

## BREAKDOWN OF GAS SALES VOLUME 業種別ガス販売量



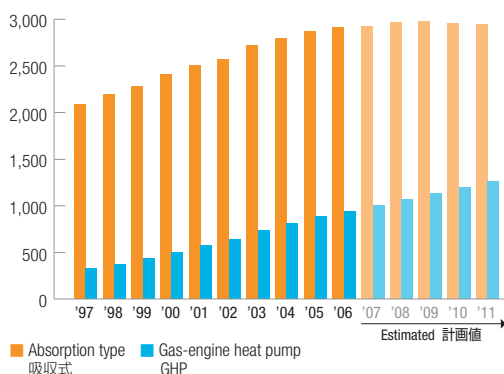
| At March 31                                      | 各3月31日時点                     | 1997         | 1998         | 1999         | 2000         | 2001         | 2002         |
|--|------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Commercial Use (Million m<sup>3</sup>)</b>    | <b>商業用 (百万m<sup>3</sup>)</b> |              |              |              |              |              |              |
| Company/Office                                   | 会社・事務所                       | 426          | 426          | 437          | 454          | 478          | 475          |
| Wholesale/Retail Sale                            | 卸売・小売                        | 75           | 71           | 69           | 70           | 73           | 67           |
| Department Store/Large-scale Commercial Facility | 百貨店・大規模商用施設                  | 85           | 104          | 121          | 128          | 144          | 146          |
| Restaurant                                       | 料理飲食                         | 425          | 423          | 432          | 442          | 455          | 422          |
| Lodge/Hotel                                      | 旅館・ホテル                       | 145          | 146          | 157          | 169          | 173          | 163          |
| Beauty Salon                                     | 理美容                          | 24           | 23           | 24           | 24           | 25           | 23           |
| Amusement Place                                  | 娯楽場                          | 39           | 47           | 53           | 56           | 59           | 50           |
| Laundry  | クリーニング                       | 28           | 28           | 29           | 29           | 30           | 29           |
| District Heating and Cooling                     | 地域冷暖房                        | —            | —            | —            | —            | —            | —            |
| Other  | その他                          | 124          | 152          | 168          | 181          | 193          | 257          |
| <b>Total</b>                                     | <b>合計</b>                    | <b>1,369</b> | <b>1,419</b> | <b>1,488</b> | <b>1,552</b> | <b>1,630</b> | <b>1,630</b> |
| <b>Industrial Use (Million m<sup>3</sup>)</b>    | <b>工業用 (百万m<sup>3</sup>)</b> |              |              |              |              |              |              |
| Steel  | 鉄鋼                           | 177          | 160          | 139          | 142          | 159          | 192          |
| Nonferrous Metal                                 | 非鉄金属                         | 38           | 32           | 30           | 29           | 32           | 31           |
| Machinery Metal                                  | 機械金属                         | 362          | 377          | 379          | 368          | 395          | 396          |
| Ceramics   | 窯業                           | 96           | 102          | 95           | 89           | 97           | 108          |
| Chemicals  | 化学                           | 396          | 466          | 477          | 514          | 536          | 524          |
| Food   | 食品                           | 431          | 436          | 441          | 466          | 479          | 487          |
| Textiles   | 繊維                           | 17           | 14           | 11           | 10           | 11           | 11           |
| Paper  | 製紙                           | 315          | 312          | 300          | 308          | 312          | 300          |
| Power Generation                                 | 発電                           | 309          | 289          | 284          | 251          | 265          | 631          |
| Other  | その他                          | 281          | 308          | 285          | 311          | 311          | 299          |
| <b>Total</b>                                     | <b>合計</b>                    | <b>2,423</b> | <b>2,495</b> | <b>2,411</b> | <b>2,488</b> | <b>2,597</b> | <b>2,980</b> |

● Use for district heating and cooling systems is added to commercial use, beginning in the year ended March 31, 2004.  
2004年3月期より商業用途に地域冷暖房欄を新設しています。

