

Actual Electricity Sales Volume in FY2012

1. Overview

Total electricity sales volume by Kyushu Electric Power Co., Inc., for FY2012 came to about 83,787 million kWh, down by 1.8% from FY2011.

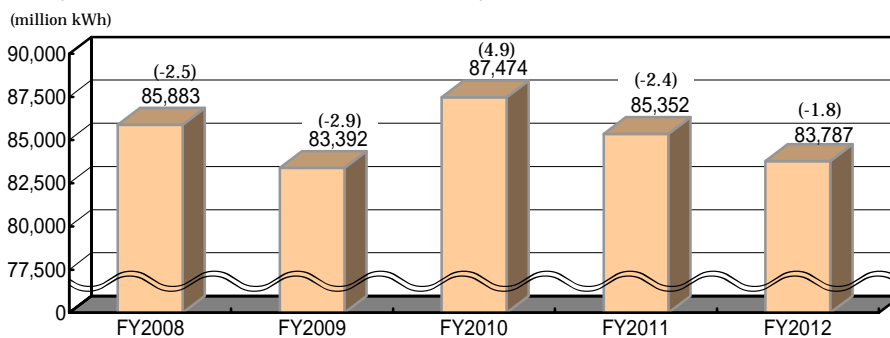
The annual sales volume was below the previous year's level for 2 years in a row. The 1.8% decrease is the fourth lowest-ever level.

Sales Volume By Sector/Use

			Actual Sales (million kWh)	Changes from FY2011 (%)
Demand other than those under Liberalization	Lighting		29,509	-1.6
	Power	Low Voltage	4,457	-4.4
		Others	747	-8.1
	Total		34,713	-2.1
Demand under Liberalization	Business		19,220	-1.8
	Industrial		29,854	-1.5
	Total		49,074	-1.6
Electricity Sales Total			83,787	-1.8

(Figures are included above)	General demand		60,173	-2.0
	Large-scale demand		23,614	-1.4

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	-2.7	-3.8	-0.3	8.2	1.1	-6.0	-6.1	-1.3	-2.0
Large-scale demand	-0.6	-3.7	-1.7	0.2	-1.0	-5.2	-1.4	-2.1	-1.4
Total	-2.1	-3.8	-0.7	5.9	0.6	-5.8	-4.8	-1.5	-1.8

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

(%)

	FY2008	FY2009	FY2010	FY2011	FY2012
General demand	-1.6	-1.4	4.3	-3.5	-2.0
Large-scale demand	-4.7	-6.7	6.4	0.4	-1.4
Total	-2.5	-2.9	4.9	-2.4	-1.8

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 2.0% from FY2011 due to the effect of power saving and a decrease in the air-conditioning demand as the temperature from June to July was lower than the previous year's level and also from February to March was higher than the previous year's level.

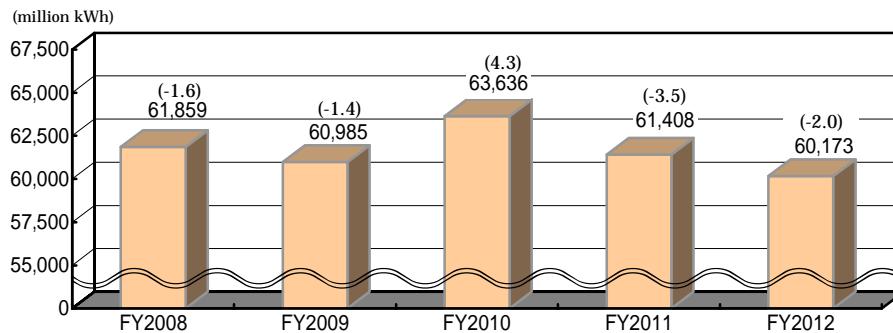
The sales volume was below the previous year's level for 2years in a row. The 2.0% decrease is the second lowest-ever level.

