

# Reference Materials

## Results

• Consolidated		
Financial Results (Changes from FY2010)	.....	P.1
Breakdown of Sales by Consolidated Subsidiary/Segment (FY2011 Results)	.....	P.2
Balance Sheet (as of March 31, 2012 vs. as of March 31, 2011)	.....	P.3
• Non-consolidated		
Financial Results (Changes from FY2010)	.....	P.4
Key Indices of Business Activities (Changes from FY2010)	.....	P.5
Financial Results (FY2011 vs. Initial forecast)	.....	P.6
Key Indices of Business Activities (FY2011 vs. Initial forecast)	.....	P.7

## Forecasts

• Non-consolidated		
Oil Price and Currency Forecasts, and Their Impacts on Gross Profit	.....	P.8
• Consolidated		
Financial Results (FY2012 forecast vs. FY2011 Results)	.....	P.9
• Non-consolidated		
Financial Results (FY2012 forecast vs. FY2011 Results)	.....	P.10
Key Indices of Business Activities (FY2012 forecast vs. FY2011 Results)	.....	P.11
• Consolidated		
Breakdown of Operating Cash flows/ Capex	.....	P.12

# Results

## <Consolidated>

### Financial Results (Changes from FY2010)

100 million yen

	FY11	FY10	Change		Reference
Net sales	17,542	15,352	2,190	14.3%	City gas +1,692 (Increase in Gas sales volume and Unit price, Nijjo +242 (Increase in sales volume and Unit price), Other energy +813 (LNG sales +403, Electric power +316)
Operating income	770	1,224	-454	-37.1%	City gas -387, Other -29 (Investment abroad, -18), Increase in companywide expenses -29
Ordinary income	756	1,215	-459	-37.8%	Non-operating income/loss -5 (Foreign exchange loss -10, Loss from weather derivatives -9, Equity in earnings of affiliates +13)
Net Income	460	954	-494	-51.8%	[FY2010] Gain on sales of noncurrent asset 399, Effect of lower tax rate -44

Total assets	18,638	18,296	342	1.9%	Current assets +515 (Accounts receivable-trade +448, Gas cost +68), Investments and other assets -102 (Investment securities -61, Long-term deferred tax asset -40), Property, plant and equipment & Intangible assets -70 (Capex 1,464, Depreciation -1,485)
Shareholders' equity	8,391	8,589	-198	-2.3%	Acquisition of treasury stock-339, Dividend payments-236, Foreign currency translation adjustment -56, Net income +460
Shareholders' equity ratio (%)	45.0	46.9	-1.9	—	Decreased due to increase in Total assets (+1.9%) and decrease in Shareholders' equity (-2.3%)
Total assets turnover (times)	0.95	0.84	0.11	—	
ROA (*2) (%)	2.5	5.2	-2.7	—	Decreased due to decline in net income (-494)
ROE (*2) (%)	5.4	11.4	-6.0	—	Decreased due to decline in net income (-494)
Interest-bearing debt	6,258	5,841	417	7.1%	Tokyo Gas +428, Tokyo Gas Gorgon +113, Tokyo Gas Urban Development Co., Ltd.-80
D/E ratio	0.75	0.68	0.07	—	
Net income	460	954	-494	-51.8%	
amortization (*3, 4)	1,485	1,493	-8	-0.6%	
Operating cash flow (*1)	1,945	2,448	-503	-20.5%	
Capex (*3)	1,464	1,502	-38	-2.5%	Ohgishima Power -164, Tokyo Gas QCLNG-34, Tokyo Gas +116, Energy Advance Co., Ltd. +25, Tokyo Gas Gorgon +18
TEP	91	640	-549	-85.8%	
(WACC)	3.1%	3.2%	-0.1	—	
EPS (¥/share)	17.70	35.63	-17.93	-50.3%	Decreased due to decline in net income -494
BPS (¥/share)	324.67	320.70	3.97	1.2%	Increased due to decline in Shareholders' equity (-2.3%)
Total payout ratio (*5) (%)	61.4	60.9	0.5	—	

(\*1) Operating cash flow is calculated using the simplified accounting treatment of "Net income + Depreciation and amortization." (simplified accounting treatment; differs from

(\*2) Total assets and shareholders' equity used to calculate ROA and ROE are the average of the amount as of the end of the previous term and the amount as of the end of the current term.