## GAS DEMAND FOR AIR CONDITIONING 空調用途需要の動向

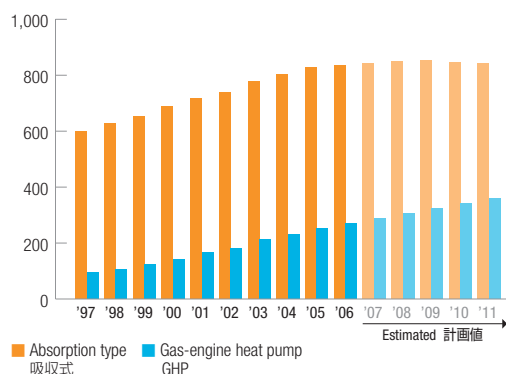
Gas Air-conditioning System Capacity (Thousands of kW)

ガス空調のストック量 (千kW)



Gas Air-conditioning System Sales Volume (Million m<sup>3</sup>)

ガス空調用販売量 (百万m<sup>3</sup>)

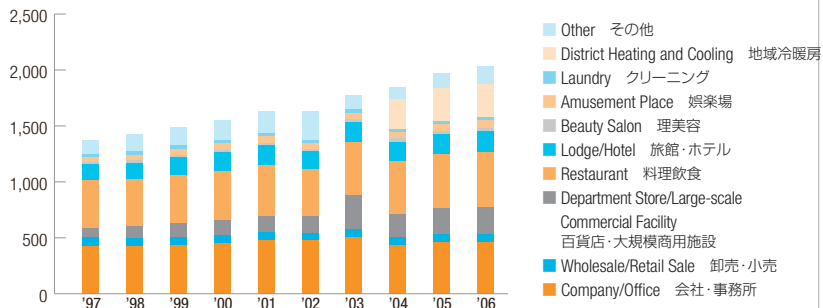


| At March 31   | 各3月31日時点                          | 1997   | 1998   | 1999   | 2000   | 2001   | 2002   |
|---|-----------------------------------|--------|--------|--------|--------|--------|--------|
| <b>Gas Air-conditioning System Capacity (Thousands of kW)</b>           | <b>ガス空調のストック量 (千kW)</b>           |        |        |        |        |        |        |
| Absorption type   | 吸収式                               | 2,090  | 2,193  | 2,275  | 2,405  | 2,506  | 2,570  |
| Gas-engine heat pump  | GHP                               | 325    | 373    | 435    | 499    | 576    | 635    |
| <b>Gas Air-conditioning System Sales Volume (Million m<sup>3</sup>)</b> | <b>ガス空調用販売量 (百万m<sup>3</sup>)</b> |        |        |        |        |        |        |
| Absorption type   | 吸収式                               | 599    | 628    | 652    | 690    | 718    | 737    |
| Gas-engine heat pump  | GHP                               | 93     | 106    | 125    | 143    | 165    | 182    |
| <b>Gas Air-conditioning System Customers (Number of customers)</b>      | <b>ガス空調販売件数 (件)</b>               |        |        |        |        |        |        |
| Absorption type   | 吸収式                               | 7,922  | 8,224  | 8,498  | 8,762  | 8,945  | 9,052  |
| Gas-engine heat pump  | GHP                               | 25,813 | 32,323 | 34,683 | 36,988 | 38,923 | 40,434 |

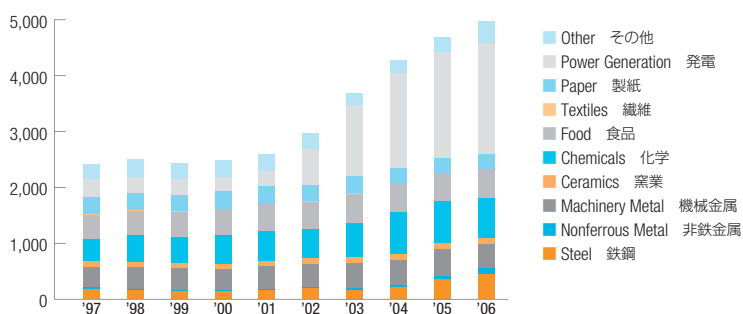
● Capacity is calculated into COP3.5 electric air-conditioners based on cooling installation capacity (equipment capacity) monitored by Tokyo Gas.  
ストック量は、当社で管理している冷房設備能力ベース（設備容量）をCOP3.5の電気空調機に換算したものです。

