

July 29, 2019
Tokyo Gas Co., Ltd.

Main Q&As
Results Presentation for 1Q FY2019 Ended June 2019

Q1: What is your assessment of the number of electricity retail customers acquired in 1Q? Do you believe you can achieve your fiscal year-end goal of 2.4 million customers?

A1: The number of electricity retail customers is growing smoothly, owing in part to benefits from a campaign conducted through early April 2019. On the other hand, this year is the fourth year of since the start of deregulation of the electricity market. There is a smaller pool of customers that have not switched over to electricity. This is making it gradually more difficult to secure new customers. Consequently, we recognize that we need to accelerate the pace acquiring new customers to achieve our goal of 2.4 million customers.

Q2: You estimate city gas sales volume will decline 657 million m³ by the end of the fiscal year. Despite this, in 1Q city gas sales volume grew 227 million m³. Why were revisions not made to your forecast?

A2: In 1Q, sales volume was basically in line with forecasts although there were some fluctuations depending on customer segments. At this stage, we believe there is no need to revise our forecast for the end of the fiscal year.