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# **Financial Results of FY 2016**

#### **Summary of Financial Results of FY2016**

The earnings in FY2016 were in the black due to group-wide cost reduction efforts and a decrease in fuel costs because of a stable operation of Sendai nuclear power, which restarted in August 2015, though extraordinary losses, associated with the Kumamoto Earthquake in 2016, were recoded and Genkai nuclear power station unit No.3 and 4 have not achieved to restart. In addition, the consolidated ordinary income increased due to an increase in dividends from overseas energy business.

On the revenue side, consolidated sales (operating revenues) decreased by 0.4% to \$1,827.5 billion compared to FY2015 as lighting and power revenue decreased mainly due to a decrease in charge unit price with the effect of fuel cost adjustment system and electricity sales volume, while the grant based on the Act on Purchase of Renewable Energy Sourced Electricity increased in electricity business. And ordinary revenues decreased by 0.3% to \$1,845.6 billion compared to FY2015 mainly due to an increase of dividends from Energy-related business.

On the expenditure side, ordinary expenses decreased by 0.5% to ¥1,751.4billion compared to FY2015 due to group-wide cost reduction efforts and a decrease in fuel costs because of a stable operation of Sendai nuclear power and a decline in fuel price, while power purchase from renewable energy increased.

As a result, the ordinary income increased by 3.6% to ¥94.2 billion compared to FY2015.

Profit attributable to owners of parent was increased by 7.9% to ¥79.2billion mainly due to a decrease in income taxes, while extraordinary losses, associated with the Kumamoto Earthquake in 2016, were recorded.

| [Consolidated]                              | ,       |         | (Billio    | ons of Yen,%) |
|---|---------|---------|------------|---------------|
|   | FY2016  | FY2015  | Difference | Ratio         |
| Ordinary revenue                            | 1,845.6 | 1,851.9 | -6.3       | 99.7          |
| Sales [Figures are included above]          | 1,827.5 | 1,835.6 | -8.1       | 99.6          |
| Ordinary expense                            | 1,751.4 | 1,761.0 | -9.6       | 99.5          |
| (Operating Income)                          | (122.6) | (120.2) | (2.3)      | (102.0)       |
| Ordinary Income                             | 94.2    | 90.9    | 3.3        | 103.6         |
| Extraordinary Loss                          | 10.4    | 1       | 10.4       | 1             |
| Net Income attributable to owners of parent | 79.2    | 73.4    | 5.7        | 107.9         |

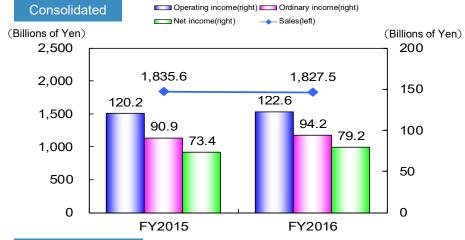
Note: As of the end of FY2016, 68 affiliates were subject to consolidated accounting. [Consolidated subsidiaries: 41companies, Equity method companies: 27 companies (no change from the end of FY2015)]

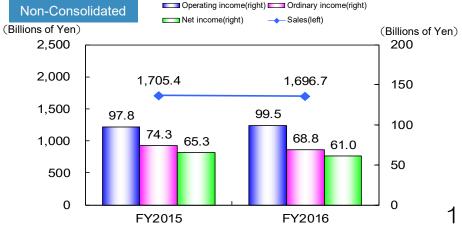
| `        | 3          | /1 |                     |
|----------|------------|----|---------------------|
| [Non-Con | solidated】 |    | (Billions of Yen,%) |

|                                    | FY2016  | FY2015  | Difference | Ratio   |
|------------------------------------|---------|---------|------------|---------|
| Ordinary revenue                   | 1,708.1 | 1,723.7 | -15.5      | 99.1    |
| Sales [Figures are included above] | 1,696.7 | 1,705.4 | -8.7       | 99.5    |
| Ordinary expense                   | 1,639.2 | 1,649.4 | -10.1      | 99.4    |
| (Operating Income)                 | (99.5)  | (97.8)  | (1.6)      | (101.7) |
| Ordinary Income                    | 68.8    | 74.3    | -5.4       | 92.7    |
| Extraordinary Loss                 | 9.5     | _       | 9.5        | _       |
| Net Income                         | 61.0    | 65.3    | -4.2       | 93.5    |

Note: Reason for the increase in the consolidated ordinary income regardless of the decrease in the non-consolidated ordinary income.

- On non-consolidated financial results, revenue decreased due to a decrease of dividends income from group companies by -5.1 billion yen.
- On consolidated financial results, there is no effect in case dividends income among group companies decrease\*. Moreover, in energy business subsidiaries, revenue increase due to an increase of dividends income by1.6 billion yen.
- \*\*On consolidated financial results, dividends income and paid among group companies are eliminated as internal elimination.

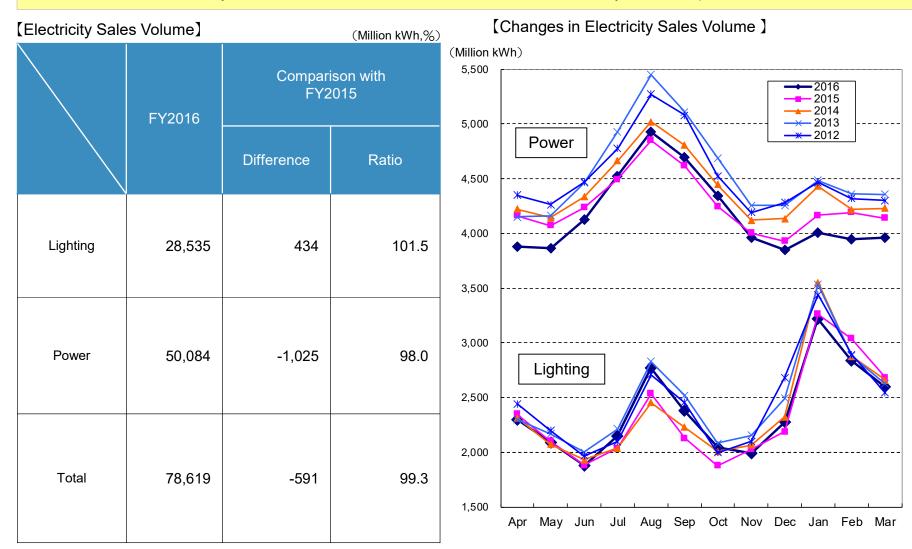




# **Electricity Sales Volume**

Lighting demands increased by 1.5% compared to FY2015 due to an increase in air conditioning demands resulted from higher temperature from June to October compared to the same period of FY2015. Power demands decreased by2.0% compared to FY2015 due to a decrease in production in some factories.

As a results, total electricity sales volume came to 78,62 million kWh, decreased by 0.7% compared to FY2015.



