

TSE:9543

SHIZGAS

FY2017 1Q Supplementary Information



SHIZUOKA GAS CO.,LTD
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FY2017 1Q Financial Highlights



◎ 1Q Results : Lower sales, Lower profits

- Sales, operating income lower due to downward revision in sliding unit prices.
Operating income 4.4% higher after sliding time lag adjustment.
- Gas sales volume down 1.5% vs. prior year
Change factors→ Wholesale decrease in sales volume based on contract quantity and supply and demand adjustments, Large-lot sales increase in sales volume due to gas sales for power generation, Small-lot sales increase in sales volume for commercial due to changes of temperature.

	FY2016 1Q	FY2017 1Q	Change	Change(%)
● Net Sales (billion yen)	34.0	33.1	-0.8	97.5
● Revised operating income with sliding time lag adjustment (billion yen)	3.8	4.0	+0.1	104.4
Operation Income	6.9	2.8	-4.1	40.7
Sliding time lag	+3.0	-1.1	-4.2	—
● Gas sales volume (Non-Consolidated) (million m ³ ,45MJ)	377	372	-6	98.5
Wholesale	172	147	-25	85.7
Large-lot sale	156	174	+18	111.5
Small-lot sale	50	51	+1	102.4

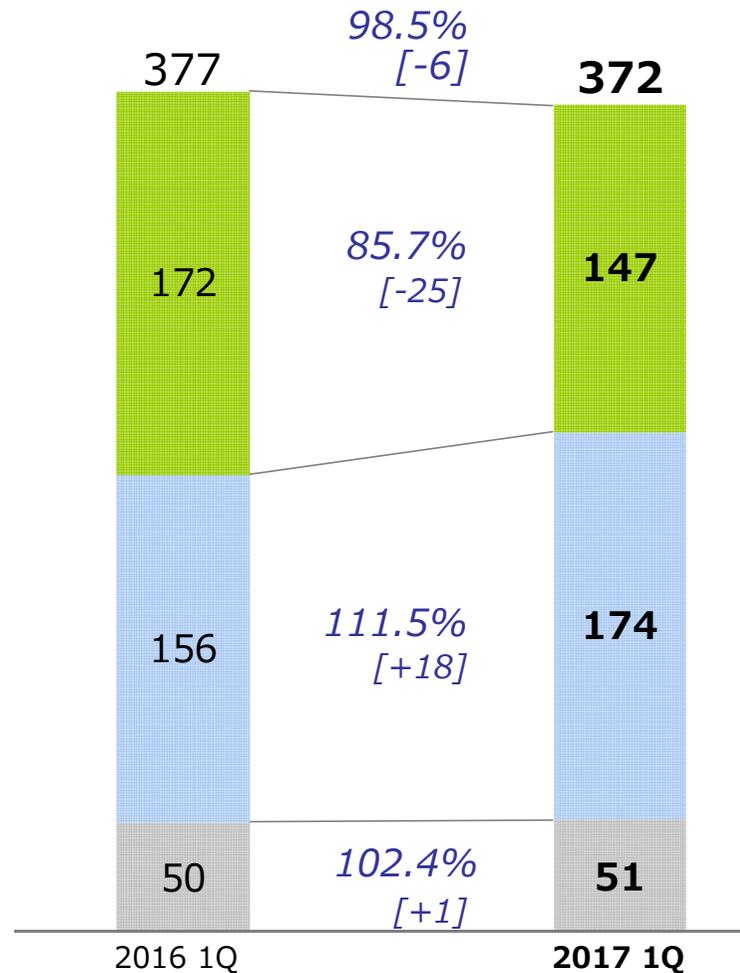
Gas Sales Volume (Non-Consolidated)



©Change factors : Wholesale decrease in sales volume based on contract quantity and supply and demand adjustments, Increase in large-lot sale due to newly developed customers

Unit; Million m³(45MJ/m³)

* Figures in [] are million m³



Wholesale

- Wholesale decrease in sales volume based on contract quantity and supply and demand adjustments [-40]
- Increase in sales volume via Shizuham Trunk Line [+16]
- Decrease in demand for wholesale customers [-1]

Large-lot sale

- Newly developed customers [+9]
- Full operation through a whole year of newly developed customers in 2016 [+5]
- Existing customers [+3]

Small-lot sale

- Increase in sales volume to commercial due to changes of temperature [+1]

Breakdown of Consolidated Operating Profit <Year-on-year comparison>



Unit; billion yen

*[] denotes year-on-year change

*Transactions between the consolidated companies are offset

Net Sales **33.1** [-0.8]

City Gas **26.9** [-1.8]

LPG **3.8** [+1.0]

Others **2.3** [-0.0]

Operation Income **2.8** [-4.1]

Sliding Time Lag* **-1.1** [-4.2]

* Non-consolidated

Gross Profit
9.2 [-4.1]

Sales and administrative expenses
6.4 [-0.0]

City Gas **7.9** [-4.0]

Net Sales **26.9** [-1.8]

Downward adjustment of
unit price of gas -4.5

Increase in sales volume +2.8

Others -0.1

Cost of Sales **19.0** [+2.1]

Decrease in gas prices -0.3

Increase in gas consumption +2.6

Others -0.1

LPG and Others **1.2** [-0.0]