

Consolidated Financial Results Bulletin for the 3rd Quarter Ended December 31, 2014 (J-GAAP)

Tokyo Gas Co., Ltd.

Securities code: 9531
(URL <http://www.tokyo-gas.co.jp/IR/english/index.html>)
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Stock listings:
Tokyo Stock Exchange, Nagoya Stock Exchange

Location of head office: Tokyo

Scheduled date of the filing of quarterly report: February 16, 2015
Scheduled date of the start of dividend payments: —
Preparation of 3Q earnings presentation material (yes/no): **Yes**
Holding of 3Q earnings announcement (yes/no): **Yes** (for institutional investors)

(Amounts are rounded down to the nearest million yen)

1. Consolidated Performance for 3rd Quarter (from April 1, 2014 to - December 31, 2014)

(Unit: million yen)

(1) Consolidated Business Performance (% of change from the corresponding period of previous year)

	Net sales		Operating income		Ordinary income		Net income	
Nine months ended Dec. 31, 2014	1,580,129	10.1%	56,747	-35.4%	51,472	-38.1%	37,788	-31.5%
Nine months ended Dec. 31, 2013	1,435,330	7.5%	87,834	-11.3%	83,163	-18.3%	55,176	-13.8%

Note: Total comprehensive income

Nine months ended December 31, 2014: 39,915 million yen (-50.9%) Nine months ended December 31, 2013: 81,369 million yen (26.6%)

	Net income per share	Diluted net income per share
Nine months ended Dec. 31, 2014	15.42 yen	—
Nine months ended Dec. 31, 2013	21.91 yen	—

(2) Consolidated Financial Position

(Unit: million yen)

	Total assets	Net assets	Equity ratio
As of Dec. 31, 2014	2,227,784	1,001,559	44.2%
As of Mar. 31, 2014	2,176,816	1,029,492	46.5%

Reference: Shareholders' equity

As of December 31, 2014: 983,840 million yen As of March 31, 2014: 1,011,787 million yen

2. Dividend

	Dividend per share (Unit: yen)				
	End of 1Q	End of 2Q	End of 3Q	End of 4Q	Annual
FY2013 ended Mar. 31, 2014	—	5.00	—	5.00	10.00
FY2014 ending Mar. 31, 2015	—	5.00	—		
FY2014 ending Mar. 31, 2015 (Forecast)				5.00	10.00

Note: Revision to the dividend forecast that has been disclosed lastly: No

3. Consolidated Results Forecast for FY2014 ending March 31, 2015 (April 1, 2014 - March 31, 2015)

(1) Consolidated Business Performance

(Unit: million yen)

(% of change from the corresponding period of previous year)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
Full-year	2,307,000	9.2%	175,000	5.4%	167,000	4.6%	122,000	12.5%	49.84 yen

(2) Consolidated Financial Position

(Unit: million yen)

	Total assets	Net assets	Equity ratio
Full-year	2,262,000	1,111,000	48.3%

Reference: Shareholders' equity: 1,093,000 million yen

Note: Revision to the consolidated results forecast that has been disclosed lastly: *Yes*

*Notes

(1) Significant changes in consolidated subsidiaries (changes in specified subsidiaries resulting in change of scope of consolidation during the quarter) (yes/no): *No*

(2) Application of accounting treatment peculiar to quarterly consolidated financial statement preparation (yes/no): *Yes*

Note: Please see page 5 of the Attachment, "2. Summary Information (Notes): (1) Application of accounting treatment peculiar to quarterly consolidated financial statement preparation" for details.

(3) Change in accounting policies or estimates and retrospective restatements

1) Change in accounting policies in accordance with revision of accounting standards: *Yes*

2) Change in accounting policies other than item 1) above: *No*

3) Change in accounting estimates: *No*

4) Retrospective restatements: *No*

Note: Please see page 5 of the Attachment, "2. Summary Information (Notes): (2) Changes in accounting policies or estimates and retrospective restatements" for details.