#### **Generated and Received Electricity**

The electricity supply has been stable resulted from a stable operation of Sendai nuclear power station unit No.1 and 2 and the entire operation of power plants like the pumping considered with an increase in new energy received from other companies.

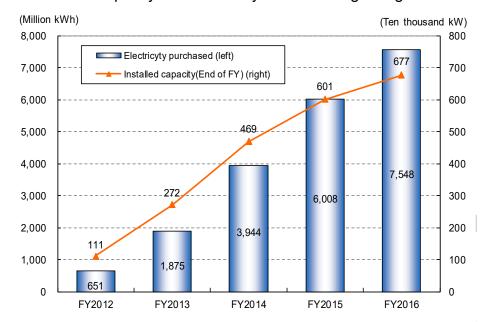
#### [ Generated and Received Electricity ]

| (Million kW | h. | .%) |
|-------------|----|-----|
|-------------|----|-----|

| Contended and Necelved  |                         | FY2016  | Comparison with FY2015 |       |  |
|-------------------------|-------------------------|---------|------------------------|-------|--|
|                         |                         | F12010  | Difference             | Ratio |  |
|                         | Hydro                   | 4,788   | 12                     | 100.3 |  |
|                         | (Water flow rate)       | (115.0) | (3.6)                  |       |  |
|                         | Thermal                 | 45,615  | -153                   | 99.7  |  |
| Own<br>facilities<br>※1 | Nuclear                 | 12,455  | 4,347                  | 153.6 |  |
| 28.1                    | (Utilization rate)      | (31.9)  | (11.2)                 |       |  |
|                         | New Energy etc※2        | 1,133   | -66                    | 94.4  |  |
| Subtotal                |                         | 63,991  | 4,140                  | 106.9 |  |
|                         | Hydro                   | 1,757   | -187                   | 90.4  |  |
| From other              | Thermal                 | 9,574   | -5,056                 | 65.4  |  |
| companies               | New Energy etc※2        | 8,590   | 1,509                  | 121.3 |  |
| Subtotal                |                         | 19,921  | -3,734                 | 84.2  |  |
| Interchange             |                         | 48      | -209                   | 18.7  |  |
| For pumping             |                         | -1,306  | -629                   | 192.8 |  |
| Total                   | cilities' generation me | 82,654  | -432                   | 99.5  |  |

#### ※1 Own facilities' generation means transmission—end number.

#### (Installed Capacity and Electricity Purchase regarding Solar)



#### [Transition of Renewable Energy Power Promotion Surcharge]

| 1 |                                       | 57     |        |        |        |        |
|---|---------------------------------------|--------|--------|--------|--------|--------|
|   |                                       | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 |
|   | Surcharge<br>(Yen/kWh)                | 0.22   | 0.35   | 0.75   | 1.58   | 2.25   |
|   | Price per<br>household<br>(Yen/Month) | 55     | 87     | 187    | 395    | 562    |

- X1 Meter rate Lightning B, Contract Current 30A, Monthly use of 250kWh
- X2 Above amount shows rates in August each fiscal year, because Feed-in tariff has been enforced since July 2012 (and a surcharge on electricity rate has started in August 2012).
- X3 The unit of Renewable Energy Power Promotion Surcharge in FY2017 is 2.64 yen. (It will be applied from May 2017.)

<sup>\*2 &</sup>quot;New Energy etc" includes Solar, Wind, Biomass, Waste and Geothermal.

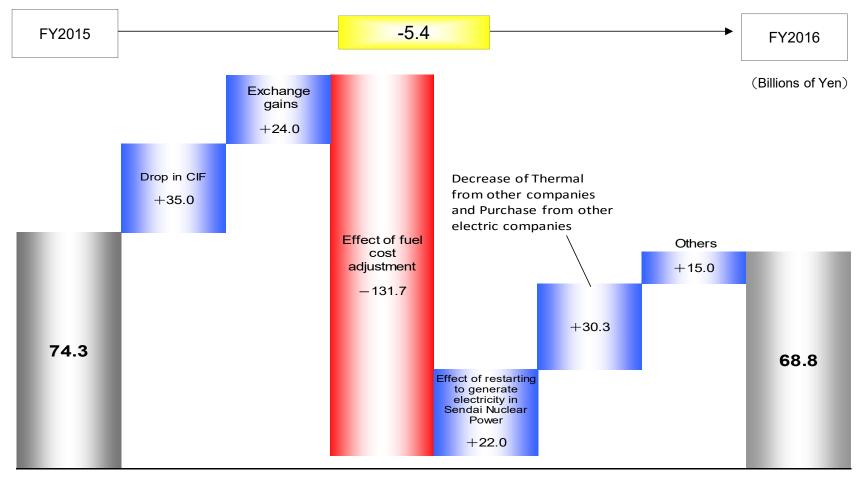
# **Income Statement (Non-Consolidated)**

(Billions of Yen,%)

|          |                               | FY2016    | FY2015    | Difference | Ratio   | Explanations (Billions of Yen,%)  |
|----------|-------------------------------|-----------|-----------|------------|---------|---|
|          | Lighting                      | 594.8     | 614.2     | -19.4      | 96.8    | Effect of fuel cost adjustment -131.7 (-163.9←-32.2)  |
|          | Power                         | 747.6     | 823.6     | -75.9      | 90.8    | Decrease in electricity sales Volume -10.0  |
| Ordinary | Sub Total                     | (1,342.5) | (1,437.9) | (-95.3)    | (93.4)  | Renewable Energy Power Promotion Surcharge 47.0 (151.1←104.1)   |
| Revenues | Other                         | 365.6     | 285.8     | 79.8       | 127.9   | Grant based on the Act on Purchase of Renewable Energy Sourced Electricity  58.6(262.4←203.7) Electricity Sales to Others 14.7 Proceed from dividends -5.3  |
|          | (Sales)                       | (1,696.7) | (1,705.4) | (-8.7)     | (99.5)  |   |
|          | Total                         | 1,708.1   | 1,723.7   | -15.5      | 99.1    |   |
|          | Labor                         | 132.6     | 131.0     | 1.6        | 101.2   |   |
|          | Fuel                          | 263.5     | 364.7     | -101.2     | 72.3    | Drop in CIF -35.0 Exchange gains -24.0 Effect of restarting to generate electricity in Sendai Nuclear Power -28.0   |
|          | Power purchase                | 409.8     | 386.8     | 23.0       | 106.0   | Purchase from other companies 27.4 [Figures are included above : <u>Purchase of Renewable Energy Sourced Electricity 55.1 (302.4 ← 247.3)</u> Thermal from other companies -25.9] Purchase from other electric companies -4.4 |
|          | Maintenance                   | 152.7     | 144.4     | 8.2        | 105.7   | Nuclear 23.7 Thermal -6.9 Transmission -3.0 Transformation -2.3 Distribution -1.9   |
| Ordinary | Depreciation                  | 176.3     | 167.0     | 9.3        | 105.6   | Regular depreciation 10.0 Trial operations depreciation -0.6  |
| Expenses | Interest                      | 33.4      | 37.0      | -3.6       | 90.2    |   |
|          | Tax and public dues           | 85.7      | 85.2      | 0.4        | 100.6   |   |
|          | Nuclear<br>back-end           | 28.2      | 21.7      | 6.5        | 130.0   | Effect of restarting to generate electricity in Sendai Nuclear Power 6.0  |
|          | Other                         | 356.6     | 311.2     | 45.4       | 114.6   | Levy based on the Act on Purchase of Renewable Energy Sourced Electricity 47.0 (151.1 ←104.1) Overhead expenses -3.9  |
|          | Total                         | 1,639.2   | 1,649.4   | -10.1      | 99.4    | Effect of restarting to generate electricity in Sendai Nuclear Power around -22.0 (Decrease in Fuel cost -28.0 Increase in nuclear back-end 6.0)  |
| (Operat  | ing Income)                   | (99.5)    | (97.8)    | (1.6)      | (101.7) |   |
| Ordinar  | y Income                      | 68.8      | 74.3      | -5.4       | 92.7    |   |
|          | e for Fluctuation<br>r Levels | 0.9       | 5.9       | -4.9       | 15.9    |   |
| Extraor  | dinary Gain                   | _         | 7.4       | -7.4       | _       |   |
| Extraore | dinary Loss                   | 9.5       | _         | 9.5        | _       | Contingent loss 0.2 Extraordinary loss on natural disaster 9.3  |
| Income   | Tax                           | -2.7      | 10.4      | -13.2      | _       | Income Taxes-Deferred -7.6  |
| Net Inco | ome                           | 61.0      | 65.3      | -4.2       | 93.5    |   |

