



FY2010 2Q Financial Results  
ended September 30, 2010  
Earnings Announcement Meeting

**October 29, 2010**



Hello, my name is Tsuyoshi Okamoto, president of Tokyo Gas. Thank you for coming today to our briefing on second quarter results.

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**FY2010 2Q**

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**Consolidated Financial Results**

## FY2010 2Q Results

### Financial Highlights (year on year)

- **Net sales:** (+) Gas sales volume grew and higher resource costs led to increase in sales unit price (¥55.1 billion)  
(+) Electricity sales grew with Ohgishima Power Station commencement (¥17.9 billion)
- **Operating income:** (-) Higher crude oil prices caused increase in city gas resource costs (¥76.0 billion)  
(+) Personnel expenses decreased on lower amortization of actuarial differences in pension accounting (¥25.8 billion)
- **Ordinary income:** (-) Foreign exchange valuation difference at overseas subsidiaries (¥7.3 billion)
- **Net income:** (-) Valuation of securities held declined (¥2.3 billion)

(Unit: 100 million yen)

	FY09 2Q	FY10 2Q	Change	%	Initial Plan	Change	%
<b>Gas sales volume (mil. m<sup>3</sup>, 45MJ)</b>	6,166	<b>6,934</b>	+768	+12.4	6,710	+224	+3.3
<b>Net sales</b>	6,320	<b>7,013</b>	+693	+11.0	6,880	+133	+1.9
<b>Operating expenses</b>	5,856	<b>6,532</b>	+676	+11.5	6,550	- 18	-0.3
<b>Operating income</b>	464	<b>480</b>	+16	+3.5	330	+150	+45.5
<b>Ordinary income</b>	505	<b>458</b>	-47	-9.3	310	+148	+47.7
<b>Net income</b>	327	<b>255</b>	-72	-21.9	190	+65	+34.2

<b>Sliding time lag effect(*)</b>	+216	<b>-147</b>	-363	-	-201	+54	-
<b>Amortization of actuarial differences(*)</b>	-160	<b>+98</b>	+258	-	+98	0	-

(\*)non-consolidated basis

(+/- indicates profit impact)

Economic conditions	JCC (\$/bbl)	Ex. Rate (¥/\$)	Avg. temperature(°C)
FY10 1-2Q Average	78.35	88.91	23.0
FY09 1-2Q Average	61.82	95.53	22.4

Investment performance of pension assets (management costs deducted)	
<b>FY10 1st Half</b>	<b>4.8%</b>
<b>FY09 1st Half</b>	<b>6.0%</b>



Beginning with an overview of results, as shown on Page 3, in the second quarter sales grew and profit declined year-on-year. This was the first time in two years for both first-half sales growth and a decline in profit.

Net sales rose ¥69.3 billion year-on-year, to ¥701.3 billion, on a ¥55.1 billion increase in revenue from gas sales, the result of higher gas sales volume and resource cost adjustments associated with higher resource prices, combined with a ¥17.9 billion increase in electric power sales.

On the other hand, operating expenses grew ¥67.6 billion, to ¥653.2 billion, on a ¥76.0 billion increase in city gas resource costs caused by higher crude oil prices, and a ¥17.5 billion increase in the resource cost of LNG sales and depreciation and amortization at the electric power business, which were partially offset by decreased personnel expenses on a ¥25.8 billion reduction in amortization of actuarial differences in pension accounting.

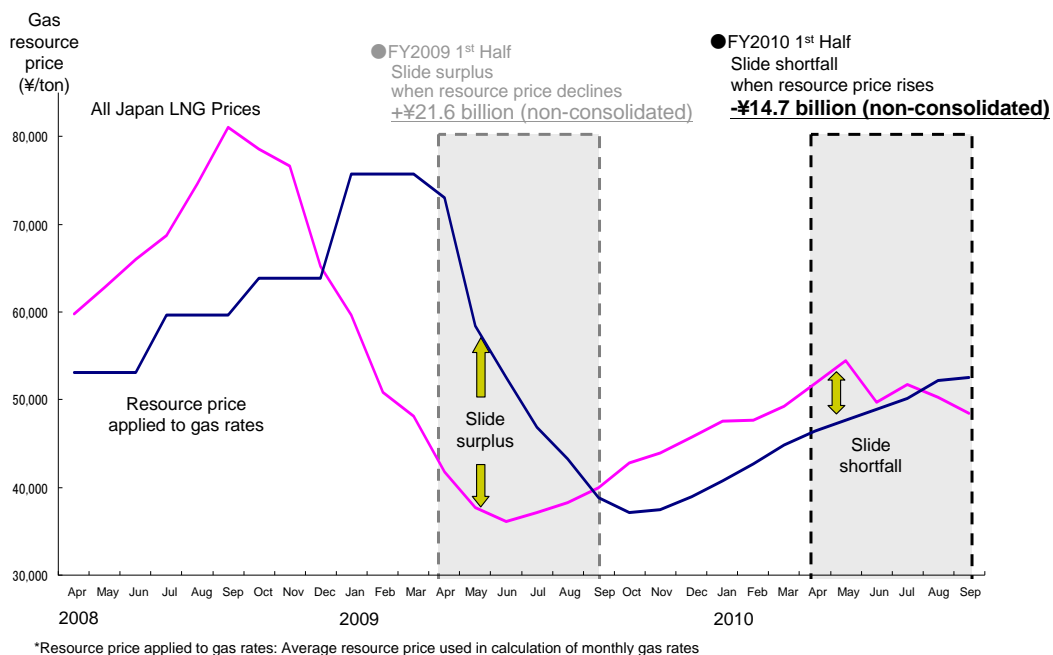
As a result, operating income grew ¥1.6 billion year-on-year to ¥48.0 billion. The non-operating account weakened on a ¥7.3 billion decline in foreign exchange valuations on assets at overseas subsidiaries, however, and as a result ordinary income declined ¥4.7 billion, to ¥45.8 billion.