(\*3) Amounts for capex and depreciation and amortization are after offsetting of internal transactions.

(\*4) Depreciation and amortization includes amortization of long-term prepaid expenses.

(\*5) FYn Gross payout ratio = (FYn total annual dividend) + (FYn +1 stock repurchases) / (FYn consolidated net income)

**<Consolidated>**

**Breakdown of Sales by Consolidated Subsidiary/Segment (FY2011 Results)**

million yen

		External net sales by segment					Total	External sales ratio	Internal sales	Non-consolidated net sales
		City Gas	Appliances and Gas	Other Energy	Real Estate	Others				
Tokyo Gas Co., Ltd. (A)		1,163,992	125,061	113,107	0	6,917	1,409,078	90.9%	141,264	1,550,343
External sales by consolidated subsidiary	Tokyo Gas Urban Development Co., Ltd.	0	0	0	10,104	0	10,104	34.6%	19,119	29,224
	Ohgishima Power Co., Ltd.	0	0	15,075	0	0	15,075	25.2%	44,857	59,933
	Nagano Toshi Gas., Ltd.	11,823	1,439	0	0	0	13,263	100.0%	0	13,263
	Energy Advance Co., Ltd.	0	0	67,624	0	0	67,624	95.6%	3,146	70,771
	Gaster Co., Ltd.	0	12,992	0	0	0	12,992	43.7%	16,707	29,700
	Tokyo LNG Tanker Co., Ltd.	0	0	0	0	6,012	6,012	35.1%	11,105	17,118
	Tokyo Gas Energy Co., Ltd.	299	0	25,387	0	0	25,686	76.2%	8,007	33,694
	Capti Co., Ltd.	0	14,080	0	0	4,301	18,381	33.6%	36,268	54,649
	Tokyo Gas Chemicals Co., Ltd.	0	0	13,131	0	0	13,131	71.9%	5,133	18,264
	Chiba Gas Co., Ltd.	14,908	1,236	1,109	0	0	17,253	96.4%	650	17,903
	TG Information Network Co., Ltd.	0	0	0	0	571	571	2.9%	19,036	19,608
	Tokyo Gas Engineering Co., Ltd.	0	0	0	0	44,466	44,466	83.6%	8,712	53,179
	Nijio Co., Ltd.	14,129	0	0	0	0	14,129	21.1%	52,809	66,939
Other subsidiaries	15,345	18,175	24,376	484	28,101	86,483	62.4%	52,145	138,629	
Consolidated subsidiaries subtotal (B)		56,506	47,925	146,704	10,589	83,453	345,178	55.4%	277,703	622,882
Consolidated total		1,220,499	172,986	259,811	10,589	90,371	1,754,257	80.7%	418,968	2,173,225
External sales ratio		91.8%	72.3%	66.4%	35.5%	49.2%	80.7%	-	-	-
Internal sales (C)		108,585	66,283	131,560	19,268	93,271	418,968	-	418,968	-
Total sum of sales (A) + (B) + (C)		1,329,084	239,269	391,371	29,857	183,642	2,173,225	-	-	-

<Consolidated>

**Balance Sheet (as of March 31, 2012 vs. as of March 31, 2011)**

(Changes from Mar. 31, 2011)

100 million yen

	Mar 31, 2012		Mar 31, 2011		Changes		Changes
		%		%			
<b>【Assets】</b>							
Noncurrent assets	13,730	73.7%	13,902	76.0%	-172	-1.2%	(Property, plant and equipment, intangible assets) Capex 1,464, Depreciation -1,485 (Investments and other assets) Investment securities -61 (Decrease associated with equity-method affiliates -45, Decrease due to valuation difference -17, Decrease due to sales -8, Increase by purchase +11 etc) Deferred tax assets -40, Long-term loans receivable +28
Current assets	4,908	26.3%	4,393	24.0%	515	11.7%	Accounts receivable-trade +448, (Other current assets) Transferable deposits +390, Accounts receivable -360
<b>Total Assets</b>	<b>18,638</b>	<b>100.0%</b>	<b>18,296</b>	<b>100.0%</b>	<b>342</b>	<b>1.9%</b>	

