# Interim Results Presentation Meeting

First Half of Fiscal Year 2003 (April-Sept. 2003)

October 30, 2003 Norio Ichino, President Tokyo Gas Co., Ltd.



#### Notes regarding Forward Projections and Insider Trading Regulations

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.

NOTE: Anyone who views this presentation before 12 hours have passed from the public announcement of the company's interim results (that is, before 2:00 a.m. on October 31, 2003 Japan Standard Time) is considered a "primary information recipient" under the insider trading regulations stipulated by Paragraph 3, Article 166 of the Securities and Exchange Law and Article 30 of the Securities and Exchange Law Enforcement Order. Please note that under these laws and regulations such persons are strictly prohibited from trading in the company's shares prior to the above-stated time.



# Contents (Consolidated Basis)

- 1. FY 2003 Interim Performance (half-year ended September 30, 2003)
- 2. Outlook for the Full Fiscal Year (FY 2003 ending March 31, 2004)
- 3. Progress under the First Year of the Frontier 2007 Mid-term Management Plan (topics)
- 4. Reference Materials



## 1. FY 2003 1<sup>st</sup> Half Results

FY 2003 1<sup>st</sup> Half Summary Gas Sales (Actual) Net Sales, Expenses, Operating Income by Segment Non-Operating Income/Expenses & Extraordinary Income/Expenses Balance Sheet (Assets, Liabilities & Shareholders' Equity)



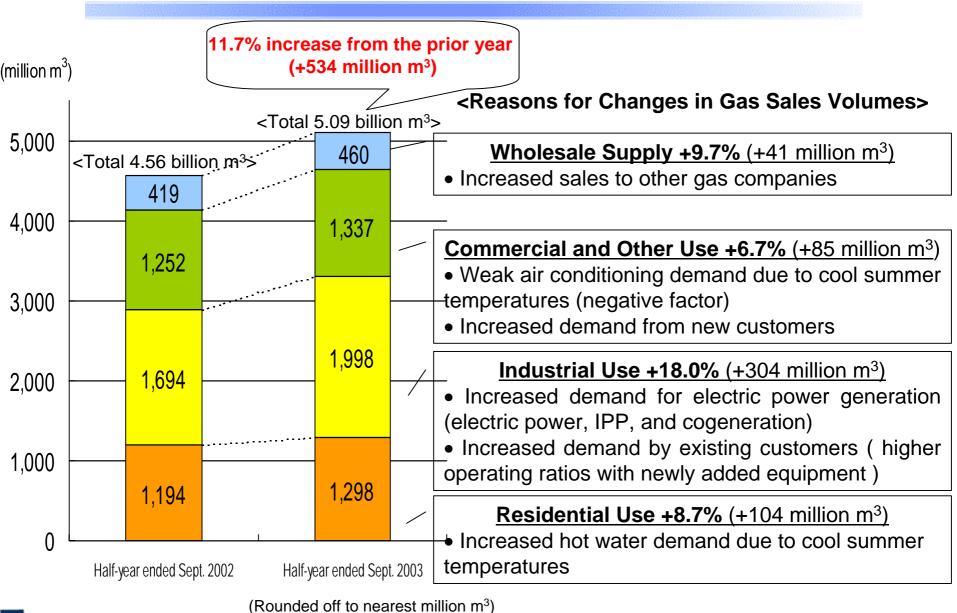
## FY 2003 1<sup>st</sup> Half Results

(Billion yen; rounded off to nearest ¥100 million)

473.6	487.0	505.1	+ 31.5		
			+ 31.5 (+6.6%)	+ 18.1	
35 0 1	359 17.0		(+0.6%)	(+3.7%)	
559	17.0	43.8	(+21.9%)	+ 20.0 (+157.6%)	
27.4	9.0	36.4	+ 9.0	+ 27.4	
			(+32.5%)	(+304.4%)	
18.4	6.0	22.2	+ 3.8	+ 16.	
			(+20.6%)	(+270.0%	
			- 40.0 - 35.0 - 30.0 - 25.0 - 20.0 - 15.0	(Billion yen) (Billion yen) (Billion yen) (Billion yen)	
			0.0		
				18.4   6.0   22.2   + 3.8     (+20.6%)   50.0     45.0   45.0     40.0   35.0     30.0   25.0     18.4   10.0     18.4   10.0     18.4   10.0     18.4   10.0     18.4   10.0     18.4   10.0     18.4   10.0     18.4   10.0     18.4   10.0     18.4   10.0     19.4   10.0     10.0   10.0     10.0   10.0     10.0   10.0     10.0   10.0	

