

April 14, 2004

Actual Gas Sales Volume in March 2004 and FY2003

Tokyo Gas Co., Ltd.

Actual Gas sales volume in March 2004

Total gas sales volume by Tokyo Gas Co., Ltd., for the month of March 2004 came to about 1,113.3 million m³, up 22.9 million m³ (or 2.1%) from March 2003.

In the residential sector, volume totaled about 379.1 million m³, down 4.0% from March 2003. The decrease was due to the higher temperature than last year, which caused less demand in hot water and heating.

In the business sector (consisting of commercial, public, and medical use), volume amounted to about 235.9 million m³, up 0.7% from March 2003. This increase was due to the added consumption by new customers, although the higher temperature caused less 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 381.5 million m³, up 7.0% from the previous March.

Volume for wholesale supply to other gas companies totaled about 116.7 million m³, up 11.5% from March 2003, due to an increased off-take volume by contracted gas companies.

Gas sales volume in FY 2003

In FY 2003 (from 1 April 2003 to 31 March 2004), gas sales totaled 11,210.6 million m³, up 7.1% from FY 2002.

In the residential sector, sales volume came to about 3,244.0 million m³, down 0.3% from FY 2002. It is because of the higher temperatures than last year in the 2nd half of FY2003, which caused less demand in hot water and heating, although the lower temperature at the beginning of the FY 2003 and summer time caused more demand.

In the business sector, sales hit about 2,604.4 million m³, up 4.0% from FY 2002, due to the added consumption by new customers, although the lower temperature in summer time and the higher temperature in the 2nd half caused less demand in air conditioning systems.

In the industrial sector, the volume reached about 4,165.8 million m³, up about 15.8% from FY 2002, due to the increased consumption by existing customers.

Wholesale supply to other gas companies came to 1,196.3 million m³, up 8.0% from FY 2002, due to an increased off-take volume by contracted gas companies.

1. Gas sales volume

Unit: million m³/46.04655MJ, %

Sector	Mar. 2004	Mar. 2003	Change	Rate of change relative to Mar. 2003	Cumulative sales for fiscal 2003 (from April 2003 to Mar.2004)	Cumulative sales for fiscal 2002 (from April 2002 to Mar.2003)	Change	Rate of change relative to fiscal 2002
Business	235.908	234.284	1.624	0.7	2,604.473	2,503.453	101.020	4.0
Industrial	381.550	356.431	25.119	7.0	4,165.845	3,598.676	567.169	15.8
Total	996.536	985.624	10.912	1.1	10,014.334	9,356.325	658.009	7.0
Wholesale	116.790	104.758	12.032	11.5	1,196.302	1,107.503	88.799	8.0
Grand total	1,113.326	1,090.382	22.944	2.1	11,210.636	10,463.828	746.808	7.1

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 2003	15.1	18.8	23.2	22.8	26.0	24.2	21.7
FY 2002	16.1	18.4	21.6	28.0	28.0	23.1	22.5
Change	-1.0	0.4	1.6	-5.2	-2.0	1.1	-0.8

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Average for the second half	Average for the fiscal year (April 1~March 31)
FY 2003	17.8	14.4	9.2	6.3	8.5	9.8	11.0	16.3
FY 2002	19.0	11.6	7.2	5.5	6.4	8.7	9.7	16.1
Change	-1.2	2.8	2.0	0.8	2.1	1.1	1.3	0.2

(2) Number of new customers

Unit: customers, %

	Apr.	May.	June	July	Aug.	Sept.	First half
FY 2003	15,342	16,899	18,736	21,697	22,452	21,930	117,056
FY 2002	16,353	16,096	17,800	20,085	18,694	20,389	109,417
Change	-1,011	803	936	1,612	3,758	1,541	7,639
Rate of change(%)	-6.2	5.0	5.3	8.0	20.1	7.6	7.0

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Second half	Total for the fiscal year (April 1~March 31)
FY 2003	23,224	21,593	28,128	28,105	38,704	35,876	175,630	292,686
FY 2002	20,350	19,779	23,055	25,276	41,268	39,998	169,726	279,143
Change	2,874	1,814	5,073	2,829	-2,564	-4,122	5,904	13,543
Rate of change(%)	14.1	9.2	22.0	11.2	-6.2	-10.3	3.5	4.9

(3) Number of customers

Unit: million of customers, %

	Apr.	May	June	July	Aug.	Sept.
FY 2003	9.250	9.258	9.268	9.283	9.299	9.313
FY 2002	9.062	9.068	9.079	9.090	9.102	9.114
Change	0.188	0.190	0.189	0.193	0.197	0.199
Rate of change (%)	2.1	2.1	2.1	2.1	2.2	2.2

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
FY 2003	9.328	9.343	9.366	9.386	9.418	9.445
FY 2002	9.126	9.139	9.157	9.176	9.211	9.244
Change	0.202	0.204	0.209	0.210	0.207	0.201
Rate of change (%)	2.2	2.2	2.3	2.3	2.2	2.2

Gas sales volume in FY2002 and FY2001

Unit: million m³/46.04655MJ, %

	Mar.2003		Mar. 2002		Cumulative sales for fiscal 2002 (from Apr. 2002 to Mar. 2003)		Cumulative sales for fiscal 2001 (from Apr. 2001 to Mar. 2002)	
		Rate of change relative to Mar. 2002		Rate of change relative to Mar. 2000		Rate of change relative to fiscal 2001		Rate of change relative to fiscal 2001
Residential	394.910	19.1	331.514	-12.0	3,254.196	5.9	3,072.583	-1.5
Business	234.284	24.9	187.584	-7.9	2,503.453	9.6	2,283.839	0.2
Industrial	356.431	35.2	263.612	18.7	3,598.676	23.6	2,911.602	14.7
Total	985.624	25.9	782.710	-2.5	9,356.325	13.2	8,268.024	4.1
Wholesale	104.758	23.6	84.723	3.6	1,107.503	16.5	950.953	1.9
Grand total	1,090.382	25.7	867.432	-1.9	10,463.828	13.5	9,218.978	3.9

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, FY2003 and FY2002)

Unit: %

		Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
		Residential	FY 2003	17.6	-0.3	6.3	-0.3	15.6	15.8	3.0	-11.7	-11.2	-5.5
	FY 2002	-5.4	4.3	0.7	16.0	9.1	-6.9	1.1	10.5	3.3	7.2	6.6	19.1
Business	FY 2003	23.5	16.3	21.9	2.8	-13.1	5.6	9.9	2.2	-6.5	0.2	2.4	0.7
	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
Industrial	FY 2003	22.6	2.9	12.9	24.9	24.1	19.9	21.2	15.1	18.0	20.6	1.9	7.0
	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
Total	FY 2003	20.8	4.7	13.3	11.8	7.8	14.0	12.8	2.3	1.0	3.8	0.6	1.1
	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
Wholesale	FY 2003	18.5	7.0	8.1	1.0	8.6	10.1	8.8	-1.5	6.1	11.0	8.4	11.5
	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
Grand total	FY 2003	20.6	4.9	12.7	10.6	7.9	13.5	12.4	1.8	1.5	4.5	1.4	2.1
	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