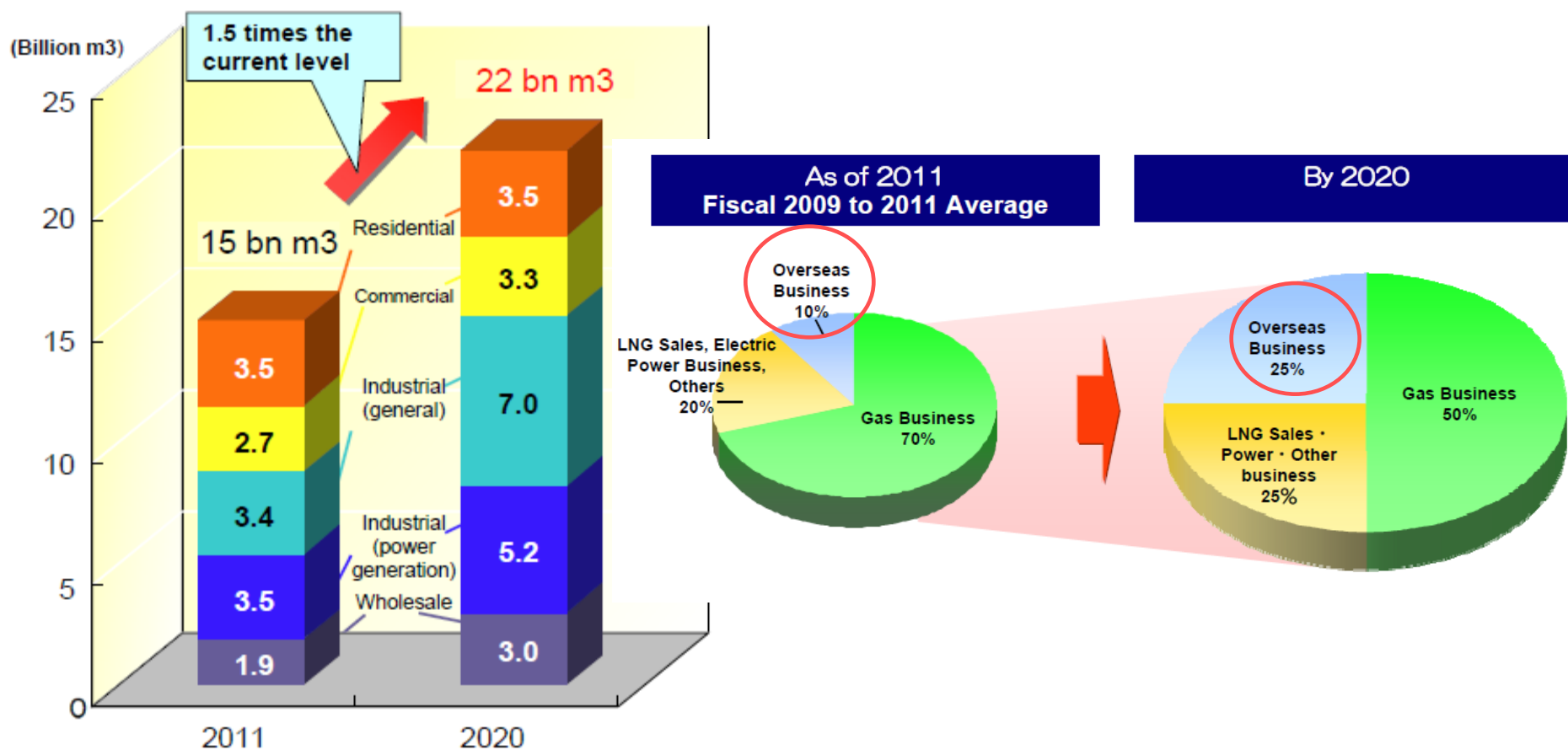


Development of the Asian LNG Market and the Role of Tokyo Gas

Michiaki Hirose
President
Tokyo Gas Co., Ltd.
Sep. 16, 2015

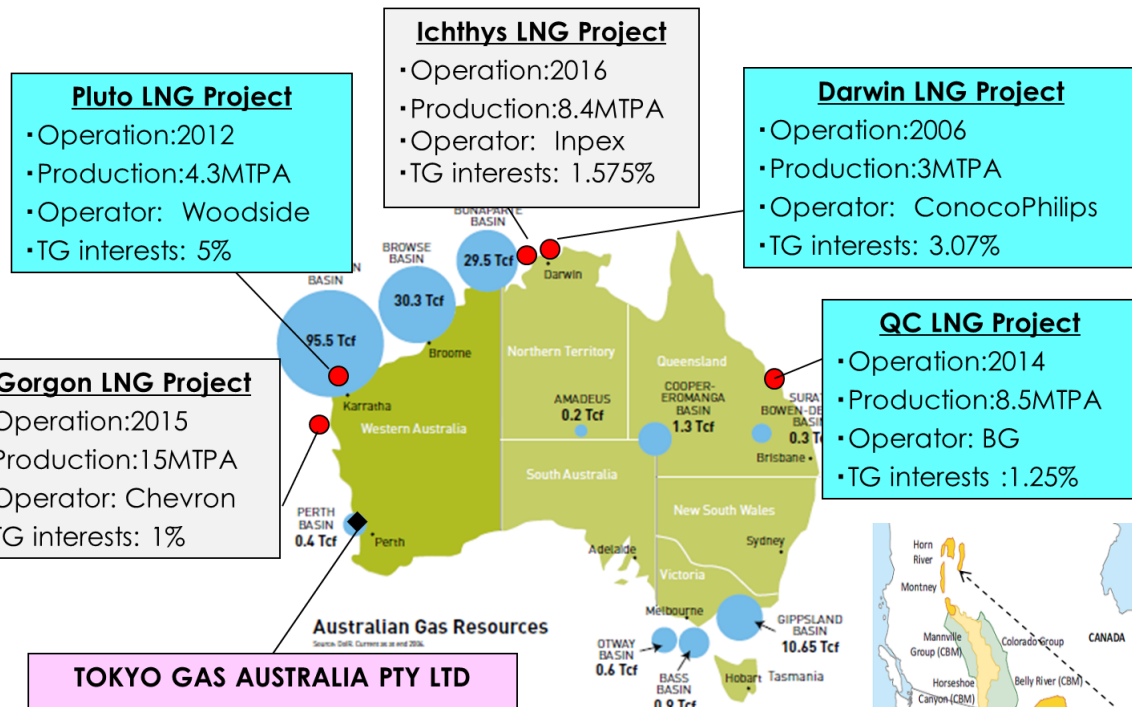
Goals of the Tokyo Gas Challenge 2020 Vision



Reduce raw material prices and expand overseas operations

