

January 31, 2018
Tokyo Gas Co., Ltd.

FY2017 3Q results presentation
Main Q&A

Q1: With regard to your gas sales outlook, is only the actual performance up to December incorporated? Is the temperature impact, etc. for January and onward also incorporated to some degree?

A1: Our temperature outlook for the 4th quarter is based on our temperature projections. However, it also reflects to some degree the impact of changes in the large-volume customers and the low temperature in December on January's sales volume.

Q2: With regard to the situation of deregulation, I would like to know the number of customers you have acquired in electricity and your recent pace of customer acquisition. With regard to gas, how do you acknowledge the situation of the shift to all-electric?

A2: In electricity, the number of customers we supply as of January 26 is 1,056 thousand. The pace of contract is around 1,000 contracts per day. For gas, the number of houses that shifted to all-electric in the Kanto area as of the end of December, according to statistics of METI, was approximately 150,000, the majority of which was from us. The pace of the shift has accelerated in the second half compared the first half, and we believe that we will see intensified competition in the future.

Q3: What is the reason for full-year electricity sales decreasing from the previous outlook?

A3: We carry on our wholesale sales after taking into account economic rationality in view of the trend of market prices.