TSE:9531

FY2013 1Q Financial Results ended June 30, 2013

TOKYO GAS

July 31, 2013

FY2013 1Q Consolidated Financial Results ended June 30, 2013



FY2013 1Q Consolidated Financial Results <vs. FY2012 1Q>

Financial Hi	ghlight	s Sales Growtl	n, Profit Increase	(+ - +	/- indicates profit ir	TOKYO G npact, billion y		
Net sales	+31.0:	+ City gas sales grew	(+	(+16.0: higher sales unit prices by weaker yen)				
		+ LNG sales grew	(+	10.5: increased volume, increas	sed sales unit prices)			
Operating	-36.8:	 City gas resource and other 	er costs increased (-2	20.0: increased expenses by we	aker yen)			
expenses		_ LNG sales – resource cost	s increased (-	10.5: increase in sales volume, o	costs increased from	yen's depreciatio		
Operating income	-5.9:	 Operating income from ci 	ty gas declined (- sl	4.6: including gas gross margin - iding +3.4, etc.))	-4.0 (including tempe	rature effect -7.0		
Non-operating		 Operating income decline 	d on decrease from previous	ous year in interest received from TG Bajio financing (-2.4)				
Non-operating income and expenses	-4.0:	 Decreased revenue from 	dedicated facilities (-: f	(-2.0: revenue from construction of dedicated pipes and pipelines for large-volume customers outside supply areas)				
Extraordinary		 Foreign exchange loss 	(-	(-1.9)				
Income and for a f	+0.3:	+ Reduction in valuation los (Gas Malaysia) (-3.5)	ss on securities (+3.8), reduction	on in gain on sales of shares of c		and affiliates Unit: billion yen)		
			FY2013 1Q Results	FY2012 1Q Results	Change	%		
Gas sales volume (mil.	. m ³ , 45MJ)		3,38	7 3,496	-109	-3.1		
Net sales			473.	5 442.6	31.0	7.0		
Operating expenses		433.	5 396.8	36.8	9.3			
Operating income		39.	9 45.8	-5.9	-12.8			
Ordinary income — (a)		39.	5 49.5	-9.9	-20.0			
Net income			26.	31.7	-5.7	-18.1		

Temperature effect — (b)	-5.9	1.1	-7.0	_
Sliding time lag effect — (c)	-3.0	-6.4	+3.4	_
Amortization of actuarial differences — (d)	-0.5	-1.1	+0.6	_
Adjusted ordinary income: (a) - ((b)+(c)+(d))	49.0	55.9	-6.9*	-12.3%
Adjusted net income	32.2	36.0	-3.8	-10.6%

*-6.9: Decrease in gas sales volume -1.4 (excl. temperature effect -7.0), general expenses -2.2, electric power +1.0, overseas -1.9, non operating -4.0, other segment profit, etc. +1.6

Economic Frame	JCC (\$/bbl)	Ex. Rate (¥/\$)	Avg. Temperature (°C)	Pension Asset	Investment Yield (Cost Deducted)
FY2013 1Q	107.7	98.8	17.5	FY13.1Q	-2.05%
FY2012 1Q	122.6	80.2	16.4	FY12.1Q	+1.47%

Consolidated Gas Sales Volume (April 1, 2013 – June 30, 2013)



Changes in Gas Usage Volume from Shift to Tolling

FY2013 1Q Results

Gas sales volume including portion used in-house under tolling arrangement (Unit: million m³)

	FY2013 1Q	FY2012 1Q	Cha	ange	
Gas sales volume (financial accounting basis)	3,387	3,496	-109	-3.1%	
Gas volume used in-house under tolling arrangement	324	123	201	163.8%	
Total	3,711	3,619	92	2.5%	

Gas sales volume for industrial-use (Unit: million m³, numbers in parenthesis refer to comparisons with FY2012 1Q) (excl. tolling)

	Kashima area	Other	Total
Power generation	58	662	720
	(+43)	(-95)	(-53)
General industrial (excl. power generation)	30 (+20)	733 (-9)	764 (+11)
Total	88	1,395	1,483
	(+63)	(-104)	(-42)



* Tolling: A contract under which the seller of electricity delivers the gas required as fuel for power generation to the power plant, where the power generator processes the fuel into electricity, which it returns to the seller of electricity in exchange for a processing fee.

