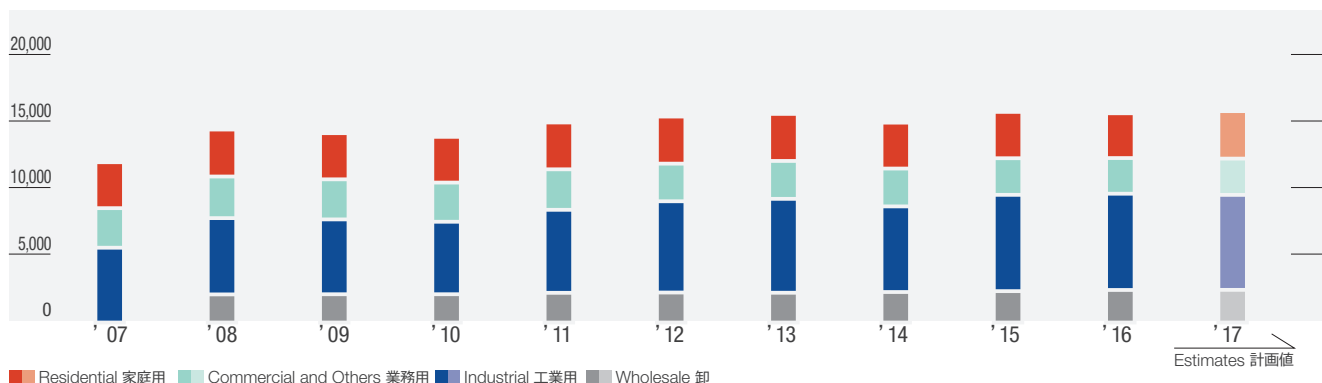


# Gas Sales Volume ガス販売量

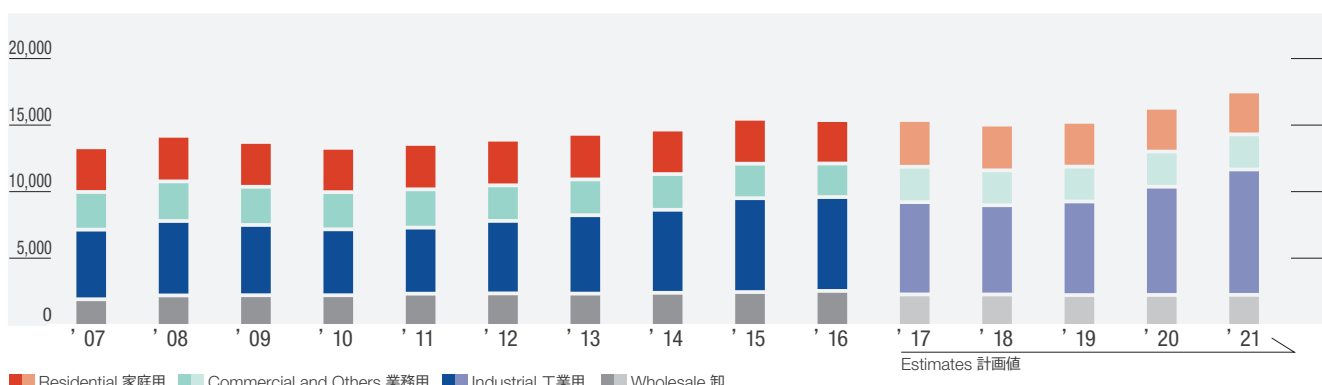
Basic Data 基礎データ

## Gas Sales Volume (Results and Forecasts) (Consolidated) (million m<sup>3</sup>) ガス販売量(実績と見通し)(連結)(百万m<sup>3</sup>)



Sales Data 営業関連データ

## Gas Sales Volume (Results and Forecasts) (Non-Consolidated) (million m<sup>3</sup>) ガス販売量(実績と見通し)(個別)(百万m<sup>3</sup>)



Financial Data 財務データ



For the years ended March 31	3月31日に終了した1年間	2007	2008	2009
<b>CONSOLIDATED</b>	<b>連結</b>			
<b>Gas Sales Volume (million m<sup>3</sup>)</b>	<b>ガス販売量 (百万m<sup>3</sup>)</b>			
Residential	家庭用	3,452	3,529	3,468
Commercial and Others	業務用	2,972	3,126	3,011
Industrial	工業用	5,336	5,732	5,623
Wholesale	卸	1,554	1,828	1,840
<b>Total</b>	<b>合計</b>	<b>13,315</b>	<b>14,215</b>	<b>13,942</b>
Gas volume used in-house under tolling arrangement	トーリングによるガス使用量	—	—	—
LNG sales volume (m <sup>3</sup> basis)	LNG販売量 (m <sup>3</sup> 換算)	—	—	—
2020 vision basis*	2020ビジョンベース*	—	—	—