(4) Number of issued shares (common stock)

(Unit: share)

1) Number of issued shares at end of period (including treasury stock):	Dec. 31, 2014	2,446,778,295	Mar. 31, 2014	2,517,551,295
2) Number of shares of treasury stock at end of period:	Dec. 31, 2014	6,491,740	Mar. 31, 2014	6,334,608
3) Average number of shares during period:	Apr. – Dec. 2014	2,450,539,628	Apr. – Dec. 2013	2,518,055,474

* Presentation of implementation status for quarterly review procedures

The quarterly review procedure based on the Financial Instruments and Exchange Act does not apply to this Consolidated Financial Results Bulletin, and the quarterly review procedure based on the Financial Instruments and Exchange Act had not been completed as of the release of this Consolidated Financial Results Bulletin.

* Explanation related to appropriate use of results forecasts and other items warranting special mention

1. The above forecasts are based on the information available at the time this report was prepared, and Tokyo Gas makes no guarantee that these figures will be achieved. Actual results may differ from these forecasts for a variety of reasons. Please see page 3 of the Attachment, "1. Qualitative Information on 3rd Quarter Results: (3) Qualitative information on consolidated results forecast" for details.

2. The information related to this Financial Results will be posted on TDnet, and subsequently on the Web site as quickly as possible.

Non-Consolidated Results Forecast for FY2014 ending March 31, 2015 (April 1, 2014 - March 31, 2015)

(Unit: million yen)

(% of change from the corresponding period of previous year)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
		(% of change)		(% of change)		(% of change)		(% of change)	
Full-year	2,090,000	9.5%	133,000	3.4%	141,000	8.2%	104,000	15.5%	42.48 yen

Note: Revision to the non-consolidated results forecast that has been disclosed lastly: *Yes*

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1. Qualitative Information on 3rd Quarter Results

(1) Qualitative information on consolidated business performance

Gas sales volume for the third quarter of FY2014 (April 1 – December 31, 2014) increased 7.1% year-on-year, to 10,850 million m³. This increase was mainly driven by a growth in residential demand in line with an increase in the number of household users as well as an improvement in industrial demand especially for electric power generation, which more than offset a reduction in commercial demand in line with lower demand for air conditioning affected by lower temperatures in summer than in the year-earlier. Sales unit prices under the gas rate adjustment system rose due to the yen's depreciation, accompanied by an increase in gas sales volume, resulting in an 10.3% increase in city gas sales to ¥1,119.5 billion.

In addition to this increase in city gas sales, sales of other energy (Electric Power Generation etc.) rose, leading to a 10.1% increase in consolidated net sales, to ¥1,580.1 billion.

Despite efforts to further increase management efficiency and reduce expenses to the maximum extent possible, higher gas resource costs stemming from an increase in gas sales volume and the yen's depreciation, combined with an increase in expenses at the other energy segment, resulted in a 13.1% increase in operating expenses, to ¥1,523.3 billion.

As a result, operating income fell 35.4% year-on-year, to ¥56.7 billion, and ordinary income decreased 38.1%, to ¥51.4 billion. Net income decreased 31.5%, to ¥37.7 billion after the recording of income taxes as well as the posting of extraordinary gain (gain on sales of noncurrent assets of ¥5.4 billion and gain on sales of investment securities of ¥4.8 billion) and extraordinary loss of ¥0.5 billion (loss on valuation of investment securities of ¥0.5 billion).

Because the city gas business accounts for the majority of consolidated net sales, seasonal fluctuations at the business from factors including average temperatures may have a significant impact on net sales.

