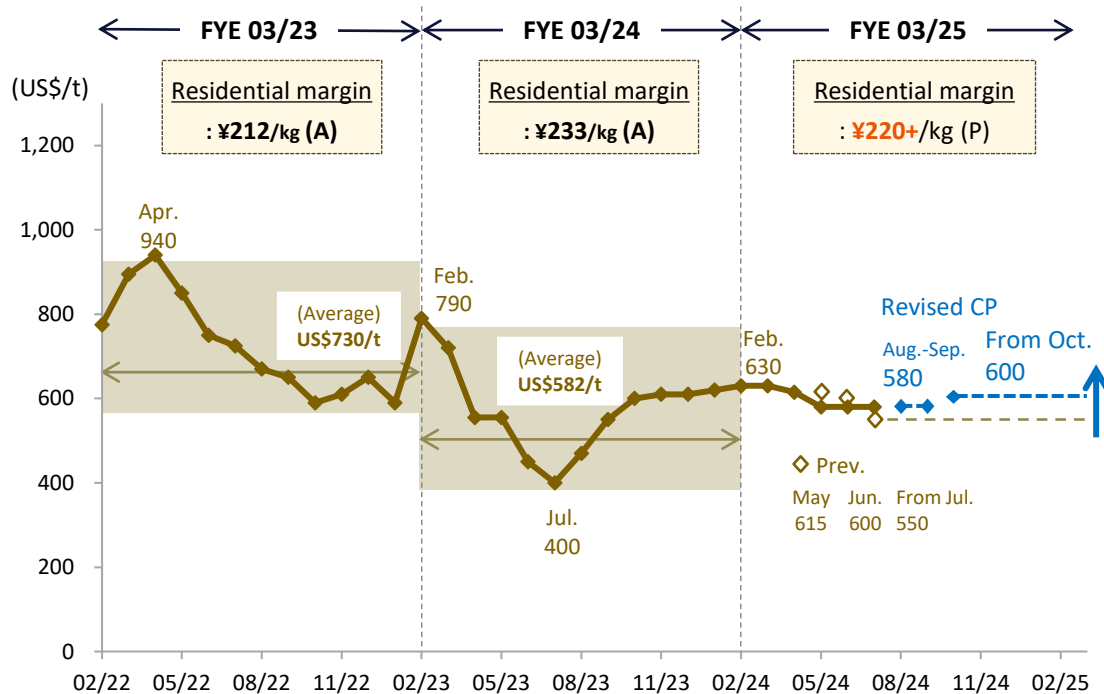
M&A in the 1Q of FYE 03/25 was +0.2K customers / 6 companies

LP Gas Raw Material Price (CP)

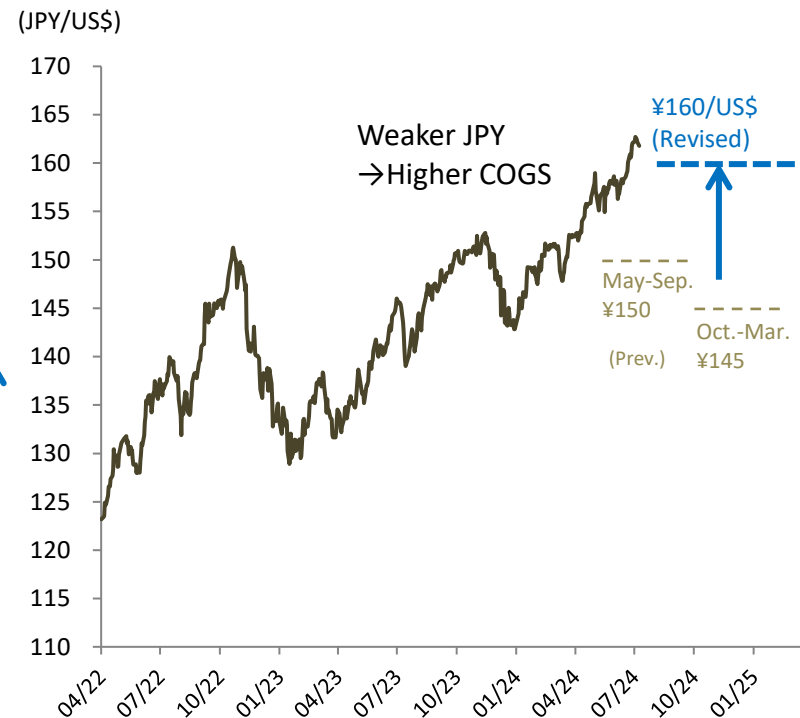
Expects COGS for the 1H in line with the Assumption. Raised COGS Forecasts for the 2H, while Revised Margin Forecast to Improve Slightly

■ CP moved slightly below the assumption, while Japanese yen remained weak. Expects COGS for the 1H in line with the assumption. For the 2H, revised CP assumption upward and the exchange rate from ¥145 to ¥160/US\$. Revised residential margin to slightly improve by responding the fluctuation of COGS appropriately.

LP Gas raw material price (CP)



Exchange rate (TTS)



(US\$/t)	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
2022	740	775	895	940	850	750	725	670	650	590	610	650
2023	590	790	720	555	555	450	400	470	550	600	610	610
2024	620	630	630	615	580	580	580					

* Highlighted CP made up COGS through the 1Q of FYE 03/25

* CP makes up COGS after about 2-3 months.