- (1) Diversify and expand raw material procurement and overseas upstream projects
- (2) Pursue the overseas expansion of energy services and engineering
- (3) Construct an overseas LNG value chain

Diversification and Expansion of Raw Material Procurement and Overseas Upstream Projects



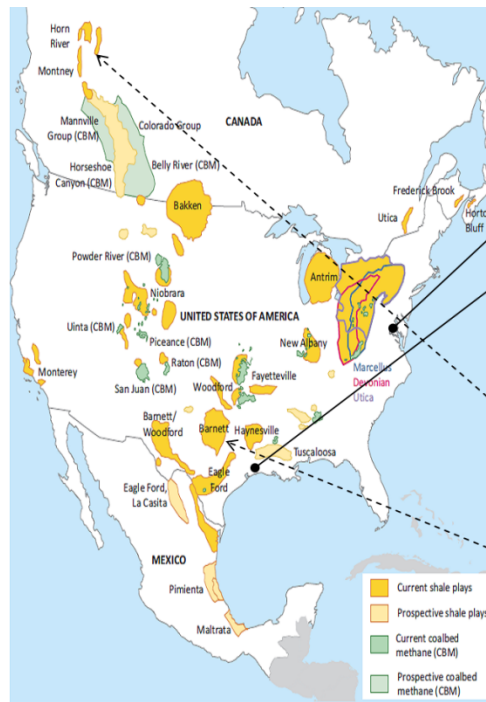
LNG from US shale gas: 2 sale and purchase agreements concluded