With the recording of a ¥2.3 billion extraordinary loss from a decline in the market value of securities held, net income for the period declined ¥7.2 billion, to ¥25.5 billion.

As shown in the second table on Page 3, the sliding time lag effect on a non-consolidated basis shifted from a ¥21.6 billion surplus in the previous year to a ¥14.7 billion shortfall this year, for a ¥36.3 billion negative impact on operating income. On the other hand, amortization of actuarial differences in pension accounting improved by ¥25.8 billion, from a ¥16.0 billion increase in the previous year to a ¥9.8 billion decrease this year.

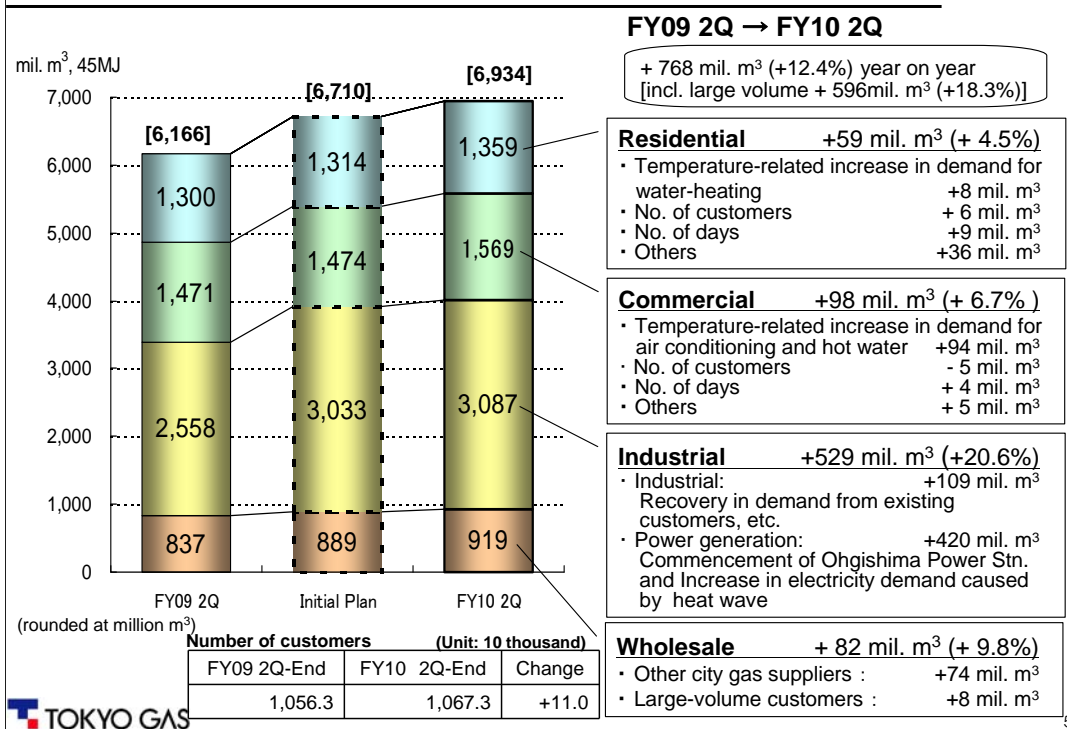
This year's investment performance of pension assets, which will affect next year's personnel expenses, produced a 4.8% return in the first half, which was 2.8 percentage points above the anticipated 2.0% yield for actuarial differences in pension accounting to be zero. Second-half performance will depend on trends in securities prices, and we are not making a forecast at this time.

