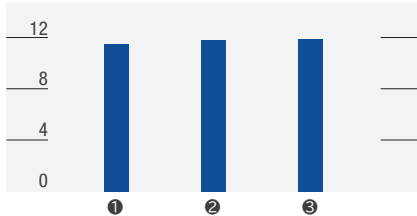


Challenge 2020 Vision / GPS2020: Numerical Targets

Key Indicators for the Spread and Expansion of Natural Gas 天然ガスの普及・拡大指標

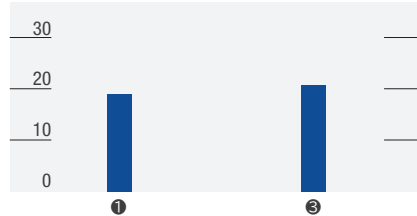
Number of Customers (with city gas meters)(million)

お客さま数(都市ガスメーター取付数)(百万件)



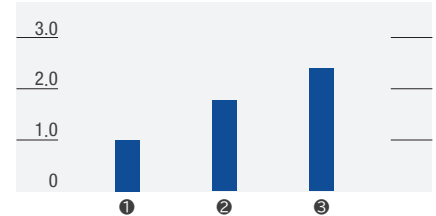
Gas Handling Volume (including LNG sales)(billion m³/year)

ガス取扱量(LNG販売含む)(十億m³/年)



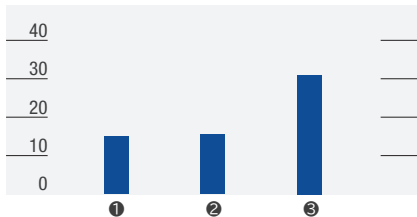
Number of Customers (Electricity)(million contracts)

お客さま数(電力契約数)(百万件)



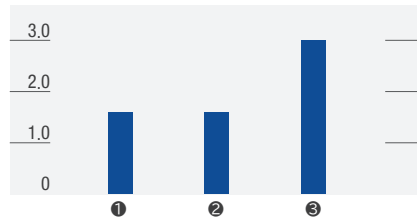
Electric Power Sales Volume (billion kWh)

電力販売量(十億kWh)



Power Generation Business (including interests of other companies) (GW)

自社電源規模(十kW)



Fiscal 2017 Forecast as of Oct. 2017
 2017年度見通し(策定時)
 ② Fiscal 2018 Result
 2018年度実績
 ③ Fiscal 2020 Target
 2020年度目標

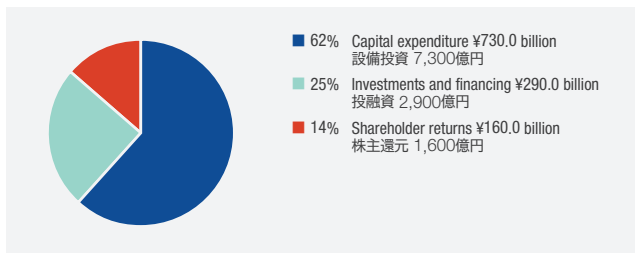
GPS2020	Fiscal 2017 Forecast as of Oct. 2017 2017年度見通し(策定時)	Fiscal 2018 Result 2018年度実績	Fiscal 2020 Target 2020年度目標
Number of Customers (with city gas meters) (million) お客さま数(都市ガスメーター取付数)(百万件)	11.50 1,150	11.82 1,182	11.90 1,190
Gas Handling Volume (including LNG sales) (billion m ³ /year) ガス取扱量(LNG販売含む)(億m ³ /年)	19.1 191	—	20.7 207
Number of Customers (Electricity) (million contracts) お客さま数(電力契約数)(百万件)	1.00 100	1.77 177	2.40 (The end of FY2019 (Plan)) 240 (2019年度末計画)
Electric Power Sales Volume (billion kWh) 電力販売量(億kWh)	15 150	15.5 155	31.0 310
Power Sources (own equity) (GW) 自社電源規模(万kW)	1.60 160	1.60 160	3.00 300

Challenge 2020	Fiscal 2011 Forecast as of Nov. 2011 2011年度見通し(策定時)	Fiscal 2018 Result 2018年度実績	Fiscal 2020 Target 2020年度目標
ENE-FARM (stock)(units) エネファーム(ストック)(台)	9,000	115,700	300,000
Cogeneration (stock) (GW) コジェネレーション(ストック)(万kW)	1.50 150	2.29 229	4.00 400
Gas air conditioning (cumulative sales)(million RT) ガス空調(ストック)(百万RT)	4.00 400	4.53 453	5.70 570

Cash Flow Distribution キャッシュ・フロー配分

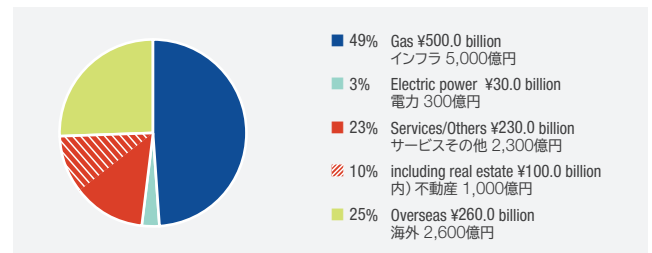
Capex / Investments and Financing / Shareholder Return 設備投資・投融資・株主還元