Average temperature in FY2012 (in Kyushu)

(°C)

	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Actual	16.1	20.3	23.0	27.6	28.8	24.6	19.3	12.8	7.6	6.0	8.1	12.5
Compare to average	0.6	0.6	-0.2	0.5	0.9	-0.1	-0.1	-1.1	-1.4	-0.7	0.4	1.8
Compare to the previous year	1.3	0.3	-0.7	-0.1	0.6	-0.6	-0.5	-3.5	-0.8	-0.3	1.8	1.6

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 1.4% from FY2011 due to the decrease in production of Electric Machinery and the effect of power saving in spite of the increase in production of Steel and Iron, Chemicals.

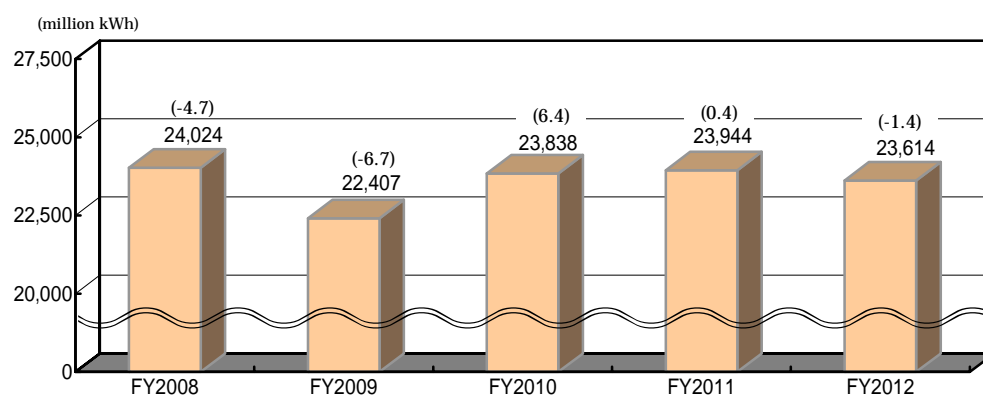
The sales volume was below the previous year's level for the first time in 3years since FY2009.

	Actual Sales (million kWh)	Changes from FY2011 (%)	Composition ratio (%)	Characteristics
Machinery Total	6,603	-3.5	28.0	
Electric	4,487	-5.2	19.0	Decreased production of semiconductors
Transportation	1,620	0.9	6.9	Increased production of automobiles
Steel and Iron	2,478	4.8	10.5	Increased production of crude steels
Chemicals	2,676	1.7	11.3	Increased production of urethane
Clay and Stone	989	-1.5	4.2	Decreased production of carbon products
Foodstuffs	2,293	-0.8	9.7	Decreased production of beverage products in some factories
Pulps and Papers	431	-5.7	1.8	Decreased production of papers
Non-ferrous Metals	1,840	-1.1	7.8	Decreased production of silicon wafers
Others	6,304	-2.7	26.7	Increased operation of private power generators in some factories
Total	23,614	-1.4	100.0	

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

	FY2010	FY2011		FY2012	
	Oct-Mar	Apr-Sep	Oct-Mar	Apr-Sep	Oct-Mar
Machinery Total	0.6	-1.7	0.4	-1.0	-6.0
Electric	0.6	-0.5	-2.5	-4.1	-6.4
Transportation	-0.9	-5.1	10.0	8.2	-5.9
Steel and Iron	21.3	13.6	-3.9	5.8	3.7
Chemicals	6.5	3.5	0.4	2.6	0.9
Clay and Stone	8.6	6.3	0.0	1.7	-4.5
Foodstuffs	3.2	1.8	0.9	-0.8	-0.8
Pulps and Papers	4.8	-3.1	-0.2	-3.5	-7.9
Non-ferrous Metals	8.9	2.8	-4.9	-4.0	2.2
Others	5.4	2.3	-3.2	-2.9	-2.4
Total	5.7	2.3	-1.4	-0.6	-2.1

Large-scale demand of electricity in recent 5 fiscal years



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