



FY2022 Financial Results

(January-December)

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TSE:9543

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Disclaimer

- **Forecasts are based on information available to the management when this was drafted.**
 - **Actual financial results may significantly differ from these forecasts due to any unforeseen economic and business circumstances.**
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I . Summary Financial Results

FY2022 Financial Highlights

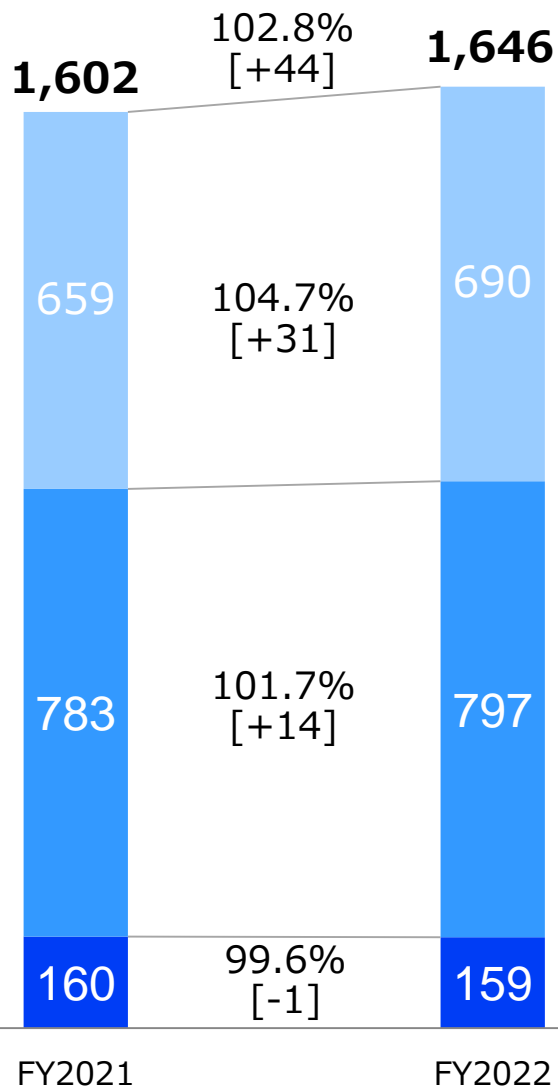


◎ Results : Higher sales, Higher profits

- Gas sales volume +2.8% year on year.
(Wholesale/Large-lot-sale) Increased in sales volume to existing customers.
- Net sales increased by 55.9% due to increase in City gas sales volume and unit price.
Operating profit increased by 73.0% mainly as a result of our effort to rein in price escalation of LNG procurement.

	FY2021	FY2022	Change	Change (%)
● Gas sales volume (Non-Consolidated) (million m ³ ,45MJ)	1,602	1,646	+44	102.8
Wholesale	659	690	+31	104.7
Large-lot-sale	783	797	+14	101.7
Small-lot-sale	160	159	-1	99.6
● Net sales (billion yen)	132.9	207.3	+74.3	155.9
● Operating profit after Sliding time lag adjustment (billion yen)	14.6	22.8	+8.2	156.4
Operating profit	4.9	8.6	+3.6	173.0
Sliding time lag	-9.6	-14.2	-4.6	—

Gas Sales Volume (Non-consolidated)



Unit; million m³(45MJ/m³)

* Figures in [] are the difference from the results in FY2021

Wholesale

- Increased in sales volume of wholesale customers [+31]

Large-lot-sale

- Full operation in factories of customers added in 2021 [+1]
- Additional customers in 2022 [+2]
- Existing customers [+11]

