

# Changes in Energy Market and Strategy of Tokyo Gas

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KOJI YOSHIZAKI

Energy Resources Planning Sect., Gas Resources Dept.  
Tokyo Gas Co., Ltd.



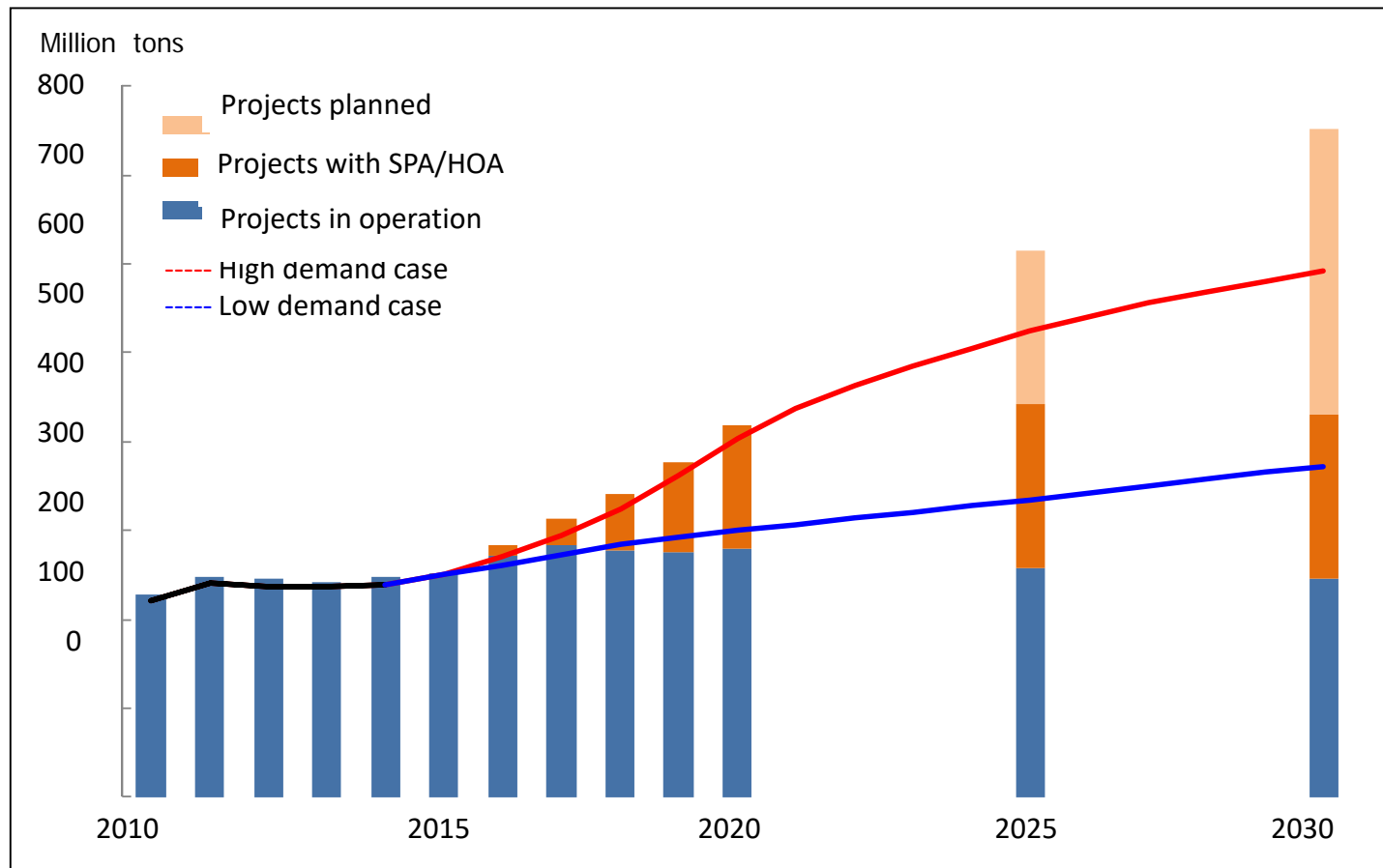
# About Tokyo Gas (as of 3/31/2016)

