

April 17, 2003

## **Actual Gas Sales Volume in March 2003 and FY2002**

**Tokyo Gas Co., Ltd.**

### Actual Gas sales volume in March 2003

Total gas sales volume by Tokyo Gas Co., Ltd., for the month of March 2003 came to about 1,090.3 million m<sup>3</sup>, up 222.9 million m<sup>3</sup> (or 25.7%) from March 2002.

In the residential sector, volume totaled about 394.9 million m<sup>3</sup>, up 19.1% from March 2002. The increase was due to the lower temperature than last year, which caused more demand in hot water and heating.

In the business sector (consisting of commercial, public, and medical use), volume amounted to about 234.2 million m<sup>3</sup>, up 24.9% from March 2002. This increase was due to the added consumption by new customers and the lower temperature that caused more demand in hot water supply and air conditioning systems.

In the industrial sector, factors such as increased consumption by existing customers brought volume to about 356.4 million m<sup>3</sup>, up 35.2% from the previous March.

Volume for wholesale supply to other gas companies totaled about 104.7 million m<sup>3</sup>, up 23.6% from March 2002, due to an increased off-take volume by contracted gas companies.

### Gas sales volume in FY 2002

In FY 2002 (from 1 April 2002 to 31 March 2003), gas sales totaled 10,463.8 million m<sup>3</sup>, up 13.5% from FY 2001.

In the residential sector, sales volume came to about 3,254.2 million m<sup>3</sup>, up 5.9% from FY 2001, due to the lower temperatures than last year, which caused more demand in hot water and heating.

In the business sector, sales hit about 2,503.4 million m<sup>3</sup>, up 9.6% from FY 2001, due to the added consumption by new customers and the lower temperature that caused more demand in hot water supply and air conditioning systems

In the industrial sector, the volume reached about 3,598.7 million m<sup>3</sup>, up about 23.6% from FY 2001, due to the increased consumption by existing customers.

Wholesale supply to other gas companies came to 1,107.5 million m<sup>3</sup>, up 16.5% from FY 2001, due to an increased off-take volume by contracted gas companies.

## 1. Gas sales volume

Unit: million m<sup>3</sup>/46.04655MJ, %

Sector	Mar. 2003	Mar. 2002	Change	Rate of change relative to Mar. 2002	Cumulative sales for fiscal 2002 (from April 2002 to Mar.2003)	Cumulative sales for fiscal 2001 (from April 2001 to Mar.2002)	Change	
								Rate of change relative to fiscal 2001
Residential	394.910	331.514	63.396	19.1	3,254.196	3,072.583	181.613	5.9
Business	234.284	187.584	46.700	24.9	2,503.453	2,283.839	219.614	9.6
Industrial	356.431	263.612	92.819	35.2	3,598.676	2,911.602	687.074	23.6
Total	985.624	782.710	202.914	25.9	9,356.325	8,268.024	1,088.301	13.2
Wholesale	104.758	84.723	20.035	23.6	1,107.503	950.953	156.550	16.5
Grand total	1,090.382	867.432	222.950	25.7	10,463.828	9,218.978	1,244.850	13.5

Note: Due to rounding, totals may not equal the sums of their parts

## 2. Basic factors

### (1) Temperature

Unit: °C

	Apr.	May	June	July	Aug.	Sept.	Average for the first half
FY 2002	16.1	18.4	21.6	28.0	28.0	23.1	22.5
FY 2001	15.6	19.4	23.1	28.5	26.4	23.2	22.7
Change	0.5	-1.0	-1.5	-0.5	1.6	-0.1	-0.2

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Average for the second half	Average for the fiscal year (April 1~March 31)
FY 2002	19.0	11.6	7.2	5.5	6.4	8.7	9.7	16.1
FY 2001	18.7	13.1	8.4	7.4	7.9	12.2	11.3	17.0
Change	0.3	-1.5	-1.2	-1.9	-1.5	-3.5	-1.6	-0.9

### (2) Number of new customers

Unit: customers, %

	Apr.	May.	June	July	Aug.	Sept.	First half
FY 2002	16,353	16,096	17,800	20,085	18,694	20,389	109,417
FY 2001	18,180	24,170	19,342	16,945	17,077	19,202	114,916
Change	-1,827	-8,074	-1,542	3,140	1,617	1,187	-5,499
Rate of change(%)	-10.0	-33.4	-8.0	18.5	9.5	6.2	-4.8

