# Financial Results The 2nd Quarter of FY 2013

**November 8, 2013** 



Statements made in this overview of operations regarding Kyushu Electric Power's strategies and forecasts and other statements that are not historical facts are forward-looking statements based on management's assumptions and beliefs in light of information currently available, and should not be interpreted as promises or guarantees. Owing to various uncertainties, actual results may differ materially from these statements. Investors are hereby cautioned against making investment decisions solely on the basis of forward-looking statements contained herein.

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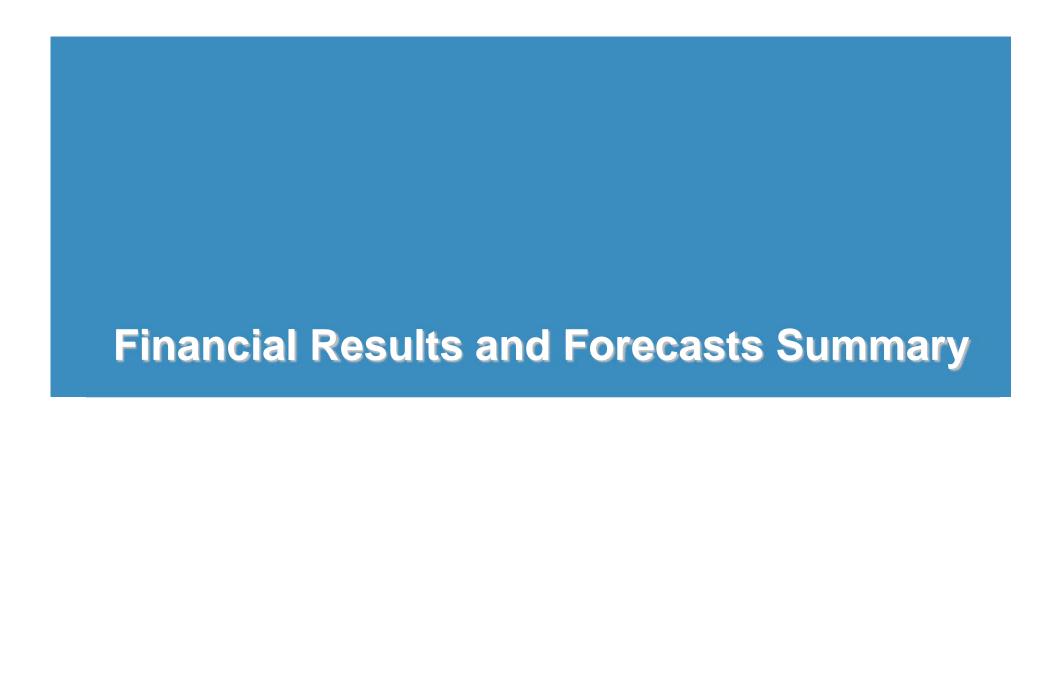
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<sup>\*</sup>Figures for FY2013 2nd Quarter Financial Results are accumulated total from Apr.1,2013 to Sep.30,2013.



### **FY2013 2nd Quarter Financial Results Summary**

#### [Summary]

In the electricity business, the operating loss, ordinary loss and net loss for the 2Q of FY2013 decreased compared with the same quarter period of the previous year, because of increase in the lighting and power revenues due to the increase in charge unit price with the effect of electricity rate increase and fuel cost adjustment system and in the grant based on a feed-in tariff power purchase and sale system of renewable energy, and of making efforts to reduce costs such as maintenance cost and labor cost, while increase in the thermal fuel costs due to the influence of a weaker yen and the costs for purchase from renewable energy sources.

We reported an extraordinary gain which was occurred by sales of real estate and securities as a part of management rationalization and setting of retirement benefits.

Indeed we are sorry, an interim dividend of 0 yen per share is decided as well as year-end dividend of FY2012 .

