October 28, 2008
Kyushu Electric Power Co., Inc.

## Actual Electricity Sales Volume in September 2008

## 1. Overview

Total electricity sales volume by Kyushu Electric Power Co., Inc., for the month of September 2008 came to about 7,856 million kWh, down about $5.7 \%$ from September 2007. The sales volume was below the previous year's level for the first time in 13 months.
I. General Demand (Customers Other Than Large-scale Customers)

Sales volume in September 2008 decreased by $8.2 \%$ from September 2007 due to a decrease in the air-conditioning demand as the temperature in mid-August through September has shifted lower than the previous year's level. The sales volume underperformed the previous year for the first time in 2 months.
II. Large-scale Customers

The increased sales in transportation machinery, chemicals and non-ferrous metals industries brought sales volume up by $1.4 \%$ from the previous year. The sales volume has exceeded the previous year for 57 months in a row (the longest continuous increase in the company's history).
2. Sales Volume by Sector/Use

|  |  |  | Actual Sales | Changes from the previous year | Cumulative changes from FY2007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Demand other than those under Liberalization | Lighting |  | 2,400 | -9.6 | -0.3 |
|  | Power | Low Voltage | 524 | -15.1 | -4.6 |
|  |  | Others | 58 | -10.4 | -9.9 |
|  | Total |  | 2,982 | -10.6 | -1.2 |
| Demand under Liberalization | Business |  | 2,053 | -5.4 | 0.4 |
|  | Industrial |  | 2,821 | 0.0 | 2.3 |
|  | Total |  | 4,874 | -2.3 | 1.5 |
| Electricity Sales Total |  |  | 7,856 | -5.7 | 0.5 |
| (Figures are included above) | General Demand |  | 5,640 | -8.2 | -0.7 |
|  | Large-scale Demand |  | 2,216 | 1.4 | 3.2 |

## 3. Breakdown of Large-scale Sales

|  | Actual Sales | Changes from the <br> previous year | Cumulative changes <br> from FY2007 |
| :---: | ---: | ---: | ---: |
| Machinery | 703 | -0.3 | 2.3 |
| Electric | 503 | -2.2 | 0.3 |
| Transportation | 152 | 10.8 | 14.1 |
| Steel and lron | 226 | -9.5 | -3.7 |
| Chemicals | 245 | 15.3 | 15.9 |
| Clay and Stone | 92 | 3.0 | -7.3 |
| Foodstuffs | 202 | -0.5 | 2.7 |
| Pulps and Papers | 39 | 44.0 | 38.6 |
| Non-ferrous Metals | 159 | 8.9 | 14.0 |
| Others | 550 | -0.6 | 0.3 |
| Total | 2,216 | 1.4 | 3.2 |

## [Reference]

Average temperature (in Kyushu 7 prefectures)
( ${ }^{\circ} \mathrm{C}$ )

|  | August |  |  |  |  | September |  |  |  |
| :---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Early | Mid | Late | Ave. | Early | Mid | Late | Ave. |  |
| Actual | 29.4 | 28.4 | 25.8 | 27.8 | 26.6 | 25.7 | 23.5 | 25.2 |  |
| Compare to the previous year | 0.8 | -1.2 | -3.1 | -1.2 | -0.5 | -2.0 | -3.0 | -1.9 |  |
| Compare to average | 1.5 | 0.7 | -1.3 | 0.3 | 0.8 | 1.5 | 1.1 | 1.1 |  |

