



# FY2023 Financial Results

(January-December)

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TSE:9543

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## Disclaimer

- **Forecasts are based on information available to the management when this was drafted.**
  - **Actual financial results may significantly differ from these forecasts due to any unforeseen economic and business circumstances.**
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# I . Summary Financial Results

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# FY2023 Financial Highlights

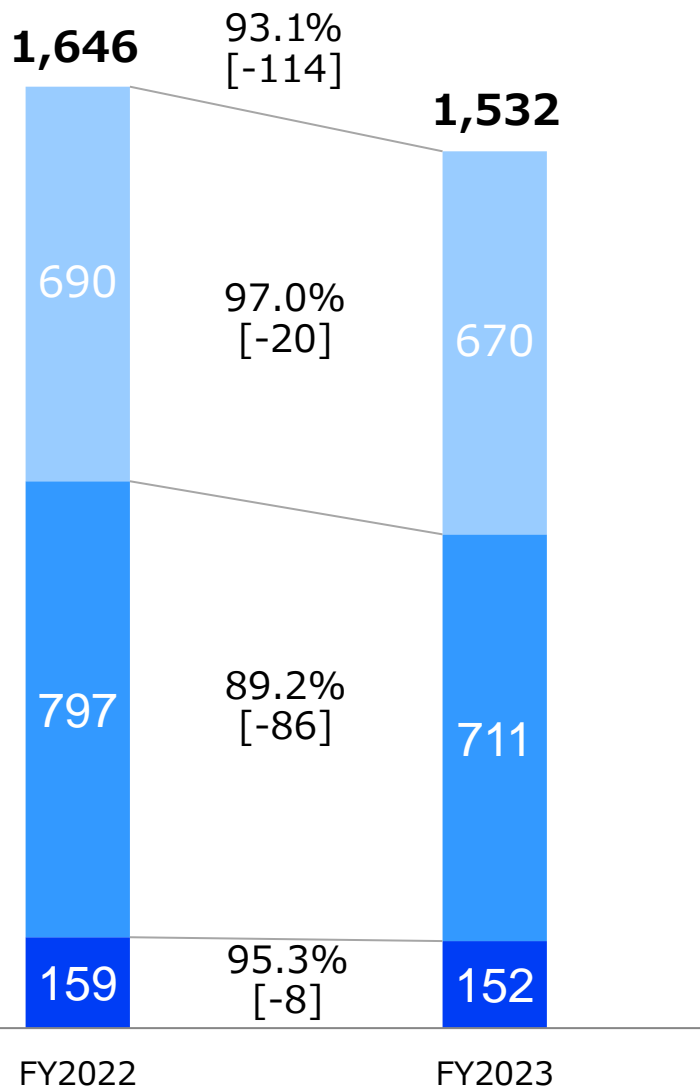


## ◎ Results : Higher sales, Higher profits

- City gas sales volume -6.9% year on year.  
(Wholesale/ Large-lot-sale) Decreased due to low operation in existing customers.  
(Small-lot-sale) Decreased due to higher temperature.
- Net sales increased by 3.2% due to higher unit price of sale.  
Ordinary profit increased by 111.4% due to adjustment of sliding time lag.

	FY2022	FY2023	Change	Change (%)
● City gas sales volume (Non-Consolidated) (million m <sup>3</sup> ,45MJ)	<b>1,646</b>	<b>1,532</b>	-114	93.1
Wholesale	<b>690</b>	<b>670</b>	-20	97.0
Large-lot-sale	<b>797</b>	<b>711</b>	-86	89.2
Small-lot-sale	<b>159</b>	<b>152</b>	-8	95.3
● Net sales (billion yen)	<b>207.3</b>	<b>214.0</b>	+6.6	103.2
● Ordinary profit after sliding time lag adjustment (billion yen)	<b>23.7</b>	<b>10.8</b>	-12.9	45.7
Ordinary profit	<b>9.4</b>	<b>20.0</b>	+10.5	211.4
Sliding time lag	<b>-14.2</b>	<b>+9.2</b>	+23.4	-