* Cost pass-through with almost no time lag can be possible.
(except some menus with certain terms and conditions)

Financial Results (4) Retail Electricity Business (YoY)

GP was Slightly above the Plan. Accelerating Customer Growth with the Release of New Rate Menu

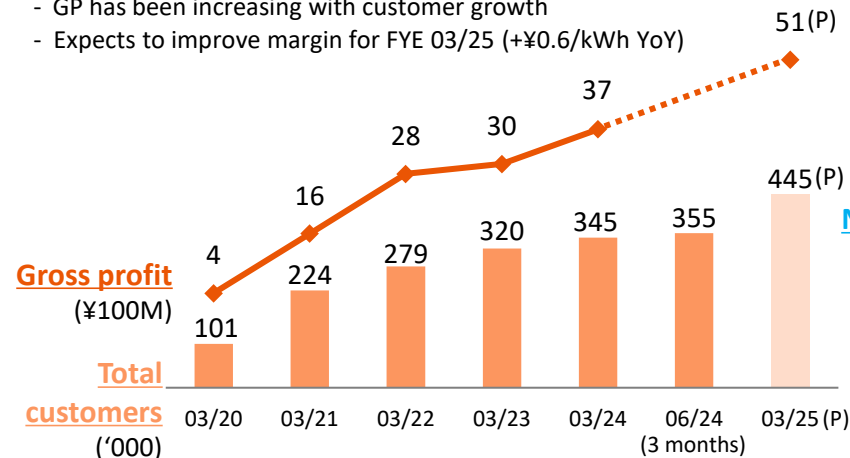
■ GP in the 1Q was almost flat YoY, as monthly fixed costs, which started from FYE 03/25, pressed margin in the 1Q when sales volume was the lowest. In the 4Q, when sales volume expects to be 1.7 times higher than the 1Q, will significantly expand profit per kWh. Accelerating customer growth by expanding the target customer with the new menu from Apr. 2024.

*Digits rounded after the decimal point. *+/- is calculated after adjusting to ¥100M units

Electricity	FYE 03/24 (1Q/Apr.- Jun.)	FYE 03/25 (1Q/Apr.- Jun.)	+/-	Remarks	FYE 03/25 FY (P)
Gross Profit (¥100M)	7	7	±0	- Margin was ▲¥0.4/kWh YoY due to the fixed costs, which was burdened by sales volume in the 1Q, when sales volume was the lowest through the year. Margin will expand in the 4Q, when sales volume is highest	51
Per kWh	¥2.9	¥2.5	▲¥0.4		¥3.2
# of Total customers('000)	327	355	+28	- E&G bundled: 22% (+2% YoY)	445
# of Net customer growth ('000)	7	9	+2	- Customer growth is recovering. Expanded the target base with the release of new rate menu, and will strengthen sales to increase customer growth	100
Sales volume (GWh)	258	285	+27	- Sales volume increased by customer growth	1,576

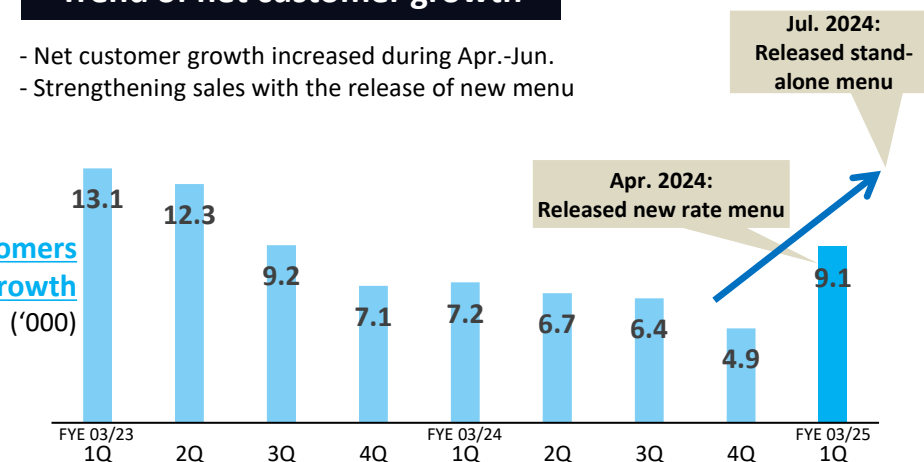
Trend of Electricity GP and total customers

- GP has been increasing with customer growth
- Expects to improve margin for FYE 03/25 (+¥0.6/kWh YoY)



Trend of net customer growth

- Net customer growth increased during Apr.-Jun.
- Strengthening sales with the release of new menu



Financial Results (5) City Gas Business (YoY)

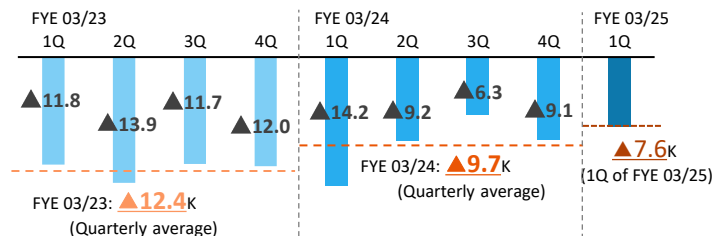
GP was ▲¥0.3B YoY due to Lower Positive Impact from Slide Time Lag. C&I Sales Volume Decreased

- GP in the 1Q decreased by ▲¥0.3B due to lower positive impact from slide lag (FYE 03/24: +¥0.58B→FYE 03/25: +¥0.14B).
- Residential sales volume was almost flat YoY, while C&I sales volume decreased due to energy conservation by customers.

*Digits rounded after the decimal point *+/- is calculated after adjusting to ¥100M units

*Additionally adopted the revenue recognition standard for CG due to the reorganization. Discloses FYE 03/24 1Q results based on the standard, retroactively

City Gas (¥100M)	FYE 03/24 (1Q/Apr.- Jun.)	FYE 03/25 (1Q/Apr.- Jun.)	+/-	Remarks	FYE 03/25 FY (P)
Gross Profit	52	49	▲3		205
Gas	47	43	▲4		184
<i>Slide time lag</i>	<i>*Included in Gas GP +5.8</i>	<i>+1.4</i>	<i>▲4.4</i>	- 1Q(Apr.-Jun.): +¥0.14B (+¥0.13B vs. the plan) - FY: Newly incorporated 2Q positive impact (+¥0.01B)	<i>*Included in Gas GP +1.5</i>
Pipeline charge	3	3	±0		11
Equipment sales, etc.	2	3	+1		10
Gas sales volume ('000 t)	85	79	▲6		362
Existing CG (Residential/C&I)	64(23/41)	63(23/40)	▲1(±0/▲1)	- Residential: Existing CG was flat YoY. New CG decreased YoY affected by net customer decrease	288 (108/180)
New CG (Residential/C&I)	21(12/9)	16(11/5)	▲5(▲1/▲4)	- C&I: Large customers' demand decreased due to energy conservation. For New CG, decreased YoY as successful bids decreased	74 (42/32)
# of Total retail customers/ Net customer growth('000) in the 1Q (Apr.-Jun.)	625/▲14	593/▲8	▲32/+6	< # of quarterly Net customer growth ('000) > - The net decrease for New CG has been shrinking	628/+27
Existing CG	381/+1	387/+1	+6/±0		393/+7
New CG	244/▲15	206/▲8	▲38/+7		234/+20



