

### FY2008 Financial Results

ending March 31 2009

Tokyo Gas Co., Ltd. April 28, 2009





## Summary

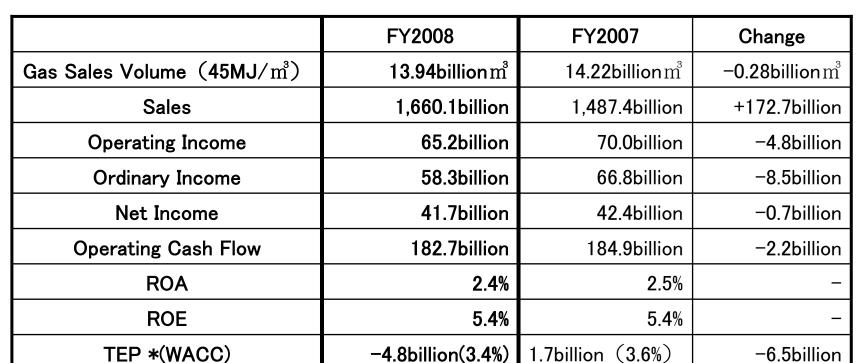
(Consolidated Results)

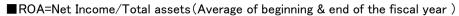




### FY2008 Financial Highlights

- >Increased Revenue, Decreased Income
- ➤ Non-consolidated: + Gas gross margin + Fixed cost





<sup>■</sup> ROE=Net Income/Shareholders' equity (Average of beginning & end of the fiscal year)

■TEP [Tokyo Gas Economic Profit]

=After-tax, pre-interest-payment profit - (capital cost + debt cost)

	Crude oil	Ex. rate	Temperature
FY08	\$90.51/bbl	100.71yen/\$	16.6°C
FY07	\$78.72/bbl	114.44yen/\$	16.6℃



<sup>■</sup> Operating CF=Net Income + Depreciation expense including amortization of long-term period expense



#### The management environment in FY2008



#### Worldwide economic recession

Drop in the volume of gas sales for industrial demand (Gas sales volume in the second half: -11.7%)

## Drastic changes in the economic framework (crude oil prices and exchange rates)

- LNG and LPG price hike (first half) bigger negative impact of the slide time lag
- LNG and LPG price drop, higher yen (second half) improvement in the slide time lag
- LNG price nearing to crude oil price

#### **Growing environmental concern**

Start of the first commitment period under the Kyoto Protocol



#### Main initiatives in FY2008



#### (Promotion of integrated energy business)

- For sustained growth into the future
  - Attainment of the target for new gas development:
     700 million m³ (non-consolidated)
  - ENE FARM (residential fuel cell)
    - ⇒Completion of preparations for full commercialization in FY2009 (sales of 1,500 units)
  - Expansion of power business:
     start-up of Kawasaki Natural Gas Power Generation
     2 units: 800MW (TG stake 490MW)



#### Main initiatives in FY2008

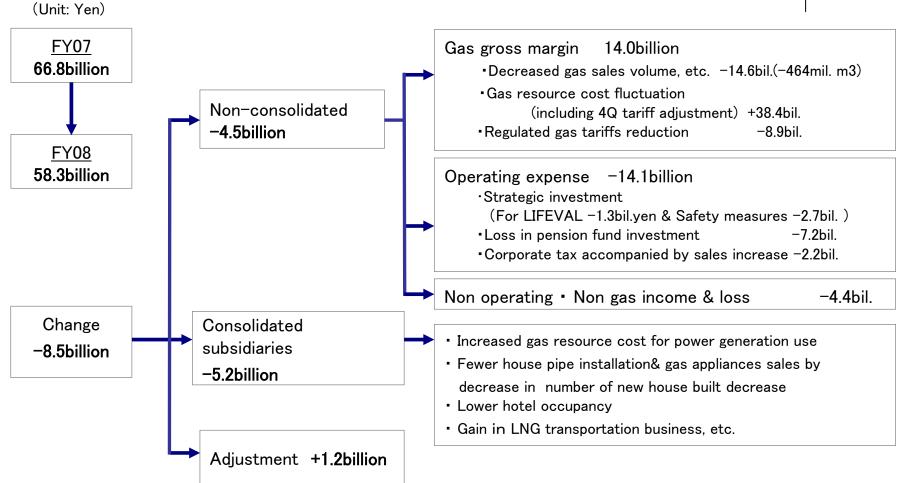
#### [Promotion of integrated energy business]