Note: The underlined parts are related to Feed-in Tariff Power purchase and sale system of renewable energy

#### **Major Factors in the Changes in Ordinary Income (Non-Consolidated)**



[Reference : Key Factors]

|                                | FY2016     | FY2015     | Difference |
|--------------------------------|------------|------------|------------|
| Crude oil CIF price            | 48 \$/b    | 49 \$/b    | -1 \$/b    |
| Exchange rate                  | 108 Yen/\$ | 120 Yen/\$ | -12 Yen/\$ |
| Nuclear power utilization rate | 31.9 %     | 20.7 %     | 11.2 %     |
| Water flow rate                | 115.0 %    | 111.4 %    | 3.6 %      |

(Billions of Yen)

| Financial impact |     |  |  |  |
|------------------|-----|--|--|--|
| (1\$/b)          | 3.5 |  |  |  |
| (1Yen/\$)        | 2.0 |  |  |  |
| (1%)             | 2.0 |  |  |  |
| (1%)             | 0.3 |  |  |  |

#### (Reference 1-1) The effect of time lag of fuel cost adjustment (FY2016)

The effect of the decline of fuel prices from the latter half of FY2015

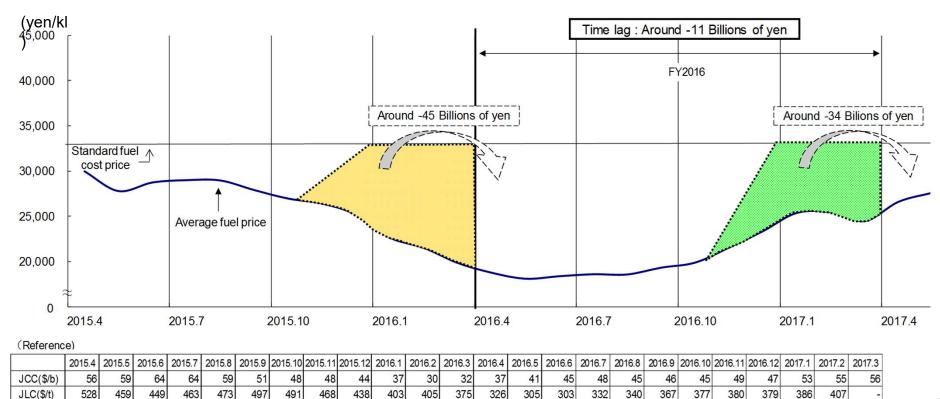
- •Fuel prices in the latter half of FY2015, had been lower than standard fuel price, were reflected as a decrease of income in the FY2016. [Around -45 billions of yen]
- ·A part of the fuel prices of FY2016, had been lower than standard fuel price, weren't reflected as a decrease income in the FY2016 and brought forward after the FY2017. [Around ¥ -34 billions]

The income and expenditure worsened due to the effect of this time lag of fuel cost adjustment \*.

[around -11 billions of yen] (The FY2015: Around ¥ 56 billions)

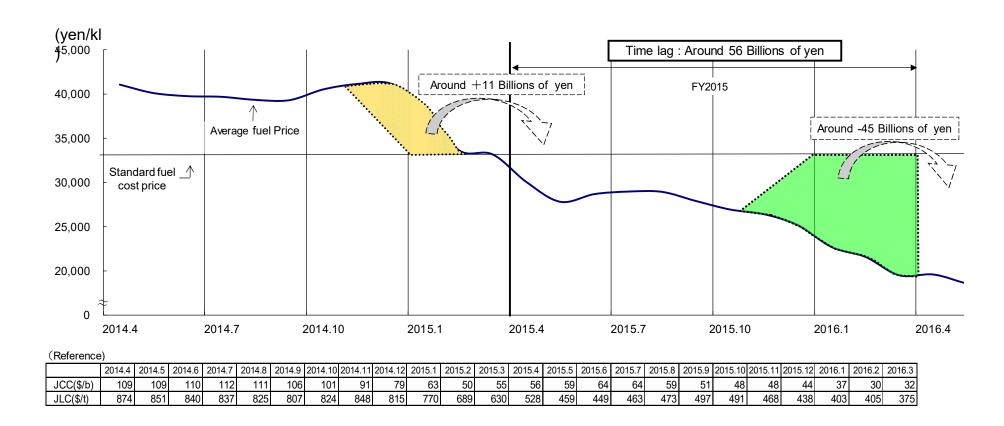
\*The average fuel prices in each three month are reflected two months later.

