

Actual Electricity Sales Volume in the First Six Months of FY2012

1. Overview

Total electricity sales volume by Kyushu Electric Power Co., Inc., for the first six months of FY2012 (April 1st-September 30th) came to about 42,061 million kWh, down by 2.1% from the same period in FY2011.

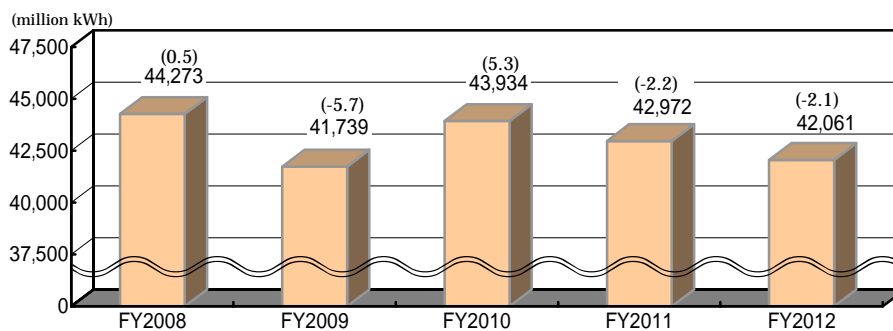
The sales volume was below the previous year's level for 2 years in a row. The 2.1% down was the third highest rate of decrease.

Sales Volume By Sector/Use

| | | Actual Sales (million kWh) | Changes from FY2011 (%) | |
|---|------------|-------------------------------|----------------------------|-------|
| Demand other than those under Liberalization | Lighting | 13,862 | -2.8 | |
| | Power | Low Voltage | 2,371 | -4.9 |
| | | Others | 363 | -12.4 |
| | Total | | 16,596 | -3.3 |
| Demand under Liberalization | Business | 10,019 | -2.1 | |
| | Industrial | 15,446 | -0.8 | |
| | Total | 25,465 | -1.3 | |
| Electricity Sales Total | | 42,061 | -2.1 | |

| | | | |
|---------------------------------|--------------------|--------|------|
| (Figures are included above) | General demand | 29,835 | -2.7 |
| | Large-scale demand | 12,226 | -0.6 |

First six months' 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

| | (%) | | | | | |
|--------------------|-------|------|------|------|------|-------|
| | April | May | June | July | Aug. | Sept. |
| General demand | -5.3 | -2.3 | -1.6 | -5.4 | 0.0 | -2.0 |
| Large-scale demand | 2.2 | 1.0 | -0.3 | -2.3 | -2.1 | -2.0 |
| Total | -3.3 | -1.3 | -1.2 | -4.4 | -0.5 | -2.0 |

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

| | (%) | | | | |
|--------------------|--------|--------|--------|--------|--------|
| | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 |
| General demand | -0.7 | -2.0 | 4.6 | -3.9 | -2.7 |
| Large-scale demand | 3.2 | -14.5 | 7.1 | 2.3 | -0.6 |
| Total | 0.5 | -5.7 | 5.3 | -2.2 | -2.1 |

2. Sales Volume by Sector/Use

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

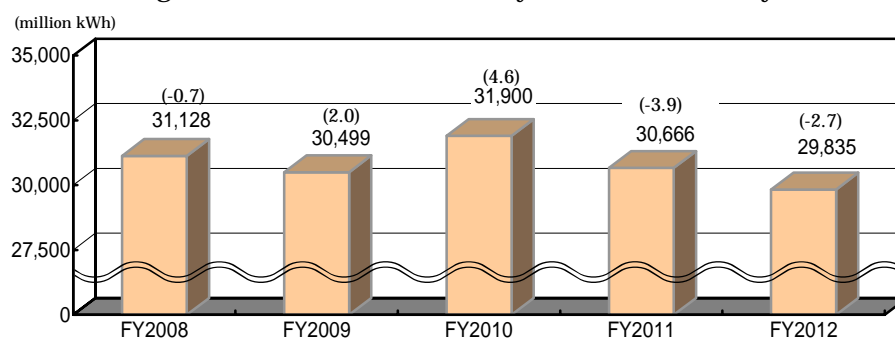
The demand for electric light, power for commercial operations and other general demands decreased by 2.7% compared with the 2Q of the previous year mainly due to an effect of power saving and a decrease in the air-conditioning demand as the temperature in June through July was lower than the previous year's level.

The sales volume underperformed the previous year for 2 years in a row. The 2.7% down was the second highest rate of decrease.

