

Financial results for FY ended 3/2017  
&  
Financial forecasts for FY ending 3/2018

April 28, 2017

The Kansai Electric Power Co., Inc.

Financial forecasts are subject to change depending upon the changes of business environments and other conditions.

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## 【 FY 2016 Earnings Results 】

**: Both consolidated and non-consolidated corporate earnings posted decreases in revenues and income.**

**(Remained in surplus for the second consecutive year.)**

- Income: Decreased electricity sales, falling adjusted fuel cost unit price and other factors pushed down revenues.
  - Expenses: Thorough streamlining of business, coupled with falling fuel prices and stronger yen, pushed down thermal fuel cost.
- Being unable to resume operation of nuclear power plants, decreased electricity sales and other factors have created harsh business environment.  
We will continuously persevere in maximum efforts to thoroughly streamline business and strive to resume nuclear power plants safety of which haven been confirmed as soon as possible, even just a day sooner.

## 【 FY 2017 Earnings forecast】

**: Not yet determined**

- Both operating revenues and income are left undetermined since currently we cannot forecast our earnings based on certain assumptions, mainly because our nuclear power plants have not resumed operation yet.

# Financial highlights

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(billion yen)	Consolidated (a)			Non-consolidated (b)			(a)/(b)	
	4/16-3/17	4/15-3/16	Change	4/16-3/17	4/15-3/16	Change	4/16-3/17	4/15-3/16
<b>Operating revenues</b>	3,011.3	3,245.9	-234.5 (-7.2%)	2,614.4	2,868.2	-253.8 (-8.9%)	1.15	1.13
<b>Operating income</b>	217.7	256.7	-38.9 (-15.2%)	164.5	208.5	-44.0 (-21.1%)	1.32	1.23
<b>Ordinary income (*2)</b>	196.1	241.6	-45.5 (-18.8%)	143.7	200.1	-56.4 (-28.2%)	1.36	1.21
<b>Net income(*3)</b>	140.7	140.8	- (-)	103.0	118.5	-15.4 (-13.1%)	1.37	1.19

(billion yen)	Consolidated			Non-consolidated		
	Mar.31, 2017	Mar.31, 2016	Change	Mar.31, 2017	Mar.31, 2016	Change
<b>Interest-bearing debt</b>	3,821.5	3,938.2	-116.7 (-3.0%)	3,401.0	3,496.5	-95.4 (-2.7%)
<b>Equity ratio</b>	19.3%	15.9%	+3.4%	14.7%	11.5%	+3.2%

\*1 ( ) : Changes from the previous term, %

\*2 Ordinary income means income before provision for (reversal of) reserve for fluctuation in water level, special items and income taxes and minority interests.

\*3 The consolidated net income means the net income attributable to owners of the parent company.

**[Dividend for FY ended 3/17]**

	Interim	Year-end	Annual
<b>Dividend per share</b>	¥ 0	¥ 25	¥ 25

# Major factors (non-consolidated)

4

## <Major factors>

	4/16-3/17	4/15-3/16	Change
<b>Electricity sales (TWh)</b>	121.5(95.3)	127.5(94.8)	-6.0
<b>Residential</b>	43.7(99.2)	44.1(96.1)	-0.4
<b>Commercial and Industrial</b>	77.8(93.2)	83.5(94.2)	-5.7
<b>Nuclear capacity factor (%)</b>	0.0	1.0	-1.0
<b>Water run-off ratio(%)</b>	99.1	112.9	-13.8
<b>All Japan CIF crude oil price (\$/barrel)</b>	47.5	48.8	-1.3
<b>Exchange rate [TTM] (yen/\$)</b>	108	120	-12
<b>Interest rate [long-term prime rate] (%)</b>	0.95	1.11	-0.16

## <Sensitivity of major factors>

(billion yen)	4/16-3/17	4/15-3/16
<b>Nuclear capacity factor per 1%</b>	4.6	6.2
<b>Water run-off ratio per 1%</b>	0.9	1.2
<b>All Japan CIF crude oil price per \$1/barrel</b>	6.8	9.8
<b>Exchange rate [TTM] per ¥1/\$</b>	5.5	6.6
<b>Interest rate [long-term prime rate] per 1%</b>	6.7	5.3

- Sensitivity of major factors are subject to change if the rapid and drastic changes of major factors happen.

\* (    ) : Changes from the previous term, %

# Non-consolidated statements of operations

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(billion yen)	4/16-3/17	4/15-3/16	Change	Breakdown
<b>Ordinary revenues (Operating revenues)</b>	2,653.4 (2,614.4)	2,913.3 (2,868.2)	-259.9 (-253.8)	
Electricity sales	2,296.6	2,594.0	-297.3	<ul style="list-style-type: none"> <li>• Decrease in electricity sales volume -114.0</li> <li>• Decrease in revenue per kWh due to fuel cost adjustment charges -308.0</li> <li>• Increase in revenue per kWh due to the effects of rate revisions +70.0</li> <li>• Increase in revenue per kWh due to renewable energy power promotion surcharge +63.6</li> </ul>
Others	356.7	319.3	+37.4	<ul style="list-style-type: none"> <li>• Wheeling revenues +36.6</li> <li>• Grant under act on purchase of renewable energy sourced electricity +28.0</li> <li>• Non-electric business -16.8</li> </ul>
<b>Ordinary expenses</b>	2,509.6	2,713.2	-203.5	
Personnel	204.6	196.7	+7.9	
Fuel	523.5	710.3	-186.7	• Fossil-fuel costs -185.9
Backend expenses of nuclear power	32.2	37.6	-5.4	
Maintenance	189.5	185.3	+4.2	
Taxes other than income taxes	148.4	148.0	+0.3	
Depreciation	277.4	281.7	-4.3	
Purchased power	461.6	493.5	-31.9	<ul style="list-style-type: none"> <li>• From other utility companies -28.2</li> <li>• From other non-utility companies -3.6</li> </ul>
Interest expenses	42.9	46.7	-3.8	
Other	629.1	612.9	+16.2	<ul style="list-style-type: none"> <li>• Levy under act on purchase of renewable energy sourced electricity +63.6</li> <li>• Non-electric business -6.2</li> </ul>
<b>Ordinary income</b>	143.7	200.1	-56.4	
<b>Provision for or reversal of reserve for fluctuation in water levels</b>	-1.0	19.7	-20.8	
<b>Income taxes</b>	41.6	61.8	-20.1	
<b>Net Income</b>	103.0	118.5	-15.4	

# Consolidated statements of operations

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(billion yen)	4/16-3/17	4/15-3/16	Change	Breakdown
<b>Ordinary revenues (Operating revenues)</b>	3,068.1 (3,011.3)	3,295.4 (3,245.9)	-227.3 (-234.5)	
<b>Electric operating revenues</b>	2,556.5	2,795.7	-239.1	•Decrease in electricity sales revenues -297.3 •Grant under act on purchase of renewable energy sourced electricity +28.0
<b>Other operating revenues</b>	454.7	450.1	+4.6	
<b>Non-operating revenues</b>	56.8	49.5	+7.2	
<b>Ordinary expenses</b>	2,872.0	3,053.8	-181.7	
<b>Electric operating expenses</b>	2,394.7	2,598.1	-203.4	•Fuel costs -186.7
<b>Other operating expenses</b>	398.8	391.0	+7.8	
<b>Non-operating expenses</b>	78.4	64.6	+13.8	
<b>Ordinary income</b>	196.1	241.6	-45.5	
<b>Provision for or reversal of reserve for fluctuation in water levels</b>	-1.0	19.7	-20.8	
<b>Income taxes</b>	56.3	80.3	-24.0	
<b>Net income (*)</b>	140.7	140.8	-	
<b>Comprehensive income</b>	143.1	142.0	+1.1	

\* The consolidated net income means the net income attributable to owners of the parent.

# Segment information

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( ):Changes from the previous term

(billion yen)	Reportable segments				Other	Total	Eliminations/ Corporate	Consolidated
	Comprehensive Energy/Power transmission and distribution business			IT/ commun ications				
	Electric power	Gas/ Other energies	Subtotal					
Operating revenues	2,569.4 (-236.9)	117.4 (-6.2)	2,686.9 (-243.2)	226.8 (+8.5)	405.9 (-7.2)	3,319.6 (-241.9)	-308.3 (+7.4)	3,011.3 (-234.5)
Operating revenues (external transactio ns)	2,556.5 (-239.1)	93.2 (-11.0)	2,649.8 (-250.2)	185.6 (+10.8)	175.8 (+4.8)	3,011.3 (-234.5)	—	3,011.3 (-234.5)
Operating income	165.2 (-33.3)	6.0 (-9.2)	171.2 (-42.6)	19.4 (+2.1)	25.3 (+1.5)	216.1 (-38.9)	1.5 (-)	217.7 (-38.9)

Breakdown of changes in Gas/Other energies  
Operating revenues(external transactions)  
Operating income  
: Decrease in sales price(gas)

Breakdown of changes in IT/communications  
Operating revenues(external transactions)  
: Increase in FTTH and MVNO subscribers and  
Increase attributable to starting retail  
electricity sales service  
Operating income  
: Increase in FTTH subscribers

[Changes in Segmentation after 1Q of 2016]

- Segment has been changed from "Other" to "Gas/Other energies" for KEPCO's gas supply business and Kanden Energy Solution, etc.
- Total sum of "Electric power" and "Gas/Other energies" is represented as "Comprehensive Energy/Power transmission and distribution business."



# Consolidated balance sheets

(billion yen)	Mar.31, 2017	Mar.31, 2016	Change	Breakdown
<b>Assets</b>	6,853.1	7,412.4	-559.2	<ul style="list-style-type: none"> <li>•Capital expenditures +344.0</li> <li>•Depreciation and amortization -368.7</li> <li>•Decrease of reserve fund for reprocessing of irradiated nuclear fuel (*1) -526.0</li> </ul>
<b>Liabilities</b>	5,508.4	6,210.6	-702.1	<ul style="list-style-type: none"> <li>•Interest bearing debt -116.7</li> <li>•Decrease of reserve for reprocessing of irradiated nuclear fuel (*1) -558.2</li> </ul>
<b>Net assets</b>	1,344.6	1,201.8	+142.8	<ul style="list-style-type: none"> <li>•Net income(*2) +140.7</li> </ul>

(\*1)Due to withdrawal of reserve fund for reprocessing of irradiated nuclear fuel and reserve for reprocessing of irradiated nuclear fuel because reserve fund for reprocessing of irradiated nuclear fuel was funded to Nuclear Reprocessing Organization of Japan following the enforcement of “Act to Amend a Part of Irradiated Nuclear Fuel Reprocessing Fund Act” and “Ordinance to Amend a Part of Electricity Business Accounting Regulation, etc.” on October 1, 2016.