# City gas Sales Volume (Non-consolidated)



Unit; million m<sup>3</sup>(45MJ/m<sup>3</sup>)

\* Figures in [ ] are the difference from the results in FY2022

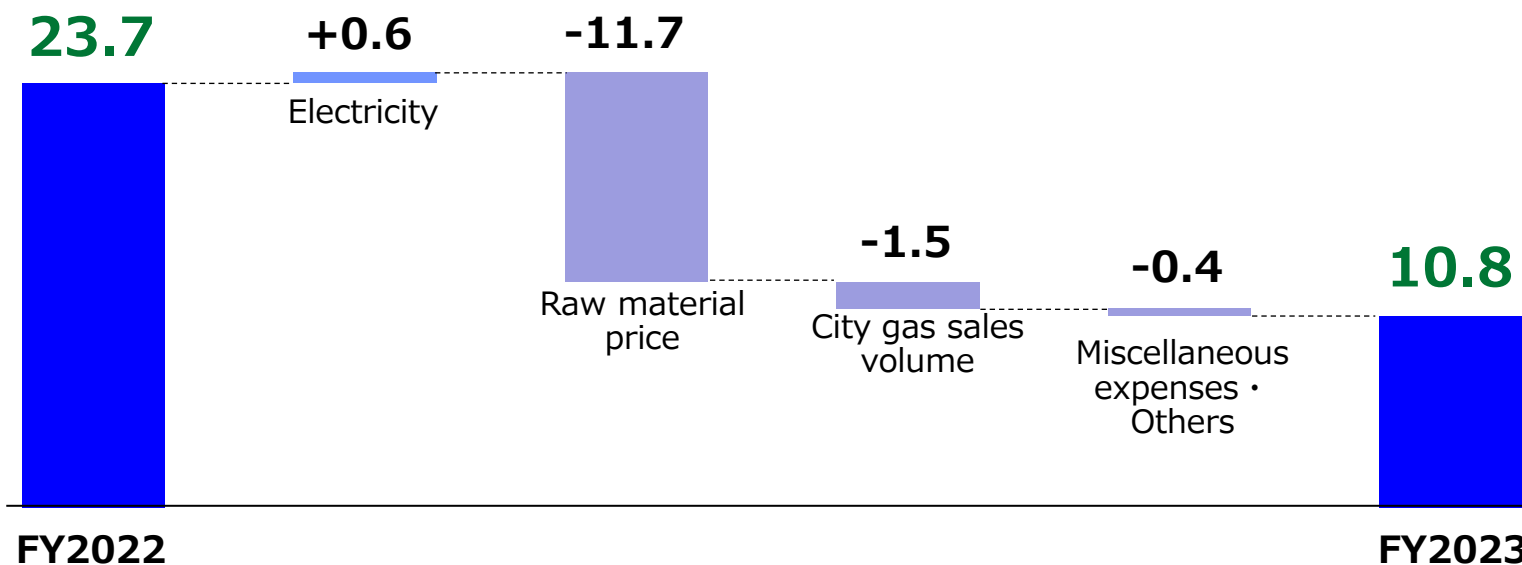
- Wholesale**
  - Decreased in sales volume of wholesale customers [-20]
- Large-lot-sale**
  - Additional customers in 2023 [+1]
  - Existing customers [-87]
- Small-lot-sale**
  - Decreased in sales volume to commercial customers [-2]
  - Decreased in sales volume to residential customers [-6]

# Breakdown of Consolidated Operating Profit (Year-on-Year comparison)



Unit; billion yen

	FY2022	FY2023	Change
<b>Ordinary profit after Sliding time lag adjustment</b>	<b>23.7</b>	<b>10.8</b>	<b>-12.9</b>
Ordinary profit	9.4	20.0	+10.5
Sliding time lag	-14.2	+9.2	+23.4



