Major Questions and Answers concerning the Financial Results for the First Quarter of FY 2010 ending March 2011

- Q1. Why has the outlook for the full-year gas sales volume been left unchanged despite the increase in the first quarter?
- A1. The first-quarter gas sales volume exceeded the plan because of increased hot water and other demand from the unseasonably low temperatures in early spring. Considering the recent high temperatures, however, we have kept the initial plan sales volume and profit projections unchanged for the first half and for the full year.
- Q2. What is the future outlook for the industrial-use gas sales volume?
- A2. The industrial-use gas sales volume during the first quarter was basically in line with the plan. The developments by industry were mixed with steady recoveries in chemicals, iron & steel, and nonferrous metals, but continued weak demand in foods and in paper & pulp. The FY2010 plan was compiled by aggregating the projected demand of individual customers. Many customers showed a cautious sentiment regarding upcoming business conditions, so the plan figures reflect that outlook.
- Q3. How has the new addition of Ohgishima Power Co., Ltd. as a consolidated subsidiary affected the financial performance?
- Q3. Ohgishima Power Station Unit 1 began operations from March, and Unit 2 also began operations in July as planned. While Tokyo Gas posted an operating loss for the first quarter in the electric power segment, including Ohgishima Power, this was primarily a temporary dip due to the time-lag in passing on fuel costs, and we still project operating profit in the electric power segment for the full year, as per the initial plan.
- Q4. How is the ENE FARM [residential fuel cells] initiative proceeding?
- A4. Our sales target for FY2010 ending March 2011 is 2,500 units. Progress is steadily being made toward that goal, with 1,300 sales contracts already concluded. We are also earnestly working on the development of the next-generation model, which is scheduled for introduction from FY2013.