Reference Materials(FY2016 3Q)

| | | Page |
|---|--|------|
| Results | | J |
| Consolidated | Financial Results (FY2016 vs. FY2015) | 1 |
| | Breakdown of Other Energy-related Segments/Other Segments (FY2016 vs. FY2015) | 2 |
| | Main Consolidated Subsidiaries Results (FY2016 vs. FY2015) | 3 |
| Non-consolidated | Financial Results (FY2016 vs. FY2015) | 4 |
| | Breakdown of Gas Sales & Gross Profit Analysis (FY2016 vs. FY2015) | 5 |
| | Power Generation Stock Volume and Sales of ENE-FARM | 6 |
| Consolidated/Non-consol | lidated Breakdown of Operating Cash Flows/Capex/Investments and Financing | 7 |
| Forecasts | | |
| Assumptions | Oil Price and Currency Forecasts, and Their Impacts on Gross Profit | 8 |
| Consolidated | Financial Forecast(Current Forecast vs. Previous Forecast(Oct.)) | 9 |
| Non-consolidated | Financial Forecast (Current Forecast vs. Previous Forecast (Oct.)) | 10 |
| | Breakdown of Gas Sales & Gross Profit Analysis(Current Forecast vs. Previous Forecast(Oct.)) | 11 |
| | Financial Forecast (Current Forecast vs. FY2015 Results) | 12 |
| | Breakdown of Gas Sales & Gross Profit Analysis(Current Forecast vs. FY2015 Results) | 13 |
| Consolidated/Non-consol | lidated Breakdown of Operating Cash Flows/Capex/Investments and Financing | 14 |

Results

<Consolidated>Financial Results (FY2016 vs. FY2015)

100 million yen

| | FY16 3Q | FY15 3Q | Cha | nge | Reference |
|----------------------------------|---------|--|--------|--------|---|
| | | | | | City gas -2,111(decrease in unit prices), |
| | | | | | Energy-related -685(Engineering solution -259, Appliances -202, LNG sales -181), |
| Net sales | 10,860 | 360 13,399 -2,539 -18.9% Electric power +111, Others +65(information s | | -18.9% | Electric power +111, Others +65(information services +72) |
| Operating income | 281 | 1,284 | -1,003 | -78.1% | City Gas -798, Energy-related -130(LNG sales -63), Electric power -64 |
| | | | | | Foreign exchange profit/loss +8(-2←-10)、 |
| Ordinary income | 255 | 1,253 | -998 | | Decrease in Interest expenses +6(-83←-89) |
| Net income attributable to the | | | | | [FY16 3Q]Gain on sales of investment securities +29, |
| parent company | 174 | 789 | -615 | -77.9% | [FY15 3Q] Impairment loss -191 |
| | | 1 | | ī | |
| Total assets * | 21,187 | 22,515 | -1,328 | -5.9% | Cash and deposits -967, Notes and accounts receivable -124 |
| | | | | | Acquisition of treasury stock -409, Dividends -269, |
| Shareholders' equity * | 10,251 | 11,002 | -751 | -6.8% | Net income attributable to the parent company +174 |
| (2.1) | 40.40/ | 10.00/ | | | Went down because the decrease in shareholders' equity(-6.8%) was larger than |
| Shareholders' equity ratio * (%) | 48.4% | | -0.5 | | the decrease in total assets(-5.9%) |
| Total assets turnover (times) | 0.50 | 0.60 | -0.10 | - | |
| Interest-bearing debt * | 7,221 | 7,157 | 64 | 0.9% | Tokyo Gas +222, TG Pluto -71, Tokyo Gas Lease -44 |
| Net income attributable | | | | | |
| to the parent company | 174 | 789 | -615 | -77.9% | |
| Amortization(*1·2) | 1,205 | 1,039 | 166 | 16.0% | Tokyo Gas +159(Non-consolidated basis) |
| Operating cash flow(*3) | 1,379 | 1,828 | -449 | -24.5% | |
| Capex(*1) | 1,277 | 1,488 | -211 | -14.2% | |
| EPS (¥/share) | 7.54 | 32.87 | -25.33 | -77.1% | Went down due to a decrease in net income attributable to the parent company (-615) |
| BPS * (¥/share) | 446.46 | 460.35 | -13.89 | -3.0% | |

FY2015 3Q stands for end of Oct. 2015 for P/L accounts, end of March 2016 for BS accounts (marked with *).

^(*1)Amounts for capex and depreciation and amortization are after offsetting of internal transactions.

^(*2)Depreciation and amortization includes amortization of long-term prepaid expenses.

