

# Business Plan for FY2020.3 of Daigas Group

March 7, 2019  
Osaka Gas Co., Ltd.

## 1. Priority Issues in FY2020.3

In FY2020.3, as the third year of the "Medium-term Management Plan 2020", in order to realize what we aim to be in FY2021.3 and to lead sustainable growth ahead, we will continue to promote growth investment in International Energy business and Life & Business Solutions business and further develop proposals combining energy, such as gas, electricity, and various value added services.

We will further reinforce our business foundations so that our customers will be able to use gas, electric power and our various services with greater peace of mind, in light of the many natural disasters that occurred in the previous year including the earthquake occurred in northern Osaka.

## 2. Financial Plan

In FY2020.3, we planned for consolidated net sales of 1,426 billion yen, operating profit of 91 billion yen, ordinary profit of 81 billion yen and profit attributable to owners of parent of 55 billion yen.

	Consolidated			Non-consolidated		
	FY2019.3 forecasts (billion yen)	FY2020.3 plan (billion yen)	Rate of change (%)	FY2019.3 forecasts (billion yen)	FY2020.3 plan (billion yen)	Rate of change (%)
Net sales	1,381.0	1,426.0	+3.3	1,111.5	1,138.0	+2.4
Operating profit	63.0	91.0	+44.4	27.0	53.0	+96.3
Ordinary profit	61.5	81.0	+31.7	38.0	56.5	+48.7
Profit attributable to owners of parent*	30.5	55.0	+80.3	27.0	43.0	+59.3
EBITDA	158.5	180.0	+13.6	---	---	---
SVA	4.2	25.4	---	5.8	19.0	---
ROA	1.6%	2.6%	---	---	---	---
ROE	3.1%	5.4%	---	---	---	---

\*"Profit" for Non-consolidated results

< FY 2020.3 earnings plans are based on following assumptions. >

Crude oil price (all-Japan CIF price): 65 dollars per barrel

Exchange rate: 110 yen per dollar

### 3. Gas Sales Volume and Electricity Sales Volume Plan

In FY2020.3, we planned for non-consolidated gas sales volume of 7,560 million m<sup>3</sup> (a decrease of 4.2% compared with FY2019.3 (forecasts)) and consolidated electricity sales volume of 12,148 GWh (an increase of 4.1% compared with FY2019.3 (forecasts)).

[Gas sales volume (Non-consolidated)]		calculated based on 45MJ/m <sup>3</sup>
Residential	1,824 million m <sup>3</sup>	(-3.7%)
Non residential	5,736 million m <sup>3</sup>	(-4.3%)
Total gas sales volume	7,560 million m <sup>3</sup>	(-4.2%)
(Consolidated) Gas sales volume		7,599 million m <sup>3</sup> (-4.1%)

[Consolidated electricity sales volume (Domestic)]	
Total	12,148 GWh (+4.1%)

Figures in parentheses represent rate of changes compared with FY 2019.3 forecasts.

### 4. Investment Plan

In FY2020.3, we planned for investment of 246 billion yen on a consolidated basis.

	Investment amount
Investment for quality improvement	66 billion yen
Domestic Energy	50 billion yen
International Energy	87 billion yen
Life & Business Solutions	43 billion yen
Investment for growth	180 billion yen
Total investment	246 billion yen