#### [Consolidated]

(Billions of Yen,%)

	FY2013 2Q	FY2012 2Q	Difference	Change
Sales	868.2	763.0	105.2	113.8
Operating Income (Loss)	-58.3	-135.5	77.2	-
Ordinary Income (Loss)	-75.6	-151.0	75.4	-
(Extraordinary gain)	(46.3)	(-)	(46.3)	(-)
Net Income (Loss)	-35.7	-149.5	113.8	_

Comprehensive Income (Loss)	-51.7	-154.5	102.7	-

Note: As of the end of FY2013 2Q , 71 affiliates were subject to consolidated accounting. Breakdown:

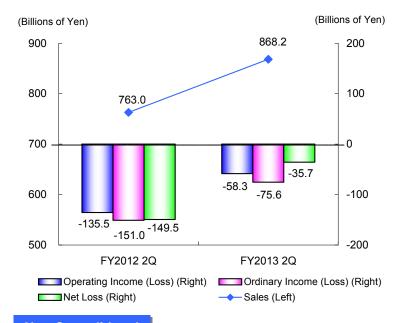
Consolidated subsidiaries: 40 companies (no change from the end of FY2013 1Q) Equity method companies: 31 companies (no change from the end of FY2013 1Q)

#### [Non-Consolidated]

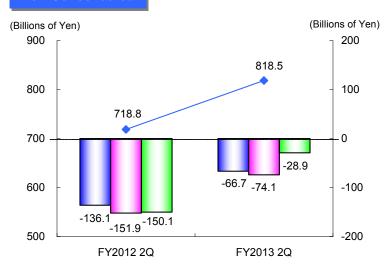
(Billions of Yen.%)

			1	, ,
	FY2013 2Q	FY2012 2Q	Difference	Change
Sales	818.5	718.8	99.6	113.9
Operating Income (Loss)	-66.7	-136.1	69.3	_
Ordinary Income (Loss)	-74.1	-151.9	77.7	_
(Extraordinary gain)	(47.3)	(-)	(47.3)	(-)
Net Income (Loss)	-28.9	-150.1	121.2	_

#### Consolidated



#### Non-Consolidated



### FY2013 2nd Quarter Financial Results Summary (vs.Previous Forecast,July.2013)

### [Summary (vs.Previous Forecast, July. 2013)]

The operating loss, ordinary loss and net loss for the 2Q of FY2013 decreased due to the decrease in costs such as maintenance and overhead expenses as a part of management rationalization and the increase in extraordinary gain such as setting of retirement benefits.

#### [Consolidated]

(Billions of Yen,%)

	FY2013 2Q	July.FY2013 Forecast	Difference	Change
Sales	868.2	860.0	8.2	101.0
Operating Income (Loss)	-58.3	-80.0	21.7	_
Ordinary Income (Loss)	-75.6	-100.0	24.4	_
(Extraordinary gain)	(46.3)	(32.5)	(13.8)	(142.5)
Net Income (Loss)	-35.7	-70.0	34.3	-

#### [Non-Consolidated]

(Billions of Yen,%)

	FY2013 2Q	July.FY2013 Forecast	Difference	Change
Sales	818.5	810.0	8.5	101.1
Operating Income (Loss)	-66.7	-85.0	18.3	-
Ordinary Income (Loss)	-74.1	-95.0	20.9	-
(Extraordinary gain)	(47.3)	(32.5)	(14.8)	(145.5)
Net Income (Loss)	-28.9	-60.0	31.1	_

[Reference: Key Fundamentals]

	FY2013 2Q	July.FY2013 Forecast	Difference
Electricity Sales Volume	42.3 Billion kWh	41.8 Billion kWh	0.5 Billion kWh
Crude oil CIF price	108 \$/b	106 \$/b	2 \$/b
Exchange rate	99 yen/\$	100 yen/\$	-1 yen/\$
Nuclear power utilization rate	- %	- %	- %

### **FY2013 Financial Results Forecasts and Dividend Forecasts**

Our forecasts for full-year financial results are unchanged from those announced in July 2013.

#### [Financial Results Forecasts and Dividend Forecasts Summary]

Fiscal 2013 full-year performance outlook for operating income, ordinary income and net income is currently not able to be estimated due to the difficult situations that we can not calculate fuel costs for the second half rationally under uncertain prospects of the resumption of the operations of reactors of our nuclear power stations.

Year-end dividend of FY2013 ending March 31, 2014 has yet to be decided. We will promptly inform you of the dividend when it is possible for us to make our forecasts.

