



SHIZUGAS

Medium - to Long- term Strategy

February 13th, 2015

SHIZUOKA GAS CO.,LTD.

SECURITIES CODE : 9543

Various Changes Around Shizuoka Gas



Changes in the energy markets

- Drastic changes after March 11th earthquake and subsequent disasters
- Upcoming full liberalization of gas and power markets
- Possible consolidation in the energy industries

Shrinking market

- Population decrease
- Industries shifting to other areas
- Devices more commonly used for the energy saving

More diversiform of customers' needs

- Aging society with lower birth rates
- More consciousness for energy saving
- Diversiform of customers' preferences



Leading regional solution company

～ Transformation from gas distributor to solution provider ～

- Value creation for our residential customers
- Multi-energy supplies with our best solutions
- Solution businesses by our new LNG storage services in LNG receiving terminal



SHIZGAS

Value Creation for Our Residential Customers

- Energy provider for the residential sector
- Services for more comfortable life
- More commitment to retail customers



Multi-energy Business

- Energy provider for the industrial and commercial sectors
- Multi-energy supplies with our best solutions
- Engineering services



LNG Receiving Terminal Business

- New LNG storage services
- Engagement in developments of the LNG terminal



Gas Pipeline Network Business

- More extended gas transmission
- Safety construction and maintenance



Value Creation for More Comfortable Life



Value creation for more comfortable life

More commitment to residential customers aiming for more comfortable life through gas supply and various services related to customers' life

【Proposals with efficient energy mix】

- Solutions with integrated energies

【Value creation】

- More development of remodeling businesses
- New services with life-related merchandises



	2015	2025	
Sales of fuel cell for household	1,700 units	31,700 units	Approximately 10% of our gas customers (in 2025)
Gas heater penetration	15%	22%	
Volume of sales (Gas · L P G)	102 million m ³	110 million m ³	
Volume of sales (Power)	—	150 million kWh	Approximately 10% of our gas customers(in 2025)
Sales (Remodeling · Living services)	7.5 billion yen	25 billion yen	Approximately 15% of our gas customers (in 2025)

Multi-energy Supplies with Our Best Solutions



Multi-energy supplies with our best solutions

Best solutions for each customer in the industrial and commercial sectors

- More efficient energy mix with natural gas and electricity
- Maintenance services with responsive customer supports and close communications
- Energy management for each distributed energy system



	2015	2025
Volume of sales (Gas · L P G) {for Wholesale}	1,490 million m ³ {760 million m ³ }	1,880 million m ³ {980 million m ³ }
Co-generation	140MW	220MW
Volume of sales (Power)	—	300 million kWh

LNG receiving terminal businesses

Various efforts for more competitive price of LNG with seeking for new opportunities

- LNG Storage services seeking for more competitive price of LNG
- Engagement in developments of the LNG terminal



Gas pipeline network businesses

More extended gas transmission

More safety construction security with efficiency

- Continuous investments for gas pipelines with good plans enough for more development gas supply and more stable supply
- Gas pipeline network managements to support the stable gas supply
- Improvement of the maintenance for security system for safety



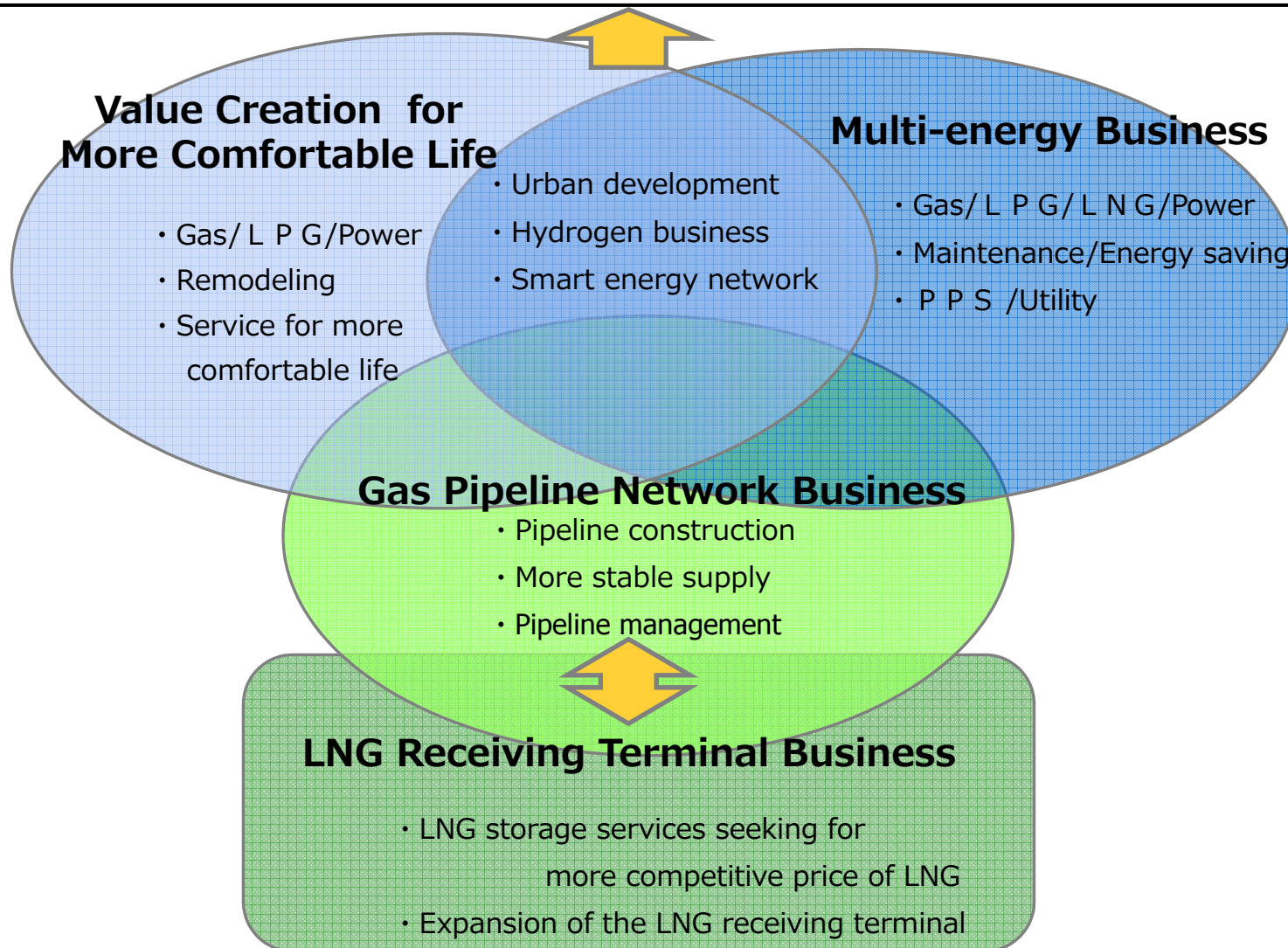
Efforts for possible damages by earthquakes

