

February 15, 2017

## Actual Gas Sales volume in January 2017

In January, monthly gas sales volume totaled 388.832 million cubic meters, increase by 4.9% from the previous year.

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

	January 2017		January 2016		Change	
	Gas sales volume	Composition ratio	Gas sales volume	Composition ratio	Volume	Rate of change
Residential	107,767	29.5%	99,111	28.7%	8,656	8.7%
Commercial	26,530	7.3%	23,872	6.9%	2,658	11.1%
Industrial	203,108	55.6%	198,122	57.3%	4,986	2.5%
Public and Medical	27,966	7.7%	24,733	7.2%	3,234	13.1%
Total	365,371	100.0%	345,838	100.0%	19,534	5.6%
Wholesale	23,461	—	24,866	—	-1,406	-5.7%
Grand total	388,832	—	370,704	—	18,128	4.9%
Number of Customers	2,403,932	—	2,379,189	—	24,743	1.0%
Residential	2,318,944	—	2,294,512	—	24,432	1.1%

 ※1m<sup>3</sup>=45MJ

### 1. Gas Sales Volume

#### (1) Residential

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

#### (2) Commercial, Public and Medical

The gas sales volume increased from the previous year, due to lower temperatures in December and January which caused an increase of air-conditioning demand, etc.

#### (3) Industrial

The 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 decreased.

### 2. Temperature

(Unit: °C)

	FY2016	FY2015	Change
December	8.1	9.3	-1.2
January	4.8	5.8	-1.0
Average for two months	6.5	7.6	-1.1

### <Reference> Cumulative Gas Sales Volume

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

	FY2016 (April-January)		FY2015 (April-January)		Change	
	Gas sales volume	Composition ratio	Gas sales volume	Composition ratio	Volume	Rate of change
Residential	539,032	18.4%	532,385	18.6%	6,646	1.2%
Commercial	224,228	7.7%	213,986	7.5%	10,242	4.8%
Industrial	1,960,267	66.9%	1,927,860	67.3%	32,407	1.7%
Public and Medical	205,615	7.0%	189,240	6.6%	16,375	8.7%
Total	2,929,141	100.0%	2,863,470	100.0%	65,671	2.3%
Wholesale	201,788	—	217,987	—	-16,199	-7.4%
Grand total	3,130,929	—	3,081,457	—	49,472	1.6%

 ※1m<sup>3</sup>=45MJ

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

(April 2016–March 2017)

(Unit : %)

	Apr.	May	June	July	Aug.	Sept.	First half	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Second half	Fiscal Year
Residential	-7.2	2.6	3.5	-8.9	1.8	-4.3	-2.6	-10.4	-0.5	13.9	8.7				
Commercial	-5.5	-0.7	1.7	0.8	5.2	12.8	2.9	7.3	3.0	9.3	11.1				
Industrial	-1.6	9.2	-0.0	-2.7	6.9	1.4	1.9	-2.7	2.7	2.6	2.5				
Public and Medical	-8.1	5.9	2.0	3.0	7.6	17.5	5.4	20.1	15.3	10.0	13.1				
Total	-3.7	6.8	0.7	-2.7	6.2	3.0	1.5	-1.9	2.7	6.0	5.6				
Wholesale	-17.8	-9.9	-10.0	-18.9	-14.5	-11.8	-14.0	27.2	5.7	-3.7	-5.7				
Grand total	-4.7	5.6	-0.1	-4.0	4.6	1.8	0.4	-0.3	2.9	5.4	4.9				
Number of Customers	0.9	0.9	0.9	0.9	0.9	0.9	0.9	1.0	1.0	1.0	1.0				

(April 2015–March 2016)

(Unit : %)

	Apr.	May	June	July	Aug.	Sept.	First half	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Second half	Fiscal Year
Residential	2.9	-6.7	-1.7	11.9	-2.6	-7.1	-0.5	5.2	-1.5	-11.5	-13.7	-2.3	-1.3	-5.6	-3.8
Commercial	0.1	5.8	-1.7	-6.1	4.3	-5.0	-0.7	-4.0	1.9	-10.2	-8.8	0.1	0.4	-3.8	-2.2
Industrial	-2.4	-6.2	1.5	-3.3	0.8	-3.1	-2.1	-2.0	1.6	-8.0	-5.1	-0.1	1.0	-2.2	-2.1
Public and Medical	0.9	6.5	0.0	-8.4	4.2	-2.3	-0.5	-13.4	-6.6	-19.9	-14.1	-4.6	-0.6	-9.9	-5.5
Total	-0.7	-4.9	0.7	-2.3	1.1	-3.7	-1.6	-1.8	0.6	-9.8	-8.6	-1.0	0.2	-3.6	-2.7
Wholesale	17.1	5.1	10.6	3.1	4.1	11.1	8.3	-22.5	-14.3	-28.9	-16.5	-8.9	-16.5	-18.1	-6.3
Grand total	0.4	-4.3	1.3	-1.9	1.3	-2.7	-1.0	-3.3	-0.5	-11.4	-9.2	-1.6	-1.0	-4.7	-3.0
Number of Customers	1.0	1.0	0.9	0.9	0.9	1.0	1.0	1.0	1.0	1.0	1.0	1.0	0.9	0.9	0.9

(April 2014–March 2015)

(Unit : %)

	Apr.	May	June	July	Aug.	Sept.	First half	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Second half	Fiscal Year
Residential	10.6	-15.4	0.6	-2.1	4.0	10.9	-0.0	6.5	-1.0	2.2	-1.6	-1.7	0.6	0.1	0.0
Commercial	8.9	-15.6	-3.6	-7.9	-10.7	-10.6	-7.6	-13.8	-6.4	6.6	-4.8	-3.0	1.3	-3.6	-5.7
Industrial	6.6	-6.0	2.3	0.4	-1.9	4.0	0.8	-0.8	-3.0	5.2	-3.8	-3.1	-0.1	-1.0	-0.1
Public and Medical	11.2	-11.5	1.6	-4.7	-9.5	-11.3	-5.3	-12.8	-7.8	8.6	-1.7	1.4	3.9	-0.8	-3.0
Total	8.0	-9.2	1.5	-1.1	-3.1	2.0	-0.5	-1.8	-3.1	4.8	-3.0	-2.4	0.4	-0.9	-0.7
Wholesale	-7.1	-8.6	-5.1	-9.1	-12.6	-13.9	-9.6	-9.7	-10.9	3.0	4.1	1.8	7.8	-0.2	-4.6
Grand total	6.9	-9.2	1.0	-1.8	-3.9	0.7	-1.2	-2.4	-3.7	4.6	-2.6	-2.1	0.9	-0.8	-1.0
Number of Customers	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	1.0	1.0	1.0	1.0	1.0