



# FY2021 2Q Supplementary Information

(January-June)

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SHIZUOKA GAS CO.,LTD.

TSE:9543

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Disclaimer
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- **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 for FY2021 2Q**

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# FY2021 2Q Financial Highlights



## ◎ 2Q Results : Lower sales, Higher profits

- Gas sales volume +8.0% year on year
  - (Wholesale) Increased in sales volume to wholesale customers.
  - (Large-Lot Sale) Increased in sales volume to existing customers.
  - (Small-Lot Sale) Increased in sales volume to commercial customers.
- Net sales decreased by 6.3% due to downslide in city gas unit price.  
Operating profit increased by 97.3% due to falling raw material prices and absence of allowance for ship allocation adjustment accrued in previous year.

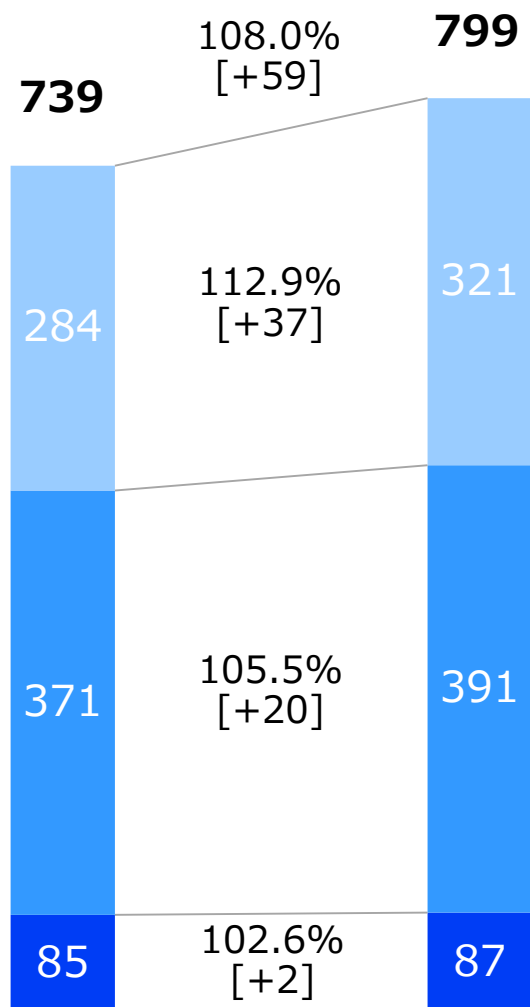
	FY2020 2Q	FY2021 2Q	Change	Change(%)
● Gas sales volume (Non-Consolidated) (million m <sup>3</sup> ,45MJ)	739	<b>799</b>	+59	108.0
Wholesale	284	<b>321</b>	+37	112.9
Large-lot-sale	371	<b>391</b>	+20	105.5
Small-lot-sale	85	<b>87</b>	+2	102.6
● Net sales (billion yen)	66.6	<b>62.4</b>	-4.1	93.7
● Operating profit after Sliding time lag adjustment (billion yen)	3.3	<b>8.3</b>	+5.0	253.2
Operating profit	2.7	<b>5.5</b>	+2.7	197.3
Sliding time lag	-0.5	<b>-2.8</b>	-2.3	—

# 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 FY2020 2Q



## Wholesale

- Increased in sales volume to wholesale customers [+37]

## Large-lot-sale

- Full operation in factories of customers added in 2020 [+1]
- Existing customers [+19]

## Small-lot-sale

- Increased in sales volume to commercial customers [+2]