<Consolidated Gas Sales Volume for Nine Months Ended December 31, 2014>

		Apr. – Dec. 2014	Apr. – Dec. 2013	Change	% change	
No. of customers	Thousands	11,209	11,057	152	1.4	
Gas sales volume	Residential	m ³	24.30	24.18	0.12	0.5
		Mil. m ³	2,065	2,025	40	2.0
	Commercial	Mil. m ³	1,912	1,994	-82	-4.1
	Industrial	Mil. m ³	5,355	4,669	686	14.7
	Subtotal	Mil. m ³	7,268	6,663	605	9.1
	Supplies to other utilities	Mil. m ³	1,517	1,442	75	5.1
Total	Mil. m ³	10,850	10,130	720	7.1	
Average temperature	°C	19.3	19.5	-0.2	—	

Notes:

1. The upper row of figures for residential demand indicates gas sales per meter read (m³/household, month).
2. “Commercial” indicates sales to commercial, public and medical institutions.
3. Gas sales volumes are on the basis of 45MJ/m³.
4. Average temperature is the average temperature during the period of use by each customer (from date of initial month's meter reading to final month's meter reading). In light of the change of the temperature observation point for Tokyo from Otemachi to Kitanomaru Park on December 2, 2014, average temperature for each month prior to this change was calculated based on the temperature based on the test observation data at Kitanomaru Park.

The aforementioned notes also apply to the relevant tables.

(Foreign Exchange Rate and Crude Oil Price)

¥/\$ rate	Apr. – Dec. 2014	Apr. – Dec. 2013	Change	Crude oil price (\$/bbl)	Apr. – Dec. 2014	Apr. – Dec. 2013	Change
	106.73	99.36			7.37	102.54	

(2) Qualitative information on consolidated financial position

Total assets as of December 31, 2014, totaled ¥2,227.7 billion, marking a ¥50.9 billion increase from March 31, 2014. This is attributable mainly to an increase in the balance of property, plant and equipment from capital investment as well as an increase in the balance of cash and deposits among others, despite decreases in investment securities (negotiable certificates of deposit).

Net assets totaled ¥1,001.5 billion, reflecting an increase from the recording of net income for the nine months (¥37.7 billion), which could not offset decreases from purchases of treasury stock in the market (¥39.9 billion) and the payment of dividends from surplus (¥24.7 billion).

With a decrease in shareholders' equity (calculated as the total of shareholders' equity and valuation and translation adjustments) against an increase in total assets, the shareholders' equity ratio declined 2.3 percentage point, to 44.2%.

(3) Qualitative information on consolidated results forecast

Based on recent market prices, we have revised the economic assumptions framing our consolidated results forecast for FY2014, included with the Consolidated Financial Results Bulletin for the Second Quarter Ended September 30, 2014, to a foreign exchange rate of ¥110.05/\$ for the full year (¥120/\$ from January) and an average crude oil price of \$91.91/bbl (\$60/bbl from January).

Reflecting these changes, we have raised our forecasts for consolidated business results: by ¥16.0 billion for net sales, to ¥2,307.0 billion, by ¥30.0 billion for operating income, to ¥175.0 billion, by ¥30.0 billion for ordinary income, to ¥167.0 billion, and by ¥19.0 billion for net income, to ¥122.0 billion.

We have similarly revised our non-consolidated results forecast included with the Consolidated Financial Results Bulletin for the Second Quarter Ended September 30, 2014, released on October 30, 2014. We have increased our net sales forecast by ¥11.0 billion, to ¥2,090.0 billion. This upward revision is because we have raised our forecast for gas sales volume in expectation of growing industrial demand especially for electric power generation. On the other hand, we expect a growth in gas gross margin attributable to an increase in gas sales volume, accompanied by a decrease in gas resource costs as a result of readjustment of economic frame, and we have accordingly raised our income forecasts: by ¥24.0 billion for operating income, to ¥133.0 billion, by ¥25.0 billion for ordinary income, to ¥141.0 billion, and by ¥13.0 billion for net income, to ¥104.0 billion.

