

October 17, 2012

Actual Gas Sales volume in the first half of FY2012 and September 2012

1. Gas sales volume in the first half of FY2012 (April-September)

In the first half of FY2012, cumulative gas sales volume totaled 1,812.260 million cubic meters, up by 1.1% from the previous year.

(Unit:1,000m³)

| | | FY2012 (April-September) | | FY2011 (April-September) | | Change | |
|--|---------------------|--------------------------|-------------------|--------------------------|-------------------|--------|----------------|
| | | Gas sales volume | Composition ratio | Gas sales volume | Composition ratio | Volume | Rate of change |
| | Residential | 280,644 | 16.7% | 284,894 | 17.2% | -4,250 | -1.5% |
| | Commercial | 144,049 | 8.6% | 146,589 | 8.9% | -2,540 | -1.7% |
| | Industrial | 1,134,414 | 67.6% | 1,102,677 | 66.6% | 31,738 | 2.9% |
| | Public and Medical | 119,323 | 7.1% | 121,267 | 7.3% | -1,944 | -1.6% |
| | Total | 1,678,431 | 100.0% | 1,655,426 | 100.0% | 23,005 | 1.4% |
| | Wholesale | 133,829 | — | 137,000 | — | -3,171 | -2.3% |
| | Grand total | 1,812,260 | — | 1,792,427 | — | 19,834 | 1.1% |
| | Number of Customers | 2,307,576 | — | 2,288,027 | — | 19,549 | 0.9% |
| | Residential | 2,222,052 | — | 2,202,048 | — | 20,004 | 0.9% |

※1m³=11,000kcal [46.04655MJ]

(1) Gas Sales Volume

①Residential

The gas sales volume decreased from the previous year, due to higher temperatures in March to May which caused decrease of hot water demand, etc.

②Commercial, Public and Medical

Gas sales volume decreased from the previous year, due to lower temperatures in June and July which caused decrease of air-conditioning demand, etc.

③Industrial

Gas sales volume increased from the previous year, due to our marketing efforts to create new gas demand, etc.

④Wholesale

The gas sales volume to other gas utilities decreased.

(2) Temperature

(Unit: °C)

| | FY2012 | FY2011 | Change |
|----------------------------|--------|--------|--------|
| March | 8.3 | 7.4 | 0.9 |
| April | 14.2 | 13.3 | 0.9 |
| May | 19.2 | 19.0 | 0.2 |
| June | 22.3 | 23.8 | -1.5 |
| July | 26.9 | 27.5 | -0.6 |
| August | 28.4 | 28.3 | 0.1 |
| September | 25.8 | 25.1 | 0.7 |
| Average for the first half | 22.8 | 22.8 | 0.0 |

2. Gas sales volume in September 2012

In September, monthly gas sales volume totaled 290.005 million cubic meters, down by 6.8% from the previous year.

(Unit:1,000m³)

| | | September 2012 | | September 2011 | | Change | |
|--|--------------------|------------------|-------------------|------------------|-------------------|---------|----------------|
| | | Gas sales volume | Composition ratio | Gas sales volume | Composition ratio | Volume | Rate of change |
| | Residential | 26,464 | 9.9% | 29,576 | 10.3% | -3,112 | -10.5% |
| | Commercial | 26,998 | 10.1% | 27,575 | 9.6% | -578 | -2.1% |
| | Industrial | 191,254 | 71.2% | 205,181 | 71.7% | -13,927 | -6.8% |
| | Public and Medical | 23,851 | 8.9% | 23,851 | 8.3% | 0 | 0.0% |
| | Total | 268,567 | 100.0% | 286,184 | 100.0% | -17,616 | -6.2% |
| | Wholesale | 21,438 | — | 25,124 | — | -3,686 | -14.7% |
| | Grand total | 290,005 | — | 311,307 | — | -21,302 | -6.8% |

※1m³=11,000kcal [46.04655MJ]

(1) Gas Sales Volume

①Residential

The gas sales volume decreased from the previous year, due to higher temperatures in August and September, which caused decrease of hot water demand, etc.

②Commercial, Public and Medical

In the commercial sector, gas sales volume decreased from the previous year, due to decrease in customer facilities' operation rates, etc.

In the public and medical sector, gas sales volume remained the same level as the previous year.

③Industrial

Gas sales volume decreased from the previous year, due to decrease in customer facilities' operation rates, etc.

④Wholesale

The gas sales volume to other gas utilities decreased.

