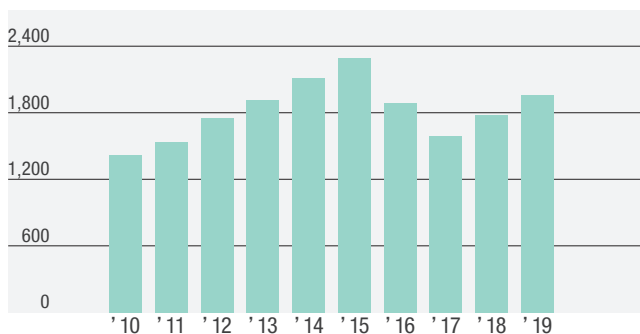


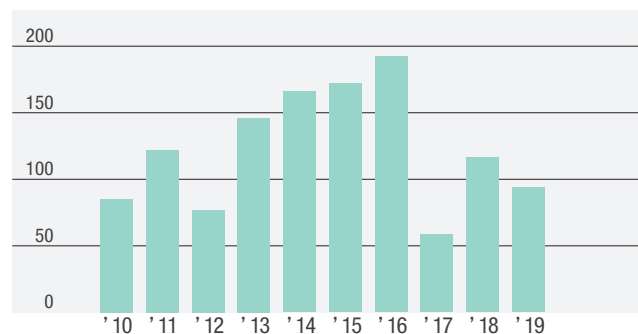
Financial Data <Profitability and Growth> 財務データ<収益性/成長性>

■ Consolidated 連結 *The raw data of non-consolidated can be downloaded from Tokyo Gas website.
*個別データは弊社ホームページよりダウンロードできます

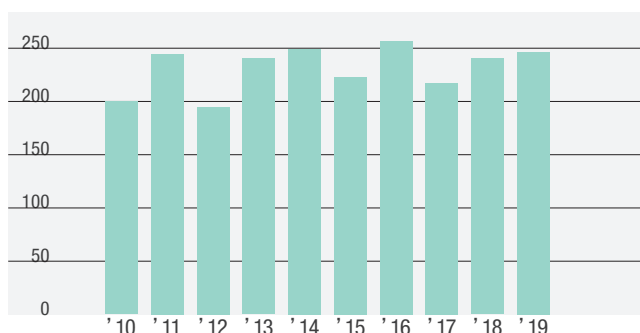
Net Sales (¥ billion) 売上高(十億円)



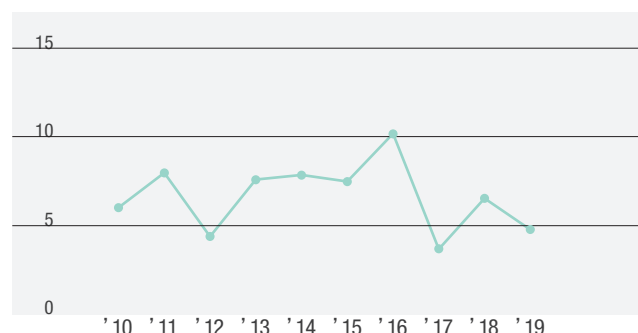
Operating Profit (¥ billion) 営業利益(十億円)



Operating Cash Flow (¥ billion) 営業キャッシュ・フロー(十億円)



Operating Profit Margin (%) 営業利益率(%)



For the years ended March 31	3月31日に終了した1年間	2010	2011
CONSOLIDATED	連結		
Net Sales (¥ million)	売上高(百万円)	1,415,718	1,535,242
Operating Profit (¥ million)	営業利益(百万円)	85,229	122,451
Ordinary Profit (¥ million)	経常利益(百万円)	83,519	121,548
Profit Attributable to Owners of Parent (¥ million)	親会社株主に帰属する当期純利益(百万円)	53,781	95,467
Operating Profit Margin (%)	営業利益率(%)	6.02	7.98
Ordinary Profit Margin (%)	経常利益率(%)	5.90	7.92
Return on Sales (%)	当期純利益率(%)	3.80	6.22
Operating Cash Flow (¥ million)	営業キャッシュ・フロー(百万円)	199,898	244,803
Free Cash Flow (¥ million)	フリーキャッシュ・フロー(百万円)	51,712	94,600

Operating Cash Flow = Profit Attributable to Owners of Parent + Amortization of Long-term Prepaid Expenses + Depreciation
Free Cash Flow = Profit Attributable to Owners of Parent + Amortization of Long-term Prepaid Expenses + Depreciation - Capital Expenditure
Adjusted Ordinary Profit prior to 40 FY2010 are not disclosed.

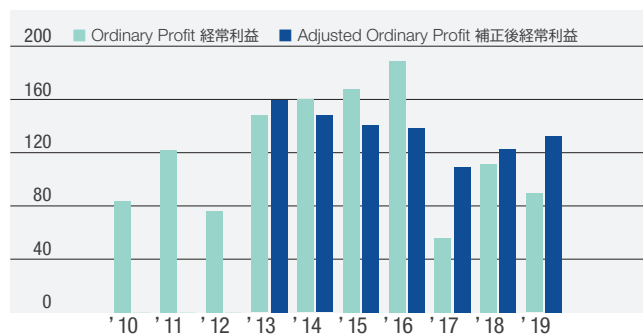
For the years ended March 31	3月31日に終了した1年間	2010	2011
CONSOLIDATED	連結		
REFERENCE	参考		
Temperature effect	気温影響	—	—
Sliding time lag effect	スライドタイムラグ	—	—
Amortization of actuarial differences*	年金数理差異償却額*	—	—
Adjusted Ordinary Profit	補正後経常利益	—	—
NON-CONSOLIDATED	個別		
REFERENCE	参考		
Sliding time lag effect	スライドタイムラグ	57	-292
Amortization of actuarial differences*	年金数理差異償却額*	320	-199

