

Disclaimer
The possible impact of share buyback planned for 1H FY25.3 is taken into account in FY25.3 forecasts, except for the payout ratio, earnings per share, and book-value per share.

Supplementary Financial Information for the Fiscal Year Ending March 2024

1. Overview of Consolidated Financial Results

(million yen)

	Results		Forecasts		FY2023.3 Results → FY2024.3 Results				FY2024.3 Forecasts → FY2024.3 Results				FY2024.3 Results → FY2025.3 Forecasts			
	FY2023.3	FY2024.3	FY2024.3	FY2025.3	(A→B)				(C→B)				(B→D)			
	A. Full Year	B. Full Year	C. Announced Jan.30	D. Full Year	Changes		Remarks		Changes		Remarks		Changes		Remarks	
Net sales	2,275,113	2,083,050	2,121,000	1,986,000	-192,063	-8.4%	Decrease in sales from the lower unit selling price of city gas, etc.	-37,949	-1.8%			-97,050	-4.7%	Decrease in sales from the lower unit selling price of city gas, etc.		
Operating profit	60,001	172,553	139,500	123,500	112,552	187.6%	Decreased costs for LNG procurement, etc.	33,053	23.7%	Increase in gross profit of gas business, etc.		-49,053	-28.4%	Time-lag effect, etc.		
Ordinary profit	75,649	226,563	170,000	153,000	150,914	199.5%	Decreased costs for LNG procurement, etc.	56,563	33.3%	Increase in gross profit of gas business, etc.		-73,563	-32.5%	Time-lag effect, etc.		
Profit attributable to owners of the parent	57,110	132,679	116,000	112,000	75,569	132.3%	Decreased costs for LNG procurement, etc.	16,679	14.4%	Increase in gross profit of gas business, etc.		-20,679	-15.6%	Time-lag effect, etc.		
Total assets ¹	2,819,589	2,980,127	3,091,812	3,151,500	160,538	5.7%		-111,685	-3.6%			171,372	5.8%			
Shareholders' equity ¹	1,391,421	1,577,512	1,522,138	1,631,000	186,091	13.4%		55,374	3.6%			53,487	3.4%			
Shareholders' equity excluding accumulated other comprehensive income ¹	1,159,295	1,246,360	-	1,298,500	87,064	7.5%		-	-			52,139	4.2%			
Balance of interest-bearing debts ¹	981,556	938,292	992,654	1,078,000	-43,263	-4.4%		-54,361	-5.5%			139,707	14.9%			
Balance of hybrid bonds ¹	175,000	175,000	-	-	±0	±0%		-	-			-	-			
Cash flows from operating activities	33,572	312,609	290,500	243,000	279,036	831.1%	Rebound of increase in working capital in FY23.3 and increase in profit attributable to owners of the parent, etc.	22,109	7.6%			-69,609	-22.3%			
Cash flows from investing activities (Forecasts are amount of investment)	203,938	215,944	250,000	300,000	12,006	5.9%		-34,055	-13.6%			84,055	38.9%			

¹ Changes are differences from the results of the end of previous fiscal year.

2. Consolidated Management Indicators, etc.

(million yen)