(2) Temperature

(Unit: °C)

| | FY2012 | FY2011 | Change |
|------------------------|--------|--------|--------|
| August | 28.4 | 28.3 | 0.1 |
| September | 25.8 | 25.1 | 0.7 |
| Average for two months | 27.1 | 26.7 | 0.4 |

Rate of change relative to the previous year (Gas sales volume,Number of Customers)

(April 2012–March 2013)

(Unit : %)

| | Apr. | May | June | July | Aug. | Sept. | First half | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Fiscal Year |
|---------------------|------|------|-------|------|------|-------|------------|------|------|------|------|------|------|-------------|
| Residential | 0.6 | -5.4 | -5.5 | 14.6 | -1.2 | -10.5 | -1.5 | | | | | | | |
| Commercial | 1.8 | 2.1 | -6.9 | -2.7 | -1.2 | -2.1 | -1.7 | | | | | | | |
| Industrial | 12.8 | 12.8 | -1.1 | 6.0 | -2.4 | -6.8 | 2.9 | | | | | | | |
| Public and Medical | 7.1 | 0.7 | -10.8 | -6.3 | 1.1 | 0.0 | -1.6 | | | | | | | |
| Total | 8.1 | 6.8 | -2.9 | 5.0 | -1.8 | -6.2 | 1.4 | | | | | | | |
| Wholesale | 12.7 | 6.6 | -5.9 | -2.8 | -4.7 | -14.7 | -2.3 | | | | | | | |
| Grand total | 8.4 | 6.8 | -3.1 | 4.3 | -2.1 | -6.8 | 1.1 | | | | | | | |
| Number of Customers | 0.8 | 0.8 | 0.8 | 0.8 | 0.8 | 0.9 | 0.9 | | | | | | | |

(April 2011–March 2012)

(Unit : %)

| | Apr. | May | June | July | Aug. | Sept. | First half | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Fiscal Year |
|---------------------|-------|------|------|------|-------|-------|------------|------|------|------|------|------|------|-------------|
| Residential | -1.8 | -0.5 | 1.7 | -9.5 | -3.3 | 12.3 | -0.8 | 9.1 | -8.3 | -0.4 | 0.2 | 6.0 | 0.2 | 0.3 |
| Commercial | -7.3 | 0.5 | -7.5 | -7.1 | -10.1 | -9.4 | -7.4 | -5.6 | -1.1 | 2.1 | -0.5 | 8.5 | -2.9 | -4.0 |
| Industrial | -10.3 | -4.2 | -2.6 | -4.0 | 3.6 | -0.9 | -3.0 | 4.8 | -0.6 | 4.1 | 1.9 | 8.2 | 5.6 | 0.6 |
| Public and Medical | -5.6 | 7.8 | -5.9 | -2.5 | -6.6 | -10.9 | -5.1 | -6.7 | -8.8 | 0.9 | -2.3 | 8.7 | -2.5 | -3.1 |
| Total | -7.5 | -2.4 | -2.5 | -4.8 | 0.1 | -1.5 | -3.2 | 3.8 | -2.5 | 2.7 | 0.9 | 7.6 | 3.0 | -0.1 |
| Wholesale | -11.2 | -1.8 | 4.2 | 2.4 | 7.9 | 9.8 | 2.1 | 15.8 | 14.1 | 19.4 | 15.8 | 36.2 | 18.3 | 11.1 |
| Grand total | -7.7 | -2.4 | -2.0 | -4.3 | 0.7 | -0.7 | -2.8 | 4.7 | -1.4 | 4.0 | 1.9 | 9.4 | 4.1 | 0.7 |
| Number of Customers | 0.5 | 0.5 | 0.5 | 0.6 | 0.6 | 0.6 | 0.6 | 0.7 | 0.7 | 0.7 | 0.7 | 0.7 | 0.7 | 0.7 |

(April 2010–March 2011)

(Unit : %)

| | Apr. | May | June | July | Aug. | Sept. | First half | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Fiscal Year |
|---------------------|------|------|------|------|-------|-------|------------|-------|------|------|------|------|------|-------------|
| Residential | 12.8 | 9.5 | 2.7 | -0.4 | -10.4 | -10.9 | 3.5 | -11.8 | -2.2 | 4.7 | 3.2 | 5.3 | 8.8 | 3.2 |
| Commercial | 3.4 | -1.0 | -0.9 | 2.9 | 15.1 | 12.2 | 6.0 | 0.5 | 0.8 | 0.3 | 2.0 | 1.6 | 4.4 | 4.0 |
| Industrial | 26.2 | 15.8 | 13.5 | 8.3 | 16.7 | 10.0 | 14.5 | 2.5 | 5.5 | 4.9 | 11.8 | 7.8 | -2.8 | 9.4 |
| Public and Medical | 17.4 | -6.2 | 0.7 | 2.6 | 17.3 | 21.7 | 9.9 | 1.3 | 3.0 | -0.2 | 1.8 | 4.3 | 13.2 | 7.0 |
| Total | 20.0 | 11.7 | 9.4 | 6.1 | 13.0 | 8.9 | 11.3 | 0.0 | 3.6 | 4.2 | 7.5 | 6.4 | 1.6 | 7.4 |
| Wholesale | 30.5 | 21.2 | 26.1 | 19.7 | 15.9 | 10.1 | 20.0 | 3.2 | -4.6 | -2.0 | 4.4 | -1.4 | -1.5 | 8.8 |
| Grand total | 20.7 | 12.3 | 10.4 | 7.0 | 13.2 | 9.0 | 11.9 | 0.2 | 2.9 | 3.7 | 7.3 | 5.9 | 1.4 | 7.5 |
| Number of Customers | 0.6 | 0.6 | 0.6 | 0.5 | 0.5 | 0.6 | 0.6 | 0.6 | 0.6 | 0.5 | 0.6 | 0.5 | 0.5 | 0.5 |