(\*2)The consolidated net income means the net income attributable to owners of the parent.

## <Earnings Forecast>

Regarding earnings forecast for FY 2017, both operating revenues and income are left undetermined since currently we cannot forecast our earnings based on certain assumptions, mainly because our nuclear power plants have not resumed operation yet.

The forecasts for FY 2017 will be disclosed as soon as it becomes available.

## <Dividend Forecast>

Payment of dividends for FY 2017 is not yet determined as we are in a situation where we have to leave our earnings forecast undetermined.

# Appendix

# Electricity sales

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[FY2016 comparison with the previous year]

(GWh)

	4/16- 6/16	7/16- 9/16	10/16- 12/16	1/17- 3/17	FY 3/17 Result	Explanation of increase and decrease for FY 3/17
Residential	9,585 (96.4)	11,165 (102.1)	9,626 (100.7)	13,313 (97.8)	43,689 (99.2)	Despite an increase in cooling demand due to higher temperatures in summer than the previous year, electricity sales decreased due mainly to a decline in contract power.
Commercial and Industrial	18,958 (91.5)	21,692 (94.0)	18,562 (94.4)	18,598 (92.9)	77,811 (93.2)	
Total	28,543 (93.1)	32,856 (96.6)	28,189 (96.5)	31,912 (94.9)	121,500 (95.3)	

\* Figures in ( ) are year-on-year %.

[Average monthly temperature]

(°C)

	Apr.	May.	Jun.	Jul.	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Actual	16.6	21.2	23.3	28.0	29.5	25.8	20.3	13.4	9.4	6.2	6.3	9.2
Year-on- year change	+0.7	-0.3	+0.4	+1.0	+0.9	+2.6	+1.3	-1.8	-0.7	-0.6	-1.1	-1.6
Anomaly	+1.5	+1.5	-0.2	+0.6	+0.7	+0.8	+1.3	-0.2	+0.8	+0.2	-	-0.2

[Outlook for FY 2017 electricity sales]

At this moment we cannot present any outlook for FY 2017 electricity sales, because movement for price reduction will affect the contract renewal of major customers and switching supplier by customers in the residential and other segments.

# Non-consolidated balance sheets

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(billion yen)	Mar. 31, 2017	Mar. 31, 2016	Change	Breakdown
<b>Assets</b>	5,834.9	6,433.0	-598.1	<ul style="list-style-type: none"> <li>•Capital expenditures +232.4</li> <li>•Depreciation and amortization -279.6</li> <li>•Decrease of reserve fund for reprocessing of irradiated nuclear fuel (*)-526.0</li> </ul>
<b>Liabilities</b>	4,976.4	5,691.0	-714.6	<ul style="list-style-type: none"> <li>•Interest bearing debt -95.4</li> <li>•Decrease of reserve for reprocessing of irradiated nuclear fuel (*)-558.2</li> </ul>
<b>Net assets</b>	858.4	742.0	+116.4	<ul style="list-style-type: none"> <li>•Net income +103.0</li> </ul>

(\*)Due to withdrawal of reserve fund for reprocessing of irradiated nuclear fuel and reserve for reprocessing of irradiated nuclear fuel because reserve fund for reprocessing of irradiated nuclear fuel was funded to Nuclear Reprocessing Organization of Japan following the enforcement of "Act to Amend a Part of Irradiated Nuclear Fuel Reprocessing Fund Act" and "Ordinance to Amend a Part of Electricity Business Accounting Regulation, etc." on October 1, 2016.

# Consolidated statements of cash flows

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(billion yen)	4/16-3/17	4/15-3/16	Change	Breakdown
<b>Operating activities</b>	485.6	595.1	-109.4	<ul style="list-style-type: none"> <li>· Decrease in electricity sales revenues -305.8</li> <li>· Decrease in fossil-fuel costs +185.4</li> </ul>
<b>Investing activities</b>	-345.7	-390.8	+45.1	<ul style="list-style-type: none"> <li>· Decrease in expenses purchase of property +55.2</li> </ul>
<b>(Free cash flows)</b>	(139.9)	(204.2)	(-64.3)	
<b>Financing activities</b>	-130.3	-382.4	+252.0	<ul style="list-style-type: none"> <li>· Decrease in the amount of reduction of interest-bearing debt +252.1</li> <li>(4/15-3/16: -377.1 ⇒ 4/16-3/17: -125.0)</li> </ul>

# Profit and loss by business segment

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(billion yen)			4/16-3/17	4/15-3/16	Change	Breakdown
Comprehensive Energy / Power Transmission and Distribution	Electric Power	Operating revenues (external transactions)	2,556.5	2,795.7	-239.1	
		Ordinary income	144.4	190.2	-45.7	
	Gas/ Other energies	Operating revenues (external transactions)	93.2	104.2	-11.0	•Decrease in sales price(gas)
		Ordinary income	6.2	17.9	-11.6	
	Total	Operating revenues (external transactions)	2,649.8	2,900.0	-250.2	
		Ordinary income	150.7	208.1	-57.3	
IT/Communications		Operating revenues (external transactions)	185.6	174.8	+10.8	• Increase in FTTH and MVNO subscribers • Increase attributable to starting retail electricity sales service
		Ordinary income	18.3	15.1	+3.2	• Increase in FTTH subscribers
Real Estate/Life		Operating revenues (external transactions)	95.5	95.6	—	•Decrease in depreciation cost of real estate business
		Ordinary income	12.8	11.0	+1.8	
Other		Operating revenues (external transactions)	80.7	75.8	+4.8	•Increase in construction order receipt
		Ordinary income	23.5	25.4	-1.8	•Decrease of regular inspection at power stations

\* Figures in this page are before eliminations, and excluding exchange gain or loss unrealized.

<Reference>

(billion yen)			4/16-3/17	4/15-3/16	Change	Breakdown
International Business		Profit	-1.0	2.5	-3.5	• Decrease in dividend income • Increase of development expense

# Prospective profit and loss by business segment

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(billion yen)			4/17-3/18 (Forecasts)	4/16-3/17 (Results)	Change	Breakdown
Comprehensive Energy / Power Transmission and Distribution	Electric Power	Operating revenues (external transactions)	–	2,556.5	–	
		Ordinary income	–	144.4	–	
	Gas/ Other energies	Operating revenues (external transactions)	123.0	93.2	+29.8	•Increase in sales volume (gas)
		Ordinary income	6.0	6.2	-0.2	•Increases in depreciation and sales promotional costs
	Total	Operating revenues (external transactions)	–	2,649.8	–	
		Ordinary income	–	150.7	–	
IT/Communicat ions		Operating revenues (external transactions)	198.0	185.6	+12.4	• Increases in FTTH, MVNO and retail electricity service customers
		Ordinary income	16.0	18.3	-2.3	• Increases in MVNO and retail electricity service costs • Increase in office relocation cost
Real Estate/Life		Operating revenues (external transactions)	107.0	95.5	+11.5	• Increase in wholesale of condominiums to other business operators • Increase attributable to the inclusion of a nursing care company in the scope of consolidation as a subsidiary
		Ordinary income	9.0	12.8	-3.8	• Increase in costs for acquisition of new buildings and opening businesses
Other		Operating revenues (external transactions)	–	80.7	–	
		Ordinary income	–	23.5	–	

\* Figures in this page are before eliminations, and excluding exchange gain or loss unrealized.

## <Reference>

(billion yen)			4/17-3/18 (Forecasts)	4/16-3/17 (Results)	Change	Breakdown
International Business	Profit		0	-1.0	+1.0	• Increase in dividend income



# Interest-bearing debt (non-consolidated)

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(billion yen)	Mar. 31, 2017	Mar. 31, 2016	Change (*)
<b>Bonds</b>	1,322.6	1,402.6	-79.9 (+ 180.0,-260.0)
<b>Borrowings</b>	1,964.3	2,093.8	-129.4 (+ 460.5,-589.9)
<b>Long-term</b>	1,834.3	1,963.8	-129.4 (+ 200.5,-329.9)
<b>Short-term</b>	130.0	130.0	— (+ 260.0,-260.0)
<b>Commercial paper</b>	114.0	—	+114.0 (+ 380.0,-266.0)
<b>Interest-bearing debt</b>	3,401.0	3,496.5	-95.4

<b>Interest rate (%)</b> (as of fiscal year-end)	1.09	1.23	-0.14
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(\*) +(plus) in the bracket means financing, -(minus) in the bracket means repayment.

# Actual supply and demand (Sending end)

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(GWh)		4/16- 3/17	Composition ratio	4/15- 3/16	Composition ratio	Change
K E P C O	Hydro	13,362	14%	14,780	15%	-1,418
	Thermal	81,523	86%	83,705	85%	-2,181
	Nuclear	-440	0%	310	0%	-750
	New energy sources	93	0%	88	0%	+5
	KEPCO Total	94,537	100%	98,883	100%	-4,345
Other-utility companies		34,839		36,821		-1,981
Captive use by hydropower		-1,653		-1,063		-590
Total		127,724		134,641		-6,916

\*1 Some rounding errors may be observed.

\*2 "Other-utility companies" does not include imbalance electric energy, which is not yet determined as at the end of the term.

