



| For the years ended March 31                                       | 3月31日に終了した1年間   | 2006      | 2007      |
|--|-----------------|-----------|-----------|
| <b>Net sales</b>   | <b>総売上高</b>     | 1,078,109 | 1,172,186 |
| Gas sales  | ガス売上            | 896,613   | 980,869   |
| Miscellaneous operating revenue                                    | 営業雑収益           | 162,086   | 162,587   |
| Revenue for incidental businesses                                  | 附帯事業収益          | 19,408    | 28,729    |
| <b>Costs</b>   | <b>費用</b>       | 987,119   | 1,035,406 |
| Cost of sales  | 売上原価            | 422,158   | 474,069   |
| Supply and sales expenses  | 供給販売費           | 309,710   | 298,634   |
| General and administrative expenses                                | 一般管理費           | 80,575    | 74,607    |
| Miscellaneous operating expenses                                   | 営業雑費用           | 155,786   | 160,597   |
| Expenses for incidental businesses                                 | 附帯事業費用          | 18,888    | 27,499    |
| <b>Operating income</b>  | <b>営業利益</b>     | 90,990    | 136,778   |
| <b>Non-operating income</b>  | <b>営業外収益</b>    | 13,831    | 15,900    |
| Interest income  | 受取利息            | 1,076     | 1,283     |
| Dividends income   | 受取配当金           | 1,836     | 2,561     |
| Foreign exchange gains   | 為替差益            | —         | —         |
| Rent income  | 賃貸料収入           | 3,969     | 4,413     |
| Gains from commodity derivative transactions                       | 商品デリバティブ差益      | 2,458     | —         |
| Gains from weather derivative transactions                         | 天候デリバティブ差益      | —         | 1,640     |
| Miscellaneous income   | 雑収入ほか           | 6,950     | 7,643     |
| <b>Non-operating expenses</b>                                      | <b>営業外費用</b>    | 19,732    | 12,855    |
| Interest expenses  | 支払利息            | 1,595     | 1,424     |
| Interest on bonds  | 社債利息            | 6,635     | 5,979     |
| Amortization of bond issuance cost                                 | 社債発行費償却         | —         | —         |
| Adjustments of charges for construction of distribution facilities | 他受工事精算差額        | 3,122     | —         |
| Loss from weather derivative transactions                          | 天候デリバティブ差損      | 5,660     | —         |
| Environmental maintenance expenses                                 | 環境整備費           | —         | —         |
| Miscellaneous expenses   | 雑支出ほか           | 2,720     | 5,452     |
| <b>Ordinary income</b>   | <b>経常利益</b>     | 85,089    | 139,823   |
| <b>Extraordinary income</b>  | <b>特別利益</b>     | 5,671     | 13,604    |
| <b>Extraordinary loss</b>  | <b>特別損失</b>     | 5,887     | 7,228     |
| <b>Income before income taxes</b>                                  | <b>税引前当期純利益</b> | 84,873    | 146,199   |
| Income taxes current   | 法人税等            | 28,970    | 41,210    |
| Income taxes deferred  | 法人税等調整額         | 603       | 12,648    |
| <b>Net income</b>  | <b>当期純利益</b>    | 55,299    | 92,340    |
| Retained earnings brought forward                                  | 前期繰越利益          | 54,231    | —         |
| Interim dividends  | 中間配当額           | 9,218     | —         |
| <b>Unappropriated retained earnings</b>                            | <b>当期未処分利益</b>  | 96,567    | —         |

Some items in the accompanying financial statements have been summarized to preserve simplicity. Such changes are unaudited.

財務諸表については、各勘定科目の要約に当たっての監査は受けておりません。

## Operating Cost Structure of Gas & By-Products (Non-consolidated)

## 営業費明細(個別)



| For the years ended March 31                | 3月31日に終了した1年間    | 2006           | 2007           |
|---|------------------|----------------|----------------|
| <b>Gas resource costs</b>                   | <b>原材料・諸材料費</b>  | 385,377        | 440,614        |
| <b>Personnel costs</b>                      | <b>諸給与</b>       | 115,392        | 87,972         |
| <b>Operation &amp; maintenance expenses</b> | <b>修繕費</b>       | 37,305         | 40,383         |
| <b>Depreciation costs</b>                   | <b>減価償却費</b>     | 96,571         | 93,106         |
| <b>Taxes other than income taxes</b>        | <b>租税課金/事業税等</b> | 37,956         | 39,222         |
| <b>Other expenses</b>                       | <b>その他費用</b>     | 130,104        | 136,214        |
| <b>Total</b>                                | <b>合計</b>        | <b>802,705</b> | <b>837,511</b> |

| For the years ended March 31           | 3月31日に終了した1年間 | 2006 | 2007 |
|--|---------------|------|------|
| <b>REFERENCE</b>                       | <b>ご参考</b>    |      |      |
| Sliding time lag effect                | スライドタイムラグ     | -368 | 72   |
| Amortization of actuarial differences* | 年金数理差異償却額*    | 100  | -136 |

\* Actual amortization amount based on investment yield of previous year

\* 前期の運用に基づく償却額(実績)