| 2003  | 2004  | 2005  | 2006  | Composition<br>構成比 |
|-------|-------|-------|-------|--------------------|
| 505   | 430   | 457   | 457   | 22.4%              |
| 75    | 75    | 76    | 80    | 3.9%               |
| 303   | 203   | 230   | 235   | 11.5%              |
| 472   | 481   | 483   | 492   | 24.2%              |
| 177   | 168   | 180   | 188   | 9.2%               |
| 28    | 28    | 28    | 29    | 1.4%               |
| 57    | 57    | 61    | 66    | 3.2%               |
| 32    | 31    | 30    | 30    | 1.5%               |
| —     | 261   | 291   | 295   | 14.5%              |
| 129   | 114   | 133   | 164   | 8.1%               |
| 1,777 | 1,846 | 1,969 | 2,036 | 100%               |
| 173   | 212   | 370   | 442   | 8.9%               |
| 32    | 38    | 48    | 116   | 2.3%               |
| 436   | 449   | 466   | 418   | 8.4%               |
| 121   | 112   | 112   | 111   | 2.2%               |
| 599   | 744   | 752   | 723   | 14.6%              |
| 520   | 500   | 487   | 488   | 9.8%               |
| 10    | 9     | 11    | 13    | 0.3%               |
| 317   | 281   | 270   | 286   | 5.8%               |
| 1,269 | 1,697 | 1,912 | 1,985 | 40.0%              |
| 207   | 233   | 267   | 383   | 7.7%               |
| 3,683 | 4,275 | 4,696 | 4,965 | 100%               |

Commercial Use (Million m³) 商業用 (百万m³)

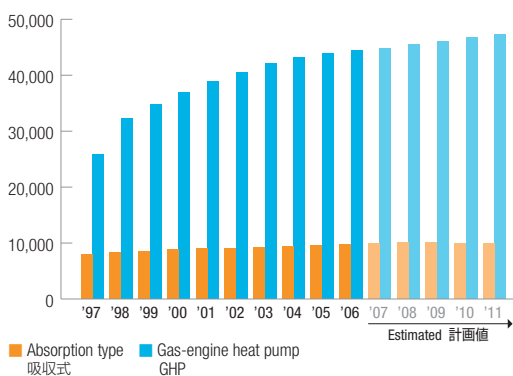


Industrial Use (Million m³) 工業用 (百万m³)



Gas Air-conditioning System Customers (Number of customers)

ガス空調販売件数 (件)



| 2003   | 2004   | 2005   | 2006   | Estimated 計画値 |        |        |        |        |
|--------|--------|--------|--------|---------------|--------|--------|--------|--------|
|        |        |        |        | 2007          | 2008   | 2009   | 2010   | 2011   |
| 2,718  | 2,798  | 2,872  | 2,916  | 2,928         | 2,968  | 2,977  | 2,951  | 2,942  |
| 739    | 807    | 883    | 943    | 998           | 1,072  | 1,133  | 1,194  | 1,256  |
| 779    | 801    | 827    | 835    | 843           | 850    | 853    | 846    | 843    |
| 212    | 231    | 253    | 270    | 288           | 307    | 325    | 342    | 360    |
| 9,202  | 9,427  | 9,623  | 9,719  | 9,845         | 10,046 | 10,072 | 9,986  | 9,949  |
| 42,158 | 43,163 | 43,900 | 44,441 | 44,868        | 45,479 | 46,116 | 46,693 | 47,320 |