## [Maintenance Costs]

(Billion yen)	4/16-3/17	4/15-3/16	Change	Breakdown	
<b>Power sources</b>	89.0	91.1	-2.0	Thermal Hydro	-3.4 +1.8
<b>Distribution</b>	97.8	91.4	+6.4	Power distribution	+5.5
<b>Other</b>	2.6	2.8	-0.1		

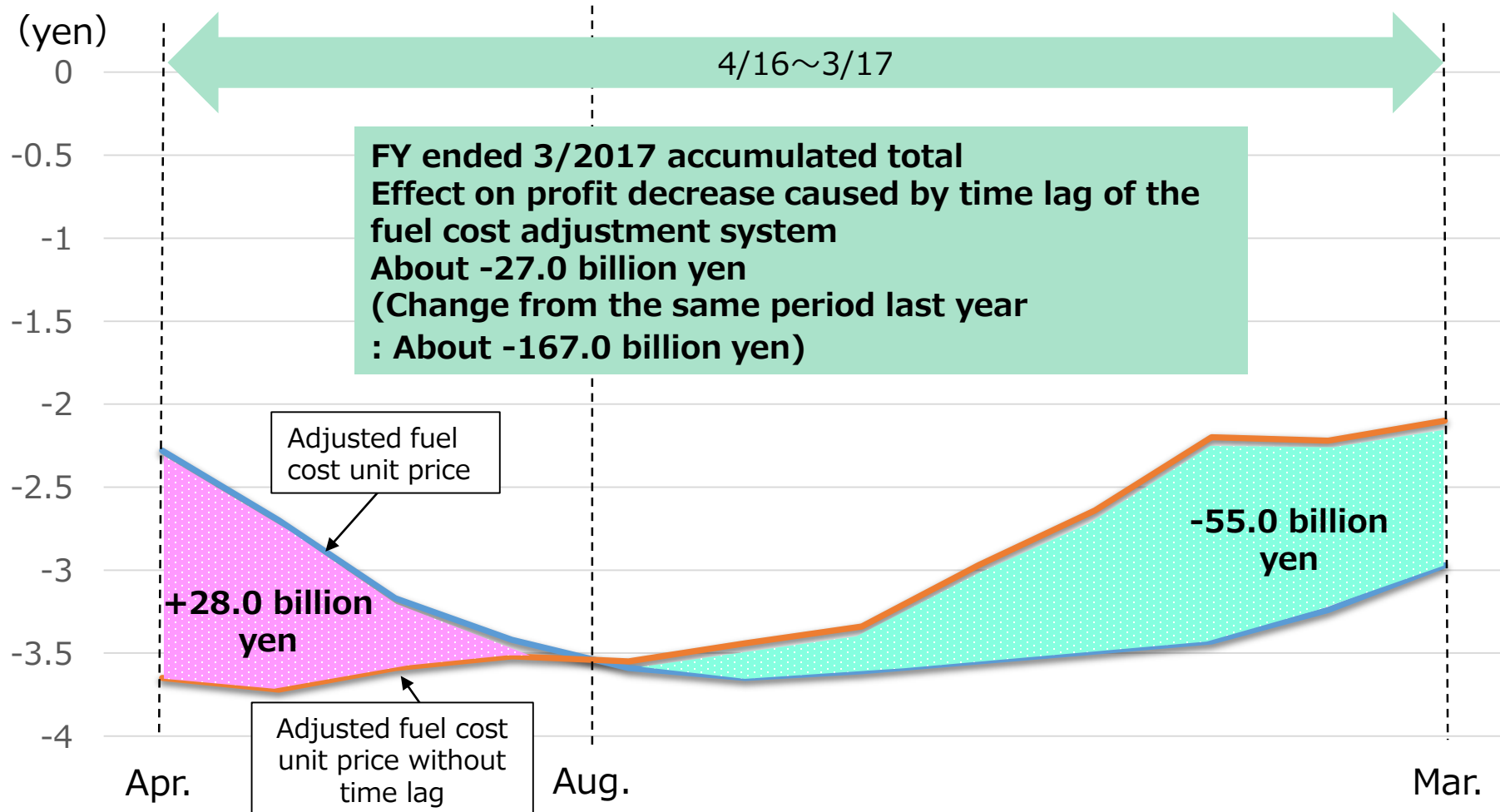
## [Depreciation]

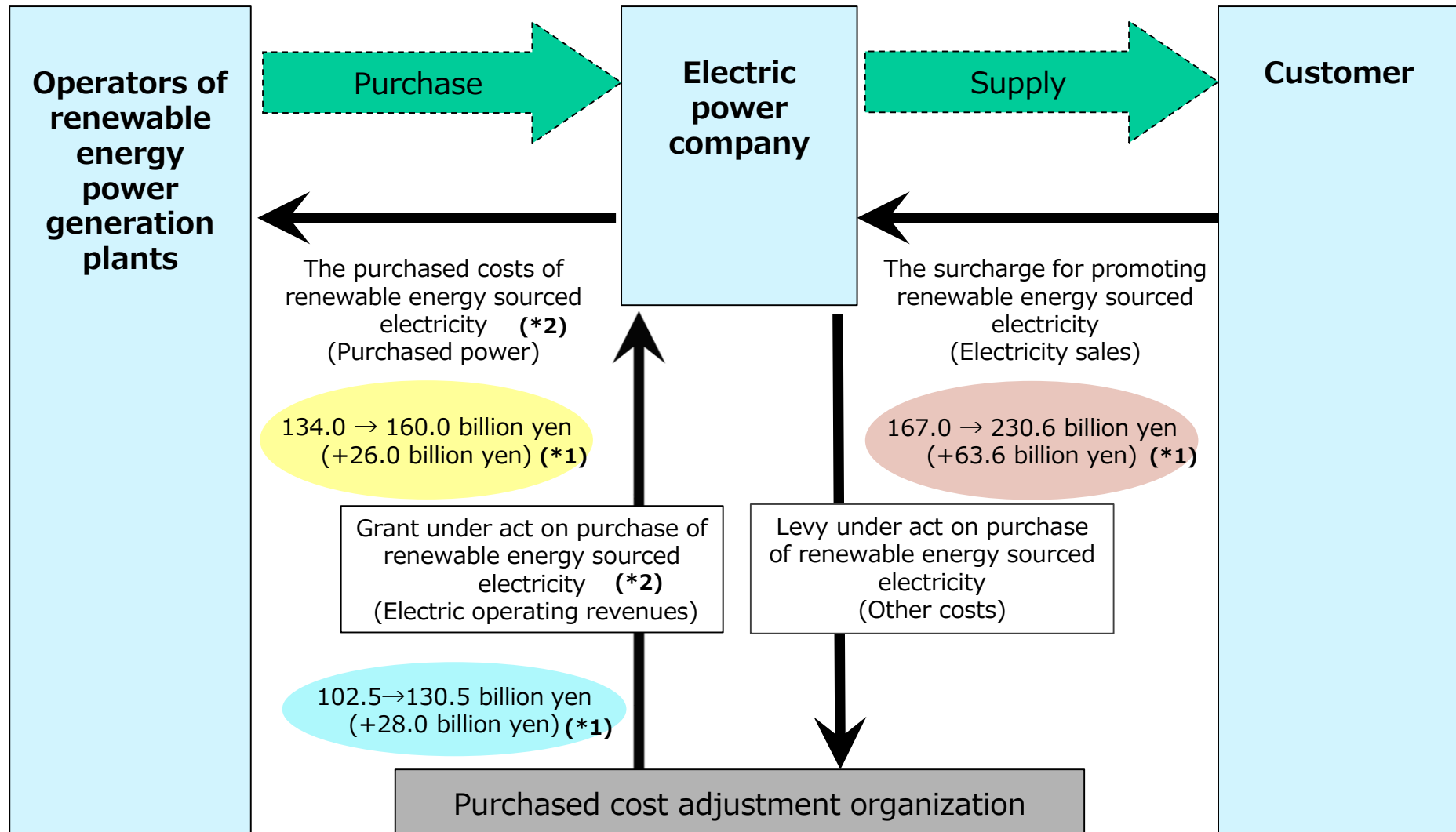
(Billion yen)	4/16-3/17	4/15-3/16	Change	Breakdown	
<b>Power sources</b>	131.0	131.0	—		
<b>Distribution</b>	131.4	135.0	-3.5	Power transmission Power distribution	-2.1 -1.4
<b>Other</b>	15.0	15.7	-0.6		

# Time lag from the fuel cost adjustment system

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- The fuel cost adjustment system is a mechanism utilized to reflect, in the electricity rates, the impact of fluctuations in the exchange rate and the market price of fuel on thermal fuel costs.
- The fluctuation in each month's fuel price is reflected in the adjusted fuel cost unit price with a 3 to 5 month time lag. A disparity (time lag) will therefore occur in the timing at which the fuel costs and the adjusted fuel cost unit price are reflected, and can thus be a factor in a temporary increase or decrease in income.





\*1 FY ended 3/2016 → FY ended 3/2017 (changes from the previous year)

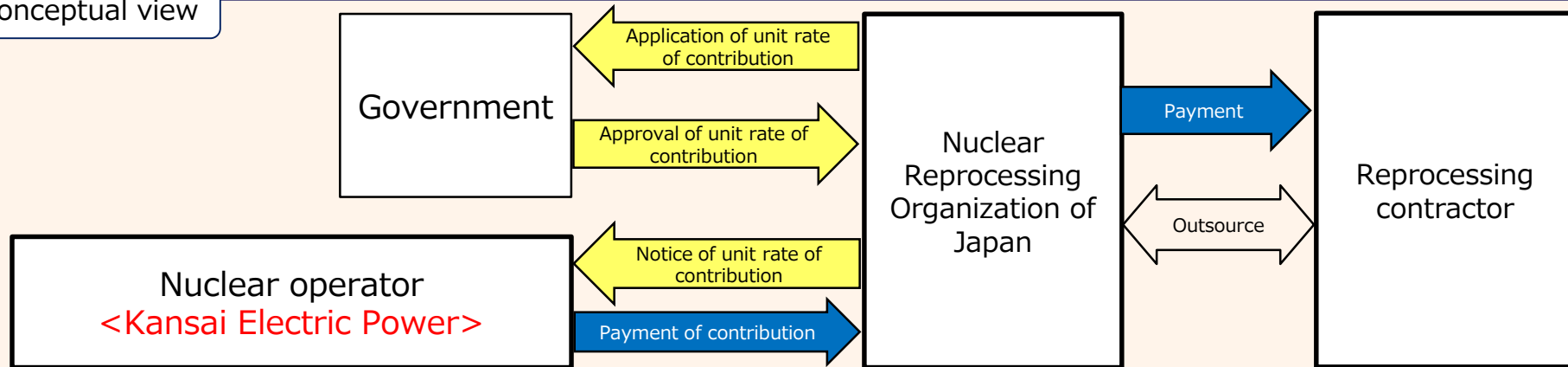
\*2 Difference between purchased costs of renewable energy sourced electricity and grant under act on purchase of renewable energy sourced electricity is subtracting avoidable costs.

