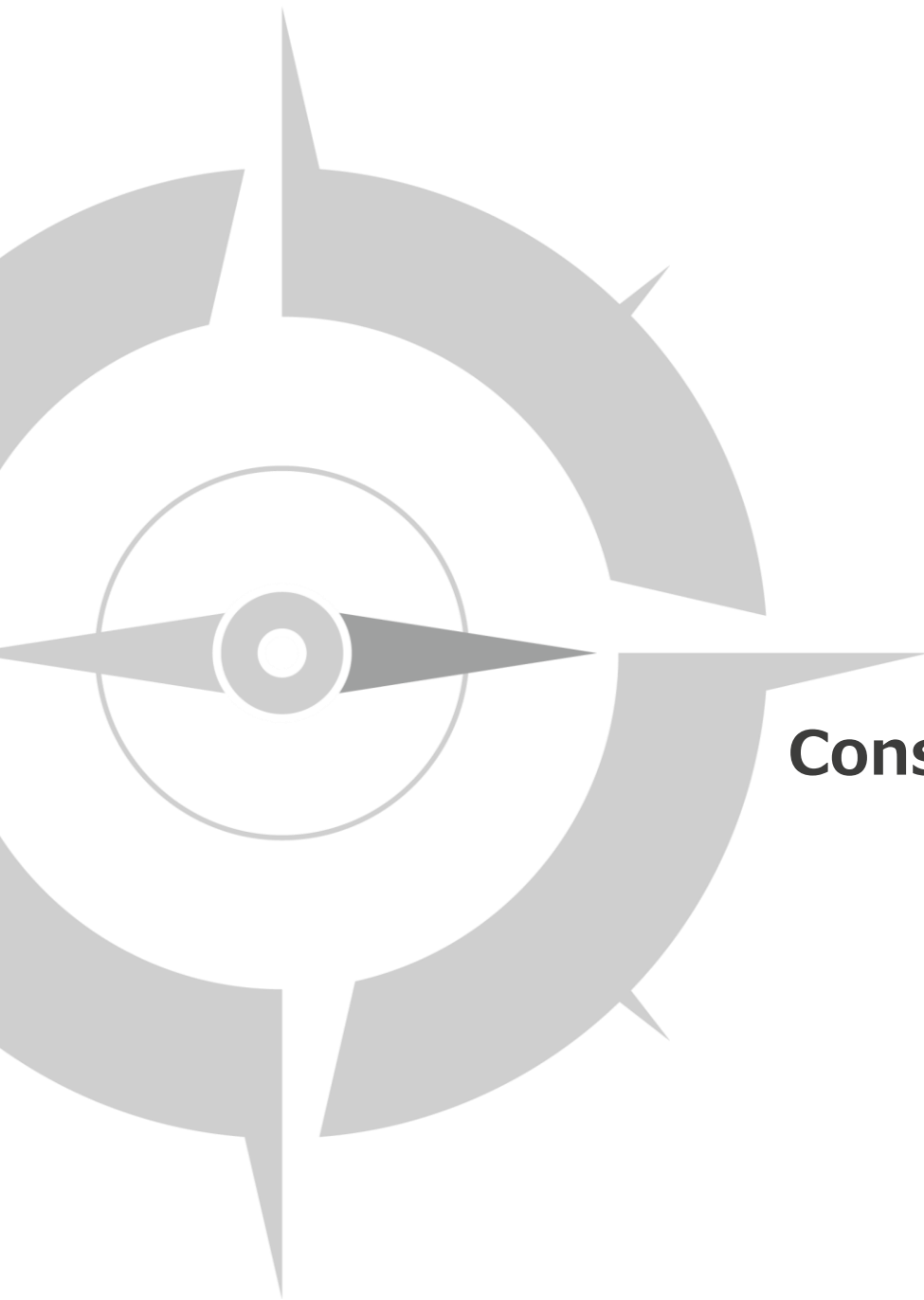




# **FY2021 2Q Financial Results** **ended September, 2021**

**October 28, 2021**





# 01



## **FY2021 Consolidated Financial Results ended September, 2021**

## Highlights: Sales Up, Profit UP

(+/- indicate impact on profit, billion yen)

<b>Net sales</b>	+44.6	Increase in sales from consolidation of upstream business company in North America, etc.
<b>Operating expenses</b>	-50.8	Impact from the increase in crude oil prices, etc.
<b>Operating profit</b>	-6.3	Decrease in gross margin from the change in city gas unit prices due to the impact from the economic framework assumptions, etc.
<b>Extraordinary profit/loss</b>	+11.9	FY2021 2.8: (Extraordinary profit) Profit on sales of investment securities +2.8 FY2020 -9.1: (Extraordinary loss) Impairment loss -6.4, loss on valuation of investment securities -4.6, (Extraordinary profit) Gain on negative goodwill 2.0

	(Unit: billion yen)			
	FY2021 2Q	FY2020 2Q	Change	%
<b>City gas sales volume (million m<sup>3</sup>, 45MJ)</b>	<b>5,719</b>	5,569	150	2.7
<b>Electricity sales volume (million kWh)</b>	<b>13,245</b>	11,801	1,444	12.2
(Breakdown)				
Retail (million kWh, receiving end)	<b>4,949</b>	4,885	64	1.3
Wholesale, etc. (million kWh)	<b>8,296</b>	6,917	1,379	19.9
<b>Net sales</b>	<b>872.6</b>	828.0	44.6	5.4
<b>Operating expenses</b>	<b>827.2</b>	776.4	50.8	6.6
<b>Operating profit</b>	<b>45.3</b>	51.6	-6.3	-12.2
<b>Segment profit (operating profit + equity income of subsidiaries)</b>	<b>47.4</b>	51.3	-3.9	-7.7
<b>Ordinary profit<sup>(1)</sup></b>	<b>46.3</b>	49.7	-3.4	-6.9
<b>Extraordinary profit/loss</b>	<b>2.8</b>	-9.1	11.9	—
<b>Profit attributable to owners of parent</b>	<b>31.8</b>	27.8	4.0	14.5
(Adjustment items)				
Temperature effect <sup>(2)</sup>	-3.1	0	-3.1	—
Sliding time lag effect <sup>(3)</sup> (city gas + LNG sales)	-30.9	8.4	-39.3	—
Amortization of actuarial differences <sup>(4)</sup>	5.4	0.4	5.0	—
<b>Adjusted ordinary profit (1)-(2)+(3)+(4)</b>	<b>74.9</b>	40.9	34.0	83.1

Economic framework	FY2021 2Q	FY2020 2Q
Exchange rate (¥/\$)	<b>109.81</b> (+2.88)	106.93
Crude oil price (\$/bbl)	<b>70.29</b> (+33.82)	36.47
Avg. air temp (°C)	<b>21.5</b> (+0.2)	21.3

Pension assets	FY2021 2Q
Investment yield (costs deducted)	<b>1.73%</b>
Year-end assets (billion yen)	<b>264.0</b>

&lt;Expected annual rate of return: 2%&gt;

\*The provisional accounting treatment pertaining to business combinations was determined in FY2020 and the figures for the second quarter of FY2020 reflect the determined contents of the provisional accounting treatment.

### City Gas sales volume:

**+ 150mil.m<sup>3</sup> (+2.7%)**

including temperature effect  
-70mil.m<sup>3</sup>, -1.3%

**Residential -107mil.m<sup>3</sup>(-8.6%)**

Temperature effect -39 mil.m<sup>3</sup>

Number of days -2 mil.m<sup>3</sup>

Number of customers -30 mil.m<sup>3</sup>

Others -35 mil.m<sup>3</sup>

**Commercial -37mil.m<sup>3</sup>(-3.4%)**

Temperature effect -31 mil.m<sup>3</sup>

Number of days +2 mil.m<sup>3</sup>

Number of customers -1 mil.m<sup>3</sup>

Others -6 mil.m<sup>3</sup>

**Industrial +369mil.m<sup>3</sup>(+14.9%)**

Industrial +104mil.m<sup>3</sup>

Power generation +265mil.m<sup>3</sup>

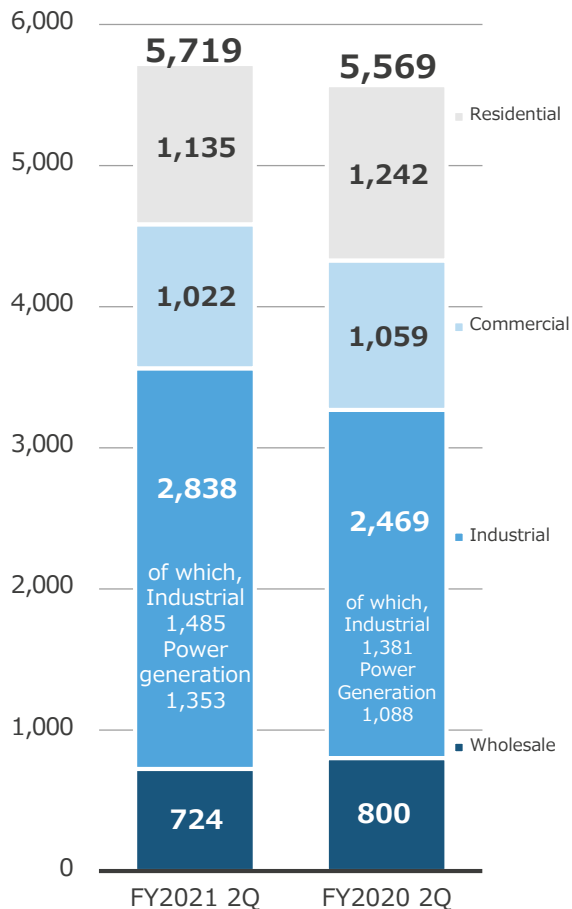
**Wholesale -76mil.m<sup>3</sup>(-9.5%)**

Temperature effect ±0 mil.m<sup>3</sup>

Others -76 mil.m<sup>3</sup>  
Decrease in wholesale demand, etc.

( Unit : mil. m<sup>3</sup> )

\*Each value is rounded.



