# Outline of Supply Plans for FY2011

(Non-consolidated)

March 2011

Tokyo Gas Co., Ltd.

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#### Introduction

Natural gas is expected to play an important role in the realization of a low-carbon society with its environmentally friendliness, with shifting to natural gas being clearly indicated in the national Basic Energy Plan. It addition, natural gas offers high supply stability because of its diversified supply source and strong value chain. It is also an economical and user-friendly energy source which has the ability to cope with such diversified demands as on-site power generation. Backed by these benefits, we can foresee no change in its superiority and importance, and expect the needs for this source of energy to continue expanding among both individual customers and societies.

Meanwhile, we are observing the emergence of changes in our business climate that could exert a major impact on the execution of the Tokyo Gas Group's Integrated Energy Business Strategy. These changes include intensified energy competition among energy sources including electricity, and changes in the conditions surrounding gas resource procurement due to the steep rise in crude oil prices, and the rise in global energy demands of mainly emerging countries.

In January 2009, the medium-term Group management plan for FY2009-2013 was prepared with the objectives to respond to these changes in the business environment both promptly and appropriately, and to more vigorously promote our Integrated

Energy Business Strategy. The management plan also calls for steps to strengthen the LNG value chain and reinforce the synergy of "All Tokyo Gas"\* in order to achieve these goals.

Through action on this agenda, we desire to simultaneously further the penetration and expansion of natural gas use based on even higher levels of added value, while widening and deepening Group business in the energy field, so that we will be able to respond flexibly to future changes in the business climate and to achieve sustainable growth.

# The effects of the 2011 Tohoku-Pacific Ocean Earthquake are not yet incorporated in these supply plans.

\* All Tokyo Gas is a collective term for Tokyo Gas Co., Ltd., its affiliated companies, and its cooperating companies.

## 1. Gas penetration plan

For the next 5 years, the average number of newly connected customers is expected to be about 180,000/ year. We foresee an average annual growth rate of 1.0 percent in our customer base over the next five years, projecting a customer base of 10.984 million by the end of FY2015.

	FY2010 outlook	FY2011	FY2012	FY2013	FY2014	FY2015	CAGR (2010-2015)
Number of new customers	170	173	181	184	183	179	1.0%
Total number of customers	10,440	10,552	10,661	10,771	10,881	10,984	1.0%

(Unit: thousand customers)

\* Total number of customers = number of gas meters installed

#### 2. Gas sales volume plan

In observing the gradual recovery of the economy, the plan foresees the total gas sales volume of Tokyo Gas in FY2011 to exceed that of FY2010, and the expected sales volume for FY2012 and subsequent years to gradually grow mainly in the industrial sector as a result of steady economic growth and the increasing awareness in environmental issues. As a result, we expect the total gas sales volume of the company to reach about 15.2 billion m<sup>3</sup> in FY2015. As a result, the projected average annual growth rate over the

five-year period would be projected at 2.7 percent.

(Unit: Million	m <sup>3</sup> ;	45MJ	/m <sup>3</sup> )
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	FY2010 outlook	FY2011	FY2012	FY2013	FY2014	FY2015	CAGR
Total gas sales volume	13,271	13,371	13,772	14,307	14,801	15,186	2.7%

\* Figures for FY2010 are projections following standardization (correction for temperature in the formulation of FY2011 plans and those for subsequent years). Note that this also applies to these figures for the rest of this document.

## (1) Residential demand

In this sector, the amount of sales per customer is in decline due to such factors as the reduction in the number of family members per household, a rise in the share of collective residential properties with high levels of air tightness and insulation, and the penetration of high-efficiency gas equipment. The trend of excess population influx into the Tokyo metropolitan area is expected to moderately continue, and the company is committed to efforts for the cultivation of new demand and the penetration and expansion of its leading edge equipment and systems. The company is expecting its residential gas sales volume in FY2015 to be 3.4 billion m<sup>3</sup>.

# [Residential gas sales volume]

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	FY2010 outlook	FY2011	FY2012	FY2013	FY2014	FY2015	CAGR (2010-2015)
Residential gas sales volume	3,376	3,378	3,381	3,387	3,392	3,392	0.1%
Gas sales volume per customer	385	381	378	376	374	372	▲0.7%

## (Unit: Million m<sup>3</sup>; m<sup>3</sup>/customer/year; 45MJ/m<sup>3</sup>)

## (2) Industrial demand

This sector accounts for the largest share of the total gas sales of the company. The sales volume in this sector is expected to grow as a result of the development of large-lot demands for the expansion of our business to a wider area, and the shift from other fuels due to the effects of national energy policy. For these reasons, the company is expecting its FY2015 industrial gas sales volume to be 6.8 billion m<sup>3</sup>.