OThe effect of the decline of fuel prices (The image of time lag of fuel cost adjustment)

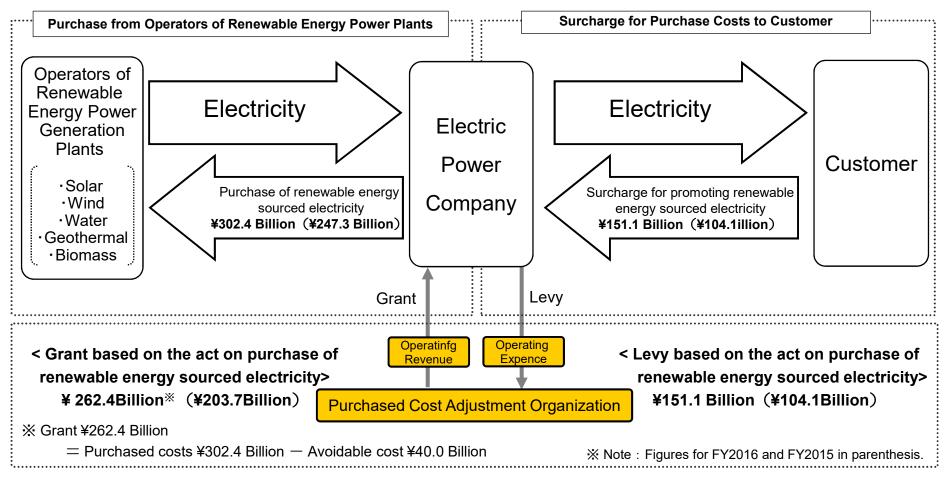


#### (Reference 1-2) The effect of time lag of fuel cost adjustment (FY2015)

OThe effect of the decline of fuel prices (The image of time lag of fuel cost adjustment)



# (Reference 2) Outline of "Feed-in Tariffs for renewable energy"



(Billons of Yen)

|   |        |         | (Billotto of Tott) |
|---|--------|---------|--------------------|
|   | FY2016 | FY 2015 | Difference         |
| Renewable Energy Power Promotion Surcharge (Revenue)                                    | 151.1  | 104.1   | 47.0               |
| Levy based on the Act on Purchase of Renewable Energy Sourced Electricity (Expenditure) | 151.1  | 104.1   | 47.0               |
| Purchase of Renewable Energy Sourced Electricity (Expenditure)                          | 302.4  | 247.3   | 55.1               |
| Grant based on the Act on Purchase of Renewable Energy Sourced Electricity (Revenue)    | 262.4  | 203.7   | 58.6               |

# **Balance Sheet (Non-Consolidated)**

#### **Assets**

(Billions of Yen)

|                                       | Mar.31,2017 | Mar.31,2016 | Difference | Explanations   |
|---------------------------------------|-------------|-------------|------------|--|
| Utility Property, Plant and Equipment | 2,372.2     | 2,354.1     | 18.1       | Construction completed 212.1 Depreciation -175.1   |
| Investments and Other Assets          | 421.4       | 670.8       | -249.4     | Reserve fund for reprocessing of irradiated nuclear fuel <sup>※1</sup> -270.0  |
| Others                                | 1,347.8     | 1,296.4     | 51.3       | Construction in progress 37.5 (Additional construction of Matsuura Power Station NO.2 36.3) Accounts receivable 19.4 |
| Total                                 | 4,141.5     | 4,321.4     | -179.8     |  |

#### Liabilities and Equity

(Billions of Yen)

|             | Mar.31,2017 | Mar.31,2016 | Difference | Explanations  |
|-------------|-------------|-------------|------------|---|
| Liabilities | 3,705.0     | 3,936.2     | -231.1     | Provision for reprocessing of irradiated nuclear fuel <sup>※1</sup> -279.5<br>Accounts payable trade -26.0 Interest-bearing Debt 80.5 |
| Equity      | 436.4       | 385.1       | 51.2       | FY2016 Net Income 61.0  |
| Total       | 4,141.5     | 4,321.4     | -179.8     |   |

[Reference: The breakdown of Interest-bearing Debt] (Billions of Yen)

|       | Mar.31,2017 | Mar.31,2016 | Difference           |
|-------|-------------|-------------|----------------------|
| Bonds | 1,294.4     | 1,124.4     | 170.0 <sup>**2</sup> |
| Loans | 1,806.1     | 1,895.6     | -89.4                |
| Total | 3,100.5     | 3,020.0     | 80.5                 |

- X1 Shareholders' equity ratio increased around 0.6% due to an enforcing of "The Act for Partial Amendment of the Spent Nuclear Fuel Reprocessing Fund Act" in October 2016.
- ※2 An issuance of Euro-Yen denominated convertible bond-type bonds with subscription rights to shares on March 30th, 2017(¥150.0 billion) Due 2020 (3-year bond) ¥75.0 billion, Due 2022 (5-year bond) ¥75.0 billion Zero-coupon

# **Income Statement and Balance Sheet (Consolidated)**

#### Income Statement Summary

|   |                               |         |         |            | (Billions of Ton, 70) |                           |
|---|-------------------------------|---------|---------|------------|-----------------------|---------------------------|
|   |                               | FY2016  | FY2015  | Difference | Ratio                 | FY2016 Consolidated Ratio |
|   | Operating Revenues (Sales)    | 1,827.5 | 1,835.6 | -8.1       | 99.6                  | (1.08)                    |
| Ordinary                                    | Electric                      | 1,681.0 | 1,688.3 | -7.2       | 99.6                  |                           |
| Revenues                                    | Other                         | 146.4   | 147.3   | -0.9       | 99.4                  |                           |
|   | Other Revenues                | 18.1    | 16.2    | 1.8        | 111.3                 |                           |
|   | Total                         | 1,845.6 | 1,851.9 | -6.3       | 99.7                  |                           |
|   | Operating Expenses            | 1,704.8 | 1,715.4 | -10.5      | 99.4                  |                           |
| Oralinary                                   | Electric                      | 1,574.8 | 1,584.5 | -9.6       | 99.4                  |                           |
| Ordinary<br>Expenses                        | Other                         | 129.9   | 130.8   | -0.8       | 99.3                  |                           |
| Σχροποσο                                    | Other Expenses                | 46.5    | 45.6    | 0.9        | 102.0                 |                           |
|   | Total                         | 1,751.4 | 1,761.0 | -9.6       | 99.5                  |                           |
| (Operating                                  | Income)                       | (122.6) | (120.2) | (2.3)      | (102.0)               | (1.23)                    |
| Ordinary Ir                                 | ncome                         | 94.2    | 90.9    | 3.3        | 103.6                 | (1.37)                    |
| Reserve fo                                  | r Fluctuation In Water Levels | 0.9     | 5.9     | -4.9       | 15.9                  | (1101)                    |
| Extraordina                                 | ary gain                      | _       | 7.5     | -7.5       |                       |                           |
| Extraordinary loss                          |                               | 10.4    | _       | 10.4       | _                     |                           |
| Net Income attributable to owners of parent |                               | 79.2    | 73.4    | 5.7        | 107.9                 | (1.30)                    |
| Comprehe                                    | nsive Income                  | 82.0    | 49.4    | 32.5       | 165.9                 |                           |