### Number of customers(City Gas), LNG sales volume,Average temperature

	FY20201 2Q	FY2020 2Q	Change
Number of customers for city gas retail sales (10 thousands) *1	876.2	897.5	-21.3 (-2.4%)
Number of customers (meters) (10 thousands, meter) *2	1,213.2	1,200.5	+12.7 (+1.1%)
LNG sales volume (thousands t)	475	513	-38 (-7.4%)
Average temperature (°C)	21.5	21.3	+0.2

\*1. Number of billed customers for city gas retail sales

\*2. Including inactive meters and meters for gas supply from other retail companies

### Gas Sales Volume , Gas volume used in-house

(Unit : million m<sup>3</sup>)

	FY2021 2Q	FY2020 2Q	Change
City gas sales volume (financial accounting basis)	5,719	5,569	+150 (+2.7%)
Gas volume used in-house under tolling arrangement	1,173	1,536	-363 (-23.6%)
LNG sales volume (m <sup>3</sup> basis)	594	642	-48 (-7.4%)
<b>Total</b>	<b>7,486</b>	<b>7,747</b>	<b>-261 (-3.4%)</b>

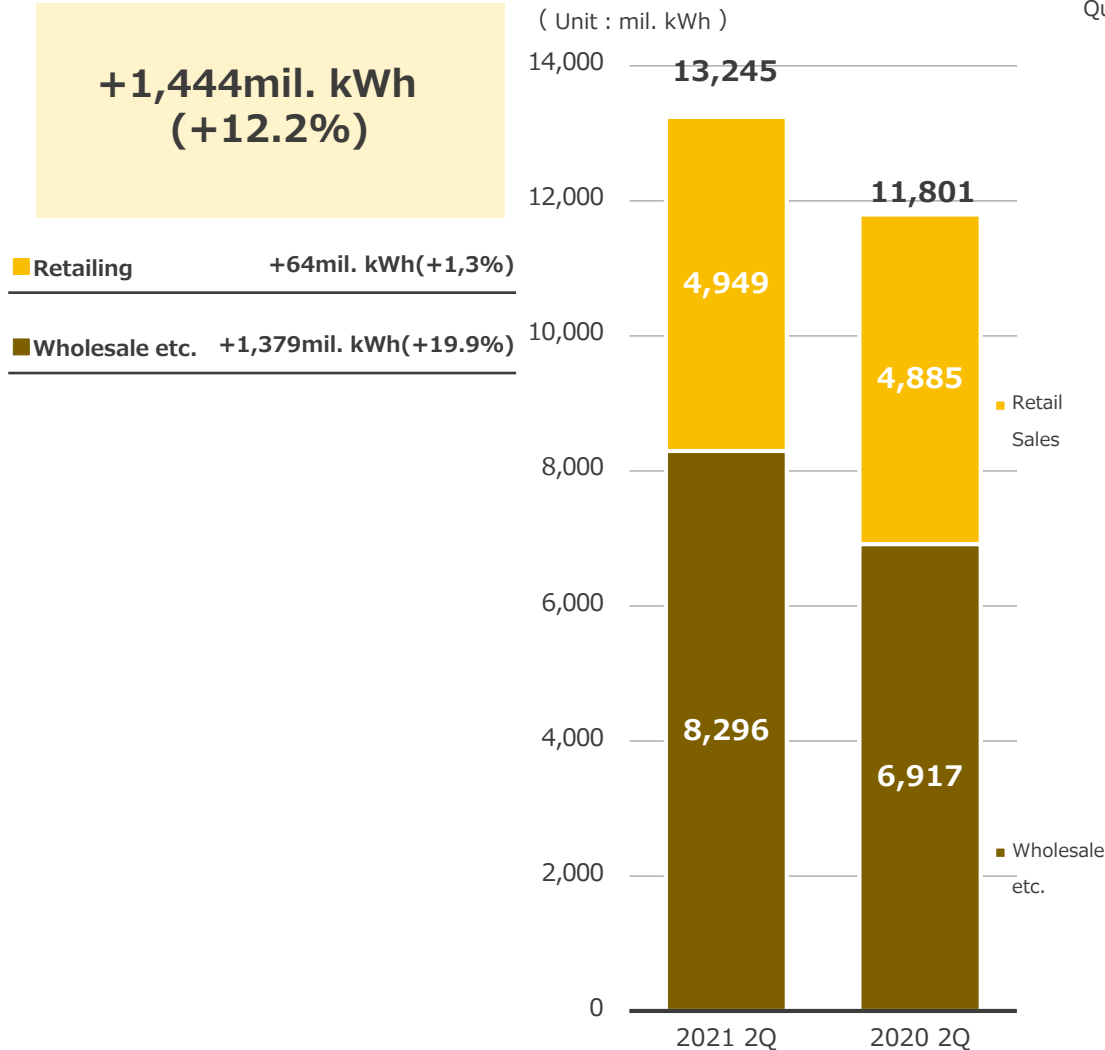
### Number of customers for city gas retail sales (Tokyo gas consolidated, 10thousands)

Full deregulation of the retail market (2017.04)

	2017.3	2017.6	2017.9	2017.12	2018.3	2018.6	2018.9	2018.12	2019.3	2019.6	2019.9	2019.12	2020.3	2020.6	2020.9	2020.12	2021.3	2021.6	2021.9
Number (Change)	1,026.9 (-)	1,031.4 (+4.5)	1,028.9 (-2.5)	1,029.6 (+0.7)	1,020.9 (-8.7)	1,018.9 (-2.0)	1,008.9 (-10.0)	998.2 (-10.7)	982.1 (-16.1)	960.7 (-21.4)	940.5 (-20.2)	925.9 (-14.6)	912.9 (-13.0)	904.4 (-8.5)	897.5 (-6.9)	893.5 (-4.0)	886.3 (-7.2)	881.8 (-4.5)	876.2 (-5.6)

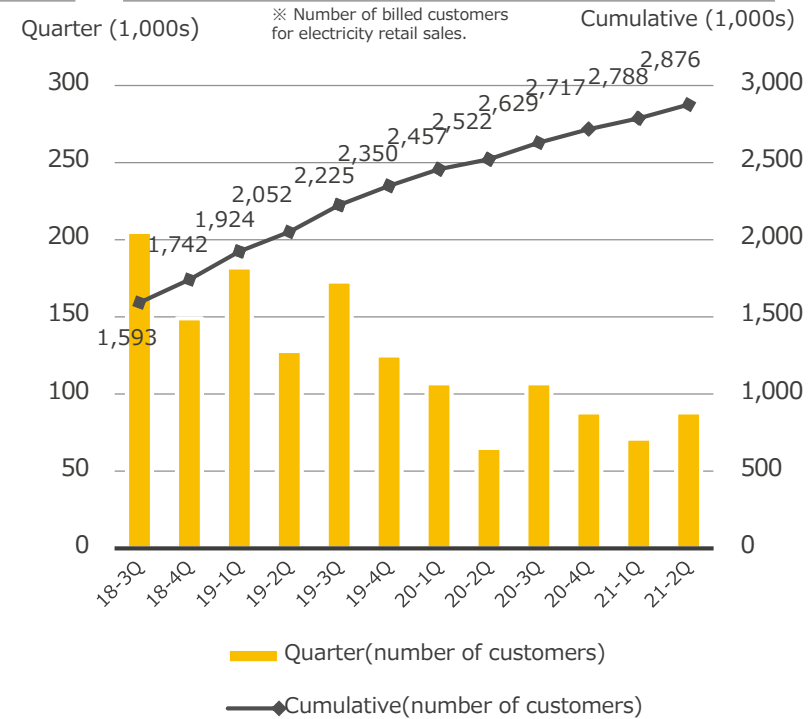
## Electricity sales volume :

**+1,444mil. kWh  
(+12.2%)**



\*Each value is rounded.

## New electricity retail customers won by Tokyo Gas



### "Sales Campaign"

#### FY2020

Winter;  
From Jan. 7 to Feb. 22, 2021  
Autumn;  
From Oct. 30 to Dec. 25, 2020  
Summer;  
From Jul. 30 to Oct. 26, 2020

#### FY2021

Summer;  
From Jun. 23 to Sep. 30, 2021

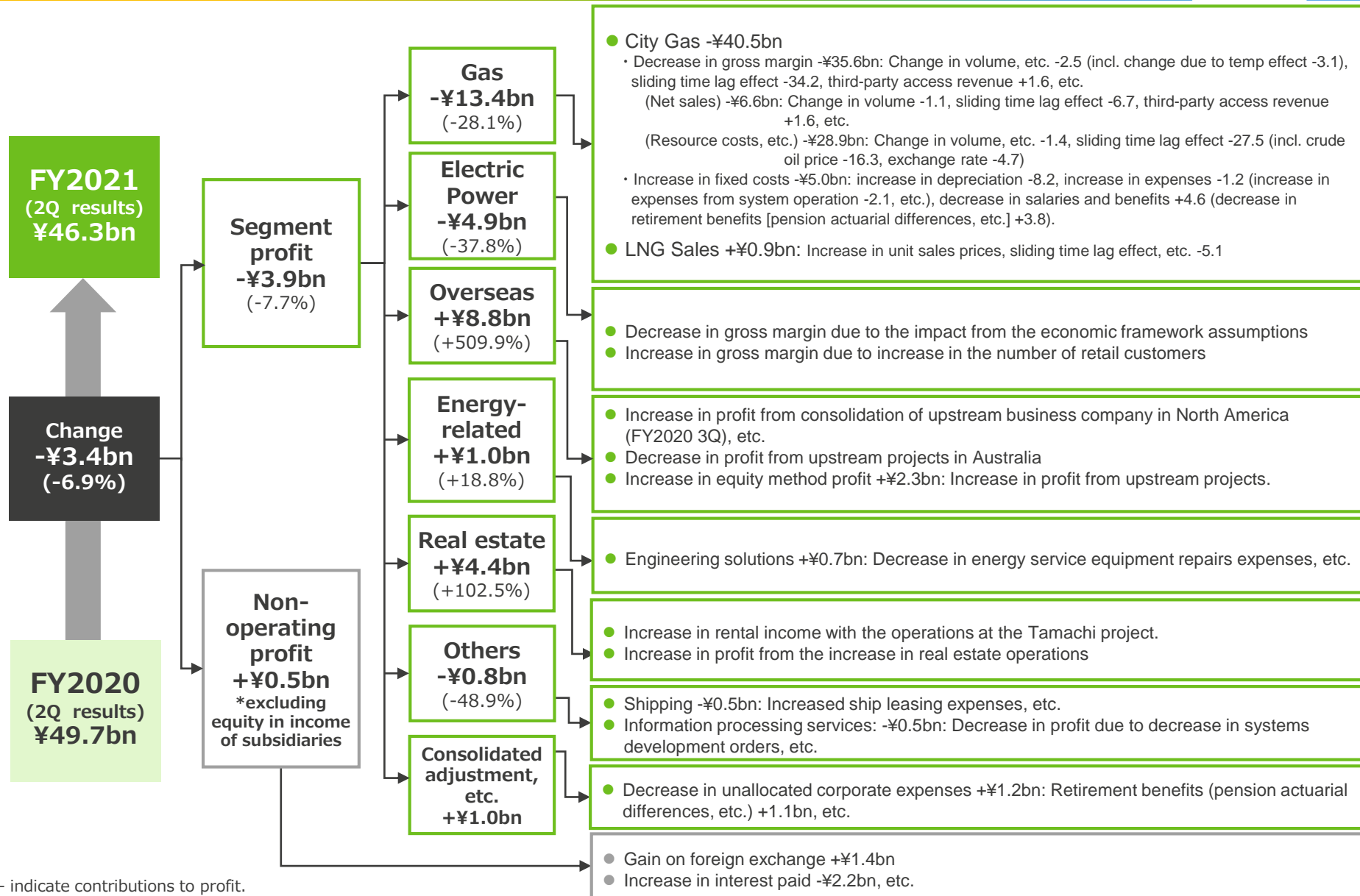
	Net sales				Segment Profit(Operating profit + Equity income/loss of subsidiary)			
	FY2021 2Q Results	FY2020 2Q Results	Change	%	FY2021 2Q Results	FY2020 2Q Results	Change	%
<b>Gas</b>	<b>561.8</b>	544.0	17.8	3.3	<b>34.4</b>	47.8	-13.4	-28.1
(City gas)	<b>445.4</b>	452.1	-6.7	-1.5	<b>7.4</b>	47.9	-40.5	-84.5
(LNG sales)	<b>70.4</b>	75.9	-5.5	-7.2	<b>0.9</b>	0	0.9	—
<b>Electric Power</b>	<b>193.7</b>	195.5	-1.8	-0.9	<b>8.2</b>	13.1	-4.9	-37.8
<b>Overseas business</b>	<b>37.8</b>	19.1	18.7	97.2	<b>10.5</b>	1.7	8.8	509.9
(equity income of subsidiaries)	—	—	—	—	<b>1.6</b>	-0.7	2.3	—
<b>Energy-related</b>	<b>147.7</b>	154.1	-6.4	-4.1	<b>6.7</b>	5.7	1.0	18.8
(Engineering Solutions)	<b>63.4</b>	63.6	-0.2	-0.3	<b>2.7</b>	2.1	0.6	30.0
<b>Real estate</b> (including equity income of subsidiaries)	<b>28.4</b>	22.9	5.5	24.2	<b>8.6</b>	4.2	4.4	102.5
<b>Others</b> (including equity income of subsidiaries)	<b>48.5</b>	52.4	-3.9	-7.4	<b>0.7</b>	1.5	-0.8	-48.9
<b>Adjustment</b>	<b>-145.6</b>	-160.2	14.6	—	<b>-21.8</b>	-22.8	1.0	—
<b>Consolidated</b>	<b>872.6</b>	828.0	44.6	5.4	<b>47.4</b>	51.3	-3.9	-7.7
(equity income of subsidiaries)	—	—	—	—	<b>2.1</b>	-0.2	2.3	—