#### [Consolidated]

(Billions of Yen,%)

	FY2013	FY2012	Difference	Change
Sales	1,760.0	1,545.9	214.1	113.8
Operating Income (Loss)	ı	-299.4	-	-
Ordinary Income (Loss)	ı	-331.2	-	-
Net Income (Loss)	-	-332.4	-	-

#### [Non-Consolidated]

(Billions of Yen,%)

FY2013	FY2012	Difference	Change
1,660.0	1,448.8	211.2	114.6
-	-305.8	-	-
-	-339.9	ı	ı
-	-338.0	ı	ı
		1,660.0 1,448.8 305.8 339.9	1,660.0 1,448.8 211.2 305.8 - 339.9 -

[Reference: Key Fundamentals]

	FY2013 FY2012		Difference
Electricity Sales Volume	84.2 Billion kWh	83.8 Billion kWh	0.4 Billion kWh
Crude oil CIF price	106 \$/b	114 \$/b	-8 \$/b
Exchange rate	100 yen/\$	83 yen/\$	17 yen/\$



## **Electricity Sales Volume**

- O Customers other than large-scale industrial Increased by 1.3% compared with the 2Q of the previous year mainly due to an increase in the air-conditioning demand as the temperature in the mid June through August was higher than the previous year's level while the effect of power saving.
- O Large-scale industrial customers

  Decreased by 1.4% compared with the 2Q of the previous year mainly due to the decrease in production of Electric Machinery and Non-ferrous Metals.

#### [Electricity Sales Volume]

(Million-kWh,%)

		FY2013 2Q	vs.FY2012 2Q	
		1 12013 202	Difference	Change
L	ighting	14,028	166	101.2
Power		28,261	62	100.2
Total		42,289	228	100.5
(Figures are	Customers other than large-scale industrial	30,238	403	101.3
	Large-scale industrial customers	12,051	-175	98.6

[Reference: Electricity Sales Volume (by sector)] (Million-kWh,%)

		FY2013 2Q	vs.FY2012 2Q		
		F12013 2Q	Difference	Change	
Demand	Li	ghting	14,028	166	101.2
other than under	Power	Low voltage	2,415	44	101.9
liberalization	Power	Others	358	-5	98.7
Subtotal		16,801	205	101.2	
Demand	Commercial		10,191	172	101.7
under liberalization	Industrial		15,297	-149	99.0
	Subtotal		25,488	23	100.1
_	Total	_	42,289	228	100.5

[Large-scale industrial customers by sector]

(Million-kWh,%)

		FY2013 2Q	vs.FY2012 2Q				
			F12013 2Q	Difference	Change		
	Machinery	/ Total	3,363	-125	96.4		
	(Figures are	Electronics	2,287	-104	95.6		
	included above)	Transportation	824	▲ 13	98.5		
	Steel and	d Iron	1,312	44	103.5		
	Chemicals		1,342	<b>A</b> 4	99.7		
	Clay and	Stone	452	▲ 38	92.3		
	Non-ferrous	s Metals	872	-87	90.9		
	Pulps and	Papers	184	-40	82.5		
	Foodstuffs		Foodstuffs		1,266	39	103.2
	Others		3,260	36	101.1		
	Tota	ıl	12,051	-175	98.6		

