

## Gas Sales Volume

January 2013

19 February 2013  
Osaka Gas Co., Ltd.

In January, monthly gas sales volume totaled 921 million cubic meters, down 2.0% from the previous year. The sales profiles in each customer category are as shown below.

### [Residential]

The gas sales volume increased by 5.3% from the previous year due to lower temperatures of the air and water, which caused increase of hot water and heating demand.

### [Non-Residential - Industrial]

The gas sales volume decreased by 11.3% from the previous due to decrease in capacity utilization of our customers' facilities.

### [Non-Residential - Commercial]

The gas sales volume increased by 5.1% from the previous year, due to longer meter reading schedules, and lower temperatures which caused increase of heating demand.

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

The gas sales volume increased by 9.2% from the previous year, due to longer meter reading schedules, and lower temperatures which caused increase of heating demand.

The details are as follows;

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

|                                     |                 | Jan-13  | Change from January-12 |
|-------------------------------------|-----------------|---------|------------------------|
| Number of newly built houses        |                 | 6,341   | 114.0%                 |
| Gas Sales<br>(1,000m <sup>3</sup> ) | Residential     | 363,794 | 105.3%                 |
|                                     | Non-residential | 509,892 | 93.7%                  |
|                                     | Wholesale       | 47,754  | 94.8%                  |
| Total volume of gas sales           |                 | 921,440 | 98.0%                  |

### 2. Temperature and Water Temperature

|                        | December |        |        | January |        |        |
|------------------------|----------|--------|--------|---------|--------|--------|
|                        | Dec-12   | Dec-11 | Change | Jan-13  | Jan-12 | Change |
| Temperature (C)        | 6.6      | 8.1    | -1.5   | 5.2     | 5.6    | -0.4   |
| Water Temperature (C)* | 9.9      | 11.6   | -1.7   | 7.6     | 8.2    | -0.6   |

\* Measured by Osaka Gas

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

|                                           |                 | Jan-13             | Jan-12  | Change (%) | FY2013.3<br>Apr.-Jan. | FY2012.3<br>Apr.-Jan. | Change (%) |        |
|-------------------------------------------|-----------------|--------------------|---------|------------|-----------------------|-----------------------|------------|--------|
| Number of newly built houses              |                 | 6,341              | 5,560   | 114.0%     | 63,115                | 57,072                | 110.6%     |        |
| Number of Customers<br>(1,000 households) | Residential     | 6,732              | 6,699   | 100.5%     | —                     | —                     | —          |        |
|                                           | Non-residential | 338                | 334     | 101.2%     | —                     | —                     | —          |        |
|                                           | Total           | 7,070              | 7,033   | 100.5%     | —                     | —                     | —          |        |
| Gas Sales<br>(1,000m <sup>3</sup> )       | Residential     | 363,794            | 345,390 | 105.3%     | 1,706,241             | 1,667,431             | 102.3%     |        |
|                                           | Non-residential | Industrial         | 350,125 | 394,644    | 88.7%                 | 3,496,498             | 3,561,167  | 98.2%  |
|                                           |                 | Commercial         | 88,994  | 84,680     | 105.1%                | 752,130               | 769,728    | 97.7%  |
|                                           |                 | Public and Medical | 70,773  | 64,789     | 109.2%                | 519,810               | 517,028    | 100.5% |
|                                           | Total           | 509,892            | 544,113 | 93.7%      | 4,768,438             | 4,847,922             | 98.4%      |        |
|                                           | Total           | 873,686            | 889,503 | 98.2%      | 6,474,679             | 6,515,352             | 99.4%      |        |
|                                           | Wholesales      | 47,754             | 50,397  | 94.8%      | 384,634               | 392,370               | 98.0%      |        |
| Total                                     | 921,440         | 939,901            | 98.0%   | 6,859,313  | 6,907,722             | 99.3%                 |            |        |