



# The Role of LNG and New Demand

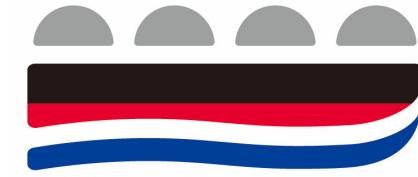
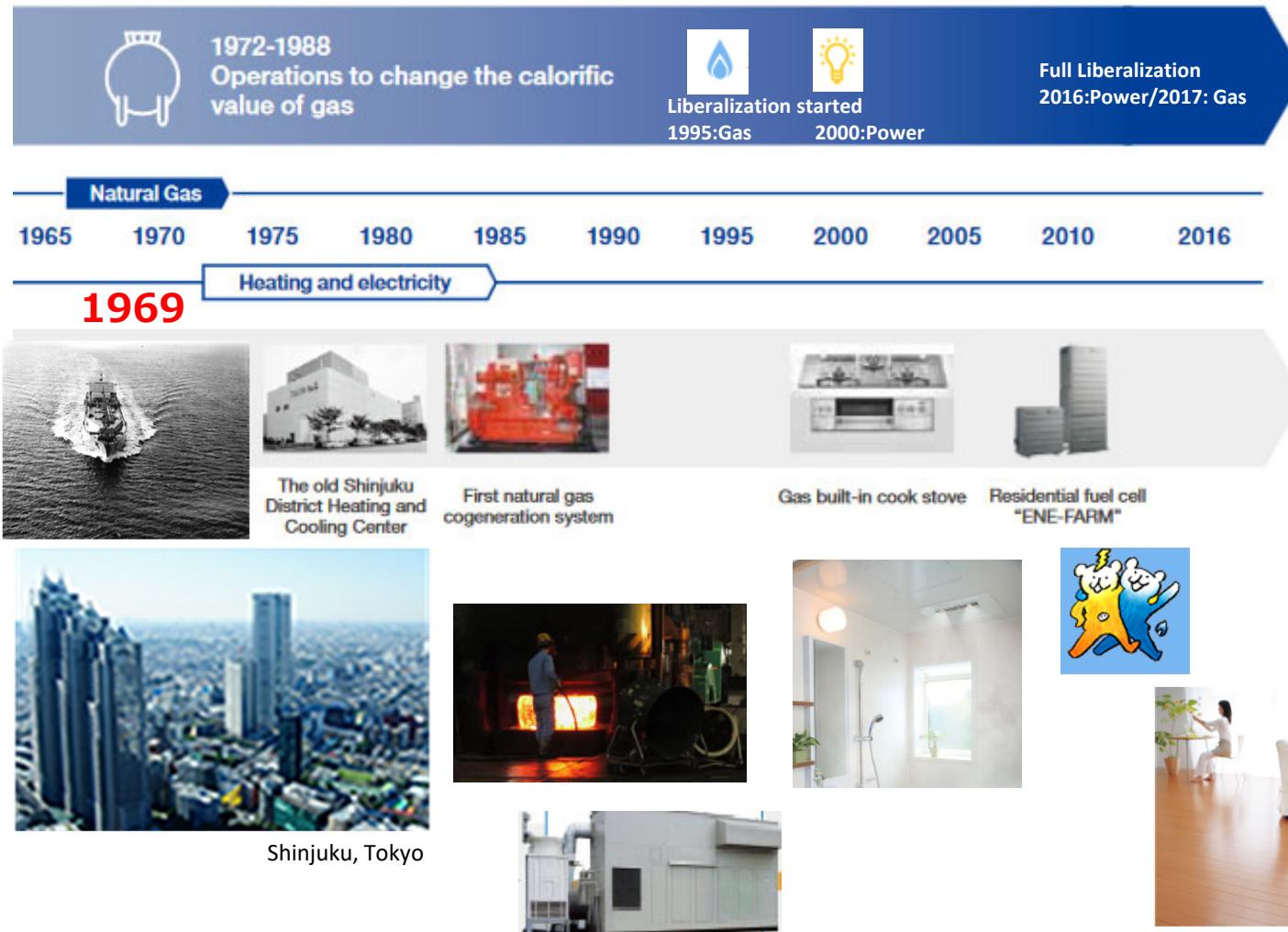