	Results		Forecasts		FY2023.3 Results → FY2024.3 Results				FY2024.3 Forecasts → FY2024.3 Results				FY2024.3 Results → FY2025.3 Forecasts			
	FY2023.3	FY2024.3	FY2024.3	FY2025.3	(A→B)				(C→B)				(B→D)			
	A. Full Year	B. Full Year	C. Announced Jan.30	D. Full Year	Changes		Remarks		Changes		Remarks		Changes		Remarks	
ROIC ¹	2.7%	7.0%	5.5%	4.7%	4.3%	159.6%	Decreased costs for LNG procurement, etc.	1.5%	27.2%	Increase in gross profit of gas business, etc.		-2.2%	-32.3%	Time-lag effect, etc.		
NOPAT ²	59,356	168,898	132,764	122,215	109,541	184.5%	Decreased costs for LNG procurement, etc.	36,133	27.2%	Increase in gross profit of gas business, etc.		-46,662	-27.6%	Time-lag effect, etc.		
Ordinary profit	75,649	226,563	170,000	153,000	150,914	199.5%		56,563	33.3%			-73,563	-32.5%			
Interest income	4,308	10,212	-	-	5,903	137.0%		-	-			-	-			
Interest expenses	13,167	14,436	-	-	1,268	9.6%		-	-			-	-			
Income taxes	25,151	61,889	-	-	36,737	146.1%		-	-			-	-			
Invested capital ^{3,4}	2,358,951	2,498,937	2,499,278	2,692,000	139,985	5.9%		-341	-0.0%			193,062	7.7%			
Shareholders' equity ⁴	1,391,421	1,577,512	1,522,138	1,631,000	186,091	13.4%		55,374	3.6%			53,487	3.4%			
Balance of interest-bearing debts ⁴	981,556	938,292	992,654	1,078,000	-43,263	-4.4%		-54,361	-5.5%			139,707	14.9%			
ROE	4.3%	8.9%	8.0%	7.0%	4.6%	108.4%	Decreased costs for LNG procurement, etc.	1.0%	12.2%	Increase in gross profit of gas business, etc.		-2.0%	-21.9%	Time-lag effect, etc.		
Shareholders' equity / Total assets ⁴	49.3%	52.9%	49.2%	51.8%	3.6%	7.3%		3.7%	7.5%			-1.2%	-2.2%			
After adjustment ^{4,5}	52.5%	55.9%	52.1%	54.5%	3.4%	6.5%		3.8%	7.3%			-1.3%	-2.4%			
Debt / Equity ratio ⁴	0.71	0.59	0.65	0.66	-0.11	-15.7%		-0.06	-8.8%			0.07	11.1%			
After adjustment ^{4,5}	0.60	0.51	0.56	0.58	-0.09	-15.5%		-0.05	-9.1%			0.07	12.8%			
DOE ⁶	2.2%	2.8%	-	3.1%	0.6%	29.6%		-	-			0.2%	8.0%			
Payout ratio ⁷	43.7%	25.7%	23.2%	34.7%	-17.9%	-41.1%		2.5%	10.8%			9.0%	34.8%			
EBITDA ⁸	192,754	328,101	283,500	278,000	135,346	70.2%	Decreased costs for LNG procurement, etc.	44,601	15.7%	Increase in gross profit of gas business, etc.		-50,101	-15.3%	Time-lag effect, etc.		
Operating profit	60,001	172,553	139,500	123,500	112,552	187.6%		33,053	23.7%			-49,053	-28.4%			
Share of profit (loss) of entities accounted for using equity method	12,929	31,982	24,000	30,500	19,052	147.4%		7,982	33.3%			-1,482	-4.6%			
Depreciation (including amortization of goodwill)	119,823	123,565	120,000	124,000	3,741	3.1%		3,565	3.0%			435	0.4%			
Free cash flow ⁹	-170,365	96,665	40,500	-57,000	267,030	-		56,165	138.7%			-153,665	-			
Earnings per share (EPS) (yen) ⁷	137.4	320.6	280.0	273.9	183.2	133.3%		40.6	14.5%			-46.7	-14.6%			
Bookvalue per share (BPS) (yen) ^{7,8}	3,347.3	3,857.5	3,694.8	3,988.3	510.2	15.2%		162.7	4.4%			130.8	3.4%			
Annual dividends per share (DPS) (yen)	60.0	82.5	65.0	95.0	22.5	37.5%		17.5	26.9%	10.0 yen higher than the dividend forecast of 72.5 yen announced on March 7.		12.5	15.2%			
Number of employees	21,017	21,159	21,821	21,908	142	0.7%		-662	-3.0%			749	3.5%			
Number of consolidated subsidiaries	154	159	-	-	5	3.2%		-	-			-	-			
Number of equity method affiliates	32	42	-	-	10	31.3%		-	-			-	-			

¹ ROIC = NOPAT / Invested capital (average of the beginning and the end of each fiscal year)

² NOPAT = Ordinary profit + Interest expenses - Interest income - Income taxes

³ Invested capital = Shareholders' equity + Balance of interest-bearing debts (excluding risk-free leased Liabilities to us)

⁴ Changes are differences from the results of the end of previous fiscal year.

⁵ Calculated with 50% of issued hybrid bonds as equity. (Dec. 2019 100 billion yen, Sep. 2020 75 billion yen)

⁶ DOE = Annual dividends per share (DPS) / Shareholders' equity excluding accumulated other comprehensive income per share (average of the beginning and the end of each fiscal year)

⁷ The possible impact of share buyback is not taken into account in regards to "Payout ratio", "Earnings per share" and "Book-value Per Share" in the forecasts for FY25.3.