# Outline of contribution scheme for irradiated nuclear fuel reprocessing

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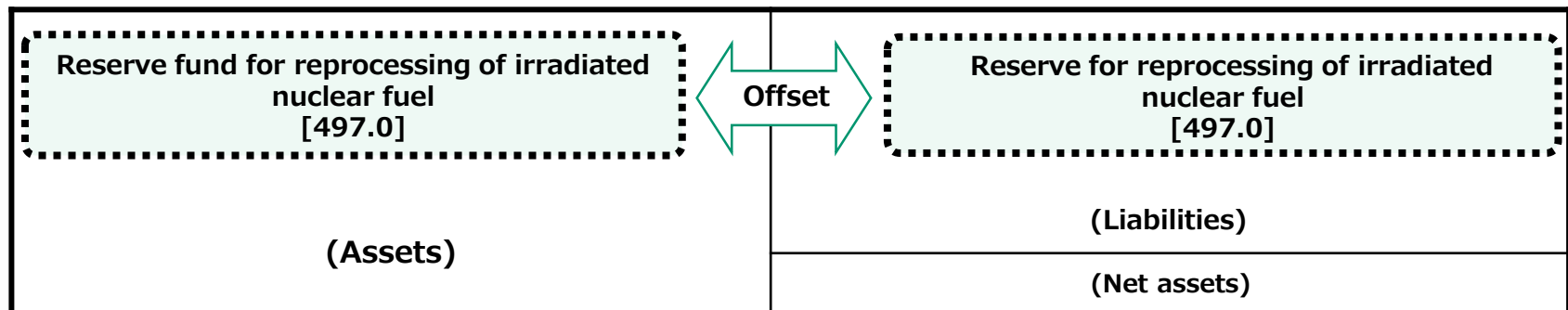
- On October 1, 2016, “Act to Amend a Part of Irradiated Nuclear Fuel Reprocessing Fund Act” was enforced and traditional deposit scheme was shifted to contribution scheme.
- A nuclear operator shall pay contribution of fund required for reprocessing, etc. to Nuclear Reprocessing Organization of Japan according to amount of irradiated nuclear fuels from power generation.
- Nuclear Reprocessing Organization of Japan shall perform reprocessing of irradiated nuclear fuels, etc. against contribution paid by a nuclear operator.

## Conceptual view

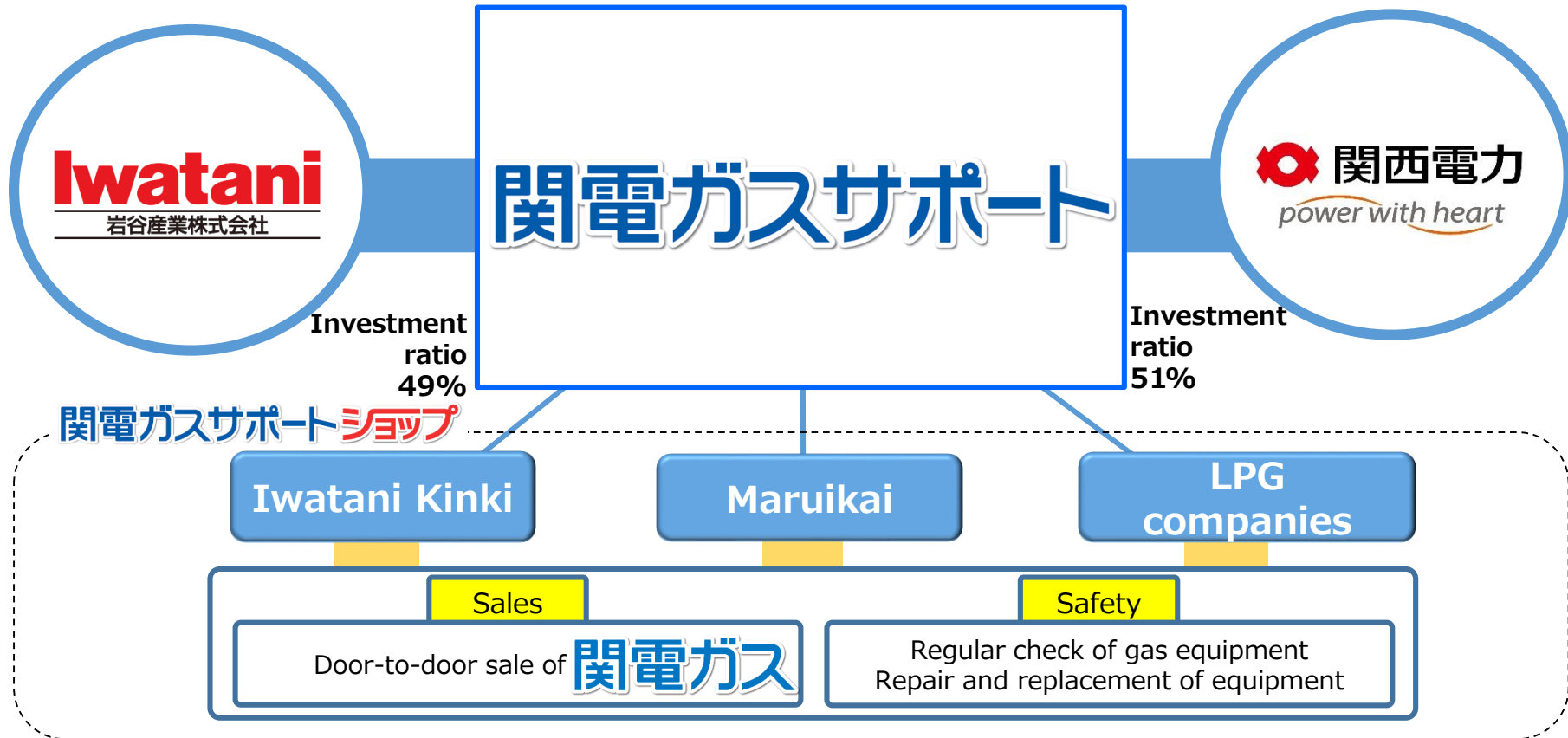


## Influence of payment of deposit due to change of scheme to balance sheet

([ ] unit: billion yen)











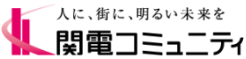


On January 27, 2017, jointly with Iwatani Corporation, we established “ 関電ガスサポート (Kanden Gas Support Co., Inc.)” that provides our customers with total support from the sale of “ 関電ガス (Kanden gas)” to security, including equipment repair and repurchase.



A system comprising approx. 80 関電ガス (Kanden gas) distribution outlets and more than 300 sales staff has been put in place.

Having agreed on business alliance for sales with 14 companies and organizations, we have started sales activities sequentially.

Name of companies and organizations	Founded	Head Office Address	Main Business
Iwatani Corporation 	February 1945	Osaka City, Osaka Prefecture	Energy, industrial gas, machinery, materials, etc.
KDDI Corporation 	June 1984	Chiyoda-Ku, Tokyo	Mobile communications, fixed communications, content business, etc.
Osaka Prefecture Electric Products Association 	August 1961	Osaka City, Osaka Prefecture	Support of sales, business operation, etc. of regional electric products shops which locate in Osaka Prefecture, Kyoto Prefecture, Shiga Prefecture, Nara Prefecture, Hyogo Prefecture and Wakayama Prefecture and engage in sales of home appliances, etc..
Kyoto Prefecture Electric Products Association 	December 1961	Kyoto City, Kyoto Prefecture	
Electrical Products Association of Shiga 	January 1962	Moriyama City, Shiga Prefecture	
Nara Prefecture Electric Products Association 	December 1961	Tenri City, Nara Prefecture	
Hyogo Prefecture Electric Products Association 	March 1960	Kobe City, Hyogo Prefecture	
Wakayama Prefecture Electric Products Association 	June 1962	Wakayama City, Wakayama Prefecture	
Chuo Electric Power Co., Ltd. 	November 1994	Osaka City, Osaka Prefecture	Electric power supply for collective housing, electric power retail service, etc.
Toyo Tec Co., Ltd. 	January 1966	Osaka City, Osaka Prefecture	Guard of machinery, home security, guard of transport, guard of facilities, entrusted management works, etc.
Kanden E House Corporation *	July 2000	Osaka City, Osaka Prefecture	Sales and lease of household equipment, sales and renovation of office equipment, etc.
Kandden Community Co., Ltd. * 	April 1979	Osaka City, Osaka Prefecture	Apartment house administration, renovation of interiors, renovation of building, etc.
Kanden Security of Society, Inc. *	September 2001	Osaka City, Osaka Prefecture	Provision of home security service, remote monitoring information delivery service, etc.
K-Opticom Corporation *	April 1988	Osaka City, Osaka Prefecture	Telecommunications, electric power retail service, etc.

\* Kepco's group company

For future alliance partners, we will announce them on our website as they are added.

\* Excerpt from documents published on December 27, 2016

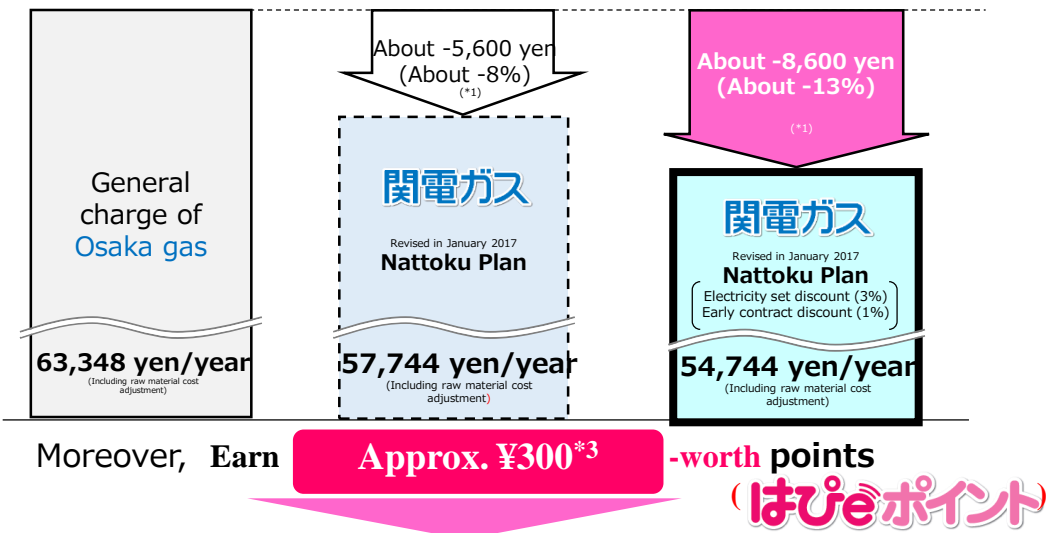


As the full liberalization of retail gas sales started in April 2017, Kepco has set **"Nattoku Plan", "Nattoku Plan M" and "Nattoku Plan L"** as gas price menu for customers in the residential and other segments newly liberalized.

