

Tokyo Gas and Saisan to form comprehensive alliance in a total energy business

Tokyo Gas

Tokyo Gas and Saisan today entered into a memorandum of understanding to form a comprehensive alliance in a total energy business.

1. Purpose of comprehensive alliance

We contribute to the value we provide to our customers' homes and businesses by offering energy service focusing on city gas and liquefied petroleum gas.

2. Future topics of discussion

- Construct an optimal business structure of “Tochigi Gas” and “Washinomiya Gas”.
- Business alliance in city gas business looking ahead to the full deregulation of gas retail market.
- Business alliance between Saisan and Tokyo Gas Liquid Holdings in liquefied petroleum gas business.

(Reference)

(1) Business domain of Tokyo Gas and Saisan

• Tokyo Gas

Capital	141.8 billion yen
Number of employee	7,973
Business domain	<ul style="list-style-type: none"> • Production, supply and sales of gas • Manufacture and sales of gas appliances, and related installation work • Construction work relating to gas • Energy services • Electric power
Business area	Tokyo, Kanagawa, Saitama, Chiba, Ibaraki, Gunma and Tochigi
Number of customer	11.090 million
Sales volume of city gas	15,231.95 million m ³

• Saisan

Capital	95 million yen
Net sales	58.954 billion yen
Number of employee	1,192
Business domain	<ul style="list-style-type: none"> • Supply and sales of gas energy • Energy saving ESCO business • Sales, design and construction of appliances related to high pressure gas. • Design and construction of liquefied petroleum gas • Design and construction of city gas etc. • Sales of petroleum products • Electricity business • Delivering water • Sales, design and construction of housing equipment
Business area	Tokyo, Saitama, Kanagawa, Chiba, Ibaraki, Gunma, Tochigi, Yamagata, Fukushima, Yamanashi, Nagano, Shizuoka, Niigata, Aichi, Mie and Gifu.
Sales volume of liquefied petroleum gas	0.35 million t

City gas subsidiaries (Number of customer)	<ul style="list-style-type: none"> • Atami Gas (19,430 customers) • Kinugawa Gas (1,859 customers) • Joban Kyodo Gas (17,622 customers) • Ina City Gas (1,182 customers)
Market share of electric power sales volume	Fifth position in Japan (low-voltage)
Overseas bases	Mongolia, Vietnam, Indonesia, Cambodia, Bangladesh and Australia

(2) Relationship between Tokyo Gas and Saisan

- Joint investment to Tokyo Gas First Energy
(Shareholders: Saisan 52.6%, Tokyo Gas 33.4%, Others 14.0%)
- Joint investment to Washinomiya Gas
(Shareholders: Tokyo Gas 60%, Saisan 40%)

(3) Business domain of Tochigi Gas, Washinomiya Gas and Tokyo Gas Liquid Holdings

• Tochigi Gas

Capital	60 million yen
Major shareholders	Tokyo Gas 70.5%, Others 29.5%
Number of employee	13
Business domain	<ul style="list-style-type: none"> • Production, supply and sales of gas • Sales of gas appliances and related installation work • Construction work related to gas
Business area	Part of Tochigi
Number of customer	3,745
Sales volume of city gas	4.25 million m ³

• Washinomiya Gas

Capital	70 million yen
Major shareholders	Tokyo Gas 60%, Saisan 40%
Number of employee	22
Business domain	<ul style="list-style-type: none"> • Production, supply and sales of gas • Sales of gas appliances and related installation work • Construction work related to gas
Business area	Part of Saitama
Number of customer	10,942
Sales volume of city gas	13.32 million m ³

• Tokyo Gas Liquid Holdings

Capital	10 million yen
Number of employee	3
Business domain	Holding company of Tokyo Gas Energy, Tokyo Gas Chemical and Japan Super Freeze
Shareholder	Tokyo Gas 100%
Sales volume of	0.36 million t