⁸ EBITDA = Operating profit + Share of profit (loss) of entities accounted for using equity method + Depreciation (including amortization of goodwill)

⁹ Free cash flow = Cash flows from operating activities - Cash flows from investing activities

3. Results for Each Segment

	Results		Forecasts		FY2023.3 Results → FY2024.3 Results (A→B)		FY2024.3 Forecasts → FY2024.3 Results (C→B)		FY2024.3 Results → FY2025.3 Forecasts (B→D)	
	FY2023.3	FY2024.3	FY2024.3	FY2025.3	Changes	Remarks	Changes	Remarks	Changes	Remarks
	A. Full Year	B. Full Year	C. Announced Jan.30	D. Full Year						
Net Sales	2,275,113	2,083,050	2,121,000	1,986,000	-192,063	-8.4%	-37,949	-1.8%	-97,050	-4.7%
Domestic Energy	1,971,694	1,770,666	1,792,500	1,640,000	-201,027	-10.2%	-21,833	-1.2%	-130,666	-7.4%
International Energy	123,299	116,448	124,000	125,000	-6,850	-5.6%	-7,551	-6.1%	8,551	7.3%
Life & Business Solutions	258,543	274,026	277,500	286,000	15,483	6.0%	-3,473	-1.3%	11,973	4.4%
Adjustments	-78,423	-78,091	-73,000	-65,000	331	-	-5,091	-	13,091	-
Segment profit (loss) ¹	72,931	204,536	163,500	154,000	131,604	180.5%	41,036	25.1%	-50,536	-24.7%
Operating profit	60,001	172,553	139,500	123,500	112,552	187.6%	33,053	23.7%	-49,053	-28.4%
Share of profit (loss) of entities accounted for using equity method	12,929	31,982	24,000	30,500	19,052	147.4%	7,982	33.3%	-1,482	-4.6%
Domestic Energy	-27,324	92,267	65,000	52,500	119,591	-	27,267	41.9%	-39,767	-43.1%
(Electricity business) ²	11,365	31,442	30,000	20,000	20,077	176.6%	1,442	4.8%	-11,442	-36.4%
Operating profit	-31,367	88,421	63,100	50,000	119,789	-	25,321	40.1%	-38,421	-43.5%
Share of profit (loss) of entities accounted for using equity method	4,043	3,845	1,900	2,500	-198	-4.9%	1,945	102.4%	-1,345	-35.0%
International Energy	69,718	79,643	72,000	72,500	9,924	14.2%	7,643	10.6%	-7,143	-9.0%
Operating profit	60,831	51,505	49,900	44,500	-9,325	-15.3%	1,605	3.2%	-7,005	-13.6%
Share of profit (loss) of entities accounted for using equity method	8,886	28,137	22,100	28,000	19,250	216.6%	6,037	27.3%	-137	-0.5%
Life & Business Solutions	29,237	31,039	27,500	30,000	1,802	6.2%	3,539	12.9%	-1,039	-3.3%
Adjustments	1,300	1,586	-1,000	-1,000	286	22.0%	2,586	-	-2,586	-
ROIC	2.7%	7.0%	5.5%	4.7%	4.3%	159.6%	1.5%	27.2%	-2.2%	-32.3%
Domestic Energy ³	-0.9%	6.9%	-	-	7.7%	-	-	-	-	-
International Energy ³	8.6%	7.5%	-	-	-1.1%	-13.2%	-	-	-	-
Life & Business Solutions ³	5.6%	6.3%	-	-	0.7%	11.7%	-	-	-	-

¹ Segment profit = Operating profit + Share of profit (loss) of entities accounted for using equity method.

² It is a simple total of the profit in Osaka Gas Co., Ltd.'s incidental electricity business and profits of its affiliated companies involved in electricity business, which is different from the profit in Domestic Energy / Electricity, which we used as a segment name before.

³ It is a simple total of business units.

