

Reference Materials (FY2022 3Q)

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***Figures for the fiscal year ended March 31, 2022, represent figures after retroactive application and restatement following a change in accounting policies and changes in presentation, respectively.**

Reference Materials (FY2022 3Q)

1. <Consolidated> Financial Results

	<FY2022 3Q vs FY2021 3Q>				<FY2022 Forecast vs FY2021 Results>				<FY2022 Forecast vs Previous Forecast (Oct.)>				100 million yen	
	FY22 3Q	FY21 3Q	Change	Reference	FY22 Forecast	FY21	Change	Reference	Previous	Change	Reference			
Net sales	23,001	14,032	8,969	63.9%	Energy solution+Network +10,108, Overseas +657, Urban Development +29, etc.	33,770	21,548	12,222	56.7%	Energy solution +11,346, Overseas +735, Urban Development +45, etc.	32,730	1,040	3.2%	Energy solution +1,011, Network -15, Overseas -5, etc.
Operating profit	2,356	533	1,823	341.5%	Energy solution+Network +1,312, Overseas +417, Urban Development +5, etc.	3,310	1,275	2,035	159.6%	Energy solution+Network +1,493, Overseas +352, Decrease in unallocated corporate expenses due to segment changes +181, etc.	1,500	1,810	120.7%	Energy solution +1,894, Overseas -57, Network -36, etc.
Ordinary profit	2,382	621	1,761	283.6%	Increase in loss on derivatives, decrease in gain on foreign exchange, etc.	3,250	1,364	1,886	138.1%	Increase in equity income, decrease in gain on foreign exchange, etc.	1,600	1,650	103.1%	Increase in equity income, Increase in loss on foreign exchange, etc.
Profit attributable to owners of parent	1,680	460	1,220	264.7%	[FY22] Gain on sales of investment securities, Increase in profits due to transfer of business, Loss on valuation of investment securities [FY21] Gain on sales of investment securities	2,360	957	1,403	146.6%	[Forecast] Gain on sales of investment securities, Increase in profits due to transfer of business, Loss on valuation of investment securities [FY21] Gain on sales of investment securities, Gain on sales of non-current assets, Impairment loss, Loss on valuation of investment securities	1,180	1,180	100.0%	[Forecast] Gain on sales of investment securities, Increase in profits due to transfer of business, Loss on valuation of investment securities [FY21] Gain on sales of investment securities
Total assets(*1)	36,494	31,876	4,618	14.5%	Current assets +3,356 (Notes and accounts receivable - trade, and contract assets +1,821, Cash and deposits +1,274, Raw materials and supplies +605, etc.) Non-current assets +1,263 (Property, plant and equipment +289, Investments and other assets +719, etc.)	36,740	31,876	4,864	15.3%		35,400	1,340	3.8%	
Equity(*1)	14,567	12,517	2,050	16.4%	profit attributable to owners of parent +1,680, Foreign currency translation adjustment +897, Dividend payments -294, etc.	15,060	12,517	2,543	20.3%		13,900	1,160	8.3%	
Equity ratio(*1) (%)	39.9%	39.3%	0.6%	-	Went up because an increase in equity (+16.4%) was bigger than that in total assets (+14.5%)	41.0%	39.3%	1.7%	-		39.3%	1.7%	-	
Factoring in hybrid bonds/loan (%)	-	-	-	-		42.1%	-	-	-		-	-	-	
Total assets turnover(*2) (times)	0.67	0.47	0.20	-		0.98	0.73	0.25	-		0.97	0.01	-	
ROA(*2) (%)	-	-	-	-		6.9%	3.2%	3.7%	-		3.5%	3.4%	-	
ROE(*2) (%)	-	-	-	-		17.1%	8.0%	9.1%	-		8.9%	8.2%	-	
Interest-bearing debt(*1)	13,667	12,205	1,462	12.0%	Tokyo Gas +1,175	12,600	12,205	395	3.2%		13,290	-690	-5.2%	
Hybrid bond/loan component	-	-	-	-		833	-	-	-		-	-	-	
D/E ratio	-	-	-	-		0.84	0.98	-0.14	-		0.96	-0.12	-	
Factoring in hybrid bonds/loans	-	-	-	-		0.79	-	-	-		-	-	-	
Profit attributable to owners of parent	1,680	460	1,220	264.7%		2,360	957	1,403	146.6%		1,180	1,180	100.0%	
Depreciation(*3-4)	1,535	1,482	53	3.6%		2,020	2,009	11	0.5%		2,020	0	-	
Operating cash flow(*5)	3,216	1,943	1,273	65.5%		4,380	2,966	1,414	47.6%		3,200	1,180	36.9%	
Capital expenditure(*3)	1,420	1,326	94	7.1%	Tokyo Gas -560, Consolidated subsidiaries +655	2,260	2,072	188	9.1%		2,670	-410	-15.4%	
Investments and Financing(after offset)	116	181	-65	-35.7%		856	182	674	369.7%		878	-22	-2.5%	
WACC (%)	-	-	-	-		2.2%	2.3%	-0.1%	-		2.2%	0.0%	-	
EPS (¥/share)	386.93	104.81	282.12	269.2%	Went up due to increase in profit attributable to owners of parent (+1,220)	543.54	217.67	325.87	149.7%		271.77	271.77	100.0%	
BPS(*1) (¥/share)	3,361.07	2,696.24	664.84	24.7%		3,474.67	2,847.88	626.79	22.0%		3,207.01	267.66	8.3%	
Total return ratio(*6)	-	-	-	-		approximately 50%	46.6%(*7)	-	-		approximately 50%	-	-	