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Second half	Total for the fiscal year (April 1~March 31)
FY 2002	20,350	19,779	23,055	25,276	41,268	39,998	169,726	279,143
FY 2001	17,179	20,910	20,853	20,486	36,564	39,758	155,750	270,666
Change	3,171	-1,131	2,202	4,790	4,704	240	13,976	8,477
Rate of change(%)	18.5	-5.4	10.6	23.4	12.9	0.6	9.0	3.1

### (3) Number of customers

Unit: million of customers, %

	Apr.	May	June	July	Aug.	Sept.
FY 2002	9.062	9.068	9.079	9.090	9.102	9.114
FY 2001	8.880	8.895	8.905	8.913	8.922	8.933
Change	0.182	0.173	0.174	0.177	0.180	0.181
Rate of change (%)	2.0	1.9	2.0	2.0	2.0	2.0

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
FY 2002	9.126	9.139	9.157	9,176	9,211	9,244
FY 2001	8.942	8.956	8.970	8.984	9.013	9.044
Change	0.184	0.183	0.187	192	198	200
Rate of change (%)	2.1	2.0	2.1	2.1	2.2	2.2

## Gas sales volume in FY2001 and FY2000

Unit: million m<sup>3</sup>/46.04655MJ, %

	Mar.2002		Mar. 2001		Cumulative sales for fiscal 2001 (from Apr. 2001 to Mar. 2002)		Cumulative sales for fiscal 2000 (from Apr. 2000 to Mar. 2001)	
		Rate of change relative to Mar. 2001		Rate of change relative to Mar. 2000		Rate of change relative to fiscal 2000		Rate of change relative to fiscal 1999
Residential	331.514	-12.0	376.637	-3.1	3,072.583	-1.5	3,120.315	4.2
Business	187.584	-7.9	203.741	-1.3	2,283.839	0.2	2,280.336	6.3
Industrial	263.612	18.7	222.116	4.3	2,911.602	14.7	2,538.343	4.4
Total	782.710	-2.5	802.494	-0.7	8,268.024	4.1	7,938.994	4.9
Wholesale	84.723	3.6	81.756	5.7	950.953	1.9	933.148	10.0
Grand total	867.432	-1.9	884.250	-0.1	9,218.978	3.9	8,872.142	5.4

Note: Due to rounding, totals may not equal the sums of their parts.

## Rate of increase relative to the previous year by segment (single months, FY2002 and FY2001)

Unit: %

		Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
		Residential	FY 2002	-5.4	4.3	0.7	16.0	9.1	-6.9	1.1	10.5	3.3	7.2
	FY 2001	-7.8	1.6	2.1	-6.4	-0.4	5.5	13.6	4.5	-1.1	2.4	-5.0	-12.0
Business	FY 2002	-3.4	0.6	-3.5	0.5	13.0	12.7	9.0	11.6	12.1	16.0	16.5	24.9
	FY 2001	-3.8	6.8	5.6	7.1	7.5	-4.6	-3.4	3.8	2.8	-0.9	-6.9	-7.9
Industrial	FY 2002	29.8	34.3	23.4	19.9	16.4	23.1	3.4	23.5	25.7	31.1	21.9	35.2
	FY 2001	3.2	4.2	6.7	20.3	20.0	16.1	25.7	7.9	18.5	13.2	19.1	18.7
Total	FY 2002	5.4	13.1	8.2	12.2	13.6	12.5	4.3	15.6	13.0	15.8	13.7	25.9
	FY 2001	-3.8	3.7	4.8	8.3	10.3	5.4	12.8	5.6	5.8	4.2	0.9	-2.5
Wholesale	FY 2002	6.2	12.4	12.3	19.5	16.4	11.9	11.0	18.5	18.8	22.8	20.6	23.6
	FY 2001	-1.5	1.7	1.0	1.1	1.1	5.3	6.6	5.2	2.8	-5.1	2.8	3.6
Grand total	FY 2002	5.5	13.0	8.6	13.0	13.8	12.4	5.0	16.0	13.6	16.4	14.4	25.7
	FY 2001	-3.6	3.5	4.4	7.5	9.3	5.4	12.1	5.5	5.5	3.3	1.1	-1.9