^(*3)Operating cash flow is calculated using the simplified accounting treatment of "Net income attributable to the parent company+ Depreciation and amortization." (simplified accounting treatment; differs from amount in Consolidated Statement of Cash Flows)

<Consolidated>

Breakdown of Other Energy-related Segment/Other Segment (FY2016 vs. FY2015)

Breakdown of Energy-related Segment

100 million yen

| Results | | Net s | sales | | Operating income | | | | |
|----------------------|---------|---------|--------|--------|------------------|---------|-----|--------|--|
| | FY16 3Q | FY15 3Q | Change | | FY16 3Q | FY15 3Q | Cha | ange | |
| Engineering solution | 738 | 997 | -259 | -26.0% | 30 | 52 | -22 | -42.3% | |
| Gas appliances | 939 | 1,141 | -202 | -17.7% | 21 | 58 | -37 | -63.6% | |
| Installation work | 279 | 286 | -7 | -2.2% | 0 | -1 | 1 | - | |
| LNG sales | 655 | 836 | -181 | -21.7% | 41 | 104 | -63 | -60.2% | |
| LPG, etc. | 189 | 234 | -45 | -19.3% | 3 | 2 | 1 | 62.0% | |
| Industrial gas, etc. | 138 | 165 | -27 | -16.4% | 8 | 14 | -6 | -45.5% | |
| Construction | 447 | 402 | 45 | 11.3% | 2 | 2 | 0 | -15.4% | |

(Major change factors)

Engineering Solution: Sales and income decreased due to decreased terminal construction

despite increased income as a result of reduced energy service cost.

Gas appliances: Sales and income decreased due to the exclusion of Gaster from consolidation;

Cost increased and income decreased due to a change in timing of recognition of provision for maintenance expenses (yearly → quarterly)

LNG sales: Sales decreased due to decreased unit sales prices; Income decreased due to sliding time lag effect.

Breakdown of Other Segment

100 million yen

| Results | | Net s | sales | | Operating income | | | | |
|----------------------|---------|---------|-------|-------|------------------|---------|-----|--------|--|
| | FY16 3Q | FY15 3Q | Cha | ınge | FY16 3Q | FY15 3Q | Cha | ange | |
| Shipping | 132 | 138 | -6 | -3.9% | 7 | 12 | -5 | -40.2% | |
| Information services | 221 | 149 | 72 | 47.9% | 1 | 0 | 1 | 85.1% | |
| Credit and Lease | 101 | 101 | 0 | 0.1% | 7 | 9 | -2 | -17.1% | |

(Major change factors)

Shipping: Sales and income decreased due to a decrease in leasing earnings.

Information Sservices: Sales and income increased due to increased large projects.

< Consolidated > Main Consolidated Subsidiaries (FY2016 vs. FY2015)

| | | | Net sales | | Op | erating inco | me | |
|---------------------|--|---------|-----------|--------|-----|--------------|--------|--|
| | | FY16 3Q | | Change | | FY15 3Q | Change | Reasons |
| Consc | Consolidated | | 13,399 | -2,539 | 281 | 1,284 | -1,003 | |
| City Gas etc.(*) | Tokyo Gas Co.,Ltd. | 9,639 | 11,856 | -2,217 | 67 | 1,013 | -946 | |
| Electric Power seg. | Nijio Co.,Ltd | 707 | 753 | -46 | 19 | 52 | -33 | Sales and income decreased due to lower electric power unit sales prices. |
| | Tokyo Gas Engineering Solutions Co.,Ltd. | 735 | 947 | -212 | 31 | 47 | -16 | Sales and income decreased due to decreased terminal construction despite increased income as a result of reduced energy service cost. |
| Energy-Related seg. | Capty Co.,Ltd. | 412 | 353 | 59 | 1 | 4 | -3 | Sales increased due to the transfer of the air-conditioning business from Gaster. |
| Real Estate seg. | Tokyo Gas Urban Development Co.,Ltd. | 176 | 174 | 2 | 45 | 38 | 7 | Income increased due to decreased depreciation & amortization etc. |
| Others | Tokyo LNG Tanker Co., Ltd. | 132 | 138 | -6 | 7 | 12 | -5 | Sale and income decreased due to decreased leasing earnings. |
| Other | Other | | 2,190 | -456 | 77 | 113 | -36 | TG Pluto : Sales and income decreased due to lower unit sales prices Gaster : Sales and income decreased due to deconsolidation. |
| Consolidat | ed subsidiaries total | 3,896 | 4,555 | -659 | 180 | 266 | -86 | |

^(*) In addition to "City Gas," Tokyo Gas is engaged in "Electric Power," "Energy-Related," "Real estate," and "Others" segments.

