

## Actual Gas Sales volume in December 2016

Tokyo Gas Co., Ltd.

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

Total gas sales volume by Tokyo Gas Co., Ltd. for the month of December 2016 came to about 1,424.418 million m<sup>3</sup>, up by + 7.1% from December 2015.

#### \*\* Gas sales volume

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

Use (sector)	Dec. 2016	Dec. 2015	Change*		Factor of change
				Rate of change relative to fiscal 2015	
Residential	364,363	308,505	55,858	18.1	Due to lower average temperature <sup>*1</sup> , leading to the increased demand for water-heating and air-conditioning.
Business	215,386	187,053	28,333	15.1	Due to lower average temperature <sup>*1</sup> , leading to the increased demand for water-heating and air-conditioning.
Industrial	634,096	614,153	19,943	3.2	Leading to the higher operation rate of existing customers' facilities.
Total	1,213,845	1,109,711	104,134	9.4	
Wholesale	210,573	220,142	- 9,569	- 4.3	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	1,424,418	1,329,853	94,565	7.1	

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 Dec.)	Fiscal 2015 (from April to Dec.)	Change	
				Rate of change relative to fiscal 2015
Residential	2,047,381	1,961,927	85,454	4.4
Business	1,859,665	1,777,240	82,425	4.6
Industrial	5,388,307	5,260,314	127,993	2.4
Total	9,295,353	8,999,480	295,873	3.3
Wholesale	1,655,569	1,697,286	- 41,717	- 2.5
Total	10,950,922	10,696,767	254,155	2.4

\*\* 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	-	-	-	-	-
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	-	-	-	-	-

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

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

<Reference>

### Gas sales volume in FY2015 and FY2014

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

Use(sector)	Dec. in 2015	Rate of Change relative to fiscal 2014	Dec. in 2014	Rate of Change relative to fiscal 2013	Cumulative sales for fiscal 2015 (from Apr. 2015 to Dec. 2015)	Rate of change relative to fiscal 2014	Cumulative sales for fiscal 2014 (from Apr. 2014 to Dec. 2014)	Rate of change relative to fiscal 2013
Business	187,053	-5.5	197,880	-5.2	1,777,240	-1.5	1,803,735	-4.1
Industrial	614,153	-0.5	617,401	17.0	5,260,314	0.7	5,223,904	15.4
Subtotal	1,109,711	-2.8	1,142,091	6.8	8,999,480	-0.3	9,028,960	7.9
Wholesale	220,142	-3.4	228,001	1.1	1,697,286	0.9	1,682,117	4.2
Total	1,329,853	-2.9	1,370,093	7.5	10,696,767	-0.1	10,711,077	7.3

### 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	
	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			
	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			
	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			
	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			
	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			
	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