## Notes

- Net sales by business segments include internal transactions.
  - “Gas” includes businesses in city gas, liquefied petroleum gas, industrial gas, LNG sales, trading, etc.. “Energy-related” includes businesses in engineering solutions, gas appliances sales, gas pipe installation, construction and credit, etc. “Others” includes businesses in information processing service and shipping, etc.
  - The “Adjustment” to operating profit is primarily companywide expenses not allocated to individual segments.
- \*The provisional accounting treatment pertaining to business combinations was determined in FY2020 and the figures for the second quarter of FY2020 reflect the determined contents of the provisional accounting treatment.

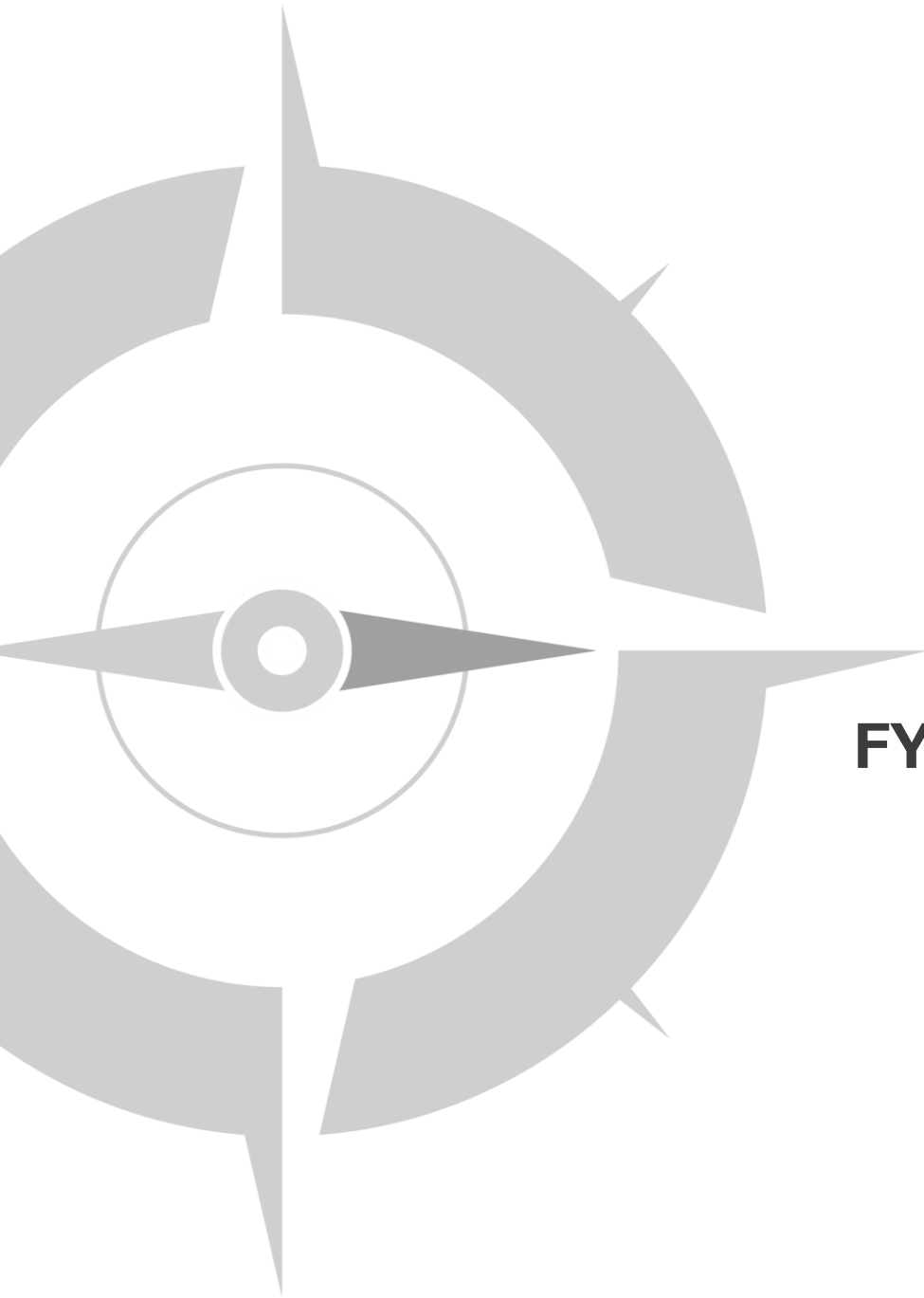
# FY2021 2Q Results: Ordinary Profit Analysis

vs. FY2020 2Q



\*+/- indicate contributions to profit.

\*The provisional accounting treatment pertaining to business combinations was determined in FY2020 and the figures for the second quarter of FY2020 reflect the determined contents of the provisional accounting treatment.



02



## FY2021 Full Year Forecast



**Highlights: Sales UP, Profit UP** (vs. Previous Forecast)

(+/- indicate impact on profit, billion yen)

	vs. Previous Forecast	
<b>Net sales</b>	+18.0	Increase in city gas unit price due to resource costs adjustment, increase in city gas sales volume, etc.
<b>Operating expenses</b>	-10.0	Impact from the increase in crude oil prices, increase in city gas sales volume, etc.
<b>Operating profit</b>	+8.0	Increase in profit from overseas upstream projects (Australia, North America), etc.
<b>Extraordinary profit/loss</b>	+2.8	Forecast 2.8: (Extraordinary profit) Profit on sales of investment securities +2.8 Previous Forecast 0

(Unit: billion yen)

	Forecast	Previous Forecast	Change	%	FY2020 Result	Change	%
City gas sales volume (million m3, 45MJ)	12,382	12,276	106	0.9	12,990	-608	-4.7
Electricity sales volume (million kWh)	26,964	27,579	-615	-2.2	24,761	2,203	8.9
Net sales	1970.0	1,952.0	18.0	0.9	1,765.1	204.9	11.6
Operating expenses	1870.0	1,860.0	10.0	0.5	1,687.4	182.6	10.8
Operating profit	100.0	92.0	8.0	8.7	77.6	22.4	28.7
Segment profit (operating profit + equity income of subsidiaries)	103.7	94.8	8.9	9.4	79.1	24.6	31.0
Ordinary profit <sup>(1)</sup>	93.0	83.0	10.0	12.0	70.5	22.5	31.9
Extraordinary profit/loss	2.8	0	2.8	—	-4.3	7.1	—
Profit attributable to owners of parent	67.0	60.0	7.0	11.7	49.5	17.5	35.3
Temperature effect <sup>(2)</sup>	-3.1	-3.9	0.8	—	-5.4	2.3	—
Sliding time lag effect <sup>(3)</sup> (city gas + LNG sales)	-24.2 (-21.4+-2.8)	-24.8 (-22.4+-2.4)	0.6 (1.0+-0.4)	—	-12.1 (-12.0+-0.1)	-12.1 (-9.4+-2.7)	—
Amortization of actuarial differences <sup>(4)</sup>	11.1	11.1	0	—	0.8	10.3	—
Adjusted ordinary profit (1)-((2)+(3)+(4))	109.2	100.6	8.6	8.5	87.2	22.0	25.2

Economic framework	Forecast	Previous forecast	FY2020 results
Exchange rate (¥/\$)	109.91 (+0.03)	109.88	106.10
Crude oil price (\$/bbl)	70.15 (+4.67)	65.48	43.35
Avg. air temp (°C)	16.3 (-0.1)	16.4	16.5

\*3Q~\$70/bbl, ¥110/\$

Pension assets	FY2020	FY2019	FY2018
Investment yield (costs deducted)	4.94%	0.33%	1.65%
Discount rate	Annuity portion	0.264%	0.156%
	Lump-sum portion	0.075%	0.000%
Year-end assets (billion yen)	263.0	259.0	267.0

<Expected annual rate of return: 2%>

## City Gas sales volume:

### VS. Previous Forecast

**+106mil.m<sup>3</sup> (+0.9%)**

including temperature effect  
-1mil.m<sup>3</sup>, -0.0%

(Unit : mil. m<sup>3</sup>)