- > Strengthening of the foundation of the gas business
  - Steady launch of LIFEVAL
     Establishment of 24 firms in 27 blocks
     (35 firms in 50 blocks as of April 2009)
  - Trunk line investment to increase supply capacity: Chuo Trunk Line( No.1)
  - Reinforcement of measures for safety
     Replacement of aged pipelines and unsafe gas appliances
  - Shortening of the slide time lag
     Non regulated customers: FY2008, Regulated customers: May 2009
  - Expansion of the LNG transportation business (commissioning of the sixth carrier)



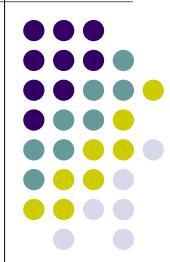
# FY2008 Ordinary Income Changes from FY2007 (Consolidated)





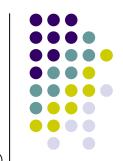


# Business Summary in FY2008





# FY08 Segment Information Sales & Operating income & loss



(billion yen)

	Sales		Operating Inc	come
	FY08	FY07	FY08	FY07
Gas	1,257.5 (+170.5)	1,087.0	110.8 (-0.8)	111.6
Gas Appliances	122.3 (-10.0)	132.3	2.0 (-0.9)	2.9
House-pipe <u>Installation</u>	49.0 (-8.3)	57.3	-1.0 (-1.8)	0.8
Real Estate	35.6 (+0.5)	35.1	7.4 (-0.5)	7.9
Others	363.7 (+43.4)	320.3	13.4 (+0.7)	12.7
Sum	1,828.4(+195.2)	1,632.2	132.7 (-3.4)	136.1
Internal setoffs etc.	-168.2( )	-144.7	-67.5( )	-66.0
Consolidated	1,660.1 (+172.7)	1,487.4	65.2 (-4.8)	70.0

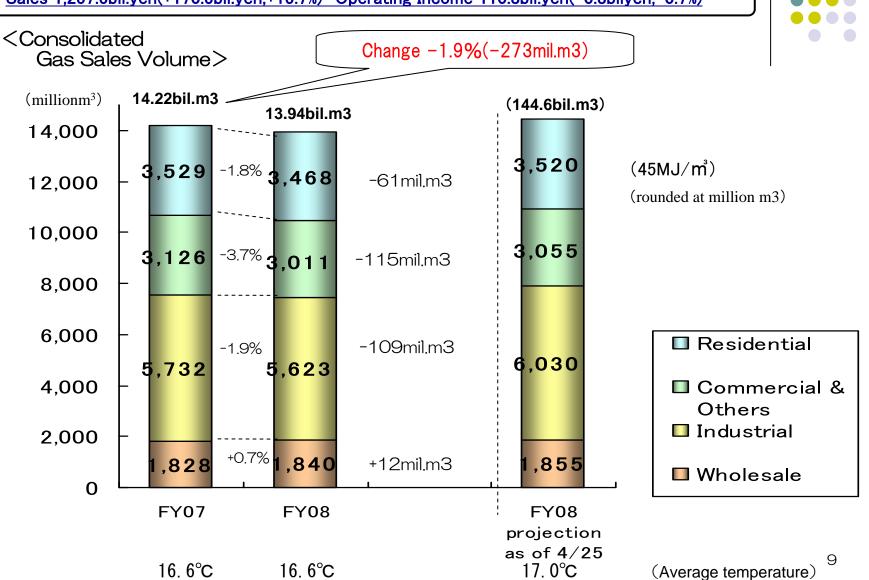
<sup>\*</sup>Numbers shown in parentheses are change from FY07

<sup>\*</sup>Sales include internal transactions. Operating income does not include operating expenses that cannot be allocated.