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| | | | | 100 m | nillion yen | Impact of Sliding Time L | ag | 100 m | illion yen | Economic | Frame | | |
|------------------------|---------------------------------------|------------|--------------------------|----------|------------------------------|---|--------------------|-----------------|--------------|----------------|---------------|--------|--------|
| | | FY16 3Q | FY15 3Q | Cha | | | FY16 3Q | | Change | | FY16 3Q I | | Change |
| Ne | et Sales | 9,639 | 11,856 | -2,217 | -18.7% | Revenue from sliding system | -1,632 | 647 | -2,279 | JCC \$/bbl | 44.86 | 54.60 | -9.74 |
| Οį | perating income | 67 | 1,013 | -946 | -93.3% | Increase in gas cost | -1,591 | 151 | -1,742 | Ex. rate ¥/\$ | 106.65 | 121.74 | -15.09 |
| Or | dinary income | 149 | 1,057 | -908 | -85.9% | Change | -41 | 496 | -537 | | | | |
| Ne | et income | 398 | 607 | -209 | -34.3% | Change from standard average resource cost | | | | | | | |
| | | | | | nillion yen | • | | | | | | | |
| | | | FY15 3Q | Cha | | | | | | | | | |
| Ga | as sales | 6,874 | 8,939 | -2,065 | -23.1% | olume/composition +223, Unit prices -2,288 | | | | | | | |
| Gas resource materials | | | Volume/composition +106, | | | | | | | | | | |
| يز ا | and supplies 3,461 5,075 -1,614 -31.8 | | | | -31.8% | Unit prices -1,720 (Foreign exc | hange effe | ct -460, Oil | price effect | t -1,194, etc. |) | | |
| y cost | | | | , | Volume/composition +117, Uni | • | | | | | | | |
| tin | Personnel expenses | 818 | 650 | 168 | | Expenses from actuarial difference | ences +162 | etc. | | | | | |
| Operating | General expenses | 1,775 | 1,700 | 75 | | See below. | | | | | | | |
| d | Depreciation & amortization | 905 | 762 | 143 | 18.7% | Increased depreciation as a re- | sult of acqu | isition of ne | w facilities | etc. | | | |
| Γ | LNG regasification | -31 | -32 | 1 | - | | | | | | | | |
| | Total | 6,930 | 8,156 | -1,226 | -15.0% | | | | | | | | |
| | Installation work | -1 | -2 | 1 | - | | | | | | | | |
| | Gas appliances | 87 | 94 | -7 | | Effect of provision for appliance | e maintena | nce -12 etc. | • | | | | |
| Ot | her operation income | 86 | 92 | -6 | -6.2% | | | | | | | | |
| Sup | oplementary business income | 36 | 138 | -102 | | LNG sales -63, Electric power sales -31, etc. | | | | | | | |
| Οp | perating income | 67 | 1,013 | -946 | -93.3% | | | | | | | | |
| No | n operating income | 82 | 44 | 38 | 85.1% | Dividends received from affiliat | es +41 etc | | | | | | |
| Or | dinary income | 149 | 1,057 | -908 | -85.9% | | | | | | | | |
| Ex | traordinary income | 317 | 0 | 317 | 1 | FY16: Gain on sales of assets | - | | | | \ | | |
| Ŀ | | | 0.40 | 0.40 | | Gain on extinguishment | | | | on of a subsid | diary) 154, 6 | etc. | |
| _ | traordinary loss | 0 | 248 | -248 | - | FY15: Valuation loss on invest | ment secur | ities 247 etc | C | | | | |
| H | xes | 68 | 201 | -133 | -66.0% | | | | | | | | |
| _ | et income | 398 | 607 | -209 | -34.3% | | | | | | | | |
| Br | eakdown of General | | | | nillion yen | 1 | | | | | | | |
| D. | | | FY15 3Q | Cha | | Increased provision for money | ale a a a conidere | | 4- | | | | 1 |
| | epair costs pendable costs | 296 111 | 247 103 | 49 8 | 7.8% | Increased provision for gas coo | ck security | measures e | elC. | | | | |
| _ | ent | 141 | 134 | - o 7 | 4.9% | | | | | | | | |
| _ | onsignment costs | 508 | 490 | 18 | | Increased consignment costs e | etc. | | | | | | |
| | ixes | 301 | 319 | -18 | | Decreased enterprise tax due t | | ed net sales | etc | | | | |
| _ | arketing costs | 114 | 143 | -29 | | Decreased advertisement-relati | | | 3.0. | | | | |
| | hers | 304 | 264 | 40 | | Increased removal costs as a r | | | ging gas ni | nes etc | | | |
| J | 11013 | 504 | 204 | +0 | 10.2/0 | moreasca removar costs as a r | count of pro | יייטוטוו וטו מי | girig gas pi | pos 010. | | | |

<Non-consolidated> Breakdown of Gas Sales & Gross Profit Analysis (FY2016 vs. FY2015)

Breakdown of Gas Sales

100 million yen

| | FY16 3Q | FY15 3Q | C | hange | | | | |
|-----------------------------|---------|---------|------------------|---------|-------------------|-----------------|---------|----|
| | Results | Results | Change | | | 100 million yen | Mil. M3 | |
| Residential | | | | | | Volume | 112 | 85 |
| | 2,860 | 3,261 | -401 | -12.3% | Temp. effect | 55 | 47 | |
| | 2,000 | 3,201 | -4 01 | -12.5/0 | Sliding | -498 | - | |
| | | | | | Other differences | -15 | - | |
| Commercial Industrial | | | | -29.3% | Volume | 111 | 169 | |
| Wholesale | 4,014 | 5,678 | -1,664 | | Temp. effect | 23 | 32 | |
| | 4,014 | 3,070 | -1,004 | -29.570 | Sliding | -1,781 | - | |
| | | | | | Other differences | 6 | - | |
| Total | | | | | Volume | 223 | 254 | |
| | 6,874 | 8,939 | -2,065 | -23.1% | Temp. effect | 78 | 79 | |
| | 0,074 | 0,939 | -2,003 | -23.1% | Sliding | -2,279 | - | |
| | | | | | Other differences | -9 | - | |