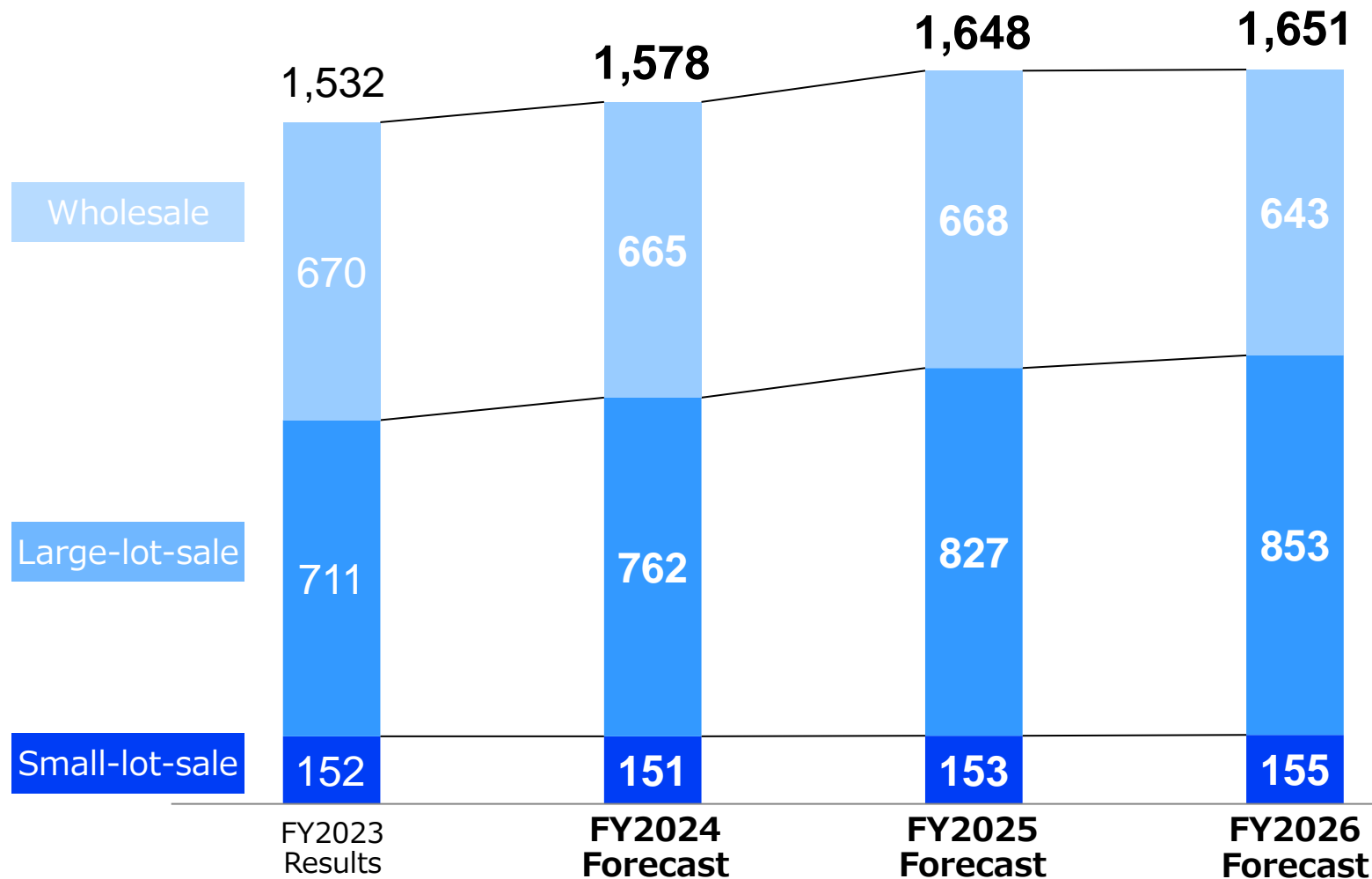
# **II. Medium-Term Management Plan FY2024 - FY2026**