Impact from Raw Material Cost Adjustment (Slide Time Lag)

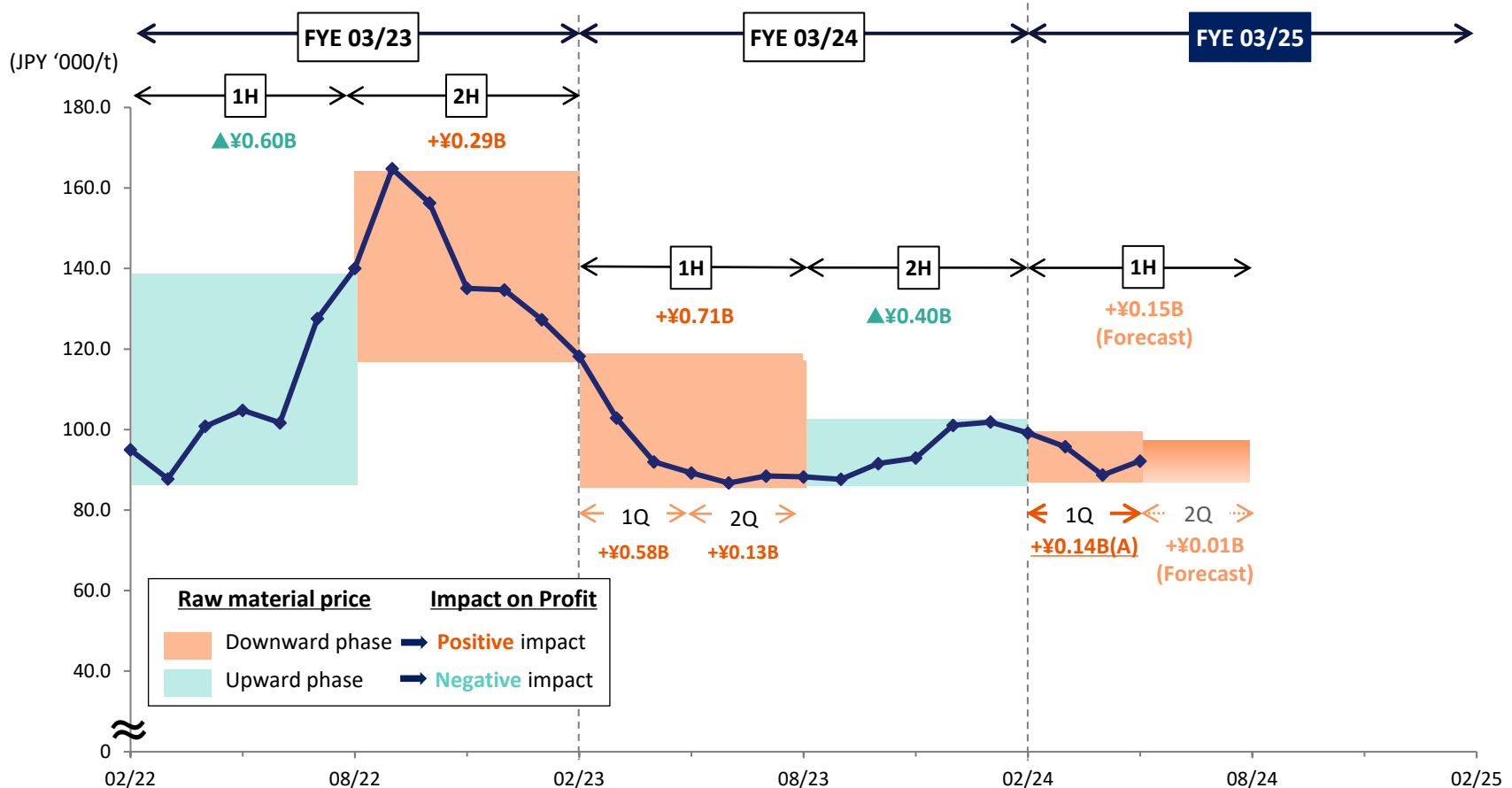
1Q(Apr.-Jun.) Slide Time Lag Impact was +¥0.14B. Additionally Incorporated Assumed 2Q(Jul.-Sep.) Impact of +¥0.01B in FY Plan

- 1Q slide time lag impact was +¥0.14B. Positive impact expanded by +¥0.13B vs. the plan, as raw material price moved below the assumption. Additionally incorporated assumed 2Q impact of +¥0.01B. The positive impact in the 1H expects to shrink from +¥0.71B in FYE 03/24 to +¥0.15B in FYE 03/25 (▲¥0.56B YoY), causing lower profit YoY for CG.

Trend of LNG CIF price*

**Figures are slide time lag impact based on the revenue recognition standard (Total of Existing & New CG)

*CIF: Average price of LNG imported to Japan



Financial Results (6) Energy Sola Business

For Energy Sola Business (Platform, Energy Solution), Plans GP of ¥1.8B in FYE 03/25 and ¥2.6B in FYE 03/26

- Through the reorganization in Jan. 2024, consolidated infrastructure/platform into Energy Sola, a platform company. Will accelerate the businesses by strengthening BtoB sales.
- Platform GP rose YoY. Expanded service areas of New CG PF and Safety inspection PF, which provide services for CG. For Energy Solution, focuses on equipment sales in FYE 03/25. Towards providing optimal energy usage, the first step is to spread decentralized energy equipment.

