

Invisible Assets

INVISIBLE ASSETS

Achieving sustainable growth by refining the invisible assets that underpin our GPS×G ([Gas & Power + Service] × Global) strategy



Safe and stable energy supply infrastructure

P25 See details in the “Business overview.”



Relationships of trust with 11 million customers

P31 See details in the “Business overview.”



Relationships of trust with business partners

P52



Digitalization and technology development capabilities (Innovation)

P53



Human resources

P55



ESG Initiatives

Environmental, Social, Governance

P57

Relationships of trust with business partners

In the present stage of transformation of the energy industry, namely, the full deregulation of the electricity and gas retail markets, we are exchanging information broadly with not only electricity and gas companies but also players in various industries. Moreover, we are promoting cooperation in areas where we foresee mutual synergies such as gas resource procurement and the electricity business (power plant construction and electricity sales).



LNG value chain

Using technology and know-how concerning the integrated energy business, we provide energy solutions to customers who are expanding business in Southeast Asia and North America, and contribute to infrastructure-building.

PetroVietnam Gas	Signing of a Memorandum of Understanding for Cooperation on the Development of the LNG Value Chain in Vietnam
PT Pertamina	Signing of a Memorandum of Understanding with Pertamina towards Forming a Strategic Alliance-Cooperation for Development of LNG Value Chain in Indonesia
Petronas LNG Ltd.	Signing of a Memorandum of Collaboration
PT Miura Indonesia	Signing of a Memorandum of Understanding on Mutual Cooperation in Indonesia
First Gen	Signing of a Joint Development Agreement on the construction and operation of the LNG receiving terminal in the Philippines

LNG procurement

Ensure flexibility and realize cost-competitive LNG procurement by enhancing and expanding alliance with LNG players in Japan and overseas.

Kansai Electric Power	Korea Gas Corporation
Centrica, U.K.	Kyushu Electric Power
CPC Corporation, Taiwan	RWE, Germany

Power generation

Expand competitive power sources.

JXTG Nippon Oil & Energy Corporation (Kawasaki Natural Gas Power Station)
Kobe Steel, Ltd. (KOBELCO) (Moka Power Station)
Idemitsu Kosan Co., Ltd. (Ohgishima Power)
Idemitsu Kosan Co., Ltd. and KYUSHU ELECTRIC POWER CO., INC. (Chiba-Sodegaura Energy)
ENGIE, France (Renewables joint-venture company in Mexico)

Service fields

Expand synergetic alliance with business partners to accelerate initiatives to provide gas, electricity and services as a packaged service.

OTOBANK Inc.	Audio book services
KAJITAKU CO., Ltd.	Cooking services
ENECHANGE Ltd.	Use of the basis for new services

Electricity sales

Expanding electricity sales to high-voltage and extra-high-voltage customers

Tohoku-Electric Power Co, Inc. (Synergia Power Co., Ltd.)	NTT Group (ENNET Corporation)	OSAKA GAS CO., LTD. (ENNET Corporation)
---	-------------------------------	---

Expanding electricity sales to low-voltage customers

Business alliances with 21 companies including gas operators which are our city gas wholesale customers (approx. 630,000 city gas customers)

Business alliances with 27 LP gas sales companies (approx. 310,000 LP gas customers)

Enhance the electricity sales structure through cross-industrial alliance with partners, including real estate companies who have contact points and relationships with customers.

Examples of companies in alliance

Cable TV	Real estate agency	Housekeeping service
Energy saving service	Management company	Moving

City Gas Retail Services

Jupiter Telecommunications (J:COM) and 19 J:COM Group companies (42 channels)
 (Plan to accept orders from the first half of fiscal 2019)