## **Generated and Received Electricity**

#### [Generated and Received Electricity]

#### [Trends in Generated and Received Electricity]

46,343

45,155

45,792

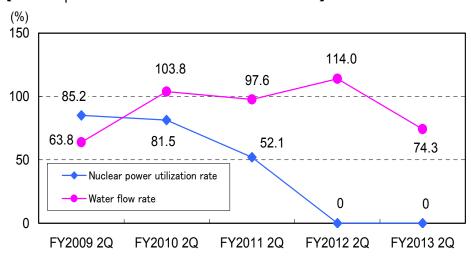
47,858

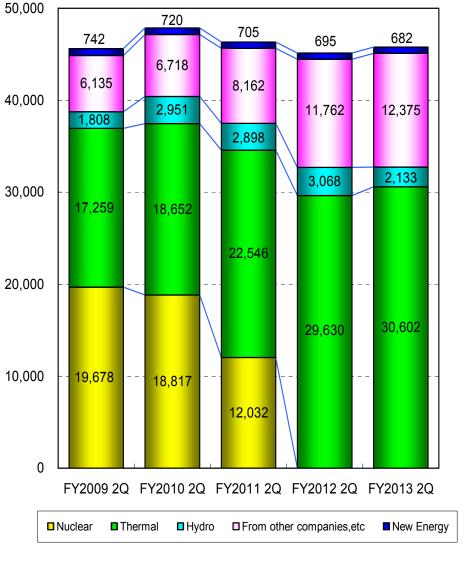
45,622

			•	lillion-kWh,%)	(Million-kWh)
			vs.FY2	012 2Q	(
			Difference	Change	50,000 r
	Hydro	2,133	▲ 935	69.5	
	(Water flow rate)	(74.3)	(▲ 39.7)		
Own	Thermal	30,602	972	103.3	
facilities	Nuclear	-	-	-	
lacilities	(Utilization rate)	(-)	(-)	(-)	40,000
	New Energy*	682	-13	98.1	
	Subtotal	33,417	24	100.1	
From	other companies	12,024	1,339	112.5	
(New Ene	rgy [included above]*)	(1,331)	(394)	(142.0)	
	Interchange		▲ 730	51.9	30,000
For pumping		-439	4	99.1	
	Total	45,792	637	101.4	

\*Note: "New Energy" includes Solar, Wind, Biomass, Waste and Geothermal

### [Nuclear power utilization rate and Water flow rate]





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

(Billions of Yen,%)

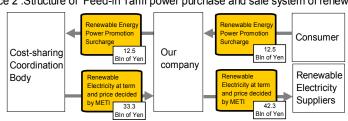
		FY2013 2Q	FY2012 2Q	Difference	Change	Explanations
	Lighting	310.5	283.4	27.0	109.5	Effect of fuel cost adjustment for FY2013 31.2 Increase in electricity rate 30.3
	Power	437.9	398.7	39.2	109.8	Renewable Energy Power Promotion Surcharge 9.4
Ordinary Revenues	Other	85.0	40.8	44.1	208.2	Grant based on the Act on Purchase of Renewable Energy Sourced Electricity 29.7 Proceed from dividends 10.2
	(Sales)	(818.5)	(718.8)	(99.6)	(113.9)	
	Total	833.4	722.9	110.4	115.3	
	Labor	55.8	81.1	-25.2	68.8	Salary -14.0 Employee retirement benefits -9.1
	Fuel	372.3	333.9	38.3	111.5	Exchange losses 55.4 Drop in CIF -20.1 Decrease in Water flow 21.9 Increase in Power purchase -16.6
	Power purchase	168.1	138.5	29.5	121.4	Purchase from other companies 42.6 (Purchase of Renewable energy 22.5 Purchase from the electricity transaction market 20.4)  → [Figures are included above: Purchase of Renewable Energy Sourced Electricity 37.4]  Purchase from other electric companies -13.0
Ordinary	Maintenance	45.6	69.7	-24.0	65.6	Nuclear -14.6 Distribution -4.2 Thermal -3.0
Expenses	Depreciation	86.6	91.4	-4.7	94.8	
ļ .	Interest	18.9	17.2	1.6	109.3	
	Tax and public dues *1	45.1	41.5	3.5	108.5	
	Nuclear back-end *2	9.8	9.8	-	100.7	
	Other	105.0	91.4	13.6	114.9	Levy based on the Act on Purchase of Renewable Energy Sourced Electricity 9.4 Contribution to the Fund of Nuclear Damage Liability Facilitation 8.4 Overhead expenses*3 -5.8
	Total	907.6	874.9	32.7	103.7	
(Opera	ating Income(Loss))	(-66.7)	(-136.1)	(69.3)	(-)	
Ordin	ary Income (Loss)	-74.1	-151.9	77.7	-	
	rve for fluctuation n water levels	-4.3	2.1	-6.4	-	
Ext	traordinary gain	47.3		47.3		Gain on contribution of securities to retirement benefit trust 21.7 Gain on sale of fixed assets 20.2 Gain on sale of securities 5.3
	ncome taxes	6.4	-3.9	10.3	_	
Ne	t Income (Loss)	-28.9	-150.1	121.2	-	