Gross Profit Analysis

| | Volume | | | Unit p | Change | |
|----------------------------|--------|--------------|-----|---------|--------|--------|
| | | Temp. effect | | Sliding | -2,279 | |
| Gas sales | | | 78 | Other | -9 | |
| | | | 223 | | -2,288 | -2,065 |
| | | Temp. effect | | Sliding | -1,742 | |
| Raw materials and supplies | | | 37 | Other | 22 | |
| | | | 106 | | -1,720 | -1,614 |
| | | Temp. effect | | Sliding | -537 | |
| Gross profit | | | 41 | Other | -31 | |
| | | | 117 | | -568 | -451 |

<Non-consolidated> Power Generation Stock Volume and Sales of ENE-FARM

Description Power Generation Stock Volume

Unit thousands kW

| | FY16 3Q Dec. 2016 Results(a) | FY15 4Q Mar. 2016 Results(b) | Change (c)=(a)-(b) |
|------------------------------------|------------------------------------|------------------------------------|-----------------------|
| Commercial-use cogeneration system | 589 | 573 | 15 |
| Industrial-use cogeneration system | 1,299 | 1,277 | 22 |
| Power gen. | 3,769 | 3,755 | 14 |
| Total | 5,656 | 5,605 | 51 |

<Reference> Commercial-use cogeneration system (small gas engine in operation for 3,000 hours); about 1,000m³/kW Industrial-use cogeneration system (large gas engine in operation for 6,000 hours); about 1,300m³/kW

②Sales of ENE-FARM (Completion Basis)

(Year on Year)

Unit sales

| (| | | | 011111001100 |
|----------|-----------------|-----------------|--------|--------------|
| | FY16 3Q Results | FY15 3Q Results | Change | Change ratio |
| ENE-FARM | 12,656 | 13,459 | -803 | -6.0% |

(Achievement of plan for FY16)

Unit sales

| | FY16 3Q Results | Annual Plan | Achievement |
|----------|-----------------|-------------|-------------|
| ENE-FARM | 12,656 | 18,600 | 68.0% |

<Consolidated/Non-conlolidated> Breakdown of Operating Cash Flows/Capex/Investments and Financing

Breakdown of Operating Cash Flows Actual Results of FY2016 3Q (FY2016 vs. FY2015)

100 million ven

| | Consolidated | FY16 3Q | FY15 3Q | Change | | |
|---|---|---------|---------|--------|--------|--|
| | Net income attributable to the parent company (A) | 174 | 789 | -615 | -77.9% | |
| | Depreciation* (B) | 1,205 | 1,039 | 166 | 16.0% | |
| C | Derating cash flows (A)+(B) | 1,379 | 1,828 | -449 | -24.5% | |

Actual Results of FY2016 3Q (FY2016 vs. FY2015)

100 million yen

| | Non-Consolidated | FY16 3Q | FY15 3Q | Cha | inge |
|---|-----------------------------|---------|---------|------|--------|
| | Net income (A) | 398 | 607 | -209 | -34.3% |
| | Depreciation* (B) | 947 | 788 | 159 | 20.1% |
| 0 | perating cash flows (A)+(B) | 1,345 | 1,395 | -50 | -3.6% |

Depreciation includes amortization of long-term prepaid expenses.

Breakdown of Capex

Actual Results (FY2016 vs. FY2015)

100 million ven

| | | FY16 3Q | FY15 3Q | Ch | nange |
|---|-----------------------------|---------|---------|------|--------|
| | Production facilities | 119 | 236 | -117 | -49.5% |
| | Supply facilities | 579 | 703 | -124 | -17.6% |
| | Operational facilities etc. | 207 | 184 | 23 | 12.2% |
| Tokyo Gas Total | | 906 | 1,124 | -218 | -19.4% |
| Capital investment at consolidated Subsidiaries | | 383 | 391 | -8 | -2.0% |
| Adjustment | | -12 | -27 | 15 | - |
| | Total | 1,277 | 1,488 | -211 | -14.2% |

Production facilities: Hitachi LNG Terminal-related etc. -117 Supply facilities: Stable supplies of energy-related etc. -124 Operational facilities etc.: IT, other operational facilities, etc. +23

Consolidated subsidiaries: Decreases in TG Gorgon,

increases in TG Eagle Ford, etc.

