

October 31, 2018
Tokyo Gas Co., Ltd.

Main Q&As of the
Earnings Announcement for 2Q FY2018 Ended September 2018

Q1: What is the breakdown of the increase of 12.5 billion yen with respect to the previous forecast in adjusted ordinary income?

A1: Adjusted ordinary income is increasing for Gas, Overseas, Energy-related and Real estate segments, etc.

Q2: Why is the full year forecast of Electric Power segment's profit declining with respect to FY2017 results, despite an increase in electricity retail customers?

A2: Although sales volume and gross profit increased with the number of electricity retail customers, operating income decreased as a result of an increase in retail sales expenses, including the summer campaign, in order to accelerate the acquisition of new electricity retail customers. We think it's time to expand the number of electricity retail stores to ensure stock for the future. We will continue to work toward the goal of acquiring 2.4 million contracts by fiscal 2020.