Actual Gas Sales volume in January 2016

Tokyo Gas Co., Ltd.

Gas Sales Volume for the month January 2016

Total gas sales volume by Tokyo Gas Co., Ltd. for the month of January 2016 came to about 1,574.341 million m3, down 4.9% from January 2015.

In the residential sector, volume totaled 458.318 million m3, down 10.4% from January 2015, due to higher average temperature*, leading to the decreased demand for water-heating and air-conditioning.

In the business sector (consisting of commercial, public, and medical use), volume totaled 255.610 million m3, down 10.7% from January 2015, due to higher average temperature*, leading to the decreased demand for water-heating and air-conditioning.

In the industrial sector, volume totaled 623.093 million m3, down 1.5% from January 2015, due to the lower operation rate of existing customers' facilities.

Volume for wholesale supply to other gas companies totaled 237.320 million m3, up 5.8% from January 2015, 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)

| | cs volume | | | | · · | 3 | | |
|-------------|-----------|-----------|--------------------|-----------|----------------|---------------------------|-----------|--------------------|
| | | | | | Unit: thousand | d m ³ /45MJ, % | | |
| Use | January | January | Chan | ge | Cumulative | Cumulative | Chan | ge |
| (sector) | 2016 | 2015 | Rate of | | sales for | sales for | | Rate of |
| | | | change relative | | fiscal 2015 | fiscal 2014 | | change relative |
| | | | | to fiscal | (from April to | (from April to | | to fiscal |
| | | | | 2014 | January) | January) | | 2014 |
| Residential | 458,318 | 511,778 | - 53,460 | - 10.4 | 2,420,245 | 2,513,099 | - 92,854 | - 3.7 |
| Business | 255,610 | 286,210 | - 30,600 | - 10.7 | 2,032,849 | 2,089,945 | - 57,096 | - 2.7 |
| Industrial | 623,093 | 632,467 | - 9,374 | - 1.5 | 5,883,407 | 5,856,371 | 27,036 | 0.5 |
| Total | 1,337,021 | 1,430,455 | - 93,434 | - 6.5 | 10,336,502 | 10,459,415 | - 122,913 | - 1.2 |
| Wholesale | 237,320 | 224,221 | 13,099 | 5.8 | 1,934,606 | 1,906,338 | 28,268 | 1.5 |
| Total | 1,574,341 | 1,654,677 | - 80,336 | - 4.9 | 12,271,108 | 12,365,753 | - 94,645 | - 0.8 |

1. Gas sales volume

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

2. Basic factors

(1) Temperature*

| | | | | | | | Unit: °C |
|---------|-------|------|------|------|------|-------|-------------------------------|
| | April | May | June | July | Aug. | Sept. | Average for the first half |
| FY 2015 | 12.2 | 18.6 | 21.9 | 23.4 | 28.3 | 24.0 | 21.4 |
| FY 2014 | 12.7 | 17.2 | 21.6 | 24.0 | 27.6 | 24.2 | 21.2 |
| Change | -0.5 | 1.4 | 0.3 | -0.6 | 0.7 | -0.2 | 0.2 |

| | Oct. | Nov. | Dec. | Jan. | Feb. | March | Average for the second half | Average for the fiscal year (April 1 ~March 31) |
|---------|------|------|------|------|------|-------|-----------------------------------|--|
| FY 2015 | 20.5 | 16.4 | 11.5 | 7.8 | - | - | - | - |
| FY 2014 | 20.6 | 15.7 | 9.8 | 5.9 | 5.3 | 7.9 | 10.9 | 16.0 |
| Change | -0.1 | 0.7 | 17 | 19 | - | - | - | - |

*The weighted average of temperature through each customer's metering days (from previous metering day to that of this month). As the monitoring site of temperature was changed from Otemachi to Kitanomaru-Garden on December 2, 2014, temperatures described above are those at Kitanomaru-Garden.

(2) Number of new customers

| | | | | | Unit: custor | mers. % | |
|----------------|--------|--------|--------|--------|--------------|---------|------------|
| | April | May | June | July | Aug. | Sept. | First half |
| FY 2015 | 14,015 | 15,685 | 17,013 | 17,545 | 16,295 | 17,558 | 98,111 |
| FY 2014 | 15,345 | 15,376 | 17,126 | 18,320 | 15,939 | 19,308 | 101,414 |
| Change | -1,330 | 309 | -113 | -775 | 356 | -1,750 | -3,303 |
| Rate of change | -8.7 | 2.0 | -0.7 | -4.2 | 2.2 | -9.1 | -3.3 |

| | Oct. | Nov. | Dec. | Jan. | Feb. | March | Second half | Total for the fiscal year (April 1 ~March 31) |
|----------------|--------|--------|--------|--------|--------|--------|----------------|--|
| FY 2015 | 18,244 | 18,177 | 22,797 | 19,341 | - | - | - | - |
| FY 2014 | 20,723 | 17,897 | 21,094 | 22,479 | 24,920 | 26,777 | 133,890 | 235,304 |
| Change | -2,479 | 280 | 1,703 | -3,138 | - | - | - | - |
| Rate of change | -12.0 | 1.6 | 8.1 | -14.0 | - | - | - | - |

