

Actual Electricity Sales Volume in FY2011

1. Overview

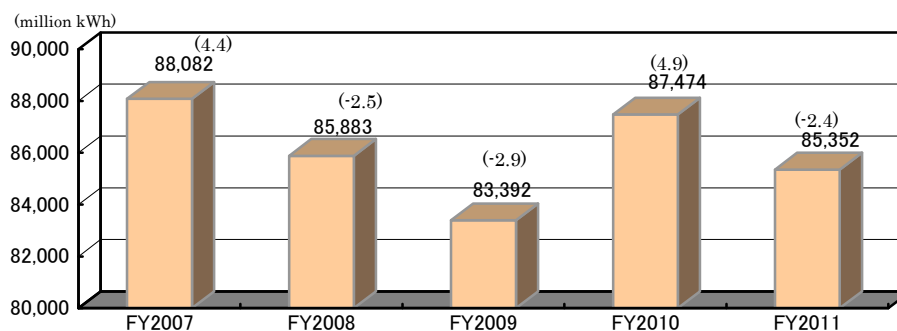
Total electricity sales volume by Kyushu Electric Power Co., Inc., for FY2011 came to about 85,352 million kWh, down by 2.4% from FY2010.

(The annual sales volume was below the previous year's level for the first time in 2 years since FY2009. The 2.4% decrease is the third lowest-ever level.)

Sales Volume By Sector/Use

		Actual Sales (million kWh)	Changes from FY2010 (%)	
Demand other than those under Liberalization	Lighting	29,990	-3.7	
	Power	Low Voltage	4,663	-4.9
		Others	812	-4.0
	Total		35,465	-3.9
Demand under Liberalization	Business	19,582	-3.4	
	Industrial	30,305	0.0	
	Total	49,887	-1.4	
Electricity Sales Total		85,352	-2.4	
(Figures are included above)	General demand	61,408	-3.5	
	Large-scale demand	23,944	0.4	

Electricity sales volume in recent 5 fiscal years



(Note) Figures in () are percent changes from the previous years

Changes from the previous year by month

(%)

	Apr-Sep	Oct	Nov	Dec	Jan	Feb	Mar	Oct-Mar	Annual
General demand	-3.9	-4.5	-3.8	-4.2	-4.9	-3.8	3.0	-3.1	-3.5
Large-scale demand	2.3	0.1	2.2	-3.2	-6.2	-0.1	-1.1	-1.4	0.4
Total	-2.2	-3.1	-2.1	-3.9	-5.3	-2.9	1.8	-2.7	-2.4

Changes from the same period in the previous year in recent 5 years

(%)

	FY2007	FY2008	FY2009	FY2010	FY2011
General demand	3.6	-1.6	-1.4	4.3	-3.5
Large-scale demand	6.4	-4.7	-6.7	6.4	0.4
Total	4.4	-2.5	-2.9	4.9	-2.4

2. Sales Volume by Sector/Use

I. General Demand (Customers Other Than Large-Scale Industrial Customers)

The demand for electric light, power for commercial operations and other general demands decreased by 3.5% from FY2010 due to the effect of power saving and a decrease in the air-conditioning demand as the temperature from August to September was lower than the previous year's level.

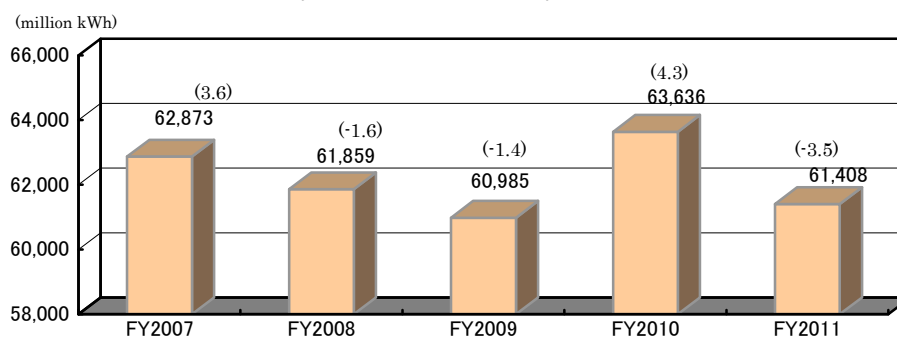
(The sales volume was below the previous year's level for the first time in 2 years since FY2009. The 3.5% decrease is the lowest-ever level.)