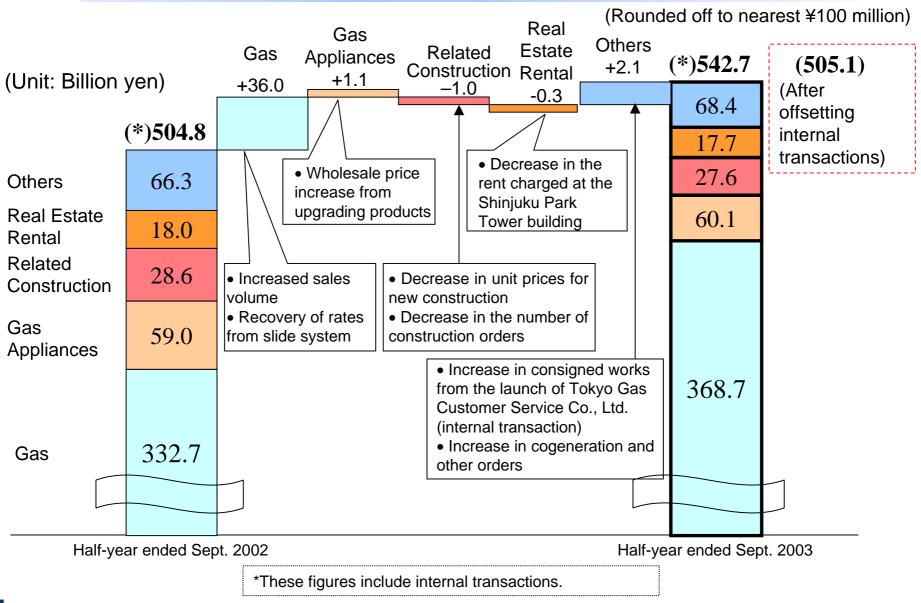
Sales --- Operating Income -- Ordinary Income --- Net Income

#### **Actual Gas Sales**



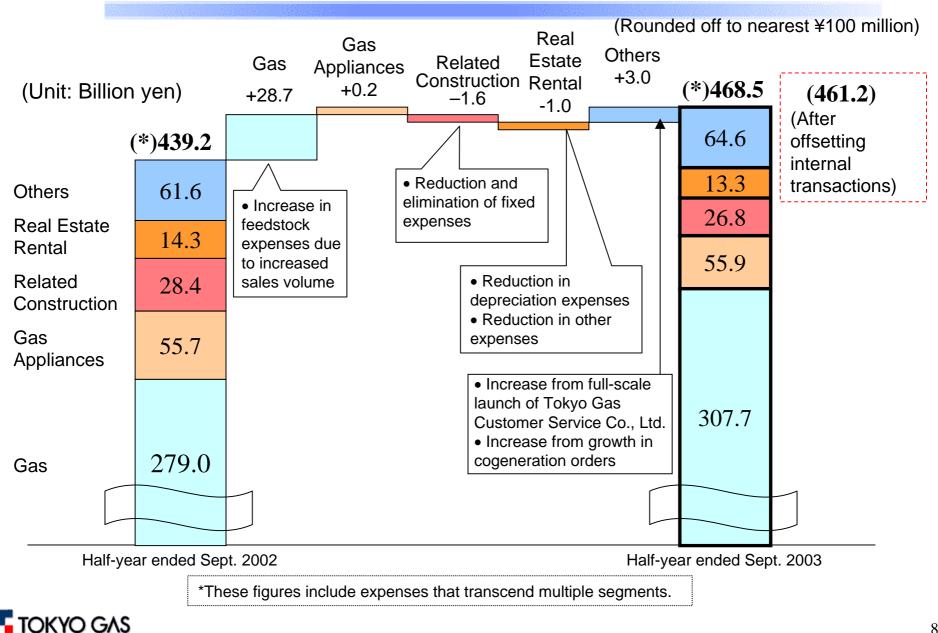
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### **Net Sales by Segment**

