

## **Actual Gas Sales volume in March 2014 and FY2013**

### **Tokyo Gas Co., Ltd.**

#### **■ Gas Sales Volume for the month March 2014**

Total gas sales volume by Tokyo Gas Co., Ltd. for the month of March 2014 came to about 1,479.511 million m<sup>3</sup>, up 168.423 million m<sup>3</sup> (12.8%) from March 2013.

In the residential sector, volume totaled 419.941 million m<sup>3</sup>, up 20.596 million m<sup>3</sup> (5.2%) from March 2013, due to lower average temperature\* compared to that in the same period last year.

In the business sector (consisting of commercial, public, and medical use), volume totaled 250.553 million m<sup>3</sup>, up 15.067 million m<sup>3</sup> (6.4%) from March 2013, due to lower average temperature\* compared to that in the same period last year.

In the industrial sector, volume totaled 605.511 million m<sup>3</sup>, up 115.334 million m<sup>3</sup> (23.5%) from March 2013, due to the increased demand for power generation.

Volume for wholesale supply to other gas companies totaled 203.506 million m<sup>3</sup>, up 17.426 million m<sup>3</sup> (9.4%) from March 2013, due to the increased demand of the other companies.

#### **■ Gas Sales Volume for fiscal 2013**

Gas sales volume in fiscal 2013 (April - March 2014) totaled about 14,518.64 million m<sup>3</sup>, up 317.499 million m<sup>3</sup> (2.2 %) from fiscal 2012.

The residential sector amounted to 3,344.548 million m<sup>3</sup>, down by 82.253 million m<sup>3</sup> (-2.4%) from fiscal 2012. The decrease was due to higher average temperature\* compared to that last year.

Sales in the business sector (consisting of commercial, public, and medical use) amounted to 2,680.533 million m<sup>3</sup>, almost the same as fiscal 2012 (down 8.911 million m<sup>3</sup>, -0.3%).

In the industrial sector, the volume totaled about 6,238.675 million m<sup>3</sup>, 349.868 million m<sup>3</sup> (5.9%) up from fiscal 2012, due to the increased demand for power generation.

Volume for wholesale supply to gas companies totaled about 2,254.883 million m<sup>3</sup>, up 58.795 million m<sup>3</sup> (2.7%) from fiscal 2012, due to the increased demand of the other companies.

\*The weighted average of temperature through each customer's metering days (from previous metering day to that of this month)

## 1. Gas sales volume

Unit: thousand m<sup>3</sup>/45MJ, %

Use (sector)	March 2014	March 2013	Change		Cumulative sales for fiscal 2013 (from April to March)	Cumulative sales for fiscal 2012 (from April to March)	Change	
				Rate of change relative to fiscal 2012				Rate of change relative to fiscal 2012
Residential	419,941	399,345	20,596	5.2	3,344,548	3,426,801	-82,253	-2.4
Business	250,553	235,486	15,067	6.4	2,680,533	2,689,444	-8,911	-0.3
Industrial	605,511	490,177	115,334	23.5	6,238,675	5,888,807	349,868	5.9
Total	1,276,005	1,125,008	150,997	13.4	12,263,757	12,005,052	258,705	2.2
Wholesale	203,506	186,080	17,426	9.4	2,254,883	2,196,088	58,795	2.7
Total	1,479,511	1,311,088	168,423	12.8	14,518,640	14,201,141	317,499	2.2

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

## 2. Basic factors

### (1) Temperature

\*The weighted average of temperature through each customer's metering days (from previous metering day to that of this month)

Unit: °C

	April	May	June	July	Aug.	Sept.	Average for the first half
FY 2013	13.5	17.2	21.8	25.4	28.2	27.9	22.3
FY 2012	11.3	17.5	20.5	23.6	28.1	28.4	21.6
Change	2.2	-0.3	1.3	1.8	0.1	-0.5	0.8

	Oct.	Nov.	Dec.	Jan.	Feb.	March	Average for the second half	Average for the fiscal year (April 1 ~March 31)
FY 2013	22.5	16.2	11.1	6.4	6.1	7.5	11.6	17.0
FY 2012	22.8	16.0	9.5	6.0	6.3	8.9	11.6	16.6
Change	-0.3	0.2	1.6	0.4	-0.2	-1.4	0.0	0.4

## (2) Number of new customers

Unit: customers. %

	April	May	June	July	Aug.	Sept.	First half
FY 2013	13,722	14,687	14,648	18,426	16,296	17,728	95,507
FY 2012	12,928	13,833	15,124	15,732	14,892	16,475	88,984
Change	794	854	-476	2,694	1,404	1,253	6,523
Rate of change	6.1	6.2	-3.1	17.1	9.4	7.6	7.3

