April 27, 2018
Tokyo Gas Co., Ltd.

Presentation of results for FY2017 ended March 31, 2018
Main Q&As

Q1: How did you factor in the impact of city gas customers switching to other companies in you forecast for FY2018?

A1: We aim to deter the outflow of customers as best as possible through sales measures while keeping in mind the current switch-over by customers. Our forecast reflects this plan. In addition to traditional energy providers, there are a number of new players that are announcing plans to enter the industry. We plan to undertake measures to address the approach each of these players takes.

Q2: What does the increase in expense in the gas segment in your FY2018 forecast reflect aside from the increase in amortization expense of actuarial differences?

A2: In addition to amortization expense due to active investments, we estimate cost increases including a rise in one-off fixed cost for transferring data to a new core system that is scheduled to be put in operation in FY2018.

Q3: What are your plans for shareholder dividend policy going forward?

A3: We will stick with our current policy which is to maintain our total dividend payout ratio of 60% up to FY2020.