· Established	October 1, 1885
· Number of Customers	11.4 million
· Gas Sales Volume	15.4 billion m <sup>3</sup>
· Total Pipeline Length	62,500 km
· Net Sales (Consolidated)	JPY1,885 billion (\$17.1 billion*)
· Net Profit (Consolidated)	JPY112 billion (\$1.02 billion*)
· LNG Import Volume	13.9 million tons
· LNG Receiving Terminals	4 in operation (3,730,000 kL)

\* JPY110/\$

# Global LNG supply and demand forecast

Given the wave of new LNG projects from Australia and the US, over-supply situation will continue well beyond 2020.

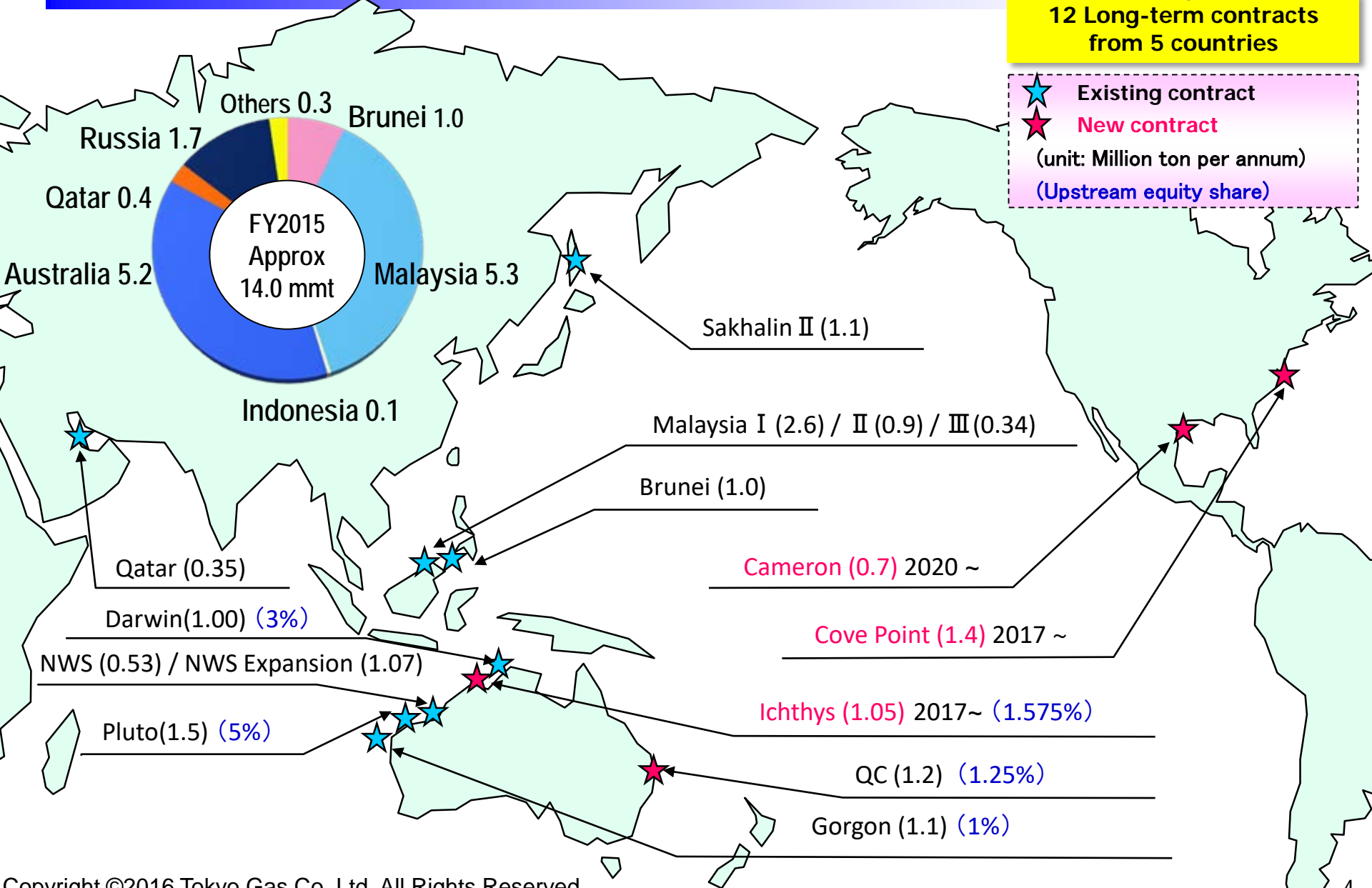


Source: The Institute of Energy Economic Japan

# LNG contracts and upstream investments of Tokyo Gas

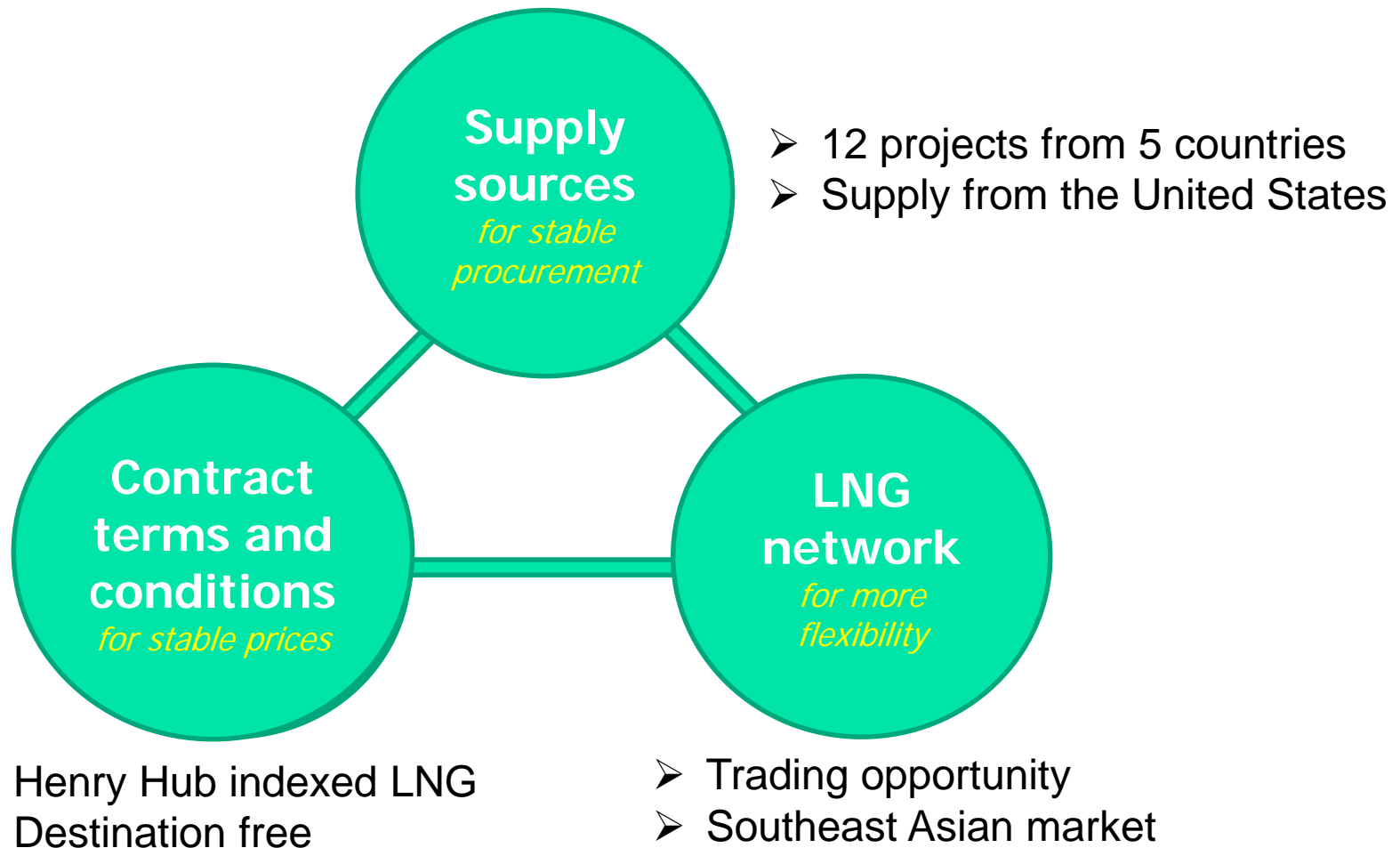
12 Long-term contracts from 5 countries