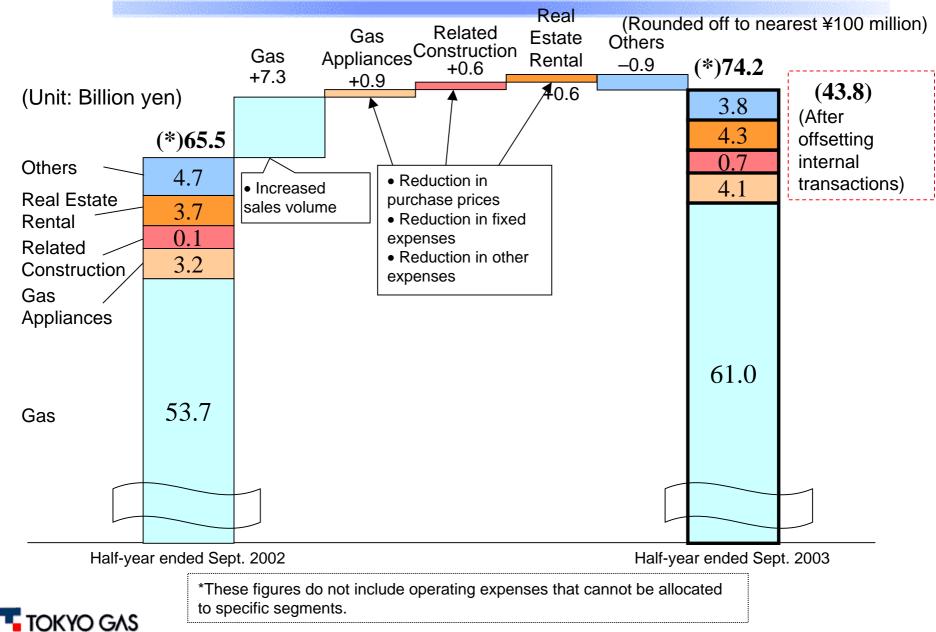




#### **Expenses by Segment**



#### **Operating Income by Segment**



#### Non-Operating Income/Expenses & Extraordinary Profits/Losses

(Billion yen; rounded off to nearest ¥100 million)

#### Non-operating Income/Expenses: -7.3 (+1.0)

Non-operating Income: 4.4 (+0.4) Non-operating Expenses: 11.8 (-0.6) • Interest expenses: 7.8 (-0.6)

#### **Extraordinary Income/Expenses: -0.3 (-2.3)**

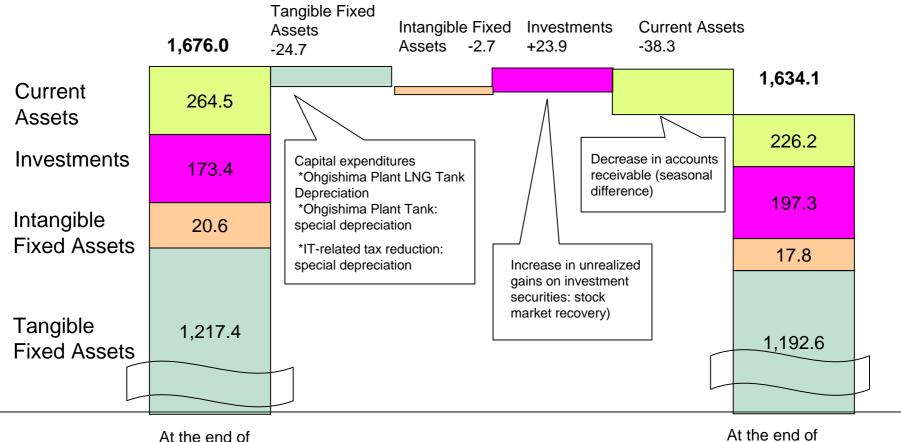
Extraordinary Income • Gain on sales of fixed assets: 0.1 (-0.1) • Gain on sales of investment securities: 0.5 (-1.2) Extraordinary Expenses • Loss from sale of fixed assets: 1.1 (+1.0)

Figures in () are changes from the 1st half in FY2002.