Fiscal 2018 to 2020 total: approx. ¥1,180 billion
 2018~2020年度合計: 11,800億円程度



Use of Capital Expenditure and Investments and Financing 設備投資・投融資の用途

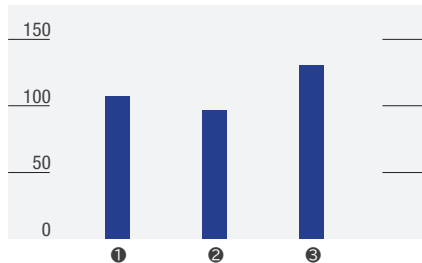
Fiscal 2018 to 2020 total: approx. ¥1,020 billion (Approx. ¥340.0 billion/year)
 2018~2020年度合計: 10,200億円程度(約3,400億円/年)



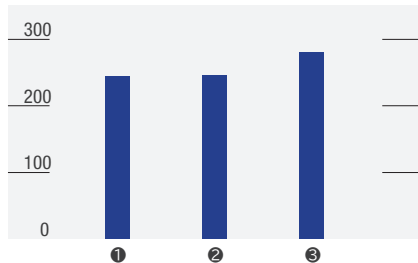
	十億円 ¥ billion
Consolidated operating cash flow 連結営業キャッシュ・フロー	810
External debt (interest bearing debt) etc. 外部借入(有利子負債)等	370
Capex / Investments and financing / Shareholder return 設備投資・投融資・株主還元	1,180

Financial Performance Indicators 財務指標

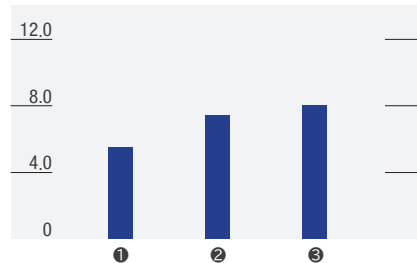
Operating Profit (¥ billion)*
営業利益(十億円)*



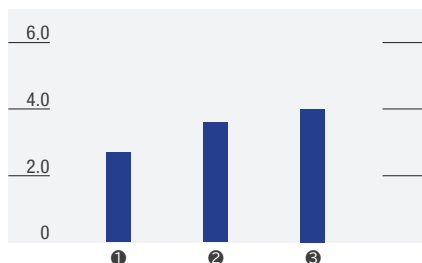
Consolidated Operating Cash Flow (¥ billion/year)
連結営業キャッシュ・フロー(十億円/年)



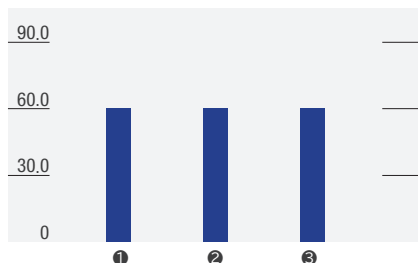
ROE (%)



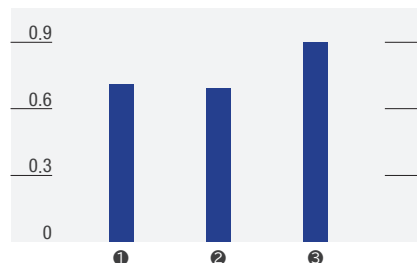
ROA (%)



Total Payout Ratio (%)
総分配性向(%)



D/E Ratio (times)
D/Eレシオ(倍)



	Fiscal 2017 Forecast as of Oct. 2017 2017年度見直し(策定時)	Fiscal 2018 Result 2018年度実績	Fiscal 2020 Target 2020年度目標
Operating Profit (¥ billion)* 営業利益(十億円)*	107 1,070	96.4 964	130 1,300
Consolidated operating cash flow (¥ billion/year) 連結営業キャッシュ・フロー(十億円/年)	244 2,440	246.4 2,464	280 2,800
ROE (%)	5.5%	7.4%	Approx. 8.0% 8.0%程度
ROA (%)	2.7%	3.6%	Approx. 4.0% 4.0%程度
Total Payout Ratio (%) 総分配性向(%)	60.0%	60.3%	60.0%
D/E Ratio (times) D/Eレシオ(倍)	0.71	0.69	Approx.0.9 0.9程度

*Operating Profit + Equity income / loss of subsidiary
*営業利益+持分法利益

Business Structure (Consolidated Net Income/Ratio by Business) 事業構造(連結純利益・事業別比率)

Fiscal 2017 Forecast as of Oct. 2017
2017年度 見直し時点の姿(2017年10月時点)

By FY2020
2020年の姿