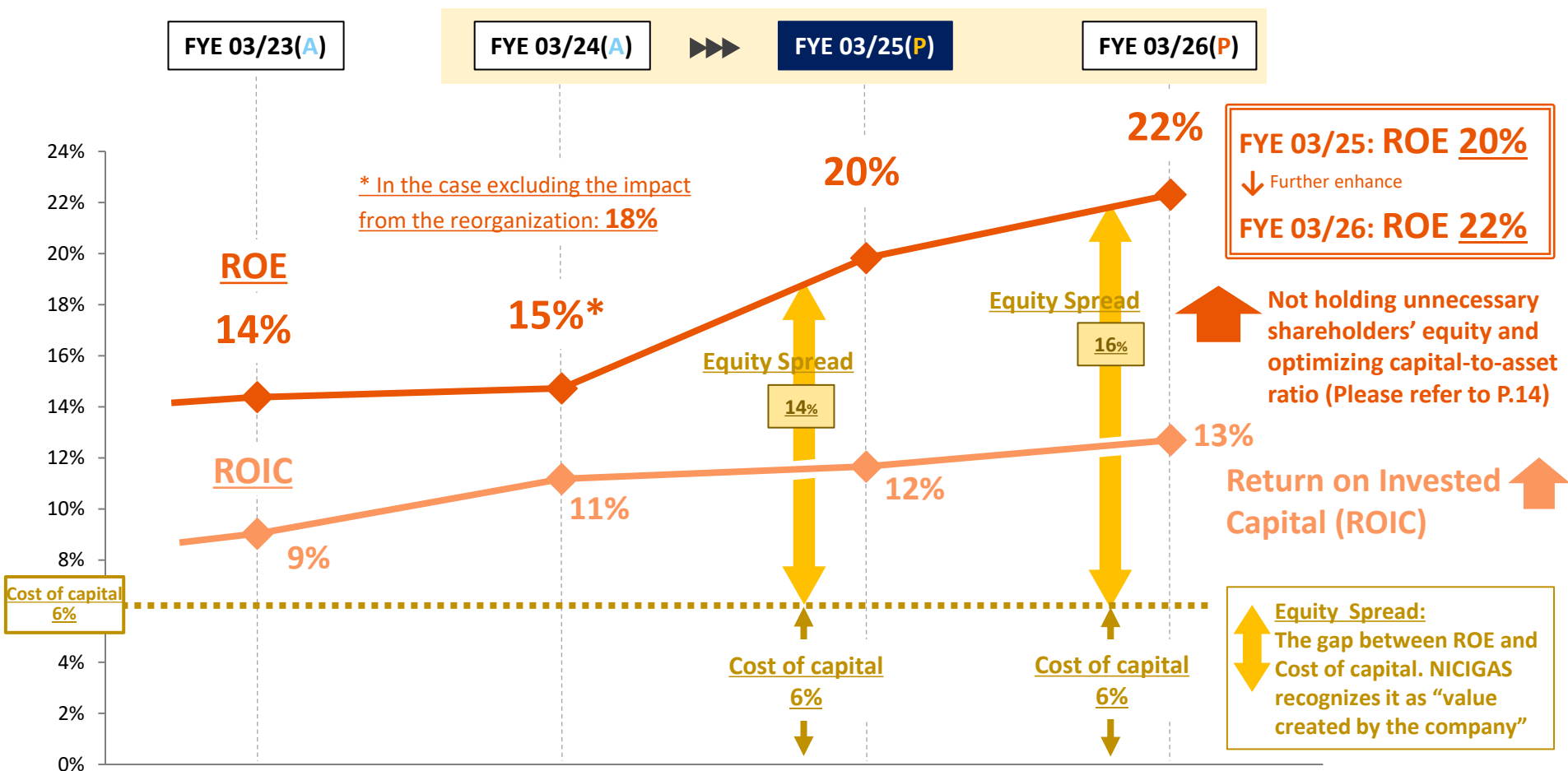
Platform (¥100M)	FYE 03/24	FYE 03/25		FYE 03/26(P)	Remarks
	1Q(A)	1Q(A)	FY (P)		
Gross Profit	2.9	3.5	14	18	
1). LPG Network Service (Space Hotaru, Filling and Delivery)	0.1	0.1	1	2	- The industry's interest in delivery efficiency has grown. Proposing the introduction of smart meters and delivery systems to gas companies nationwide
2). PF for new entrants (New City Gas PF, Safety inspection PF), PF apps, and Construction PF	2.8	3.4	13	16	- Safety inspection PF: Increased number of deals for CG with the expansion of service areas. Aims to provide safety service for LP Gas - Added Construction PF to the items of PF business. Expanding gas and electricity construction for other companies
Energy Solution(¥100M)	FYE 03/24	FYE 03/25		FYE 03/26(P)	Remarks
	1Q(A)	1Q(A)	FY (P)		
Gross Profit	0.3	0.6	4	8	
Hybrid water heaters (units)	0.4K	1.2K	5K	8K	- Sales units increased c. 3 times YoY. Strengthening sales at all sales branches to achieve 5K sales units in FY

Financial Strategy(1) Plan of ROIC and ROE (FYE03/24-FYE03/26)

ROE is the Most Important Financial KPI. Plans 20% ROE in FYE 03/25. Will Enhance ROIC without Holding Unnecessary Shareholders' Equity

■ Plans ROE of 20% in FYE 03/25 and 22% in FYE 03/26. Will enhance ROIC by increasing “higher profit generating asset (LP Gas, IT)”. On the right side of balance sheet, not holding unnecessary shareholders' equity. Will further enhance ROE by decreasing capital-to-asset ratio.