<b>【Liabilities】</b>							
Interest-bearing debt	6,258	33.6%	5,841	31.9%	417	7.1%	(Corporate bonds) Increase from issue of 34-35th Domestic unsecured notes +400, Decrease from redemption of 21th Domestic unsecured notes -300, (Long-term loans payable) New borrowings +682, Payments-195, (Commercial paper)-150
Provision for retirement benefits	855	4.6%	968	5.3%	-113	-11.7%	TG-116
Notes and accounts payable-trade	926	5.0%	761	4.2%	165	21.6%	Accounts payable-trade +153
Other liabilities	2,047	11.0%	1,983	10.8%	64	3.2%	Accrued expenses +88, Enterprise tax payable +23, Income taxes payable, other-46
<b>Total Liabilities</b>	<b>10,087</b>	<b>54.1%</b>	<b>9,555</b>	<b>52.2%</b>	<b>532</b>	<b>5.6%</b>	

<b>【Net Assets】</b>							
Shareholders' equity	8,483	45.5%	8,599	47.0%	-116	-1.4%	(Capital stock, Legal capital surplus) Unchanged (Retained earnings, Acquisition of treasury stock)-116 (Acquisition of treasury stock -339, Dividend payments -236, Net income +460)
Total other comprehensive income	-91	-0.5%	-10	-0.1%	-81	-	(Foreign currency translation adjustment) -56, (Deferred gains or losses on hedges) -25
Minority interests	159	0.9%	151	0.8%	8	5.0%	
<b>Total Net Assets</b>	<b>8,551</b>	<b>45.9%</b>	<b>8,740</b>	<b>47.8%</b>	<b>-189</b>	<b>-2.2%</b>	Equity ratio 46.9% (March 31, 2011)→45.0% (March 31, 2012)
<b>Total (Liabilities and Net Assets)</b>	<b>18,638</b>	<b>100.0%</b>	<b>18,296</b>	<b>100.0%</b>	<b>342</b>	<b>1.9%</b>	

**<Non-consolidated>**  
**Financial Results (Changes from FY2010)**

100 million yen

	FY11	FY10	Change	
Net Sales	15,503	13,298	2,205	16.6%
Operating income	514	888	-374	-42.1%
Ordinary income	599	991	-392	-39.5%
Net income	357	674	-317	-47.1%

**Impact of Sliding System Time Lag**

	FY11	FY10	Change
Revenue from sliding system	905	-409	1,314
Increase in gas cost	1,378	-117	1,495
Change	-473	-292	-181

Change from basic price

**Economic Frame**

	FY11	FY10	Change
JCC \$/bbl	114.16	84.15	30.01
Ex. rate ¥/\$	79.08	85.74	-6.66

100 million yen

	FY11	FY10	Change			
Gas Sales	12,165	10,716	1,449	13.5%	Volume, Composition +170, Unit price +1,279	
Operating cost	Raw materials and supplies	7,402	5,745	1,657	28.8%	Volume, Composition +154, Unit price +1,503 (Foreign exchange effect=-547, Oil price effect= +1,616, Other= +434)
	(Gross profit)	(4,763)	(4,971)	(-208)	(-4.2%)	Volume, Composition 16, Unit price -224
	Personnel expenses	984	764	220	28.9%	Retirement benefits +223 (Expenses from actuarial differences +227), other
	General expenses	2,390	2,399	-9	-0.4%	See below
	Depreciation & amortization	1,083	1,083	0	0.0%	
	LNG regasification	-46	-40	-6	-	
Total	11,814	9,951	1,863	18.7%		
Installation work	0	-3	3	-	Increase in number of projects	
	Gas appliances	82	73	9	11.7%	Commercial appliances +7, other
Other operation income	82	70	12	17.1%		
Supplementary business income	81	53	28	51.3%	Electric power sales +37, LNG sales -3, other	
Operating income	514	888	-374	-42.1%		
Non operating income	85	102	-17	-16.8%	Increase in interest expenses, etc. -34, Decrease in gains on weather derivatives -9, Increase in advance repayments and settlements +24, Foreign exchange gains +16, other	
Ordinary income	599	991	-392	-39.5%		
Extraordinary income	29	52	-23	-	FY2011 : Gain on sales of noncurrent asset +29, other FY2010 : Acquisition of affiliates +36, other	
Extraordinary loss	30	56	-26	-	FY2011 : Loss on reduction of noncurrent assets-28, other FY2010 : Loss on disaster -31, Loss on valuation of investment securities -20, other	
Taxes	241	311	-70	-22.4%		
Net income	357	674	-317	-47.1%		