Average temperature in FY2011(in Kyushu)

(°C)

	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Actual	14.8	20.0	23.7	27.7	28.2	25.2	19.8	16.3	8.4	6.3	6.3	10.9
Compare to average	-0.7	0.3	0.5	0.6	0.3	0.5	0.4	2.4	-0.6	-0.4	-1.4	0.2
Compare to the previous year	0.4	0.5	0.4	0.3	-1.5	-1.0	-0.3	3.0	-0.5	2.4	-2.3	1.9

General demand of electricity in recent 5 fiscal years



(Note) Figures in () are percent changes from the previous years

II. Large-scale Demand

The power demand from large industrial customers increased by 0.4% from FY2010 due to the increase in production of Steel and Iron, Chemicals in first half in spite of the decrease in production of Electric Machinery and the effect of power saving.

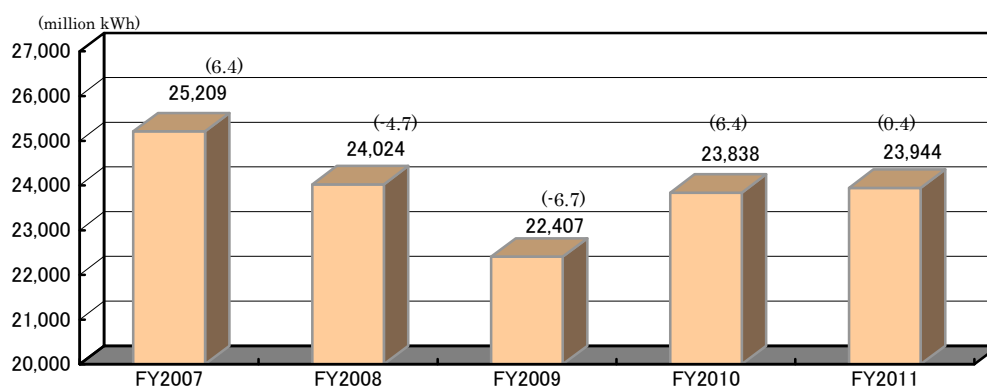
(The sales volume in Transportation Machinery of which production decreased after the March 2011 Great East Japan Earthquake exceeded the previous year's level mainly due to the increase in production in second half.)

	Actual Sales (million kWh)	Changes from FY2010 (%)	Composition ratio (%)	Characteristics
Machinery Total	6,839	-0.7	28.6	
Electric	4,733	-1.4	19.8	Decreased production of semiconductors
Transportation	1,605	2.2	6.7	Increased production of automobiles
Steel and Iron	2,365	4.2	9.9	Rebound from the previous year's decrease due to update of production facilities in some factories
Chemicals	2,631	1.9	11.0	Decreased operation of private power generators in some factories
Clay and Stone	1,004	2.9	4.2	Increased production of cement
Foodstuffs	2,311	1.4	9.7	Abolished private power generators in some factories
Pulps and Papers	457	-1.7	1.9	Increased operation of private power generators in some factories
Non-ferrous Metals	1,861	-0.9	7.8	Decreased production of silicon wafers
Others	6,476	-0.5	26.9	Decreased production of chemical fiber
Large-scale Demand	23,944	0.4	100.0	

Changes from the previous year by type of industry (%)

	FY2009	FY2010		FY2011	
	Oct-Mar	Apr-Sep	Oct-Mar	Apr-Sep	Oct-Mar
Machinery Total	3.8	6.7	0.6	-1.7	0.4
Electric	1.0	4.3	0.6	-0.5	-2.5
Transportation	14.2	12.7	-0.9	-5.1	10.0
Steel and Iron	-4.0	6.4	21.3	13.6	-3.9
Chemicals	9.7	11.3	6.5	3.5	0.4
Clay and Stone	-15.2	7.2	8.6	6.3	0.0
Foodstuffs	0.1	3.3	3.2	1.8	0.9
Pulps and Papers	-5.5	2.1	4.8	-3.1	-0.2
Non-ferrous Metals	14.3	17.4	8.9	2.8	-4.9
Others	3.2	5.1	5.4	2.3	-3.2
Large-scale Industrial	2.6	7.1	5.7	2.3	-1.4

Large-scale demand of electricity in recent 5 fiscal years



(Note) Figures in () are percent changes from the previous years