- Cove Point : 1.4mtpa**
- Cameron : 0.52mtpa**

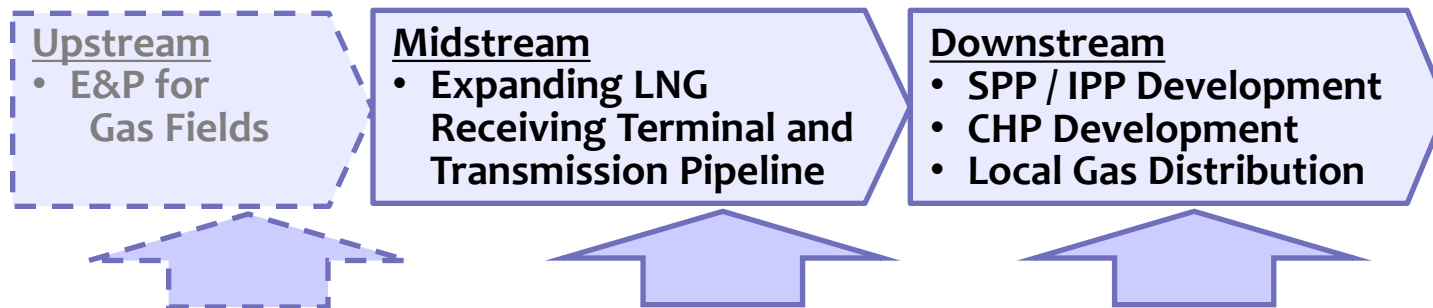
Participating in shale gas development

Canada Cordova Shale Gas :
3.75% participation through investing in Cordova Gas Resources Ltd.

Barnett Shale Gas :
Acquired 25% stake in Quicksilver Resources Inc.'s shale gas project

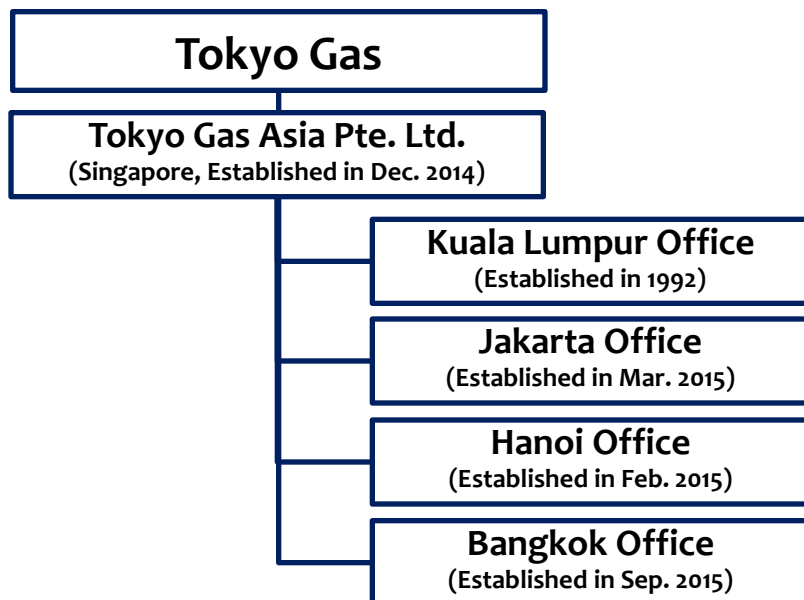


Overseas Expansion of Energy Services and Engineering



Strengths of Our Business in ASEAN countries

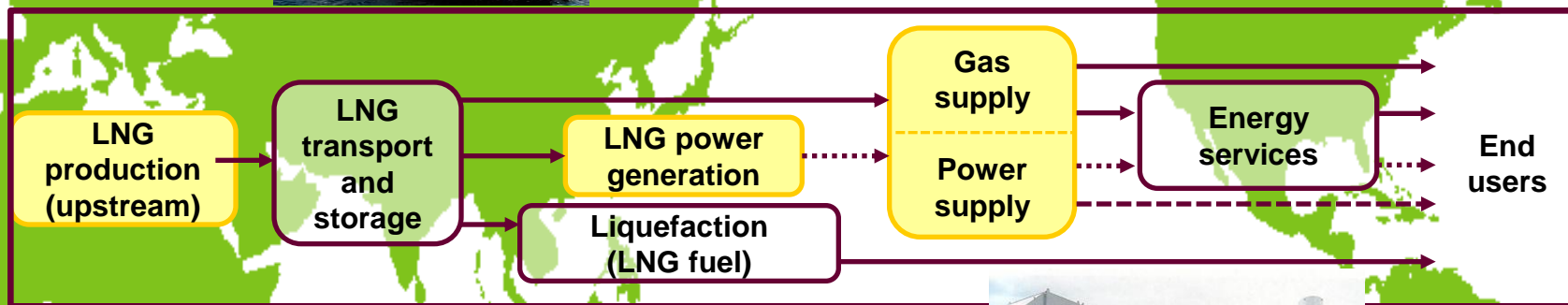
- ◆ Flexible LNG procurement
- ◆ Optimization of infrastructure plans and supply operations
- ◆ CHP (Combined Heat & Power; i.e., cogeneration system) utilization
- ◆ Energy solution proposals to achieve greater energy efficiency