### Gas segment

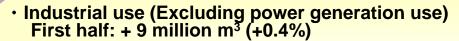
Sales 1,257.5bil.yen(+170.5bil.yen,+15.7%) Operating Income 110.8bil.yen(-0.8bilyen,-0.7%)





#### **Industrial Gas Sales Volume**

Industrial 562,3mil,m3 (-109mil,m3 -1.9%)



Second half: - 344 million m<sup>3</sup> (11.7%) due to drop in production of steel, machinery, chemicals, etc. in response to the recession

Power generation use

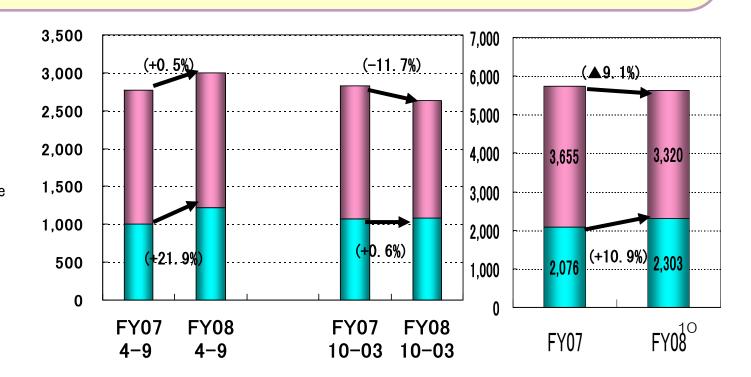
First half: +220 million m3 (+21.9%) due to increased demand at existing IPP&PPS customers, start- up of new power plants

Second half: + 7 million m3 (+0.5%) due to lower power demand / maintenance



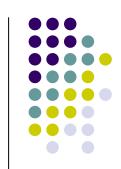
excluding power generation use

Power generation use





#### Residential Gas Sales Volume



Residential 346.8mil.m3 (-62mi.m3, -1.8%)

- ➤ Hot water /heating demand affectedby temperature-46mill.m3(-1.3%)
- ➤ Others −67mil.m3(-1.9%)

  Energy saving appliances,
  Air-tight house, etc.

(Non-consolidated)

➤Increased customers +53mil.m3 (+1.5%)

(10 thousand)

	FY08	FY07	Change
New Customers (Non-consolidated)	21.2	25.7	-4.5
Customers	1,051	1,038	+13

## Percentage of Electrified house as sole energy source in FY08 new houses

FY08

**FY07** 

Change

%	12%	11%	+1%
Average Temp(°C)	FY08	FY07	Change
1 <sup>st</sup> Half	22.1	22.6	-0.5
2 <sup>nd</sup> Half	11.1	10.6	+0.5
FY	16.6	16.6	0

#### **Strategic Appliances** (Non-consolidated)

	FY08	FY07	Change
High-tech gas cooker	86,980	74,946	12,034
Efficient Water Heater	72,164	74,693	-2,529
Sauna	18,239	18,441	-202
Residential cogen.	4,156	4,278	-122



# Commercial Gas Sales Volume

Commercial 3,011 million m<sup>3</sup> (-11.5 million m<sup>3</sup>, -3.7%)

- ➤ Decrease in air-conditioning demand by lower temp. and decreasing counted days -99mil.m³(-3.1%)
- ➤ Number of customers +68mil.m³(+2.2%) (New large volume customer)
- ➤Others
  -84million m³ (-2.6%)

# Wholesale Gas Sales Volume



Wholesale 1,840 million m<sup>3</sup> (+12 million m<sup>3</sup>, +0,7%)

- ➤ Increase in customers of wholesale area
  - $+ 4mil.m^{3}(+0.2\%)$
- ➤ New wholesale customers
  - $+ 8mil.m^{3}(+0.5\%)$

Noda Gas, Aug.2007~ Tatebayashi Gas, Nov. 2007~

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# Changes relative to the previous year in non-gas segments



Gas Appliances (Sales -10.0bil.yen Operating income -0.9bil.yen)

Decrease in new constructions and hold-off in purchase for existing constructions

➤ House pipe installation (Sales -8.3bil.yen Operating income -1.8bil.yen)

Decline in the number of new projects under the influence of the construction slump

> Real estate leasing (Sales +0.5bil.yen Operating income -0.5bil.yen)