# Slide Time Lag Effect



## FY2010 2Q: Gas Sales Volume

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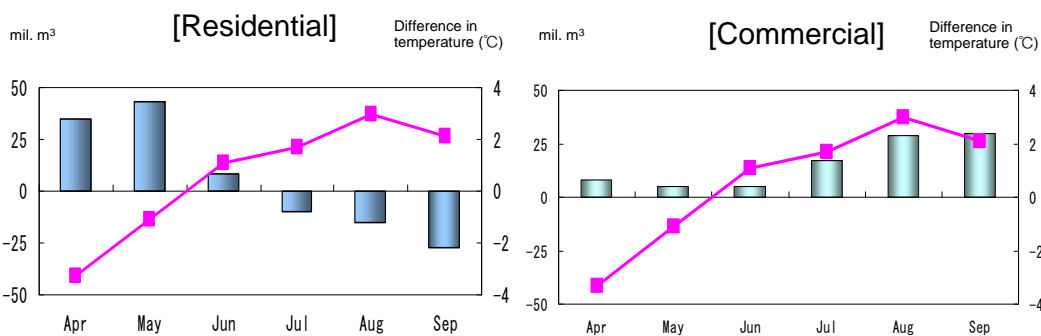
Gas sales volume in the residential sector grew 59 million m<sup>3</sup>, or 4.5%, to 1,359 million m<sup>3</sup>, on an increase in demand for water-heating because of cooler temperatures in early spring, which was partially offset by the summer heat wave. In addition to the cool early-spring temperatures, record-high summer temperatures led to an increase in demand for air conditioning at the commercial sector, where gas sales volume grew 98 million m<sup>3</sup>, or 6.7%, to 1,569 million m<sup>3</sup>. The industrial sector recorded a 529 million m<sup>3</sup>, or 20.6%, increase in gas sales volume, to 3,087 million m<sup>3</sup>, from the commencement of operations at the Ohgishima Power Station, and increases in demand for electricity from increased capacity utilization by existing customers associated with a gradual economic recovery, and the summer heat wave. The wholesale sector recorded 82 million m<sup>3</sup>, or 9.8% growth, to 919 million m<sup>3</sup>, from an increase in demand from wholesale customers for the same reasons as those at Tokyo Gas.

As a result, total gas sales volume grew 768 million m<sup>3</sup>, or 12.4%, to 6,934 million m<sup>3</sup> on a year-on-year basis. Of this increase, we estimate that 102 million m<sup>3</sup> was the result of temperature-related factors.

The temperature-related impact on gas sales volume at the residential and commercial sectors compared to the same month in the previous year is shown on Page 6.

Page 16 shows the gas sales volume at the industrial sector affected by economic conditions over the past four years. Industrial demand – excluding power generation – rose 7.4% year-on-year in the first half, but has still only recovered to 88% of the peak level seen in the first half of fiscal 2008, prior to the Lehman Brothers bankruptcy.

## FY2010 2Q: Temperature-Related Impact on Gas Sales Volume



1<sup>st</sup> Half total temperature-related impact: +8 mil. m<sup>3</sup>

1<sup>st</sup> Half total temperature-related impact: +94 mil. m<sup>3</sup>

### Average temperature

	April	May	June	July	August	September	Average
FY2009	15.7	20.1	22.5	26.3	26.6	23.0	22.4
FY2010	12.4	19.0	23.6	28.0	29.6	25.1	23.0
Difference	-3.3	-1.1	1.1	1.7	3.0	2.1	0.6

## FY2010 2Q Results by Business Segment

(Unit: 100 million yen)

	Net sales			Operating income			Factor
	FY2009 2Q	FY2010 2Q	Change	FY2009 2Q	FY2010 2Q	Change	
City gas	4,667	5,218	+551	609	550	-59	Sales: Increased in sales volume, sales unit price Income: Increased in resource cost from higher crude oil prices
Appliances and Installation work	731	748	+17	6	8	+2	
Other energy	740	1,054	+314	45	51	+6	Sales: Increased electricity sales from commencement of Ohgishima Power Stn., Increased in LNG sales volume
(incl. electric power)	140	319	+179	9	20	+11	Income: Increased electric power profit, Increased in LNG/LPG delivery expense
Real estate	164	165	+1	39	39	-	
Others	678	711	+33	8	27	+19	Sales: Engineering sales growth Income: Engineering profit growth Decreased in tanker expense
Corporate or eliminations	-661	-884	-223	-245	-195	+50	
<b>Consolidated</b>	<b>6,320</b>	<b>7,013</b>	<b>+693</b>	<b>464</b>	<b>480</b>	<b>+16</b>	