	Results		Forecasts		FY2023.3 Results → FY2024.3 Results (A→B)		FY2024.3 Forecasts → FY2024.3 Results (C→B)		FY2024.3 Results → FY2025.3 Forecasts (B→D)	
	FY2023.3	FY2024.3	FY2024.3	FY2025.3	Changes	Remarks	Changes	Remarks	Changes	Remarks
	A. Full Year	B. Full Year	C. Announced Jan.30	D. Full Year						
Profit (Loss) on time-lag effect ¹	-34,711	28,523	29,000	12,000	63,234	-	-476	-1.6%	-16,523	-57.9%
Profit (Loss) on time-lag effect ((Non-consolidated) Gas business)	-16,405	14,606	18,000	11,000	31,012	-	-3,393	-18.9%	-3,606	-24.7%
Profit (Loss) on time-lag effect ((Non-consolidated) Electricity business)	-18,306	13,916	11,000	1,000	32,222	-	2,916	26.5%	-12,916	-92.8%
Profit (Loss) on market value of derivative ²	4,849	2,307	-	-	-2,542	-52.4%	-	-	-	-
Crude oil price (JCC) (USD / bbl)	102.7	86.0	83.6	75.0	-16.7	-16.3%	2.4	2.8%	-11.0	-12.8%
Exchange rate (JPY / USD)	135.5	144.6	143.8	145.0	9.1	6.7%	0.8	0.6%	0.4	0.3%

¹ Included in Domestic Energy.

² Included in International Energy.

4. Results of Major Companies

		Results		Forecasts		FY2023.3 Results → FY2024.3 Results (A→B)		FY2024.3 Forecasts → FY2024.3 Results (C→B)		FY2024.3 Results→ FY2025.3 Forecasts (B→D)			
		FY2023.3	FY2024.3	FY2024.3	FY2025.3								
		A. Full Year	B. Full Year	C. Announced Jan.30	D. Full Year	Changes	Remarks	Changes	Remarks	Changes	Remarks		
Net Sales	(Domestic) Osaka Gas Co., Ltd. ^{*1}	1,716,757	1,665,354	-	-	-151,402	-8.8%	-	-	-	-		
	(Domestic) Osaka Gas Network Co., Ltd. ^{*1}	216,279	212,621	217,649	217,339	-3,658	-1.7%	-5,027	-2.3%	4,717	2.2%		
	(Domestic) Osaka Gas Marketing Co., Ltd.	50,347	56,134	57,767	61,608	5,787	11.5%	-1,632	-2.8%	5,473	9.8%		
	(Domestic) Daigas Energy Co., Ltd.	63,450	61,954	64,938	67,932	-1,495	-2.4%	-2,983	-4.6%	5,977	9.6%		
	(Domestic) Osaka Gas International Transport Inc.	28,642	56,269	56,990	52,720	27,627	96.5%	Increase in LNG transport revenues, etc.	-720	-1.3%	-3,549	-6.3%	
	(International) Osaka Gas Australia Pty. Ltd.	30,258	25,861	26,363	24,732	-4,397	-14.5%	Decline in oil prices, etc.	-502	-1.9%	-1,128	-4.4%	
	(International) Osaka Gas USA Corporation	90,391	87,933	92,680	96,804	-2,457	-2.7%	Decrease in sales from Sabine shale gas project, etc.	-4,746	-5.1%	8,870	10.1%	Increase in sales from Sabine shale gas project, etc.
	(LBS ^{*)} Osaka Gas Urban Development Co., Ltd.	35,740	42,477	42,761	42,672	6,737	18.9%	Increase in sales of rental properties, etc.	-284	-0.7%	194	0.5%	
	(LBS ^{*)} OGIS-RI Co., Ltd.	47,782	50,699	46,464	47,081	2,916	6.1%		4,235	9.1%	-3,618	-7.1%	
	(LBS ^{*)} Osaka Gas Chemicals Co., Ltd.	34,186	33,516	37,547	37,563	-670	-2.0%		-4,031	-10.7%	4,047	12.1%	
(LBS ^{*)} Jacobi Carbons AB	49,608	49,619	52,104	57,657	10	0.0%		-2,484	-4.8%	8,038	16.2%		
Segment Profit (Loss)	(Domestic) Osaka Gas Co., Ltd. ^{*1*}	-90,251	45,162	-	-	135,414	0.0%	Decreased costs for LNG procurement, etc.	-	-	-	-	
	(Domestic) Osaka Gas Network Co., Ltd. ^{*1}	13,554	11,728	9,712	9,258	-1,826	-13.5%		2,016	20.8%	-2,470	-21.1%	
	(Domestic) Osaka Gas Marketing Co., Ltd.	4,340	5,061	4,852	5,308	721	16.6%		209	4.3%	246	4.9%	
	(Domestic) Daigas Energy Co., Ltd.	5,598	5,457	4,664	3,507	-141	-2.5%		793	17.0%	-1,950	-35.7%	
	(Domestic) Osaka Gas International Transport Inc.	-3,939	3,957	3,546	1,322	7,896	-	Increase in LNG transport revenues, etc.	410	11.6%	-2,635	-66.6%	Decrease in LNG transport revenues, etc.
	(International) Osaka Gas Australia Pty. Ltd.	21,882	15,902	15,028	13,552	-5,900	-27.3%	Decline in oil prices, etc.	873	5.8%	-2,349	-14.8%	Decline in oil prices, etc.
	(International) Osaka Gas USA Corporation	42,570	40,417	39,555	36,208	-2,153	-5.1%	Decrease in income from Sabine shale gas project, etc.	862	2.2%	-4,209	-10.4%	Absence of profit from selling a gas-fired power plant, which we had in FY24.3.
	(International) IPP projects in North America ^{*1*}	8,254	12,630	11,723	13,836	4,375	53.0%	Impact of market conditions, etc.	907	7.7%	1,206	9.6%	Impact of market conditions, etc.
	(LBS ^{*)} Osaka Gas Urban Development Co., Ltd.	9,608	11,003	10,268	10,749	1,395	14.5%	Increase in sales of rental properties, etc.	734	7.2%	-254	-2.3%	
	(LBS ^{*)} OGIS-RI Co., Ltd.	5,749	6,028	5,136	4,822	278	4.9%		892	17.4%	-1,206	-20.0%	
(LBS ^{*)} Osaka Gas Chemicals Co., Ltd.	2,198	1,210	1,640	1,411	-988	-45.0%		-430	-26.2%	201	16.6%		
(LBS ^{*)} Jacobi Carbons AB	6,874	6,724	6,248	6,989	-150	-2.2%		475	7.6%	265	3.9%		