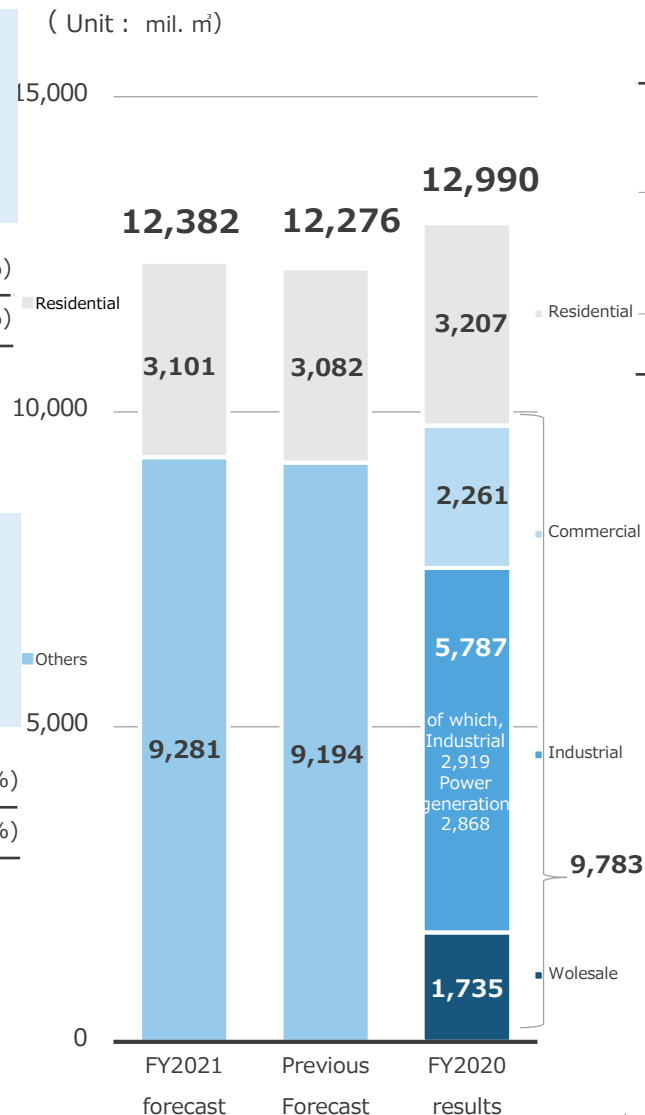
Residential	+19mil.m <sup>3</sup> (+0.6%)
Others	+87mil.m <sup>3</sup> (+0.9%)

### VS. FY2020 Results

**-608mil.m<sup>3</sup> (-4.7%)**

including temperature effect  
+41mil.m<sup>3</sup>, +0.3%

Residential	-106mil.m <sup>3</sup> (-3.3%)
Others	-502mil.m <sup>3</sup> (-5.1%)



## Number of customers(City Gas), LNG sales volume,Average temperature

	Forecast	Previous Forecast	Change	FY2020 Results	Change
Number of customers (meters) (10 thousands, meter) *1	1,221.3	1,221.3	0	1,208.3	+13.0 (+1.1%)
LNG sales volume (thousands t)	1,151	1,146	+5 (+0.5%)	1,103	+48 (+4.4%)
Average temperature (°C)	16.3	16.4	-0.1	16.5	-0.2

\*1. Including inactive meters and meters for gas supply from other retail companies

## Gas Sales Volume , Gas volume used in-house (Unit : million m<sup>3</sup>)

	Forecast	Previous Forecast	Change	FY2020 Results	Change
City gas sales volume (financial accounting basis)	12,382	12,276	+106 (+0.9%)	12,990	-608 (-4.7%)
Gas volume used in-house under tolling arrangement	2,492	3,009	-517 (-17.2%)	3,208	-716 (-22.3%)
LNG sales volume (m <sup>3</sup> basis)	1,439	1,432	+7 (+0.5%)	1,379	+60 (+4.4%)
Total	16,313	16,717	-404 (-2.4%)	17,577	-1,264 (-7.2%)

\*Each value is rounded.

## Electricity sales volume :

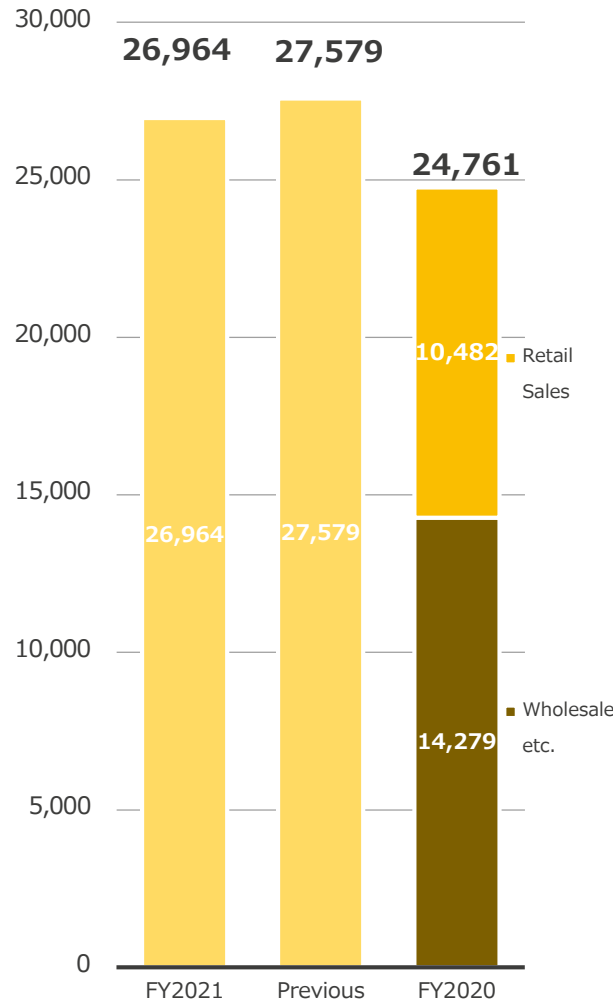
### VS. Previous Forecast

**-615mil. kWh  
(-2.2%)**

### VS. FY2020 Results

**+2,203mil. kWh  
(+8.9%)**

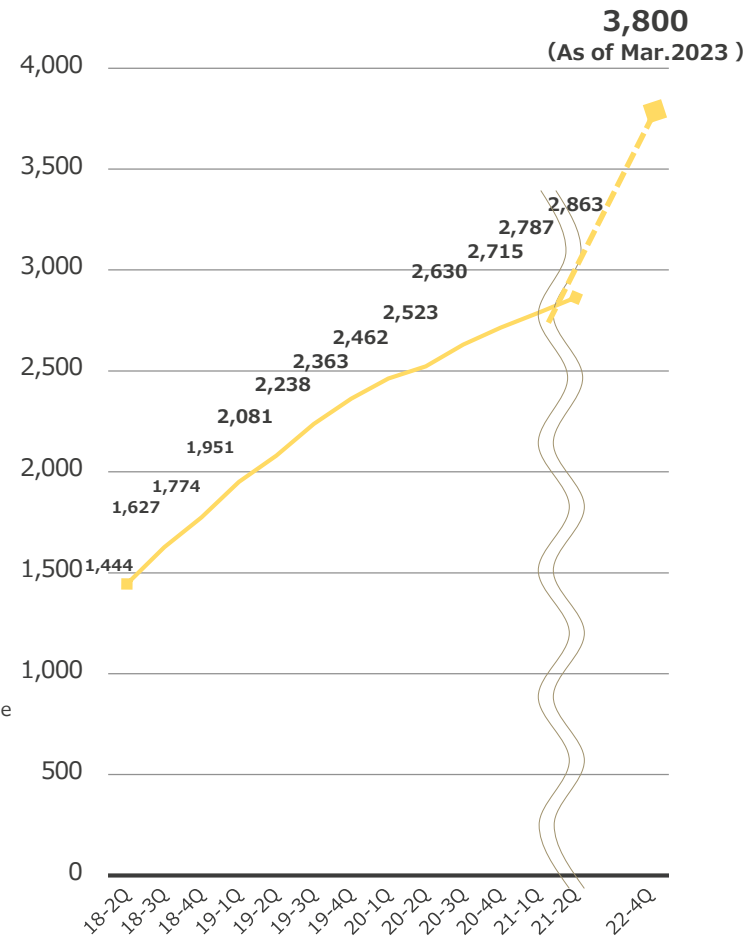
( Unit : mil. kWh )



\*Each value is rounded.

## New electricity retail customers won by Tokyo Gas

※Number of customers for electricity retail sales Cumulative (1,000s)