(¥ million / 百万円)

| 2008      | 2009      | 2010      | 2011      | 2012      | 2013      | 2014      | 2015      |
|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 1,268,048 | 1,448,154 | 1,210,640 | 1,329,834 | 1,550,343 | 1,714,267 | 1,908,505 | 2,083,595 |
| 1,065,839 | 1,225,737 | 1,010,891 | 1,071,635 | 1,216,536 | 1,318,410 | 1,467,714 | 1,604,342 |
| 155,798   | 139,963   | 135,579   | 144,914   | 153,949   | 169,629   | 179,821   | 164,945   |
| 46,410    | 82,453    | 64,169    | 113,284   | 179,857   | 226,228   | 260,970   | 314,307   |
| 1,225,182 | 1,405,605 | 1,151,513 | 1,240,986 | 1,498,940 | 1,609,447 | 1,779,896 | 1,957,401 |
| 627,297   | 773,765   | 523,190   | 600,665   | 766,874   | 831,034   | 966,127   | 1,097,866 |
| 324,464   | 337,000   | 360,041   | 329,525   | 345,060   | 339,402   | 336,551   | 334,167   |
| 74,888    | 75,882    | 74,558    | 64,995    | 69,557    | 70,610    | 71,053    | 70,669    |
| 152,461   | 137,273   | 132,020   | 137,900   | 145,734   | 158,886   | 166,950   | 158,296   |
| 46,072    | 81,685    | 61,704    | 107,901   | 171,712   | 209,515   | 239,215   | 296,403   |
| 42,863    | 42,547    | 59,124    | 88,845    | 51,403    | 104,819   | 128,607   | 126,192   |
| 19,396    | 13,721    | 17,615    | 24,157    | 22,490    | 25,578    | 18,184    | 30,825    |
| 1,614     | 2,042     | 2,184     | 2,146     | 1,760     | 964       | 901       | 807       |
| 2,011     | 2,117     | 4,897     | 10,875    | 8,326     | 13,027    | 6,700     | 17,060    |
| 4,934     | —         | —         | —         | —         | —         | —         | —         |
| 4,344     | 4,249     | 4,380     | 4,554     | 4,412     | 3,957     | 3,707     | 3,536     |
| —         | —         | —         | —         | —         | —         | —         | —         |
| —         | —         | —         | —         | —         | —         | —         | —         |
| 6,493     | 5,313     | 6,151     | 6,576     | 7,992     | 7,629     | 6,873     | 9,418     |
| 17,883    | 16,404    | 17,807    | 13,895    | 13,949    | 15,828    | 16,532    | 16,969    |
| 1,532     | 2,304     | 2,602     | 2,364     | 2,790     | 3,401     | 4,184     | 4,373     |
| 6,182     | 6,484     | 5,754     | 5,770     | 5,936     | 6,090     | 6,201     | 6,276     |
| 144       | 74        | 109       | 190       | 178       | 101       | 187       | 96        |
| 3,795     | 3,407     | 3,270     | 2,458     | 2,639     | 2,406     | 2,551     | 2,095     |
| —         | —         | —         | —         | —         | —         | —         | —         |
| 2,725     | —         | 3,097     | —         | —         | —         | —         | —         |
| 3,505     | 4,135     | 2,973     | 3,111     | 2,405     | 3,828     | 3,407     | 4,126     |
| 44,376    | 39,864    | 58,931    | 99,107    | 59,943    | 114,569   | 130,260   | 140,048   |
| 4,229     | —         | —         | 5,205     | 2,974     | 1,020     | 464       | 7,007     |
| 2,343     | 1,062     | —         | 5,651     | 3,038     | 1,346     | 2,142     | 1,313     |
| 46,262    | 38,801    | 58,931    | 98,661    | 59,880    | 114,243   | 128,582   | 145,742   |
| 14,130    | 19,210    | 34,520    | 12,630    | 14,670    | 31,281    | 32,655    | 39,033    |
| 2,211     | -5,496    | -14,472   | 18,540    | 9,510     | 4,406     | 5,880     | 2,846     |
| 29,921    | 25,087    | 38,883    | 67,491    | 35,700    | 78,556    | 90,047    | 103,863   |
| —         | —         | —         | —         | —         | —         | —         | —         |
| —         | —         | —         | —         | —         | —         | —         | —         |
| —         | —         | —         | —         | —         | —         | —         | —         |

Basic Data 基礎データ

Sales Data 営業関連データ

Financial Data 財務データ

Company Data 会社関連データ

Appendix 参考資料

(¥ million / 百万円)

| 2008      | 2009      | 2010    | 2011    | 2012      | 2013      | 2014      | 2015      |
|-----------|-----------|---------|---------|-----------|-----------|-----------|-----------|
| 588,541   | 734,356   | 484,266 | 565,790 | 729,934   | 795,782   | 928,405   | 1,057,737 |
| 110,259   | 117,430   | 128,357 | 76,410  | 98,494    | 97,472    | 93,529    | 86,257    |
| 35,295    | 34,670    | 35,653  | 35,474  | 37,494    | 36,315    | 36,897    | 36,100    |
| 102,264   | 104,244   | 107,605 | 108,353 | 108,355   | 102,056   | 101,921   | 102,437   |
| 41,337    | 43,160    | 40,422  | 40,867  | 42,395    | 44,000    | 46,421    | 48,194    |
| 138,500   | 142,250   | 153,210 | 159,516 | 154,514   | 154,384   | 156,129   | 160,337   |
| 1,016,196 | 1,176,110 | 949,513 | 986,410 | 1,171,185 | 1,230,011 | 1,363,302 | 1,491,062 |

(¥100 million / 億円)

| 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|------|------|------|------|------|------|------|------|
| -702 | -318 | 57   | -292 | -473 | -105 | 166  | 279  |
| 130  | 204  | 320  | -199 | 27   | 40   | 18   | -34  |