Takashi Uchida  
President, Tokyo Gas

Oct 22<sup>nd</sup>, 2018



# The History of Our Demand Creation



LNG50th

次なる半世紀へ

2018

Number of customers  
Gas: +11million  
Power: +1.4million



# Our Business Development



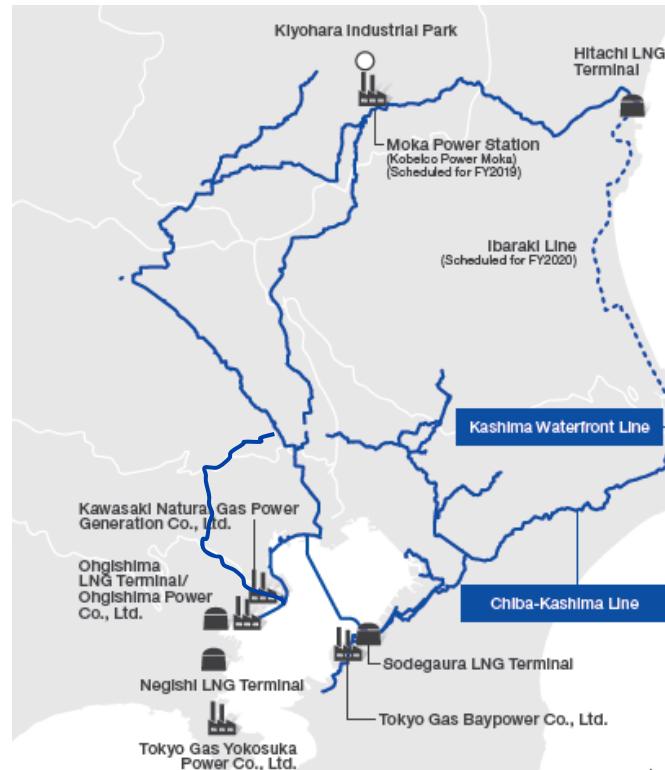
Construction of high pressure pipeline



Hitachi LNG Terminal



LNG bunkering in Yokohama



Kiyohara Industrial Park



Decentralized Energy System in Tamachi



Solar Panel



CHP



Control Center

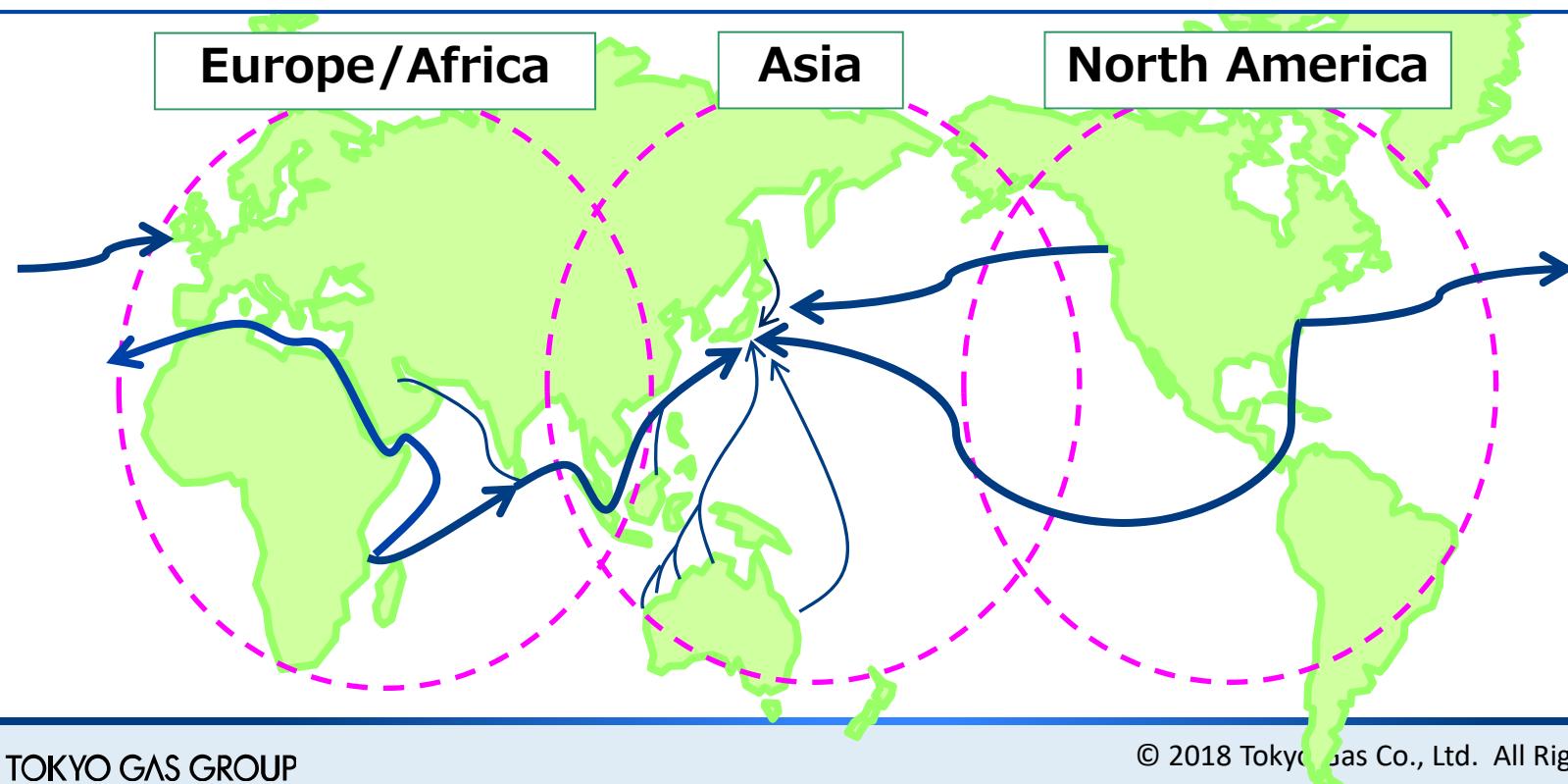


# Tokyo Gas's LNG Procurement



**Implementing innovative LNG contracts and contributing to the development of new LNG projects as a foundation buyer.**

- 2016/11 Signed MOU with Centrica for mutual LNG optimization
- 2018/5 The first LNG cargo arrived from US Cove Point LNG based on SPA
- 2018/6 Signed HOA to purchase LNG from Mozambique LNG Project
- 2018/10 Signed HOA to purchase LNG from LNG Canada Project





# Expanding Our Experiences into Global Market



## Regasification Terminal



Launched PMC business in Thailand between PTT LNG for expansion work of regas terminal (2013)

## Gas Distribution



Entered in city gas distribution business in Malaysia (1992)

## Power Generation (IPP)

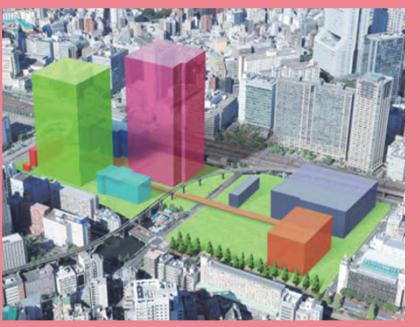


Entered in gas-fired power generation business in Thailand (2016)

## Energy Solution Service



Entered in energy service business for factories in Malaysia (2014)



Locally generated and locally used energy system using network of electricity and heat, renewables and digital technology



**Extensive use of natural gas collaborating with renewables and digital technology**