Increased building lease revenue and reduction in depreciation

- > Other business (Sales +43.4bil.yen Operating income +0.7bil.yen)
  - Energy service business :
     Increase in number of customers and unit prices
  - Power business:
     Increased sales from start up of Kawasaki Natural Gas Power Generation
     Decrease in profit due to the hike in gas resource cost
  - •LNG tankers: Increase in sales and profit by increase number of tankers





#### **Dividend & Share Buy Back in FY2008**

#### [Dividend]

[Share buy back]

- Maintain dividend level
  - 8.0yen/share

Share buy back in FY09

5.0bil. yen (15mil.shares)

#### [Total payout ratio]

Total payout ratio in FY08 is at 63% (mid-term plan target : 60%)

Total payout
ratio
6 3 %

21.4billion yen:
dividend in FY08

41.7billion yen(FY08 consolidated net income)



### B/S at the end of FY2008



(Asset)

(Rounded down at billion yen)

	End of FY2008	End of FY2007	Change	Change
Fixed Asset& Intangible fixed Asset	1,136.9	1,147.3	-10.4	Facility investments +145.9, amortization -141.0
Investments	215.1	229.0	-13.9	Investment securities -22.2
Current assets	412.1	327.2	+84.9	Leasing receivables and assets +25.5
Total	1,764.1	1,703.6	60.5	

#### (Debt / Shareholders equity)

	End of FY2010	End of FY2009	Change	Change
Interest-bearing debt	593.2	558.7	+34.5	Long-term loans +81.1, Repayment - 31.0, FY08 convertible bond -28.1
Other debt	386.3	364.5	+21.8	
Shareholders' equity	784.6	780.4	+4.2	Retained surplus -3.1, Marketable securities valuation difference -20.5, foreign currency translation adjustment -14.0, Treasury shares +40.4
Total	1,764.1	1,703.6	+60.5	



## FY2009 Projection

(Consolidated)





### FY2009 Projection

- > Decreased revenue, Increased income
- ➤ Non-consolidated : Gas sales volume decreases, gross margin increase Increased fixed cost by strategic investment

	FY2009 Projection	FY2008	Change
Gas Sales Volume(45MJ/m³)	13.47billion㎡	13.94billion㎡	-0.47billion㎡
Sales	1,381.0billion	1,660.1billion	-279.1billion
Operating Income	73.0billion	65.2billion	+7.8billion
Ordinary Income	64.0billion	58.3billion	+5.7billion
Net Income	42.0billion	41.7billion	+0.3billion
Operating CF	191.0billion	182.7billion	+8.3billion
ROA	2.4%	2.4%	1
ROE	5.4%	5.4%	1
TEP (WACC)	▲0.1billion(3.4%)	▲4.8billion(3.4%)	+4.7billion

	Crude oil	Ex. rate	Temperature
FY09	\$50.0/bbl	100.0yen/\$	16.9℃
FY08	\$90.2/bbl	100.7yen/\$	16.6°C





### Strategic priorities for FY2009



## Implementation of major initiatives in the first year of the new medium-term management plan

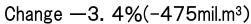
Eco-friendly (creation of environmental value)	<ul> <li>Start of commercial sales of ENE FARM (1,500 units)</li> <li>Reinforced approaches to new energy business</li> </ul>	
Excellent Service (improvement of value for customers)	<ul> <li>Launch of Tokyo Gas LIFEVAL in all blocks (October 2009)</li> <li>Strengthening of safety measures</li> <li>Accelerated replacement of aged pipes and unsafe gas appliances &gt;</li> </ul>	
Expansion (in-depth cultivation and widening of markets)	<ul> <li>Increase in the number of new residential customers <about 210,000=""></about></li> <li>Launch of Ohgishima Power (400 MW) &lt; March 2010 &gt;</li> <li>Cultivation of new demand <about 400="" million="" m³=""></about></li> </ul>	
Strengthening of the LNG value chain	<ul> <li>Preparations for launch of the Pluto Project</li> <li>Commissioning of a new LNG carrier (No. 7)</li> <li>Start of construction of the No.4 LNG Tank at the Ohgishima Terminal</li> <li>Commencement of the Phase I section of the Gunma Trunk Line into service</li> </ul>	
Reinforcement of the synergy of All Tokyo Gas	Start of business in development of Tamachi property	