FY2013 1Q Net Sales and Operating Income/Loss by Business Segment <vs. FY2012 1Q>

(Unit: billion yen)

	Net Sales					Operating I	ncome/L	OSS
	FY2013 1Q			FY2012 1Q	FY2013 1Q			FY2012 1Q
	Results	Change	%	Results	Results	Change	%	Results
City gas	344.5	16.0	4.9	328.5	43.5	-4.6	-9.6	48.1
Gas appliances and installation work	42.3	-0.1	-0.3	42.4	0.6	0.2	34.0	0.4
Other energy	79.4	4.3	5.7	75.1	3.5	0.7	23.8	2.8
(Electric power business)	28.5	1.5	5.4	27.0	2.7	1.0	57.2	1.7
Real estate	7.3	-0.2	-2.1	7.5	1.6	0	-4.7	1.6
Others	40.5	-4.5	-10.1	45.0	0.6	-2.3	-79.6	2.9
(Overseas business)	3.7	0.9	35.4	2.8	0.3	-1.9	-84.9	2.2
Adjustment	-40.6	15.5	_	-56.1	-10.0	0.4	—	-10.4
Consolidated	473.6	31.0	7.0	442.6	39.9	-5.9	-12.8	45.8

Notes: • Net sales by business segment include internal transactions.

• "Other energy" includes energy-service, liquefied petroleum gas, electric power and industrial gas, etc.

• "Others" includes businesses in construction, information processing, shipping, credit and leasing, and overseas, etc.

• The "Adjustment" to operating income is primarily companywide expenses not allocated to individual segments.

• Parentheses indicate sub-segment (figures included in segment total).

FY2013 1Q Ordinary Income Analysis <vs. FY2012 1Q>



FY2013 1st Half Forecast



FY2013 1st Half Forecast (April 1, 2013 – September 30, 2013) <vs. Previous Forecast >

Highlights: Sales Decrease

Net sales	-13.0: - Decrease in city gas sales	(-18.1: decrease in city gas sales volume (sales volume only reflects -191 mil. m ³ shortfall from 1Q forecast; 2Q forecast unchanged))
	+ Increase in LNG sales	(+2.9: increase in sales volume, etc.)
	+ Increase in electricity sales	(+2.3: increase in unit prices, etc.)
Operating	+16.0: + Decrease in city gas resource cost	(+17.8: decrease in sales volume, decrease in gas costs due to lower crude oil and appreciation of yen)
expenses	 Increase in resource costs for LNG sales 	(-2.4: increase in sales volume, etc.)
	+ Decrease in electricity resources cost	(+0.3: decrease in gas costs due to lower crude oil and appreciation of yen)
Operating income	+3.0: Decrease in city gas operating income	(-0.3: decrease in city gas sales volume -6.4 (incl. temp. effect -5.9), sliding +6.1)
meenie	+ Increase in electricity profit	(+2.6: profit growth from increase in unit sales prices, etc.)
	Increase in LNG sales profit	(+0.4)
		(Unit: hilli

(Unit: billion yen)

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+/- indicates profit impact, billion yen)