**Breakdown of General Expenses**

100 million yen

	FY11	FY10	Change		
Repair costs	374	354	20	5.7%	Gas cock security measures (Including provisions) +24, other
Expendable costs	142	142	0	-0.1%	
Rent	176	193	-17	-8.7%	Rent of buildings and facilities -14, other
Consignment costs	638	616	22	3.5%	Pipeline-related consignment costs +13, Telephone reception consignment expenses +7, other
Taxes	423	408	15	3.7%	Enterprise tax +18, other
Marketing costs	250	293	-43	-14.7%	Residential-use operating expenses -18, Events and exhibitions -11, etc.
Others	387	393	-6	-1.4%	Postage fee -7, other

**<Non-consolidated>**

**Key Indices of Business Activities (Changes from FY2010)**

**Number of Customers**

Thousands

	FY11	FY10	Change	
Number of customers	10,557	10,441	116	1.1%
Number of new customers	192	182	10	5.2%

**Breakdown of Gas Sales Volume**

Mil. M3

	FY11	FY10	Change			
Residential vol. per meter (m3)	387.2	388.4	-1.2	-0.3%	Temp. effect +1.2m3 (+0.3%), No. of days +0.8m3 (+0.2%), Other -3.2m3(-0.8%)	
Residential	3,429	3,412	17	0.5%	Temp. effect +10mil.m3 (+0.3%), No. of days +7mil.m3 (+0.2%), No. of contracts +27mil.m3(+0.8%), Other -27mil.m3(-0.8%)	
Commercial	Commercial	1,753	1,880	-127	-6.7%	
	Other	919	995	-76	-7.7%	
	Commercial total	2,672	2,875	-203	-7.1%	Temp. effect -8mil.m3 (-0.3%), Other -195mil.m3 (-6.8%)
Industrial	Power gen.	2,391	1,977	414	20.9%	
	Other	3,056	2,986	70	2.3%	
	Industrial total	5,446	4,963	483	9.7%	
Total	8,118	7,838	280	3.6%		
Wholesale	2,212	2,191	21	0.9%	Temp. effect +8mil.m3 (+0.3%), Existing customer volume of other gas companies +13mil.m3 (+0.6%)	
Total	13,759	13,441	318	2.4%	Temp. effect +10mil.m3 (+0.1%), Power generation +414mil.m3 (+3.1%), Industrial (excl. power gen.) +70mil.m3 (+0.5%)	
(Large-volume gas demand)	6,668	6,281	387	6.2%	Wholesale (excl. temp. effect) +13mil.m3 (+0.1%), Other-189mil.m3 (-1.4%)	

<Non-consolidated>

Financial Results (FY2011 vs. Initial forecast)

100 million yen

	FY11	Initial forecast	Change	
Net Sales	15,503	15,390	113	0.7%
Operating income	514	330	184	55.8%
Ordinary income	599	380	219	57.7%
Net income	357	270	87	32.2%

Impact of Sliding System Time Lag

	FY11	Initial forecast	Change
Revenue from sliding system	905	1,365	-460
Increase in gas cost	1,378	1,924	-546
Change	-473	-559	86

Change from basic price

Economic Frame

	FY11	Initial forecast	Change
JCC \$/bbl	114.16	116.25	-2.09
Ex. rate ¥	79.08	85.00	-5.92