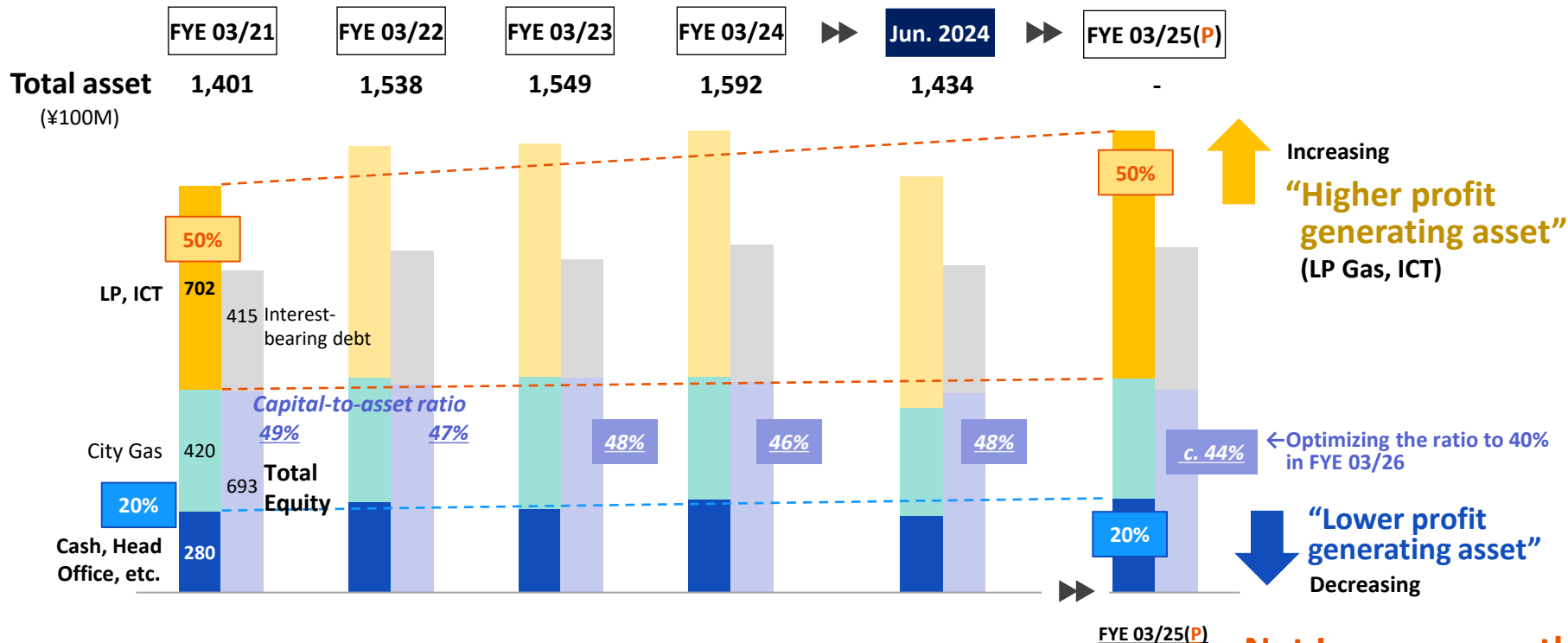
*No change in figures for ROIC and ROE from Apr. 27th, 2023



Financial Strategy(2) B/S

Plans ROIC of 12% in FYE 03/25. Will Enhance ROIC by Increasing the Ratio of Higher Profit Generating Asset (LP Gas, IT)

- Has improved ROIC by investing higher profit generating asset without largely expanding the size of asset. On the right side of balance sheet, will optimize capital-to-asset ratio without holding unnecessary shareholders' equity. ROIC enhancement will lead to ROE growth.



Net Income(¥100M)	94	100	106	108	140
ROIC ^(*1)	9%	8%	9%	11%	12%
ROE ^(*2)	14%	14%	14%	15%	20%

Net Income growth

Without largely expanding equity

	03/21	03/25(P)
Net income	¥9.4B	¥14.0B
Total equity	¥69.3B	¥[70.0]B
ROE	14%	20%

(^{*1}) ROIC=NOPAT (current year) / (average of current FYE and previous FYE of "Interest-bearing debt + Total Equity")

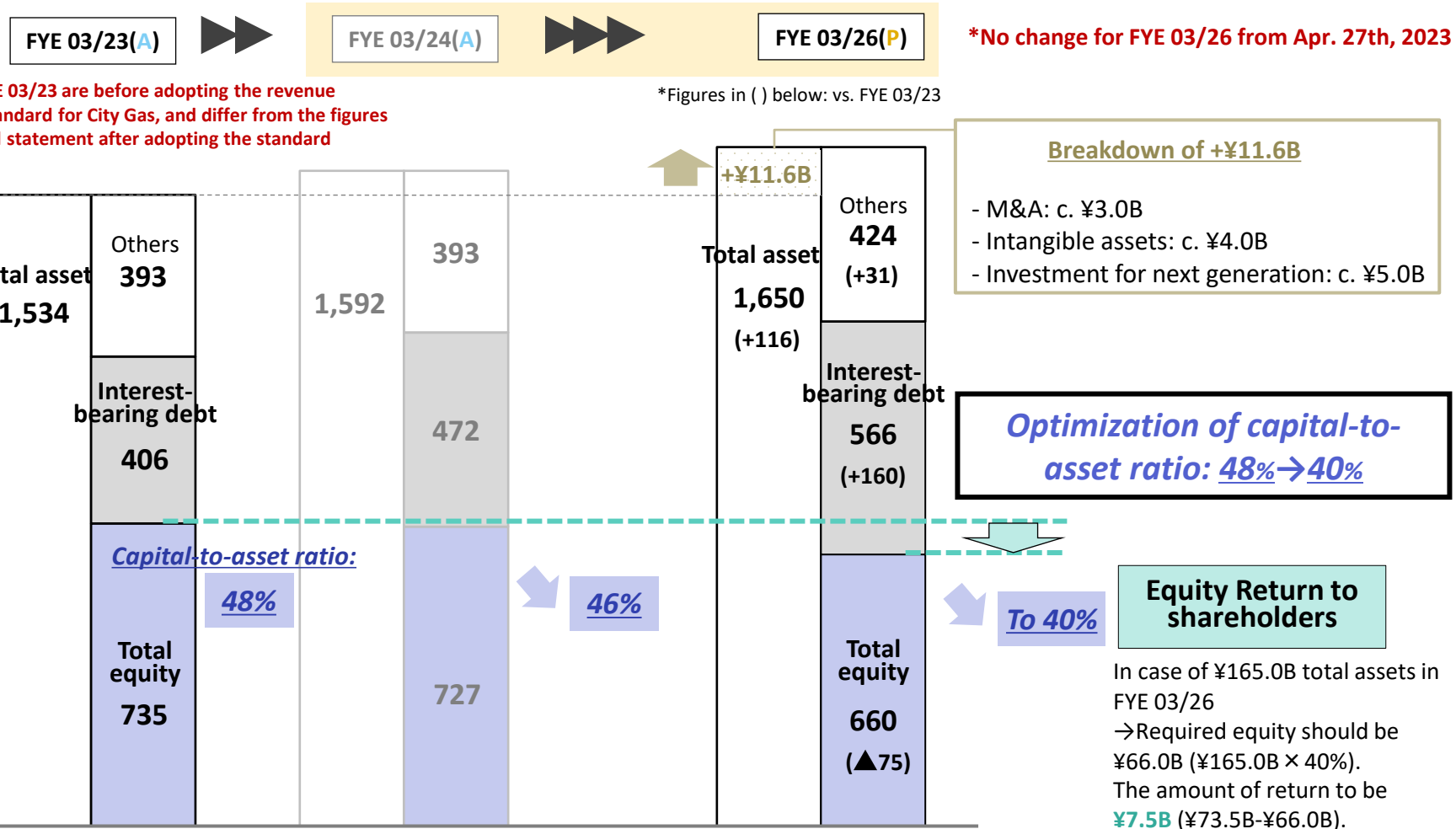
(^{*2}) ROE=Net Income (current year) / (average of current FYE and previous FYE of Total Equity) (^{*1}) (^{*2}) Digits rounded after the first decimal point