★ Existing contract  
★ New contract  
 (unit: Million ton per annum)  
 (Upstream equity share)

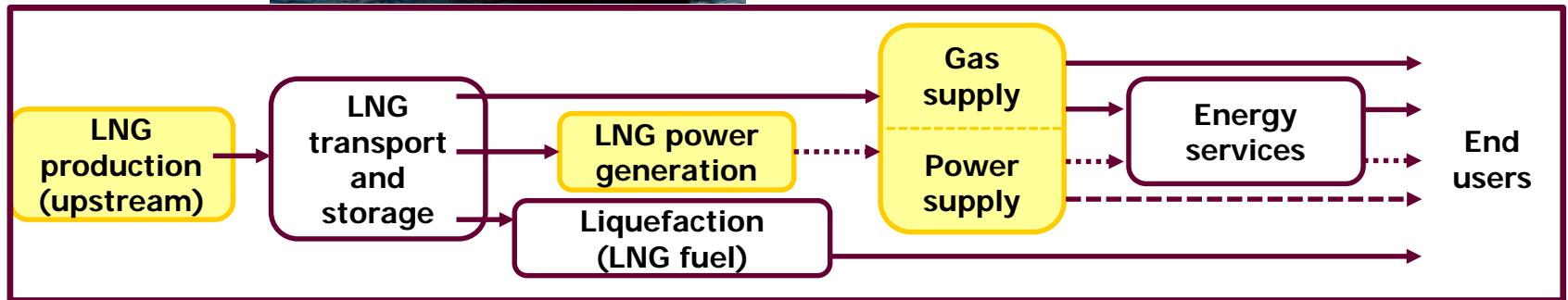


# LNG procurement strategy

To achieve stable and affordable LNG procurement, Tokyo Gas will further promote three diversifications as well as strengthening and expanding the cooperation with domestic and foreign LNG players.



