## Gas Sales Volume

December 2013

22 January 2014 Osaka Gas Co., Ltd.

In December, monthly gas sales volume totaled 740 million cubic meters, down 2.6% from the previous year. The sales profiles in each customer category are as shown below.

#### [Residential]

The gas sales volume decreased by 9.0% from the previous year, due to higher temperatures of the air and water in November and December, which caused decrease of hot water and heating demand.

#### [Non-Residential - Industrial]

The gas sales volume increased by 3.1% from the previous year, due to our marketing effort to develop new demand and increase in capacity utilization of our customers' facilities.

#### [Non-Residential - Commercial]

The gas sales volume decreased by 5.1% from the previous year, due to shorter meter reading schedules, and higher temperatures in November and December which caused decrease of heating demand.

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

The gas sales volume decreased by 6.2% from the previous year, due to shorer meter reading schedules, and higher temperatures in November and December which caused increase of heating demand.

The details are as follows;

### 1. Gas Sales Volume $(1m^3 = 45MJ)$

|                                     |                 | Dec-13   | Change from December-12 |  |
|-------------------------------------|-----------------|----------|-------------------------|--|
| Number of newly built houses        |                 | 7, 538   | 109.8%                  |  |
| Gas Sales<br>(1,000m <sup>3</sup> ) | Residential     | 230, 236 | 91.0%                   |  |
|                                     | Non-residential | 471, 859 | 101.0%                  |  |
|                                     | Wholesale       | 37,954   | 95.7%                   |  |
| Total volume of gas sales           |                 | 740, 049 | 97.4%                   |  |

#### 2. Temperature and Water Temperature

|                        | November |        |        | December |        |        |  |
|------------------------|----------|--------|--------|----------|--------|--------|--|
|                        | Nov-13   | Nov-12 | Change | Dec-13   | Dec-12 | Change |  |
| Temperature (C)        | 12.9     | 12.4   | +0.5   | 7.8      | 6.6    | +1.2   |  |
| Water Temperature (C)* | 16.0     | 15.4   | +0.6   | 10.6     | 9.9    | +0.7   |  |

\* Measured by Osaka Gas

|                                     |                 |                       | Dec-13   | Dec-12   | Change<br>(%) | FY2014.3<br>AprDec. | FY2013.3<br>AprDec. | Change<br>(%) |
|-------------------------------------|-----------------|-----------------------|----------|----------|---------------|---------------------|---------------------|---------------|
| Number of newly built houses        |                 | 7, 538                | 6,863    | 109.8%   | 62,621        | 56,774              | 110.3%              |               |
| Number of                           | Residential     |                       | 6,770    | 6,729    | 100.6%        |                     | —                   | _             |
| Customers                           | Non-residential |                       | 341      | 338      | 101.0%        | —                   | —                   | —             |
| (1,000 households)                  |                 | Total                 | 7, 111   | 7,067    | 100.6%        |                     | —                   | _             |
|                                     | Residential     |                       | 230, 236 | 252, 935 | 91.0%         | 1, 268, 857         | 1, 342, 447         | 94.5%         |
| Gas Sales<br>(1,000m <sup>3</sup> ) | Non-            | Industrial            | 363, 257 | 352, 387 | 103.1%        | 3, 193, 455         | 3, 146, 373         | 101.5%        |
|                                     |                 | Commercial            | 62, 859  | 66, 235  | 94.9%         | 654,041             | 663, 136            | 98.6%         |
|                                     | residential     | Public and<br>Medical | 45, 743  | 48,756   | 93.8%         | 448, 191            | 449, 038            | 99.8%         |
|                                     |                 | Total                 | 471, 859 | 467, 378 | 101.0%        | 4, 295, 687         | 4, 258, 546         | 100.9%        |
|                                     | T               | otal                  | 702, 095 | 720, 313 | 97.5%         | 5, 564, 544         | 5,600,994           | 99.3%         |
|                                     | Wholesales      |                       | 37, 954  | 39,641   | 95.7%         | 332, 284            | 336, 879            | 98.6%         |
| Total                               |                 | 740, 049              | 759, 954 | 97.4%    | 5, 896, 828   | 5, 937, 873         | 99.3%               |               |

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