(*1)Figures in B/S items for FY21 are the figures as of the end of FY21 (end of March 2022)

(*2)The calculation of total assets turnover, ROA, and ROE are based upon average Total assets and Shareholders' equity in each period.

(*3)Amounts for capital expenditure and depreciation are after offsetting of internal transactions.

(*4)Depreciation includes amortization of long-term prepaid expenses.

(*5)Operating cash flow is calculated using the simplified accounting treatment of "Net profit attributable to the parent + Depreciation and amortization."(simplified accounting treatment; differs from amount in Consolidated Statement of Cash Flows)

(*6)FYn Total return ratio = ((FYn total annual dividend) + (FYn +1 stock repurchases)) / (FYn profit attributable to owners of the parent)

(*7)The Total return ratio for FY21 based on the profit attributable to owners of parent prior to the retrospective application (as of April earnings announcement) is 50.2%.

2. <Consolidated> Main Consolidated Subsidiaries Results (FY2022 3Q vs FY2021 3Q)

100 million yen

Segment	Company name	Net sales				Reference	Operating profit				Reference
		FY22 3Q	FY21 3Q	Change			FY22 3Q	FY21 3Q	Change		
Energy & Solution seg. and Other	Tokyo Gas Co.,Ltd.	20,882	12,347	8,535	69.1%		1,623	-35	1,658	-	
Energy & Solution seg.	Tokyo Gas Engineering Solutions Group(*1, 2)	1,570	1,152	418	36.3%	Increase in sales due to higher unit sales prices in energy service business, etc.	72	54	18	31.9%	Increase in profit due to increase in sales
Overseas seg.	TG Australia Group(*1)	766	353	413	116.8%	(TG Pluto) Increase in sales due to increase in unit sales prices (TG Gorgon) Increase in sales due to increase in unit sales prices, etc.	454	155	299	191.9%	Increase in profit due to increase in sales
Overseas seg.	TG America Group(*1)	576	345	231	67.0%	(TG NR) Increase in sales due to increase in unit sales prices, etc.	232	98	134	135.1%	Increase in profit due to increase in sales
Other		7,658	4,023	3,635	90.3%	Increase in sales due to the spin-off of the network business, etc.	116	299	-183	-60.9%	Impact of the spin-off of the network business, etc.
Consolidated subsidiaries total		10,572	5,875	4,697	79.9%		875	608	267	43.9%	
Consolidated total		23,001	14,032	8,969	63.9%		2,356	533	1,823	341.5%	

(*1)Consolidated figures are simple sums before elimination of intra-company transactions.

(*2)Figures after absorption-type merger associated with organizational realignment

3. <Non-consolidated> Financial Data

<FY2022 3Q vs FY2021 3Q>

100 million yen

	FY22 3Q	FY21 3Q	Change		Reference
Gas Sales(*)	11,102	6,844	4,258	62.2%	Volume/composition, etc. +49, Sliding time lag effect +4,209
Gas raw materials and supplies	7,192	4,090	3,102	75.8%	Volume/composition, etc. -43, Sliding time lag effect +3,145 (Foreign exchange +1,019, Oil price +1,688, etc.)
Gas gross profit	3,910	2,754	1,156	42.0%	Volume/composition, etc. +92, Sliding time lag effect +1,064
Personnel expenses(*)	331	454	-123	-27.1%	Decrease due to the spin-off of the network business
General expenses(*)	2,624	1,845	779	42.2%	Wheeling fee due to the spin-off of the network business, etc.
Depreciation(*)	255	1,013	-758	-74.8%	Decrease due to the spin-off of the network business