Investments and Financing

| | | FY16 3Q | FY15 3Q | Ch | nange |
|---|------------------------|---------|---------|-----|--------|
| | Investment & financing | 55 | 85 | -30 | -34.9% |
| | Collections | 17 | 17 | 0 | 3.9% |
| Α | fter offset | 38 | 68 | -30 | -44.7% |

Forecasts

<Assumptions Oil Price and Currency Forecasts, and Their Impacts on Gross Profit

Economic Frame

<Consolidated/Non-consolidated>

| | FY2016 Current Forecast | | | | | | |
|---------------|-------------------------|-------------------|---------------|--|--|--|--|
| | 1st Half | 1st Half 2nd Half | | | | | |
| JCC \$/bbl | 43.75 | 51.01 | 47.40 | | | | |
| Ex. rate ¥/\$ | 105.25 | 112.18 | 108.74 | | | | |
| | FY2016 Prev | ious Forecast | as of Oct. 28 | | | | |
| | 1st Half | Full-year | | | | | |
| JCC \$/bbl | 43.75 | 45.00 | 44.38 | | | | |
| Ex. rate ¥/\$ | 105.25 | 105.00 | 105.13 | | | | |
| | Change | | | | | | |
| | 1st Half | 2nd Half | Full-year | | | | |
| JCC \$/bbl | 0.00 | 6.01 | 3.02 | | | | |
| Ex. rate ¥/\$ | 0.00 | 7.18 | 3.61 | | | | |

Gross Profit Sensitivity<Non-Consolidated>

Gross Profit Sensitivity to Changes in Oil Price [100 million yen]

| | 4Q | Full-year |
|-------------------|----|-----------|
| Net sales | 0 | 0 |
| Gas resource cost | 3 | 3 |
| Gross profit | -3 | -3 |

^{*}Impact on JCC increase by \$1

Gross Profit Sensitivity to Changes in EX Rate [100 million yen]

| | 4Q | Full-year |
|-------------------|----|-----------|
| Net sales | 3 | 3 |
| Gas resource cost | 11 | 11 |
| Gross profit | -8 | -8 |

^{*} Impact on a one-yen depreciation

<Consolidated> Financial Forecast(Current Forecast vs. Previous Forecast(Oct.))

Forecast of Full Year Results for FY2016

| | Current | Previous | Cha | inge | Reference |
|---|---------|----------|-------|-------|---|
| Net sales | 16,170 | 15,960 | 210 | 1.3% | City gas +177, Energy-related +40, etc. |
| Operating income | 530 | 560 | -30 | -5.4% | City gas -62, Electric Power Business +6, Oversea Business +6, etc. |
| Ordinary income | 460 | 480 | -20 | -4.2% | |
| Net income attributable to the parent company | 410 | 410 | 0 | 0.0% | |
| Total assets | 21,920 | 21,850 | 70 | 0.3% | |
| Shareholders' equity | 10,370 | 10,110 | | 2.6% | |
| Shareholders' equity rati (%) | 47.3% | 46.3% | 1.0% | - | |
| Total assets turnover (times) | 0.73 | 0.72 | 0.01 | - | |
| ROA(*1) (%) | 1.8% | 1.8% | 0.0% | - | |
| ROE(*1) (%) | 3.8% | 3.9% | -0.1% | - | |
| Interest-bearing debt | 7,350 | 7,730 | -380 | -4.9% | |
| D/E ratio | 0.71 | 0.76 | -0.05 | - | |
| Net income attributable to the parent company | 410 | 410 | 0 | 0.0% | |
| Depreciation and amortization(*2·3) | 1,630 | 1,630 | 0 | 0.0% | |
| Operating cash flow(*4) | 2,040 | 2,040 | 0 | 0.0% | |
| Capex(*2) | 2,180 | 2,400 | -220 | -9.2% | |
| TEP | -182 | -168 | -14 | - | |
| (WACC) | 3.4% | 3.4% | 0.0% | - | |
| EPS (¥/share) | 17.76 | 17.76 | 0.00 | 0.0% | |
| BPS (¥/share) | 451.64 | 440.31 | 11.33 | 2.6% | |
| Total payout ratio(*5) | (*6) - | - | - | - | |

^(*1)Total assets and shareholders' equity applied 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.

^(*2)Amounts for capex and depreciation and amortization are after offsetting of internal transactions.

^(*3)Depreciation and amortization includes amortization of long-term prepaid expenses.

^(*4) Operating cash flow is calculated using the simplified accounting treatment of "Net income attributable to the parent company + Depreciation and amortization." (simplified accounting treatment; differs from amount in Consolidated Statement of Cash Flows)

^(*5)FYn Gross payout ratio = ((FYn total annual dividend) + (FYn +1 stock repurchases)) / (FYn Net income attributable to the parent company)

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

<Non-consolidated> Financial Forecast(Current Forecast vs. Previous Forecast(Octl.))

| Forecast of Full Year Results for F | 100 m | nillion yen | | |
|-------------------------------------|---------|-------------|-------|-------------|
| | Current | Previous | Cha | inge |
| Net sales | 14,230 | 14,030 | 200 | 1.4% |
| Operating income | 250 | 300 | -50 | -16.7% |
| Ordinary income | 320 | 370 | -50 | -13.5% |
| Net income | 600 | 610 | -10 | -1.6% |
| | | | 100 m | nillion yen |

| <u> </u> | Impact of Sliding Time | 100 mi | illon yen | |
|----------|-----------------------------|---------|-----------|--------|
| | | Current | Previous | Change |
| , | Revenue from sliding system | -2,223 | -2,292 | 69 |
| , | Increase in gas cost | -2,049 | -2,223 | 174 |