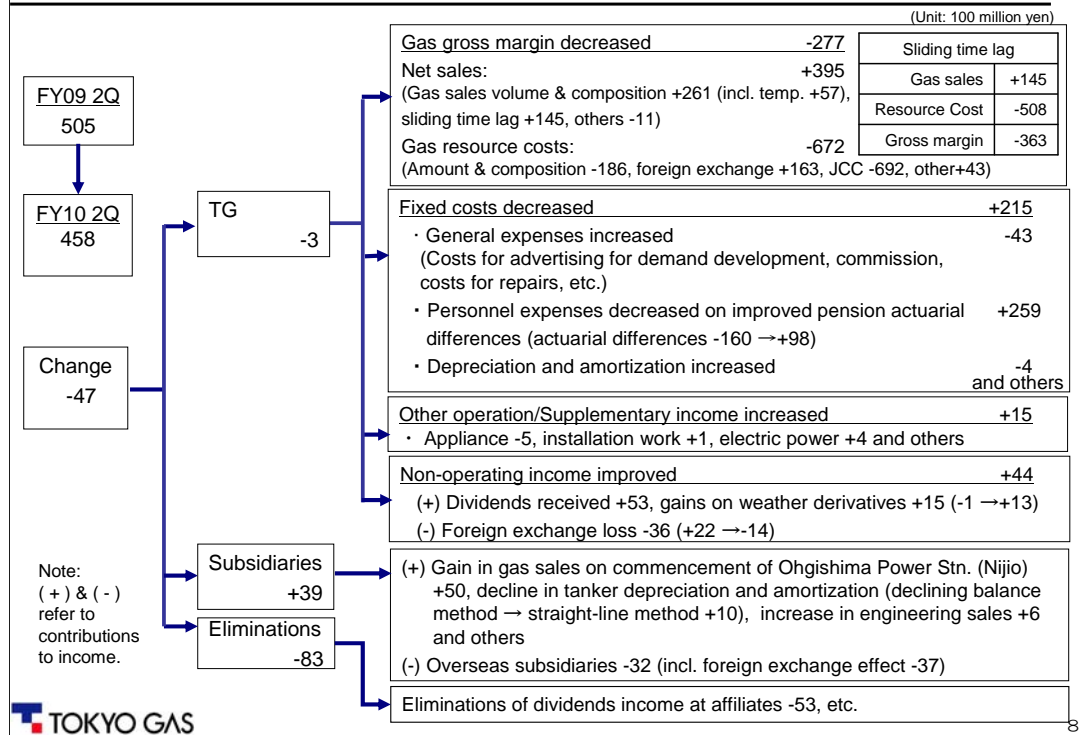
- Notes: 1. The Revised Accounting Standard for Disclosures about Segments of an Enterprise and Related information has been applied from 1Q of FY2010. Accordingly, business segments have been reclassified.  
2. Net sales by business segment include internal transactions. Operating income does not include operating expenses that cannot be allocated.  
3. For reference, 2nd Quarter of FY2009 figures are recalculated using new segments.

Page 7 shows an overview of results by business segment. I have already summarized the performance of the city gas segment. In terms of other segments, the performance of the electric power business in the “Other energy” segment merits attention. The Ohgishima Power Station effectively commenced operations at the beginning of the current fiscal year, and this resulted in a ¥17.9 billion increase in sales to ¥31.9 billion, and a ¥1.1 billion increase in operating income to ¥2.0 billion, for the electric power business.



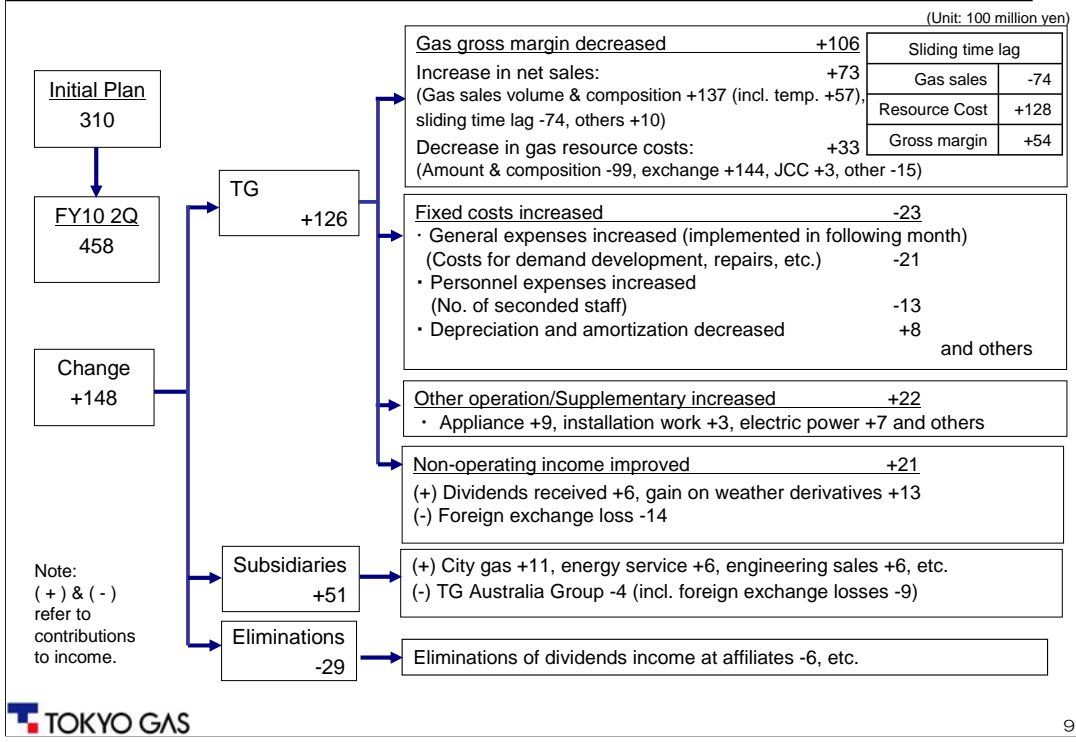
# FY2010 2Q Ordinary Income Analysis <year on year>

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Pages 8 and 9 give quantitative analyses of the factors underlying the differences between the first half results and the previous fiscal year's first half, and vis-à-vis our initial plan. (Please refer to these later.)

