

# We will meet your expectations with sincerity and passion.

We wish to express our deep gratitude to all of you for the exceptional consideration.

Our corporate group in fiscal 2017 faced challenging business conditions, including intensifying competition with power producers and suppliers in our primary business of electricity sales. However, we have been able to make a counterattack with electricity rate reduction that has resulted from the resumption of operation of Takahama Unit 3 and 4. Furthermore, under the full liberalization of the retail market for the gas industry, we have exceeded sales targets regarding Kanden Gas.

Moreover, we have been profitable for three consecutive fiscal years as a result of our steady advancement toward the targets of our Medium-term Management Plan (2016-2018), working proactively on our business fields such as overseas power development, information and telecommunications, and real estate as well as a continuous effort on innovation.

This is truly thanks to the support we have received from all of you, and we once again would like to express our sincere gratitude.

Entering fiscal year 2018, fierce competition continues in the energy market. We will try our best to boost the top line for our comprehensive energy business making the most of resumed operation of Ohi Unit 3 and 4.

Furthermore, we have taken to heart once again that the foundation of our business is the trust we have received from all the people including our customers, and we would like to meet your expectations with all sincerity. Placing a top priority on safety, we are committed to secure a stable power supply. At the same time, we are making vigorous efforts to solve the social problems such as energy conservation and CO<sub>2</sub> reduction and to create new values including the development of smart communities.

Toward the realization mentioned above, every member of our group provides service with sincerity and passion by approaching the views and feedback of our customers and communities and making more and more efforts.

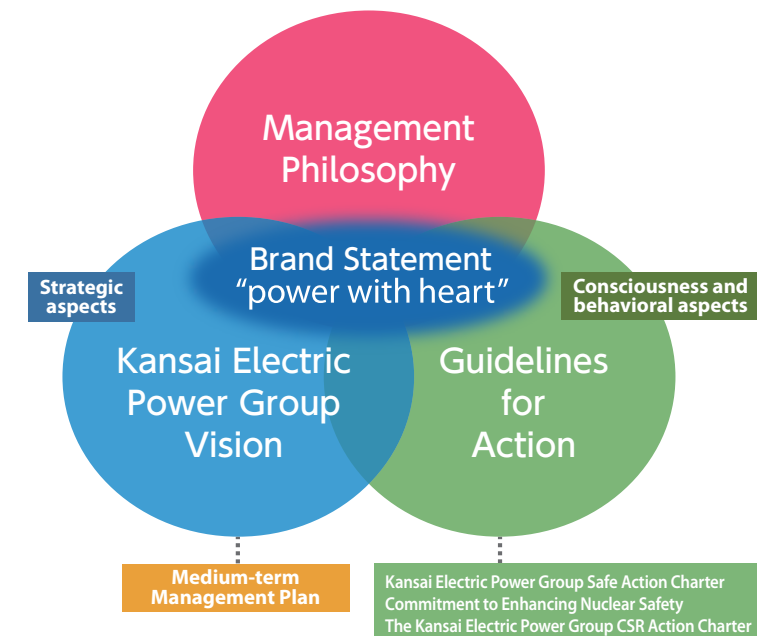
Our group continues to conduct business with a focus on “safety as the top priority” and “surely fulfilling CSR obligations” as key guidelines for action. We will also fulfill our duties and we “keep on changing to fulfill an unchanging mission” to “serve our customers and communities,” to become one of the leading companies in Japan in the energy sector. We are applying all our abilities so that we can contribute to the sustainable development of society and the realization of a bright and affluent future.

We ask all of you to continue to provide your unchanging support and encouragement in the future.

**Makoto Yagi**  
Chairman and Director

**Shigeki Iwane**  
President and Director

## The Kansai Electric Power Group Has a Solid Sense of Values



### Management Philosophy

By giving top priority to safety and fulfilling social responsibilities as the axis of business management and upholding our mission of “continuing to serve our customers and communities,” we at the Kansai Electric Power Group will realize a bright, affluent future and keep close relationship with our customers and communities into the future.

### Kansai Electric Power Group Vision

#### What we aim to be in the future

We will provide a wide range of safe, comfortable and convenient services from a viewpoint of our customers and business partners, and gain their trust to be selected as the best partner in everyday life and business so we keep growing at home and abroad while fulfilling our resolve to play expected role as Japan’s leading company in the energy sector.

#### Our policies

We will work to do the following based on our Guidelines for Action.

- Delivering services from the customer’s perspective
- Being selected as the best partner and continuing to grow
- Fulfilling expected role as Japan’s leading company

### Guidelines for Action

Based on the concept of valuing people, the Kansai Electric Power Group will contribute to sustainable development of communities through fair business activities. Each one of our directors and employees will demonstrate a “sense of mission” and “spirit of challenge” which have been cultivated so far and give our best in our duties as a good member of society and also fulfill the following fundamental responsibilities.

#### Fundamental Responsibilities

- Give top priority to ensuring safety.
- Surely implement CSR.
- Keep changing to accomplish our abiding mission.

*power with heart*

We wish to be a source of power for our customers and communities by serving them with sincerity and passion.