## Outline of [Nattoku Plan], Price Plans for Household and Corporate Customers

In the case of monthly consumption of 33 m<sup>3</sup>

Electricity set discount and  
early contract discount apply



All together, **approx. ¥8,900-worth** saving a year!

Unit Price etc.

(Yen/Month, Yen/m<sup>3</sup>, tax inclusive)

	Monthly consumption	Basic charge	Energy Charge	After raw material cost adjustment (As of Jan. 2017)
A	0 m <sup>3</sup> to 20 m <sup>3</sup>	745.10	175.15	133.07
B	No less than 20 m <sup>3</sup> to 50 m <sup>3</sup>	1,243.70	150.22	108.14
C	No less than 50 m <sup>3</sup> to 100 m <sup>3</sup>	1,249.20	150.11	108.03
D	No less than 100 m <sup>3</sup> to 200 m <sup>3</sup>	1,658.20	146.02	103.94
E	No less than 200 m <sup>3</sup> to 350 m <sup>3</sup>	3,004.20	139.29	97.21
F	No less than 350 m <sup>3</sup> to 500 m <sup>3</sup>	3,308.70	138.42	96.34
G	No less than 500 m <sup>3</sup> to 1,000 m <sup>3</sup>	6,263.70	132.51	90.43
H	No less than 1,000 m <sup>3</sup>	6,573.70	132.20	90.12

Electricity set discount (-3%) (*)	Discount for a customer who contracts electricity as a set with our company
Early contract discount (-1%) (*)	Discount for a customer who subscribes gas no later than the end of January 2018 (Discount of charge up to April 2019)

\*1 (Computational conditions)  
 • The monthly consumption, 33 m<sup>3</sup> is monthly consumption of Osaka Gas in reference to (Average Monthly Consumption of 1 Household for 5 years [April 2006–end of March 2011]).  
 • Both prices of Osaka Gas (General charge [effective as from April 8, 2015]) and Kanden Gas (Nattoku Plan) include amount equivalent to consumption tax and raw material cost adjustment pursuant to raw material cost adjustment scheme (January 2017). Price of Kanden Gas (Nattoku plan) was computed tentatively as charge for January 2017 based on basic supply condition of gas.  
 • Actual amount of advantage varies depending on gas consumption, contract timing, raw material cost adjustment, etc.  
 \*2 Amount to which discount applies is total of basic charge and energy charge (raw material cost adjustment is not included). Discount rate represents discount rate against amount to which discount applies. Electricity set discount is discount from gas charge but not electricity charge.  
 \*3 HAPI-e-point equivalent to about 300 yen a year can be saved if gas charge exceeds about 4,500 yen/month throughout the year and log-in "HAPI-e-MIRUDEN" is made every month.

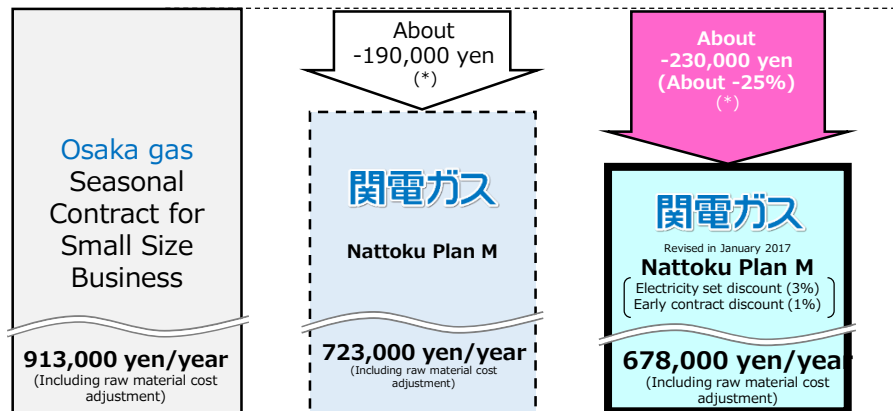
## Outline of Price Plan for Corporate Customers

### Nattoku Plan M

In the case of consumption of 800 m<sup>3</sup>/Month

Model: A customer who consume gas at a restaurant etc. throughout the year

Electricity set discount (-3%) and early contract discount (-1%) apply



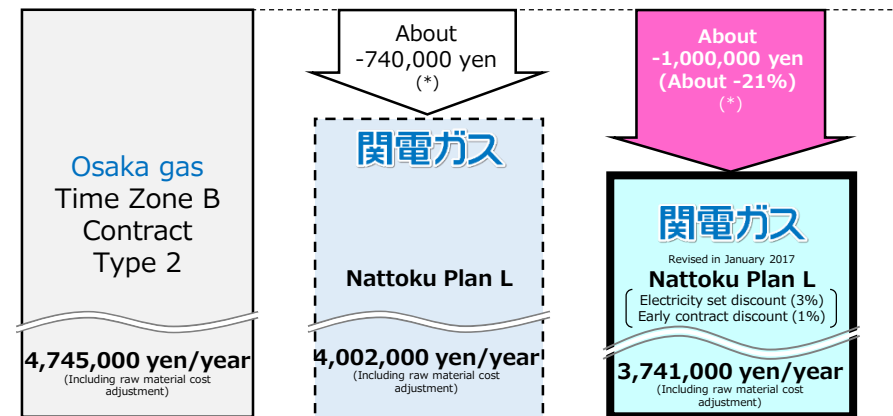
Save about **230,000 yen a year!** (\*)

### Nattoku Plan L

In the case of consumption of 5,000 m<sup>3</sup>/Month

Model: A customer who consumes gas at a small and medium size factory, etc.

Electricity set discount (-3%) and early contract discount (-1%) apply



Save about **1,000,000 yen a year!** (\*)

\* Computational conditions

- Monthly consumption of Nattoku Plan M is average annual consumption of customers at restaurants etc. (researched by our company) divided by 12. Maximum contract consumption is assumed to be 10 m<sup>3</sup>.
- Monthly consumption of Nattoku Plan L is average annual consumption of customers at factories, etc. (researched by our company) divided by 12. Maximum contract consumption is assumed to be 64 m<sup>3</sup>.
- Breakdown into consumption in summer (May–December) and winter (January–April) of Nattoku Plan M is calculated by prorating number of months of the year (summer: 67%, winter: 33%).
- Breakdown into daytime (07:00–22:00) and night time (22:00–07:00) is calculated by prorating number of hours of the day (daytime: 62.5%, night time: 37.5%).
- Above prices include amount equivalent to consumption tax and raw material cost adjustment pursuant to raw material cost adjustment scheme (January 2017).
- Amount to which electricity set discount and early contract discount apply is total of basic charge and energy charge (raw material cost adjustment is not included). The discount ratio represents discount ratio against amount to which discounts apply.
- Electricity set discount is discount from gas charge but not electricity charge.
- Actual amount of advantage varies depending on gas consumption, contract timing, raw material cost adjustment, etc.

\* Excerpt from documents published on January 12, 2017

\* Conditions of trial calculation are as of January 12, 2017 when they were published

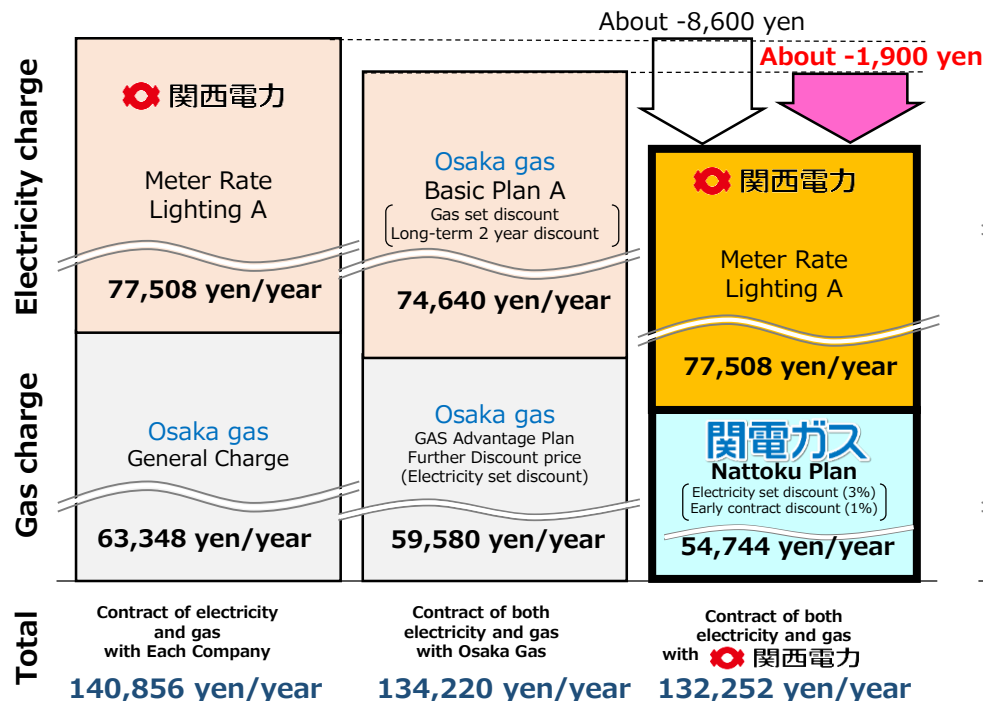
## Advantage in the case of contract of electricity and gas of our company as a set

### Customer with average consumption of electricity and gas

(Monthly consumption: Electricity 260 kWh, Gas 33 m<sup>3</sup>)

As compared with the case that contract of both electricity and gas is made with Osaka Gas