* Actual amortization amount based on investment yield of previous year
Temperature effect, Sliding time lag effect (consolidated), Amortization of actuarial differences (consolidated) and Adjusted Ordinary Profit (consolidated) prior to the fiscal year ended March 2012 are not disclosed.
Adjusted Ordinary Profit = Ordinary Profit - (Temperature effect + Sliding time lag effect + Amortization of actuarial differences)

For the years ended March 31	3月31日に終了した1年間	2010	2011
REFERENCE (Economic Frame)	参考(経済フレーム)		
Crude Oil Prices (\$/bbl)	原油価格(\$/bbl)	69.40	84.15
Exchange Rates (¥/\$)	対ドル為替レート(¥/\$)	92.89	85.74

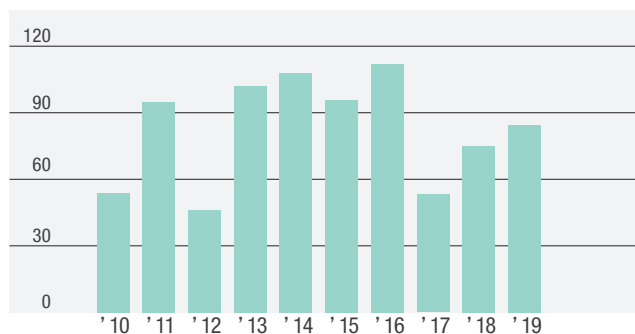
Ordinary Profit (¥ billion)

経常利益(十億円)



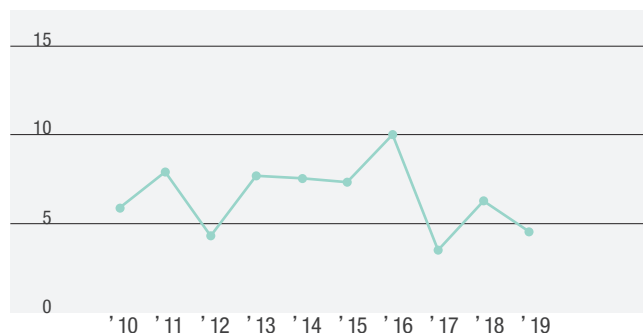
Profit Attributable to Owners of Parent (¥ million)

親会社株主に帰属する当期純利益(百万円)



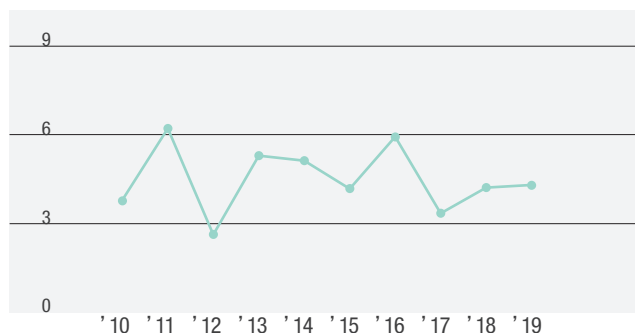
Ordinary Profit Margin (%)

経常利益率(%)



Return on Sales (%)

当期純利益率(%)



	2012	2013	2014	2015	2016	2017	2018	2019
Revenue	1,754,257	1,915,639	2,112,117	2,292,548	1,884,656	1,587,085	1,777,344	1,962,308
Operating Profit	77,075	145,633	166,044	171,753	192,008	58,365	116,302	93,704
Operating Profit Margin (%)	4.39	7.60	7.86	7.49	10.19	3.68	6.54	4.78
Profit Attributable to Owners of Parent	46,060	101,678	108,451	95,828	111,936	53,134	74,987	84,555
Profit Attributable to Owners of Parent Margin (%)	2.63	5.31	5.13	4.18	5.94	3.35	4.22	4.31
Free Cash Flow	194,565	240,448	248,831	237,680	257,122	217,439	240,328	246,436
Adjusted Free Cash Flow	48,152	56,651	827	13,084	25,089	14,081	31,583	22,655

営業キャッシュ・フロー＝当期純利益＋長期前払費用償却＋減価償却費
フリーキャッシュ・フロー＝当期純利益＋長期前払費用償却＋減価償却費－設備投資額

(¥100 million / 億円)

	2012	2013	2014	2015	2016	2017	2018	2019
Change in Goodwill	—	25	-25	-33	-166	-98	40	-134
Change in Intangible Assets	—	-124	164	278	692	-200	-203	-224
Change in Other Intangible Assets	—	44	22	-30	23	240	-77	46
Change in Other Assets	—	1,598	1,479	1,406	1,385	1,093	1,228	1,323
Change in Cash and Cash Equivalents	-473	-105	166	279	688	-200	-203	-224
Change in Debt	27	40	18	-34	19	235	-80	43

* 前期の運用に基づく償却額(実績)

2012年3月期以前の気温影響、連結スライドタイムラグ、年金数理差異償却額、補正後経常利益は非開示
補正後経常利益＝経常利益－(気温影響＋スライドタイムラグ＋年金数理差異償却額)

	2012	2013	2014	2015	2016	2017	2018	2019
Operating Profit Margin (%)	114.17	113.88	100.01	90.36	48.75	47.53	57.04	72.12
Return on Sales (%)	79.08	82.91	100.17	109.76	120.17	108.38	110.85	110.92