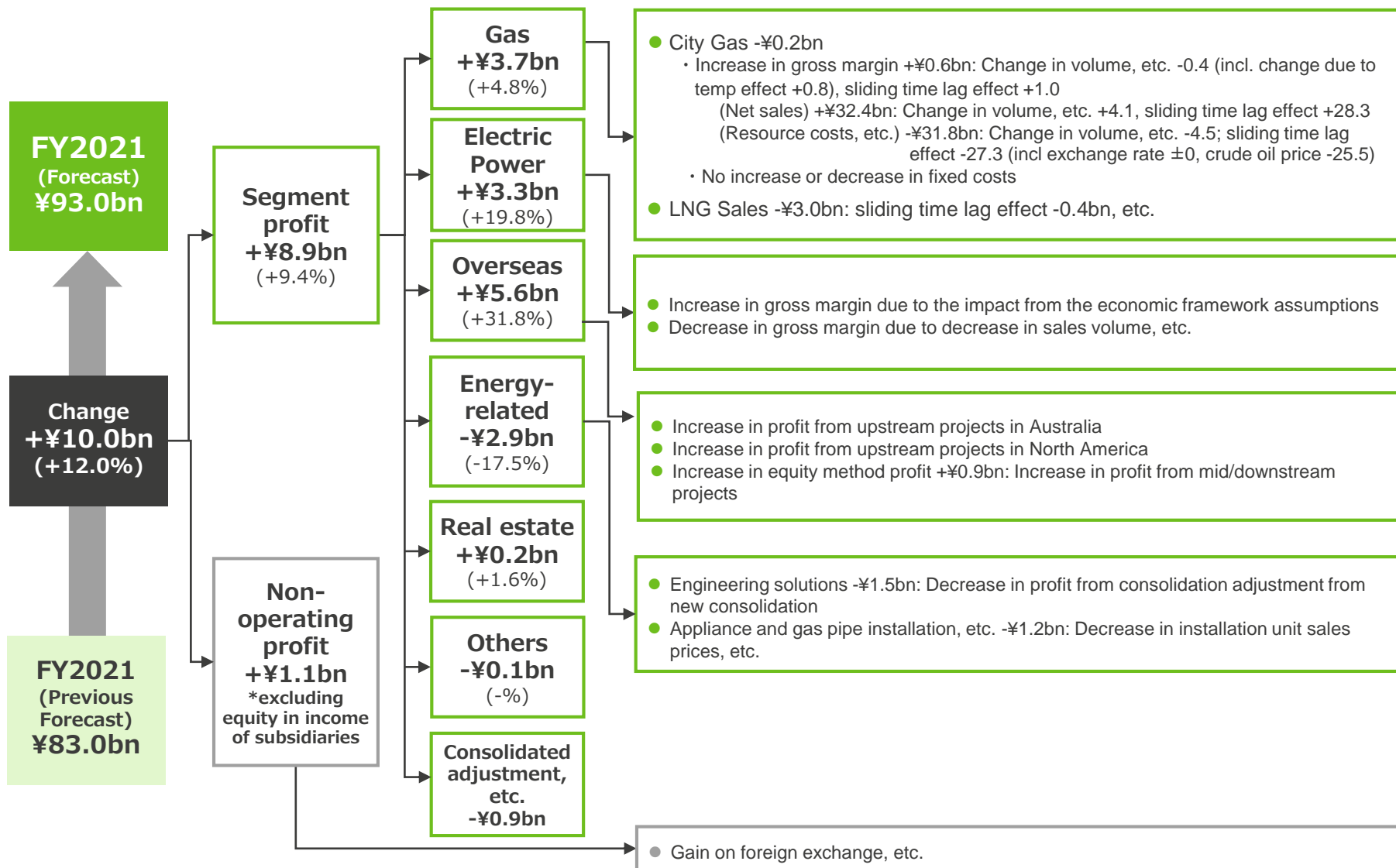


(unit : billion yen)

	Net sales				Segment Profit(Operating profit + Equity income/loss of subsidiary)			
	FY2021 Forecast	Previous Forecast	Change	%	FY2021 Forecast	Previous Forecast	Change	%
<b>Gas</b>	<b>1274.0</b>	1,261.5	12.5	1.0	<b>80.5</b>	76.8	3.7	4.8
(City gas)	<b>1065.0</b>	1,032.6	32.4	3.1	<b>70.4</b>	70.6	-0.2	-0.4
(LNG sales)	<b>164.2</b>	184.3	-20.1	-10.9	<b>-0.1</b>	2.9	-3.0	—
<b>Electric Power</b>	<b>429.9</b>	428.6	1.3	0.3	<b>20.0</b>	16.7	3.3	19.8
<b>Overseas business</b>	<b>81.6</b>	78.9	2.7	3.4	<b>23.2</b>	17.6	5.6	31.8
(equity income of subsidiaries)	—	—	—	—	<b>2.7</b>	1.8	0.9	—
<b>Energy-related</b>	<b>315.9</b>	335.6	-19.7	-5.9	<b>13.7</b>	16.6	-2.9	-17.5
(Engineering Solutions)	<b>125.0</b>	135.8	-10.8	-7.9	<b>2.6</b>	4.1	-1.5	-37.3
<b>Real estate</b> (including equity income of subsidiaries)	<b>56.5</b>	57.8	-1.3	-2.2	<b>12.9</b>	12.7	0.2	1.6
<b>Others</b> (including equity income of subsidiaries)	<b>102.3</b>	99.6	2.7	2.7	<b>-0.2</b>	-0.1	-0.1	—
<b>Adjustment</b>	<b>-290.3</b>	-310.0	19.7	—	<b>-46.4</b>	-45.5	-0.9	—
<b>Consolidated</b>	<b>1970.0</b>	1,952.0	18.0	0.9	<b>103.7</b>	94.8	8.9	9.4
(equity income of subsidiaries)	—	—	—	—	<b>3.7</b>	2.7	1.0	34.4

## Notes

- Net sales by business segments include internal transactions.
- “Gas” includes businesses in city gas, liquefied petroleum gas, industrial gas, LNG sales, trading, etc.. “Energy-related” includes businesses in engineering solutions, gas appliances sales, gas pipe installation, construction and credit, etc. “Others” includes businesses in information processing service and shipping, etc.
- The “Adjustment” to operating profit is primarily companywide expenses not allocated to individual segments.



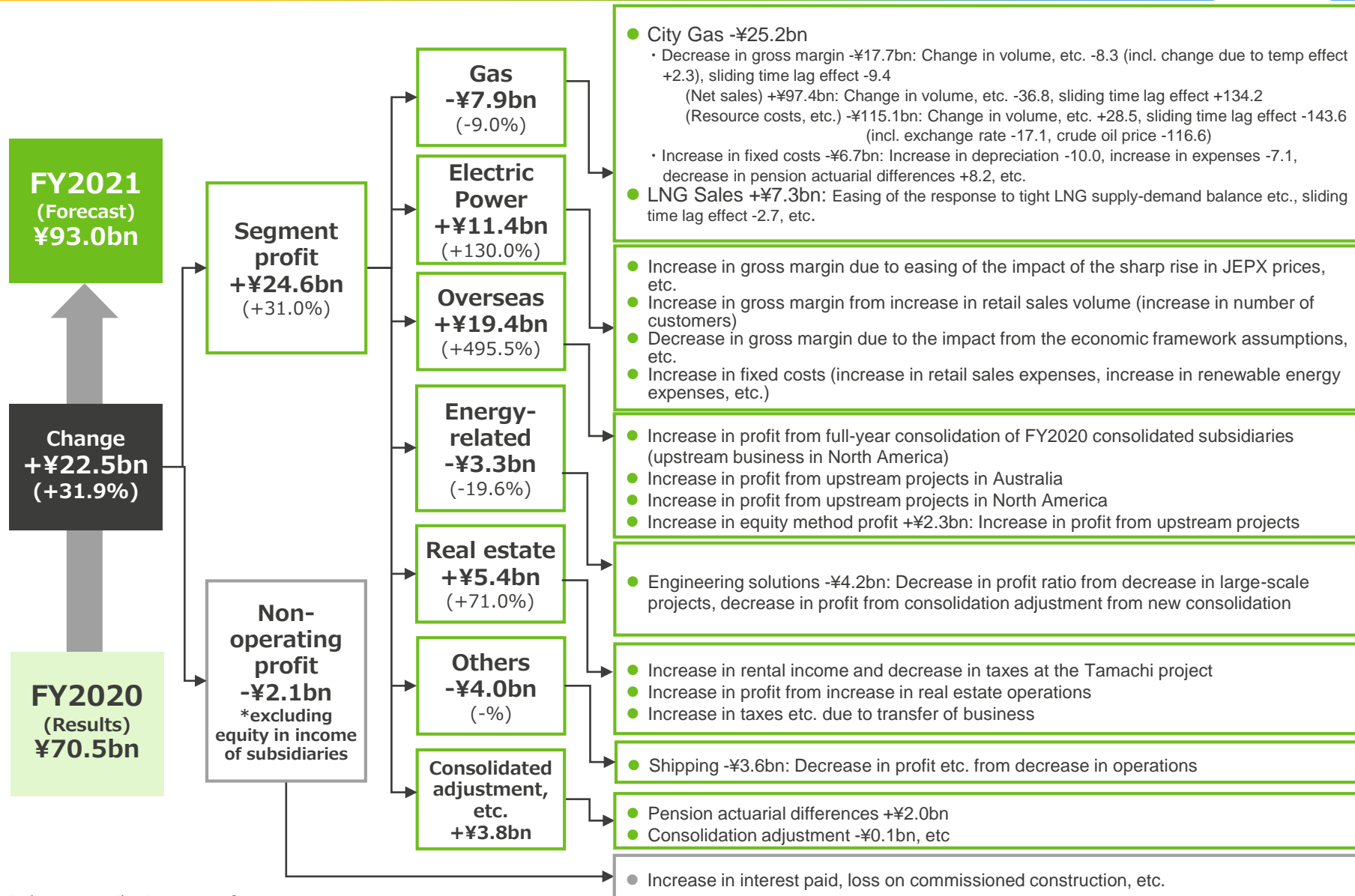
\* +/- indicate contributions to profit.

(unit : billion yen)

	Net sales				Segment Profit(Operating profit + Equity income/loss of subsidiary)			
	FY2021 Forecast	FY2020 Results	Change	%	FY2021 Forecast	FY2020 Results	Change	%
<b>Gas</b>	<b>1274.0</b>	1,146.7	127.3	11.1	<b>80.5</b>	88.4	-7.9	-9.0
(City gas)	<b>1065.0</b>	967.7	97.3	10.1	<b>70.4</b>	95.6	-25.2	-26.4
(LNG sales)	<b>164.2</b>	139.4	24.8	17.8	<b>-0.1</b>	-7.4	7.3	—
<b>Electric Power</b>	<b>429.9</b>	395.9	34.0	8.6	<b>20.0</b>	8.6	11.4	130.0
<b>Overseas business</b>	<b>81.6</b>	45.9	35.7	77.6	<b>23.2</b>	3.8	19.4	495.5
(equity income of subsidiaries)	—	—	—	—	<b>2.7</b>	0.4	2.3	456.4
<b>Energy-related</b>	<b>315.9</b>	339.4	-23.5	-6.9	<b>13.7</b>	17.0	-3.3	-19.6
(Engineering Solutions)	<b>125.0</b>	139.7	-14.7	-10.5	<b>2.6</b>	6.6	-4.0	-60.6
<b>Real estate</b> (including equity income of subsidiaries)	<b>56.5</b>	48.4	8.1	16.7	<b>12.9</b>	7.5	5.4	71.0
<b>Others</b> (including equity income of subsidiaries)	<b>102.3</b>	110.4	-8.1	-7.4	<b>-0.2</b>	3.8	-4.0	—
<b>Adjustment</b>	<b>-290.3</b>	-321.8	31.5	—	<b>-46.4</b>	-50.2	3.8	—
<b>Consolidated</b>	<b>1970.0</b>	1,765.1	204.9	11.6	<b>103.7</b>	79.1	24.6	31.0
(equity income of subsidiaries)	—	—	—	—	<b>3.7</b>	1.4	2.3	153.3

