

April 17, 2012

Actual Gas Sales volume in March 2012 and FY2011

Tokyo Gas Co., Ltd.

Gas Sales Volume for the month March 2012

Total gas sales volume by Tokyo Gas Co., Ltd., for the month of March 2012 came to about 1,407.312 million m³, increased by 133.182 million m³ (+10.5%) from March 2011.

In the residential sector, volume totaled 437.996 million m³, up 4.4% from March 2011, due to lower two-month average temperature in February and March than that in the same period last year, leading to the demand increase for water-heating and space-heating.

In the business sector (consisting of commercial, public, and medical use), the volume increased by 5.6% to 263.358 million m³, due to the higher operation rate on the part of existing customers' facilities, etc.

In the industrial sector, volume totaled about 500.953 million m³, up 18.6% from last year, due to the higher operation rate of existing customers' facilities.

Volume for wholesale supply to other gas companies totaled about 205.005 million m³, up 12.1% from March 2011 due to increased demand of wholesale gas suppliers.

FY2011 Gas Sales Volume

On a cumulative basis, the volume from April 2011 up to and including March 2012 totaled 13,759.185 million m³, an increase of 2.4% from the same period of FY 2010.

As for the residential sector, annual sales volume was 3,429.393 million m³, almost equal to that of FY2011 (+0.5%).

As for the business sector, decreased operation rate on the part of existing customers' facilities, etc. led to the decreased annual sales volume by 7.1% to 2,671.830 million m³.

In the industrial sector, the higher operation rate of existing customers' facilities contributed to the increased annual sales volume by 9.7% to 5,446.403 million m³.

In the wholesale sector, annual sales volume increased by 0.9% to 2,211.559 million m³, thanks to the increased demand of wholesale gas suppliers.

1. Gas sales volume

Unit: thousand m³/45MJ, %

Use (sector)	March 2012	March 2011	Change		Cumulative sales for fiscal 2011 (from April 2011 to March 2012)	Cumulative sales for fiscal 2010 (from April 2010 to March 2011)	Change	
				Rate of change				Rate of change
Residential	437,996	419,499	18,497	4.4	3,429,393	3,411,761	17,632	0.5
Business	263,358	249,506	13,852	5.6	2,671,830	2,875,333	-203,503	-7.1
Industrial	500,953	422,276	78,677	18.6	5,446,403	4,963,307	483,096	9.7
Total	1,202,306	1,091,282	111,024	10.2	11,547,626	11,250,401	297,225	2.6
Wholesale	205,005	182,849	22,156	12.1	2,211,559	2,190,925	20,634	0.9
Grand total	1,407,312	1,274,130	133,182	10.5	13,759,185	13,441,325	317,860	2.4

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 2011	14.5	18.5	22.8	27.3	27.5	25.1	22.6
FY 2010	12.4	19.0	23.6	28.0	29.6	25.1	23.0
Change	2.1	-0.5	-0.8	-0.7	-2.1	0.0	-0.4

	Oct.	Nov.	Dec.	Jan.	Feb.	March	Average for the second half	Average for the fiscal year (April 1 ~March 31)
FY 2011	19.5	14.9	7.5	4.8	5.4	8.8	10.2	16.4
FY 2010	18.9	13.5	9.9	5.1	7.0	8.1	10.4	16.7
Change	0.6	1.4	-2.4	-0.3	-1.6	0.7	-0.2	-0.3

(2) Number of new customers

Unit: customers. %

	April	May	June	July	Aug.	Sept.	First half
FY 2011	8,633	8,496	12,454	12,397	14,166	16,120	72,266
FY 2010	10,592	11,629	12,843	14,132	12,221	15,522	76,939
Change	-1,959	-3,133	-389	-1,735	1,945	598	-4,673
Rate of change	-18.5	-26.9	-3.0	-12.3	15.9	3.9	-6.1

	Oct.	Nov.	Dec.	Jan.	Feb.	March	Second half	Total for the fiscal year (April 1 ~March 31)
FY 2011	15,034	17,298	19,769	18,789	22,993	25,630	119,513	191,779
FY 2010	11,610	15,283	19,504	17,801	20,140	21,025	105,363	182,302
Change	3,424	2,015	265	988	2,853	4,605	14,150	9,477
Rate of change	29.5	13.2	1.4	5.6	14.2	21.9	13.4	5.2

