April 25, 2011

## Actual Electricity Sales Volume in March 2011

## 1. Overview

Total electricity sales volume by Kyushu Electric Power Co., Inc., for the month of March 2011 came to about 7,056 million kWh , up about 4.7\% from March 2010. The sales volume exceeded the previous year's level for 8 months in a row.

## I. General Demand (Customers Other Than Large-scale Customers)

Sales volume in March 2011 increased by 4.0\% from March 2010 due to an increase in the air-conditioning demand as the temperature in February through March was lower than the previous year's level. The sales volume exceeded the previous year for 4 months in a row.

## II. Large-scale Customers

The increased sales in main industries including Steel and Iron and Chemicals brought sales volume up by $6.5 \%$ from the previous year while the sales in Transportation Machinery was decreased due to the March 2011 Great East Japan Earthquake. The sales volume exceeded the previous year for 16 months in a row.
2. Sales Volume by Sector/Use

|  |  |  | (million kWh, \%) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Actual Sales | Changes from the previous year | Cumulative changes from FY2009 |
| Demand other than those under Liberalization |  | Ighting | 2,607 | 5.2 | 6.8 |
|  | Power | Low Voltage | 349 | 5.1 | 4.5 |
|  |  | Others | 82 | 9.7 | -1.0 |
|  | Total |  | 3,038 | 5.3 | 6.3 |
| Demand under Liberalization | Business |  | 1,529 | 2.5 | 1.6 |
|  | Industrial |  | 2,489 | 5.4 | 5.5 |
|  | Total |  | 4,018 | 4.3 | 3.9 |
| Electricity Sales Total |  |  | 7,056 | 4.7 | 4.9 |
| (Figures are included above) | General Demand |  | 5,052 | 4.0 | 4.3 |
|  | Large-scale Demand |  | 2,004 | 6.5 | 6.4 |

3. Breakdown of Large-scale Sales

|  | Actual Sales | Changes from the <br> Previous year | Cumulative changes <br> from FY2009 |
| :---: | ---: | ---: | ---: |
| Machinery | 544 | -3.0 | 3.7 |
| Electric | 393 | 3.0 | 2.5 |
| Transportation | 109 | -19.9 | 5.7 |
| Steel and Iron | 209 | 37.5 | 13.8 |
| Chemicals | 221 | 12.2 | 8.8 |
| Clay and Stone | 94 | 13.2 | 8.0 |
| Foodstuffs | 178 | 3.2 | 3.3 |
| Pulps and Papers | 42 | 20.6 | 3.4 |
| Non-ferrous Metals | 155 | -1.2 | 13.2 |
| Others | 561 | 7.0 | 5.2 |
| Total | 2,004 | 6.5 | 6.4 |

## [Reference]

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

|  | February |  |  |  | March |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Early | Mid | Late | Ave. | Early | Mid | Late | Ave. |
| Actual | 7.4 | 6.8 | 12.2 | 8.6 | 7.5 | 10.2 | 9.2 | 9.0 |
| Compare to the previous year | -1.6 | -0.7 | -1.2 | -1.1 | -3.5 | -2.4 | -1.3 | -2.3 |
| Compare to average | 1.0 | -0.7 | 4.3 | 1.4 | -1.4 | 0.0 | -2.4 | -1.3 |