# FY2010 2Q Ordinary Income Analysis <vs. Initial Plan>



**FY2010 Full Year**

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**Business Forecast**

## Business Forecast for FY2010

### Revision Highlights (vs. Initial Plan)

- > **Net sales:** (-) Decline in city gas sales due to lower gas sales unit prices under the gas rate adjustment system (¥22.7 billion)
- > **Operating income:** (+) Decline in resource costs from yen's appreciation (¥34.2 billion)
- > **Ordinary income:** (+) Foreign exchange valuation differential at overseas subsidiaries (¥1.6 billion)
- > **Net income:** (+) Increase in Ordinary income (-) Loss on valuation of available-for-sale securities

	FY09 (A)	Projection for FY10 (Unit: 100 million yen)					
		Current forecast (B)	Change (B-A)	%	Initial plan (C)	Change (B-C)	%
Gas Sales Volume (mil. m <sup>3</sup> )	13,666	14,685	+1,019	+7.5	14,465	+220	+1.5
Net sales	14,157	15,250	+1,093	+7.7	15,510	-260	-1.7
Operating expenses	13,304	14,090	+785	+5.9	14,430	-340	-2.3
Operating income	852	1,160	+308	+36.1	1,080	+80	+7.4
Ordinary income	835	1,120	+285	+34.1	1,020	+100	+9.8
Net income	537	680	+143	+26.4	650	+30	+4.6
<b>Sliding time lag effect(*)</b>	+57	-253	-310	-	-247	-6	-
<b>Amortization of actuarial differences(*)</b>	-320	+198	+518	-	+198	0	-

(\*) non-consolidated basis

(+/- indicates profit impact)

Profit sensitivity to changes in oil price and EX rate (100 million yen)

	3Q	4Q	Full Year
1\$/bbl Impact on rising JCC	-7	-2	-9
1¥/\$ Impact on yen appreciation	0	+9	+9

Economic conditions \*1 bbl = \$80, 1\$=85¥ after Oct. 2010

	JCC (\$/bbl)	Ex. Rate (¥/\$)	Avg. temperature (°C)
FY10	79.18	86.96	16.9
FY09	69.40	92.89	16.5



Next, I would like to explain our full-year forecasts for fiscal 2010.

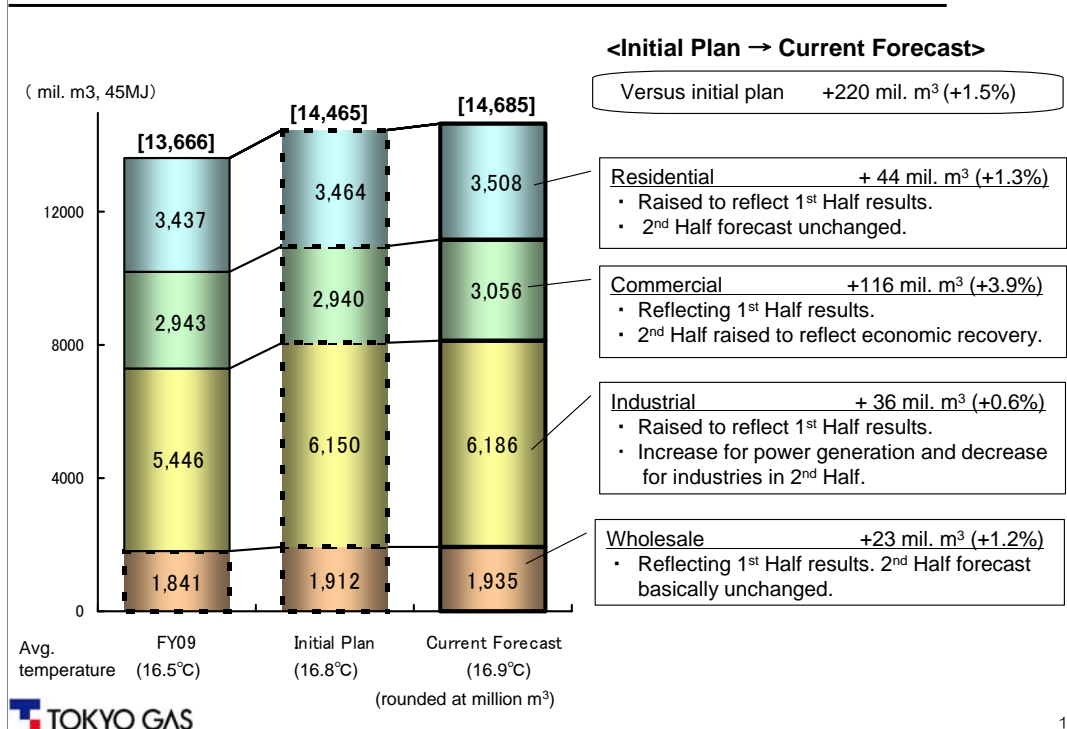
Based on our performance through the second quarter, our forecasts for second-half sales volume, and trends in LNG prices, we have revised our full-year business forecasts as shown on Page 11. We are forecasting sales and profit growth in year-on-year terms, but with lower sales and higher profit relative to the initial plan.