*1 From April 2022, Osaka Gas Co., Ltd. implemented the legal separation of the gas pipeline business.

*4 Equity method affiliates.

*2 Life & Business Solutions.

*5 Excluding profit (loss) on market value of derivative.

*3 Including operating expenses for International Energy.

5. Investment

		Results		Forecasts		FY2023.3 Results → FY2024.3 Results (A→B)		FY2024.3 Forecasts → FY2024.3 Results (C→B)		FY2024.3 Results→ FY2025.3 Forecasts (B→D)	
		FY2023.3	FY2024.3	FY2024.3	FY2025.3						
		A. Full Year	B. Full Year	C. Announced Jan.30	D. Full Year	Changes	Remarks	Changes	Remarks	Changes	Remarks
Investment (including capital expenditures)		237,249	239,588	250,000	300,000	2,338	1.0%	-10,411	-4.2%	60,411	25.2%
Investment for quality improvement		65,019	73,367	90,000	94,000	8,347	12.8%	-16,632	-18.5%	20,632	28.1%
Investment for growth		172,229	166,220	160,000	206,000	-6,008	-3.5%	6,220	3.9%	39,779	23.9%
Domestic Energy		53,678	32,766	45,500	47,000	-20,912	-39.0%	-12,733	-28.0%	14,233	43.4%
International Energy		76,251	83,899	74,000	108,000	7,647	10.0%	9,899	13.4%	24,100	28.7%
Life & Business Solutions		42,299	49,554	40,500	51,000	7,255	17.2%	9,054	22.4%	1,445	2.9%
Capital expenditures		195,330	198,421	214,000	248,000	3,091	1.6%	-15,578	-7.3%	49,578	25.0%
Domestic Energy		104,119	103,659	114,015	132,686	-460	-0.4%	-10,355	-9.1%	29,027	28.0%
International Energy		54,220	53,294	58,873	66,656	-926	-1.7%	-5,579	-9.5%	13,362	25.1%
Life & Business Solutions		39,312	45,136	41,111	48,656	5,824	14.8%	4,025	9.8%	3,519	7.8%
Adjustments		-2,321	-3,667	-	-	-1,346	-	-	-	-	-

6. Supplemental Data of Domestic Energy
(Non-consolidated) Breakdown of gross profit of gas business

(million yen)

