

Providing New Value in the New Energy Era

We began Smart Denka proposals that enable realization of lifestyles that use energy more skillfully and started sales of gas for household customers in April 2017 at the beginning of the full liberalization of the gas retail market. In order to have customers choose our company, we will continue to work with all our abilities as a comprehensive energy business that supplies not only electricity but also gas.

Electricity sales volume
(fiscal 2016 results)

121.5
billion kWh

Gas sales volume*
(fiscal 2016 results)

710
thousand tonnes

* LNG equivalent (gas and LNG total)

Number of gas contracts*
(as of the end of June 2017)

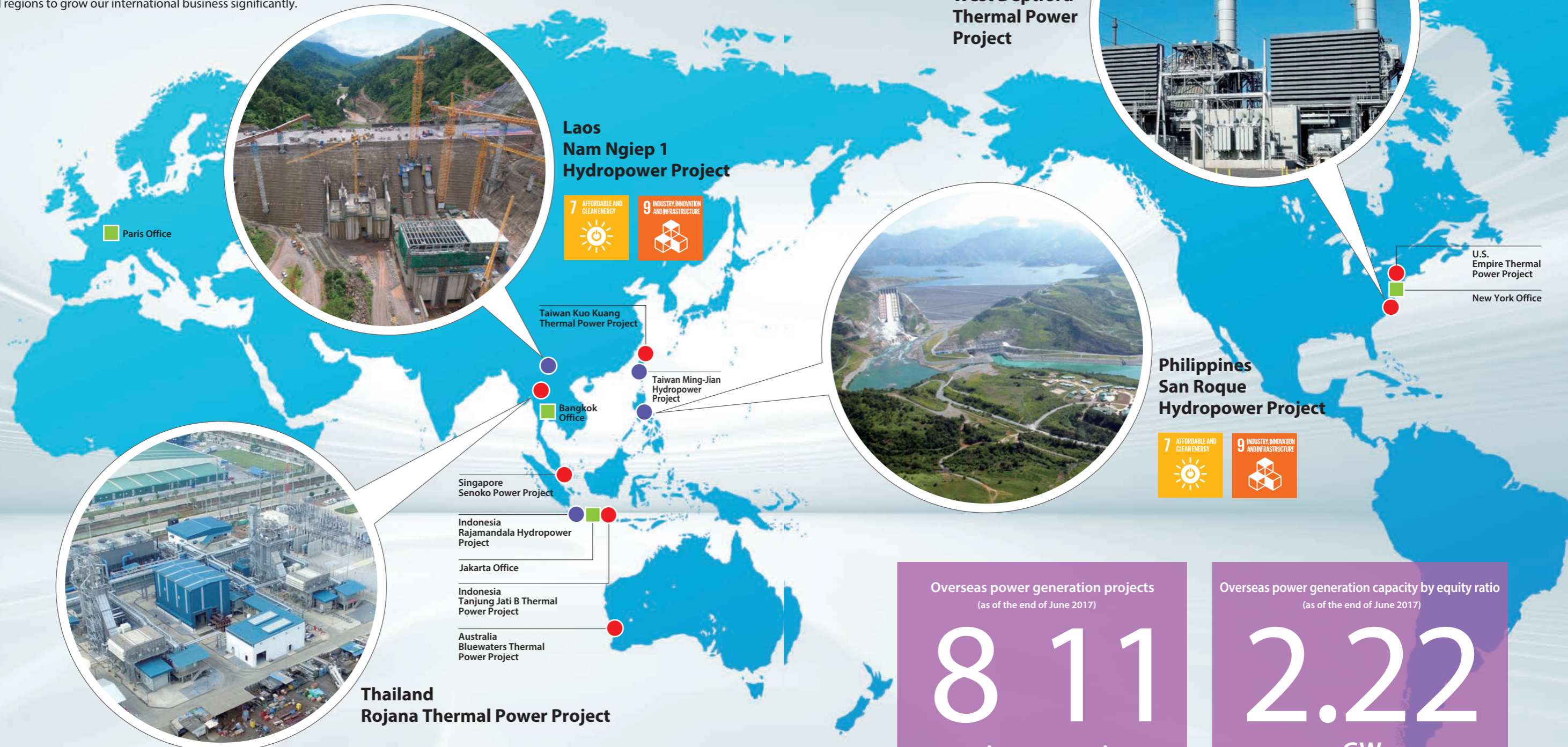
About
180
thousand contracts

* Number of gas sales contracts for customers newly eligible because of liberalization



Actively Expanding Our International Business Fields and Regions

Our company has positioned international business as one of the new pillars for growth in our Medium-term Management Plan. We plan to increase our overseas power generation capacity by equity ratio up to approximately 10–12 GW by 2025. Moreover, in addition to the representative offices established in Bangkok and Jakarta in 2016, we have decided to open a New York office in the USA to enhance information gathering functions, strengthen local networks and so on. We aim to actively expand our investment fields and regions to grow our international business significantly.