1) Consolidated Business Results

a. Gas sales volume forecast for FY2014

			FY2014 (Forecast)	FY2013 (Results)	Change	% change
Gas sales volume	Residential	Mil. m ³	3,478	3,450	28	0.8
	Commercial	Mil. m ³	2,713	2,844	-131	-4.6
	Industrial	Mil. m ³	7,274	6,433	841	13.1
	Subtotal	Mil. m ³	9,988	9,278	710	7.7
	Supplies to other utilities	Mil. m ³	2,082	2,007	75	3.7
	Total	Mil. m ³	15,548	14,735	813	5.5
Average temperature		°C	16.0	16.1	-0.1	—

b. Forecast for FY2014

(Unit: hundred million yen)

	Net sales		Operating income	Ordinary income	Net income
	Gas sales	Other sales			
FY2014 (forecast)	23,070	16,401	1,750	1,670	1,220
FY2013 (results)	21,121	15,051	1,660	1,596	1,084
Change	1,949	1,350	90	74	136
% change	9.2%	9.0%	5.4%	4.6%	12.5%

Note: Internal sales between segments are adjusted in the "Other sales" column.

2) Non-consolidated Business Results

a. Gas sales volume forecast for FY2014

			FY2014 (Forecast)	FY2013 (Results)	Change	% change
Gas sales volume	Residential	Mil. m ³	3,373	3,345	28	0.9
	Commercial	Mil. m ³	2,554	2,681	-127	-4.7
	Industrial	Mil. m ³	7,094	6,239	855	13.7
	Subtotal	Mil. m ³	9,648	8,919	729	8.2
	Supplies to other utilities	Mil. m ³	2,322	2,255	67	3.0
	Total	Mil. m ³	15,343	14,519	824	5.7

b. Forecast for FY2014

(Unit: hundred million yen)

	Net sales		Operating income	Ordinary income	Net income
	Gas sales	Other sales			
FY2014 (forecast)	20,900	16,040	1,330	1,410	1,040
FY2013 (results)	19,085	14,677	1,286	1,302	900
Change	1,815	1,363	44	108	140
% change	9.5%	9.3%	3.4%	8.2%	15.5%

(Foreign Exchange Rate and Crude Oil Price)

¥/\$ rate	FY2014 (Forecast)	FY2013 (Results)	Change	Crude oil price (\$/bbl)	FY2014 (Forecast)	FY2013 (Results)	Change
		110.05	100.17		9.88		91.91

2. Summary Information (Notes)

(1) Application of accounting treatment peculiar to quarterly consolidated financial statement preparation

Calculation of taxes

Taxes are calculated by multiplying income before income taxes by the reasonably estimated effective tax rate subsequent to the application of tax effect accounting to the income before income taxes for the current consolidated fiscal year ending March 31, 2015 including the third quarter under review.

(2) Changes in accounting policies or estimates and retrospective restatements

Change in accounting principle

Effective from the end of the first quarter under review, the Company adopted the Accounting Standard for Retirement Benefits (Accounting Standards Board of Japan (“ASBJ”) Statement No. 26, May 17, 2012, hereinafter, “Accounting Standard”) and Guidance on Accounting Standard for Retirement Benefits (ASBJ Guidance No. 25, May 17, 2012, hereinafter, “Guidance on Retirement Benefits”), with regard to the clauses set forth in Article 35 of the Accounting Standard and Article 67 of the Guidance on Retirement Benefits. Under the new standard, the calculation of liabilities for retirement benefits and service costs has been revised and the method of attributing expected benefits to periods has been changed from straight-line basis to benefit formula basis. The determination of the discount rate has been also changed from method of using the discount rate corresponding to the average remaining service life of employees to method of using a single weighted-average discount rate that reflects the periods until the expected payment of retirement benefits and the amount of projected benefits every such period.

With regard to the application of the Accounting Standard, etc., in accordance with the provisions on transitional implementation indicated in Paragraph 37 of the Accounting Standard for Retirement Benefits, the impact resulting from the change in the calculation method of liabilities for retirement benefits and service costs is included in retained earnings. However, the impact is immaterial and has immaterial impact on operating income, ordinary income and income before income taxes.