- All gas pipelines to be resistant against the earthquakes by 2023 (Earthquake resistance ratio as of 2015; 92.6%)

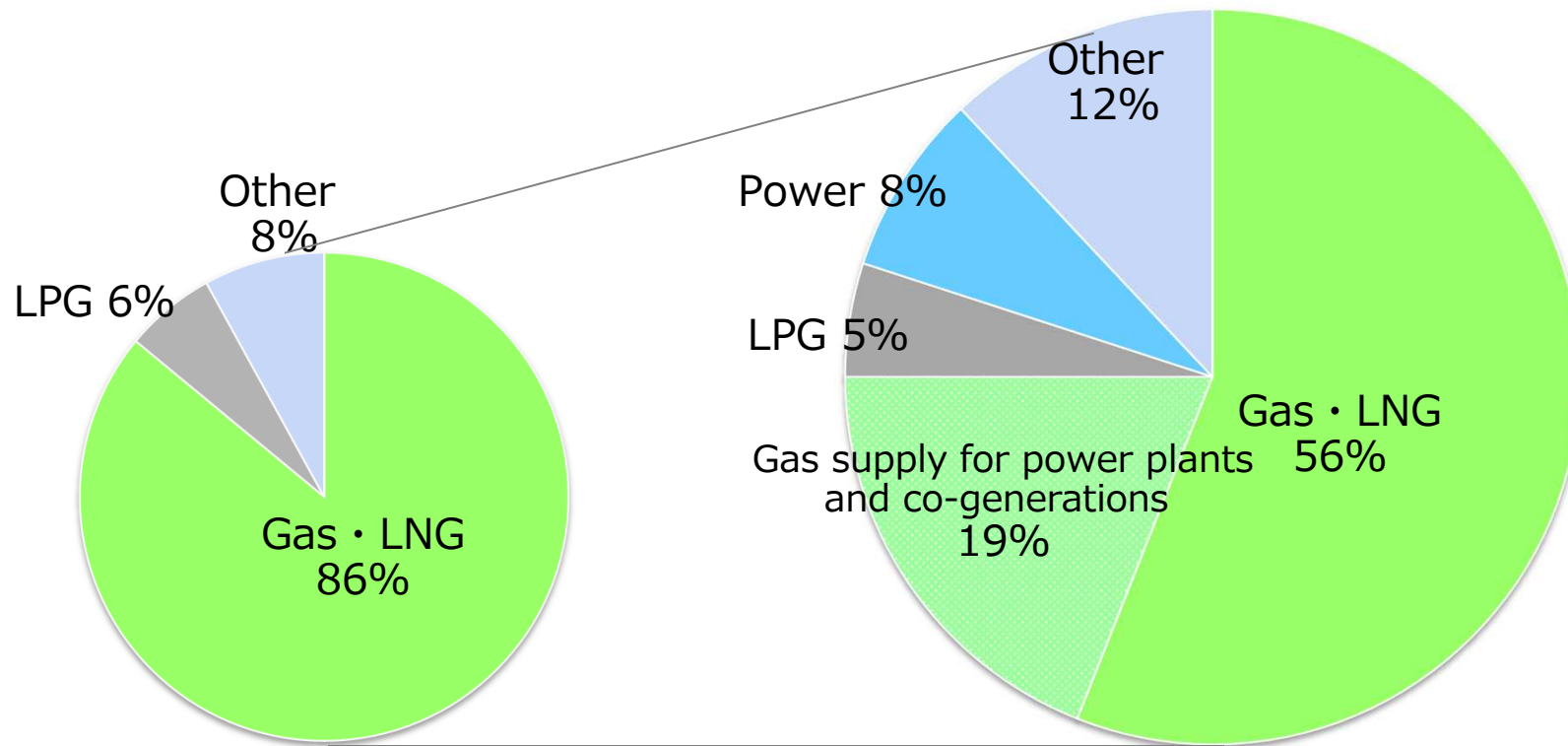
Visions of Shizuoka Gas



“Leading regional solution company” = Customers’ satisfaction



Sales Target



2015
151.9 billion yen

2025
250 billion yen