	Results		Forecasts		FY2023.3 Results → FY2024.3 Results (A→B)		FY2024.3 Forecasts → FY2024.3 Results (C→B)		FY2024.3 Results → FY2025.3 Forecasts (B→D)	
	FY2023.3	FY2024.3	FY2024.3	FY2025.3						
	A. Full Year	B. Full Year	C. Announced Jan.30	D. Full Year	Changes	Remarks (billion yen)	Changes	Remarks (billion yen)	Changes	Remarks (billion yen)
Sales from gas business ^{*1}	858,724	763,234	761,200	703,100	-95,490	-11.1%	2,034	0.3%	-60,134	-7.9%
Raw material costs	628,413	495,710	505,900	447,800	-132,702	-21.1%	-10,189	-2.0%	-47,910	-9.7%
Gross profit of gas business ^{*1}	230,311	267,523	255,300	255,300	37,212	16.2%	12,223	4.8%	-12,223	-4.6%
										Time-lag effect -3.6, Others -8.6

*1 Figures are calculated excluding gas transportation service and revenue from interoperator settlement.

(Sales-related Results (Cumulative results))

	Results		Forecasts		FY2023.3 Results → FY2024.3 Results (A→B)		FY2024.3 Forecasts → FY2024.3 Results (C→B)		FY2024.3 Results → FY2025.3 Forecasts (B→D)	
	FY2023.3	FY2024.3	FY2024.3	FY2025.3						
	A. Full Year	B. Full Year	C. Announced Jan.30	D. Full Year	Changes	Remarks	Changes	Remarks	Changes	Remarks
Average temperature (°C)	17.8	17.9	17.8	17.4	0.0	0.2%	0.1	0.5%	-0.5	-2.6%
Number of customer accounts (thousands)	10,021	10,384	10,300	10,530	363	3.6%	84	0.8%	146	1.4%
Gas ^{*1}	5,293	5,332	-	-	39	0.7%	-	-	-	-
Electricity ^{*2}	2,055	2,283	-	-	228	11.1%	-	-	-	-
Others	2,673	2,768	-	-	95	3.6%	-	-	-	-
Gas sales volume (million m ³) ^{*3,4}	6,845	6,646	6,678	6,659	-199	-2.9%	-32	-0.5%	13	0.2%
Residential	1,697	1,721	1,693	1,707	24	1.4%	28	1.6%	-14	-0.8%
(Changes) Number of customers	-	-	-	-	8	0.5%	-	-	-	-
(Changes) Impact of temperature	-	-	-	-	43	2.5%	-	-	-	-
(Changes) Others	-	-	-	-	-28	-1.6%	-	-	-	-
Non-residential	5,148	4,925	4,985	4,952	-223	-4.3%	-59	-1.2%	27	0.6%
(Changes) Demand development	-	-	-	-	75	1.5%	-	-	-	-
(Changes) Impact of temperature	-	-	-	-	27	0.5%	-	-	-	-
(Changes) Capacity utilization of facilities	-	-	-	-	-183	-3.6%	-	-	-	-
(Changes) Individual factor	-	-	-	-	-130	-2.5%	-	-	-	-
(Changes) Others	-	-	-	-	-11	-0.2%	-	-	-	-
Number of units for gas supply (thousands)	5,004	5,048	-	-	44	0.9%	-	-	-	-
Electricity sales volume (GWh) ^{*4}	15,883	15,308	15,620	15,964	-576	-3.6%	-313	-2.0%	656	4.3%
Retail	6,390	6,858	-	-	468	7.3%	-	-	-	-
Wholesale, etc.	9,493	8,450	-	-	-1,043	-11.0%	-	-	-	-
Number of low-voltage electricity supply (thousands)	1,707	1,835	-	-	127	7.5%	-	-	-	-

*1 The total number of gas customer accounts of Osaka Gas, its Japanese subsidiaries, and companies accounted for using the equity method. (excluding some wholesale customer accounts)

*2 The total number of low-voltage electricity customer accounts of Osaka Gas, its Japanese subsidiaries, companies accounted for using the equity method, etc.

*3 45 MJ/m³

*4 Gas sales volume and electricity sales volume reflect the estimated usage amount for the period between the last meter reading day in the account closing month and the account closing date, as the revenue for gas sales and electricity sales are estimated and recorded based on the Implementation Guidance on Accounting Standard for Revenue Recognition.