3. Consolidated Financial Statements

(1) Consolidated balance sheets

(Unit: million yen)

Account	FY2013 (as of Mar. 31, 2014)	3rd Quarter of FY2014 (as of Dec. 31, 2014)
ASSETS		
Noncurrent assets		
Property, plant and equipment		
Production facilities	181,651	175,545
Distribution facilities	477,589	469,143
Service and maintenance facilities	61,432	58,674
Other facilities	320,112	319,306
Inactive facilities	316	391
Construction in progress	154,384	202,149
Total property, plant and equipment	1,195,487	1,225,210
Intangible assets		
Goodwill	668	532
Other	131,658	142,292
Total intangible assets	132,327	142,824
Investments and other assets		
Investment securities	181,196	190,698
Long-term loans receivable	15,219	14,478
Assets for retirement benefits	14,693	5,868
Deferred tax assets	26,171	26,205
Other	27,896	28,740
Allowance for doubtful accounts	(471)	(497)
Total investments and other assets	264,707	265,494
Total noncurrent assets	1,592,521	1,633,529
Current assets		
Cash and deposits	72,979	96,679
Notes and accounts receivable-trade	253,715	273,329
Lease receivables and investment assets	26,358	27,049
Short-term investment securities	78,000	10
Merchandise and finished goods	3,896	3,906
Work in process	10,213	27,818
Raw materials and supplies	62,726	78,813
Deferred tax assets	11,902	12,205
Other	65,224	75,109
Allowance for doubtful accounts	(722)	(666)
Total current assets	584,294	594,255
Total assets	2,176,816	2,227,784

Account	FY2013 (as of Mar. 31, 2014)	3rd Quarter of FY2014 (as of Dec. 31, 2014)
LIABILITIES		
Noncurrent liabilities		
Bonds payable	336,495	312,697
Long-term loans payable	309,544	332,729
Deferred tax liabilities	12,987	13,054
Provision for retirement benefits	84,965	73,959
Provision for gas holder repairs	3,373	3,429
Provision for safety measures	1,713	6,651
Provision for furniture warranties	—	3,868
Provision for loss on guarantees	—	1,701
Asset retirement obligations	7,646	7,885
Other	17,640	24,628
Total noncurrent liabilities	774,366	780,605
Current liabilities		
Current portion of noncurrent liabilities	51,079	56,345
Notes and accounts payable-trade	113,064	102,784
Short-term loans payable	18,262	17,500
Income taxes payable	41,580	13,338
Deferred tax liabilities	2	2
Other	148,967	255,646
Total current liabilities	372,957	445,619
Total liabilities	1,147,324	1,226,225
NET ASSETS		
Shareholders' equity		
Capital stock	141,844	141,844
Capital surplus	2,065	2,065
Retained earnings	827,129	797,705
Treasury stock	(3,643)	(3,680)
Total shareholders' equity	967,395	937,934
Valuation and translation adjustments		
Valuation difference on available-for-sale securities	25,860	30,040
Deferred gains or losses on hedges	(671)	(1,308)
Foreign currency translation adjustment	17,889	17,531
Accumulated adjustment for retirement benefits	1,313	(357)
Total valuation and translation adjustments	44,391	45,905
Minority interests	17,705	17,719
Total net assets	1,029,492	1,001,559
Total liabilities and net assets	2,176,816	2,227,784

(2) Consolidated statements of income and comprehensive income
(Consolidated statement of income)
(Nine months ended December 31, 2014)

(Unit: million yen)

