

Business Development

Business Overview (Other Businesses)

Business is expanding in Japan and in other countries, including overseas natural gas development and investment, LNG contract processing, LNG cooling and sales of liquid nitrogen, security control of gas equipment, real estate management and leasing, plant and equipment design and construction, the integrated utility services business, sales of residential equipment, data processing services, vehicle and equipment leasing, and more.

Net sales of other businesses increased 14.6% year-on-year to 54.5 billion yen, and operating income rose 36.9% to 4.2 billion yen, primarily due to increased sales at overseas subsidiaries.

	2020	2021	2022
Net Sales (billion yen)	46.3	47.6	54.5
Operating Income (billion yen)	3.3	3.1	4.2

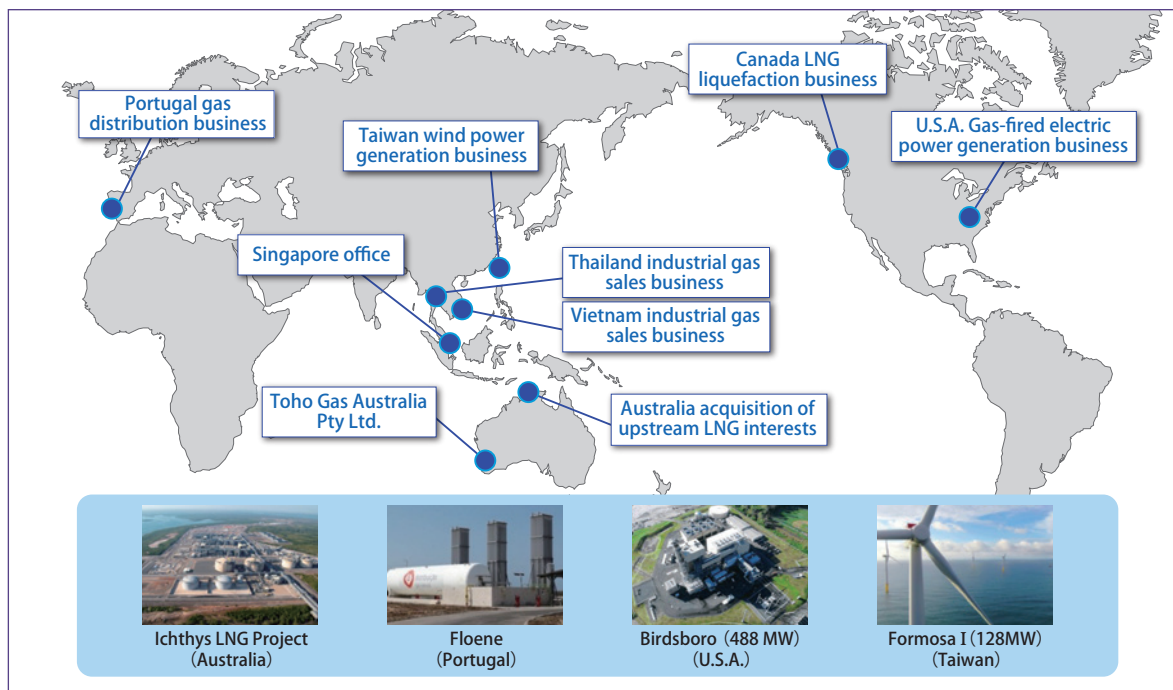
As a strategic initiative to utilize the knowledge and expertise we have accumulated through our business operations to date, we are working to expand our overseas energy businesses, including gas, LNG, and renewable energy.

In Southeast Asia, where demand for energy is rising, Toho Gas Group's knowledge and expertise in the use of natural gas and other resources is contributing to both local economic growth and low-carbonization.

In Singapore and Australia, we are building information networks to identify new projects and provide sales and technical support to our investee companies.

In Europe, the U.S., and elsewhere, we are deepening our involvement in the management of businesses involved in the use of natural gas and promoting business surveys about carbon neutrality.

Overseas energy businesses



Australia	In addition to the Ichthys project and its LNG upstream concessions, we are involved in feasibility studies of projects related to carbon neutrality, including renewable energy and CO ₂ capture and storage (CCS).
Portugal	Working jointly with Marubeni Corporation, we have set up a special purpose company for participating in the gas distribution business as well as investing in privately owned businesses that own gas distribution operators with business rights in their respective regions.
U.S.A.	Working jointly with Saibu Gas Holdings and Hiroshima Gas, we have set up a special purpose company to participate in a gas-fired electric power generation business in which Sojitz Corporation and others have invested.
Canada	Working with partner companies, we are participating in a project to liquefy natural gas.
Taiwan	Working jointly with Mitsui O.S.K. Lines and Hokuriku Electric Power Company, we have set up a special purpose company to participate in an offshore wind power generation project funded by JERA and other companies from Europe and elsewhere.
Thailand	Working jointly with Shizuoka Gas, we have set up a special purpose company to develop natural gas sales for industrial use with local companies.
Vietnam	With Vietnam continuing to experience economic growth, we have invested in local companies that are developing gas businesses and participating in sales of natural gas for industrial use.

Expanding Services and Contact Points with Customers

Toho Gas is working to enhance the content and convenience of its Club TOHOGAS membership service (▶ P.73) and the ASMITAS service platform in expanding its points of contact with customers.

ASMITAS life service platform

ASMITAS features a variety of services that will make your life more convenient and more enjoyable.

