

April 22, 2011

## Actual Gas Sales Volume in FY2010 and March 2011

### 1. Gas sales volume in FY2010

In FY2010 (from April 2010 to March 2011), gas sales volume totaled 3,858 million cubic meters, up by 7.5% from the previous year.

(Unit: 1,000m<sup>3</sup>)

		FY2010		FY2009		Change	
		Gas sales volume	Composition ratio	Gas sales volume	Composition ratio	Volume	Rate of change
	Residential	747,247	20.8%	724,286	21.7%	22,961	3.2%
	Commercial	287,171	8.0%	276,143	8.3%	11,028	4.0%
	Industrial	2,301,314	64.2%	2,103,836	63.0%	197,478	9.4%
	Public and Medical	250,599	7.0%	234,281	7.0%	16,318	7.0%
	Total	3,586,330	100.0%	3,338,545	100.0%	247,785	7.4%
	Wholesale	271,672	—	249,774	—	21,898	8.8%
	Grand total	3,858,002	—	3,588,319	—	269,683	7.5%
	Number of Customers	2,281,943	—	2,270,295	—	11,648	0.5%
	Residential	2,195,693	—	2,184,025	—	11,668	0.5%

※1m<sup>3</sup>=11,000kcal [46.04655MJ]

#### (1) Gas Sales Volume

##### ① Residential

The gas sales volume increased from the previous year, due to lower temperatures in spring and winter, which caused increase of hot water and heating demand, etc.

##### ② Commercial, Public and Medical

Gas sales volume increased from the previous year, due to higher temperatures in summer and lower temperatures in winter, which caused increase of air-conditioning demand, etc.

##### ③ Industrial

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

##### ④ Wholesale

The gas sales volume to other gas utilities increased.

#### (2) Temperature

(Unit: °C)

	Apr.	May	June	July	Aug.	Sept.	First half	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Second half	Fiscal Year
FY2010	13.3	18.7	23.9	27.8	29.4	26.1	23.2	19.4	12.1	7.9	2.8	6.6	7.4	9.4	16.3
FY2009	15.4	19.9	23.3	26.4	27.3	24.1	22.7	18.5	12.9	7.6	4.6	7.0	9.1	10.0	16.3
Change	-2.1	-1.2	0.6	1.4	2.1	2.0	0.5	0.9	-0.8	0.3	-1.8	-0.4	-1.7	-0.6	-0.1

## 2. Gas sales volume in March 2011

In March, monthly gas sales volume totaled 361.75 million cubic meters, up by 1.4% from the previous year.

(Unit: 1,000m<sup>3</sup>)

	March 2011		March 2010		Change	
	Gas sales volume	Composition ratio	Gas sales volume	Composition ratio	Volume	Rate of change
Residential	94,106	27.9%	86,513	26.1%	7,593	8.8%
Commercial	22,199	6.6%	21,273	6.4%	926	4.4%
Industrial	197,624	58.7%	203,408	61.4%	-5,784	-2.8%
Public and Medical	22,990	6.8%	20,315	6.1%	2,675	13.2%
Total	336,919	100.0%	331,509	100.0%	5,410	1.6%
Wholesale	24,831	—	25,216	—	-386	-1.5%
Grand total	361,750	—	356,725	—	5,025	1.4%

※1m<sup>3</sup>=11,000kcal [46.04655MJ]

### (1) Gas Sales Volume

#### ① Residential

The gas sales volume increased from the previous year, due to lower temperatures in February and March, which caused increase of hot water and heating demand, etc.

#### ② Commercial, Public and Medical

Gas sales volume increased from the previous year, due to lower temperatures in February and March which caused increase of heating demand, etc.

#### ③ Industrial

Gas sales volume decreased from the previous year, mainly due to decrease in operation rate of existing customer facilities by the impact of the Great East Japan Earthquake, despite our market efforts to create new gas demand.

#### ④ Wholesale

The gas sales volume to other gas utilities decreased.