Company Data 会社関連データ

<b>NON-CONSOLIDATED</b>	<b>個別</b>			
<b>Gas Sales Volume (million m<sup>3</sup>)</b>	<b>ガス販売量 (百万m<sup>3</sup>)</b>			
Residential	家庭用	3,356	3,427	3,368
Commercial and Others	業務用	2,830	2,975	2,868
Public and Medical	うち公用及び医療用	867	928	916
Industrial	工業用	5,232	5,593	5,280
Industrial	一般工業用	3,229	3,517	3,172
Power Generation	発電専用	2,003	2,076	2,108
Wholesale	卸	1,770	2,058	2,073
<b>Total</b>	<b>合計</b>	<b>13,188</b>	<b>14,053</b>	<b>13,589</b>

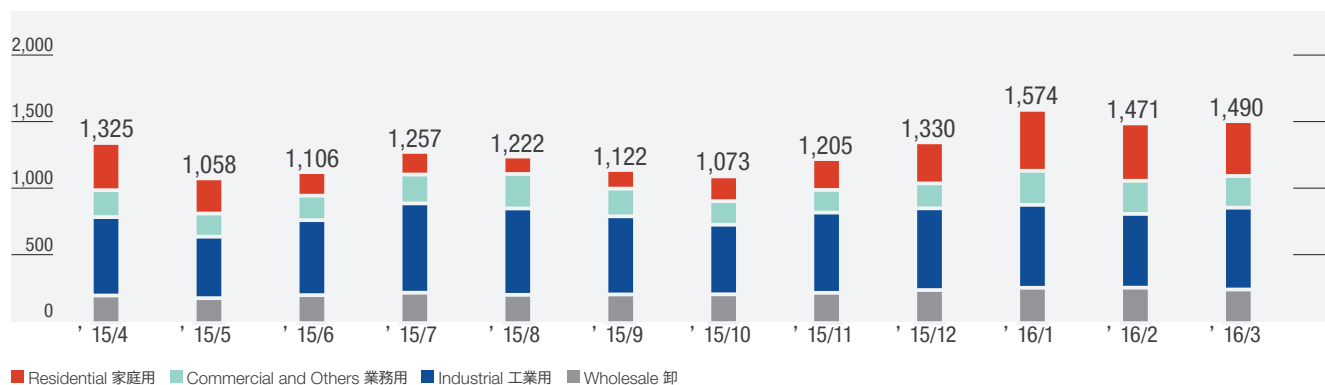
Appendix 参考資料

Megajoules (MJ) are used as the caloric unit, calculated on the basis of 45 MJ/m<sup>3</sup>.  
 \*2020vision basis...These numbers are the numerical results calculated by the same method when we planned our vision. Namely, it is the amount that added self-consuming volume and LNG sales volume (excluded volume for Nijio) to a Consolidated gas sales volume.  
 熱量の単位として、メガジュール(MJ)を用いており、次ページ以降も含め1m<sup>3</sup>=45MJで換算します。  
 \*2020ビジョンベース...2020ビジョン策定時の目標販売量のベース、具体的には連結ガス販売量に自家使用分、LNG販売量(ニジオ向け除く)を加算したものと

## Monthly Gas Sales (Non-Consolidated) (million m<sup>3</sup>)

### 月次販売量(個別)(百万m<sup>3</sup>)

Year ended March 31, 2016  
2016年3月期



■ Residential 家庭用 ■ Commercial and Others 業務用 ■ Industrial 工業用 ■ Wholesale 卸

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	3,437	3,520	3,538	3,535	3,450	3,482	3,365	3,567	—	—	—	—
	2,943	3,042	2,827	2,847	2,844	2,750	2,678	2,726	—	—	—	—
	5,446	6,237	6,856	7,055	6,433	7,235	7,233	7,136	—	—	—	—
	1,841	1,947	1,970	1,953	2,007	2,074	2,161	2,169	—	—	—	—
	<b>13,666</b>	<b>14,745</b>	<b>15,190</b>	<b>15,390</b>	<b>14,735</b>	<b>15,541</b>	<b>15,436</b>	<b>15,598</b>	—	—	—	—
	—	—	98	596	1,510	1,669	1,717	1,949	—	—	—	—
	—	—	545	755	980	1,150	1,434	1,323	—	—	—	—
	—	—	15,833	16,741	17,225	18,360	18,587	18,870	—	—	—	—
	3,332	3,412	3,429	3,427	3,345	3,377	3,263	3,512	3,438	3,366	3,294	3,225
	2,792	2,875	2,672	2,689	2,681	2,591	2,520	2,659	2,618	2,621	2,637	2,633
	936	995	919	921	924	903	874	931	917	918	923	919
	4,952	4,963	5,446	5,889	6,239	7,053	7,052	6,934	6,705	7,031	8,134	9,421
	3,000	2,986	3,056	3,033	3,112	3,014	3,068	—	—	—	—	—
	1,952	1,977	2,391	2,856	3,127	4,039	3,985	—	—	—	—	—
	2,073	2,191	2,212	2,196	2,255	2,311	2,397	2,134	2,131	2,085	2,094	2,103
	<b>13,150</b>	<b>13,441</b>	<b>13,759</b>	<b>14,201</b>	<b>14,519</b>	<b>15,332</b>	<b>15,232</b>	<b>15,239</b>	<b>14,892</b>	<b>15,102</b>	<b>16,160</b>	<b>17,381</b>