7. Reference Data
(Crude oil price, Exchange rate)

		Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
FY2023.3	Crude oil price (JCC) (USD / bbl)	108.2	107.8	116.9	116.4	112.5	110.9	106.0	100.5	95.0	88.3	87.9	85.4
	Exchange rate (JPY / USD)	126.0	128.8	133.9	136.8	135.2	143.1	147.2	142.5	135.1	130.4	132.8	133.9
FY2024.3	Crude oil price (JCC) (USD / bbl)	83.5	86.5	82.1	80.5	82.2	86.6	92.8	93.9	90.2	85.8	83.6	83.0
	Exchange rate (JPY / USD)	133.4	137.4	141.3	141.3	144.8	147.7	149.6	150.0	144.1	146.7	149.5	149.7

(Sales-related Results (Quarterly results))

	FY2023.3				FY2024.3				FY2023.3 →FY2024.3 Changes							
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Gas sales volume (million m ³) ^{*1,2}	1,664	3,220	4,931	6,845	1,535	3,041	4,670	6,646	-129	-7.7%	-179	-5.5%	-261	-5.3%	-199	-2.9%
Residential	390	589	1,096	1,697	376	583	1,044	1,721	-14	-3.7%	-7	-1.1%	-53	-4.8%	24	1.4%
(Changes) Number of customers	-	-	-	-	-	-	-	-	-0	-0.1%	1	0.1%	3	0.7%	8	0.5%
(Changes) Impact of temperature	-	-	-	-	-	-	-	-	-3	-0.9%	-10	-1.6%	-15	-3.8%	43	2.5%
(Changes) Others	-	-	-	-	-	-	-	-	-11	-2.7%	2	0.4%	-2	-0.6%	-28	-1.6%
Non-residential	1,274	2,630	3,834	5,148	1,160	2,459	3,626	4,925	-115	-9.0%	-172	-6.5%	-209	-5.4%	-223	-4.3%
(Changes) Demand development	-	-	-	-	-	-	-	-	11	0.8%	30	1.1%	51	4.0%	75	1.5%
(Changes) Impact of temperature	-	-	-	-	-	-	-	-	-1	-0.1%	6	0.2%	12	0.9%	27	0.5%
(Changes) Capacity utilization of facilities	-	-	-	-	-	-	-	-	-48	-3.7%	-78	-3.0%	-150	-11.7%	-183	-3.6%
(Changes) Individual factor	-	-	-	-	-	-	-	-	-76	-5.9%	-96	-3.6%	-112	-8.8%	-130	-2.5%
(Changes) Others	-	-	-	-	-	-	-	-	-1	-0.1%	-34	-1.3%	84	6.6%	-11	-0.2%
Number of units for gas supply (thousands)	5,004	4,989	4,997	5,004	5,024	5,020	5,037	5,048	20	0.4%	32	0.6%	41	0.8%	44	0.9%
Electricity sales volume (GWh) ^{*2}	3,391	7,668	11,487	15,883	2,860	7,001	10,713	15,308	-531	-15.7%	-666	-8.7%	-774	-6.7%	-576	-3.6%
Retail	1,216	3,082	4,579	6,390	1,272	3,291	4,828	6,858	56	4.6%	209	6.8%	249	5.4%	468	7.3%
Wholesale, etc	2,175	4,585	6,909	9,493	1,588	3,710	5,885	8,450	-587	-27.0%	-875	-19.1%	-1,024	-14.8%	-1,043	-11.0%
Number of low-voltage electricity supply (thousands)	1,649	1,670	1,685	1,707	1,743	1,761	1,811	1,835	94	5.7%	91	5.4%	126	7.5%	127	7.5%

*1 45MJ/m³

*2 Gas sales volume and electricity sales volume reflect the estimated usage amount for the period between the last meter reading day in the account closing month and the account closing date, as the revenue for gas sales and electricity sales are estimated and recorded based on the Implementation Guidance on Accounting Standard for Revenue Recognition.

(Average temperature of Osaka city)

		Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
FY2023.3	Average temperature (°C)	16.8	20.0	24.4	28.4	29.5	26.2	19.0	15.2	7.9	6.5	7.0	13.0
FY2024.3	Average temperature (°C)	15.9	20.0	23.8	28.9	29.9	27.9	19.3	14.4	9.3	7.1	8.4	9.5

Disclaimer

Certain statements contained herein are forward-looking statements which reflect our judgement based on information so far available. Actual results may differ materially from those discussed in such statements. Among the factors that could cause actual results to differ materially are: economic trends in Japan, sharp fluctuations in exchange rate and crude oil prices, and extraordinary weather conditions. This document has been translated from the Japanese original for reference purpose only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.