Financial Strategy(3) Optimizing of Capital-to-asset Ratio

Will Optimize Capital-to-asset Ratio by Decreasing the Ratio from 48% to 40% in 3 years.

The Ratio for FYE 03/24 was 46%

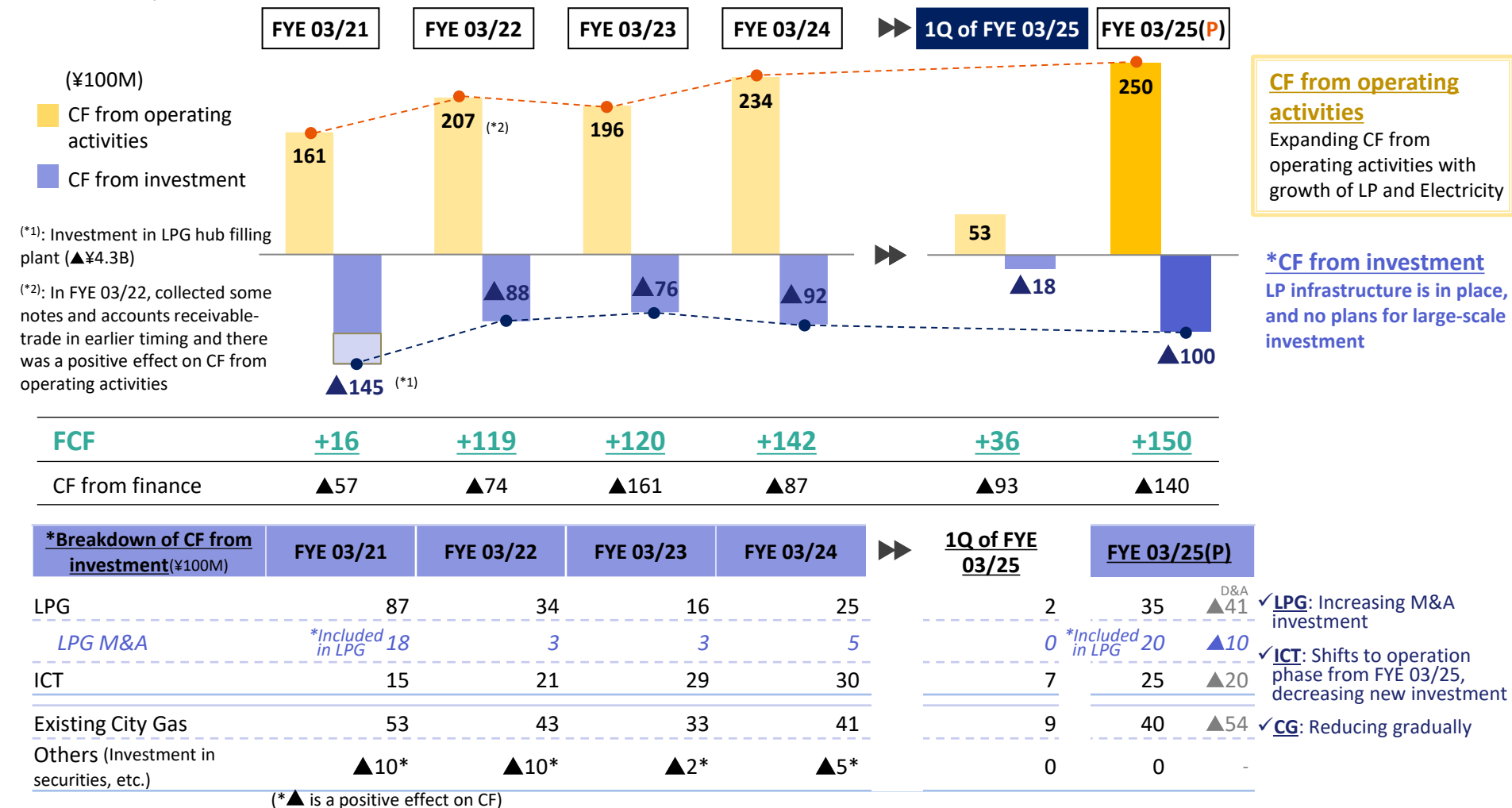
- In 3 years from FYE 03/24 to FYE 03/26, will optimize capital-raising instruments by decreasing capital-to-asset ratio from 48% to 40% with the leverage. Financial base is sufficient, and there is enough capability to deal with M&A.