Small-lot-sale

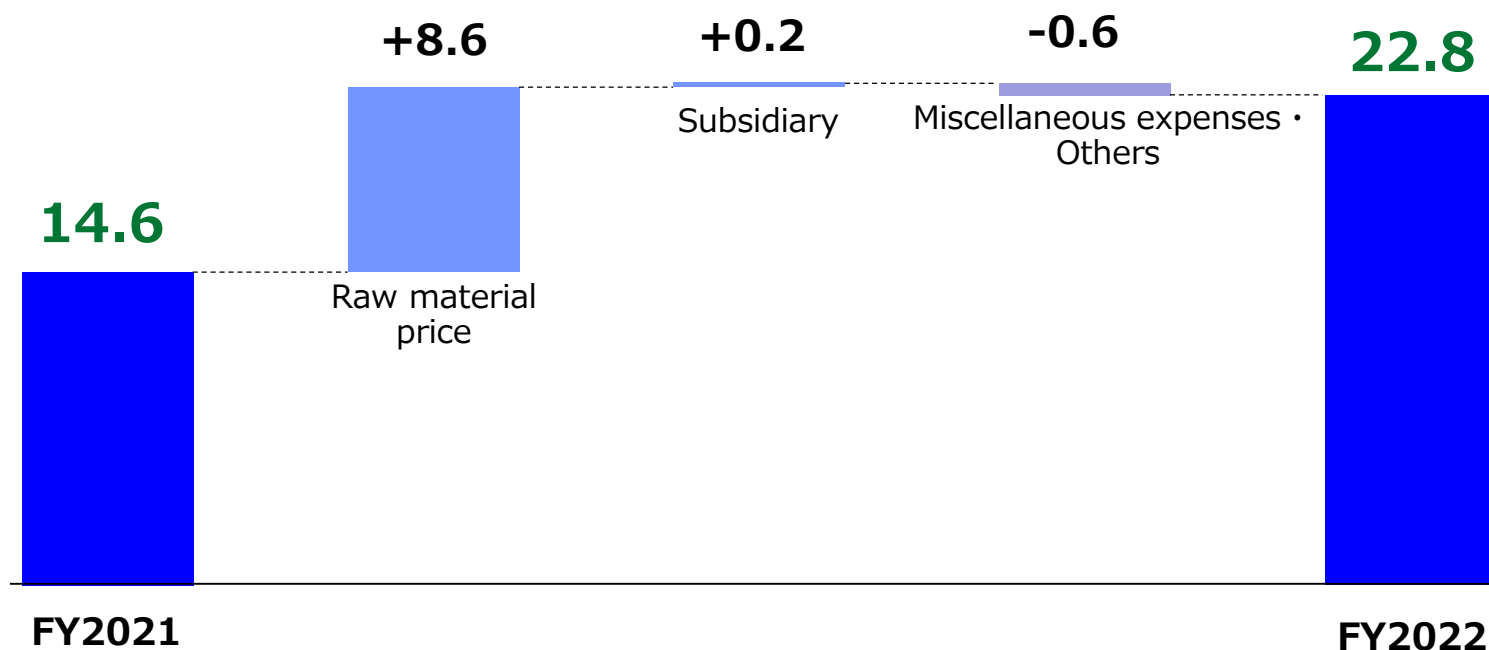
- Increased in sales volume to commercial and industrial customers [+2]
- Decreased in sales volume to residential customers [-2]

Breakdown of Consolidated Operating Profit (Year-on-Year comparison)



Unit; billion yen

	FY2021	FY2022	Change
Operating profit after Sliding time lag adjustment	14.6	22.8	+8.2
Operating profit	4.9	8.6	+3.6
Sliding time lag	-9.6	-14.2	-4.6