**Save electricity and gas charges by about 1,900 yen a year! (\*)**

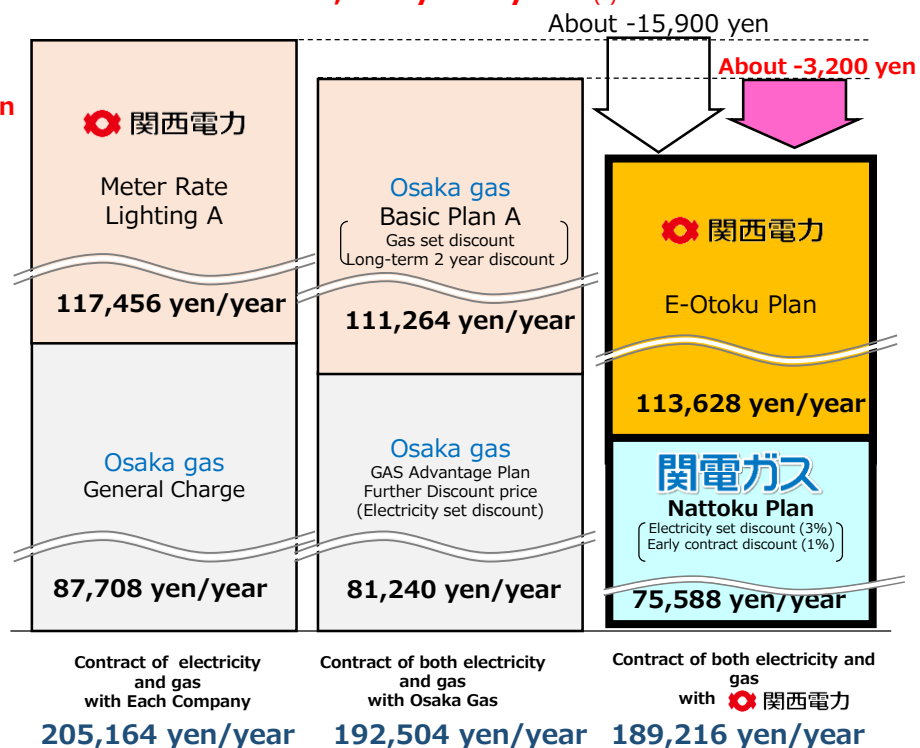


### A customer who consumes relatively large amount of electricity and gas

(Monthly consumption: Electricity 370 kWh, Gas 50 m<sup>3</sup>)

As compared with the case that contract of both electricity and gas is made with Osaka Gas

**Save electricity and gas charges by about 3,200 yen a year! (\*)**



\* Computational conditions

- Monthly consumption of electricity, 260 kWh is monthly consumption of an average model customer of meter rate lighting A of our company.
- Monthly consumption of gas, 33 m<sup>3</sup> is monthly consumption of Osaka Gas in reference to (Average Monthly Consumption of 1 Household for 5 years [April 2006–End of March 2011]).
- Monthly consumption of electricity, 370 kWh and monthly consumption of gas, 50 m<sup>3</sup> are obtained in reference to the model case announced by Osaka Gas on January 5, 2017. (Annual consumption: Electricity 4,440 kWh, Gas 600 m<sup>3</sup>) e-Otoku Plan of Kansai Electric is a price plan which brings about economical advantage to a customer who consumes more than 300 kWh/month.
- The electricity charge includes amount equivalent to consumption tax and raw material cost adjustment pursuant to raw material cost adjustment scheme. The gas charge includes amount equivalent to consumption tax and fuel cost adjustment pursuant to fuel cost adjustment scheme (January 2017).
- Actual amount of advantage varies depending on gas consumption, timing of contract, raw material cost adjustment, etc.
- Electricity set discount is discount of gas charge but not electricity charge.

\* Excerpt from documents published on January 12, 2017

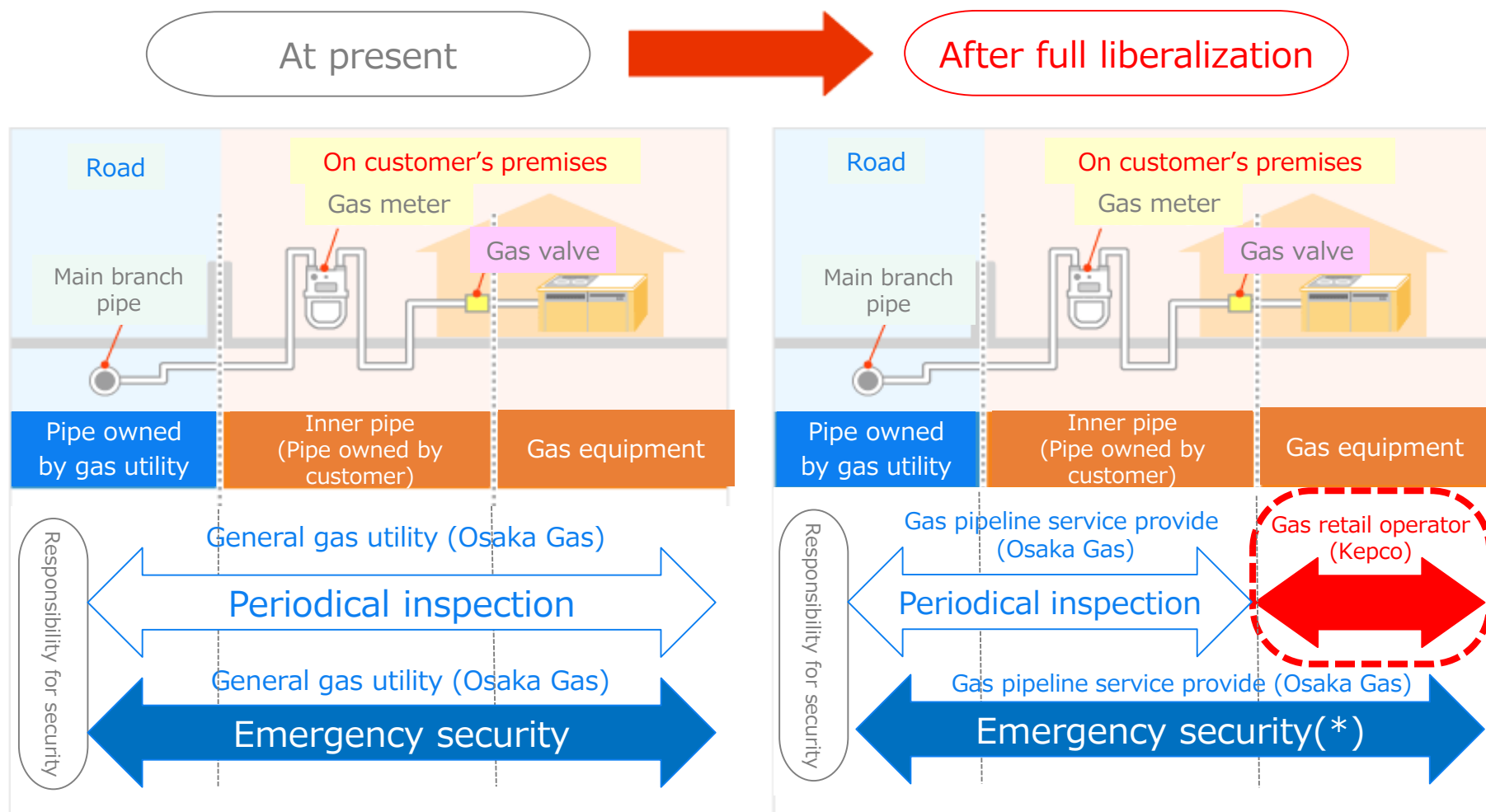
\* Conditions of trial calculation are as of January 12, 2017 when they were published.

# Outline of the scope of gas security

(for customers in the household and other areas to be newly liberalized)

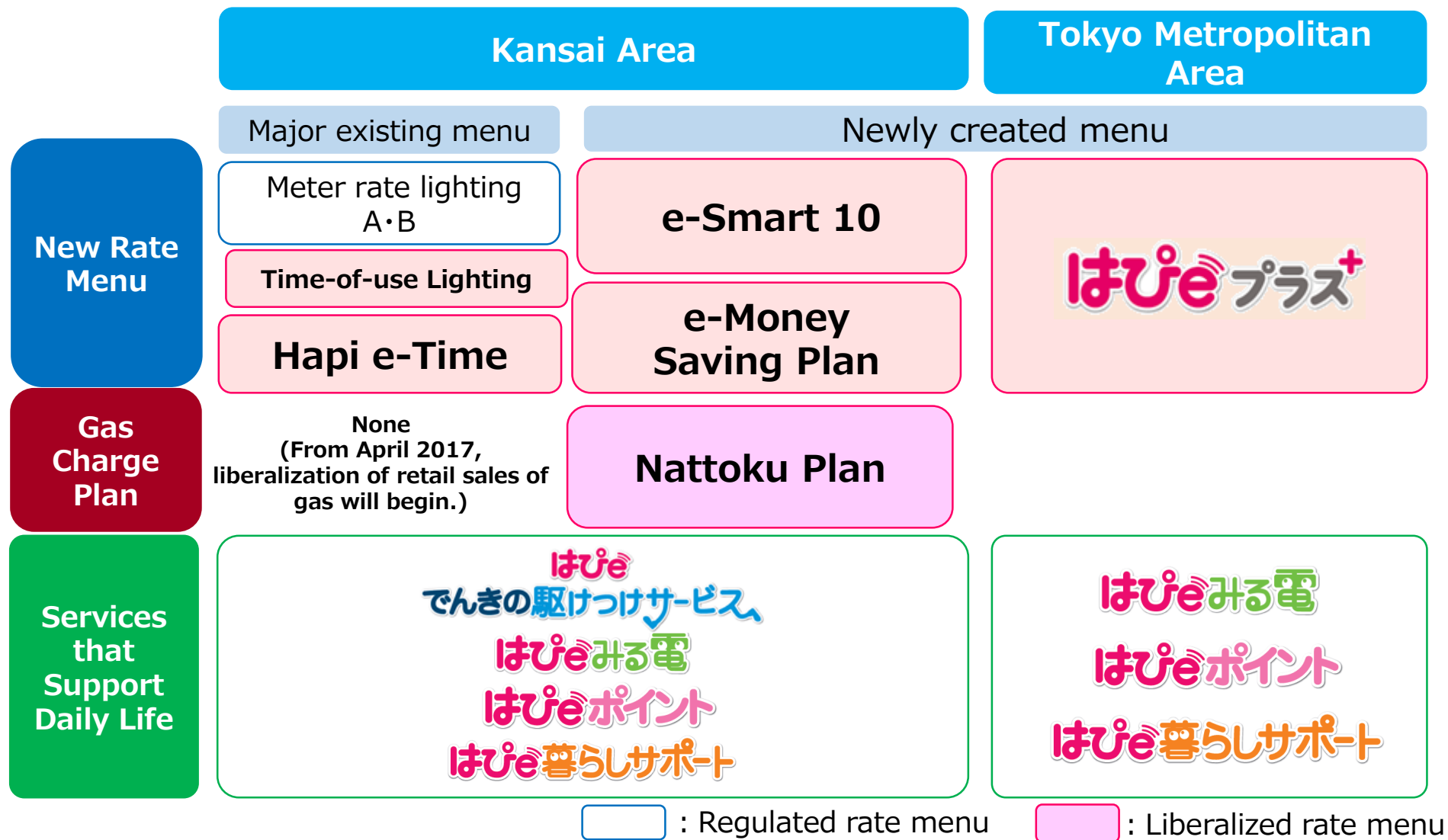
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- After the full liberalization of gas retail market of April 2017, Kepco and other gas retail operators will be responsible for periodical check of gas cooker, gas powered hot-water heater and other gas equipment. Kepco will strive to ensure safe and secured use of gas for customers in cooperation with its business partners.