<FY2022 Forecast vs FY2021 Results>

100 million yen

	FY22 Forecast	FY21	Change		Reference
Gas Sales(*)	16,165	10,831	5,334	49.2%	Volume/composition, etc. -370, Sliding time lag effect +5,704
Gas raw materials and supplies	10,606	6,482	4,124	63.6%	Volume/composition, etc. -221, Sliding time lag effect +4,345 (Foreign exchange +1,462, Oil price +2,245, etc.)
Gas gross profit	5,559	4,349	1,210	27.8%	Volume/composition, etc. -149, Sliding time lag effect +1,359
Personnel expenses(*)	409	625	-216	-34.6%	Decrease due to the spin-off of the network business
General expenses(*)	3,804	2,633	1,171	44.5%	Wheeling fee due to the spin-off of the network business, etc.
Depreciation(*)	346	1,374	-1,028	-74.8%	Decrease due to the spin-off of the network business

<FY2022 Forecast vs Previous Forecast (Oct.)>

100 million yen

	FY22 Forecast	Previous	Change		Reference
Gas Sales(*)	16,165	15,760	405	2.6%	Volume/composition, etc. -97, Sliding time lag effect +502
Gas raw materials and supplies	10,606	11,261	-655	-5.8%	Volume/composition, etc. -22, Sliding time lag effect -633 (Foreign exchange +21, Oil price -20, etc.)
Gas gross profit	5,559	4,499	1,060	23.6%	Volume/composition, etc. -75, Sliding time lag effect +1,135
Personnel expenses(*)	409	379	30	7.9%	
General expenses(*)	3,804	3,804	0	-	
Depreciation(*)	346	349	-3	-0.9%	

(*)Figures for FY22 3Q and FY22 Forecast are the figures after the spin-off of the network business.

4. <Non-consolidated> Impact of Sliding Time Lag

	FY22 3Q	FY21 3Q	Change
Impact of Sliding Time Lag(*)			
Revenue from sliding system	3,916	-293	4,209
Increase in gas raw materials and supplies	3,092	-53	3,145
Change	824	-240	1,064

	FY22 Forecast	FY21	Change
Impact of Sliding Time Lag(*)			
Revenue from sliding system	6,123	419	5,704
Increase in gas raw materials and supplies	4,753	408	4,345
Change	1,370	11	1,359

	FY22 Forecast	Previous	Change
Impact of Sliding Time Lag(*)			
Revenue from sliding system	6,123	5,621	502
Increase in gas raw materials and supplies	4,753	5,386	-633
Change	1,370	235	1,135

(*)Change from standard average resource cost

5. <Non-consolidated> Analysis of Gas Gross Profit

	Change(FY22 3Q vs FY21 3Q)					Change(FY22 Forecast vs FY21 Results)					Change(FY22 Forecast vs Previous Forecast (Oct.))				
	Volume, etc.	(Breakdown)		Unit price	Total	Volume, etc.	(Breakdown)		Unit price	Total	Volume, etc.	(Breakdown)		Unit price	Total
Gas Sales	49	Temp. effect	36	4,209	4,209	-370	Temp. effect	-3	5,704	5,704	-97	Temp. effect	-24	502	502
		Other	13	0	4,258		Other	-367	0	5,334		Other	-73	0	405
Gas raw materials and supplies	-43	Temp. effect	24	3,145	3,102	-221	Temp. effect	2	4,345	4,124	-22	Temp. effect	-12	-633	-655
		Other	-67	1,688			Other	-223	2,245			Other	-10	-20	
				1,019				(exchange rate)	1,462				(exchange rate)	21	
Gas gross profit	92	Temp. effect	12	1,064	1,156	-149	Temp. effect	-5	1,359	1,210	-75	Temp. effect	-12	1,135	1,060
		Other	80	0			Other	-144	0			Other	-63	0	

6. <Assumptions> Oil Price and Currency Forecasts, and their Impacts on Gross Profit

			FY22 Forecast		
			1-3Q	4Q	Full-year
FY22 Forecast (Jan.)	JCC	\$/bbl	107.87	90.00	103.40
	EX Rate	¥/\$	136.50	140.00	137.38
			FY22 Previous Forecast (Oct.)		
FY22 Previous Forecast (Oct.)	JCC	\$/bbl	111.92	100.00	105.96
	EX Rate	¥/\$	134.03	140.00	137.02

(2) Gross Profit Sensitivity <Non-consolidated>

■ Gross Profit Sensitivity to Changes in Oil Price 100 million yen

	4Q	Full-year
Gas sales	0	0
Gas raw materials and supplies	0	0
Gas gross profit	0	0

■ Gross Profit Sensitivity to Changes in EX Ra 100 million yen

	4Q	Full-year
Gas sales	4	4
Gas raw materials and supplies	15	15
Gas gross profit	-11	-11

< Cautionary Statement regarding Forward-looking Statements >

Statements made in this presentation with respect to Tokyo Gas's present plans, forecasts, strategies, and other information herein that are not expressions of historical fact are forward-looking statements about the future performance of the Company. The Company's actual performance may greatly differ from these projections due to critical factors which include 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.