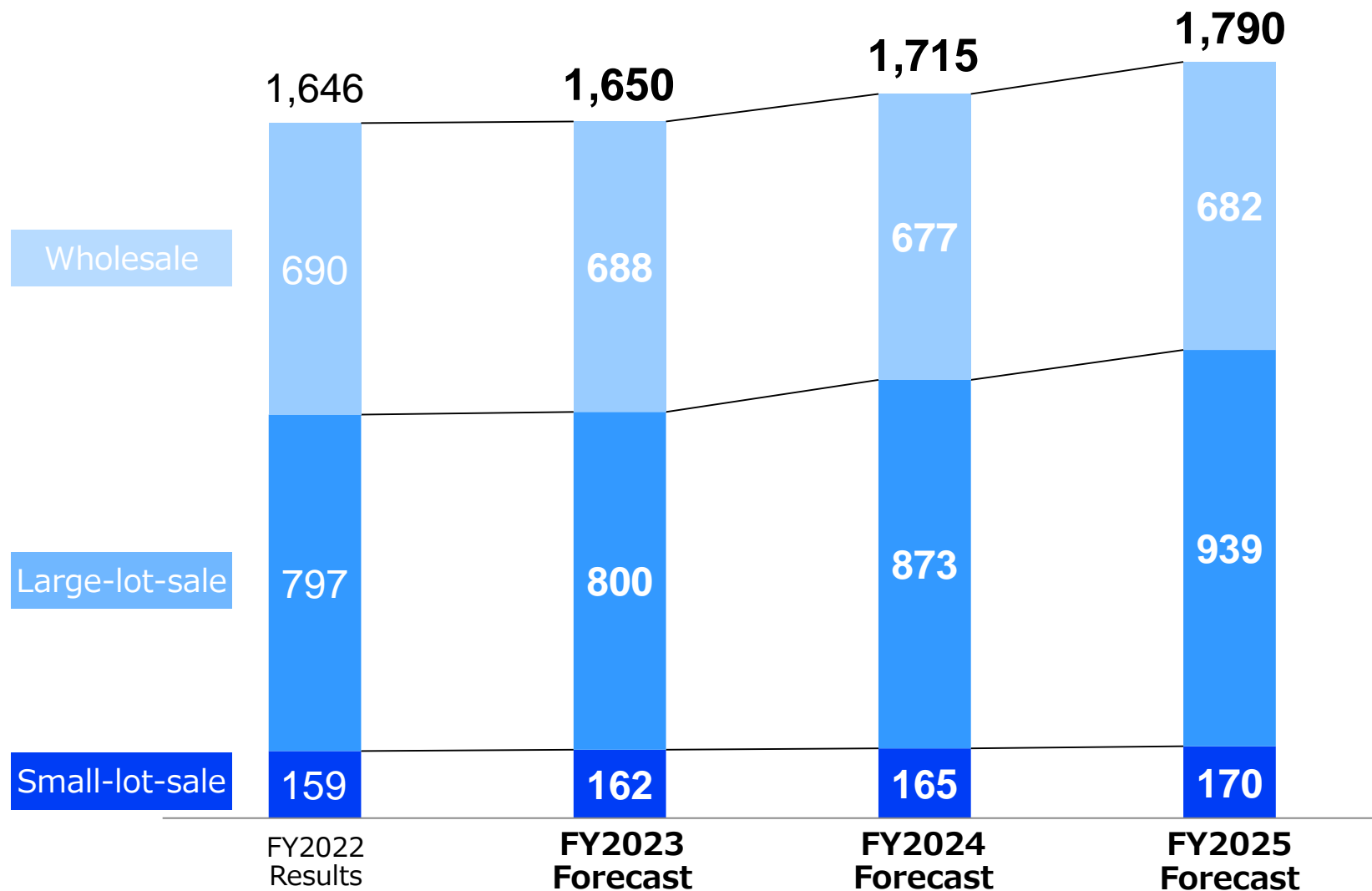


II. Medium-Term Management Plan FY2023 - FY2025

Forecast : Gas Sales Volume (Non-consolidated)



Unit; million m³(45MJ/m³)