# Expanding LNG Value Chain from Japan to other countries

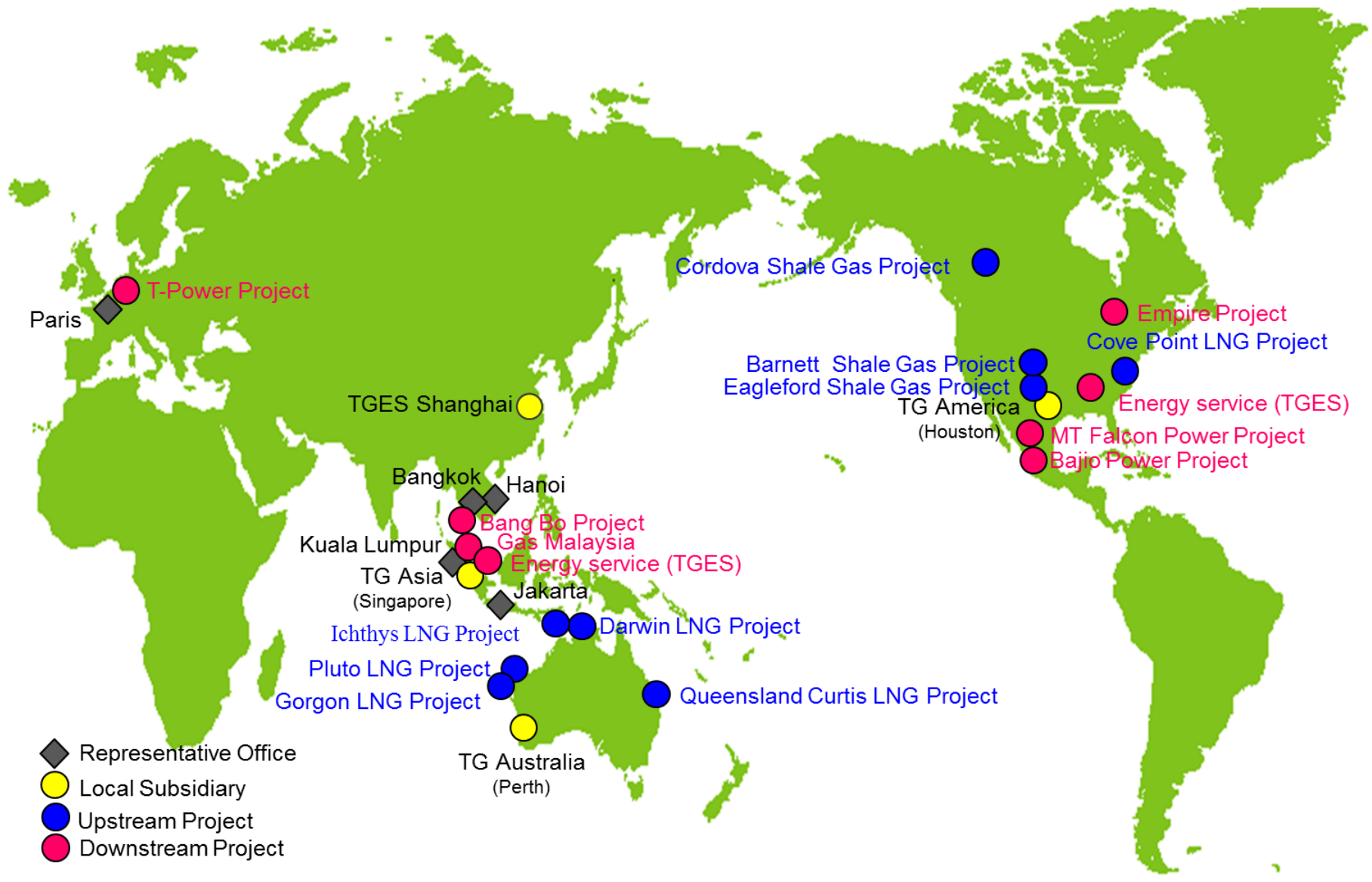


LNG satellite terminal





# World-wide businesses and offices





# Strengthening strategic alliances and expanding offices in Asia



KOGAS (Sep 2014)



