

## Actual Gas Sales volume in October 2016

Tokyo Gas Co., Ltd.

### ■ Gas Sales Volume for the month October 2016

Total gas sales volume by Tokyo Gas Co., Ltd. for the month of October 2016 came to about 1,146.425 million m<sup>3</sup>, up by + 6.9% from previous year.

#### \*\* Gas sales volume

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

Use (sector)	Oct. 2016	Oct. 2015	Change*		Factor of change
				Rate of change relative to fiscal 2015	
Residential	177,168	185,550	- 8,382	- 4.5	Due to higher average temperature* <sup>1</sup> , leading to the decreased demand for water-heating, although the number of customers is increased with integrating affiliated companies* <sup>2</sup> .
Business	201,041	176,784	24,257	13.7	Due to increase of the number of customers including integrated companies.
Industrial	587,782	522,578	65,204	12.5	Leading to the increased demand for power generation.
Total	965,991	884,912	81,079	9.2	
Wholesale	180,434	187,780	- 7,346	- 3.9	Due to the change of the volume counting method as the result of integrating the affiliated companies (the volumes of the affiliated companies are counted as the relevant volumes of Tokyo Gas)
Total	1,146,425	1,072,692	73,733	6.9	

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

\*1 The weighted average of temperature through each customer's metering days (from previous metering day to that of this month)

\*2 Affiliated companies (Chiba Gas, Tsukuba Gakuen Gas and Miho Gas) were integrated into Tokyo Gas on May 1st, 2016

(Cumulative Sales)

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

Use (sector)	Fiscal 2016 (from April to Oct.)	Fiscal 2015 (from April to Oct.)	Change	
				Rate of change relative to fiscal 2015
Residential	1,420,381	1,421,059	- 678	- 0.0
Business	1,463,558	1,419,804	43,754	3.1
Industrial	4,144,437	4,043,153	101,284	2.5
Total	7,028,376	6,884,016	144,360	2.1
Wholesale	1,238,904	1,277,750	- 38,846	- 3.0
Total	8,267,280	8,161,766	105,514	1.3

\*\* 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 2016	12.6	18.3	21.1	24.4	26.4	26.0	21.5
FY 2015	12.2	18.6	21.9	23.4	28.3	24.0	21.4
Change	0.4	- 0.3	- 0.8	1.0	- 1.9	2.0	0.1

	Oct.	Nov.	Dec.	Jan.	Feb.	March	Average for the second half	Average for the fiscal year (April 1 ~March 31)
FY 2016	21.8	-	-	-	-	-	-	-
FY 2015	20.5	16.4	11.5	7.8	6.0	8.5	11.8	16.6
Change	1.3	-	-	-	-	-	-	-

(2) Number of new customers

Unit: customers. %

	April	May	June	July	Aug.	Sept.	First half
FY 2016	13,816	14,980	16,413	16,045	16,514	20,273	98,041
FY 2015	14,015	15,685	17,013	17,545	16,295	17,558	98,111
Change	-199	-705	-600	-1,500	219	2,715	-70
Rate of change	-1.4	-4.5	-3.5	-8.5	1.3	15.5	-0.1

	Oct.	Nov.	Dec.	Jan.	Feb.	March	Second half	Total for the fiscal year (April 1 ~March 31)
FY 2016	18,250	-	-	-	-	-	-	-
FY 2015	18,244	18,177	22,797	19,341	24,754	25,304	128,617	226,728
Change	6	-	-	-	-	-	-	-
Rate of change	0.0	-	-	-	-	-	-	-

(3) Number of customers

Unit: thousand of customers, %

	April	May	June	July	Aug.	Sept.
FY 2016	11,096	11,264	11,271	11,280	11,289	11,302
FY 2015	10,963	10,971	10,980	10,990	10,999	11,009
Change	133	293	291	290	290	293
Rate of change	1.2	2.7	2.7	2.6	2.6	2.7

	Oct.	Nov.	Dec.	Jan.	Feb.	March
FY 2016	11,312	-	-	-	-	-
FY 2015	11,017	11,028	11,045	11,057	11,073	11,090
Change	295	-	-	-	-	-
Rate of change	2.7	-	-	-	-	-

<Reference>

### Gas sales volume in FY2015 and FY2014

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

Use(sector)	Oct. in 2015	Rate of Change relative to fiscal 2014	Oct. in 2014	Rate of Change relative to fiscal 2013	Cumulative sales for fiscal 2015 (from Apr. 2015 to Oct. 2015)	Rate of change relative to fiscal 2014	Cumulative sales for fiscal 2014 (from Apr. 2014 to Oct. 2014)	Rate of change relative to fiscal 2013
Business	176,784	-2.9	181,989	-6.4	1,419,804	-0.8	1,430,798	-4.3
Industrial	522,578	1.7	513,888	5.9	4,043,153	-0.2	4,052,997	15.3
Subtotal	884,912	0.9	877,079	3.8	6,884,016	-0.3	6,908,062	8.2
Wholesale	187,780	-1.5	190,723	7.2	1,277,750	1.8	1,254,878	3.6
Total	1,072,692	0.5	1,067,802	4.4	8,161,766	-0.0	8,162,941	7.5

### Rate of increase relative to the previous year by segment (single months, FY2016 and FY2015)

Unit: %

Use(sector)		April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
		Residential	FY 2016	-1.0	0.2	9.9	-6.6	5.9	-2.2	-4.5			
	FY 2015	3.1	-4.4	-6.2	-0.2	0.0	4.2	2.4	-7.1	-5.6	-10.4	-4.5	-0.2
Business	FY 2016	-2.2	2.9	-0.4	-2.2	-1.6	13.7	13.7					
	FY 2015	0.2	1.1	-1.9	-1.2	4.1	-5.4	-2.9	-2.7	-5.5	-10.7	-3.2	-2.4
Industrial	FY 2016	0.2	11.4	-1.2	-8.3	0.8	6.7	12.5					
	FY 2015	1.2	-15.3	-4.0	4.5	4.1	4.8	1.7	8.9	-0.5	-1.5	-7.6	3.0
Total	FY 2016	-0.6	6.5	1.1	-6.7	0.8	6.9	9.2					
	FY 2015	1.6	-9.4	-4.0	2.5	3.6	2.2	0.9	2.8	-2.8	-6.5	-5.7	0.9
Wholesale	FY 2016	3.1	3.3	-1.8	-9.2	-7.6	-3.5	-3.9					
	FY 2015	1.7	-7.2	3.6	5.6	6.4	3.9	-1.5	0.1	-3.4	5.8	13.6	14.6
Total	FY 2016	-0.1	6.0	0.6	-7.1	-0.4	5.2	6.9					
	FY 2015	1.6	-9.1	-2.8	3.0	4.0	2.5	0.5	2.3	-2.9	-4.9	-3.0	2.8