-174 -69

| | | Previous | Change | | | | | | | |
|---------------|--------|----------|--------|--|--|--|--|--|--|--|
| JCC \$/bbl | 47.40 | 44.38 | 3.02 | | | | | | | |
| Ex. rate ¥/\$ | 108.74 | 105.13 | 3.61 | | | | | | | |
| | | | | | | | | | | |

Economic Frame

-105

Change from standard average resource cost

| | | Current | Previous | Cna | inge | |
|---|-------------------------------------|---------|----------|-----|------|---|
| G | as sales | 10,210 | 10,030 | 180 | 1.8% | Volume/composition +111, Unit prices +69 |
| | Gas resource materials and supplies | 5,198 | 4,953 | 245 | 4.9% | Volume/composition +71, Unit prices +174 (Foreign exchange effect +122, Oil price effect +43, etc.) |
| | | | | | | |

0.0%

(5.012) (5.077) (-65) (-1.3%) Volume/composition +40, Unit prices -105 (Gross profit) Personnel expenses 1,099 1,105 9 -0.5% Unit price differences etc. General expenses 2.590 2.590 0 0.0% See below. Depreciation & amortization -4 1,227 1,231 -0.3% LNG regasification 0 -41 -41 _ 2.4% 10,073 9,838 235 Operating cost Total

Change

Gas appliances, etc. 81 85 -4 -4.7% -4.7% Other operation income 82 86 31 22 40.9% Electric power sales +17, LNG sales -8, etc. Supplementary business income 250 300 -50 -16.7% Operating income

0

 Non operating income
 70
 70
 0
 0.0%

 Ordinary income
 320
 370
 -50
 -13.5%

 Extraordinary income
 381
 351
 30
 8.5% Gain on sales of assets +30

Installation work

 Extraordinary loss
 0
 0
 0

 Taxes
 101
 111
 -10
 -9.0%

 Net income
 600
 610
 -10
 -1.6%

Breakdown of General Expenses 100 million yen

| | Current | Previous | Char | nge | |
|-------------------|---------|----------|------|-------|--|
| Repair costs | 425 | 389 | 36 | 9.3% | Increased provision for gas cock security measures etc. |
| Expendable costs | 158 | 158 | 0 | 0.0% | |
| Rent | 186 | 186 | 0 | 0.0% | |
| Consignment costs | 713 | 731 | -18 | -2.5% | Decreased consignment costs etc. |
| Taxes | 417 | 413 | 4 | 1.0% | Increased enterprise tax due to increased net sales etc. |
| Marketing costs | 211 | 233 | -22 | -9.4% | Decreased advertisement-related cost etc. |
| Others | 480 | 480 | 0 | 0.0% | |

<Non-consolidated> Breakdown of Gas Sales & Gross Profit Analysis(Current Forecast vs. Previous Forecast(Oct.))

Forecast of Full Year Results for FY2016

Breakdown of Gas Sales

100 million yen

| | Current forecast | Previous forecast(Jul.) | Change | | | 100 million yen | Mil. m3 |
|-----------------------------|---------------------|-------------------------|--------|--------|-------------------|-----------------|---------|
| Residential | | | | | Volume | 44 | 32 |
| | 4,610 | 4,545 | 65 | 1.4% | Temp. effect | -4 | -4 |
| | 4,010 | 4,545 | 03 | 1.4 /0 | Sliding | 21 | - |
| | | | | | Other differences | 0 | - |
| Commercial · Industrial | | | | | Volume | 67 | 131 |
| Wholesale | 5,600 | 5,485 | 115 | 2.1% | Temp. effect | -5 | -9 |
| | 5,000 | 5,465 | 113 | 2.1/0 | Sliding | 48 | - |
| | | | | | Other differences | 0 | - |
| Total | | | | | Volume | 111 | 163 |
| | 10,210 | 10,030 | 180 | 1.8% | Temp. effect | -9 | -13 |
| 1 | 10,210 | 10,030 | 100 | 1.0% | Sliding | 69 | - |
| | | | | | Other differences | 0 | - |

Gross Profit Analysis

| | Volume | | Unit p | rice | Total |
|----------------------------|--------------|-----|---------|------|-------|
| | Temp. effect | | Sliding | 69 | |
| Gas sales | | -9 | Other | 0 | |
| | | 111 | | 69 | 180 |
| | Temp. effect | | Sliding | 174 | |
| Raw materials and supplies | | -5 | Other | 0 | |
| | | 71 | | 174 | 245 |
| | Temp. effect | | Sliding | -105 | |
| Gross profit | | -4 | Other | 0 | |
| | | 40 | | -105 | -65 |