#### Balance Sheet Summary

(Billions of Yen,%)

|             |                       | Mar.31,2017 | Mar.31,2016 | Difference |
|-------------|-----------------------|-------------|-------------|------------|
| Total Ass   | ets                   | 4,587.5     | 4,748.2     | -160.6     |
| Liabilities |                       | 4,012.9     | 4,248.3     | -235.3     |
|             | Interest-bearing Debt | 3,313.9     | 3,224.8     | 89.0       |
| Equity      |                       | 574.5       | 499.9       | 74.6       |
| [Reference  | B I Equity Ratio      | 12.0        | 10.1        | 1.9        |

# **Segment Information**

(Billions of Yen)

|                          |                                      | FY2016  | FY2015  | Difference | Explanations  |
|--------------------------|--------------------------------------|---------|---------|------------|---|
| Floations                | Sales                                | 1,685.0 | 1,692.3 | -7.2       |   |
| Electric power           | Operating<br>Income                  | 98.3    | 96.1    | 2.1        |   |
| Energy related by singer | Sales                                | 185.2   | 184.6   | 0.5        | Sales increased due to increases of repair work in power stations, etc. regardless of a decrease of commissioned maintenance for conventional meters caused    Commission of conventional meters are caused   Commission of conventional meters are caused   Commission of conventional meters   Commission of convention |
| Energy-related business  | gy-related business Operating Income | 10.0    | 10.8    | -0.7       | <ul> <li>by installation of smart meters.</li> <li>Operating income decreased due to decreases of commissioned maintenance for conventional meters caused by installation of smart meters, etc.</li> </ul>  |
| IT and                   | Sales                                | 101.4   | 103.5   | -2.1       | <ul> <li>Sales decreased due to a decrease of commissioned<br/>information system development, etc. regardless of increase<br/>income of optical broadband service.</li> </ul>  |
| Telecommunications       | Operating<br>Income                  | 8.4     | 10.2    | -1.7       | <ul> <li>Operational revenue decreased due to increases of<br/>depreciation expense, taxes and due, etc. caused by optical<br/>broadband service.</li> </ul>  |
| Other                    | Sales                                | 24.9    | 26.8    | -1.8       | Sales decreased due to decreases on income regarding selling real estates, etc.   |
| Guioi                    | Operating Income                     | 4.5     | 4.3     | 0.2        | <ul> <li>Operating revenue increased due to a decrease of<br/>depreciation expense of rental buildings, etc.</li> </ul>   |

Note: The above amounts represent figures prior to elimination of transactions among segments.

# **Cash Flow (Consolidated)**

(Billions of Yen)

|   | FY2016   | FY2015   | Difference | Explanations  |
|---|----------|----------|------------|---|
| Cash flows from operating activities<br>( A )   | 188.0    | 329.4    | -141.4     | Decrease of Electricity and Power income -112.1 decrease due to pay the un-paid spent fuel reprocessing contribution -36.1 Increase of purchased power -15.0 Decrease of fuel cost 74.6 |
| Cash flows from investing activities  | -275.0   | -288.3   | 13.2       | An increase of purchase of non-current asset 13.8   |
| Reposting of capital expenditures including nuclear fuel [Figures are included above] | (-304.6) | (-318.4) | (13.8)     |   |
| Cash flows from financing activities  | -78.3    | -126.1   | 204.5      | An increase of income regarding issuance of bonds 239.5   |
| Change in cash & cash equivalents   | -9.9     | -86.7    | 76.7       |   |

| (Reference)<br>Free cash flows | -116.6 | 10.9 | -127.6 |
|--------------------------------|--------|------|--------|
| (A) + (B)                      |        |      |        |

#### FY2016 Year-End Dividend

We'll decide amount of dividends based on keeping a stable dividends, taking into consideration financial results comprehensively.

Regarding dividends for the fiscal year ended March 31, 2017, we are supposed to pay out 15 yen per common share, taking into consideration our financial results of FY2016 and financial condition not only in FY2016 but also in medium-and long-term comprehensively.

In addition, we are supposed to pay dividends for the fiscal year ended March 31, 2017 per Class A preferred share(Amount 3.5 billions yen).

(Yen/Share)

|              | FY 2016 | FY 2015 | Difference |
|--------------|---------|---------|------------|
| common share | 15      | 5       | 10         |

(Thousands of Yen/Share)

|                         | FY 2016 | FY 2015 | Difference |
|-------------------------|---------|---------|------------|
| Class A preferred share | 3,500   | 7,153   | -3,653     |

Note: Regarding Year-end dividend of Class A preferred share for the fiscal year ended March 31 2016,we paid out ¥7,153,763 per share including accumulation of that of FY2014.

# FY2017 Financial Results Forecast and Dividend Forecasts

#### FY2017 Financial Results Forecast and Dividend Forecasts

#### [Financial Result Forecasts]

We expect that sales will increase to ¥1,960.0 billion mainly due to an increase in lighting and power revenues because of an increase in charge unit price effected by the fuel costs adjustment system, while electricity sales will decrease.

Income is currently not able to be estimated because we can't calculate expenses like fuel costs reasonably due to uncertainty of the timing of Genkai nuclear power station's restart.

We will promptly inform you of our forecasts when it is possible for us to make them.

#### [Dividend Forecasts]

Dividend for FY2017 are currently not able to be decided due to uncertainty of the timing of Genkai nuclear power station unit No.3 and No.4, though we'll continue to positive consideration for payment of a certain amount of dividend.

We will promptly inform you of our forecasts when it is possible for us to make them.

#### [Consolidated]

(Billions of Yen,%)

|   | FY2017<br>Forecasts | FY2016  | Difference | Ratio |
|---|---------------------|---------|------------|-------|
| Sales                                       | 1,960.0             | 1,827.5 | 132.5      | 107.2 |
| Operating income                            |                     | 122.6   | _          | _     |
| Ordinary income                             |                     | 94.2    | _          | _     |
| Net Income attributable to owners of parent | _                   | 79.2    | _          | _     |

#### [Non-consolidated]

(Billions of Yen,%)

|                  | FY2017<br>Forecasts | FY2016  | Difference | Ratio  |
|------------------|---------------------|---------|------------|--------|
| Sales            | 1,825.0             | 1,696.7 | 128.3      | 107. 6 |
| Operating income |                     | 99.5    |            |        |
| Ordinary income  | l                   | 68.8    |            | ı      |
| Net Income       | _                   | 61.0    | _          |        |

#### [Reference : Key Factors]

|                          | FY2017<br>Forecasts | FY2016           | Difference       |  |
|--------------------------|---------------------|------------------|------------------|--|
| Electricity sales volume | 76.3 Billion kWh    | 78.6 Billion kWh | -2.3 Billion kWh |  |
| Crude oil (CIF) price    | 60 \$/b             | 48 \$/b          | 12 \$/b          |  |
| Exchange rate            | 115 Yen/\$          | 108 Yen/\$       | 7 Yen/\$         |  |