Note 1: Tax and public dues consist of the following: Charge for right of water, Property Tax, Miscellaneous Taxes, Power Development Promotion Tax, Business Tax

[Reference 1 : Key Fundamentals]

	FY2013 2Q	FY2012 2Q	Difference
Exchange rate	99 yen/\$	79 yen/\$	20 yen/\$
Crude oil CIF price	108 \$/b	114 \$/b	-6 \$/b
Water flow rate	74.3 %	114.0 %	-39.7 %
Nuclear power utilization rate	- %	- %	- %

[Reference 2 : Structure of Feed-in Tariff power purchase and sale system of renewable energy ]



Note 2 : Nuclear back-end expenses consist of the following: Reprocessing costs of irradiated nuclear fuel, Reprocessing preparation costs of irradiated nuclear fuel, Decommissioning costs of nuclear power plants, and Disposal costs of high-level radioactive waste.

Note 3 : Overhead expenses refer to the aggregate sum of waste disposal expenses, consumables expenses, compensation expenses, leasing fees, subcontract fees, expansion and development expenses, training expenses, research expenses and others.

# [Explanations] Ordinary Revenues

(Billions of Yen,%)

	FY2013 2Q	FY2012 2Q	Difference	Change
Lighting and Power	748.4	682.1	66.3	109.7

Difference FY2013 FY2012 2Q 2Q

1. Effect of fuel cost adjustment for FY2013

31.2

2. Increase in electricity rate 30.3

3. Renewable Energy Power Promotion Surcharge

9.4 ( 12.5 ← 3.0 )

(Billions of Yen,%							
	FY2013 2Q	FY2012 2Q	Difference	Change			
Others	85.0	40.8	44.1	208.2			

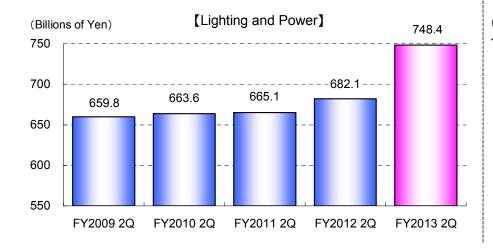
Difference FY2013 FY2012 2Q 2Q

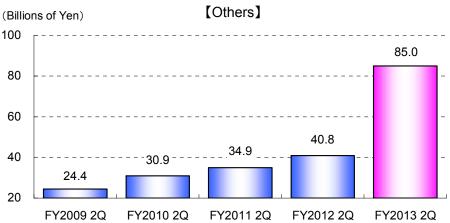
1. Grant based on the Act on Purchase of Renewable Energy Sourced Electricity

29.7 ( 33.3 ← 3.6 )

2. Proceed from dividends

10.2 ( 11.4 ← 1.2 )





# [Explanations] Fuel, Power purchase

(Billions of Yen.%)

	FY2013 2Q	FY2012 2Q	Difference	Change
Fuel	372.3	333.9	38.3	111.5

Difference

1. Exchange losses 55.4

2. Drop in CIF -20.1

[Reference] All Japan CIF prices

		FY2013 2Q	FY2012 2Q	Difference
Coal	(\$/t)	111	133	-22
LNG	(\$/t)	843	896	-53
Crude oil	(\$/b)	108	114	-6

3. Decrease in Water flow 21.9

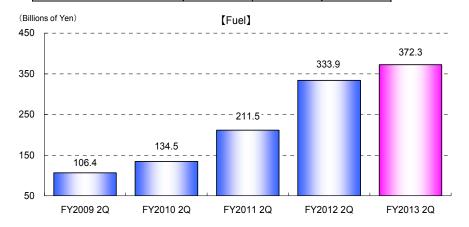
4. Increase in Power purchase

(The holddown of fuel consumption by increase in power purchase from the electricity transaction market)