Account	Nine Months of FY2013 (Apr. - Dec., 2013)	Nine Months of FY2014 (Apr. - Dec., 2014)
Net sales	1,435,330	1,580,129
Cost of sales	1,015,945	1,194,232
Gross profit	418,384	385,897
Selling, general and administrative expenses		
Supply and sales expenses	280,567	279,794
General and administrative expenses	49,982	49,355
Total selling, general and administrative expenses	330,549	329,149
Operating income	87,834	56,747
Non-operating income		
Interest income	941	561
Dividends income	2,206	3,340
Equity in earnings of affiliates	3,671	2,374
Miscellaneous income	5,186	4,362
Total non-operating income	12,006	10,639
Non-operating expenses		
Interest expenses	9,069	9,305
Miscellaneous expenses	7,607	6,608
Total non-operating expenses	16,677	15,914
Ordinary income	83,163	51,472
Extraordinary income		
Gain on sales of noncurrent assets	666	5,474
Gain on sales of investment securities	—	4,868
Total extraordinary income	666	10,343
Extraordinary loss		
Impairment loss	2,142	598
Loss on valuation of investment securities	—	519
Total extraordinary losses	2,142	1,118
Income before income taxes	81,688	60,697
Total income taxes	25,564	22,281
Income before minority interests	56,123	38,416
Minority interests in income	946	627
Net income	55,176	37,788

(Consolidated statement of comprehensive income)
(Nine months ended December 31, 2014)

(Unit: million yen)

Account	Nine Months of FY2013 (Apr. - Dec., 2013)	Nine Months of FY2014 (Apr. - Dec., 2014)
Income before minority interests	56,123	38,416
Other comprehensive income		
Valuation difference on available-for-sale securities	9,956	4,155
Deferred gains or losses on hedges	333	(259)
Foreign currency translation adjustment	11,124	(1,536)
Adjustment for retirement benefits	-	(1,681)
Share of other comprehensive income of associates accounted for using equity method	3,832	820
Total other comprehensive income	25,246	1,498
Comprehensive income	81,369	39,915
Comprehensive income attributable to		
Comprehensive income attributable to owners of the parent	80,336	39,303
Comprehensive income attributable to minority interests	1,033	612

(3) Notes on consolidated financial statements

(Note on going concerns' premise)

Not applicable

(Significant changes in shareholders' equity)

1) Purchase of treasury stock

The Company purchased treasury stock from the market as per the provisions of Article 156 of the Companies Act that is applied in an alternative interpretation of Article 165, Section 3 of the Companies Act.

The acquisition of treasury stock, as per the resolution passed by the Board of Directors on April 28, 2014, was completed with the purchases made by June 12, 2014.

- Purchase period May 7 – June 12, 2014 (contract basis)
- Number of shares purchased 70,773 thousand shares
- Total amount of purchase ¥39,999 million
- Purchase method Market buying by specified fund trust on the Tokyo Stock Exchange

2) Cancellation of treasury stock

The Company cancelled treasury stock as follows, based on a resolution of the Board of Directors passed on June 27, 2014, as per Article 178 of the Companies Act:

- Type of shares cancelled Tokyo Gas Common Stock
- Number of shares cancelled 70,773 thousand shares (ratio to the number of outstanding shares before the cancellation of treasury stock: 2.81%)
- Effective date of cancellation July 15, 2014

(Segment information)

(Information related to net sales and profit and loss amounts by reporting segment)

Nine months ended December 31, 2013 (from Apr. 1 – Dec. 31, 2013)

(Unit: million yen)

	Reporting segment					Others (Note 1)	Total	Adjustments (Note 2)	Amount recorded on consolidated statement (Note 3)
	City gas	Gas appliances and installation work	Other energy	Real estate	Total				
Net sales									
External sales	972,968	142,434	248,248	8,239	1,371,890	63,439	1,435,330	—	1,435,330
Intersegment sales & transfers	41,929	9,714	4,244	13,089	68,977	69,824	138,802	(138,802)	—
Total	1,014,897	152,149	252,492	21,328	1,440,868	133,264	1,574,133	(138,802)	1,435,330
Segment income	82,376	5,525	20,299	4,530	112,731	7,556	120,287	(32,452)	87,834

Notes:

1. The “Others” segment indicates businesses not included in the reporting segments, including construction business, information processing service, shipping business, credit/lease financial services, and overseas business.
2. The ¥(32,452) million segment income adjustment includes ¥1,004 million in eliminations for intersegment transactions and ¥(33,456) million of companywide expenses not allocated to the respective reporting segments. Companywide expenses are primarily, general and administrative expenses that are not assignable to a reporting segment.
3. Segment income is adjusted to reflect operating income as recorded on the Consolidated Statements of Income.