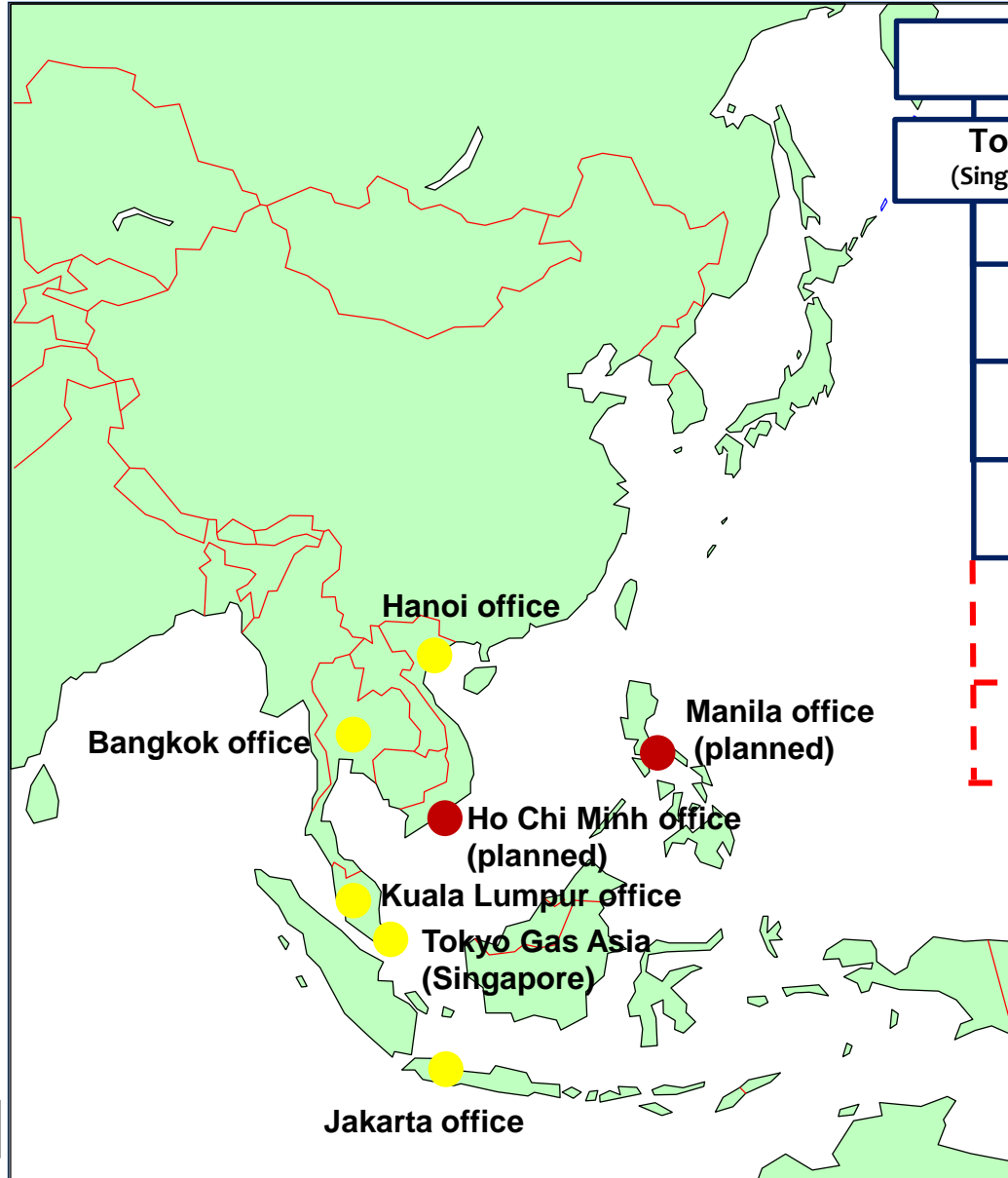
CPC Corp. (Aug 2015)



PetroVietnam Gas (Mar 2012)



Petronas (Oct 2016)



**Tokyo Gas**

**Tokyo Gas Asia Pte. Ltd.**  
(Singapore, Established in Dec. 2014)

**Kuala Lumpur Office**  
(Established in 1992)

**Jakarta Office**  
(Established in Mar. 2015)

**Hanoi Office**  
(Established in Feb. 2015)

**Bangkok Office**  
(Established in Sep. 2015)

**Manila Office**  
(2017~)

**Ho Chi Minh Office**  
(2017~)



Pertamina (Feb 2015)