-16.6

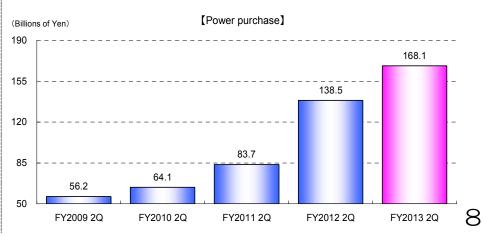
[Reference] Fuel consumption

		FY2013 2Q	FY2012 2Q	Difference
Coal	(thousand. ton)	2,896	2,615	281
Heavy oil	(thousand. kiloliter)	901	857	44
Crude oil	(thousand. kiloliter)	589	839	-250
LNG	(thousand. ton)	2,422	2,281	141



(Billions of Yen,							
	FY2013 2Q	FY2012 2Q	Difference	Change			
Power purchase	168.1	138.5	29.5	121.4			

,									
			Difference		2013 :Q	FY2012 2Q			
1. Purchase from other co	ompanies		42.6	( 1	50.4 +	<b>−</b> 107.8	)		
[Figures are included	[Figures are included above: Purchase of Renewable Energy Sourced Electricity								
			37.4	(	42.3 <b>~</b>	<b>←</b> 4.8	)		
◆ Purchase of Renew	able energy		22.5						
Purchase from the	electricity transaction	market	20.4						
2. Purchase from other e	lectric companies		-13.0	(	17.6 ←	<b>←</b> 30.6	)		

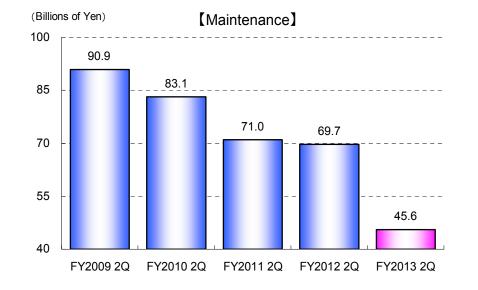


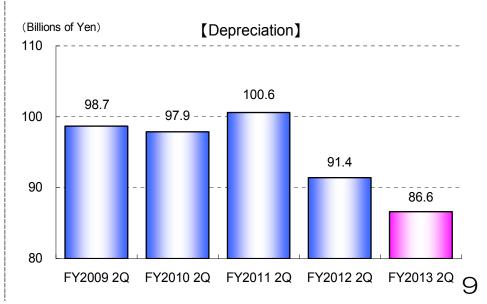
# [Explanations] Maintenance, Depreciation

(Billions of Yen,%							
	FY2013 2Q	FY2012 2Q	Difference	Change			
Maintenance	45.6	69.7	-24.0	65.6			

	Difference	FY2013 2Q	FY2012 2Q
1. Nuclear	-14.6 (	7.2	← 21.8 )
2. Distribution	-4.2 (	17.9	← 22.2 )
3. Thermal	-3.0 (	11.7	← 14.8 )

		(Billi	ons of Yen,%)
FY2013 2Q	FY2012 2Q	Difference	Change
86.6	91.4	-4.7	94.8
	Difference	FY2013 2Q	FY2012 2Q
	-1.0 (	9.2 ←	- 10.3 )
	-0.7 (	14.9 ←	- 15.6 )
		86.6 91.4  Difference -1.0 (	FY2013 2Q         FY2012 2Q         Difference           86.6         91.4         -4.7           Difference   FY2013





# [Explanations] Labor, Others

(Billions of Yen,%)

	FY2013 2Q	FY2012 2Q	Difference	Change
Labor	55.8	81.1	-25.2	68.8
		Differe	nce FY2013	FY2012 2Q
1. Salary		-1	4.0 ( 38.9	← 52.9 )

2. Employee Retirement benefits -9	9.1 (	3.7	←	12.9	)
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(Billions of Yen,%)

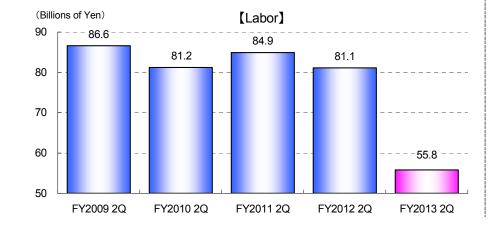
	FY2013 2Q	FY2012 2Q	Difference	Change
Others	179.0	160.1	18.8	111.8