100 million yen

	FY11	Initial forecast	Change			
Gas Sales	12,165	12,400	-235	-1.9%	Volume, Composition +216, Unit price-451	
Operating cost	Raw materials and supplies	7,402	7,704	-302	-3.9%	Volume, Composition +218, Unit price-520, (Foreign exchange effect=-507, Oil price effect=-57, Other= +44)
	(Gross profit)	(4,763)	(4,696)	(67)	(1.4%)	Volume, Composition -2, Unit price +69
	Personnel expenses	984	978	6	0.7%	Composition of seconded employees +4, other
	General expenses	2,390	2,372	18	0.8%	See below
	Depreciation & amortization	1,083	1,096	-13	-1.1%	Decrease in depreciation from installation delays, other -13
	LNG regasification	-46	-40	-6	-	
	Total	11,814	12,110	-296	-2.4%	
Installation work	0	-4	4	-	Increase in number of projects	
	Gas appliances	82	60	22	37.0%	General appliances +4, Commercial appliances +4, TES-related +10, other
Other operation income	82	56	26	46.7%		
Supplementary business income	81	-16	97	-	Electric power sales +96, other	
Operating income	514	330	184	55.8%		
Non operating income	85	50	35	70.8%	Increase in advance repayments and settlements +24, Decrease in interest on domestic corporate bonds +5, Foreign exchange gains +3, other	
Ordinary income	599	380	219	57.7%		
Extraordinary income	29	0	29	-	FY11: Gain on sales of noncurrent asset +29, other	
Extraordinary loss	30	0	30	-	FY11: Loss on reduction of noncurrent assets -28, other	
Taxes	241	110	131	119.8%		
Net income	357	270	87	32.2%		

Breakdown of General Expenses

100 million yen

	FY11	Initial forecast	Change		
Repair costs	374	343	31	9.3%	Gas cock security measures (Including provisions) +24, other
Exp	142	139	3	2.4%	
Rent	176	179	-3	-1.6%	
Consignment costs	638	643	-5	-0.7%	System-related consignment fee -4, other
Taxes	423	427	-4	-0.7%	Fixed asset tax (land) -3, Road usage fees -1, Enterprise tax +3, other
Marketing costs	250	261	-11	-4.0%	Residential-use operating expenses -10, other
Others	387	380	7	1.2%	Asset retirement expenses +4, other



**<Non-consolidated>**

**Key Indices of Business Activities (FY2011 vs. Initial forecast)**

**Number of Customers**

Thousands

	FY11	Initial forecast	Change	
Number of customers	10,557	10,552	5	0.1%
Number of new customers	192	173	19	10.9%

**Breakdown of Gas Sales Volume**

Mil. m3

	FY11	Initial forecast	Change			
Residential vol. per meter (m3)	387.2	380.5	6.7	1.7%	Temp. effect +9.7m3 (+2.5%), No. of days -0.6m3 (-0.2%), Other -2.4m3 (-0.6%)	
Residential	3,429	3,378	51	1.5%	Temp. effect +86mil.m3 (+2.5%), No. of days-5mil.m3 (-0.1%), No. of contracts -10mil.m3 (-0.3%), Other -20mil.m3 (-0.6%)	
Commercial	Commercial	1,753	1,813	-60	-3.3%	
	Other	919	957	-38	-4.0%	
	Commercial total	2,672	2,770	-98	-3.6%	Temp. effect +68mil.m3 (+2.5%), Other -166mil.m3 (-6.1%)
Industrial	Power gen.	2,391	1,923	468	24.3%	
	Other	3,056	3,067	-11	-0.4%	
	Industrial total	5,446	4,990	456	9.1%	Increase in existing customer volume
Total	8,118	7,760	358	4.6%		
Wholesale	2,212	2,233	-21	-0.9%	Temp. effect +12mil.m3 (+0.5%), Existing customer volume of other gas companies-33mil.m3 (-1.4%)	
Total	13,759	13,371	388	2.9%	Temp. effect +166mil.m3 (+1.2%), Power generation +468mil.m3 (+3.5%), Industrial (excl. power gen.) -11mil.m3 (-0.1%) Wholesale (excl. temp. effect) -33mil.m3(-0.2%), Other -202mil.m3(-1.5%)	
(Large-volume gas demand)	6,668	6,262	406	6.5%		