### (2) Temperature

(Unit: °C)

	FY2010	FY2009	Change
February	6.6	7.0	-0.4
March	7.4	9.1	-1.7
Average for two months	7.0	8.1	-1.1

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

( 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
<b>Total</b>	<b>20.0</b>	<b>11.7</b>	<b>9.4</b>	<b>6.1</b>	<b>13.0</b>	<b>8.9</b>	<b>11.3</b>	<b>0.0</b>	<b>3.6</b>	<b>4.2</b>	<b>7.5</b>	<b>6.4</b>	<b>1.6</b>	<b>7.4</b>
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
<b>Grand total</b>	<b>20.7</b>	<b>12.3</b>	<b>10.4</b>	<b>7.0</b>	<b>13.2</b>	<b>9.0</b>	<b>11.9</b>	<b>0.2</b>	<b>2.9</b>	<b>3.7</b>	<b>7.3</b>	<b>5.9</b>	<b>1.4</b>	<b>7.5</b>
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

( April 2009-March 2010 )

( Unit : % )

	Apr.	May	June	July	Aug.	Sept.	First half	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Fiscal Year
Residential	-1.0	0.5	2.9	-2.8	18.9	-1.4	1.7	-0.4	5.5	-3.9	3.1	0.8	-0.7	1.1
Commercial	-1.5	-1.5	8.5	-6.8	-4.8	-6.2	-2.7	-2.0	5.8	-0.7	2.0	5.3	1.9	-0.6
Industrial	-23.4	-19.0	-11.4	-10.9	-10.4	-10.2	-14.0	-7.9	3.5	5.1	10.0	31.5	34.6	-2.2
Public and Medical	-1.4	3.2	13.0	-4.9	-5.4	-7.5	-2.1	1.1	5.4	2.7	3.8	9.6	-2.2	0.7
<b>Total</b>	<b>-15.2</b>	<b>-12.4</b>	<b>-6.1</b>	<b>-9.0</b>	<b>-6.2</b>	<b>-8.6</b>	<b>-9.6</b>	<b>-5.8</b>	<b>4.2</b>	<b>2.3</b>	<b>6.6</b>	<b>17.6</b>	<b>18.4</b>	<b>-1.2</b>
Wholesale	-13.4	-17.7	-21.1	-16.2	-9.8	-10.1	-14.6	-12.5	-2.3	2.3	1.2	-0.3	5.0	-7.5
<b>Grand total</b>	<b>-15.1</b>	<b>-12.8</b>	<b>-7.2</b>	<b>-9.5</b>	<b>-6.5</b>	<b>-8.7</b>	<b>-10.0</b>	<b>-6.3</b>	<b>3.7</b>	<b>2.3</b>	<b>6.2</b>	<b>16.2</b>	<b>17.4</b>	<b>-1.7</b>
Number of Customers	0.9	0.9	0.9	0.9	0.9	0.8	0.8	0.8	0.8	0.8	0.7	0.7	0.7	0.7

( April 2008-March 2009 )

( Unit : % )

	Apr.	May	June	July	Aug.	Sept.	First half	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Fiscal Year
Residential	-0.9	-5.6	-3.0	0.1	-14.8	6.4	-3.0	5.0	-1.4	-4.3	2.6	-2.8	-3.5	-1.9
Commercial	4.4	-4.0	-4.7	15.8	-8.6	0.3	0.2	-8.2	-5.2	-2.7	2.9	-9.7	2.7	-1.5
Industrial	3.7	1.2	-0.7	8.0	-9.4	4.3	1.2	-6.2	-10.3	-12.3	-17.9	-33.0	-25.3	-8.5
Public and Medical	4.6	0.7	-4.3	26.6	-7.0	-1.1	2.9	-11.4	-2.3	-3.9	2.3	-16.6	3.9	-1.1
<b>Total</b>	<b>2.5</b>	<b>-0.8</b>	<b>-1.6</b>	<b>9.1</b>	<b>-9.7</b>	<b>3.7</b>	<b>0.5</b>	<b>-5.2</b>	<b>-8.0</b>	<b>-9.3</b>	<b>-9.0</b>	<b>-22.2</b>	<b>-15.9</b>	<b>-6.1</b>
Wholesale	-20.1	-20.9	-15.2	-6.0	-16.5	-11.1	-14.8	-12.5	-9.0	-11.8	-12.0	-21.4	-10.1	-13.9
<b>Grand total</b>	<b>0.7</b>	<b>-2.4</b>	<b>-2.7</b>	<b>7.8</b>	<b>-10.2</b>	<b>2.4</b>	<b>-0.8</b>	<b>-5.8</b>	<b>-8.0</b>	<b>-9.5</b>	<b>-9.2</b>	<b>-22.2</b>	<b>-15.5</b>	<b>-6.8</b>
Number of Customers	2.0	1.9	1.9	2.0	1.9	1.9	1.9	1.9	1.9	1.8	1.9	1.8	1.8	1.8