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		Current	Release	Previous (Apri		Change		%	FY201 1 st Ha		Change	%
Gas sales volume (mil. m ³ , 45M	(IV		6,732		6,923	-1	.91	-2.8%	6	,998	-26	-3.8%
Net sales			942.0		955.0	-1	3.0	-1.4%	8	63.7	78.	3 9.1%
Operating expenses			875.0		891.0	-1	6.0	-1.8%	7	98.6	76.	4 9.6%
Operating income			67.0		64.0		3.0	4.7%		65.0	2.	0 3.0%
Ordinary income — (a)			61.0		60.0		1.0	1.7%		67.0	-6.	0 -9.1%
Net income	Net income		40.0		40.0		0	0.0%		39.9	0.	1 0.0%
Temperature effect — (b)			-5.9		0		5.9	_		0.8	-6.	7 —
Sliding time lag effect — (c)			10.8		4.7		6.1	_		0.8	10.	0 —
Amortization of actuarial difference	es — (d)		-1.1		-1.1		0	_		-2.2	1.	1 —
Adjusted ordinary income: (a) - ((b))+(c)+(d))		57.2		56.4		0.8 -	+1.4%		67.6	-10.	4 -15.4%
Adjusted net income			37.4		37.6	-	0.2	-0.5%		40.4	-3.	0 -7.4%
Gross Margin Sensitivity to Changes in O		il Price	Econom	nic Frame		ICC (\$/bbl)			Exchange	e Rate	e (¥/\$)	Average Temperature
and Exchange Rate	(Unit: billi	on yen)	(FY2013	B 1 st Half)	1Q	2Q	Averag	e 10	Q	2Q	Average	(°C)
	20	2	Current	Forecast	107.7	110.0	108.9	98.	.8 10	0.0	99.4	21.8
Impact of rising JCC by \$1/bbl		-0.1 Previo		s forecast		110.0			100.0			21.4
Impact of yen depreciation by ¥1/\$		-1.0	FY2012	2 1 st Half	113.9			79.4			21.6	

FY2013 1st Half Forecast: Consolidated Gas Sales Volume



(thousand t)

Average temperature (°C)

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+0.4

726

21.4

21.8

FY2013 1st Half Forecast

Gas sales volume including portion used in-house under tolling arrangement (Unit: million m³)

	Current forecast	Previous forecast	Change	FY2012 1 st half results	Change
Gas sales volume (financial accounting basis)	6,732	6,923	-191 (-2.8%)	6,998	-266 (-3.8%)
Gas volume used in-house under tolling arrangement	755	753	+1 (+0.2%)	272	+482 (+176.9%)
Total	7,486	7,676	-190 (-2.5%)	7,270	+216 (+3.0%)

Gas sales volume for industrial-use (Unit: million m³, numbers in parenthesis refer to comparisons with previous forecast) (excl. tolling)

	Kashima area	Other	Total
Power generation	212	1,341	1,553
	(-49)	(-41)	(-90)
General industrial (excl. power generation)	70 (+1)	1,533 (-20)	1,603 (-19)
Total	282	2,874	3,156
	(-48)	(-61)	(-109)

Gas volume used in-house under tolling arrangement

mil. m³, 45MJ/m³



* Tolling: A contract under which the seller of electricity delivers the gas required as fuel for power generation to the power plant, where the power generator processes the fuel into electricity, which it returns to the seller of electricity in exchange for a processing fee.

FY2013 Full Year Forecast



FY2013 Full Year Forecast (2013.4.1 – 2014.3.31)

Highlights: Sales Decrease

<vs. Previous Forecast (April 26 Release)>

(+ - +/- indicates profit impact, billion yen)

0.00		-	(i i i i i i i i i i i i i i i i i i i
Net sales	-20.0: - +	Decrease in city gas sales (Sales volume only reflects -191 mil. m ³ (power generation Increase in LNG sales	(-24.0: volume -14.5, decrease in gas unit prices due to lower crude oil and depreciation of yen -9.5 -90, temperature effect -71) shortfall from 1Q forecast; 2~4Q forecast unchanged) (+4.1: increase in unit price due to sliding, etc.)
	+	Increase in electricity sales	(+3.4: increase in unit prices, etc.)
Operating expenses	+20.0: +	Decrease in city gas operating expense Increase in operating expense for LNG sales	(19.4: +8.1 decrease in volume, +7.9 decrease in gas costs due to lower crude oil and depreciation of yen, etc.) (-3.8: increase costs due to sliding, etc.)
Onoratina		increase in operating expense for ENG sales	
Operating	±0: -	Decrease in city gas operating income	(-4.6: volume -6.4 (incl. temp. effect -5.9), sliding time lag +1.8)
income	+	Increase in electricity profit	(+2.2: profit growth from increase in unit sales prices, etc.)
	+	Other	(+2.4: Overseas +0.9, LNG sales +0.3, shipping +0.3, etc.)
			(Unit: mil. m³/45MJ, billion yen)