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# Forecast : City gas Sales Volume (Non-consolidated)



Unit; million m<sup>3</sup>(45MJ/m<sup>3</sup>)



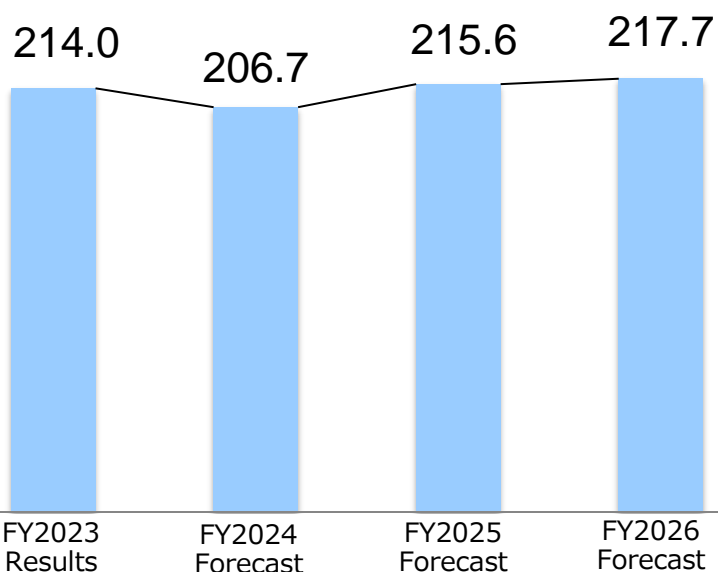


# Forecast : Net Sales and Ordinary Profit



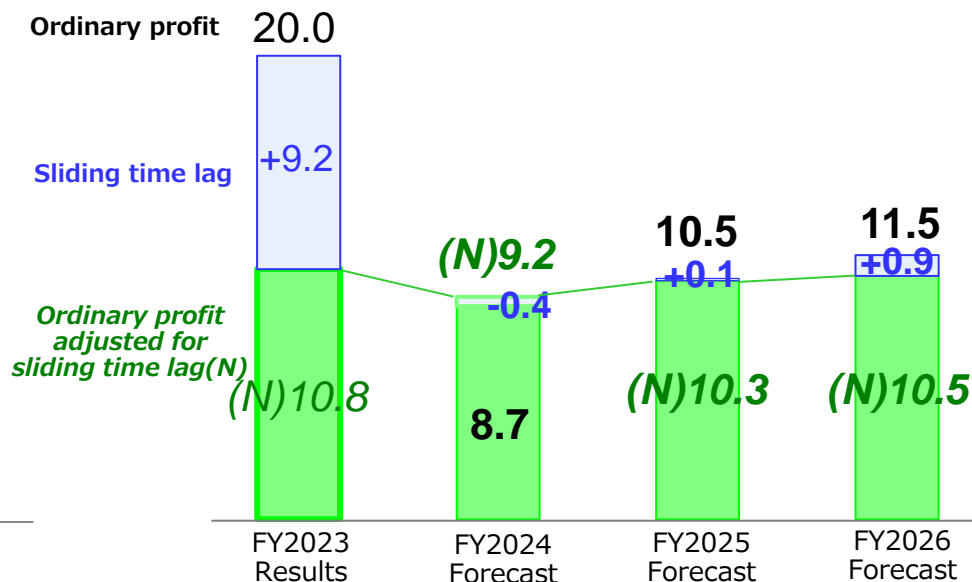
## Net Sales

Unit; Billion yen



## Ordinary profit & Sliding time lag

Unit; Billion yen



	FY2023 Results	FY2024 Forecast	FY2025 Forecast	FY2026 Forecast
Exchange rate (Yen/US \$)	140.1	150.0	150.0	150.0
Crude oil price CIF (JCC) (\$/bbl)	86.6	85.0	85.0	85.0

Gross Profit Sensitivity (FY2024)	
(+) 1yen/US\$	-120 million yen
(+) \$1/bbl	-150 million yen