The gas volume for Kawasaki Natural Gas Power Generation is changed from gas sales volume by Nijio to self-consumption volume since FY2012.  
The gas volume for Ohgishima Power is changed from gas sales volume by Nijio to self-consumption volume since FY2013.

川崎天然ガス発電への販売分を自家使用に変更(2012年度より)  
扇島パワーへの販売分を自家使用に変更(2013年度より)

# Gas Sales Volume ガス販売量

Basic Data 基礎データ

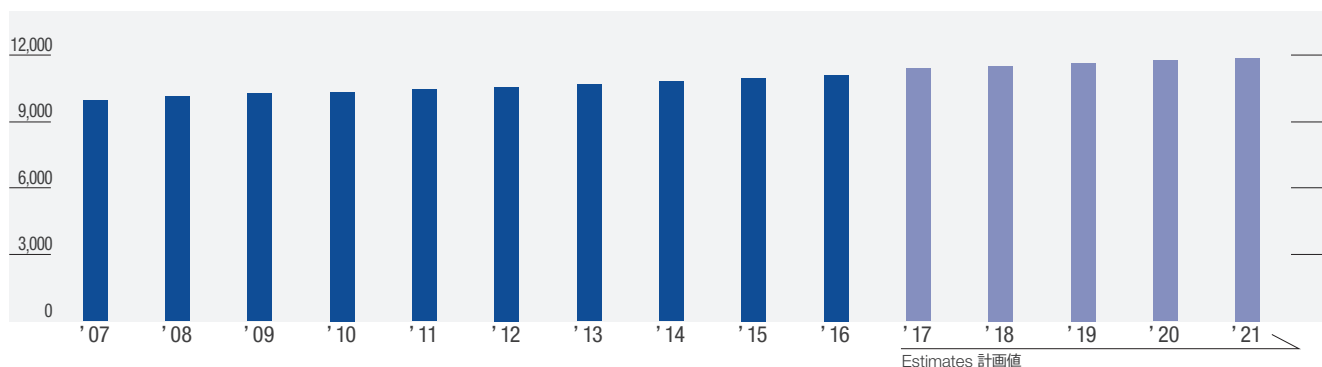
Sales Data 営業関連データ

Financial Data 財務データ

Company Data 会社関連データ

Appendix 参考資料

## Number of Customers (Non-Consolidated) (thousands) お客さま件数(個別)(千件)



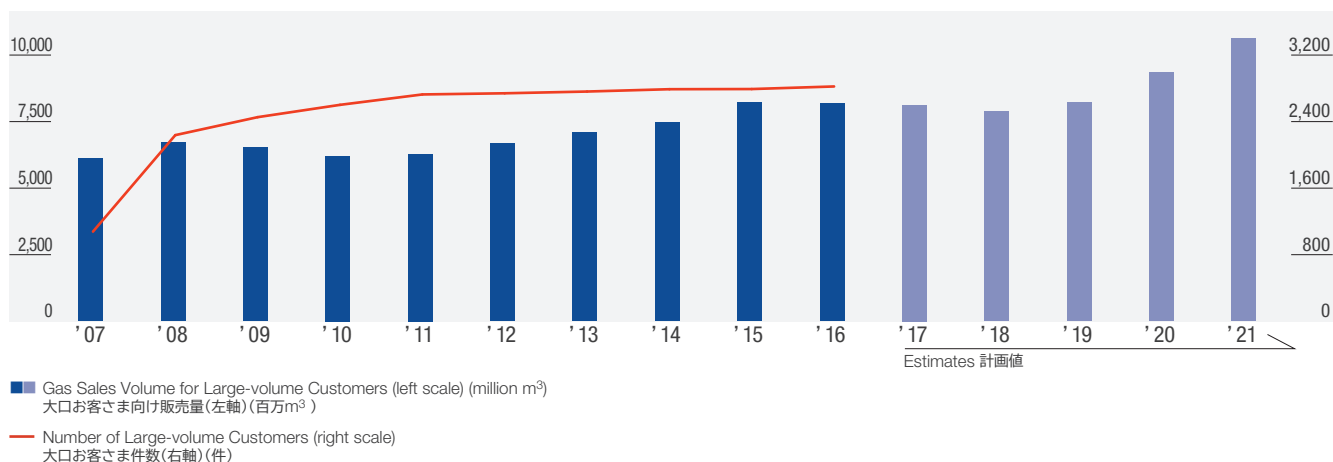
For the years ended March 31	3月31日に終了した1年間	2007	2008	2009
<b>CONSOLIDATED</b>	<b>連結</b>			
<b>Number of Customers (thousands)</b>	<b>お客さま件数 (千件)</b>	10,207	10,380	10,513
<b>NON-CONSOLIDATED</b>	<b>個別</b>			
<b>Number of Customers (thousands)</b>	<b>お客さま件数 (千件)</b>			
Residential	家庭用	9,314	9,481	9,612
Commercial and Others	業務用	614	616	616
Public and Medical	うち公用及び医療用	88	90	92
Industrial	工業用	27	26	26
<b>Total</b>	<b>合計</b>	<b>9,955</b>	<b>10,124</b>	<b>10,256</b>

<b>NON-CONSOLIDATED</b>	<b>個別</b>			
<b>Large-volume Gas Demand</b>	<b>大口需要動向</b>			
Gas Sales Volume for Large-volume Customers (million m <sup>3</sup> )	販売量 (百万m <sup>3</sup> )	6,109	6,713	6,516
Percentage of Total Gas Sales Volume	占有率	46.3%	47.8%	48.0%
Number of Customers	期末件数	1,077	2,237	2,453

Large-volume supply (annual consumption of 2 million m<sup>3</sup> or more) was deregulated in March 1995. In November 1999, this was expanded to include consumption of 1 million m<sup>3</sup> or more per year, and in April 2004, to include consumption of 