	Current Release	Previous Forecast (April 26)	Change	%	FY2012	Change	%
Gas sales volume (mil. m ³ , 45MJ)	14,590	14,781	-191	-1.3%	15,390	-800	-5.2%
Net sales	2,096.0	2,116.0	-20.0	-0.9%	1,915.6	180.4	9.4%
Operating expenses	1,935.0	1,955.0	-20.0	-1.0%	1,770.0	165.0	9.3%
Operating income	161.0	161.0	0	0.0%	145.6	15.4	10.6%
Ordinary income — (a)	155.0	155.0	0	0.0%	147.4	7.6	5.1%
Net income	101.0	101.0	0	0.0%	101.6	-0.6	-0.7%

Temperature effect — (b)	-5.9	0	-5.9	_	2.9	-8.8	_
Sliding time lag effect — (c)	+22.7	+20.9	1.8	_	-12.4	35.1	_
Amortization of actuarial differences — (d)	-2.2	-2.2	0		-4.4	2.2	_
Adjusted ordinary income: (a) - ((b)+(c)+(d))	140.4	136.3	4.1 [%]	3.0%	161.3	-20.9	-13.0%
Adjusted net income	91.3	88.6	2.7	3.0%	110.9	-19.6	-17.7%

*+4.1: Decrease in gas sales volume -0.5 (incl. temp. effect -5.9), electric power +2.2, overseas +0.9, Other segment incomes, etc. +1.5

Anticipated	yield:	2%	

Gross Margin Sensitivity to Changes in Oil Price and Exchange Rate		Economic Frame (Full Year)	Crude Oil Price (\$/bbl)	Foreign Exchange Rate (¥/\$)	Average Temp. (°C)	Pension Asset	Investment Yield (Cost Deducted)	Discount Rate	Year-end Assets (Billion Yen)
(Unit: billion yen)	2Q – 4Q	Current forecast	109.4	99.7	16.8	FY12	6.10%	1.4%	2,760
Impact of rising JCC by \$1/bbl	-1.0	Previous forecast	110.0	100.0	16.6				
Impact of yen depreciation by ¥1/\$	-1.2	FY12	113.9	82.9	16.6	FY11	5.13%	1.7%	2,540

FY2013 Full Year Forecast: Consolidated Gas Sales Volume



FY2013 Full Year Forecast

Gas sales volume including portion used in-house under tolling arrangement (Unit: million m³)

	Current forecast	Previous forecast	Change	FY2012 full year results	Change
Gas sales volume (financial accounting basis)	14,590	14,781	-191 (-1.3%)	15,390	-800 (-5.2%)
Gas volume used in-house under tolling arrangement	1,493	1,492	+1 (+0.1%)	597	+897 (+150.3%)
Total	16,083	16,273	-190 (-1.2%)	15,986	+97 (+0.6%)

Gas sales volume for industrial-use (Unit: million m³, numbers in parenthesis refer to comparisons with previous forecast) (excl. tolling)

	Kashima area	Other	Total
Power generation	508	2,558	3,066
	(-49)	(-41)	(-90)
General industrial (excl. power generation)	157 (+1)	3,103 (-21)	3,260 (-19)
Total	665	5,661	6,326
	(-48)	(-62)	(-109)



* Tolling: A contract under which the seller of electricity delivers the gas required as fuel for power generation to the power plant, where the power generator processes the fuel into electricity, which it returns to the seller of electricity in exchange for a processing fee.