The main factor underlying our revision for net sales is a ¥34.0 billion negative impact from lower gas sales prices at Tokyo Gas in the second half, associated with the yen's appreciation during the first half. For the full year, we have lowered our net sales forecast by ¥26.0 billion from the initial plan, to ¥1,525.0 billion.

On the other hand, we now see operating expenses coming in ¥34.0 billion less than initially planned, at ¥1,409.0 billion. Although we see gas resource costs being higher from changes in the composition of LNG projects, we expect non-consolidated resource costs to be ¥31.0 billion lower than initially planned because of the yen's appreciation over the full year. As a result, we have raised our forecast for operating income by ¥8.0 billion, to ¥116.0 billion. In non-operating items, based on current exchange rates we are forecasting a ¥1.6 billion improvement in foreign exchange valuations at overseas subsidiaries. We have raised our forecast for ordinary income by ¥10.0 billion, to ¥112.0 billion, and are now planning for net income of ¥68.0 billion, which is ¥3.0 billion above our initial plan.

Our forecast for the full-year sliding time lag effect at Tokyo Gas is basically unchanged at negative ¥25.3 billion. This is because we see the ¥5.4 billion improvement versus the initial plan from the yen's appreciation in the first half being offset by a ¥6.0 billion decline in the second half.

## Gas Sales Volume Forecast (vs. Initial Plan)



In terms of gas sales volume, we have raised our initial plan by 220 million m<sup>3</sup>, or 1.5%, for a 1,019 million m<sup>3</sup>, or 7.5%, year-on-year increase to 14,685 million m<sup>3</sup>.

We have raised our forecast for the residential sector by 44 million m<sup>3</sup>, to 3,508 million m<sup>3</sup>, on the surplus recorded in first-half gas sales volume, and for the commercial sector, we have raised our forecast by 116 million m<sup>3</sup>, to 3,056 million m<sup>3</sup>, on an increase in utilization by existing customers.

At the industrial segment, the economic outlook for exporters looks increasingly uncertain because of the drop in overseas demand and the yen's appreciation, but these risks were already factored into the initial plan. Mostly representing the first-half surplus, we have raised our forecast by 36 million m<sup>3</sup>, to 6,186 million m<sup>3</sup>, and at this time we expect to be able to basically achieve the plan. We have similarly raised our forecast for the wholesale sector by 23 million m<sup>3</sup>, to 1,935 million m<sup>3</sup>. Although cold weather is forecast, we have left our average temperature assumptions unchanged at this time.

## Full year Forecast by Business Segment <vs. Initial Plan>

(Unit: 100 million yen)

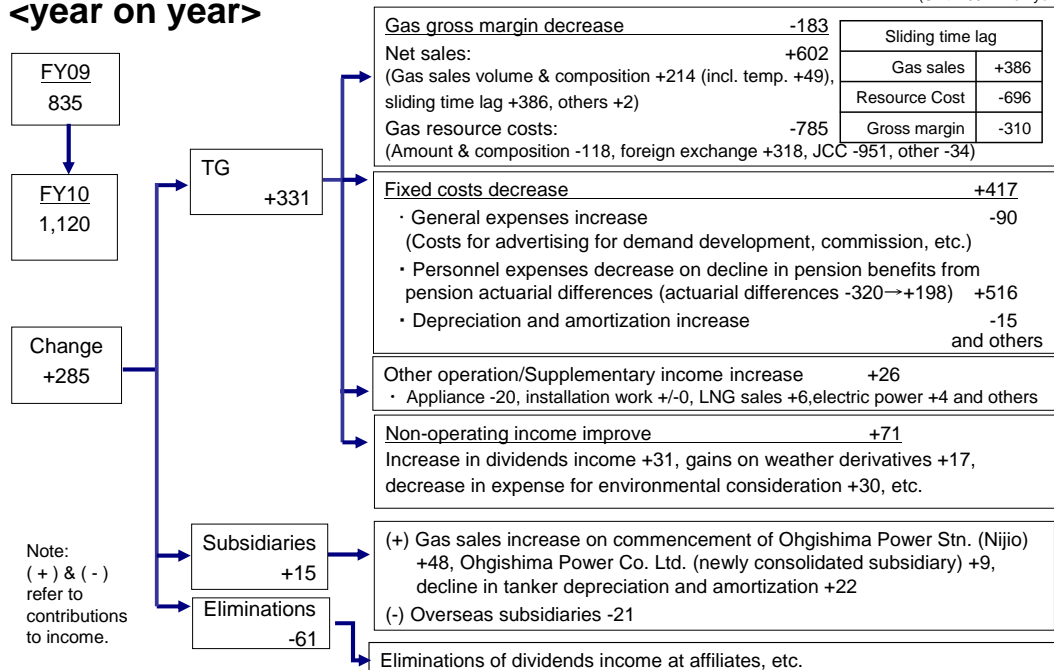
	Net sales			Operating income		
	Initial plan	Current forecast	Change	Initial plan	Current forecast	Change
City gas	11,560	11,333	-227	1,243	1,358	+115
Appliances and Installation work	1,683	1,677	-6	-18	-8	+10
Other energy	2,181	2,173	-8	87	88	+1
(incl. electric power)	670	666	-4	22	36	+14
Real estate	336	328	-8	61	59	-2
Others	1,632	1,585	-47	130	80	-50
Corporate or eliminations	-1,882	-1,846	+36	-423	-417	+6
<b>Consolidated</b>	<b>15,510</b>	<b>15,250</b>	<b>-260</b>	<b>1,080</b>	<b>1,160</b>	<b>+80</b>