# Forecasts

## <Non-consolidated>

### Oil Price and Currency Forecasts, and Their Impacts on Gross Profit

#### Economic Frame

	FY12 Forecast		
	1st Half	2nd Half	Full-year
JCC	120.00	120.00	120.00
Ex. Rate	85.00	85.00	85.00
	FY11 Reasults		
	1st Half	2nd Half	Full-year
JCC	113.93	114.36	114.16
Ex. Rate	79.75	78.38	79.08
	Change		
	1st Half	2nd Half	Full-year
JCC	6.07	5.64	5.84
Ex. Rate	5.25	6.62	5.92

#### Profit Sensitivity to Changes in Oil Price and EX Rate

100 million yen

1\$/bbl	1Q	2Q	3Q	4Q	Full-year
Net sales	-15	-14	-5	0	-34
Gas resource cost	-14	-14	-14	-3	-45
Gross profit	-1	0	9	3	11

\* Impact on JCC decrease by \$1

100 million yen

¥1/\$	1Q	2Q	3Q	4Q	Full-year
Net sales	-19	-22	-21	-5	-67
Gas resource cost	-20	-20	-23	-20	-83
Gross profit	1	-2	2	15	16

\* Impact on a 1-yen appreciation

**<Consolidated>**  
**Financial Results Forecast (FY12 forecasts vs. FY11 results)**

100 million yen

	FY12	FY11	Change		Reasons
Net sales	19,140	17,542	1,598	9.1%	City gas +1,045 (Increase in unit sales prices, etc.), Increase in other energy (LNG sales, etc.) +120
Operating income	990	770	220	28.4%	City gas +155, Increase in other energy (Electricity profit, etc.) +18
Ordinary income	960	756	204	26.9%	Non-operating income/loss-16 (Equity in earnings/losses of affiliates, etc)
Net Income	630	460	170	36.8%	
Total assets	19,480	18,638	842	4.5%	Property, plant and equipment 510, Investments and loans 279
Shareholders' equity	8,740	8,391	349	4.2%	Increase in retained earnings due to growth in net income
Shareholders' equity ratio (%)	44.9	45.0	-0.1	-	
Total assets turnover (times)	1.00	0.95	0.05	-	
ROA (*2) (%)	3.3	2.5	0.8	-	ROA increased due to increase in net income (+36.8%)
ROE (*2) (%)	7.4	5.4	2.0	-	ROE increased due to increase in net income (+36.8%)
Interest-bearing debt	6,870	6,258	612	9.8%	
D/E ratio	0.79	0.75	0.04	-	
Net income	630	460	170	36.8%	
Depreciation and amortization (*3, 4)	1,400	1,485	-85	-5.7%	
Operating cash flow (*1)	2,030	1,945	85	4.3%	
Capex (*3)	1,910	1,464	446	30.5%	Tokyo Gas +251
TEP	218	91	127	139.6%	Increased due to increase in ordinary income (+26.9%)
(WACC)	3.1%	3.1%	-	-	
EPS (¥/share)	24.37	17.70	6.67	37.7%	Increased due to increase in net income (+36.8%)
BPS (¥/share)	338.14	324.67	13.47	4.1%	Increased due to increase in net income (+36.8%)
Total payout ratio (*5) (%)	(*6) -	61.4%	-	-	

(\*1) Operating cash flow is calculated using the simplified accounting treatment of "Net income + Depreciation and amortization." (simplified accounting treatment; differs from amount in Consolidated Statement of Cash Flows)

(\*2) Total assets and shareholders' equity used to calculate ROA and ROE are the average of the amount as of the end of the previous term and the amount as of the end of the current term.

(\*3) Amounts for capex and depreciation and amortization are after offsetting of internal transactions.

(\*4) Depreciation and amortization includes amortization of long-term prepaid expenses.