	Oct.	Nov.	Dec.	Jan.	Feb.	March	Second half	Total for the fiscal year (April 1 ~March 31)
FY 2013	17,767	17,205	19,382	22,133	23,190	28,854	128,531	224,038
FY 2012	15,609	17,411	21,122	17,068	21,837	26,465	119,512	208,496
Change	2,158	-206	-1,740	5,065	1,353	2,389	9,019	15,542
Rate of change	13.8	-1.2	-8.2	29.7	6.2	9.0	7.5	7.5

## (3) Number of customers

Unit: thousand of customers, %

	April	May	June	July	Aug.	Sept.
FY 2013	10,683	10,689	10,695	10,705	10,715	10,724
FY 2012	10,563	10,570	10,576	10,584	10,592	10,602
Change	120	119	119	121	123	122
Rate of change	1.1	1.1	1.1	1.1	1.2	1.2

	Oct.	Nov.	Dec.	Jan.	Feb.	March
FY 2013	10,734	10,743	10,756	10,771	10,787	10,809
FY 2012	10,609	10,620	10,634	10,644	10,659	10,678
Change	125	123	122	127	128	131
Rate of change	1.2	1.2	1.1	1.2	1.2	1.2

<Reference>

### Gas sales volume in FY2012 and FY2011

Unit: thousand m<sup>3</sup>/45MJ, %

Use(sector)	March. in 2013		March. in 2012		Cumulative sales for fiscal 2012 (from Apr. 2012 to March 2013)		Cumulative sales for fiscal 2011 (from Apr. 2011 to March 2012)	
		Rate of Change relative to fiscal 2011		Rate of Change relative to fiscal 2010		Rate of change relative to fiscal 2011		Rate of change relative to fiscal 2010
Residential	399,345	-8.8	437,996	4.4	3,426,801	-0.1	3,429,393	0.5
Business	235,486	-10.6	263,358	5.6	2,689,444	0.7	2,671,830	-7.1
Industrial	490,177	-2.2	500,953	18.6	5,888,807	8.1	5,446,403	9.7
Subtotal	1,125,008	-6.4	1,202,306	10.2	12,005,052	4.0	11,547,626	2.6
Wholesale	186,080	-9.2	205,005	12.1	2,196,088	-0.7	2,211,559	0.9
Total	1,311,088	-6.8	1,407,312	10.5	14,201,141	3.2	13,759,185	2.4

### Rate of increase relative to the previous year by segment (single months, FY2013 and FY2012)

Unit: %

Use(sector)		April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Residential	FY 2013	-11.5	1.0	-8.0	-11.3	-6.8	1.7	7.7	-0.4	-11.4	-3.0	6.7	5.2
	FY 2012	1.6	3.0	-2.8	17.0	6.3	-16.3	-13.3	13.7	12.7	2.1	-9.3	-8.8
Business	FY 2013	-7.5	-1.1	5.1	2.1	-0.3	-1.8	-0.8	-0.1	-7.5	-2.3	5.2	6.4
	FY 2012	8.8	5.2	-0.1	-1.9	0.9	3.9	-2.1	8.0	11.2	0.8	-8.3	-10.6
Industrial	FY 2013	10.0	18.1	8.6	6.5	5.1	2.4	-4.1	-6.3	-4.5	6.6	10.6	23.5
	FY 2012	3.8	-4.0	1.8	11.8	5.9	5.9	26.5	25.4	21.4	7.8	-2.5	-2.2
Total	FY 2013	-1.4	8.4	3.6	2.0	1.7	1.1	-1.2	-3.7	-7.3	1.0	8.0	13.4
	FY 2012	4.0	0.1	0.2	9.1	4.5	1.7	10.1	18.5	16.4	4.0	-6.4	-6.4
Wholesale	FY 2013	1.2	-0.2	-0.6	2.4	-1.5	2.9	2.8	2.1	0.0	3.9	8.3	9.4
	FY 2012	5.0	0.7	-2.4	-0.2	0.6	-1.4	6.9	10.1	1.2	-5.5	-9.1	-9.2
Total	FY 2013	-1.0	7.0	2.9	2.1	1.2	1.4	-0.6	-2.7	-6.2	1.4	8.1	12.8
	FY 2012	4.1	0.2	-0.3	7.5	3.9	1.2	9.5	17.0	13.8	2.6	-6.8	-6.8