(3) Number of customers

Unit: thousand of customers, %

	April	May	June	July	Aug.	Sept.
FY 2011	10,454	10,455	10,460	10,464	10,471	10,479
FY 2010	10,344	10,349	10,354	10,361	10,367	10,376
Change	110	106	106	103	104	103
Rate of change	1.1	1.0	1.0	1.0	1.0	1.0

	Oct.	Nov.	Dec.	Jan.	Feb.	March
FY 2011	10,488	10,497	10,511	10,523	10,539	10,557
FY 2010	10,381	10,389	10,403	10,413	10,428	10,441
Change	107	108	108	110	111	116
Rate of change	1.0	1.0	1.0	1.1	1.1	1.1

<Reference>

Gas sales volume in FY2010 and FY2009

Unit: thousand m³/45MJ, %

	March 2011		March 2010		Cumulative sales for fiscal 2010 (from April 2010 to March 2011)		Cumulative sales for fiscal 2009 (from April 2009 to March 2010)	
		Rate of change relative to March 2010		Rate of change relative to March 2009		Rate of change relative to fiscal 2009		Rate of change relative to fiscal 2008
Residential	419,499	3.2	406,639	-1.8	3,411,761	2.4	3,332,332	-1.1
Business	249,506	-2.7	256,483	-0.5	2,875,333	3.0	2,792,474	-2.6
Industrial	422,276	-12.0	479,843	34.9	4,963,307	0.2	4,952,184	-6.2
Total	1,091,282	-4.5	1,142,966	11.2	11,250,401	1.6	11,076,990	-3.8
Wholesale	182,849	-9.8	202,624	10.6	2,190,925	5.7	2,072,588	-0.0
Grand total	1,274,130	-5.3	1,345,590	11.1	13,441,325	2.2	13,149,578	-3.2

Rate of increase relative to the previous year by segment (single months, FY2011 and FY2010)

Unit: %

Use(sector)		April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Residential	FY2011	- 5.5	- 12.8	4.4	- 8.1	1.6	20.0	3.7	- 10.8	1.7	5.0	7.1	4.4
	FY2010	16.1	15.1	6.1	- 5.2	- 12.4	- 18.5	- 6.7	2.1	2.0	- 1.1	4.2	3.2
Business	FY2011	- 12.8	- 17.0	- 9.9	- 15.4	- 16.7	- 12.1	- 5.5	- 12.3	0.2	4.4	5.9	5.6
	FY2010	4.4	9.5	- 7.1	3.2	8.5	15.3	4.8	- 0.8	- 3.5	0.2	2.3	- 2.7
Industrial	FY2011	4.3	8.0	1.4	4.8	13.3	11.7	2.3	- 4.0	9.9	12.8	37.5	18.6
	FY2010	5.3	14.5	13.6	5.3	1.6	5.4	2.2	2.8	- 7.6	- 6.0	- 14.3	- 12.0
Total	FY2011	- 3.1	- 4.9	- 0.6	- 3.8	0.7	4.7	0.5	- 7.8	5.0	7.8	17.1	10.2
	FY2010	8.9	13.5	6.0	2.6	1.6	4.2	0.8	1.8	- 3.6	- 2.7	- 3.3	- 4.5
Wholesale	FY2011	- 5.1	3.3	4.2	- 2.8	- 1.8	- 2.9	- 4.8	- 8.1	2.7	3.4	10.1	12.1
	FY2010	19.1	13.1	3.2	6.3	7.9	9.3	5.4	7.4	1.2	8.6	2.7	- 9.8
Grand total	FY2011	- 3.4	- 3.7	0.2	- 3.6	0.3	3.4	- 0.5	- 7.8	4.6	7.1	16.0	10.5
	FY2010	10.4	13.4	5.6	3.2	2.6	5.0	1.6	2.8	- 2.8	- 1.1	- 2.4	- 5.3