### **Balance Sheet (Assets)**

(Billion yen; rounded off to nearest ¥100 million)

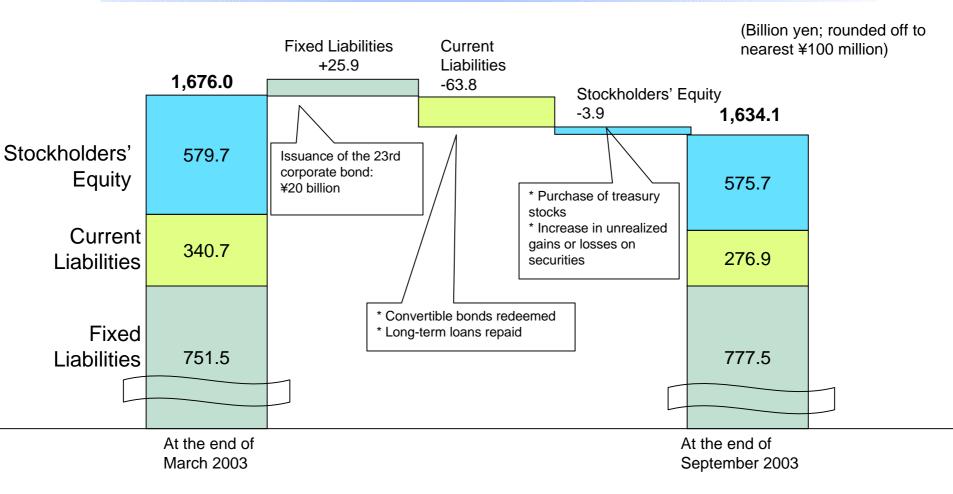


At the end of September 2003



March 2003

#### Balance Sheet (Liabilities & Shareholders' Equity)





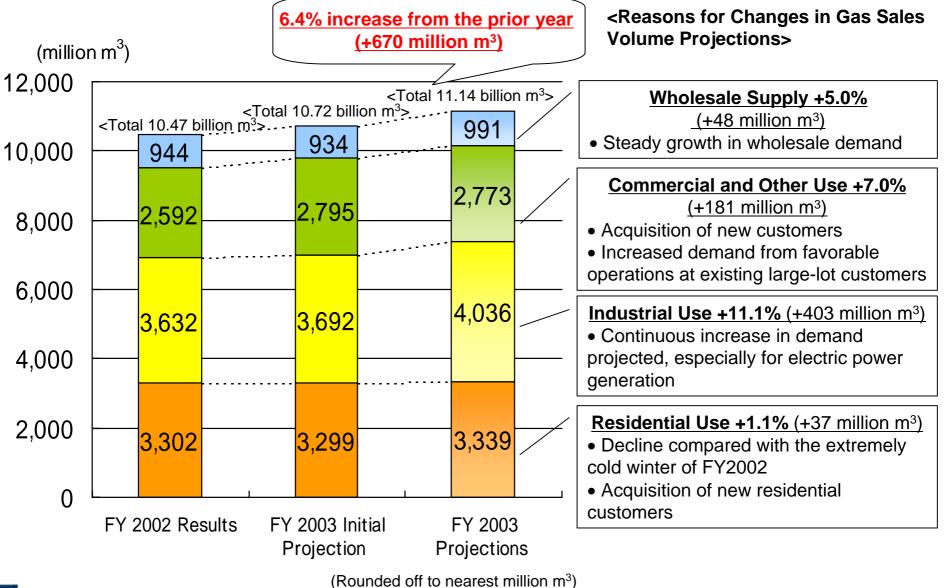
# 2. Outlook for the Full Fiscal Year (FY 2003 ending March 31, 2004)

#### **Gas Sales Volume Projections**

#### FY 2003 Financial Projections



#### **Gas Sales Volume Projections**





## FY 2003 Performance Forecast

(Billion yen; rounded off to nearest ¥100 million)

		FY	2003	Change		
	FY 2002 Actual	Initial Forecast	Revised Forecast	From FY 2002	From Initial Forecast	
Sales	1,127.6	1,139.0	1,162.0	+34.4 +3.0	+23.0 +2.0%	
Gas Sales	792.4	808.0	833.7	+41.2 +5.2	25.7 +3.2%	
Other Sales	335.2	331.0	328.3	(6.8) (2.1%)	(2.7) (0.8%)	
Operating Income	123.2	108.0	143.0	19.8 +16.0%	35.0 +32.4%	
Ordinary Profits	91.9	89.0	122.0	30.1 +32.7 %	33.0 +37.1%	
Net Income	59.2	58.0	76.0	16.8 +28.4%	18.0 +31.0%	