 Financial Forecast(Current Forecast vs. FY2015 Results)

| Forecast of Full Year Results for FY2016 | | | 100 m | illion yen | Impact of Sliding Time | mpact of Sliding Time Lag 100 million yen | | Economic Frame | | | | |
|--|------------------|-------------------|--------|------------|-----------------------------|---|-------------------|----------------|---------------|-----------------|----------------|--------|
| | Current forecast | FY2015 results | Cha | nge | | Current forecast | FY2015 results | Change | | Current forcast | FY2015 results | Change |
| Net sales | 14,230 | 16,773 | -2,543 | -15.2% | Revenue from sliding system | -2,223 | 541 | -2,764 | JCC \$/bbl | 47.40 | 48.73 | -1.33 |
| Operating income | 250 | 1,550 | -1,300 | -83.9% | Increase in gas cost | -2,049 | -147 | -1,902 | Ex. rate ¥/\$ | 108.74 | 120.17 | -11.43 |
| Ordinary income | 320 | 1,640 | -1,320 | -80.5% | Change | -174 | 688 | -862 | | | | |
| Net income | 600 | 935 | -335 | -35.9% | Change from standard av | verage re | source c | ost | | | | |
| | | | 100 m | illion yen | | | | | | | | |

| | | | 1001 | nillion yen | |
|-------------------------------|------------------|-------------------|--------|-------------|--|
| | Current forecast | FY2015 results | Cha | ange | |
| Gas sales | 10,210 | 12,586 | -2,376 | -18.9% | Volume/composition +396, Unit prices -2,772 |
| Gas resource materials | | | | | Volume/composition +178, Unit prices -1,871 |
| and supplies | 5,198 | 6,891 | -1,693 | -24.6% | (Foreign exchange effect = -375, Oil price effect = -1,255, etc.) |
| (Gross profit) | (5,012) | (5,695) | (-683) | (-12.0%) | Volume/composition +218, Unit prices -901 |
| Personnel expenses | 1,099 | 868 | 231 | 26.6% | Expenses from actuarial differences +218 etc. |
| General expenses | 2,590 | 2,475 | 115 | 4.6% | See below. |
| Depreciation & amortization | 1,227 | 1,063 | 164 | 15.4% | Increased depreciation as a result of acquisition of new facilities etc. |
| LNG regasification | -41 | -43 | 2 | - | |
| Operating cost Total | 10,073 | 11,255 | -1,182 | -10.5% | |
| Installation work | 1 | 6 | -5 | -84.4% | Lower income per unit etc. |
| Gas appliances, etc. | 81 | 50 | 31 | 60.2% | Effect of provision for appliance maintenance +48 etc. |
| Other operation income | 82 | 56 | 26 | 43.9% | |
| Supplementary business income | 31 | 162 | -131 | -80.9% | LNG sales -118, Electric power sales -5, etc. |
| Operating income | 250 | 1,550 | -1,300 | -83.9% | |
| Non operating income | 70 | 90 | -20 | -22.4% | Income from foreign exchange rate difference -22, etc. |
| Ordinary income | 320 | 1,640 | -1,320 | -80.5% | |
| Extraordinary income | 381 | 0 | 381 | - | FY16: Gain on sales of assets 226, Gain on extinguishment of tie-in stocks 154, etc. |
| Extraordinary loss | 0 | 341 | -341 | - | FY15: Valuation loss on investment securities 339 etc. |
| Taxes | 101 | 363 | -262 | -72.2% | |
| Net income | 600 | 935 | -335 | -35.9% | |

| Breakdown of General Exp | penses | 100 million yen |
|--------------------------|--------|-----------------|
| | | |

| | | | | | _ |
|-------------------|------------------|-------------------|-----|-------|---|
| | Current forecast | FY2015 results | Cha | nge | |
| Repair costs | 425 | 363 | 62 | 17.1% | I |
| Expendable costs | 158 | 147 | 11 | 7.5% | |
| Rent | 186 | 179 | 7 | 3.9% | |
| Consignment costs | 713 | 668 | 45 | 6.7% | |
| Taxes | 417 | 436 | -19 | -4.4% | |
| Marketing costs | 211 | 207 | 4 | 1.9% | |
| Others | 480 | 475 | 5 | 1.1% | I |

<Non-consolidated> Breakdown of Gas Sales & Gross Profit Analysis(Current Forecast vs. FY2015 Results)

Forecast of Full Year Results for FY2016

Breakdown of Gas Sales

100 million yen

| | Current forecast | FY2015 results | Change | | | 100 million yen | Mil. m3 |
|-----------------------------|---------------------|----------------|--------|---------|-------------------|-----------------|---------|
| Residential | | | | | Volume | 373 | 239 |
| | 4,610 | 5,007 | -397 | -7.9% | Temp. effect | 212 | 141 |
| | 4,010 | 5,007 | -391 | -1.9/0 | Sliding | -757 | - |
| | | | | | Other differences | -13 | - |
| Commercial Industrial | | | | | Volume | 23 | 131 |
| Wholesale | 5,600 | 7,579 | -1,979 | -26.1% | Temp. effect | 65 | 75 |
| | 5,000 | 7,579 | -1,979 | -20.1/0 | Sliding | -2,007 | - |
| | | | | | Other differences | 5 | - |
| Total | | | | | Volume | 396 | 370 |
| | 10,210 | 12,586 | -2,376 | -18.9% | Temp. effect | 277 | 216 |
| | 10,210 | 12,300 | -2,370 | -10.9% | Sliding | -2,764 | - |
| | | | | | Other differences | -8 | - |