FY2020 2Q

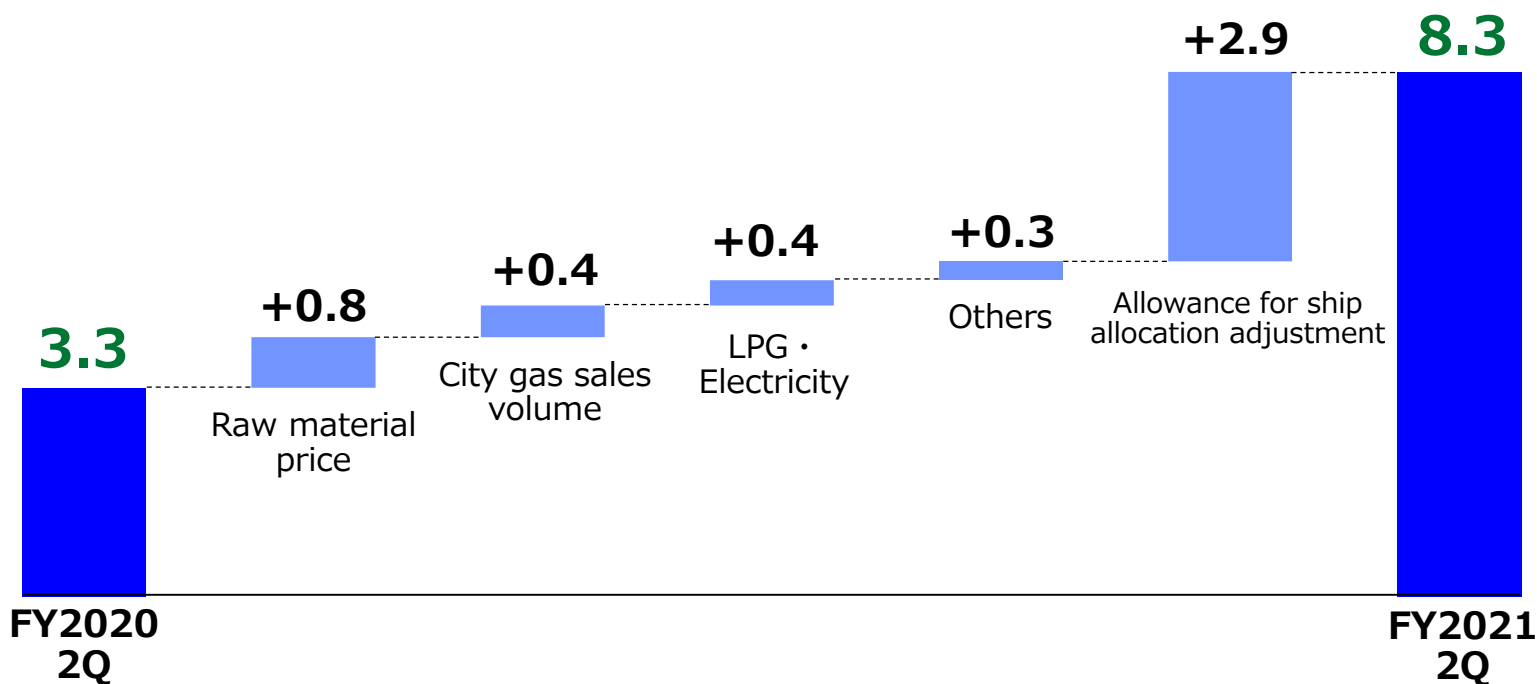
FY2021 2Q

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



Unit : billion yen

	FY2020 2Q	FY2021 2Q	Change
<b>Operating profit after Sliding-time-lag adjustment</b>	<b>3.3</b>	<b>8.3</b>	<b>+5.0</b>
Operating profit	2.7	<b>5.5</b>	+2.7
Sliding-time-lag	-0.5	<b>-2.8</b>	-2.3