I would now like to pass over the remaining slides and discuss the status of competition with all-electric homes. Please take a look at P16.

## FY2010 Forecast Ordinary Income Analysis

(Unit: 100 million yen)

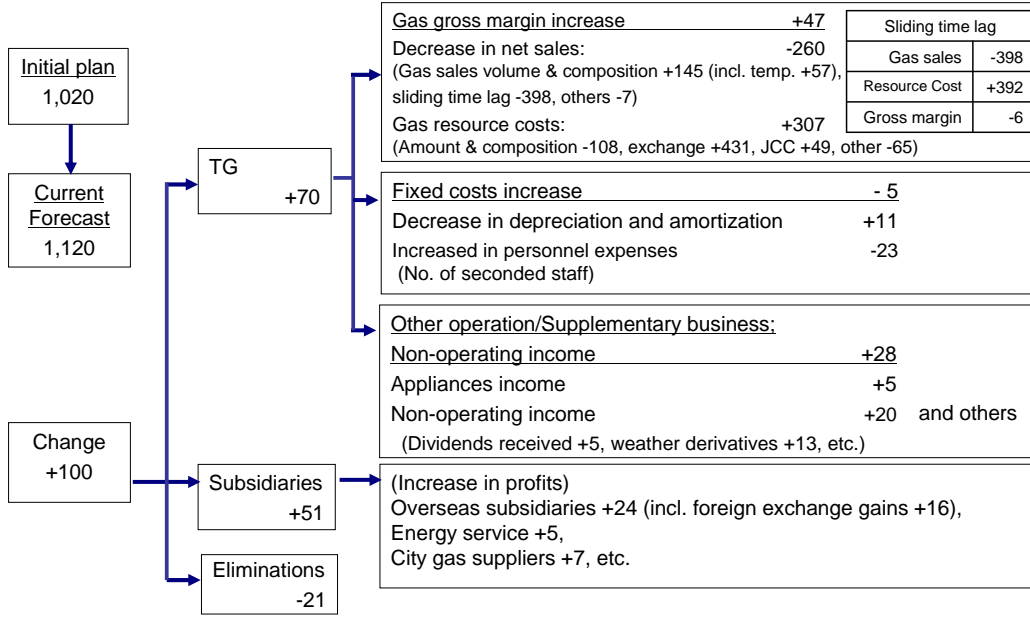
<year on year>



 TOKYO GAS

# FY2010 Ordinary Income Analysis <vs. Initial Plan>

(Unit: 100 million yen)



Note: ( + ) & ( - ) refer to contributions to income.



## 【City Gas Business】

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### ➤ Rate of recovery in industrial demand

#### Industrial-use gas sales volume (excluding power generation)

(mil. m<sup>3</sup>, 45MJ/m<sup>3</sup>)

	1Q	2Q	3Q	4Q	Total	Year on year
FY07	849	912	939	954	3,655	+9.7%
FY08	865	905	823	727	3,320	-9.2%
FY09	677	774	826	886	3,163	-4.7%
FY10	775 (Actual)	783 (Actual)	808 (Forecast)	816 (Forecast)	3,182 (Forecast)	+0.6%

Note: Totals may differ from sums as a result of rounding.

### ➤ Residential Competition Situation

(Non-consolidated)

		FY10 1 <sup>st</sup> Half	FY10 Initial Plan
ENE-FARM sales (completed basis)		931 units	2,500 units
Competition in all-electric homes	All-electric housing rates of newly built houses	-	12%
	No. of existing houses shifted to all-electric	6,400	9,000



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The offensive presented by all-electric in the new home market continues to present a significant challenge, but we are addressing this by strengthening our marketing structure for construction and real estate secondary users, primarily major developers and housing manufacturers. At the same time we are using promotional events to strengthen our PR for gas-utilizing homes to end users and strengthening our sales of ENE-FARM residential fuel cells, and for fiscal 2010 we are planning on the all-electric housing rate to be held to roughly the fiscal 2009 level, at 12%.