## Notes

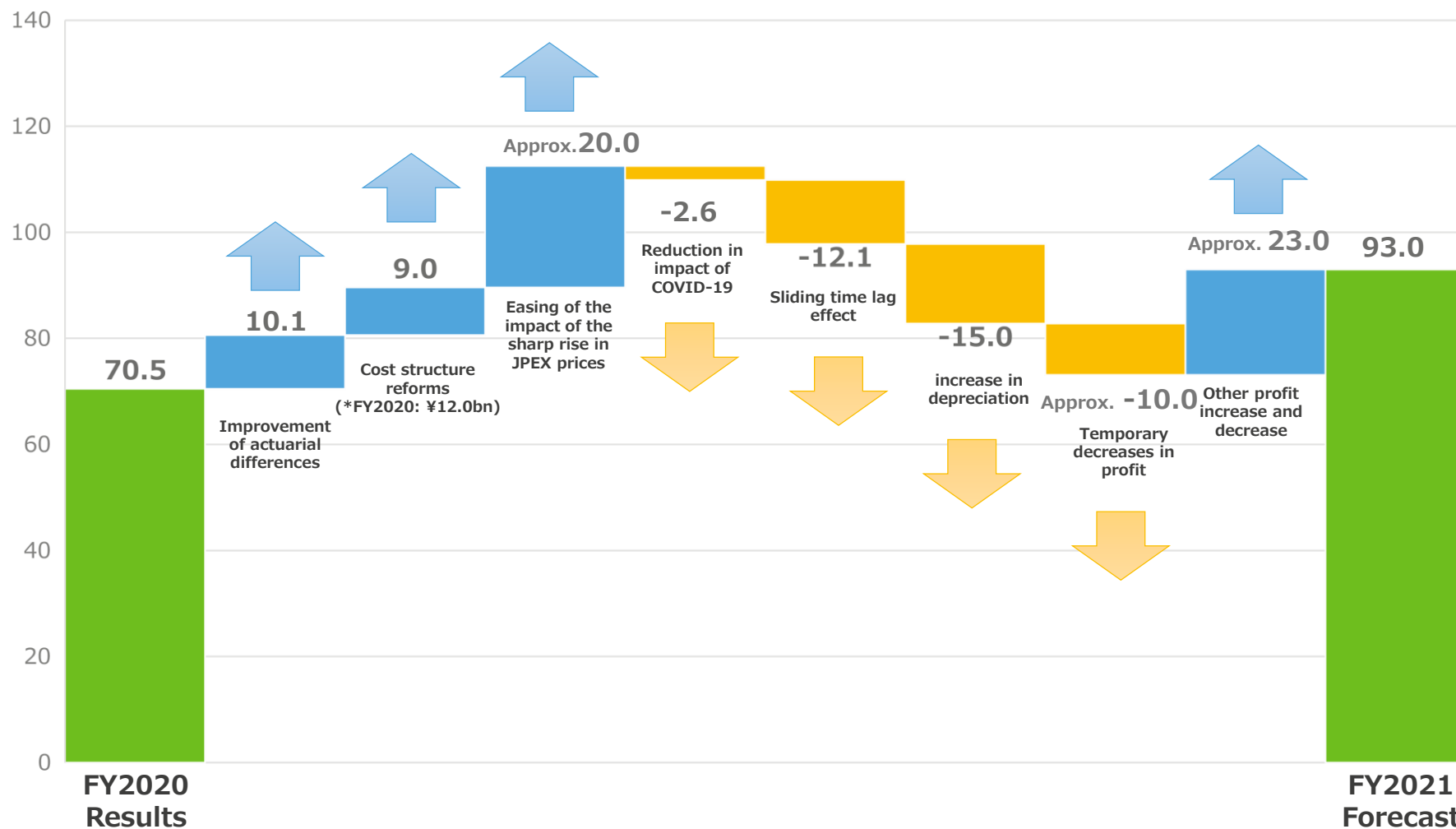
- Net sales by business segments include internal transactions.
- “Gas” includes businesses in city gas, liquefied petroleum gas, industrial gas, LNG sales, trading, etc.. “Energy-related” includes businesses in engineering solutions, gas appliances sales, gas pipe installation, construction and credit, etc. “Others” includes businesses in information processing service and shipping, etc.
- The “Adjustment” to operating profit is primarily companywide expenses not allocated to individual segments.



\*+/- indicate contributions to profit.

## Factors for Changes from FY2020 Ordinary profit

(+/- indicate impact on profit, billion yen)





# FY2021 Uses of Cash Flow (Capex , Investment and financing)

17

(Unit: billion yen)

	Forecast	Main Items	Previous Forecast	Change	%	FY2020 Results	Change	%
<b>Capital Expenditure</b>								
Gas	133.0	Production facilities : 8.9(-1.5) Other Production facilities, etc. Distribution facilities : 86.1(-1.1) New demand development, etc. Service and maintenance facilities : 37.9(+1.6) System related, etc.	134.0	-1.0	-0.8	149.0	-16.0	-10.8
Electric Power	14.9	Domestic renewable power etc.	13.5	1.4	10.2	14.5	0.4	2.9
Overseas	64.9	Upstream(Australia, North America), Global renewable power etc.	58.7	6.2	10.6	48.8	16.1	32.9
Energy-related	23.7	Energy Service(TGES) etc.	23.7	0	-0.3	15.5	8.2	52.4
Real Estate	11.9	Real estate leasing business, building renovations, etc.	18.4	-6.5	-35.1	17.3	-5.4	-31.0
Others	1.6		2.2	-0.6	-27.3	4.3	-2.7	-62.7
Adjustment	-4.2		-4.8	0.6	—	-3.3	-0.9	—
Sub Total	246.0		246.0	0	—	246.4	-0.4	-0.2
<b>Investment and Financing (before offset)</b>								
Gas	0		0	0	—	0	0	—
Electric Power	6.9	Domestic renewable power, investment in overseas electricity retail company etc.	6.9	0	—	60.1	-53.2	-88.5
Overseas	29.6	Upstream(Australia), Mid/Downstream(Asia), Global renewable power etc.	30.2	-0.6	-1.9	14.2	15.4	108.4
Energy-related	7.8	Engineering business (TGES) etc.	8.2	-0.4	-4.8	10.2	-2.4	-23.5
Real Estate	1.2		1.2	0	—	0.3	0.9	300.0
Others *1	72.6		71.9	0.7	0.9	0.5	72.1	—
Sub Total	118.4		118.4	0	—	85.3	33.1	38.8
<b>Capital Expenditure + Investments and Financing (before offset)</b>	<b>364.4</b>		<b>364.4</b>	<b>0</b>	<b>—</b>	<b>331.7</b>	<b>32.7</b>	<b>9.8</b>
<b>Collections Total</b>	<b>3.5</b>		<b>3.3</b>	<b>0.2</b>	<b>6.5</b>	<b>3.2</b>	<b>0.3</b>	<b>8.9</b>
<b>Capital Expenditure + Investments and Financing (after offset)</b>	<b>360.8</b>		<b>361.0</b>	<b>-0.2</b>	<b>-0.1</b>	<b>328.5</b>	<b>32.3</b>	<b>9.9</b>

(Unit: billion yen)

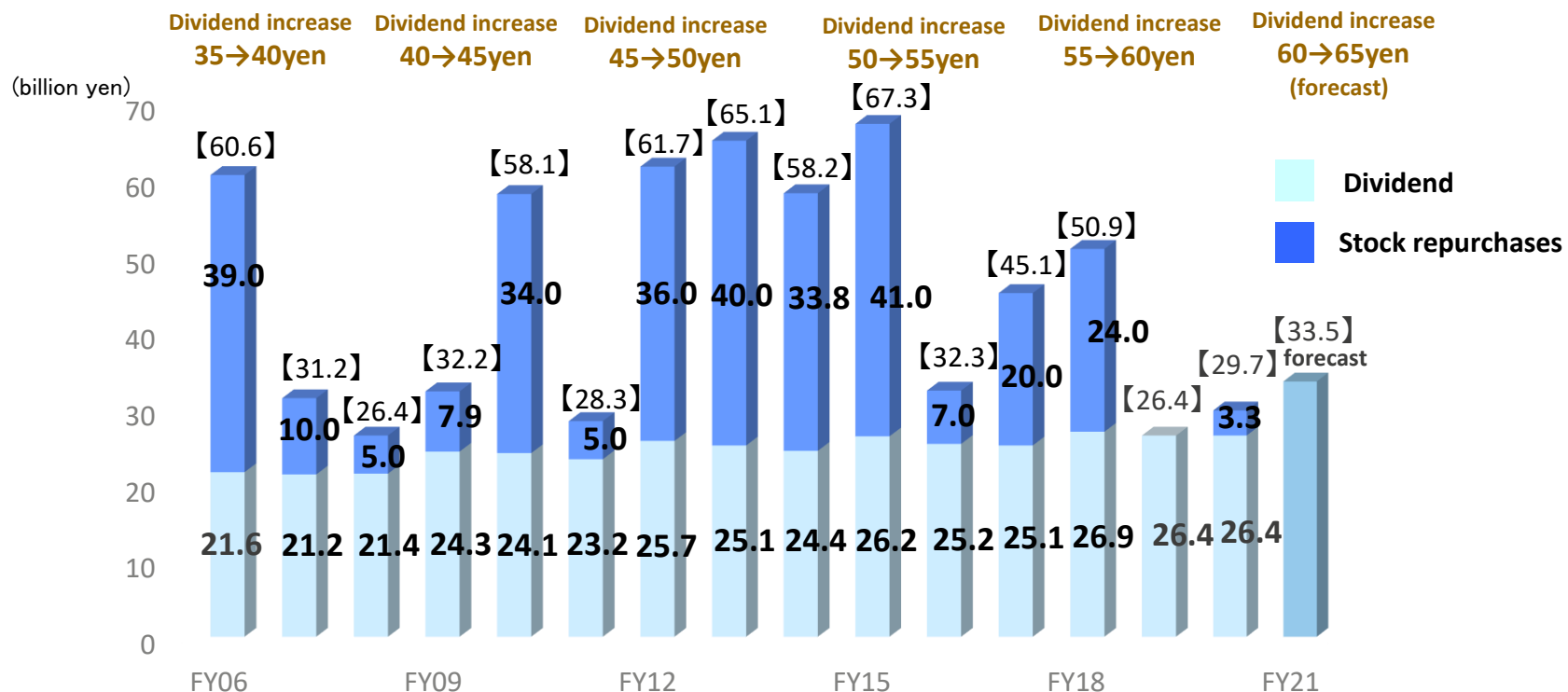
	FY2021 Forecast	FY2020 Results	FY2019 Results
Total assets (a)	2,920.0	2,738.3	2,539.9
Shareholders' equity (b)	1,209.0	1,153.8	1,147.7
Shareholders' equity ratio (b)/(a)	41.4%	42.1%	45.2%
Interest-bearing debt (c)	1,272.0	1,065.9	905.0
D/E ratio (c)/(b)	1.05	0.92	0.79
Profit attributable to owners of parents (d)	67.0	49.5	43.2
Profit per share (EPS, yen per share)	152.33	112.26	97.86
Depreciation (e)	195.0	179.8	169.8
Operating cash flow (d) + (e)	262.0	229.3	213.1
Capital Expenditure	246.0	246.4	227.0
Investment and Fainacing (before offset)	118.4	85.3	59.8
<b>Total</b>	364.4	331.7	286.8
ROA (d)/(a)	2.4%	1.9%	1.7%
ROE (d)/(b)	5.7%	4.3%	3.8%
WACC	2.4%	2.6%	2.7%
Total return ratio	—	60.1%	61.0%