\* In case of emergency such as gas leakage, Osaka Gas will respond as usual, and Kepco will cooperate and work with them.

\* Excerpt from documents published on September 13, 2016



Furthermore, Kepeco offers “eo DENKI” through its group company, K-Opticom, and “au Denki” through business alliance with KDDI.

# Overseas investment projects

29

- Total output by KEPCO's investment: Approx. 2.22 million kW.
- Of which, total investment amount to 8 projects in operation is approx. 80 billion yen. (60% collected by dividends, etc.)

Project Title			Start of operation, etc. (schedule)	Total output (MW)	KEPCO's investment (%)	Output by KEPCO's investment (MW-equivalent)
In operation	Philippines	San Roque Hydropower	2003/05	436	50	218
	Thailand	Rojana Electricity and Heat Supply	1999/05	505 (including those under development)	39	197 (including those under development)
	Taiwan	Ming Jian Hydropower	2007/09	16.7	24	4
		Kuo Kuang Thermal Power	2003/11	480	20	96
	Singapore	Senoko Thermal Power	Established 1995/10	3,300	15	495
	Australia	Bluewaters Thermal power	2009/12	459	50	229
	USA	West Deptford Thermal power generation business	2014/11	768	17.5	134
		Empire Thermal power generation business	2010/9	635	25	159
Under development	Indonesia	Rajamandala Hydropower	Scheduled in 2019	47	49	23
		Tanjung Jati B Thermal Power	Scheduled in 2021	2,140	25	535
	Laos	Nam Ngiep Hydropower	Scheduled in 2019	290	45	131

# Major upgrading etc. of thermal power plants

30

	Himeji No. 2 Power Plant		Aioi Power Plant (Unit 1, 3)		Ako Power Plant (Unit 1, 2)		
	before	after	before	after	before	initial plan	after change of plan
Approach	Upgrading to a combined-cycle power generation system		Conversion to dual fuel fired thermal power station (Oil and LNG)		Retrofitting fossil-fuel power stations for coal		-
Capacity	2,550MW (250~600MW×6)	2,919MW(*) (486.5MW×6)	750MW (375MW×2)	750MW (375MW×2)	1,200MW (600MW×2)	1,200MW (600MW×2)	Continue to use heavy/crude oil
Fuel	LNG		Heavy oil and Crude oil	Heavy oil, Crude oil and LNG	Heavy oil and Crude oil	Coal	
Commencement of operation	#1 : 1963/10 ~ #6 : 1973/11	#1 : 2013/8 ~ #6 : 2015/3	#1 : 1982/9 #3 : 1983/1	#1 : 2016/5 #3 : 2016/8	#1 : 1987/9 #2 : 1987/12	#1 : FY2020 #2 : FY2021	

\* Installation of a pressure plate after emergency countermeasures were implemented has resulted in an output of 2,891.5 MW (481 MW × 5 units, 486.5MW × 1 units).

[Regarding suspension of operation at Units 1, 2 and 3 of Kainan Power Plant (Published on March 16, 2017)]

	Unit 1	Unit 2	Unit 3	Unit 4
Capacity	450MW		600MW	
Fuel	Heavy oil and Crude oil			
Commencement of operation	1970/5	1970/9	1974/4	1973/6
Period of suspension of operation	2017/4/1		2017/6/9	-

## <Reason for suspension of operation>

In consideration of the recent situations of falling power demand in the Kansai area, as seen in the established practice of power saving and progress of energy saving, we have decided to halt operation of Units 1-3, periodical inspection of which was drawing near, as part of our streamlining efforts.

## Management Direction

1. Become a highly profitable business group.



2. Expand business fields.

3. Build a robust management base.

## Pillars of Approach and Prioritized Measures

(1) Enhancement of competitiveness in comprehensive energy business

(2) Establishment of new pillars for growth

(3) Strengthening Group Management Foundation

## 【Business Portfolio after 10Years】

After 10 years (2025)

Before the Earthquake

International/  
Group business

1

Comprehensive energy/Power  
Transmission and distribution business

:

2

International/  
group businesses

1

:

4

Comprehensive energy/  
Power Transmission and  
distribution business

Real Estate/Life business

30 billion yen

Group Support Bussiness

20 billion yen

Comprehensive energy/  
Power Transmission and  
distribution business

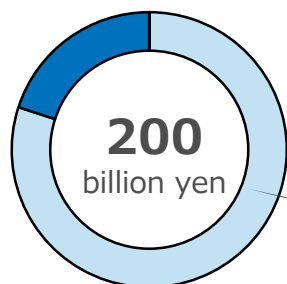
200 billion yen or more

Information and Communication business  
(IT/communication)

30 billion yen

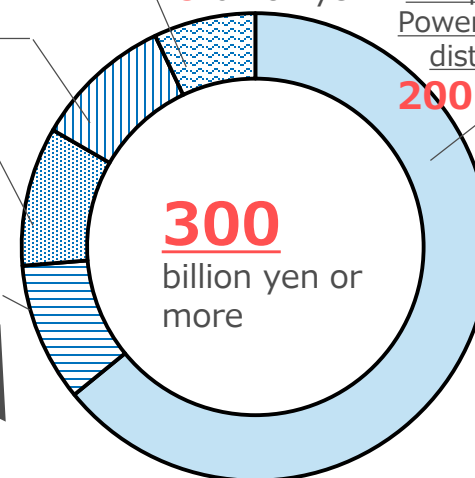
International business

30 billion yen



1.5 times or more

Investment of 1,500 billion yen  
in international/Group businesses  
over 10 years





## □ Financial goals〔Consolidated base〕

Item	2018 fiscal year (3 years later)	2025 fiscal year (10 years later)
Ordinary income	<b>200</b> billion Yen	<b>300</b> billion Yen
Equity ratio	Approx. <b>20%</b>	Approx. <b>30%</b>
ROA (※)	Approx. <b>3.5%</b>	Approx. <b>4%</b>

(※) Business Profit〔Ordinary income+interest expense〕÷ Total Assets〔Average of beginning and end of term〕

## □ Policy of return to shareholders

Our Policy of return to shareholders is to secure sound financial strength and maintain stable dividends in order to distribute surplus to all shareholders appropriately as the Kansai Electric Power group.

# Financial/corporate data (1)

## <Consolidated>

		3/10	3/11	3/12	3/13	3/14	3/15	3/16	3/17
<b>Statement of operations</b>									
Operating revenues	billion yen	2,606.5	2,769.7	2,811.4	2,859.0	3,327.4	3,406.0	3,245.9	3,011.3
Operating income or loss	billion yen	227.6	273.8	-229.3	-314.0	-71.7	-78.6	256.7	217.7
Ordinary income or loss	billion yen	193.1	237.9	-265.5	-353.1	-111.3	-113.0	241.6	196.1
Extraordinary profit	billion yen	—	—	—	—	—	—	—	—
Extraordinary loss	billion yen	—	37.1	—	—	—	—	—	—
Net income or loss(※)	billion yen	127.1	123.1	-242.2	-243.4	-97.4	-148.3	140.8	140.7

(※)The consolidated net income or loss means the net income or loss attributable to owners of the parent company.

## Balance sheets

Total assets	billion yen	7,116.6	7,310.1	7,521.3	7,635.1	7,777.5	7,743.3	7,412.4	6,853.1
Shareholders' equity	billion yen	1,789.4	1,832.4	1,529.8	1,278.1	1,213.1	1,060.2	1,201.8	1,344.6
Interest-bearing debt	billion yen	3,391.6	3,409.8	3,864.9	4,210.2	4,396.8	4,315.2	3,938.2	3,821.5
Shareholders' equity ratio	%	25.0	24.8	20.1	16.5	15.3	13.4	15.9	19.3

## Capital expenditures

Capital expenditures	billion yen	430.5	455.5	420.6	435.2	418.9	420.6	369.3	344.0
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## Financial data

Net income/loss per share (EPS)	yen	140.24	137.66	-271.12	-272.43	-109.01	-166.06	157.59	157.58
ROA (※)	%	3.5	4.0	-2.9	-3.9	-0.7	-0.7	3.9	3.4
Operational cash flow	billion yen	667.1	610.5	43.8	142.6	347.7	447.6	595.1	485.6
Free cash flow	billion yen	189.3	62.5	-364.4	-287.9	-3.2	59.0	204.2	139.9

(※) The rate of business profit on total assets = business profit ( ordinary income + interest expense ) / total assets ( average amount of the beginning and end of fiscal year )

## Profit distribution to shareholders

Total amount of dividend	billion yen	54.3	53.6	53.6	—	—	—	—	223
Share-buyback	billion yen	16.9	15.9	—	—	—	—	—	—
Total distribution (※)	billion yen	70.3	53.6	53.6	—	—	—	—	—
The rate of total distribution on net assets	%	4.0	3.0	3.2	—	—	—	—	—

(※) ( total amount of dividend for Fiscal year (N) ) + ( share-buyback for Fiscal year (N+1) )

## Employees

Employees		32,083	32,418	32,961	33,537	33,657	33,539	33,089	32,666
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# Financial/corporate data (2)

## <Non-consolidated>

		3/10	3/11	3/12	3/13	3/14	3/15	3/16	3/17
<b>Statement of operations</b>									
Operating revenues	billion yen	2,347.4	2,475.9	2,503.1	2,520.7	2,958.2	3,032.4	2,868.2	2,614.4
Operating income or loss	billion yen	177.1	225.1	-276.6	-363.3	-116.8	-130.8	208.5	164.5
Ordinary income or loss	billion yen	146.5	202.4	-302.0	-392.5	-122.9	-159.6	200.1	143.7
Extraordinary profit	billion yen	—	—	—	—	—	—	—	—
Extraordinary loss	billion yen	—	36.2	—	—	—	—	—	—
Net income or loss	billion yen	92.5	103.3	-257.6	-272.9	-93.0	-176.7	118.5	103.0
Net income/loss per share (EPS)	yen	102.00	115.47	-288.25	-305.35	-104.15	-197.72	132.63	115.32