[Industrial gas sales volume] (Unit: Million m<sup>3</sup>; 45MJ/m<sup>3</sup>)

Note:	The	effects	of tl	ne	2011	Tohoku	-Pacific	Ocean	Earthquake	are	not
yet in	corpo	orated i	n the	ese	supp	oly plans	<u>s.</u>		-		

	FY2010 outlook	FY2011	FY2012	FY2013	FY2014	FY2015	CAGR (2010-2015)
Industrial gas sales volume	4,887	4,990	5,400	5,902	6,484	6,849	7.0%
Proportion of large-lot gas sales volume	(4,768)	(4,871)	(5,273)	(5,775)	(6,358)	(6,724)	(7.1%)

## (3) Commercial and other demand

The sales volume in this sector is expected to grow with efforts to maintain and expand the existing demand, and to capture additional demand through the reinforcement of solution proposals to harness the company's engineering expertise and the active introduction of high-efficiency gas equipment. FY2015 sales volume is expected to be 2.8 billion m<sup>3</sup>.

# [Commercial and other gas sales volume]

(Unit: Million m<sup>3</sup>; 45MJ/m<sup>3</sup>)

	FY2010 outlook	FY2011	FY2012	FY2013	FY2014	FY2015	CAGR
Commercial and other gas sales volume	2,818	2,770	2,774	2,778	2,784	2,789	▲0.2%
Proportion of large-lot gas sales volume	(1,399)	(1,388)	(1,392)	(1,399)	(1,407)	(1,413)	(0.2%)

# (4) Wholesale gas demand

We are expecting the gas volume of sales to other gas utilities/marketing companies in FY2015 to be 2.2 billion m<sup>3</sup>, taking into account the trends in industrial demand among wholesale customers.

[Wholesale gas volume]

(Unit: Million m<sup>3</sup>; 45MJ/m<sup>3</sup>)

	FY2010 outlook	FY2011	FY2012	FY2013	FY2014	FY2015	CAGR (2010-2015)
Wholesale gas volume	2,191	2,233	2,216	2,240	2,141	2,156	▲0.3%

## 3. Production/purchasing volume and feedstock use plan

In working toward the stable procurement of gas resources and further reductions in procurement costs based on long-term contracts, we aim to heighten flexibility in our

procurement by engaging in upstream business development and through the utilization of short-term business transactions to cope with changes in demand.

## [Gas production and purchasing volume]

		FY2010 outlook	FY2011	FY2012	FY2013	FY2014	FY2015
Natural gas	LNG	12,778	12,719	13,003	13,475	13,877	14,016
	Domestic natural gas	206	202	232	237	242	248
Petroleum oil	LPG	402	388	480	539	626	866
	Offgas	104	110	110	110	110	110
Other	Biogas	0	1	1	1	1	1
	Total	13,490	13,420	13,826	14,362	14,856	15,241

#### [Gas resource/ fuel use volume]

(Unit: 1,000t)

(Unit: Million m<sup>3</sup>; 45MJ/m<sup>3</sup>)

	FY2010 outlook	FY2011	FY2012	FY2013	FY2014	FY2015
LNG	10,089	10,006	10,221	10,593	10,900	10,988
LPG	336	331	409	459	534	738

## 4. Major facility plan

Tokyo Gas will improve and reinforce its production and supply infrastructure to more accurately respond to its projected gas demands.

We plan to complete the Shin-Negishi Trunk Line (Yokohama City), the 2nd Phase of the Yokohama Trunk Line (Yokohama City – Kawasaki City), the Chiba – Kashima Trunk Line (Chiba City – Kamisu City), and the Saito Trunk Line (Soka City – Koga City) to offer even greater stability of our supply systems in order to meet increases in future demand.

The plans also call for the installation of vaporizers in the three terminals located on Tokyo Bay and the construction of the No.4 LNG tank in the Ohgishima Terminal.