Average temperature in FY2012 (in Kyushu) (°C)

| | Apr | May | June | July | Aug | Sep |
|------------------------------|------|------|------|------|------|------|
| Actual | 16.1 | 20.3 | 23.0 | 27.6 | 28.8 | 24.6 |
| Compare to average | 0.6 | 0.6 | -0.2 | 0.5 | 0.9 | -0.1 |
| Compare to the previous year | 1.3 | 0.3 | -0.7 | -0.1 | 0.6 | -0.6 |

First six months' 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 decreased by 0.6% compared with the 2Q of the previous year mainly due to the decrease in production of Electric Machinery and the effect of power saving in spite of the increase in production of Transportation Machinery and Steel and Iron.

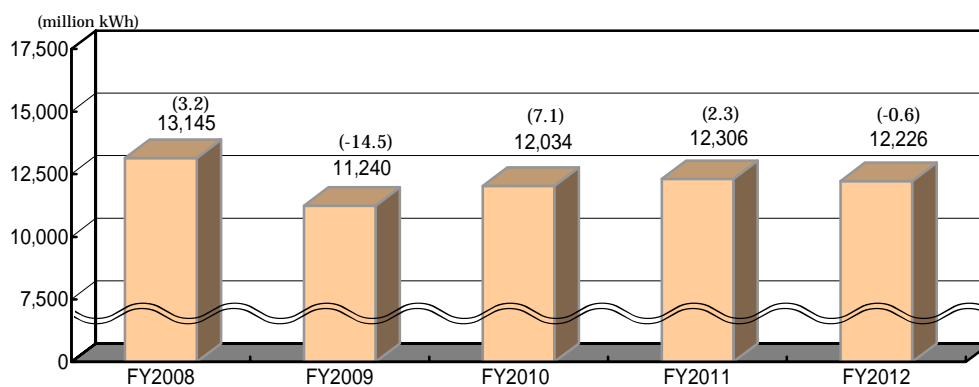
The sales volume underperformed the previous year for the first time in 3 years since FY2009.

| | Actual Sales (million kWh) | Changes from FY2011 (%) | Composition ratio (%) | Characteristics |
|--------------------|-------------------------------|----------------------------|--------------------------|---|
| Machinery Total | 3,488 | -1.0 | 28.5 | |
| Electric | 2,391 | -4.1 | 19.6 | Decreased production of semiconductors |
| Transportation | 837 | 8.2 | 6.8 | Increased production of automobiles |
| Steel and Iron | 1,268 | 5.8 | 10.4 | Increased production of crude steels |
| Chemicals | 1,346 | 2.6 | 11.0 | Decreased operation of private power generators in some factories |
| Clay and Stone | 490 | 1.7 | 4.0 | Increased production of cement |
| Foodstuffs | 1,227 | -0.8 | 10.0 | Closure of some factories |
| Pulps and Papers | 224 | -3.5 | 1.8 | Decreased production of papers in some factories |
| Non-ferrous Metals | 959 | -4.0 | 7.8 | Decreased production of silicon wafers |
| Others | 3,224 | -2.9 | 26.5 | Increased operation of private power generators in some factories |
| Large-scale Demand | 12,226 | -0.6 | 100.0 | |

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

| | FY2010 | | FY2011 | | FY2012 |
|------------------------|---------|---------|---------|---------|---------|
| | Apr-Sep | Oct-Mar | Apr-Sep | Oct-Mar | Apr-Sep |
| Machinery Total | 6.7 | 0.6 | -1.7 | 0.4 | -1.0 |
| Electric | 4.3 | 0.6 | -0.5 | -2.5 | -4.1 |
| Transportation | 12.7 | -0.9 | -5.1 | 10.0 | 8.2 |
| Steel and Iron | 6.4 | 21.3 | 13.6 | -3.9 | 5.8 |
| Chemicals | 11.3 | 6.5 | 3.5 | 0.4 | 2.6 |
| Clay and Stone | 7.2 | 8.6 | 6.3 | 0.0 | 1.7 |
| Foodstuffs | 3.3 | 3.2 | 1.8 | 0.9 | -0.8 |
| Pulps and Papers | 2.1 | 4.8 | -3.1 | -0.2 | -3.5 |
| Non-ferrous Metals | 17.4 | 8.9 | 2.8 | -4.9 | -4.0 |
| Others | 5.1 | 5.4 | 2.3 | -3.2 | -2.9 |
| Large-scale Industrial | 7.1 | 5.7 | 2.3 | -1.4 | -0.6 |

First six months' large-scale demand of electricity in recent 5 fiscal years



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