(3) Number of customers

| | | | Unit: thousand of customers, % | | | | | | | |
|----------------|--------|--------|--------------------------------|--------|--------|--------|--|--|--|--|
| | April | May | June | July | Aug. | Sept. | | | | |
| FY 2015 | 10,963 | 10,971 | 10,980 | 10,990 | 10,999 | 11,009 | | | | |
| FY 2014 | 10,816 | 10,824 | 10,834 | 10,844 | 10,853 | 10,865 | | | | |
| Change | 147 | 147 | 146 | 146 | 146 | 144 | | | | |
| Rate of change | 1.4 | 1.4 | 1.3 | 1.3 | 1.3 | 1.3 | | | | |

| | Oct. | Nov. | Dec. | Jan. | Feb. | March |
|----------------|--------|--------|--------|--------|--------|--------|
| FY 2015 | 11,017 | 11,028 | 11,045 | 11,057 | - | - |
| FY 2014 | 10,878 | 10,889 | 10,906 | 10,920 | 10,938 | 10,958 |
| Change | 139 | 139 | 139 | 137 | - | - |
| Rate of change | 1.3 | 1.3 | 1.3 | 1.3 | - | - |

<Reference>

Gas sales volume in FY2014 and FY2013

| _ | Unit: thousand m ³ /45MJ, % | | | | | | | | | |
|-------------|--|---|------------|---|----------------------------------|---|-------------------------------------|---|--|--|
| Use(sector) | January | | January | | Cumulative sales for fiscal 2014 | | Cumulative sales for fiscal 2013 | | | |
| | in 2015 | Rate of Change relative to fiscal 2013 | in 2014 | Rate of Change relative to fiscal 2012 | (from Apr. 2014 to Jan. 2015) | Rate of change relative to fiscal 2013 | (from Apr. 2013 to Jan. 2014) | Rate of change relative to fiscal 2012 | | |
| Residential | 511,778 | 1.2 | 505,923 | -3.0 | 2,513,099 | 1.9 | 2,467,075 | -5.1 | | |
| Business | 286,210 | 0.3 | 285,435 | -2.3 | 2,089,945 | -3.6 | 2,167,227 | -1.7 | | |
| Industrial | 632,467 | 9.8 | 576,054 | 6.6 | 5,856,371 | 14.7 | 5,103,660 | 3.7 | | |
| Subtotal | 1,430,455 | 4.6 | 1,367,413 | 1.0 | 10,459,415 | 7.4 | 9,737,963 | 0.2 | | |
| Wholesale | 224,221 | 1.8 | 220,293 | 3.9 | 1,906,338 | 3.9 | 1,835,331 | 1.4 | | |
| Total | 1,654,677 | 4.2 | 1,587,706 | 1.4 | 12,365,753 | 6.8 | 11,573,294 | 0.3 | | |

Rate of increase relative to the previous year by segment (single months, FY2015 and FY2014)

| | | | | | | | | | | | | U | nit: % |
|-------------|---------|-------|--------|-------|-------|-------|--------|-------|-------|-------|-------|-------|--------|
| Use(sector) | | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. |
| Residential | FY 2015 | 3.1 | - 4.4 | - 6.2 | - 0.2 | 0.0 | 4.2 | 2.4 | -7.1 | -5.6 | -10.4 | | |
| | FY 2014 | 4.5 | - 4.6 | - 1.7 | 8.5 | 3.2 | 16.0 | 9.6 | - 1.5 | - 1.8 | 1.2 | - 1.4 | - 1.8 |
| Business | FY 2015 | 0.2 | 1.1 | - 1.9 | - 1.2 | 4.1 | - 5.4 | -2.9 | -2.7 | -5.5 | -10.7 | | |
| | FY 2014 | 0.5 | - 5.0 | 1.1 | - 2.4 | - 4.8 | - 11.1 | - 6.4 | - 2.0 | - 5.2 | 0.3 | - 2.3 | - 2.6 |
| Industrial | FY 2015 | 1.2 | - 15.3 | - 4.0 | 4.5 | 4.1 | 4.8 | 1.7 | 8.9 | -0.5 | -1.5 | | |
| | FY 2014 | 17.5 | 14.8 | 25.5 | 16.3 | 16.6 | 11.2 | 5.9 | 13.9 | 17.0 | 9.8 | 13.2 | - 1.4 |
| Total | FY 2015 | 1.6 | - 9.4 | - 4.0 | 2.5 | 3.6 | 2.2 | 0.9 | 2.8 | -2.8 | -6.5 | | |
| | FY 2014 | 10.0 | 5.0 | 14.0 | 10.5 | 8.7 | 5.5 | 3.8 | 6.5 | 6.8 | 4.6 | 4.6 | - 1.7 |
| Wholesale | FY 2015 | 1.7 | - 7.2 | 3.6 | 5.6 | 6.4 | 3.9 | -1.5 | 0.1 | -3.4 | 5.8 | | |
| | FY 2014 | - 6.4 | 3.0 | 6.1 | 5.1 | 6.2 | 4.9 | 7.2 | 0.4 | 11.1 | 1.8 | - 3.0 | - 3.9 |
| Total | FY 2015 | 1.6 | - 9.1 | - 2.8 | 3.0 | 4.0 | 2.5 | 0.5 | 2.3 | -2.9 | -4.9 | | |
| | FY 2014 | 7.4 | 4.7 | 12.7 | 9.6 | 8.3 | 5.4 | 4.4 | 5.4 | 7.5 | 4.2 | 3.5 | - 2.0 |