In addition, Tokyo Gas will respond to the natural gas expectations and needs of its customers and society as a whole over the medium and long term, while further solidifying its foundations for a stable supply. To this end, Tokyo Gas will promote the

early execution of construction plans for an LNG terminal in the Hitachi District of Ibaraki Port and the Ibaraki – Tochigi Trunk Line to connect the area to its existing pipeline network.

Planned commercial use	Name	Section	Inner diameter (mm)	Total extended length (km)
Apr. 2011	Fujioka receiving pipeline	Fujioka City, Gunma Prefecture	100	0.1
Mar. 2012	Chiba-Kashima Line	Between Chiba City (Wakaba-ku) and Kamisu City	600	79.3
Mar. 2012	Kashima District high-pressure distribution pipeline	Kamisu City, Ibaraki Prefecture	300	0.9
Oct. 2013	Shin-Negishi Trunk Line	Between Isogo-ku and Izumi-ku in Yokohama City	600	14
Oct. 2013	Yokohama Trunk Line (2nd phase)	Between Aoba-ku in Yokohama City and Aso-ku in Kawasaki City	750	6.3
Oct. 2015	Saito Trunk Line	Between Soka City and Koga City	600	39.6
FY2015	Ibaraki - Tochigi Trunk Line	Between Hitachi City and Moka City	600	

#### [Major pipeline plans]

#### [Year-end total length of pipelines]

#### (Unit: km)

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FY2010 outlook	FY2011	FY2012	FY2013	FY2014	FY2015
53,857	54,771	55,412	56,129	56,819	57,634

#### [Major production facilities plans]

Planned commercial use	Installation location	Facilities to be installed	Number of units
Apr. 2011	Negishi LNG Terminal	LPG vaporizer	1
Oct. 2011	Ohgishima LNG Terminal	LNG/LPG vaporizer	1
Dec. 2012	Sodegaura LNG Terminal	LNG vaporizer	2
Oct. 2013	Ohgishima LNG Terminal	LNG storage tank	1
FY2015	Hitachi LNG Terminal	LNG storage tank	1
FY2015	Hitachi LNG Terminal	LPG storage tank	-
FY2015	Hitachi LNG Terminal	LNG/LPG vaporizer	-
FY2015	Hitachi LNG Terminal	LPG vaporizer	-



[Gas sales volume plan and facilities development plan]

#### 5. Capital investment plan

Tokyo Gas plans to invest a total of 608.5 billion yen in its facilities (after the advanced depreciation of contribution for construction) over the five-year period of the supply plans (FY2011 - FY2015) as follows.

(1) Production facilities: the further reinforcement of stable production systems through expansions of the LNG-related facilities in the three terminals on Tokyo Bay, construction of the No.4 LNG storage tank in the Ohgishima Terminal, and through systematic improvements and replacements of existing facilities.

(2) Supply facilities: the establishment of stable supply systems and safety assurance through investment in safety facilities, including those for disaster prevention such as in the case of an earthquake, while continuing with the planned replacement of existing pipelines and investment in new pipelines to address new demand development and the formation of a major pipeline network.

(3) Business facilities: the further reinforcement of business development systems through improvements to information systems, the renovation of aged buildings, and the promotion of technology development.

(4) Incidental business facilities: improvements to mainly existing facilities.

# [Facility investment plans]

(Unit: Bil. yen)

Item		FY2010 outlook	FY2011	FY2012	FY2013	FY2014	FY2015	FY2011- FY2015 Totals	
Gas supply	Production	LNG	4.4	20.5	35.4	23.8	15.9	7.6	103.2
business	facilities	facilities							
facilities		Other	5.7	4.6	10.2	3.2	1.7	2.5	22.3
(after the advanced depreciation of contribution for construction)		Subtotal	10.2	25.1	45.6	27.1	17.5	10.1	125.5
	Supply facilities	Trunk line investment	12.8	9.6	18.8	16.0	11.9	7.7	64.0
		Other	62.2	60.4	56.5	57.0	55.1	54.5	283.5
		Subtotal	75.0	69.9	75.3	73.1	67.0	62.1	347.5
	Business facilities		19.6	25.0	18.1	26.2	34.3	29.2	132.7
	Subtotal		104.9	120.0	139.1	126.3	118.8	101.5	605.7
Incidental business facilities		0.9	0.8	0.6	0.5	0.5	0.5	2.9	
Total (after the advanced depreciation of contribution for construction)		105.7	120.9	139.7	126.8	119.3	102.0	608.5	