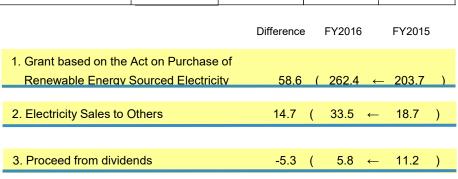
# (Reference) Data

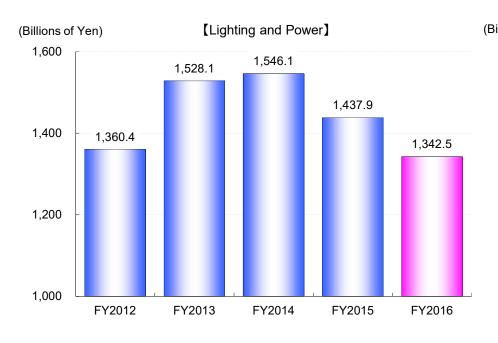
#### Revenues from lighting and Power and from Others (Non-Consolidated)

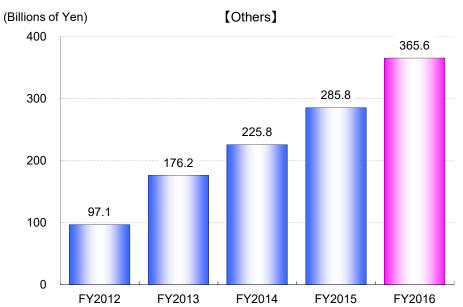
| (Billions of Yen,%) |         |         |            |       |  |
|---------------------|---------|---------|------------|-------|--|
|                     | FY2016  | FY2015  | Difference | Ratio |  |
| Lighting and Power  | 1,342.5 | 1,437.9 | -95.3      | 93.4  |  |

|        |        |        | (Bi        | llions of Yen,%) |
|--------|--------|--------|------------|------------------|
|        | FY2016 | FY2015 | Difference | Ratio            |
| Others | 365.6  | 285.8  | 79.8       | 127.9            |

|   | Difference | FY2016  | FY2015    |
|---|------------|---------|-----------|
| Effect of fuel cost adjustment                | -131.7 (   | -163.9  | ← -32.2 ) |
|   |            |         |           |
| 2. Increase in electricity sales volume       | -10.0      |         |           |
|   |            |         |           |
| 3. Renewable Energy Power Promotion Surcharge | 47.0 (     | 151.1 ← | - 104.1 ) |
|   |            |         |           |







#### **Expenses for Fuel and Power purchase (Non-Consolidated)**

|      |        |        |            | (Billions of Yen,%) |
|------|--------|--------|------------|---------------------|
|      | FY2016 | FY2015 | Difference | Ratio               |
| Fuel | 263.5  | 364.7  | -101.2     | 72.3                |

Difference

| 1. Drop in CIF | -35.0 |
|----------------|-------|
|                |       |

2. Effect of restarting to generate electricity in Sendai Nuclear Power -28.0

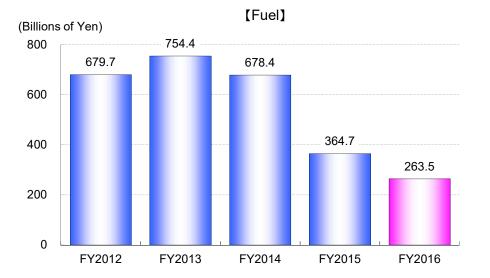
3. Exchange gains -24.0

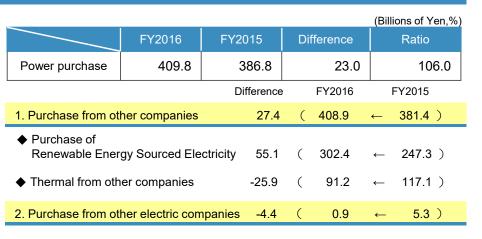
[Reference1] All Japan CIF prices

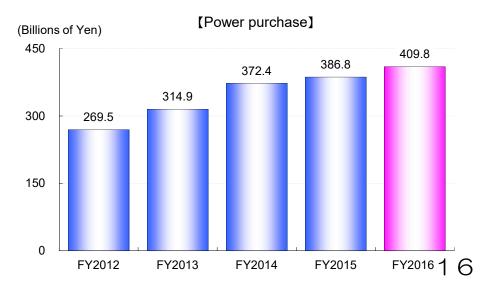
|                 | FY2016 | FY2015 | Difference |
|-----------------|--------|--------|------------|
| Coal(\$/t)      | 79     | 75     | 3          |
| LNG(\$/t)       | 358    | 451    | -94        |
| Crude oil(\$/b) | 48     | 49     | -1         |

[Reference2] Fuel consumption

|                                 | FY2016 | FY2015 | Difference |
|---------------------------------|--------|--------|------------|
| Coal (thousand. ton)            | 6,262  | 5,694  | 568        |
| Heavy oil (thousand. kiloliter) | 274    | 923    | -649       |
| Crude oil (thousand. kiloliter) | 144    | 397    | -253       |
| LNG (thousand. ton)             | 4,053  | 3,806  | 247        |







# **Expenses for Maintenance and Depreciation (Non-Consolidated)**

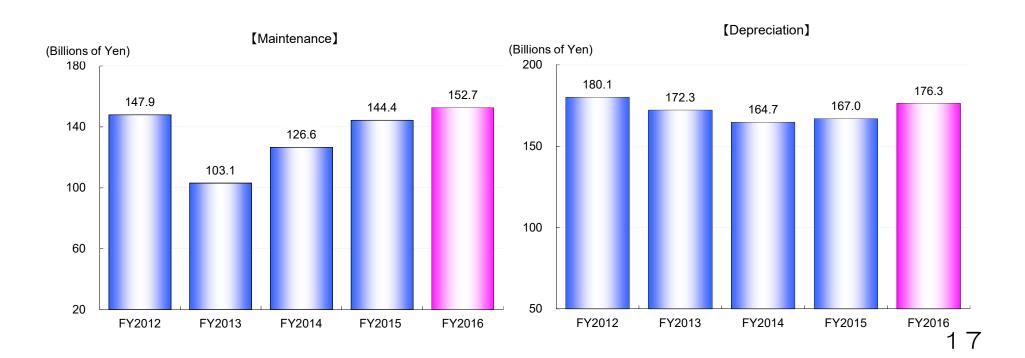
(Billions of Yen,%)

|                 | F 12010 | F12015  | Dillerence | Ralio    |               |
|-----------------|---------|---------|------------|----------|---------------|
| Maintenance     | 152.7   | 144.4   | 8.2        | 105.7    | De            |
|                 |         | Differe | nce FY2016 | 6 FY2015 |               |
| 1. Nuclear      |         | 23.7    | ( 52.3     | ← 28.5)  | 1. Regu       |
|                 |         |         |            |          | ♦ The         |
| 2. Thermal      |         | -6.9    | ( 30.0     | ← 36.9)  | ♦ Nuc         |
|                 |         |         |            |          | <b>V</b> 1100 |
| 3. Transmission |         | -3.0    | ( 7.2      | ← 10.3)  | 2. Trial      |

|              |        |        | (B         | illions of Yen,%) |
|--------------|--------|--------|------------|-------------------|
|              | FY2016 | FY2015 | Difference | Ratio             |
| Depreciation | 176.3  | 167.0  | 9.3        | 105.6             |

|                                  | Difference | FY2016 FY2015                      |
|----------------------------------|------------|------------------------------------|
| 1. Regular depreciation          | 10.0       | ( 175.1 ← 165.0 )                  |
| ◆ Thermal<br>◆ Nuclear           | 7.7<br>3.1 | ( 22.2 ← 14.4 )<br>( 36.8 ← 33.7 ) |
| 2. Trial operations depreciation | -0.6       | ( 1.2 ← 1.9 )                      |