The Mitsu Kurasu information dissemination medium, the e-commerce site Mitsu Shop

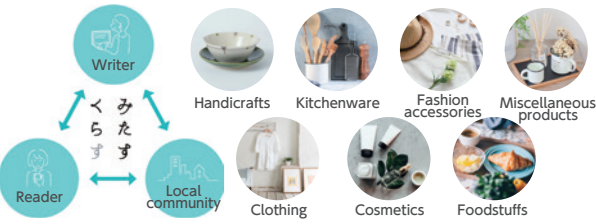
To enhance the appeal of ASMITAS and keep customers coming back, we are strengthening our ability to communicate with consumers by launching Mitsu Kurasu, a website that features information on local products useful for daily life from local creators. And our e-commerce site Mitsu Shop offers visitors the opportunity to purchase little known gems from the Tokai region that can be found in content from Mitsu Kurasu.

みたすくらす

Media featuring information on local products from creators in the Tokai region

みたすショップ

Tie-in An e-commerce site where visitors can purchase little known gems from the Tokai region



Franomista receives an Honorable Mention from the Japan Subscription Business Awards

In December 2022, Franomista, a single-drink subscription service, received an Honorable Mention at the 2022 Japan Subscription Business Awards. For a monthly fee of just 550 yen (tax included, as of July 2023), Franomista subscribers receive a free drink daily at each participating restaurant they patronize. As an energy provider, it is only fitting that we take the slogan "Bringing more cheer to Japan" literally in providing energy to the people and communities we serve.



Enjoy a potager garden on your veranda: Nana Plants (7 Plants)

Our Seven Plants service enables customers to create a small potager that combines fruits, vegetables, and herbs to turn a balcony into a practical yet decorative kitchen garden. Toho Gas offers services that propose new lifestyles, such as ethical permaculture, which is a means to design a society where people and nature coexist in harmony.



Toho Gas Parking parking share system

Toho Gas Parking is a parking share system that enables owners to go through just a simple registration process in making effective use of vacant parking spaces by renting them out on a daily basis. Toho Gas



Parking also enables drivers to easily find vacant parking.

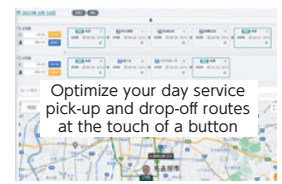
Toho Gas Car Share, an easy and convenient car sharing service

Toho Gas Car Share is a convenient car sharing service that enables users to reserve, check out, and check in a car from their smartphone 24 hours a day, 365 days a year. Toho Gas customers are also able to take advantage of a Toho Gas Electricity Contract Discount Menu.



Welfare vehicle transport service supports nursing care facilities (day care providers)

This cloud-based service automatically creates optimized pick-up and drop-off routes for providers of day care who must pick up and drop off different people each day. Not only does this system reduce the manpower needed to create pick-up and drop-off plans manually, it also enables a facility to track the current location of each vehicle.



Walking application TOHOGASU

TOHOGASU is the name of our new walking application that contributes to better health. Achieve the targeted number of steps to receive points that can be accumulated and redeemed for Amazon gift certificates. Enjoy this easy-to-use app with a simple design.

E-commerce site Kurashi Soko ▶ P.73
 TOHOBIZNEX, a web-based membership service that provides total business support ▶ P.76

Business Development

— SUGUKONE Mobile

Toho Gas announces SUGUKONE Mobile, a mobile WiFi service that combines gas, electricity, and mobile service into an economical set.

Your device comes with 100 GB of monthly data usage and a free support center to ensure that you can enjoy the service with peace of mind.

スグコネ
モバイル



Utilizing real estate holdings and unused land

Toho Gas Group promotes initiatives that contribute to solving social issues and enriching local communities by proactively utilizing our expertise and assets, such as the sites of former sales offices and supply centers. Together with our affiliate, Toho Real Estate, we are working to create higher added value in urban spaces and to foster growth of local communities.

— Highly efficient agriculture

As part of our efforts to contribute to regional development by promoting both the use of unused land and local production for local consumption, we are collaborating with Towing Co., a start-up that has developed technology for high-performance, artificial soil. During FY2022, after conducting trial cultivation of crops, Toho Gas invested in Towing, which is currently

studying business models and cooperative arrangements for the sales of high-performance soil as they move toward commercialization of their technology as soon as possible.



High-performance soil



Cultivating strawberries

— New bouldering gyms

In May 2022, a bouldering gym opened at Howa Minato Sports & Culture operated by Toho Real Estate. Popular with everyone in the community from children to adults, the facility includes a beginners wall, a 6.5-meter climbing wall, and the first cube-shaped attraction wall in the Tokai region.



Bouldering gym

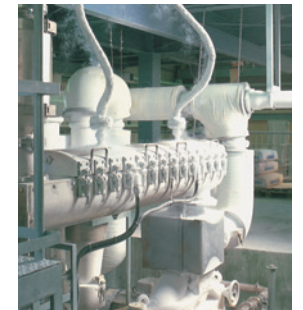
Effective use of cryogenic energy

— Low-temperature and cryogenic grinding business

Toho Reinetsu utilizes cryogenic energy to perform low-temperature crushing primarily of resins by means

of a system that integrates crushing, classification, and mixing.

While there are some materials, such as rubber and plastics, that are difficult to crush at room temperature, many such materials rapidly become brittle at low temperatures, and our technology meets a diverse range of needs. Powders milled at low-temperatures are suitable for a variety of applications, including the grinding of substances with low melting points as well as those with high oil or water content, because of excellent flow characteristics, no heat-induced alteration, and low oxidative deterioration.



Low-temperature grinding plant

TOPIC

Chita Cool Salmon Land-Based Aquaculture

Land-based aquaculture of Chita Cool Salmon (second stage) began in November 2022, using unused cryogenic energy from LNG at the Chita Midorihama Plant.

Approximately 9,000 fish, almost three times as many as during the first phase from November 2021 to June 2022, were introduced and sold at major supermarkets from May to June 2023. The feasibility of commercialization is being evaluated based on the results of these trial operations.



Catch of salmon trout