(\*5) FYn Gross payout ratio = (FYn total annual dividend) + (FYn +1 stock repurchases) / (FYn consolidated net income)

(\*6) To be maintained at approximately 60% each year to FY2020

<Non-consolidated>

**Financial Results (FY2012 forecast vs. FY2011 Results)**

100 million yen					Impact on Sliding System Time Lag				Economic Frame				
	FY12	FY11	Change			FY12	FY11	Change		FY12	FY11	Change	
Net Sales	16,950	15,503	1,447	9.3%	Revenue from sliding system	2,195	905	1,290	JCC \$/bbl	120.00	114.16	5.84	
Operating income	720	514	206	40.1%	Increase in gas cost	2,355	1,378	977	Ex. rate ¥/\$	85.00	79.08	5.92	
Ordinary income	750	599	151	25.1%	Change	-160	-473	313	Change from basic price				
Net income	520	357	163	45.7%									

100 million yen						
	FY12	FY11	Change			
Gas Sales	13,360	12,165	1,195	9.8%	Volume, Composition +34, Unit price +1,161	
Operating cost	Raw materials and supplies	8,417	7,402	1,015	13.7%	Volume, Composition +31, Unit price +984(Foreign exchange effect= +515, Oil price effect= +513, Other= -44)
	(Gross profit)	(4,943)	(4,763)	(180)	(3.8%)	Volume, Composition +3, Unit price +177
	Personnel expenses	982	984	-2	-0.3%	
	General expenses	2,396	2,390	6	0.2%	See below
	Depreciation & amortization	1,033	1,083	-50	-4.7%	Effect of tax code revisions -118, Increased depreciation from new acquisitions of pipes and pipelines +68
	LNG regasification	-47	-46	-1	-	
	Total	12,781	11,814	967	8.2%	
Installation work	-2	0	-2	-	Decrease in number of projects	
Gas appliances	62	82	-20	-24.6%	Increase in ENE-FARM maintenance expenses, Decline in net revenue from increased rebates, etc-17	
Other operation income	60	82	-22	-27.0%		
Supplementary business income	81	81	0	-0.5%	Electric power sales-12, LNG sales +8, etc.	
Operating income	720	514	206	40.1%		
Non operating income	30	85	-55	-64.9%	Decrease in advance repayments and settlements-24, Decrease in affiliated company dividends received -21, Increase in interest expenses -14, etc.	
Ordinary income	750	599	151	25.1%		
Extraordinary income	0	29	-29	-	FY11: Gain on sales of noncurrent asset +29, etc.	
Extraordinary loss	0	30	-30	-	FY11: Loss on reduction of noncurrent assets -28, etc.	
Taxes	230	241	-11	-4.9%		
Net income	520	357	163	45.7%		

**Breakdown of General Expenses**

100 million yen					
	FY12	FY11	Change		
Repair costs	350	374	-24	-6.7%	Gas cock security measures (Including provisions)-24, etc.
Exp	144	142	2	1.2%	
Rent	183	176	7	3.9%	Rent of buildings and facilities +6, etc.
Consignment costs	648	638	10	1.5%	System-related consignment fee +9, etc.
Taxes	441	423	18	4.0%	Enterprise tax +13, etc.
Marketing costs	242	250	-8	-3.4%	Residential-use operating expenses -20, Large-scale-use marketing expenses +9, etc.
Others	388	387	1	0.9%	

**<Non-consolidated>**

**Key Indices of Business Activities (FY2012 forecast vs. FY2011 Results)**

**Number of Customers**

Thousands

	FY12	FY11	Change	
Number of customers	10,680	10,557	123	1.2%
Number of new customers	186	192	-6	-3.2%

**Breakdown of Gas Sales Volume**

Mil. m3

	FY12	FY11	Change			
Residential vol. per meter (m3)	375.2	387.2	-12.0	-3.1%	Temp. effect -9.8m3 (-2.5%), No. of days-2.7m3 (-0.7%), Other +0.5m3 (+0.1%)	
Residential	3,358	3,429	-71	-2.1%	Temp. effect-87mil.m3 (-2.5%), No. of days-24mil.m3 (-0.7%), No. of contracts +36mil.m3 (+1.0%),Other +4mil.m3 (+0.1%)	
Commercial	Commercial	1,720	1,753	-33	-1.9%	
	Other	899	919	-20	-2.1%	
	Commercial total	2,620	2,672	-52	-2.0%	Temp. effect-72mil.m3 (-2.7%), Other +20mil.m3 (+0.7%)
Industrial	Power gen.	2,459	2,391	68	2.9%	
	Other	3,225	3,056	169	5.5%	
	Industrial total	5,684	5,446	238	4.4%	Increase in existing customer volume
Total	8,304	8,118	186	2.3%		
Wholesale	2,209	2,212	-3	-0.1%	Temp. effect -15mil.m3 (-0.7%), Increase in existing customer volume of other gas companies +12mil.m3 (+0.6%)	
Total	13,871	13,759	112	0.8%	Temp. effect -174mil.m3 (-1.3%), Power generation +68mil.m3 (+0.5%), Industrial (excl. power gen.) +169mil.m3 (+1.2%),	
(Large-volume gas demand)	6,904	6,668	236	3.5%	Wholesale (excl. temp. effect) +12mil.m3(+0.1%), Other +37mil.m3(+0.3%)	

