

January 31, 2014
Tokyo Gas Co., Ltd.

Meeting to Explain the FY2013 3Q Results

Main Q&A

Q1: Could you explain the gas sales volume outlook for the FY2014, as understood at the present time?

A1: Gas sales volume declined this fiscal year because of the temperature, so the sales volume should increase if we have average temperatures during the next fiscal year. Additionally, electric power plants are expected to expand their capacity, so the volume of gas sold for electricity generation will rise. General industrial demand is also expected to grow with the economic recovery, but we cannot quantify the projected sales at the present time.

Q2: What is the current overview of the overseas businesses?

A2: The projects in operation are generally favorable overall.

Q3: For the Barnett project, why was the profit projection decreased from the previous plan?

A3: This is because the method used for accounting of depreciation was revised, and the depreciation expenses for this fiscal year increased. Although the profit this fiscal year declined on an accounting basis, there is no change whatsoever to the future gas production volume projections or other factors.

Q4: How do you presently view the gas system reforms?

A4: While I do not know the details, we are preparing to be exposed to a harsh competitive environment in the future. Tokyo Gas takes pride in our combustion technologies and other technological strengths and in our engineering abilities, which are all second to none. In the small-volume customer segment, while utilizing LIFEVAL, we will make full use of communications technologies and IT to counter new market entrants.