◆ Expansion of unit No. 3 x 4 at the Shin-Oita Power Station (trial operation : 2016.1, commercial operation : 2016.6)



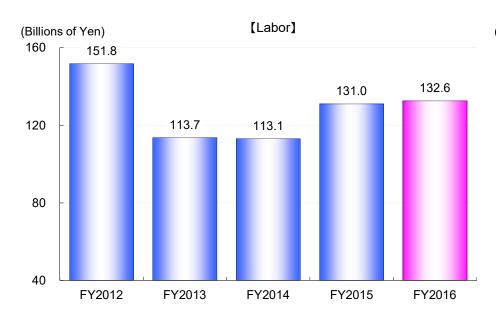
# **Expenses for Labor and Others (Non-Consolidated)**

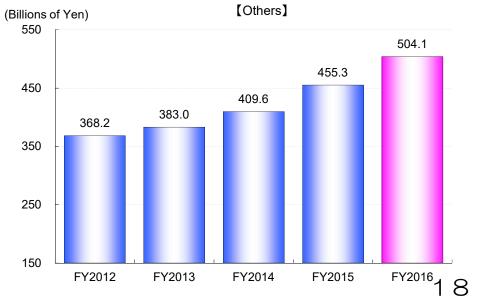
| ~     |        |        |            | (Billions of Yen,%) |
|-------|--------|--------|------------|---------------------|
|       | FY2016 | FY2015 | Difference | Ratio               |
| Labor | 132.6  | 131.0  | 1.6        | 101.2               |

| (Billio |        |        |            |       |  |  |
|---------|--------|--------|------------|-------|--|--|
|         | FY2016 | FY2015 | Difference | Ratio |  |  |
| Others  | 504.1  | 455.3  | 48.7       | 110.7 |  |  |

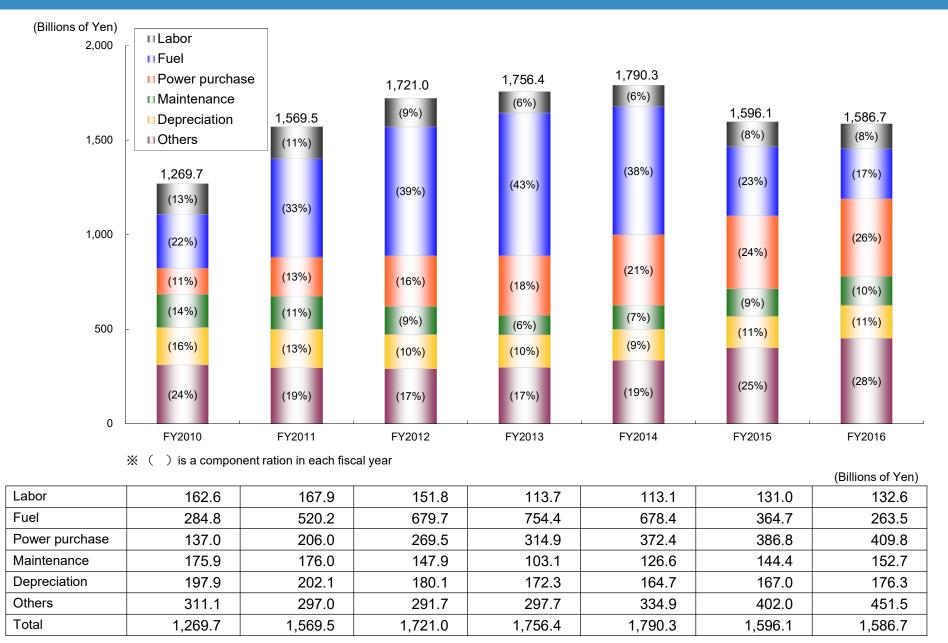
|  | Difference | FY2016 | 6        | FY2015 |
|--|------------|--------|----------|--------|
| 1. Employee retirement benefits        | 4.7        | ( 8.9  | ←        | 4.2 )  |
| ◆Amortization of actuarial differences | 3.6        | ( 3.5  | ←        | -0.1 ) |
| 2. Salary                              | -2.6       | ( 95.9 | <b>←</b> | 98.6 ) |

|  | Difference | FY2016 FY2015    |  |
|--|------------|------------------|--|
| Levy based on the Act on Purchase<br>of Renewable Energy Sourced Electricity | 47.0       | (151.1 ← 104.1 ) |  |
|  |            |                  |  |
| 2. Nuclear back-end  | 6.5        | ( 28.2 ← 21.7 )  |  |
| ◆ Effect of restarting to generate electricity<br>in Sendai Nuclear Power    | 6.0        | ( 12.5 ← 6.5 )   |  |
| 3. Overhead expenses   | -3.9       | (150.4 ← 154.4)  |  |