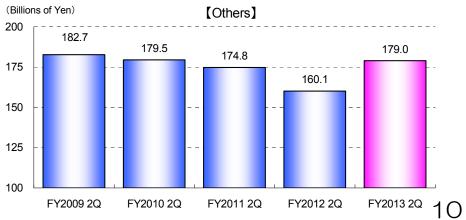
Difference	FY2013	FY2012
	20	2Q

- Levy based on the Act on Purchase of Renewable Energy Sourced Electricity
   9.4 ( 12.5 ← 3.0
- 2. Contribution to the Fund of Nuclear Damage Liability Facilitation

  8.4 ( 8.4 ← —
- 3. Overhead expenses -5.8 ( 55.7 ← 61.5 )

Note: Others consists of interest charges, miscellaneous taxes, nuclear power back-end costs and others





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

Assets	
	(Billions of Yen)

	Sep. 30, 2013	Mar. 31, 2013	Difference	Explanations
Utility Property, Plant and Equipment	2,400.6	2,449.4	-48.7	Depreciation -86.7 Construction completed 40.9
Investments and Other Assets	634.9	679.9	-45.0	Long-term investments -33.7*1 Deferred tax assets -11.3
Others	1,118.8	1,072.3	46.4	Accounts receivable 38.4 Construction in progress 19.1 Inventory goods 9.5 Cash and cash equivalents -29.2 (Sep.30,2013 294.8 ← Mar.31, 2013 324.1)
Total	4,154.4	4,201.7	-47.2	

### Liabilities and Equity (Billions of Yen)

	Sep. 30, 2013	Mar. 31, 2013	Difference	Explanations
Liabilities	3,750.1	3,772.4	-22.2	Accrued retirement benefits -66.9 <sup>*1</sup> Short-term liabilities of affiliated companies -25.9 Accounts payable -14.3 Other accounts payable -13.8 Accrued expenses -9.2 Interest-bearing Debt 114.6
Equity	404.2	429.2	-25.0	FY2013 2Q net loss -28.9 <sup>*1</sup> Unrealized gain on other securities -17.0 <sup>*1</sup> Revision of Standard for Retirement Benefits <sup>*2</sup> 20.0  [Equity Ratio] Sep. 30, 2013 9.7% ← Mar. 31, 2013 10.2%
Total	4,154.4	4,201.7	-47.2	

#### [Reference: Interest-bearing Debt]

llions of Yen

	Sep. 30, 2013	Mar. 31, 2013	Difference
Bonds	1,247.6	1,212.6	35.0
Loans	1,588.0	1,543.4	44.6
СР	68.0	33.0	35.0
Total	2,903.7	2,789.0	114.6

- \*1We contributed a part of holding stocks for setting of retirement benefits trust.

  [Effect] Assets -32 Bln of yen Liabilities -32 Bln of yen

  Equity No effect (Net Income 15.7 Bln of yen Unrealized gain on other securities -15.7 Bln of yen)
- \* 2 Accounting Standard for Retirement Benefits and Guidance on Accounting Standard for Retirement Benefits are applicable from the consolidated fiscal year beginning on April 1, 2013. In line with this, we adopted the Standard and the Guidance from the first quarter of the current consolidated fiscal year, changing to the method of recognizing the amount calculated by deducting plan assets from retirement benefit obligations as a liability for retirement benefits and recognizing actuarial gains and losses and past service costs that are yet to be recognized in profit or loss in the liability for retirement benefits. In addition, we reviewed the method for calculating retirement benefit obligations and current service years, and changed the method of attributing expected benefit to periods from a straight-line basis to a benefit formula basis.