Financial Strategy(4) Cash Flow

Will Expand CF from Operating Activities with Growth of LP and Electricity. For CF from Investment, No Plans for Large-scale Investment. Will Expand FCF in FYE 03/25

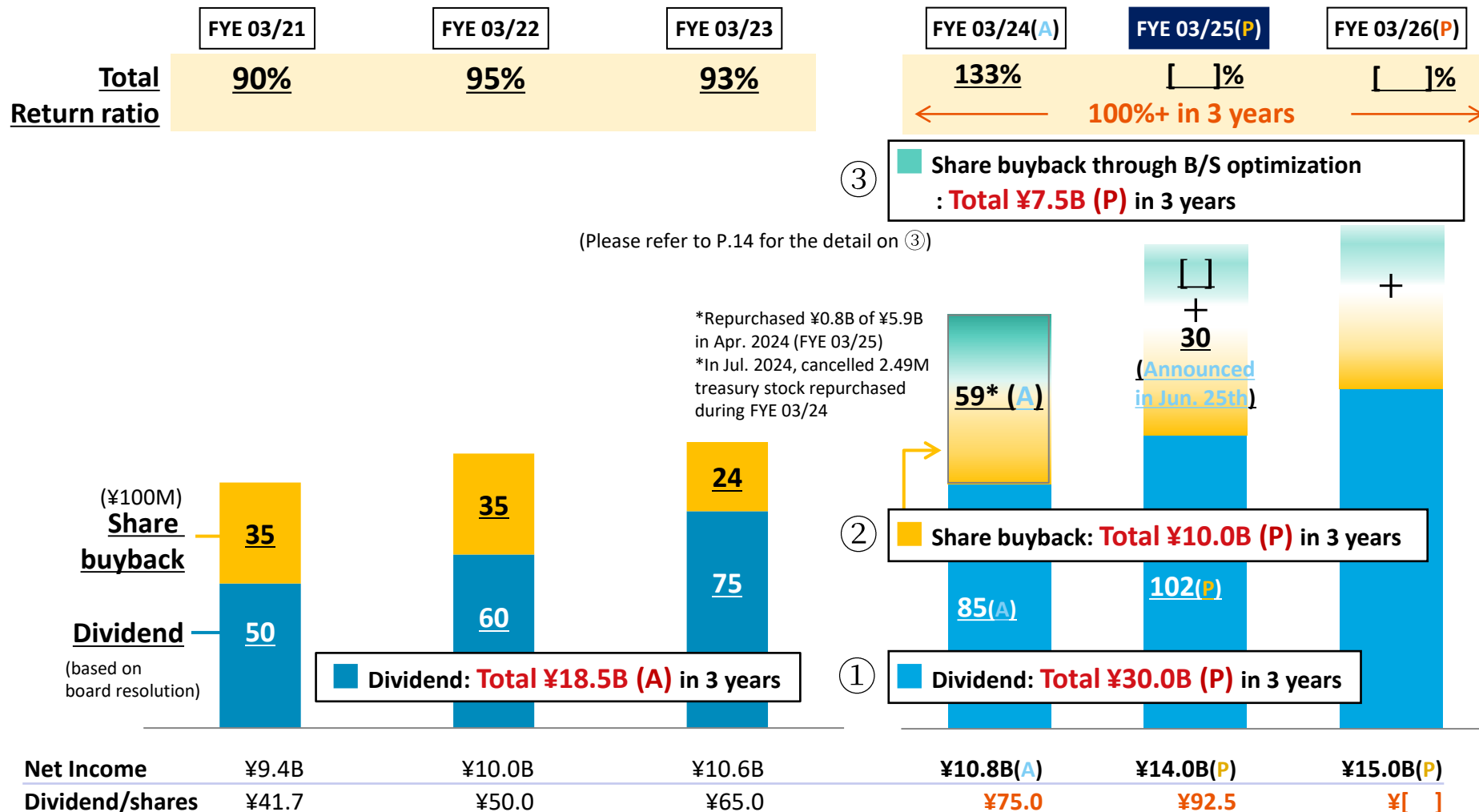
- Will expand CF from operating activities by customer growth of LP and Electricity. No plans for large-scale investment, as LP infrastructures are in place. Increasing LP M&A investment that NICIGAS focuses on. Will continuously expand FCF in FYE 03/25.



Financial Strategy(5) Return to Shareholders

Will Increase Return to Shareholders while Enhancing Profits during 3 years from FYE 03/24 to FYE 03/26.
Total Return Ratio was 133% in FYE 03/24