Note: Shareholders' equity = Net assets – minority interests  
ROA = Net profit / Total assets (average of the amounts as of the end of the previous period and end of the current period)  
ROE = Net profit / Shareholders' equity (average of the amounts as of the end of the previous period and end of the current period)  
Balance sheet figures are as of the corresponding term-end  
Operating cash flow = Net profit + Depreciation (including depreciation of long-term prepaid expenses)  
Total return ratio = [FY-N dividends + FY-(N+1) treasury stock purchased] / FY-N consolidated net profit

- Items for WACC calculation (FY2021 forecast)
  - Cost of interest-bearing debt : actual interest rate (0.71%, after tax)
  - Cost rate for shareholders' equity
    - Risk free rate : 10-year JGB yield 0.02%
    - Market Risk premium : 5.5% β: 0.75

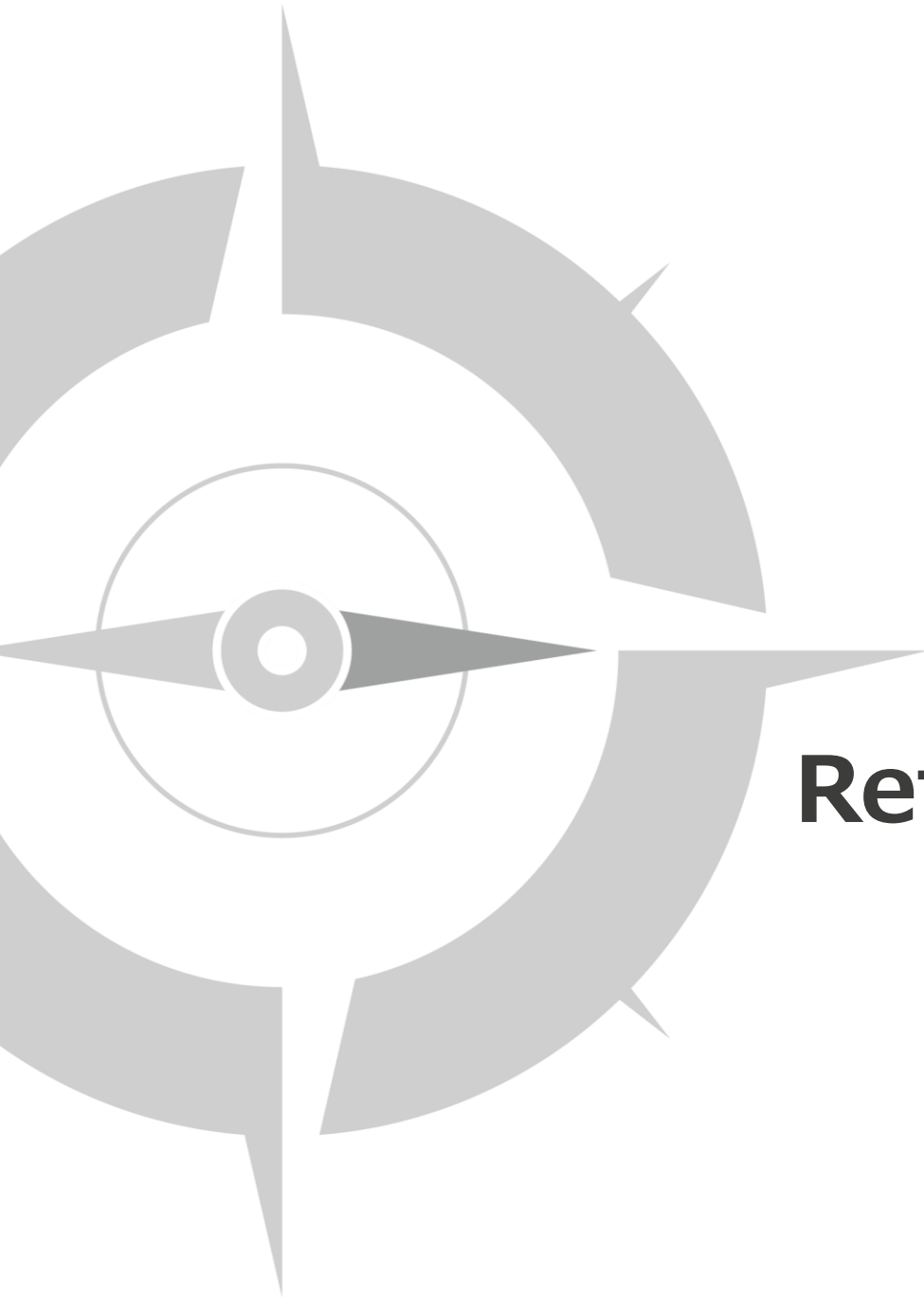
- Tokyo Gas has considered acquisition of treasury stock for retirement as one way of providing shareholder return in addition to dividends and set a target for total return ratio to shareholders (ratio of dividends on current consolidated net income and acquisition of own shares) of roughly 50% in each fiscal year up through FY 2022.
- Considering the performance trends, Tokyo Gas has revised the year-end dividend forecast for the year ended on March 31, 2022 up to ¥35 through increasing it by ¥5 per share (annual dividend will be ¥65 including 2Q-end dividend ¥30)

## Change in total return amount and dividend



Total return ratio(%)	(60.1)	(73.6)	(63.4)	(60.1)	(60.9)	(61.4)	(60.7)	(60.0)	(60.8)	(60.1)	(60.7)	(60.2)	(60.3)	(61.0)	(60.1)
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• As of October 1, 2017, the Company changed unit stock number from 1,000 shares to 100 shares, and carried out a share consolidation at a ratio of 5 common shares to 1.  
 • Dividend: Converted and displayed after a share consolidation



**03**



# Reference Materials

**Impact of rising JCC by \$1/bbl**

(Unit: billion yen)

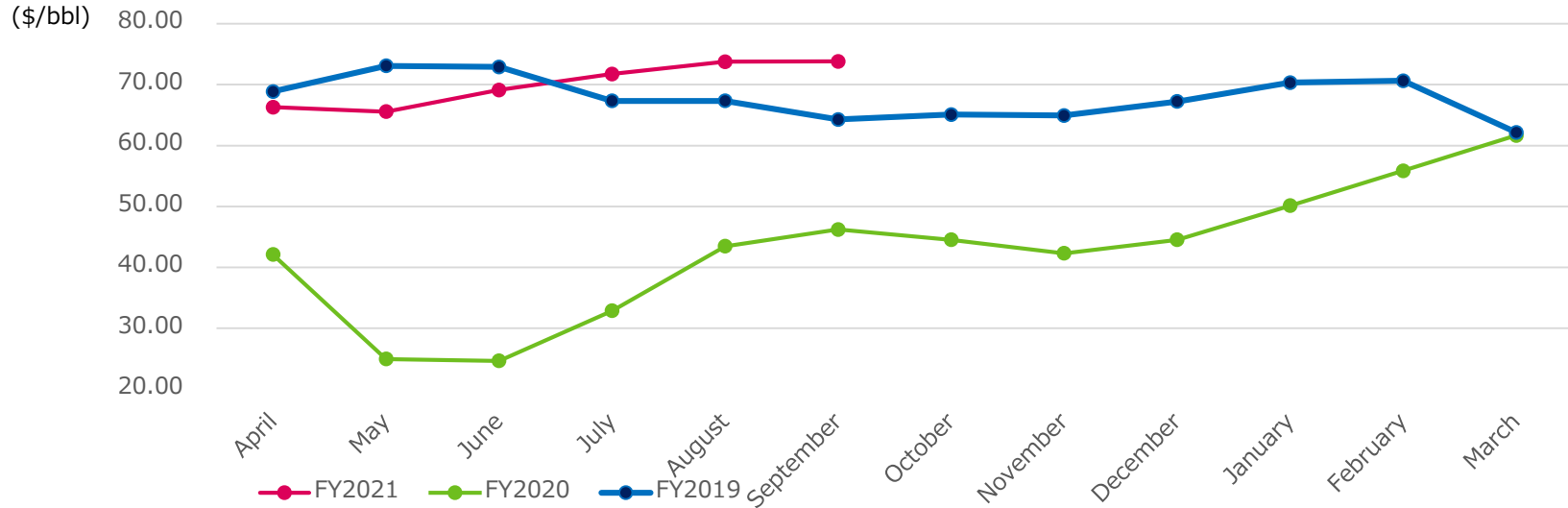
		Impact on earnings		
		3Q	4Q	Full year
Period	3Q	-0.1	-0.9	<b>-1.0</b>
	4Q	0	0	<b>0</b>
	Full year	<b>-0.1</b>	<b>-0.9</b>	<b>-1.0</b>

**Impact of depreciation by ¥1/\$**

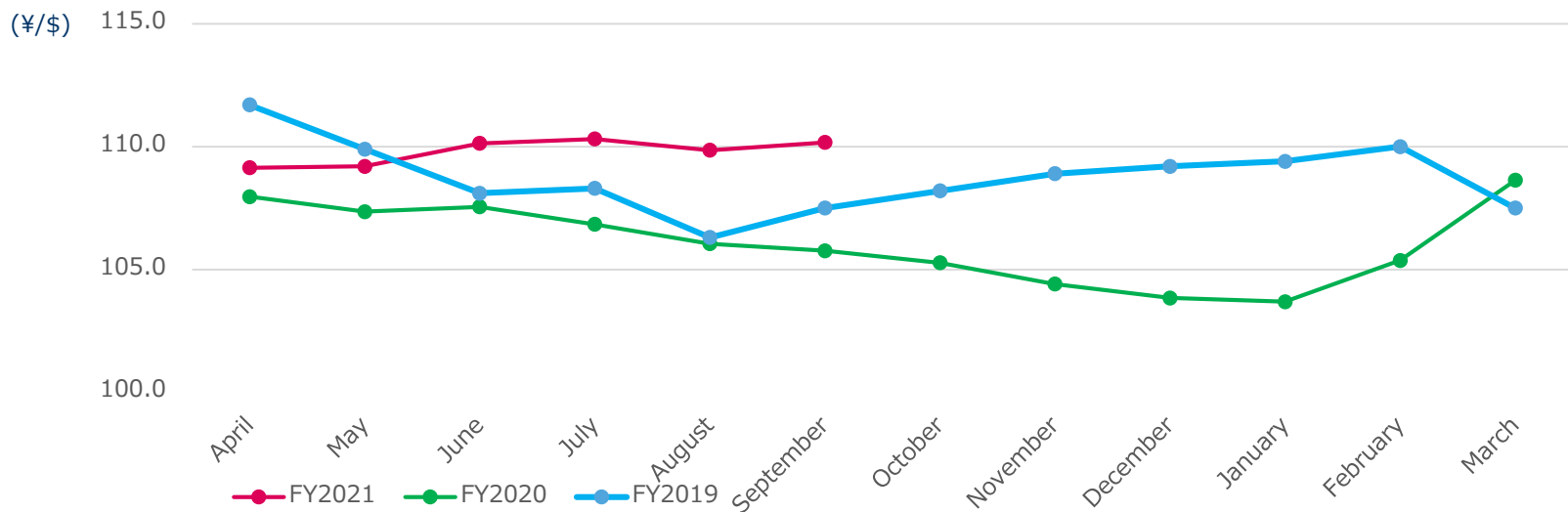
(Unit: billion yen)

