

## Gas Sales Volume

March 2012

17 April 2012  
Osaka Gas Co., Ltd.

### **F.Y. 2012 (ending March 2012)**

Gas sales volumes for the fiscal year ending March 2012 totaled 8,681 million cubic meters, up by 1.8% from the previous year. The sales profiles in each customer category are as shown below.

#### [Residential]

The gas sales volumes decreased by 0.2% from the previous year, due to of higher temperatures in the second half which caused heating demand decrease, despite of lower temperatures of the air and water in summer.

#### [Non-Residential - Industrial]

The gas sales volumes increased by 5.2% from the previous year, due to increase in capacity utilization of our customers' facilities and our marketing effort to create new demand.

#### [Non-Residential - Commercial, Public and Medical]

The gas sales volumes decreased by 4.3% in commercial sector and by 1.2% in public and medical sectors from the previous year, due to our customers' energy conservation trend.

#### [Wholesale]

The gas sales volumes decreased by 1.5% from the previous year.

### **March 2012**

In March, monthly gas sales volumes totaled 891 million cubic meters, up by 6.5% from the previous year. The sales profiles in each customer category are as shown below.

#### [Residential]

The gas sales volume increased by 6.1% from the previous year due to lower temperatures of the air and water in February which caused increase of hot water and heating demand.

#### [Non-Residential - Industrial]

The gas sales volume increased by 7.7% from the previous year due to increase in capacity utilization of our customers' facilities and our marketing effort to create new demand.

#### [Non-Residential - Commercial, Public and Medical]

The gas sales volume increased by 6.9% in commercial sector and by 10.0% in public and medical sectors from the previous year, due to our marketing effort to create new demand and lower temperatures in February which caused heating demand increase.

#### [Wholesale]

The gas sales volumes decreased by 6.9% from the previous year.

The details are as follows;

1. Cumulative Gas Sales Volume (1m<sup>3</sup>=45MJ)

		Mar-12	Mar-11	Change (%)	FY2012.3 Apr.-Mar.	FY2011.3 Apr.-Mar.	Change (%)	
Number of newly built houses		16,784	17,315	96.9%	81,025	79,406	102.0%	
Number of Customers (1,000 households)	Residential	6,710	6,681	100.4%	—	—	—	
	Non-residential	335	331	101.1%	—	—	—	
	Total	7,045	7,012	100.5%	—	—	—	
Gas Sales Volume (1,000m <sup>3</sup> )	Residential	304,717	287,192	106.1%	2,271,083	2,275,346	99.8%	
	Non-residential	Industrial	398,258	369,641	107.7%	4,355,192	4,140,737	105.2%
		Commercial	79,008	73,927	106.9%	926,560	968,409	95.7%
		Public and Medical	65,913	59,918	110.0%	647,963	655,376	98.9%
	Total	543,179	503,485	107.9%	5,929,715	5,764,522	102.9%	
	Total	847,896	790,678	107.2%	8,200,798	8,039,869	102.0%	
	Wholesales	43,036	46,243	93.1%	480,350	487,694	98.5%	
Total	890,932	836,921	106.5%	8,681,148	8,527,562	101.8%		

2. Temperature and Water Temperature

	February			March		
	Feb-12	Feb-11	Change	Mar-12	Mar-11	Change
Temperature (C)	5.1	7.4	-2.3	9.1	8.1	+1.0
Water Temperature (C)*	7.2	8.1	-0.9	9.6	9.9	-0.3

\* Measured by Osaka Gas