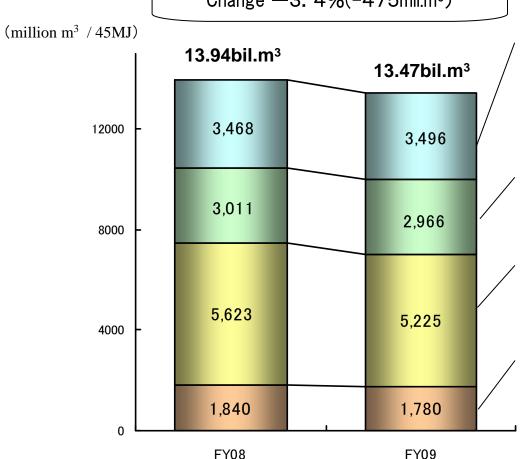
# FY2009 Gas Sales Volume Projection (Consolidated)

16.6%





#### <FY08 →FY09 Projection>



16.6°C

Average Temp.

#### Residential +0.8% (+28mil.m3)

- Number of customers increase (+130 thousand)
- Decrease gas volume per house by energy saving appliances

#### Commercial & Others -1.5% (-45mil.m3)

 Influence by economic recession and energy saving behaviors

#### Industrial -7.1% (-398mil. m3)

 Continued influence by economic recession since 4Q, FY2008

#### Wholesale -3.3% (-60millionm3)

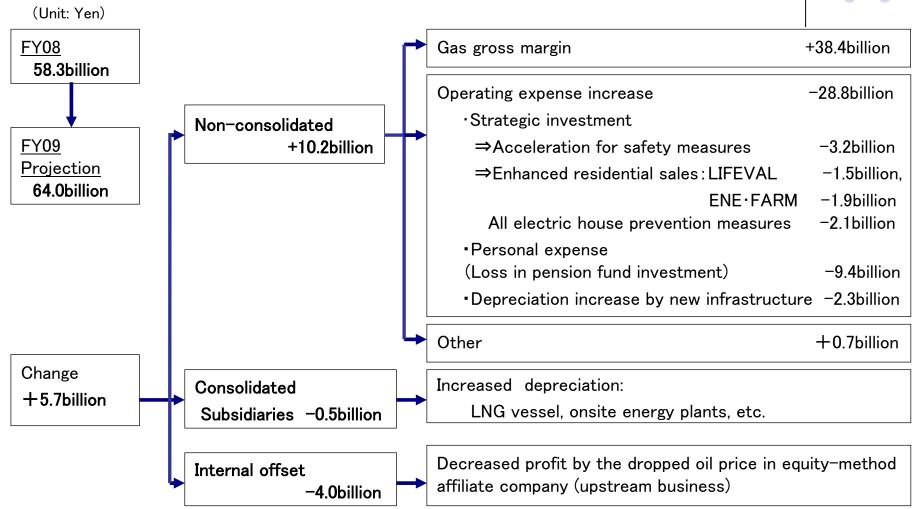
 Decrease industrial customers' volume in Wholesale area

(rounded at million m3)



# FY2009 Projection: Changes in ordinary Income from FY2008







#### FY2009 Use of Cash Flow



(Unit: Yen)

Capital Investments	Main Projects		
Tokyo Gas 121.2billion (十14.7billion 十13.8%)	<ul> <li>Production Facilities: 17.2billion (+8.4billion)         Negishi Terminal BOG Facilities,         Ohgishima terminal LNG storage tank, etc.     </li> <li>Pipeline Facilities: 81.3billion (-1.8billion)         New Trunk &amp; Service Line: Chiba-Kashima Line         Maintenance (Exchange Lines, etc.)     </li> </ul>		
	Business Facilities, etc.: 22.7billion(+8.4billion) IT facilities, etc.		
Consolidated Subsidiaries: 35.4billion (-6.8billion -16.0%)	<ul> <li>Tokyo LNG Tanker Co., Ltd.: LNG Vessels (−2.5billion)</li> <li>Energy Advance Co., Ltd.: Co-generation Plants (−1.3billion),etc.</li> </ul>		
Total : 151.0billion (+5.3billion、+3.5%, after cancellaton)			