500,000 m<sup>3</sup> or more. In April 2007, it was expanded again to include consumption of 100,000 m<sup>3</sup> or more. Performance and estimate figures for subsequent periods are based on the current standard consumption of 100,000 m<sup>3</sup> or more per year. 1995年3月より年間ガス消費量200万m<sup>3</sup>以上の需要家が大口需要として自由化されました。さらに1999年11月より100万m<sup>3</sup>以上、2004年4月より50万m<sup>3</sup>以上、2007年4月より10万m<sup>3</sup>以上に対象が拡大されました。それ以降については、現行の基準(年間ガス消費量10万m<sup>3</sup>以上)に基づいています。

**Gas Sales Volume for Large-volume Customers**  
(Non-Consolidated) (million m<sup>3</sup>)  
大口お客さま向け販売量(個別)(百万m<sup>3</sup>)

**Number of Large-volume Customers**  
(Non-Consolidated)  
大口お客さま件数(個別)(件)



■ Gas Sales Volume for Large-volume Customers (left scale) (million m<sup>3</sup>)  
大口お客さま向け販売量(左軸)(百万m<sup>3</sup>)  
— Number of Large-volume Customers (right scale)  
大口お客さま件数(右軸)(件)

Estimates 計画値

	2010	2011	2012	2013	2014	2015	2016	Estimates 計画値				
	2017	2018	2019	2020	2021							
	10,637	10,739	10,855	10,978	11,111	11,263	<b>11,398</b>	11,537	—	—	—	—
	9,702	9,804	9,919	10,038	10,170	10,319	<b>10,453</b>	—	—	—	—	—
	613	612	613	615	615	615	<b>614</b>	—	—	—	—	—
	92	94	96	98	99	101	<b>102</b>	—	—	—	—	—
	26	25	25	25	24	24	<b>23</b>	—	—	—	—	—
	<b>10,340</b>	<b>10,441</b>	<b>10,557</b>	<b>10,678</b>	<b>10,809</b>	<b>10,958</b>	<b>11,091</b>	<b>11,391</b>	<b>11,512</b>	<b>11,632</b>	<b>11,751</b>	<b>11,869</b>
	6,199	6,281	6,668	7,096	7,455	8,211	<b>8,178</b>	8,131	7,881	8,213	9,338	10,623
	47.1%	46.7%	48.5%	50.0%	51.3%	53.6%	<b>53.7%</b>	53.4%	52.9%	54.4%	57.8%	61.1%
	2,601	2,726	2,740	2,761	2,789	2,791	<b>2,822</b>	—	—	—	—	—