[Effect] Equity 20.0 Bln of yen

([Consolidated effect] Assets -22.7 Bln of yen Liabilities -70.0 Bln of yen Equity 47.3 Bln of yen)

## **Income Statement Summary, Balance Sheet Summary (Consolidated)**

#### **Income Statement Summary**

(Billions of Yen,%)					FY2013/2Q	
		FY2013 2Q	FY2012 2Q	Difference	Change	Consolidated Ratio
	Operating Revenues (Sales)	868.2	763.0	105.2	113.8	( 1.06 )
	Electric	796.5	699.3	97.1	113.9	
Ordinary Revenues	Other	71.7	63.6	8.0	112.6	
Revenues	Other Revenues	6.1	5.8	0.2	105.1	
-	Total	874.3	768.8	105.5	113.7	
	Operating Expenses	926.5	898.5	27.9	103.1	
	Electric	864.2	838.8	25.3	103.0	
Ordinary Expenses	Other	62.3	59.7	2.5	104.3	
Expenses	Other Expenses	23.4	21.3	2.1	110.0	
-	Total	949.9	919.8	30.0	103.3	
(Operating Income(Loss))		(-58.3)	(-135.5)	(77.2)	(-)	( — )
Ordinary Income (Loss)		-75.6	-151.0	75.4	-	( — )
Reserve for Fluctuation In Water Levels		-4.3	2.1	-6.4	1	
Extraordinary gain		46.3	-	46.3	-	
Net Income (Loss)		-35.7	-149.5	113.8	-	( – )
Comp	Comprehensive Income (Loss)		-154.5	-102.7	-	

### **Balance Sheet Summary**

(Billions of Yen,%)

(Billions of Ten					
		Sep. 30, 2013	Mar. 31, 2013	Difference	
Total Assets		4,464.9	4,526.5	-61.5	
Liabilities		3,912.4	3,968.7	-56.3	
	Interest-bearing Debt	3,024.3	2,910.7	113.5	
Equity		552.5	557.7	-5.2	
[Reference] Equity Ratio		12.0	11.9	0.1	

# **Segment Information**

- O Energy-related business
  - Sales and Operating income increased mainly due to the increase in sales of gas and construction revenue of the power plants maintenance.
- O IT and Telecommunications
  - Sales decreased mainly due to the major decrease in information system developments, while increase in sales of data tansmission services for mobile phone operators.
  - Operating income increased mainly due to the decrease in the costs such as depreciation in the broadband service.
- Others
  - Sales decreased mainly due to the decrease in janitorial services revenue.
  - Operating income Increased mainly due to the decrease in depreciation of the rental building.

(Billions of Yen)

		Electric Power	Energy-related business	IT and Telecommunications	Other	Eliminations/ corporate	Total [Consolidated]
Sale	Sales	797.5	74.9	40.8	11.8	-56.9	868.2
	Sales	(97.1)	(7.9)	(-1.8)	(-0.3)	(2.3)	(105.2)
	Sales to customers	796.5	35.5	30.8	5.3	-	868.2
	[Figures are included above]	(97.1)	(5.9)	(1.8)	(0.2)	(-)	(105.2)
	Operating Income(Loss)	-71.0	5.2	5.4	1.3	0.6	-58.3
	Operating income(LOSS)	(68.2)	(6.0)	(2.7)	(0.3)	(-0.2)	(77.2)

Note: Figures in parentheses denote change from FY2012 2Q

# **Cash Flow Summary (Consolidated)**

(Billions of Yen)

	FY2013 2Q	FY2012 2Q	Difference	Explanations
Cash flows from operating activities	-74.3	-84.8	10.5	Increase due to the Increase in lighting and power revenue 53.2 Increase due to the decrease in Maintenance 25.5 Decrease due to the increase in payments for fuel costs -54.7
Cash flows from investing activities	-75.3	-100.7	25.4	Increase in gain on sale of fixed assets 17.4 Increase in gain on sale of investment securities 7.2
Reposting of capital expenditures including nuclear fuel [Figures are included above]	(-105.4)	(-103.1)	(-2.2)	
Cash flows from financing activities	108.3	215.2	-106.8	Decrease in fund-raising mainly due to the improvement of operating cash flows.  Decrease in interest bearing debt 113.1  FY2013 2Q 113.5 ← FY2012 2Q 226.7
Change in cash & cash equivalents	-41.3	29.4	-70.8	

Free cash flows*	-179.7	-188.0	8.2
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<sup>\*</sup>Free cash flows = Cash flows from operating activities + Capital expenditures including nuclear fuel

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