\*Numbers shown in parentheses are change from FY08

- > Other Investments & Loans : 90.8billion (Upstream Business · Power Generations · LIFEVAL , etc.)
- Dividend & Share buy back : 27.0billion (Keeping total payout principle of 60%)



### FY2009 Funding Plan



(unit: billion yen)

Required Fund		Fund Source		
CAPEX	151		Depreciation	149
Other Invest. & Loans	84	Internal	Ordinary Income	64
Dividend & Tax	46	Funding	Others	66
Share Buy Back	5		Total	279
Repayment	89	Outside Funding		96
(Non-Consolidated)	(68)	(Non-Consolidated)		(88)
Total	375	To	otal	375

Interest Bearing Debt: End of FY08 593.2bil.yen, End of FY09 601.0bil. yen

<sup>\*</sup>CP as seasonal operating money isn't included, which redeemed by end of FY09.

<sup>\*</sup>Other Invest & Loans is after offset of input. and repayment.





#### **Performance Indicators**

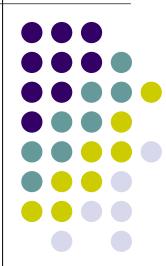
(Unit: Yen)

	TEP(WACC)	Operating CF	ROA	ROE	D/E ratio
FY08	-4.8billion (3.4%)	182.7billion	2.4%	5.4%	0.77
FY09	−0.1billion (3.4%)	191.0billion	2.4%	5.4%	0.76
Mid-term plan FY13 target	18.0billion (3.8%)	09 <b>~</b> 13 total 1,060.0billion	3.7%	7.7%	0.69

- ■TEP [Tokyo Gas Economic Profit]
  - =After-tax, pre-interest-payment profit capital cost (capital invested x WACC)
- Operating CF=Net Income + Depreciation expense
- ■ROA=Net Income/Total assets(Average of start & end of the fiscal year )
- ■ROE=Net Income/Shareholders' equity(Average of start & end of the fiscal year)

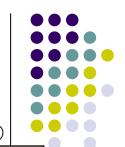


## Supplementary Data





## **FY09 Segment Information** Sales & Operating income & loss



(billion yen)

	Sales		Operating Income		
	FY09 Projection	FY08	FY09 Projection	FY08	
Gas Sales	1,014.1(-243.4)	1,257.5	131.0(+20.2)	110.8	
Gas Appliances	131.6(+9.3)	122.3	1.2(-0.8)	2.0	
Related Construction	50.8(+1.8)	.49.0	-0.3(+0.7)	-1.0	
Real Estate	34.2(-1.4)	35.6	7.0(-0.4)	7.4	
Others	293.8(-69.9)	363.7	11.0(-2.4)	13.4	
Total	1,524.5(-303.9)	1,828.4	149.9(+17.2)	132.7	
Internal set- offs, etc.	-143.5( <del>-</del> )	-168.2	-76.9(-9.4)	-67.5	
Consolidated	1,381.0(-279.1)	1,660.1	73.0(+7.8)	65.2	

<sup>\*</sup>Numbers shown in parentheses are change from FY07

<sup>\*</sup>Sales include internal transactions. Operating income does not include operating expenses that cannot be allocated. 25



# Japanese pension system and impact of actuarial differences to total labor cost

	1		[1]Discout to	resent va	lue		
	FY08	FY09	1		ш_	<b>Š</b>	<u>Ре</u>
Discount Rate	1.8%	1.8%	Book on	Esti retii	Estimated		nsic
(Change)	(0)	(0)	Balance <b>√</b> Sheet	Estimated etirement benefit	atec		) 
Investment yield target (a)(*)	2.0%	2.0%	,,		Pension		Bene
Return (b)	-11.45%	_	Tokyo Gas book as	Actua-			<b>=</b>
Total of actuarial	¥32.0 billion yen.		expense in one year	differ- ences	Benefit		<u> </u>
differences ((a)-(b))	(-13.45%)	I	Calculated based on	Per [Pre			gatio
Amount of expense (Former FY actuarial differences)	¥20.4bililion	¥32.0billion	[2]investment yield [3]actuarial review	Pension Asset [Present Value]	Obligation [PI		Pension Benefit Obligation [PBO]
Change		+¥11.6billion		et ]	[PBO]		
				Prese	ent		Future