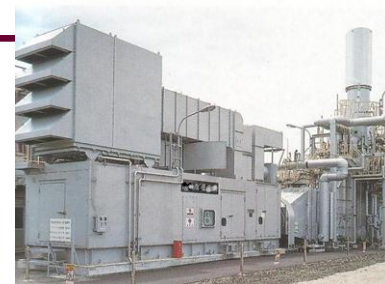
MOU on Strategic Collaboration with CPC Corporation, Taiwan (August 13, 2015)



Construction of an Overseas LNG Value Chain

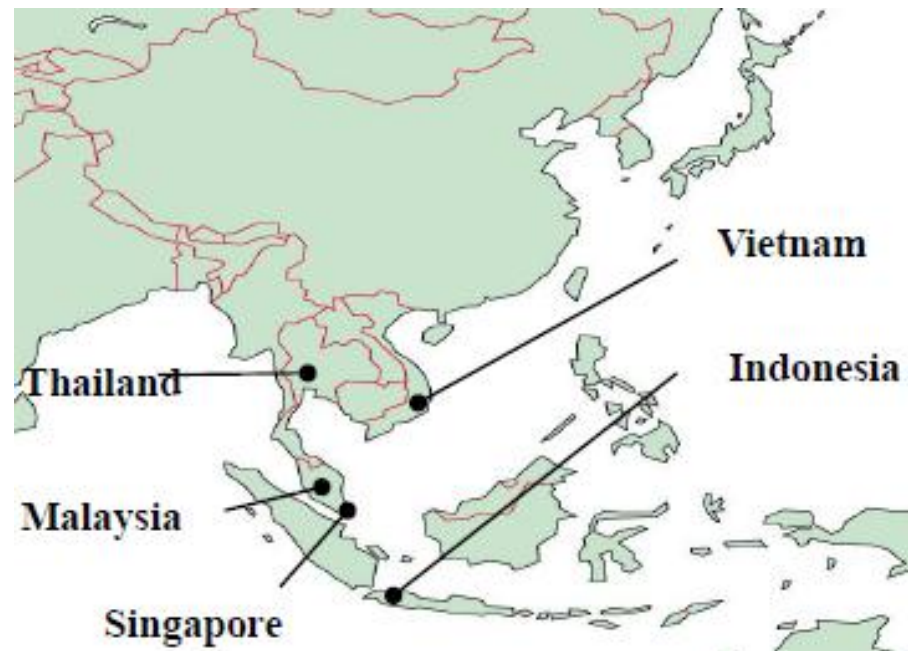
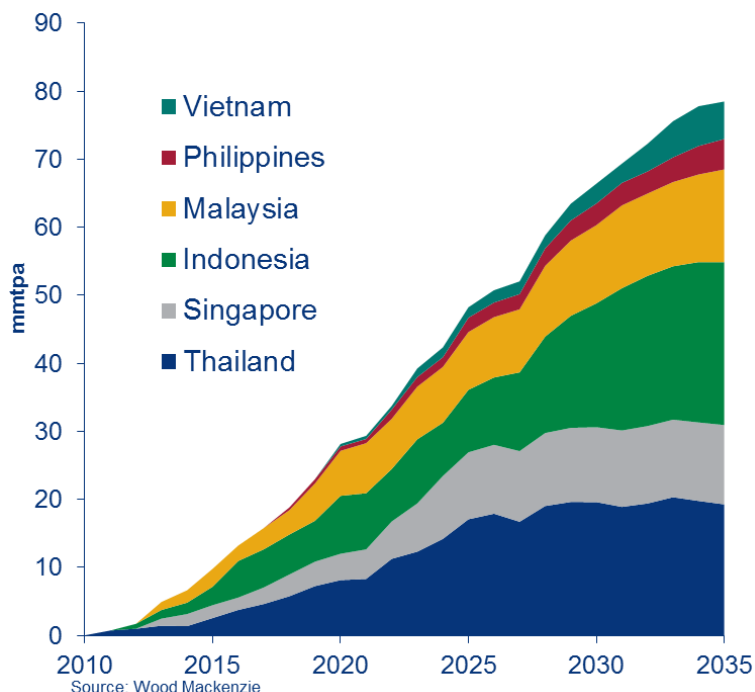


LNG tank lorries



LNG satellite terminal

Expanding LNG Demand Asia-wide



Buyer-seller cooperation toward sound development of the Asian LNG market

LNG demand development and sustained growth of the LNG industry in Asia will require both buyers and sellers playing their expected roles from a long-term perspective.

Actions by Tokyo Gas as buyer

Efforts to develop gas demand and boost sales and procurement volume

Cooperation from sellers

Efforts to conduct Asia's LNG trade through flexible and reasonably-priced contracts as part of the world LNG market