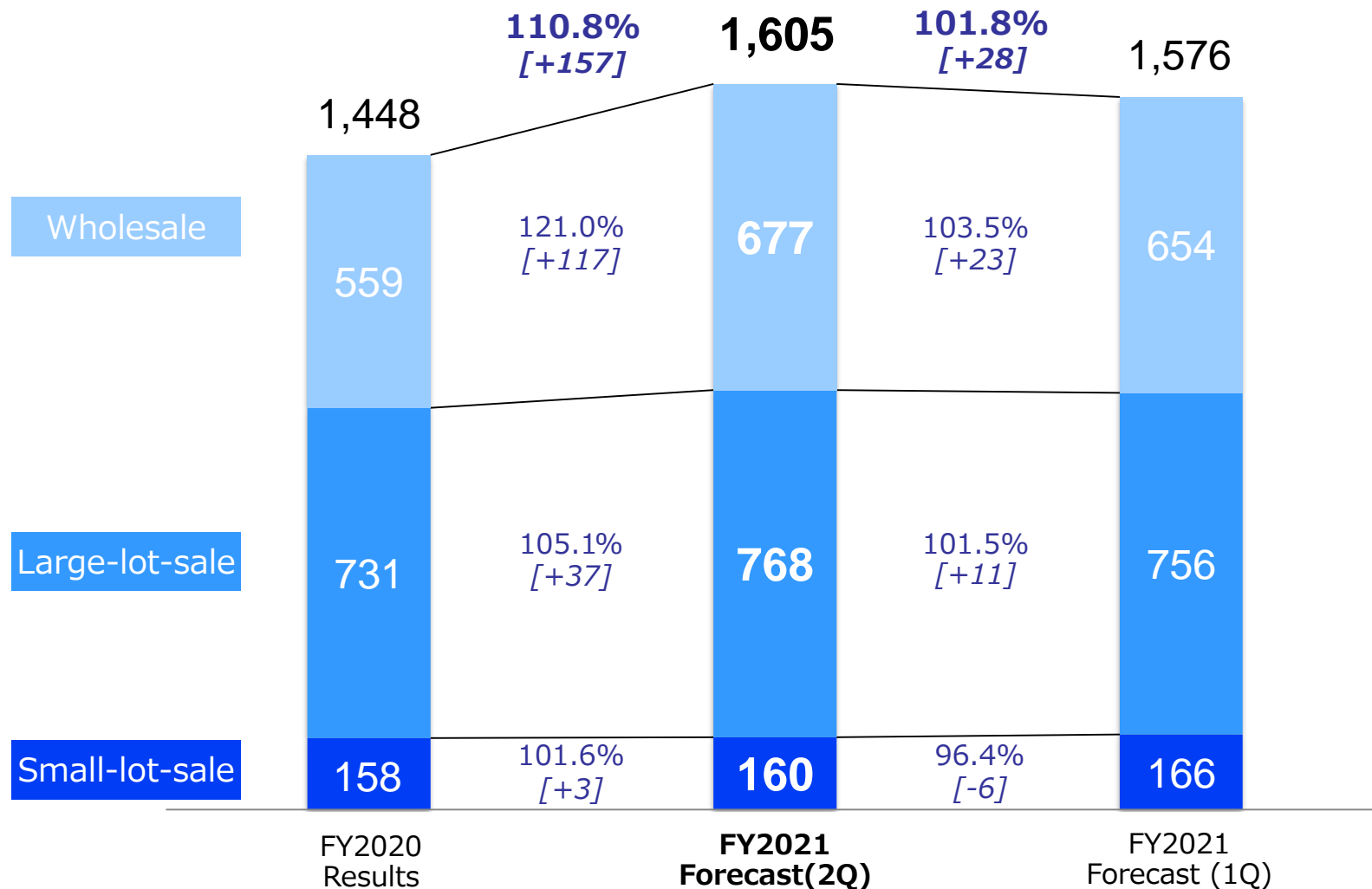
## **II. FY2021 Forecast**

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# FY2021 Forecast: Gas Sale Volume (Non-consolidated)