3. "Frontier 2007": Progress in Its 1<sup>st</sup> Year (Highlights)

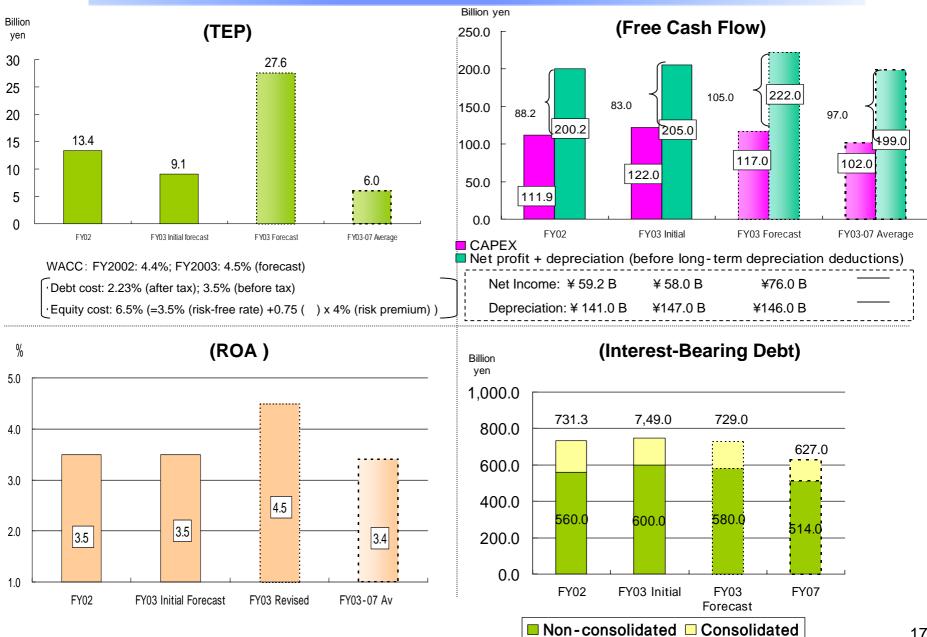
Main Performance Indicators (TEP, FCF, ROA, Debts Outstanding)

Purchase of Treasury Stocks

**Expansion to Energy Businesses** 

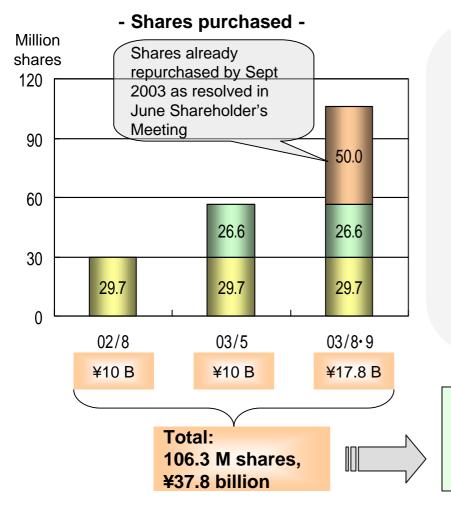


# Main Performance Indicators



#### **Share Buy Back**

Frontier 2007: a plan to buy back shares worth ¥100 billion in 5 years



#### Major Shareholders (as of Sept. 2003) (Million shares)

1<sup>st</sup>: Japan Trustee Services Bank (trust accounts)(151. 9)

2<sup>nd</sup>: Nippon Life Insurance Company (151. 5)

3<sup>rd</sup>: Master Trust Bank of Japan (trust accounts)(141.1)

4<sup>th</sup>: Daiichi Mutual Life Insurance (135.9)

5th: Tokyo Gas (108.8)



Currently held as treasury stock To be used for CB, redemption of shares, M&A, etc.

#### **Business Expansion into Energy-related Areas**

#### <Advance into Upstream and Transport Sectors>

(1) Formal participation in the Darwin LNG Project (June; ownership ratio of 3.36%)
•Tokyo gas will purchase 1 million tons per year for 17 years starting from January 2006, all under an FOB contract.

•Joint investment and joint purchasing with Tokyo Electric Power Company (TEPCO will purchase 2 million tons per year, and has an ownership ratio of 6.72%.)