## Balance sheets

Total assets	billion yen	6,275.5	6,457.5	6,660.4	6,757.6	6,916.2	6,768.9	6,433.0	5,834.9
Shaholders' equity	billion yen	1,477.6	1,494.8	1,183.5	894.9	806.6	638.8	742.0	858.4
Interest-bearing debt	billion yen	2,946.6	2,943.6	3,430.1	3,774.1	3,954.7	3,875.2	3,496.5	3,401.0
Shaholders' equity ratio	%	23.5	23.1	17.8	13.2	11.7	9.4	11.5	14.7
Interest rate as of fiscal year-end	%	1.62	1.55	1.45	1.38	1.30	1.27	1.23	1.09
Interest rate during fiscal year	%	1.66	1.57	1.47	1.37	1.34	1.29	1.25	1.14

## Major factors

All japan CIF crude oil price	\$/b	69.4	84.2	114.2	113.9	110.0	90.4	48.8	47.5
Exchange rate [TTM]	yen/\$	93	86	79	83	100	110	120	108
Nuclear capacity factor	%	77.0	78.2	37.6	17.7	10.9	0.0	1.0	0.0
Water run-off ratio	%	103.2	109.1	110.5	95.3	100.1	104.2	112.9	99.1
Interest rate [long-term prime rate]	%	1.87	1.50	1.45	1.24	1.24	1.15	1.11	0.95

## Sensitivity of Major factors

All japan CIF crude oil price (\$1/b)	billion yen	3.8	3.3	6.9	7.9	9.6	10.6	9.8	6.8
Exchange rate [TTM] (1yen/\$)	billion yen	4.3	5.2	12.4	13.4	13.0	12.2	6.6	5.5
Nuclear capacity factor (1%)(※)	billion yen	5.2	5.0	9.4	9.5	11.3	11.9	6.2	4.6
Water run-off ratio (1%)	billion yen	0.9	0.9	1.5	1.6	1.9	1.9	1.2	0.9
Interest rate [long-term prime rate] (1%billion yen		3.7	4.4	5.6	6.3	5.3	5.7	5.3	6.7

(※)The sensitivity of nuclear capacity factor per 1% for FY2014 and before was calculated based on the capacity before decommissioning of Mihama Nuclear Power Station Units 1 and 2.

## Employees

Employees	20,217	20,277	20,484	20,714	20,813	20,628	19,914	19,533
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# Financial/corporate data (3)

35

## <Non-Consolidated(Billion yen)>

Revenues and Expenses		3/10	3/11	3/12	3/13	3/14	3/15	3/16	3/17
Ordinary revenues		2,373.2	2,505.5	2,532.2	2,546.7	3,008.0	3,074.7	2,913.3	2,653.4
(Operating revenues)		(2,347.4)	(2,475.9)	(2,503.1)	(2,520.7)	(2,958.2)	(3,032.4)	(2,868.2)	(2,614.4)
	Electricity sales	2,229.4	2,347.6	2,338.6	2,354.2	2,751.6	2,784.1	2,594.0	2,296.6
	Others	143.7	157.9	193.5	192.5	256.3	290.5	319.3	356.7
Ordinary expenses		2,226.6	2,303.1	2,834.2	2,939.3	3,130.9	3,234.3	2,713.2	2,509.6
	Personnel	236.3	238.7	236.0	231.2	198.1	195.9	196.7	204.6
	Fuel	351.4	387.4	776.8	919.8	1,159.2	1,186.5	710.3	523.5
	Backend expenses of nuclear power	102.0	93.9	73.4	57.7	52.8	42.9	37.6	32.2
	Maintenance	286.2	275.8	272.5	202.6	178.5	184.6	185.3	189.5
	Taxes other than income taxes	145.9	152.8	148.8	145.6	149.8	148.4	148.0	148.4
	Depreciation	322.8	339.6	316.9	294.7	298.3	298.1	281.7	277.4
	Purchased power	352.9	378.2	530.3	567.9	554.9	571.1	493.5	461.6
	Interest expenses	49.7	46.9	46.3	49.9	51.5	50.6	46.7	42.9
	Others	379.1	389.3	432.9	469.6	487.5	555.8	612.9	629.1
	(Levy under act on purchase of renewable energy sourced electricity )	—	—	—	(19.2)	(43.0)	(84.2)	(167.0)	(230.6)
Ordinary income or loss		146.5	202.4	-302.0	-392.5	-122.9	-159.6	200.1	143.7

## <Non-consolidated CAPEX (billion yen)>

	3/10	3/11	3/12	3/13	3/14	3/15	3/16	3/17
Power generating facilities	133.1	165.2	129.4	157.2	184.7	145.8	116.2	99.6
Transmission	40.2	40.9	37.7	40.4	36.6	40.3	41.0	40.4
Transformation	39.6	40.2	37.6	34.3	33.1	36.1	34.5	35.6
Distribution	31.4	30.1	29.9	28.9	25.4	26.0	28.3	24.5
Others	31.4	26.4	29.5	35.8	22.4	22.6	16.8	13.1
Sub total	275.7	302.8	264.1	296.6	302.2	270.8	237.0	213.5
Nuclear fuel	44.5	58.2	55.0	37.8	22.8	29.0	16.4	14.3
Total	320.2	361.0	319.1	334.4	325.0	299.8	253.4	227.9
Other business	1.4	1.1	0.8	0.1	-	0.2	0.7	4.5
Grand Total	321.6	362.1	319.9	334.5	325.0	300.0	254.1	232.4

## <Total Power Generation(TWh)>

( ): composition ratio, %

3/17			
K E P C O	Hydro		13.4 (14)
	Thermal	Oil/others	6.6 (7)
		L N G	61.9 (65)
		Coal	13.1 (14)
		Total	81.5 (86)
	Nuclear		-0.4 (0)
	New energy sources		0.1 (0)
	Total		94.5 (100)
Other-non-utility companies			34.8
Captive use by hydropower			-1.7
Total			127.7

\* Kepco's FY 2016 figures represent sending end.

\* Some rounding errors may be observed.

\* "Other-non-utility companies"does not include imbalance electric energy, which is not yet determined as at the end of the term.

## <Total Power Generation(TWh)>

( ): composition ratio, %

		3/10	3/11	3/12	3/13	3/14	3/15	3/16	
K E P C O	Hydro		14.0 (11)	15.1 (11)	15.0 (12)	13.0 (11)	13.3 (12)	13.6 (12)	14.8 (15)
	Thermal	Oil/others	6.1 (5)	5.6 (4)	19.1 (16)	23.6 (20)	27.0 (23)	19.5 (18)	15.2 (15)
		L N G	32.1 (26)	31.5 (24)	43.7 (36)	49.3 (43)	52.5 (46)	62.3 (57)	58.4 (57)
		Coal	4.7 (4)	12.3 (9)	12.4 (10)	14.0 (12)	12.8 (11)	13.4 (12)	12.9 (13)
		Total	42.9 (35)	49.4 (38)	75.2 (61)	86.9 (75)	92.2 (80)	95.2 (87)	86.5 (85)
	Nuclear		65.9 (54)	67.0 (51)	32.3 (26)	15.2 (13)	9.3 (8)	0 (0)	0.8 (1)
	New energy sources		0.1 (0)	0.1 (0)	0.1 (0)	0.1 (0)	0.1 (0)	0.1 (0)	0.1 (0)
	Total		122.9 (100)	131.5 (100)	122.6 (100)	115.1 (100)	114.9 (100)	108.8 (100)	102.3 (100)
Other-non-utility companies		29.0	30.4	33.0	33.9	36.0	35.7	35.5	
Other-utility companies		4.8	5.5	5.0	6.0	2.9	2.8	1.3	
Captive use by hydropower		-2.1	-2.8	-2.1	-1.7	-1.6	-1.4	-1.1	
Total		154.6	164.6	158.6	153.3	152.2	145.9	138.1	

\* Kepco's figures of FY 2015 and older represent generating end.

\* Some rounding errors may be observed.

\* Regarding generated and purchased electric power, Kepco-generated electric power represents generating-end figures, while purchase from Other-non-utility companies and Other-utility companies represents receiving-end figures.

\* Electricity of PPS is included in purchased electricity from other companies.

## <Power source combination (10MW)>

( ): composition ratio, %

		3/10	3/11	3/12	3/13	3/14	3/15	3/16	3/17
Hydro		891 (22)	891 (22)	891 (22)	892 (22)	892 (21)	894 (21)	897 (19)	897 (19)
Thermal	Oil/others	864 (21)	864 (21)	864 (21)	864 (21)	853 (20)	857 (20)	874 (19)	788 (17)
	LNG	811 (20)	776 (19)	779 (19)	786 (19)	872 (21)	1,018 (24)	1,018 (22)	1,093 (23)
	Coal	426 (11)	512 (13)	499 (12)	499 (12)	499 (12)	499 (12)	507 (11)	507 (11)
	Total	2,101 (52)	2,153 (53)	2,142 (53)	2,149 (53)	2,224 (53)	2,374 (55)	2,399 (52)	2,388 (51)
Nuclear		1,033 (26)	1,033 (25)	1,033 (25)	1,033 (25)	1,033 (25)	1,015 (23)	966 (21)	966 (21)
New energy sources		-	-	-	7 (0)	25 (1)	49 (1)	375 (8)	408 (9)
Total		4,025 (100)	4,077 (100)	4,066 (100)	4,081 (100)	4,174 (100)	4,332 (100)	4,637 (100)	4,659 (100)

\* Purchased electricity from other companies is included in the above table.

\* Solar power generation is included in new energy sources from 3/13.

\* Some rounding errors may be observed.

# Financial/corporate data (6)

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<Electricity sales (TWh)>

	3/10	3/11	3/12	3/13	3/14	3/15	3/16	3/17
Residential	48.8	52.3	50.0	49.0	48.4	45.9	44.1	43.7
Commercial and Industrial	92.8	98.8	96.0	92.7	92.1	88.6	83.5	77.8
Total	141.6	151.1	146.0	141.8	140.4	134.5	127.5	121.5

\* Some rounding errors may be observed.

<Sales volume of gas(million tons) (\*) >

	3/10	3/11	3/12	3/13	3/14	3/15	3/16	3/17
	0.68	0.69	0.88	0.88	0.86	0.74	0.72	0.71

\* equivalent to LNG(Total sum of Gas and LNG)

<Number of FTTH subscribers (thousand subscribers) >

	3/10	3/11	3/12	3/13	3/14	3/15	3/16	3/17
	1,007	1,182	1,298	1,396	1,484	1,528	1,590	1,625

<Number of houses sold (units)>

	3/10	3/11	3/12	3/13	3/14	3/15	3/16	3/17
	598	533	729	1,022	1,156	777	712	630

## For further information

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