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



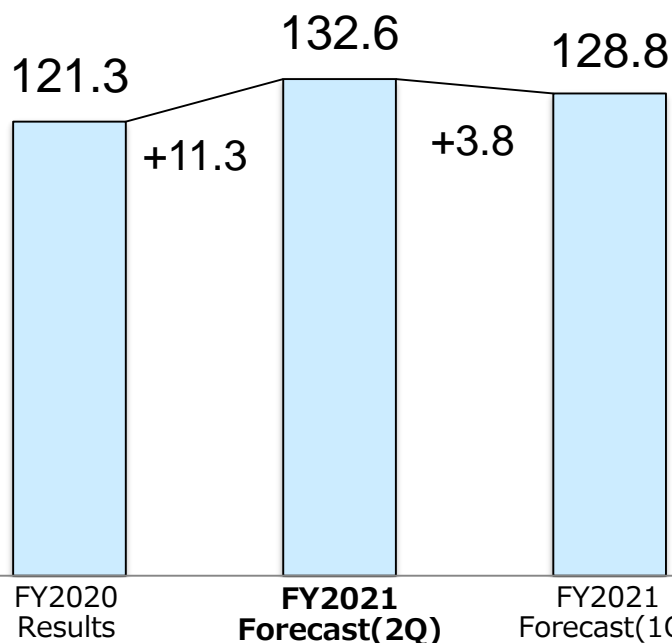


# FY2021 Forecast: Net Sales and Operating Profit



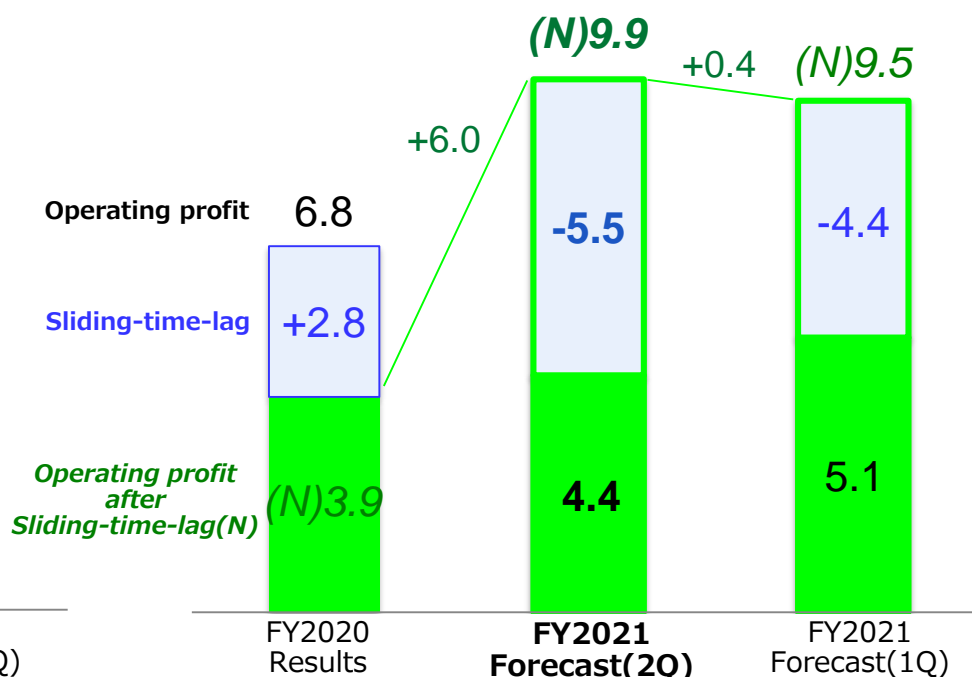
## Net Sales

Unit; Billion yen



## Operating profit & Sliding-time-lag

Unit; Billion yen



	FY2021 1-2Q	Jul. 2021 Forecast	Aug.-Dec. 2021 Forecast
Exchange rate (Yen/US\$)	<b>107.1</b>	<b>110.7</b>	<b>110.0</b>
Crude oil price C I F ( J C C ) (US\$/bbl)	<b>61.6</b>	<b>77.0</b>	<b>75.0</b>

Effect on Gross Profit (Aug.-Dec. 2021)	
(+) 1yen/US\$	-120 million yen
(+) 1US\$/bbl	-80 million yen

# Breakdown of Operating Profit

(FY2021 Forecast) <vs. FY2021 Forecast(1Q)>



Unit : billion yen

	FY2021 Forecast (1Q)	FY2021 Forecast (2Q)	Change
<b>Operating profit after sliding-time-lag adjustment</b>	<b>9.5</b>	<b>9.9</b>	<b>+0.4</b>
Operating profit	5.1	4.4	-0.7
Sliding-time-lag	-4.4	-5.5	-1.1

