

Actual Gas Sales volume in January 2017

Tokyo Gas Co., Ltd.

■ Gas Sales Volume for the month January 2017

Total gas sales volume by Tokyo Gas Co., Ltd. for the month of January 2017 came to about 1,629.876 million m³, up by + 3.5% from January 2016.

** Gas sales volume

Unit: thousand m³/45MJ, %

| Use (sector) | Jan. 2017 | Jan. 2016 | Change* | | Factor of change |
|--------------|--------------|--------------|---------|---|--|
| | | | | Rate of change relative to fiscal 2015 | |
| Residential | 487,451 | 458,318 | 29,133 | 6.4 | Due to lower average temperature ^{*1} , leading to the increased demand for water-heating and air-conditioning. |
| Business | 276,853 | 255,610 | 21,243 | 8.3 | Due to increase of the number of customers including integrated companies ^{*2} . |
| Industrial | 645,704 | 623,093 | 22,611 | 3.6 | Leading to the higher operation rate of existing customers' facilities. |
| Total | 1,410,008 | 1,337,021 | 72,987 | 5.5 | |
| Wholesale | 219,868 | 237,320 | -17,452 | -7.4 | 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 | 1,629,876 | 1,574,341 | 55,535 | 3.5 | |

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 m³/45MJ, %

| Use (sector) | Fiscal 2016 (from April to Jan.) | Fiscal 2015 (from April to Jan.) | Change | |
|--------------|--|--|---------|---|
| | | | | Rate of change relative to fiscal 2015 |
| Residential | 2,534,832 | 2,420,245 | 114,587 | 4.7 |
| Business | 2,136,518 | 2,032,849 | 103,669 | 5.1 |
| Industrial | 6,034,012 | 5,883,407 | 150,605 | 2.6 |
| Total | 10,705,361 | 10,336,502 | 368,859 | 3.6 |
| Wholesale | 1,875,436 | 1,934,606 | -59,170 | -3.1 |
| Total | 12,580,797 | 12,271,108 | 309,689 | 2.5 |

** 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 | 14.5 | 10.1 | 7.0 | - | - | - | - |
| FY 2015 | 20.5 | 16.4 | 11.5 | 7.8 | 6.0 | 8.5 | 11.8 | 16.6 |
| Change | 1.3 | - 1.9 | - 1.4 | - 0.8 | - | - | - | - |

(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 | 18,583 | 22,647 | 20,047 | - | - | - | - |
| FY 2015 | 18,244 | 18,177 | 22,797 | 19,341 | 24,754 | 25,304 | 128,617 | 226,728 |
| Change | 6 | 406 | - 150 | 706 | - | - | - | - |
| Rate of change | 0.0 | 2.2 | - 0.7 | 3.7 | - | - | - | - |

(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 | 11,324 | 11,341 | 11,353 | - | - |
| FY 2015 | 11,017 | 11,028 | 11,045 | 11,057 | 11,073 | 11,090 |
| Change | 295 | 296 | 296 | 296 | - | - |
| Rate of change | 2.7 | 2.7 | 2.7 | 2.7 | - | - |

<Reference>

Gas sales volume in FY2015 and FY2014

Unit: thousand m³/45MJ, %

| Use(sector) | Jan. in 2016 | Rate of Change relative to fiscal 2014 | Jan. in 2015 | Rate of Change relative to fiscal 2013 | Cumulative sales for fiscal 2015 (from Apr. 2015 to Jan. 2016) | | Cumulative sales for fiscal 2014 (from Apr. 2014 to Jan. 2015) | |
|-------------|--------------|--|--------------|--|--|--|--|------|
| | | | | | Rate of change relative to fiscal 2014 | Rate of change relative to fiscal 2013 | | |
| Residential | 458,318 | -10.4 | 511,778 | 1.2 | 2,420,245 | -3.7 | 2,513,099 | 1.9 |
| Business | 255,610 | -10.7 | 286,210 | 0.3 | 2,032,849 | -2.7 | 2,089,945 | -3.6 |
| Industrial | 623,093 | -1.5 | 632,467 | 9.8 | 5,883,407 | 0.5 | 5,856,371 | 14.7 |
| Subtotal | 1,337,021 | -6.5 | 1,430,455 | 4.6 | 10,336,502 | -1.2 | 10,459,415 | 7.4 |
| Wholesale | 237,320 | 5.8 | 224,221 | 1.8 | 1,934,606 | 1.5 | 1,906,338 | 3.9 |
| Total | 1,574,341 | -4.9 | 1,654,677 | 4.2 | 12,271,108 | -0.8 | 12,365,753 | 6.8 |

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 | 13.0 | 18.1 | 6.4 |
| | 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 | 6.1 | 15.1 | 8.3 | | |
| | 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 | 1.1 | 3.2 | 3.6 | | |
| | 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 | 4.7 | 9.4 | 5.5 | | |
| | 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 | 3.4 | -4.3 | -7.4 | | |
| | 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 | 4.5 | 7.1 | 3.5 | | |
| | 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 |