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Gas Volume Used In-House Under Tolling Arrangement

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FY2013 Net Sales and Operating Income/Loss by Business Segment <vs. Previous Forecast>

(Unit: billion yen)

	Net Sales				Operating Income/Loss					
	Curre	ent Foreca	st	Previous	522042	Current Forecast		Previous		
	Price	vs. Previous Forecast	%	Forecast (As of Apr. 26)	Result	Price	vs. Previous Forecast	%	Forecast (As of Apr. 26)	FY2012 Result
City gas	1,495.7	-24.0	-1.6	1,519.7	1,401.9	154.3	-4.6	-2.9	158.9	141.3
Gas appliances and installation work	207.5	-1.5	-0.7	209.0	206.0	3.3	-0.2	-5.7	3.5	4.4
Other energy	343.6	5.7	1.7	337.9	336.6	29.1	2.6	9.8	26.5	25.9
(Electric power business)	129.8	3.4	2.7	126.4	127.0	22.3	2.2	10.9	20.1	19.1
Real estate	28.1	0.1	0.4	28.0	30.2	4.8	0.2	4.3	4.6	5.6
Others	191.7	2.9	1.5	188.8	195.7	14.4	1.6	12.5	12.8	13.5
(Overseas business)	23.4	0.8	3.5	22.6	12.4	6.0	0.9	17.6	5.1	2.4
Adjustment	-170.6	-3.2	_	-167.4	-255.0	-44.9	0.4	_	-45.3	-45.1
Consolidated	2,096.0	-20.0	-0.9	2,116.0	1,915.6	161.0	0.0	0.0	161.0	145.6

Notes: • Net sales by business segment include internal transactions.

• "Other energy" includes energy-service, liquefied petroleum gas, electric power and industrial gas, etc.

• "Others" includes businesses in construction, information processing, shipping, credit and leasing, and overseas, etc.

• The "Adjustment" to operating income is primarily companywide expenses not allocated to individual segments.

• Parentheses indicate sub-segment (figures included in segment total).

FY2013 Ordinary Income Analysis <vs. Previous Forecast>

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FY2013 Ordinary Income Analysis <vs. FY2012 Results>



(Unit: billion yen)

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	FY2012 Result	FY2013 Previous Forecast	FY2013 Current Forecast
Total assets (a)	1,992.4	2,090.0	2,091.0
Shareholders' equity (b)	927.6	964.0	967.0
Shareholders' equity ratio (b)/(a)	46.6%	46.1%	46.2%
Interest-bearing debt (c)	642.5	716.0	716.0
D/E ratio (c)/(b)	0.69	0.74	0.74
Net income (d)	101.6	101.0	101.0
Depreciation and amortization (e)	138.7	139.0	140.0
Operating cash flow (d) + (e)	240.4	240.0	241.0
Сарех	183.7	258.0	258.0
ROA: (d)/(a)	5.3%	4.9%	4.9%
ROE: (d)/(b)	11.5%	10.7%	10.7%
ТЕР	59.8	57.5	57.0
WACC	3.2%	3.2 %	3.2%
Total payout ratio	60.7%	approx. 60% (forecast)	approx. 60% (forecast)

Notes: Shareholders' equity = Net assets – Minority interests

ROA = Net income / Total assets (average of the amounts as of the end of the previous period and end of the current period)

- ROE = Net income / Shareholders' equity (average of the amounts as of the end of the previous period and end of the current period)
- Balance sheet figures are as of the corresponding term-end
- Operating cash flow = Net income + Depreciation and amortization (including amortization of long-term prepaid expenses)
- Total payout ratio = (FYn dividends + (FYn+1) treasury stock purchased) / FYn consolidated net income
- *Total number of issued stock: 2,577,919,295 (as of March 31, 2013)

TEP: (Tokyo Gas Economic Profit): Profit after taxes and before interest payments – Cost of capital (invested capital \times WACC) Items for WACC calculation (FY2013 forecast):

- Cost of interest bearing debt: interest (1.6%)
- Cost rate for shareholders' equity (average interest rate of 10-year JGBs for past 10 years : 1.3%)
- Risk premium: 4.0%; β0.75
 Shareholders' equity used to calculate WACC is the average market cap

Reference Materials



Transition of Industrial-use Gas Sales Volume (Quarterly, including Portion Used In-house Under Tolling Arrangement)

Consolidated