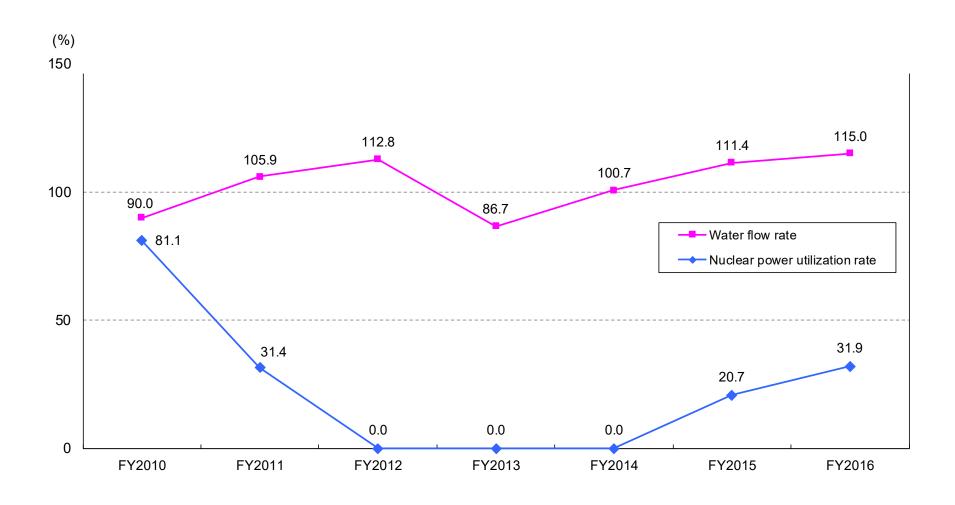




#### **Components of Operating Expense in Electricity Business (Non-Consolidated)**

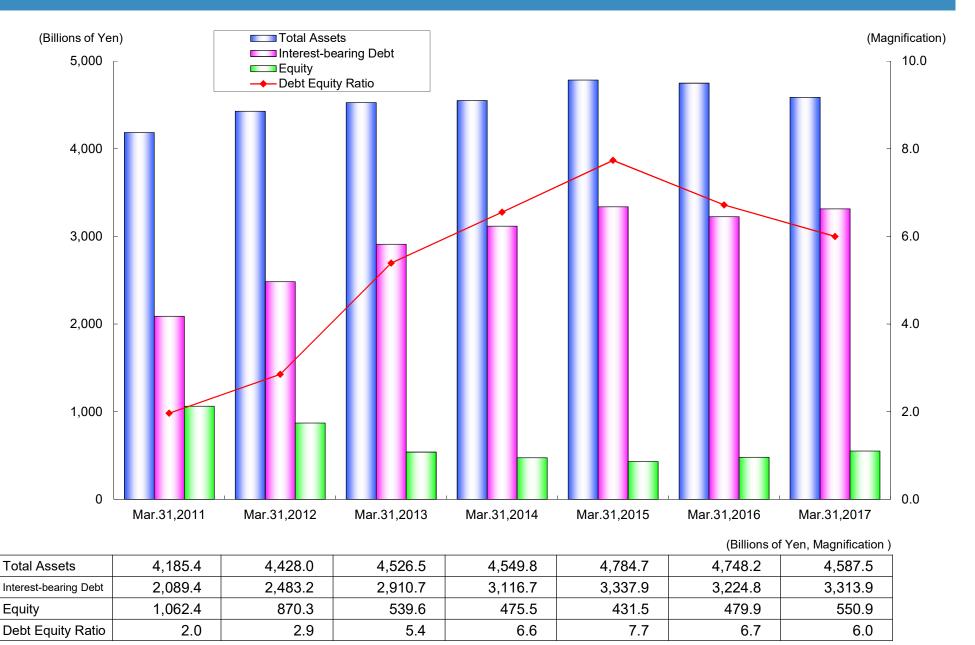


# **Water Flow Rate and Nuclear Power Utilization Rate**



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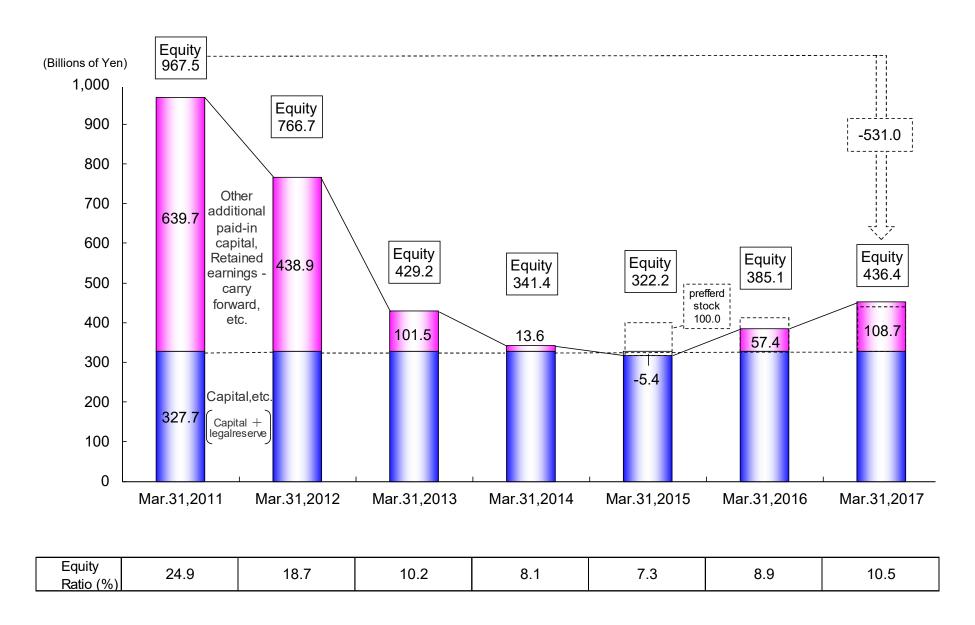
#### **Total Assets, Interest - Bearing Debt, Equity, Debt- Equity Ratio (Consolidated)**



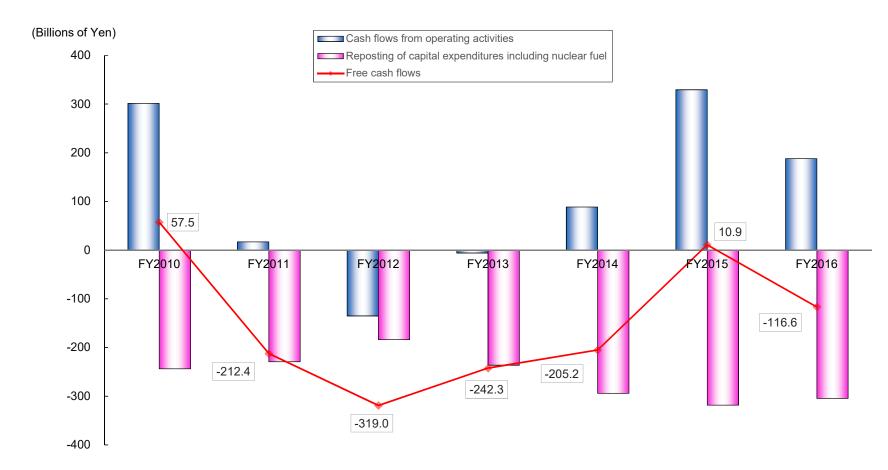
#### Total Assets, Interest - Bearing Debt, Equity, Debt- Equity Ratio (Non-Consolidated)



# **Changes in Equity (Non-Consolidated)**



# Free Cash Flow (Consolidated)



(Billions of Yen)

| Cash flows from operating activities                     | 301.3  | 16.9   | -135.1 | -5.9   | -88.7  | 329.4  | 188.0  |
|--|--------|--------|--------|--------|--------|--------|--------|
| Reposting of capital expenditures including nuclear fuel | -243.7 | -229.3 | -183.9 | -236.3 | -293.9 | -318.4 | -304.6 |
| Free cash flows  | 57.5   | -212.4 | -319.0 | -242.3 | -205.2 | 10.9   | -116.6 |

For more information, please contact:

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