

April 16, 2013

Actual Gas Sales volume in March 2013 and FY2012

Tokyo Gas Co., Ltd.

Gas Sales Volume for the month March 2013

Total gas sales volume by Tokyo Gas Co., Ltd. for the month of March 2013 came to about 1,311.088 million m³, decreased by 96.224 million m³ (▲6.8%) from March 2012.

In the residential sector, volume totaled 399.345 million m³, down 8.8% from March 2012, due to higher two-month average temperature in February and March than that in the same period last year.

In the business sector (consisting of commercial, public, and medical use), the volume decreased by 10.6% to 235.486 million m³, due to higher two-month average temperature in February and March than that of last year.

In the industrial sector, volume totaled about 490.177 million m³, down 2.2% from last year, due to the lower operation rate of existing customers' facilities, in spite of the development of new demands following the commencement of the new trunk lines.

Volume for wholesale supply to other gas companies totaled about 186.08 million m³, down 9.2% from March 2012 due to decreased demand of wholesale gas suppliers, etc.

FY2012 Gas Sales Volume

On a cumulative basis, the volume from April 2012 up to and including March 2013 totaled 14,201.141 million m³, an increase of 3.2% from the same period of FY 2011.

As for the residential sector, annual sales volume was 3,426.801 million m³, almost equal to that of FY2012 (▲0.1%) because the number of new customers increased, though the temperature effect was negative.

As for the business sector, recovered operation rate after the Great East Japan Earthquake, etc. led to the increased annual sales volume by 0.7% to 2,689.444 million m³ in spite of the temperature negative effect.

In the industrial sector, the development of new demands following the commencement of new trunk lines and the increased demand for power generation contributed to the increased annual sales volume by 8.1% to 5,888.807 million m³.

In the wholesale sector, annual sales volume decreased by 0.7% to 2,196.088 million m³, due to the decreased demand of wholesale gas suppliers.

1. Gas sales volume

Unit: thousand m³/45MJ, %

Use (sector)	March 2013	March 2012	Change		Cumulative sales for fiscal 2012 (from April 2012 to March 2013)	Cumulative sales for fiscal 2011 (from April 2011 to March 2012)	Change	
				Rate of change				Rate of change
Residential	399,345	437,996	-38,651	-8.8	3,426,801	3,429,393	-2,592	-0.1
Business	235,486	263,358	-27,872	-10.6	2,689,444	2,671,830	17,614	0.7
Industrial	490,177	500,953	-10,776	-2.2	5,888,807	5,446,403	442,404	8.1
Total	1,125,008	1,202,306	-77,298	-6.4	12,005,052	11,547,626	457,426	4.0
Wholesale	186,080	205,005	-18,925	-9.2	2,196,088	2,211,559	-15,471	-0.7
Grand total	1,311,088	1,407,312	-96,224	-6.8	14,201,141	13,759,185	441,956	3.2

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

2. Basic factors

(1) Temperature

Unit: °C

	March	April	May	June	July	Aug.	Sept.	Average for the first half
FY 2012	8.8	14.5	19.6	21.4	26.4	29.1	26.2	22.9
FY 2011	8.1	14.5	18.5	22.8	27.3	27.5	25.1	22.6
Change	0.7	0.0	1.1	-1.4	-0.9	1.6	1.1	0.3

	Oct.	Nov.	Dec.	Jan.	Feb.	March	Average for the second half	Average for the fiscal year (April 1 ~March 31)
FY 2012	19.4	12.7	7.3	5.5	6.2	12.1	10.5	16.7
FY 2011	19.5	14.9	7.5	4.8	5.4	8.8	10.2	16.4
Change	-0.1	-2.2	-0.2	0.7	0.8	3.3	0.3	0.3

(2) Number of new customers

Unit: customers. %

	April	May	June	July	Aug.	Sept.	First half
FY 2012	12,928	13,833	15,124	15,732	14,892	16,475	88,984
FY 2011	8,633	8,496	12,454	12,397	14,166	16,120	72,266
Change	4,295	5,337	2,670	3,335	726	355	16,718
Rate of change	49.8	62.8	21.4	26.9	5.1	2.2	23.1

	Oct.	Nov.	Dec.	Jan.	Feb.	March	Second half	Total for the fiscal year (April 1 ~March 31)
FY 2012	15,609	17,411	21,122	17,068	21,837	26,465	119,512	208,496
FY 2011	15,034	17,298	19,769	18,789	22,993	25,630	119,513	191,779
Change	575	113	1,353	-1,721	-1,156	835	-1	16,717
Rate of change	3.8	0.7	6.8	-9.2	-5.0	3.3	-0.0	8.7

(3) Number of customers

Unit: thousand of customers, %

	April	May	June	July	Aug.	Sept.
FY 2012	10,563	10,570	10,576	10,584	10,592	10,602
FY 2011	10,454	10,455	10,460	10,464	10,471	10,479
Change	109	115	116	120	121	123
Rate of change	1.0	1.1	1.1	1.1	1.2	1.2

	Oct.	Nov.	Dec.	Jan.	Feb.	March
FY 2012	10,609	10,620	10,634	10,644	10,659	10,678
FY 2011	10,488	10,497	10,511	10,523	10,539	10,557
Change	121	123	123	121	120	121
Rate of change	1.2	1.2	1.2	1.1	1.1	1.1

<Reference>

Gas sales volume in FY2011 and FY2010

Unit: thousand m3/45MJ, %

	March 2012		March 2011		Cumulative sales for fiscal 2011 (from April 2011 to March 2012)		Cumulative sales for fiscal 2010 (from April 2010 to March 2011)	
		Rate of change relative to March 2011		Rate of change relative to March 2010		Rate of change relative to fiscal 2010		Rate of change relative to fiscal 2009
Residential	437,996	4.4	419,499	3.2	3,429,393	0.5	3,411,761	2.4
Business	263,358	5.6	249,506	-2.7	2,671,830	-7.1	2,875,333	3.0
Industrial	500,953	18.6	422,276	-12.0	5,446,403	9.7	4,963,307	0.2
Total	1,202,306	10.2	1,091,282	-4.5	11,547,626	2.6	11,250,401	1.6
Wholesale	205,005	12.1	182,849	-9.8	2,211,559	0.9	2,190,925	5.7
Grand total	1,407,312	10.5	1,274,130	-5.3	13,759,185	2.4	13,441,325	2.2

Rate of increase relative to the previous year by segment (single months, FY2012 and FY2011)

Unit: %

Use(sector)		April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Residential	FY2012	1.6	3.0	- 2.8	17.0	6.3	- 16.3	- 13.3	13.7	12.7	2.1	- 9.3	- 8.8
	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
Business	FY2012	8.8	5.2	- 0.1	- 1.9	0.9	3.9	- 2.1	8.0	11.2	0.8	- 8.3	- 10.6
	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
Industrial	FY2012	3.8	- 4.0	1.8	11.8	5.9	5.9	26.5	25.4	21.4	7.8	- 2.5	- 2.2
	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
Total	FY2012	4.0	0.1	0.2	9.1	4.5	1.7	10.1	18.5	16.4	4.0	- 6.4	- 6.4
	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
Wholesale	FY2012	5.0	0.7	- 2.4	- 0.2	0.6	- 1.4	6.9	10.1	1.2	- 5.5	- 9.1	- 9.2
	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
Grand total	FY2012	4.1	0.2	- 0.3	7.5	3.9	1.2	9.5	17.0	13.8	2.6	- 6.8	- 6.8
	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