

April 18, 2018

## Actual Gas Sales Volume in FY2017 and March 2018

### 1. Gas sales volume in FY2017

In FY2017 (from April 2017 to March 2018), gas sales volume totaled 3,954.193 million cubic meters, increase by 1.1% from the previous year.

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

	FY2017		FY2016		Change	
	Gas sales volume	Composition ratio	Gas sales volume	Composition ratio	Volume	Rate of change
Residential	761,800	20.5%	739,056	20.2%	22,744	3.1%
Industrial	2,407,699	64.9%	2,395,106	65.3%	12,593	0.5%
Commercial and Others	538,188	14.5%	531,306	14.5%	6,881	1.3%
Total	3,707,686	100.0%	3,665,469	100.0%	42,218	1.2%
Wholesale	246,507	—	244,797	—	1,710	0.7%
Grand total	3,954,193	—	3,910,265	—	43,928	1.1%
Number of gas meters	2,439,194	—	2,410,543	—	28,651	1.2%

※1m<sup>3</sup>=45MJ

### (1) Gas Sales Volume

#### ① Residential

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

#### ② Industrial

The gas sales volume increased from the previous year, due to our marketing efforts to create new gas demand and an increase in customer facilities' operation rates, etc.

#### ③ Commercial and Others

The gas sales volume increased from the previous year, due to our marketing efforts to create new gas demand and lower temperatures in winter which caused an increase of air-conditioning 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
FY2017	14.7	20.5	22.4	28.1	28.1	23.6	22.9	17.9	11.5	5.7	3.8	4.7	11.2	9.1	16.0
FY2016	15.9	20.6	22.9	27.0	28.6	25.2	23.4	19.7	12.6	8.1	4.8	5.2	8.4	9.8	16.6
Change	-1.2	-0.1	-0.5	1.1	-0.5	-1.6	-0.5	-1.8	-1.1	-2.4	-1.0	-0.5	2.8	-0.7	-0.6

## 2. Gas sales volume in March 2018

In March, monthly gas sales volume totaled 365.013 million cubic meters, decrease by 6.0% from the previous year.

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

	March 2018		March 2017		Change	
	Gas sales volume	Composition ratio	Gas sales volume	Composition ratio	Volume	Rate of change
Residential	93,249	26.9%	98,333	26.7%	-5,084	-5.2%
Industrial	210,090	60.6%	221,614	60.2%	-11,525	-5.2%
Commercial and Others	43,592	12.6%	48,181	13.1%	-4,588	-9.5%
Total	346,931	100.0%	368,128	100.0%	-21,197	-5.8%
Wholesale	18,082	—	20,212	—	-2,130	-10.5%
Grand total	365,013	—	388,340	—	-23,327	-6.0%
Number of gas meters	2,439,194	—	2,410,543	—	28,651	1.2%

※1m<sup>3</sup>=45MJ

### (1) Gas Sales Volume

#### ① Residential

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

#### ② Industrial

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

#### ③ Commercial and Others

The gas sales volume decreased from the previous year, due to higher temperatures in March which caused a decrease of air-conditioning demand, etc.

#### ④ Wholesale

The gas sales volume to other gas utilities decreased.

### (2) Temperature

(Unit: °C)

	FY2017	FY2016	Change
February	4.7	5.2	-0.5
March	11.2	8.4	2.8
Average for two months	8.0	6.8	1.2

### Notice

The actual gas sales volume will be public at the announcement of each quarterly financial results from FY2018.