- Thermal power generation
- Hydroelectric power generation
- Overseas offices



Creation of Pioneering Information and Communications Services

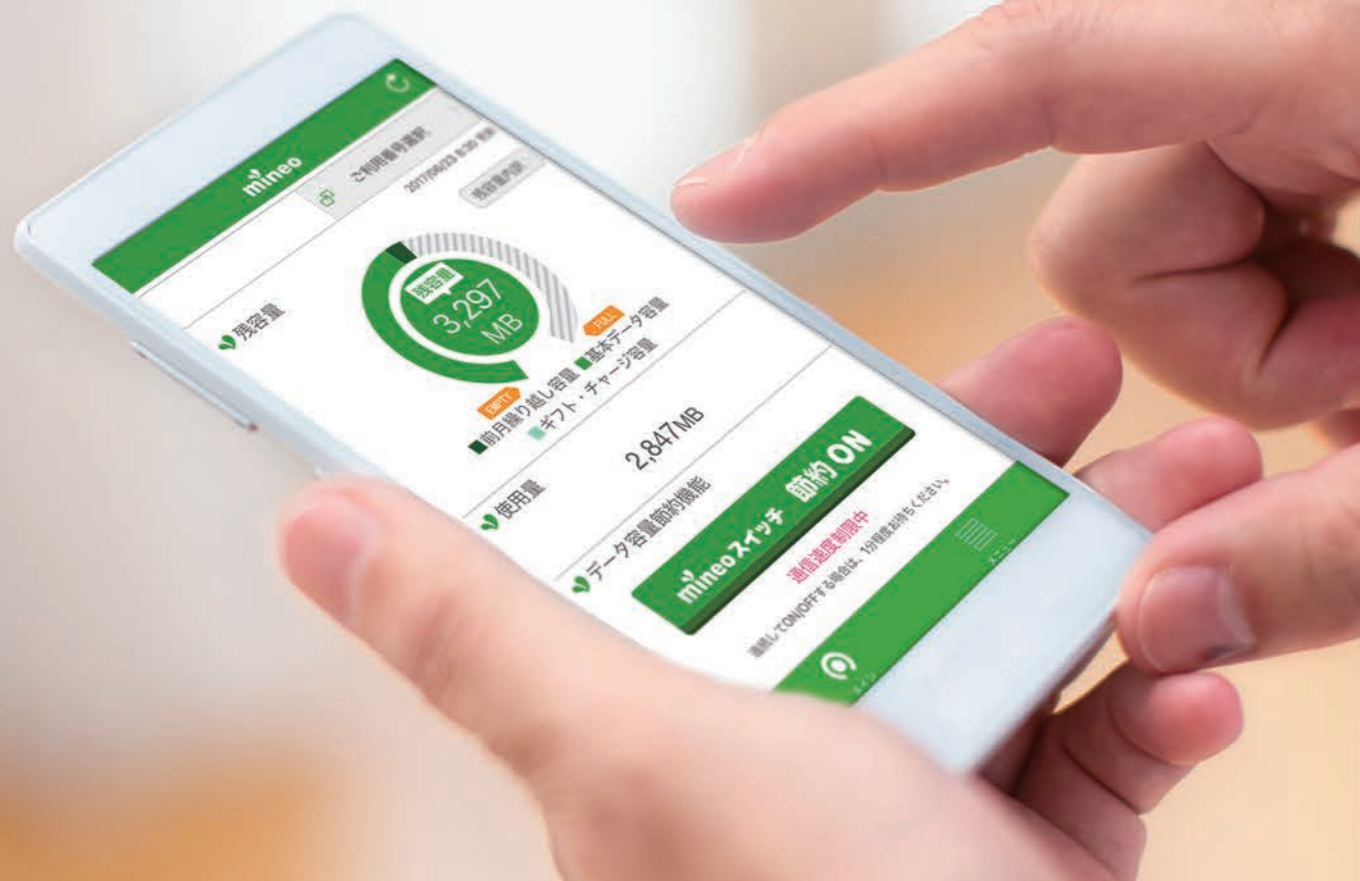
K-Opticom Corporation has been chosen by about 1.63 million customers so far, particularly for its "eo HIKARI" fiber to the home (FTTH) services.

This company is developing new services that have never been seen before in order to earn use from even more customers.

They have created the mineo mobile phone services that are "convenient, enjoyable and interesting" with their customers.

Among these, the "Free Tank" service has been favorably evaluated and won a fiscal 2016 Good Design Award.

As a result of developing services like this, the company has received contracts from over 600 thousand customers, and it is expanding its business foundations with the goal of reaching 1 million contracts as soon as possible.



Number of eo HIKARI FTTH contracts
(as of the end of March 2017)

About **1.63**
million

Number of mineo mobile phone service contracts
(as of the end of March 2017)

About **600**
thousand

Responding to Every Real Estate Need

In April 2016, we integrated the Kanden Fudosan group and MID Urban Development group in order to strengthen and promote the efficiency of our real estate business.

We will proactively develop business not only in the Kansai region but also in the capital region and overseas. We will respond to every real estate need while creating a good balance of sales, rentals and fee businesses, which include support for the creation of corporate real estate (CRE) strategies, building management and brokerage.

Condominium units supplied as our own "Cielia" brand
(total number of properties provided during fiscal 2016)

1,398
units

Investment amount in new properties
(amount invested to acquire new properties during fiscal 2016)

About **¥35**
billion

Participation in overseas project planning
(as of the end of June 2017)

3
projects