Gross Profit Analysis

| | Volume | | Unit p | Unit price | | |
|----------------------------|--------------|-----|---------|------------|--------|--|
| | Temp. effect | | Sliding | -2,764 | | |
| Gas sales | | 277 | Other | -8 | | |
| | | 396 | | -2,772 | -2,376 | |
| | Temp. effect | | Sliding | -1,902 | | |
| Raw materials and supplies | | 159 | Other | 31 | | |
| | | 178 | | -1,871 | -1,693 | |
| | Temp. effect | | Sliding | -862 | | |
| Gross profit | | 118 | Other | -39 | | |
| | | 218 | | -901 | -683 | |

<Consolidated/Non-conlolidated> Breakdown of Operating Cash Flows/Capex/Investments and Financing

Forecast of Full Year Results for FY2016

Breakdown of Operating Cash Flows

Consolidated(Current Forecast vs. FY2015 Results)

| U | onsondated Current Forecast vs. 1 120 | II NESUI | ເວ <i>ງ</i> | 100 million yen | | |
|---|---|----------|-------------|-----------------|--------|--|
| | | Current | FY2015 | Cha | inge | |
| | Net income attributable to the parent company (A) | 410 | 1,119 | -709 | -63.4% | |
| | Depreciation* (B) | 1,630 | 1,451 | 179 | 12.3% | |
| С | perating cash flows (A)+(B) | 2,040 | 2,571 | -531 | -20.6% | |

Non-consolidated(Current Forecast vs. FY2015 Results)

100 million yen

| | | Current | FY2015 | Cha | inge |
|---|-----------------------------|---------|--------|------|--------|
| | Net income (A) | 600 | 935 | -335 | -35.9% |
| | Depreciation* (B) | 1,285 | 1,098 | 187 | 17.0% |
| 0 | perating cash flows (A)+(B) | 1,885 | 2,033 | -148 | -7.3% |

Consolidated(Current Forecast vs. Previous Forecast(Oct.))

100 million ven

| | | Current | Previous | Cha | inge |
|---|---|---------|----------|-----|------|
| | Net income attributable to the parent company (A) | 410 | 410 | 0 | 0.0% |
| | Depreciation* (B) | 1,630 | 1,630 | 0 | 0.0% |
| C | Operating cash flows (A)+(B) | 2,040 | 2,040 | 0 | 0.0% |

Non-consolidated(Current Forecast vs. Previous Forecast(Oct.))

100 million yen

| | | Current | Previous | Cha | inge |
|---|-----------------------------|---------|----------|-----|-------|
| | Net income (A) | 600 | 610 | -10 | -1.6% |
| | Depreciation* (B) | 1,285 | 1,289 | -4 | -0.3% |
| C | perating cash flows (A)+(B) | 1,885 | 1,899 | -14 | -0.7% |

^{*}Depreciation includes amortization of long-term prepaid expenses.

Breakdown of Capex

(Current Forecast vs. FY2015 Results)

100 million yen

| | Current | FY2015 | Change | |
|---|---------|--------|--------|--------|
| Production facilities | 251 | 380 | -129 | -33.9% |
| Supply facilities | 984 | 1,077 | -93 | -8.6% |
| Operational facilities etc. | 393 | 369 | 24 | 6.3% |
| Tokyo Gas Total | 1,630 | 1,828 | -198 | -10.9% |
| Capital investment at consolidated subsidiaries | 583 | 539 | 44 | 8.2% |
| Adjustment | -33 | -47 | 14 | - |
| Total | 2,180 | 2,320 | -140 | -6.0% |

Production facilities: Hitachi LNG Terminal-related etc. -129 Supply facilities: Stable supplies of energy-related etc. -93

Operational facilities etc.: IT, other operational facilities, etc. +24 Consolidated subsidiaries: Electric power, overseas, etc. +44

(Current Forecast vs. Previous Forecast(Oct.))

100 million yen

| | Current | Previous | Change | |
|---|---------|----------|--------|--------|
| Production facilities | 251 | 247 | 4 | 1.6% |
| Supply facilities | 984 | 1,002 | -18 | -1.8% |
| Operational facilities etc. | 393 | 519 | -126 | -24.3% |
| Tokyo Gas Total | 1,630 | 1,770 | -140 | -7.9% |
| Capital investment at consolidated subsidiaries | 583 | 658 | -75 | -11.4% |
| Adjustment | -33 | -28 | -5 | - |
| Total | 2,180 | 2,400 | -220 | -9.2% |

Supply facilities: Marketing costs-related, other supply facilities etc. -18 Operational facilities etc.: IT, other operational facilities, etc. -126

Consolidated subsidiaries: Overseas etc. -80

Investments and Financing

(Current Forcast vs. FY2015 Results)

| | Current | FY2015 | Change | |
|------------------------|---------|--------|--------|--------|
| Investment & financing | 214 | 122 | 92 | 75.6% |
| Collections | 21 | 34 | -13 | -37.0% |
| After offset | 193 | 88 | 105 | 119.4% |

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.