# Actual Gas Sales volume in July 2005

## Tokyo Gas Co., Ltd.

Total gas sales volume by Tokyo Gas Co., Ltd., for the month of July 2005 came to about 937.4 million m<sup>3</sup>, up about 27.6 million m<sup>3</sup> (or 3.0%) from July 2004.

In the residential sector, volume totaled about 156.2 million m<sup>3</sup>, up by 3.2% from July 2004. The increase was due to the lower temperature than last year, which caused more demand in hot water.

In the business sector (consisting of commercial, public, and medical use), volume amounted to about 245.6 million m<sub>3</sub>, down by 7.5 % from July 2004. The decrease was due to the higher temperature than last year, which caused less demand in hot water and heating.

In the industrial sector, factors such as increased consumption by new & existing customers brought volume to about 418.6 million m<sup>3</sup>, up 7.7% from the previous July.

Volume for wholesale supply to other gas companies totaled about 117.0 million m<sup>3</sup>, up 12.2% from July 2004, due to an increased off-take volume by contracted gas companies.

On a cumulative basis, the volume from April 2005 up to and including July 2005 totaled 3,845.1 million m<sup>3</sup>, an increase of 5.0% from the same period of 2004.

|              | Unit: million m <sup>3</sup> /46.04655 |           |         |   |   |   |         |   |  |  |
|--------------|--|-----------|---------|---|---|---|---------|---|--|--|
| Use (sector) | July 2005                              | July 2004 | Change  | Rate of<br>change<br>relative to<br>July 2004 | Cumulative sales<br>for fiscal 2005<br>(from April 2005<br>to July2005) | Cumulative<br>sales for fiscal<br>2004 (from<br>April 2004 to<br>July 2004) | Change  | Rate of<br>change<br>relative to<br>fiscal 2004 |  |  |
| Residential  | 156.169                                | 151.345   | 4.824   | 3.2   | 993.046   | 933.219   | 59.827  | 6.4   |  |  |
| Business     | 245.612                                | 265.453   | -19.841 | -7.5  | 861.926   | 871.657   | -9.731  | -1.1  |  |  |
| Industrial   | 418.566                                | 388.625   | 29.941  | 7.7   | 1,524.604   | 1,445.504   | 79.100  | 5.5   |  |  |
| Total        | 820.347                                | 805.423   | 14.924  | 1.9   | 3,379.575   | 3,250.379   | 129.196 | 4.0   |  |  |
| Wholesale    | 117.047                                | 104.346   | 12.701  | 12.2  | 465.486   | 410.353   | 55.133  | 13.4  |  |  |
| Grand total  | 937.394                                | 909.768   | 27.626  | 3.0   | 3,845.061   | 3,660.732   | 184.329 | 5.0   |  |  |

## 1. Gas sales volume

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

# 2. Basic factors

# (1) Temperature

|         |      |      |      |      |                           |      | Unit: °C                          |  |
|---------|------|------|------|------|---------------------------|------|-----------------------------------|--|
|         | Apr. | May  | June | July | Average<br>for<br>AprJuly | Aug. | Sept.                             | Average<br>for the<br>first half                     |
| FY 2005 | 15.1 | 17.7 | 23.2 | 25.6 | 20.4                      |      |                                   |  |
| FY 2004 | 16.4 | 19.6 | 23.7 | 28.4 | 22.0                      | 27.2 | 25.1                              | 23.4   |
| Change  | -1.3 | -1.9 | -0.5 | -2.8 | -1.6                      |      |                                   |  |
|         |      |      |      |      |                           |      |                                   |  |
|         | Oct. | Nov. | Dec. | Jan. | Feb.                      | Mar. | Average for<br>the second<br>half | Average for the<br>fiscal year (April<br>1~March 31) |
| FY 2005 |      |      |      |      |                           |      |                                   |  |
| FY 2004 | 17.5 | 15.6 | 9.9  | 6.1  | 6.2                       | 9.0  | 10.7                              | 17.1   |
| Change  |      |      |      |      |                           |      |                                   |  |

### (2) Number of new customers

|                | Unit: customers, % |        |        |        |                          |        |        |            |  |  |  |
|----------------|--------------------|--------|--------|--------|--------------------------|--------|--------|------------|--|--|--|
|                | Apr.               | May    | June   | July   | Total for<br>Apr<br>June | Aug.   | Sept.  | First half |  |  |  |
| FY 2005        | 14,817             | 14,386 | 18,175 | 20,156 | 67,534                   |        |        |            |  |  |  |
| FY 2004        | 15,378             | 15,767 | 18,196 | 21,277 | 70,618                   | 22,428 | 22,823 | 186,487    |  |  |  |
| Change         | -561               | -1,381 | -21    | -1,121 | -3,084                   |        |        |            |  |  |  |
| Rate of change | -3.6               | -8.8   | -0.1   | -5.3   | -4.4                     |        |        |            |  |  |  |

|                | Oct.   | Nov.   | Dec.   | Jan.   | Feb.   | Mar.   | Second<br>half | Total for the<br>fiscal year (April<br>1~March 31) |
|----------------|--------|--------|--------|--------|--------|--------|----------------|--|
| FY 2004        |        |        |        |        |        |        |                |  |
| FY 2005        | 19,147 | 22,439 | 29,121 | 25,888 | 38,279 | 38,786 | 173,660        | 289,529  |
| Change         |        |        |        |        |        |        |                |  |
| Rate of change |        |        |        |        |        |        |                |  |