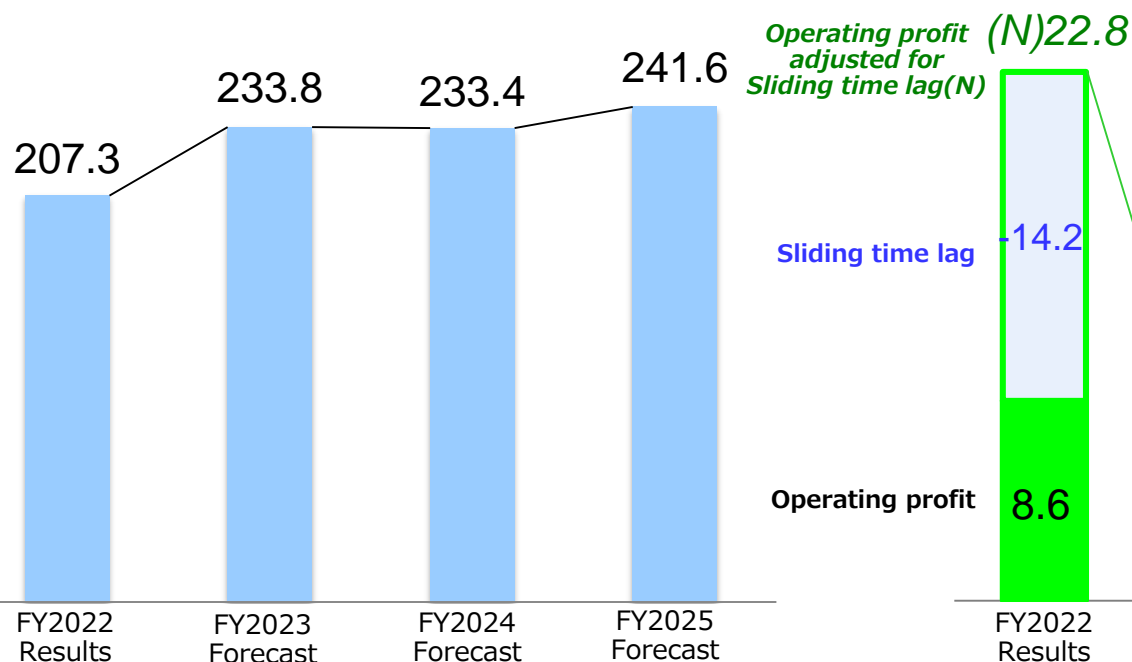


Forecast : Net Sales and Operating Profit



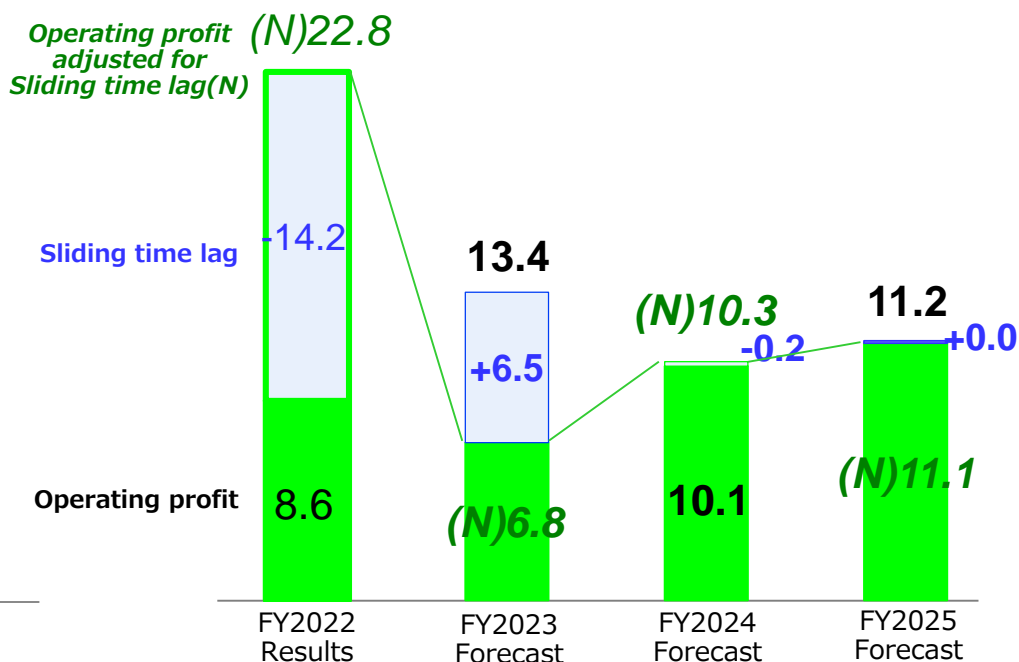
Net Sales

Unit; Billion yen



Operating profit & Sliding time lag

Unit; Billion yen



	FY2022 Results	FY2023 Forecast	FY2024 Forecast	FY2025 Forecast
Exchange rate (Yen/US \$)	130.7	137.5	140.0	140.0
Crude oil price CIF (JCC) (\$/bbl)	102.7	97.5	100.0	100.0

Gross Profit Sensitivity (FY2023)	
(+) 1yen/US\$	-200 million yen
(+) \$1/bbl	-270 million yen