		Impact on earnings		
		3Q	4Q	Full year
Period	3Q	-0.6	+0.6	<b>0</b>
	4Q	0	-0.9	<b>-0.9</b>
	Full year	<b>-0.6</b>	<b>-0.3</b>	<b>-0.9</b>

## Crude oil price (Japan Crude Cocktail Prices)



## Exchange rate



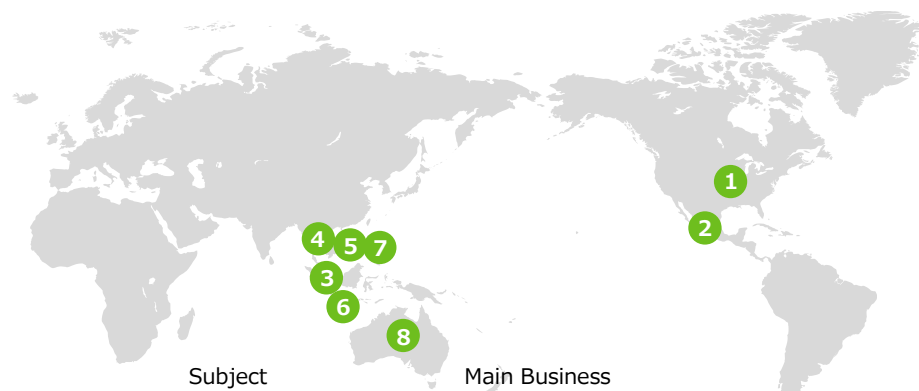
# Key Topics in FY2021 (Excerpted from Press Releases up to 28th October.)

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<b>Management Strategy (Including ESG)</b>	<ul style="list-style-type: none"> <li>• Notice regarding Partial Changes to Articles of Incorporation (Apr. 28)</li> <li>• Notice regarding Spin-off (Absorption-type Company Split) (Apr. 28)</li> <li>• Notice regarding Spin-off (Simplified Absorption-type Company Split) (May 19)</li> <li>• Notice on the Introduction of a Share-based Compensation Plan (Jun. 29)</li> <li>• Notice regarding determination of matters concerning share acquisitions under the share-based compensation plan (Jul. 28)</li> <li>• Notice regarding disposition of treasury shares by allocation to third parties with the introduction of the share-based compensation plan (Jul. 28)</li> </ul>
<b>Gas Electric Power (Including ESG)</b>	<ul style="list-style-type: none"> <li>• Acceleration of the Development of Kashima Port Offshore Wind Project (Apr. 5)</li> <li>• Tokyo Gas to participate in joint industry-academia research with Kyushu University toward the early implementation of Japanese offshore wind power generation (Apr. 19)</li> <li>• Tokyo Gas and Nippon Telegraph And Telephone East Corporation (NTT EAST) begin joint acceptance of applications for on-site examinations for objects buried under roads and road construction observation (Apr. 26)</li> <li>• Establishment of new low-voltage electricity rate plan "basic plan" (May 13)</li> <li>• Tokyo Gas launches substantially 100% renewable energy electricity rate plan "Sasutena Denki" (Jun. 3)</li> <li>• Receipt of Third-party Validation Report for Japan's First Carbon Neutral City Gas Plan (Jun. 15)</li> <li>• Implementation of sustainable urban development at KAWASAKI DELTA city block (Jun. 25)</li> <li>• Launch of Commercial Solar Power Operations Begins in Iwakuni, Yamaguchi Prefecture (Jul. 1)</li> <li>• Tokyo Gas to supply carbon-neutral city gas to the Tokyo 2020 Summer Olympics athletes' village (Jul. 13)</li> <li>• Establishment of Utsunomiya Light &amp; Power Co., Inc. (Jul. 13)</li> <li>• Tokyo Gas launches verification of residential demand-response (Jul. 20)</li> <li>• Launch of de-facto renewable energy electricity for the common areas of newly constructed condominium buildings (Sept. 13)</li> <li>• Acceleration of industry-academia joint research toward early realization of Japanese offshore wind power electricity generation (Sept. 30)</li> <li>• Transfer and acquisition of shares of Tokyo Gas Yokosuka Power Company, Ltd. (Sept. 30)</li> <li>• Introduction of Japan's largest-scale carbon-neutral city gas (Oct. 18)</li> <li>• Notice regarding joint implementation of the Sakaide biomass power generation project (Oct. 22)</li> </ul>
<b>Services (Including ESG)</b>	<ul style="list-style-type: none"> <li>◆ Engineering Solutions             <ul style="list-style-type: none"> <li>• Establishment of Tokyo Gas Nomura Real Estate Energy Co., Ltd. (Apr. 5)</li> <li>• Tokyo Gas receives consignment contract for owner-support and operations management works at biomass single-fuel combustion thermal power plant in Sendai City, Miyagi Prefecture (Apr. 7) *1</li> <li>• Implementation of verification project for upgrading solar power generation asset management operations (Apr. 26)*1</li> <li>• Commencement of verification of virtual power plant using ENE-Farm residential fuel cells and residential storage batteries group control (Jun. 8)</li> <li>• Launch of operations of 3,800kW solar power generation plant for in-house consumption at the Honda Kumamoto factory (Oct. 4) *1</li> <li>• Establishment of the Joint Venture with the PTT Group Company (Oct.5) *1</li> </ul> </li> <li>◆ Others             <ul style="list-style-type: none"> <li>• Tokyo Gas launches rental management support service "Mamo ROOM" (Apr. 8)</li> <li>• Tokyo Gas launches house cleaning service (May 11)</li> <li>• Tokyo Gas launches electricity outage countermeasures with solar power and storage batteries "Anshin W Denchi" (May 27)</li> <li>• Tokyo Gas forms capital and business alliance with Ubiden Inc. toward commercializing multiple dwelling building use EV charging services (Jun. 28)</li> <li>• Tokyo Gas reaches basic agreement with Japan Tobacco Group regarding acquisition of top domestic share software business (Jul. 8)</li> </ul> </li> </ul> <p style="text-align: right;">*1 Press releases issued by Tokyo Gas Engineering Solutions.</p>
<b>Overseas (Including ESG)</b>	<ul style="list-style-type: none"> <li>• Tokyo Gas to divest its share in MT Falcon Holdings (Sept.16)</li> </ul>
<b>Development of decarbonization technology (Including ESG)</b>	<ul style="list-style-type: none"> <li>• Tokyo Gas and SCREEN Agree to Jointly Develop a Water Electrolysis Cell Stack for Low-cost Green Hydrogen Production (May 26)</li> <li>• World's 1st! Commence Manufacturing of CO2-absorbing Concrete that Uses Exhaust Gas Emitted During the Use of City Gas Devices (Jul. 7)</li> <li>• Launch Methanation Verification Test in FY2021 (Jul.7)</li> <li>• Commencing hydrogen demonstration experiment using megawatt-class water electrolyser (Jul. 7)</li> <li>• Development of onsite CO2 recycling technology (sept.28)</li> <li>• Launch of industry-academia joint research toward technology verification of methanation using bioreactors (Oct. 13)</li> </ul>

<b>ESG</b>	<ul style="list-style-type: none"> <li>Additional special measures pertaining to gas and electricity bill payments in relation to the 2021 COVID-19 outbreak (Apr.23,May.12,Jun.14,Jul.15,Aug.23,Sept.16,Oct. 21)</li> <li>Publication of Tokyo Gas Group Sustainability Report 2021 (Aug. 31)</li> </ul>
<b>Finance and shareholder Returns</b>	<ul style="list-style-type: none"> <li>Notification of Resolution to Acquire of Treasury Shares (Apr. 28) , notice of share buyback (May 19) , notice of retirement of treasury stock (Jul. 28)</li> <li>Announcement of issue of the 67th, the 68th, the 69th and the 70th Domestic unsecured notes (Jul. 7)</li> <li>Revisions to the Shareholder-Return Policy (sept.29)</li> <li>Notice of Revision of Dividend Forecasts for the year ended on March 31,2022(Oct.28)</li> </ul>





Area	No	Country	Subject	Main Business	Participation year	
North America	①	U.S.A	Eagle Ford	Upstream	Shale gas	2016
			TG Natural Resources	Upstream	Shale gas	2017
			TGES America	Downstream	Energy Service	2015
			Birdsboro Power Plant	Downstream	Natural gas power	2017
			Aktina	Downstream	Solar power	2020
			Acario Ventures	Other	Open Innovation	2017
	②	Mexico	Bajio	Downstream	Natural gas power	2004
			MT Falcon	Downstream	Natural gas power	2010
			Heolios EnTG	Downstream	Renewable venture(Solar · wind power generation)	2019
Southeast Asia	③	Malaysia	GAS MALASIA Bhd.	Downstream	City gas	1992
			GAS MALASIA ENERGY ADVANCE Sdn.Bhd.	Downstream	Energy Service	2014
	④	Thailand	Bang bo	Downstream	Natural gas power	2016
			GWHAMT	Downstream	Gas Supply	2018
			One Bangkok	Downstream	District Cooling Solutions and power distribution	2020
	⑤	Vietnam	PVGD	Downstream	CNG Supply	2017
	⑥	Indonesia	PRA	Downstream	Gas Supply, Transfer	2017
			Super Energy	Downstream	Gas Supply, Transfer	2020
	⑦	Philippines	FGEN LNG	Downstream	Construction, operation and maintenance of the LNG terminal	2020
	Oceania	⑧	Australia	Darwin	Upstream	Production, liquefaction and sales of LNG
Pluto				Upstream	Production, liquefaction and sales of LNG	2008
Gorgon				Upstream	Production, liquefaction and sales of LNG	2009
Queensland Curtis				Upstream	Production, liquefaction and sales of LNG	2011
Ichthys				Upstream	Production, liquefaction and sales of LNG	2012



## < Cautionary Statement regarding Forward-looking Statements >

Statements made in this presentation with respect to Tokyo Gas's present plans, forecasts, 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, 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.