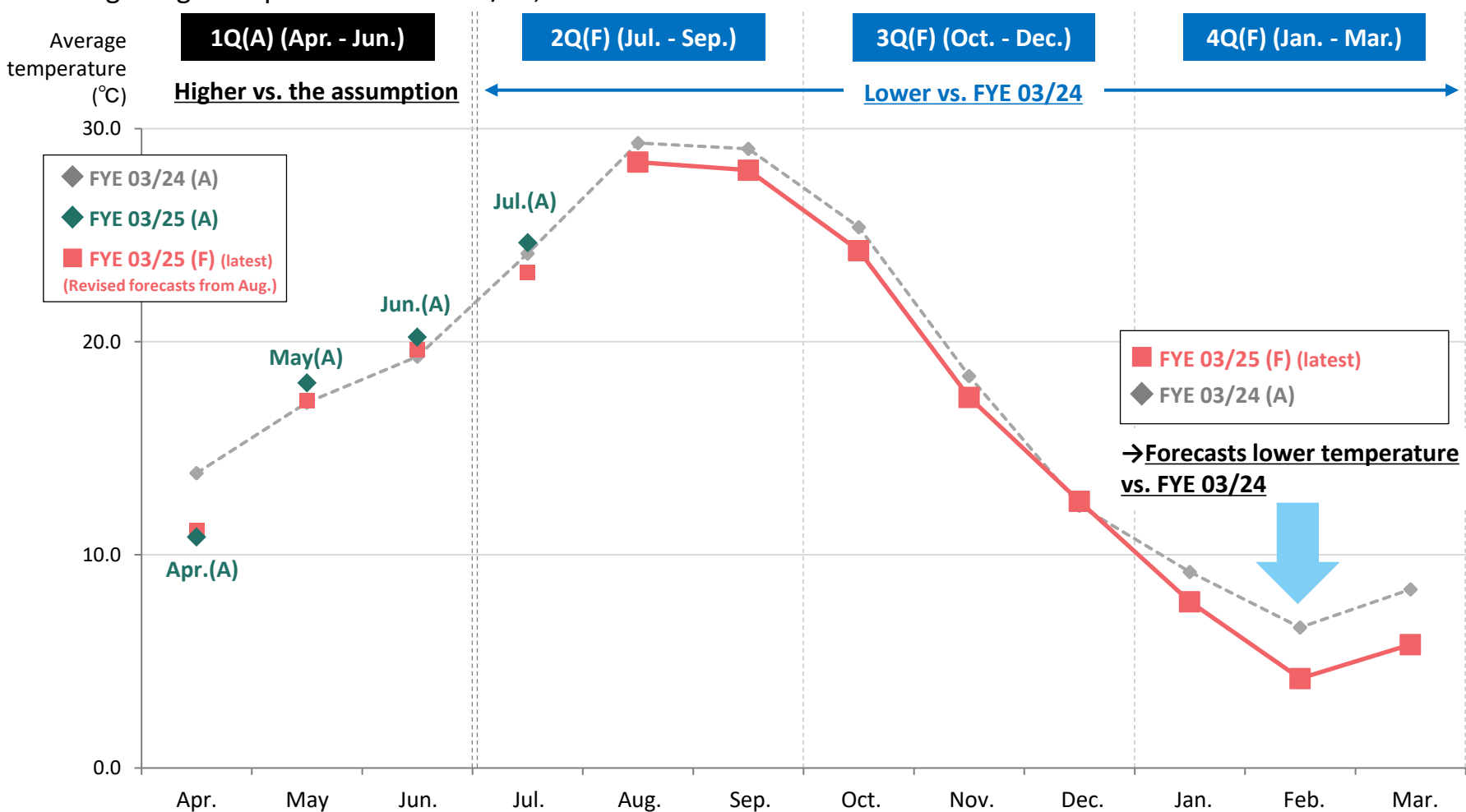
- Will enhance return to shareholders from FYE 03/24 to FYE 03/26, when NICIGAS has no plans for large-scale investment and is optimizing capital-to-asset ratio. Total return ratio was 133% in FYE 03/24. Announced ¥3.0B share buyback in Jun.
- Aims to balance growth and return at a high level while also raising profits through customer expansion.



Average Temperature

Average Temperature in the 1Q was Slightly Higher vs. the Assumption. Temperature from the 2Q is Forecasted to be Lower YoY

■ Temperature in the 1Q was higher vs. the assumption due to warm air coverage caused by reduced effects from cold air during Apr.-Jul. For the 4Q, forecasts lower temperature YoY, based on information that the El Niño phenomenon, which brought high temperature in FYE 03/24, has ended.



(*)1: Forecast for FYE 03/25 is based on information provided by weather specialized agency. (*)2: (A) is actual average temperature in Tokyo (Source: Japan meteorological)

The Details of Profit Plan for the FYE 03/25

Changes: Revised LP Residential Margin to Improve Slightly and Sales Volume to Decrease Slightly based on Temperature Forecasts

- Revised LP residential margin to improve slightly from ¥221 to ¥225/kg and sales volume to decrease slightly based on temperature forecast changes toward slightly higher. For City Gas, incorporated assumed 2Q positive impact of +¥0.01B from slide time lag.

	1H (Apr.-Sep.)				2H (Oct.-Mar.)				FY	
	03/24 (A)	03/25(P)		Remarks	03/24 (A)	03/25(P)		Remarks	03/25(P)	
		Prev.	Revised			Prev.	Revised		Prev.	Revised
	(as of Apr. 30)	(as of Jul. 30)			(as of Apr. 30)	(as of Jul. 30)			(as of Apr. 30)	(as of Jul. 30)
LPG(Residential)										
Gross Profit (¥100M)	173	176	174		247	248	250	Revised CP assumption from US\$550→600/t and TTS assumption from ¥145→¥160/US\$	424	424
Sales volume('000t)	65	69	67		115	122	121		192	188
GP/kg	¥265	¥253	¥259	1Q: Retail price/kg was above the plan	¥215	¥203	¥207	Revised margin to improve slightly	¥221	¥225
Usage/customer	78kg	81kg	78kg	1Q: Lower demand by high temperature	136kg	141kg	140kg	Revised temperature forecast toward slightly higher	223kg	218kg
LPG(C&I)										
Gross Profit (¥100M)	11	17	17	1Q: Margin improved YoY by raw material trend	26	23	22		40	39
Sales volume('000t)	52	53	53		62	62	62		115	115
City Gas (Existing and New CG)										
Gross Profit (¥100M)	83	76	78	1H: 1Q slide impact was above the plan	101	106	106	Incorporated no slide impact for the 2H	183	184
Sales volume('000t)	159	157	154	1Q: Lower residential demand by high temperature. C&I decreased by gas saving	207	208	207	Revised temperature forecast toward slightly higher	365	362
Electricity (mainly residential)										
Gross Profit (¥100M)	18	19	20		19	32	31		51	51
Sales volume(GWh)	665	713	688	1Q: Lower heating demand in early spring	762	889	888	Expects sales volume in the 2H to be 1.3 times vs. that in the 1H	1,601	1,576
GP/kWh	¥2.7	¥2.6	¥3.0	1Q: Cost of sales was below the plan	¥2.5	¥3.6	¥3.5	Expects higher margin in the 2H, when sales volume is higher, due to fixed costs for the power supply (vs. the 1H)	¥3.2	¥3.2