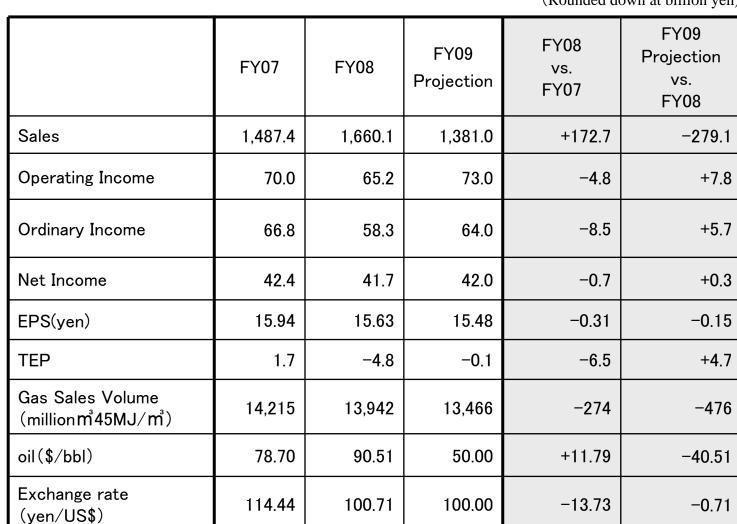
(\*) Exclude fees & other expenses



 $\mathsf{Temperature}(^{\circ}\!C)$ 

#### Performance Indicators ①

(Rounded down at billion yen)

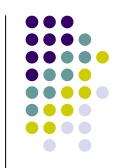


16.6

16.9

0

16.6



+0.3



### Performance Indicators ②

(rounded down at billion yen)

	FY07	FY08	FY09 Projection	FY08 vs. FY07	FY09 Projection vs. FY08
Total assets (a)	1,703.6	1,746.1	1,791.0	+60.5	+26.9
Shareholders' equity (b)	769.0	772.3	787.0	+3.3	+14.7
Equity ratio (b)/(a)	45.1%	43.8%	43.9%	•	-
Interest-bearing Debt	558.7	593.2	601.0	34.5	+7.8
Operating Cash Flow (c)+(d)	184.9	182.7	191.0	-2.2	+8.3
Net Income (c)	42.4	41.7	42.0	-0.7	+0.3
Depreciation (d)	142.4	141.0	149.0	-1.4	+8.0
CAPEX	138.0	145.9	151.0	+7.9	+5.1
ROA :(c) / (a)	2.5%	2.4%	2.4%	1	ı
ROE: (c) / (b)	5.4%	5.4%	5.4%	-	ı
Total payout ratio	74%	63%	-	-	-

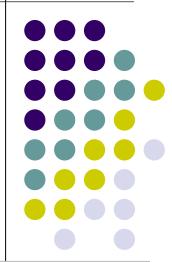
<sup>\*</sup>ROA=Net Income / total asset(Average of start & end of FY) , ROE=Net Income / shareholders' equity (Average of start & end of FY) Denomination of EPS is average share numbers of FY

Operating cash flow =Net Income + depreciation (Includes amortization of long-term debt)

Total payout ratio = [Dividend from inappropriate profit in year n]+[ Amount of treasury stocks acquired in year (n+1)] / [Consolidated net income in year n]



### Tokyo Gas Co., Ltd.



Statements made in this presentation with respect to Tokyo Gas's present plans projections strategies and beliefs and other statements herein that are not expressions of historical fact are forward-looking statements about the future performance of the company. As such they are based on management's assumptions and opinions stemming from currently available information and therefore involve risks and uncertainties. The company's actual performance may greatly differ from these projections due to these risks and uncertainties which include without limitation general economic conditions in Japan changes in the foreign exchange rate of the yen crude oil prices and the weather.