#### (2) Tokyo Gas LNG tanker Energy Frontier put into commission (September)

•This is Tokyo Gas's first wholly owned vessel (145,000 m<sup>3</sup>), and will be used to purchase FOB gas from Malaysia and western Australia.

#### Basic agreement on sales contract for Sakhalin II Project

•Tokyo gas will purchase 1.1 million tons per year for 24 years starting from April 2007, all on an FOB basis.

•Advantages include geographical proximity, abundant reserves, diversification of supply sources, and a competitive pricing mechanism.

#### <Advance into the Electric Power Business>

(1) Tokyo Gas Bay Power Co., Ltd. begins full-scale operations (100,000 kW generator; sales to ENNET Corporation from October).

(2) Establishment of planning company Ohgishima Power Co., Ltd. (announced in July)
•Plans for a 1.2 million kW power plant (three 400,000 kW units) to begin operations from 2009

•Alliance with the Royal Dutch Shell Group

(3) Tokyo Gas Yokosuka Power Corporation

(Purchase of Tomen Power Yokosuka Corporation [240,000 kW] stock in July)

•IPP business to Tokyo Electric Power Company (90% of output)

•Operations scheduled to begin from FY 2006



Steady progress toward the 3 million kW initiative target

## 4. References

## Performance Indicators (1)

## Performance Indicators (2)



# Main Performance Indicators (1)

(Billion yen)

		1 <sup>st</sup> Half		Annual			
	FY02 Actual	FY03 Actual	% Change	FY02 Actual	FY03 Forecast	% Change	
Sales	473.6	505.1	+6.6%	1,127.6	1,162.0	+3.0%	
Gas Sales	332.7	368.7	+10.8%	7,924	833.7	+5.2%	
Other Sales	140.9	136.4	-3.2%	3,352	328.3	-2.1%	
Operating Income	35.9	43.8	+21.9%	1,232	143.0	+16.0%	
Ordinary Income	27.4	36.4	+32.5%	919	122.0	+32.7%	
Net Income	18.4	22.2	+20.6%	592	76.0	+28.4%	
ТЕР	(5.7)	-1.9	-66.7%	134	27.6	+106.0%	
FX rate (yen/US\$)	¥123.07	118.08	- 4.99	121.98	114.04	- 7.94	
Oil price (\$/bbl)	\$25.57	28.42	+ 2.85	27.39	28.21	+ 0.82	
Average Temp.	22.5	21.7	- 0.8	16.1	16.3	+ 0.2	



# Main Performance Indicators (2)

(Billion yen)

	1 <sup>st</sup> Half			Annual			
	FY02 Actual	FY03 Actual	Y-Y Change	FY02 Actual	FY03 Forecast	Y-Y Change	
Total Assets(a)	1,646.9	1,634.1	-0.8%	1,676.0	1,677.0	+0.1%	
Stockholders' Equity (b)	562.7	575.7	+2.3%	579.7	616.0	+6.3%	
Equity Ratio: (b)/(a)	34.2%	35.2%	-	34.6%	36.7%	-	
Outstanding Debt	777.6	769.7	-1.0%	731.3	729.0	-0.3%	
Cash Flow from Operating Activities (c)	18.4	22.2	+20.6%	59.2	76.0	+28.4%	
Cash Flow from Investing Activities	20.3	25.0	+23.0%	29.0	29.0	-0.1%	
(d) = (f) - (e)							
CAPEX (e)	47.9	50.7	+5.6%	111.9	117.0	+4.5%	
Depreciation	68.3	75.7	+10.8%	141.0	146.0	+3.5%	
Free Cash Flow (c) + (d)	38.7	47.2	+21.8%	88.2	105.0	+19.0%	
ROA: (c) / (b)	1.1%	1.3%	-	3.5%	4.5%	-	
ROE: (c) / (a)	3.3%	3.8%	-	10.4%	12.7%	-	
EPS (yen)	6.57	8.10	+1.53	21.18	28.11	+6.93	

Note: ROA= Net income / Total assets (average of the beginning and ending balances); ROE= Net Income / Stockholders' equity (average of the beginning and ending balances)

EPS: earnings per average number of shares issued and outstanding

**TOKYO GAS** Free cash flow = Cash flows from operating activities (Net Income) + Cash flows from investing activities (depreciation - CAPEX)

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#### Tokyo Gas Co., Ltd.