#### (3) Number of customers

|                | Unit: million of customers |       |       |       |       |       |  |  |  |  |
|----------------|----------------------------|-------|-------|-------|-------|-------|--|--|--|--|
|                | Apr.                       | May   | June  | July  | Aug.  | Sept. |  |  |  |  |
| FY 2005        | 9.644                      | 9.650 | 9.660 | 9.672 |       |       |  |  |  |  |
| FY 2004        | 9.448                      | 9.456 | 9.466 | 9.478 | 9.494 | 9.509 |  |  |  |  |
| Change         | 0.196                      | 0.194 | 0.194 | 0.194 |       |       |  |  |  |  |
| Rate of change | 2.1                        | 2.1   | 2.0   | 2.0   |       |       |  |  |  |  |

|                | Oct.  | Nov.  | Dec.  | Jan.  | Feb.  | Mar.  |
|----------------|-------|-------|-------|-------|-------|-------|
| FY 2005        |       |       |       |       |       |       |
| FY 2004        | 9.520 | 9.535 | 9.557 | 9.576 | 9.608 | 9.639 |
| Change         |       |       |       |       |       |       |
| Rate of change |       |       |       |       |       |       |

| Gas sales volume in 1 12004 and 1 12005 |   |   |         |   |  |   |  |   |  |  |  |  |  |
|---|---|---|---------|---|--|---|--|---|--|--|--|--|--|
|   | Unit: million m <sup>3</sup> /46.04655MJ, % |   |         |   |  |   |  |   |  |  |  |  |  |
|   | July 2004                                   |   |         |   | Cumulative<br>sales for fiscal<br>2004 |   | Cumulative<br>sales for fiscal<br>2003 |   |  |  |  |  |  |
|   |   | Rate of<br>change<br>relative to<br>July 2003 |         | Rate of<br>change<br>relative to<br>July 2002 | (from Apr. 2004<br>to July 2004)       | Rate of<br>change<br>relative to<br>fiscal 2003 | (from Apr. 2003<br>to July 2003)       | Rate of<br>change<br>relative to<br>fiscal 2002 |  |  |  |  |  |
| Residential                             | 151.345                                     | -11.5   | 170.965 | -0.3  | 933.219                                | -4.5  | 977.358                                | 6.7   |  |  |  |  |  |
| Business                                | 265.453                                     | 19.6  | 221.965 | 2.8   | 871.657                                | 8.4   | 804.411                                | 15.1  |  |  |  |  |  |
| Industrial                              | 388.625                                     | 1.9   | 381.195 | 24.9  | 1,445.504                              | 13.5  | 1,273.432                              | 16.1  |  |  |  |  |  |
| Total                                   | 805.423                                     | 4.0   | 774.124 | 11.8  | 3,250.379                              | 6.4   | 3,055.201                              | 12.7  |  |  |  |  |  |
| Wholesale                               | 104.346                                     | 16.5  | 89.567  | 1.0   | 410.353                                | 13.7  | 360.999                                | 8.5   |  |  |  |  |  |
| Grand total                             | 909.768                                     | 5.3   | 863.691 | 10.6  | 3,660.732                              | 7.2   | 3,416.199                              | 12.2  |  |  |  |  |  |

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, FY2005 and FY2004)

|             |         |      |      |      |       |       |       |      |      |      |      |      | Unit: % |
|-------------|---------|------|------|------|-------|-------|-------|------|------|------|------|------|---------|
|             |         | Apr. | May  | June | July  | Aug.  | Sept. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar.    |
| Residential | FY 2005 | 3.2  | 8.4  | 12.0 | 3.2   | -     | -     | -    | -    | -    | -    | -    | -       |
|             | FY 2004 | -0.0 | -6.0 | -4.3 | -11.5 | -23.0 | -9.3  | -6.7 | -0.7 | -1.5 | -0.3 | 4.5  | 10.0    |
| Business    | FY 2005 | 2.5  | -0.1 | 2.5  | -7.5  | -     | -     | -    | -    | -    | -    | -    | -       |
|             | FY 2004 | 3.9  | 5.4  | 3.0  | 19.6  | 26.5  | 3.1   | 3.6  | 3.6  | 3.1  | 2.4  | 4.9  | 8.7     |
| Industrial  | FY 2005 | 16.5 | -4.8 | 2.5  | 7.7   | -     | -     | -    | -    | -    | -    | -    | -       |
|             | FY 2004 | 10.4 | 28.3 | 17.9 | 1.9   | 12.3  | 8.2   | 7.0  | 18.4 | 2.3  | 4.3  | 11.6 | 7.2     |
| Total       | FY 2005 | 8.2  | 0.5  | 4.9  | 1.9   | -     | -     | -    | -    | -    | -    | -    | -       |
|             | FY 2004 | 4.7  | 9.9  | 7.4  | 4.0   | 9.4   | 3.1   | 2.6  | 8.9  | 1.2  | 2.0  | 7.0  | 8.6     |
| Wholesale   | FY 2005 | 17.0 | 10.3 | 14.3 | 12.2  | -     | -     | -    | -    | -    | -    | -    | -       |
|             | FY 2004 | 7.0  | 15.7 | 16.2 | 16.5  | 11.3  | 15.6  | 14.5 | 8.5  | 9.8  | 13.4 | 19.0 | 15.4    |
| Grand total | FY 2005 | 9.1  | 1.6  | 6.0  | 3.0   | -     | -     | -    | -    | -    | -    | -    | -       |
|             | FY 2004 | 5.0  | 10.5 | 8.4  | 5.3   | 9.6   | 4.5   | 3.9  | 8.9  | 2.2  | 3.1  | 8.3  | 9.3     |