**<Consolidated>****Breakdown of Operating Cash flows/ Capex****Operating Cash Flows**

Actual results (FY11 vs. FY10) 100 million yen

	FY11	FY10	Change	
Net income (A)	460	954	-494	-51.8%
Depreciation (B)	1,485	1,493	-8	-0.6%
Operating Cash Flow (A+B)	1,945	2,448	-503	-20.5%

Actual results (FY11 results vs. FY 11 forecasts as of Apr. 28)

100 million yen

	FY11	FY11 Forecast as of Apr 28	Change	
Net income (A)	460	330	130	39.4%
Depreciation (B)	1,485	1,500	-15	-1.0%
Operating Cash Flow (A+B)	1,945	1,830	115	6.3%

Forecasts (FY 12 forecasts as of Apr. 27 vs. FY11 results)

100 million yen

	FY12 Forecast as of Apr 27	FY11	Change	
Net income (A)	630	460	170	36.8%
Depreciation (B)	1,400	1,485	-85	-5.7%
Operating Cash Flow (A+B)	2,030	1,945	85	4.3%

**Breakdown of Capex**

Actual results (FY11 vs. FY10) 100 million yen

	FY11	FY10	Change	
Production	187	91	96	105.1%
Supply	744	742	2	0.3%
Others	207	190	17	9.0%
Capex at consolidated subsidiaries	326	479	-153	-31.9%
Total	1,464	1,502	-38	-2.5%

Production facilities: Construction of Hitachi LNG terminal, Ohgishima tank construction, etc +96

Supply facilities: Stable distribution-related -16,Other distribution facilities, etc +18

Others: Other facilities, etc. +17

Actual results (FY11 results vs. FY 11 forecasts as of Apr. 28)

million yen

	FY11	FY11 Forecast as of Apr 28	Change	
Production	187	252	-65	-25.1%
Supply	744	702	42	6.0%
Others	207	269	-62	-23.2%
Capex at consolidated subsidiaries	326	447	-121	-27.1%
Total	1,464	1,670	-206	-12.3%

Production facilities: Construction of Hitachi LNG terminal, etc -65

Supply facilities: Demand development-related +47,Stable distribution-related, etc -5

Others: Other facilities, etc.-62

Forecasts (FY 12 forecasts as of Apr. 27 vs. FY11 results)

million yen

	FY 12 Forecasts as of Apr. 27	FY11	Change	
Production	286	187	99	52.9%
Supply	864	744	120	16.1%
Others	240	207	33	15.9%
Capex at consolidated subsidiaries	520	326	194	59.5%
Total	1,910	1,464	446	30.5%

Production facilities:Construction of Hitachi LNG terminal, etc +99

Supply facilities:Stable distribution-related +102,Other distribution facilities, etc +18

Others: Other facilities, etc. +33

\*\*"Capex at consolidated subsidiaries" in the three tables above includes eliminations.

# Tokyo Gas Co., Ltd.

**< Cautionary Statement regarding Forward-looking Statements >**

**Statements made in this presentation with respect to Tokyo Gas's present plans, forecasts, strategies, and other information herein that are not expressions of historical fact are forward-looking statements about the future performance of the Company. The Company's actual performance may greatly differ from these projections due to critical factors which include general economic conditions in Japan, crude oil prices, the weather, changes in the foreign exchange rate of the yen, rapid technological innovations, and the Company's responses to the progress of deregulation.**