Nine months ended December 31, 2014 (from Apr. 1 – Dec.31, 2014)

(Unit: million yen)

	Reporting segment					Others (Note 1)	Total	Adjustments (Note 2)	Amount recorded on consolidated statement (Note 3)
	City gas	Gas appliances and installation work	Other energy	Real estate	Total				
Net sales									
External sales	1,077,101	130,253	290,030	7,719	1,505,105	75,024	1,580,129	—	1,580,129
Intersegment sales & transfers	42,492	10,160	4,907	11,664	69,224	79,037	148,262	(148,262)	—
Total	1,119,594	140,413	294,937	19,384	1,574,329	154,061	1,728,391	(148,262)	1,580,129
Segment income	50,542	799	18,761	3,988	74,092	13,204	87,297	(30,549)	56,747

Notes:

1. The “Others” segment indicates businesses not included in the reporting segments, including construction business, information processing service, shipping business, credit/lease financial services, and overseas business.
2. The ¥(30,549) million segment income adjustment includes ¥876 million in eliminations for intersegment transactions and ¥(31,426) million of companywide expenses not allocated to the respective reporting segments. Companywide expenses are primarily, general and administrative expenses that are not assignable to a reporting segment.
3. Segment income is adjusted to reflect operating income as recorded on the Consolidated Statements of Income.

4. Supplementary Information

(1) Non-consolidated 3rd quarter business performance

<Gas Sales Volume for Nine Months Ended December 31, 2014>

		Apr. – Dec. 2014	Apr. – Dec. 2013	Change	% change	
No. of customers	Thousands	10,906	10,756	150	1.4	
Gas sales volume	Residential	m ³	24.20	24.07	0.13	0.5
		Mil. m ³	2,001	1,961	40	2.0
	Business	Mil. m ³	1,804	1,882	-78	-4.1
	Industrial	Mil. m ³	5,224	4,528	696	15.4
	Subtotal	Mil. m ³	7,028	6,409	619	9.6
	Supplies to other utilities	Mil. m ³	1,682	1,615	67	4.2
	Total	Mil. m ³	10,711	9,986	725	7.3
Average temperature	°C	19.3	19.5	-0.2	—	

<Balance of Payments for Nine Months Ended December 31, 2014>

(Unit: hundred million yen)

Income		Change from First 9M of FY2013	Rate (%)	Expenses		Change from First 9M of FY2013	Rate (%)		
Product sales	Gas sales	10,947	1,051	10.6	Operating expenses	7,894	1,354	20.7	
					Cost of sales	2,939	-8	-0.3	
					Sales and administrative expenses	10,833	1,346	14.2	
Other sales	Installation work	277	-3	-1.4	Other expenses	278	-1	-0.6	
	Gas appliances, etc.	833	-106	-11.3		Gas appliances	791	-53	-6.4
	Incidental businesses	2,271	377	19.9		Incidental businesses	2,158	418	24.0
	Subtotal	3,382	268	8.6		Subtotal	3,227	362	12.7
Total net sales	14,329	1,318	10.1	Total expenses	14,061	1,708	13.8		
				Operating income	268	-389	-59.2		
Non-operating income	197	54	37.4	Non-operating expenses	137	14	11.9		
				Ordinary income	327	-351	-51.6		
Extraordinary income	61	61	—	Extraordinary loss	5	-16	-75.8		
				Net income	275	-187	-40.4		

Notes:

1. Cost of sales includes gas resource cost of ¥768.5 billion (increased by ¥134.1 billion, or 21.1%, year on year).
2. Non-operating expenses include interest expenses of ¥8.0 billion (increased by ¥0.3 billion, or 3.5%, year on year).