In the existing-home market, door-to-door sales companies and mass retailers have been stepping up their activities, spurred by the national and local governments' subsidies for solar power. Nevertheless, using the LIFEVAL structure, which has now been in place for more than a year, we are aggressively promoting gas by visiting customers, and currently the number of gas customers that have been lost is 6,400, in line with the previous year. Our initial target was to hold this figure to roughly 9,000 for the full year, and we are further strengthening our calling to stave off shifts to all-electric by targeting new customers who have initially begun using gas, and customers who live at detached houses that are still relatively new.

Sales of ENE-FARM residential fuel cells are now in their second year and the pace of sales is on track, with contracts having been completed for approximately 2,000 units at this time (middle of October ; 931 units on a completed basis), against a full-year target of 2,500 units for this year.

Cost reductions and realization of smaller units that can be installed in apartment buildings are keys to rapid growth going forward, and we are working diligently with manufacturers to develop next-generation models.

## Use of FY2010 Cash Flow

(Unit: 100 million yen)

Capex	Major Projects
Tokyo Gas Co., Ltd. 1,066 (+/-0 +/-0%)	• Production facilities: 108 (-1) LNG tank, vaporizer at Ohgishima Power Stn., etc.
	• Distribution facilities: 728 (+18) Pipelines for new demand, new supply pipes, replacement of existing gas pipes, etc.
	• Service and maintenance facilities: 230 (-17) Systems-related, etc.
Consolidated subsidiaries total: 448 (-53 -10.6%)	• Ohgishima Power Company, Ltd. (-18) • TG Pluto Pty Ltd (-21), etc.
<b>Total 1,500 (-50 -3.2% after internal eliminations)</b>	

\* Figures in parentheses indicate increase/decrease vs. initial plan

Investment and financing (overseas businesses, etc.) : 562 (+/-0 +/-0%)  
 Returns to shareholders: 335 (maintain 60% total payout ratio)  
 (Total of FY09 year-end dividend, FY10 interim dividend, FY10 stock repurchase)



Finally, I would like to explain our policies for fund procurement and returns to shareholders.

Tokyo Gas is striving to maintain a favorable financial position with an equity ratio of 46.2% and debt-equity ratio of 0.74 (both fiscal 2010 forecast), while at the same time increasing earnings to prepare for capital needs associated with future infrastructure creation and investment and financing. At the same time, our basic position is to improve ROE and raise asset efficiency by canceling treasury stock, based on a fundamental policy for returns to shareholders of a 60% total payout ratio.

During the period covered by the current Medium-Term Management Plan (fiscal 2009-2013), we intend to procure the funds required for capital investment, investments and financing, and bond redemptions with operating cash flow and other funds on hand, and through bond issues and other external borrowing. Accordingly, we have no plans at this time to procure funds via a capital increase.

## Key Indices

(Unit: 100 million yen)

	FY09 1 <sup>st</sup> Half (Actual)	FY10 1 <sup>st</sup> Half (Actual)	FY09 Full year (Actual)	FY10 Full year (Forecast)
<b>Total assets (a)</b>	17,222	17,985	18,409	<b>18,420</b>
<b>Shareholders' equity (b)</b>	8,048	8,038	8,138	<b>8,340</b>
<b>Shareholders' equity ratio (b)/(a)</b>	46.7%	44.7%	44.2%	<b>46.2%</b>
<b>Interest-bearing debt</b>	5,622	6,500	5,559	<b>6,220</b>
<b>D/E Ratio</b>	0.70	0.81	0.68	<b>0.74</b>
<b>Net income (c)</b>	327	255	537	<b>680</b>
<b>Depreciation and amortization (d)</b>	702	719	1,461	<b>1,510</b>
<b>Operating cash flow (c) + (d)</b>	1,029	974	1,998	<b>2,190</b>
<b>Capex</b>	579	668	1,481	<b>1,500</b>
<b>ROA: (c) / (a)</b>	1.9%	1.4%	3.0%	<b>3.7%</b>
<b>ROE: (c) / (b)</b>	4.2%	3.2%	6.8%	<b>8.2%</b>
<b>Total Payout Ratio</b>	-	-	60.1%	-

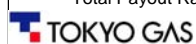
Note: ROA = Net income/Total assets (average of beginning & end)

ROE = Net income/Shareholders' equity (average of beginning & end)

Figures on BS indicate those as of the end of each fiscal year.

Operating cash flow = Net Income + Depreciation (incl. Amortization of Long-term Prepaid Expenses)

Total Payout Ratio= Dividends in FY n) + Amount of Stock Repurchase in FY (n + 1) / Consolidated Net Income in FY n)



This concludes my presentation explaining the company's second-quarter results and full-year earnings forecasts. Thank you.

# Tokyo Gas Co., Ltd.

## < Cautionary Statement regarding Forward-looking Statements >

Statements made in this presentation with respect to Tokyo Gas's present plans, projections, strategies and beliefs, and other statements herein that are not expressions of historical fact are forward-looking statements about the future performance of the Company. As such, they are based on management's assumptions and opinions stemming from currently available information and therefore involve risks and uncertainties. The Company's actual performance may greatly differ from these projections, due to these risks and uncertainties which include without limitation general economic conditions in Japan, changes in the foreign exchange rate of the yen, crude oil prices, and the weather