

DEMAND SALES

Monthly Units Electricity Sales (Peninsula)

| UNITS SALES | | FY2015 | | | | FY2016 | |
|-------------|------------|--------|--------|--------|--------|--------|-------|
| | | 1Q | 2Q | 3Q | 4Q | 1Q | Dec |
| Industrial | Gwh | 10,973 | 10,976 | 10,761 | 11,009 | 11,101 | 3,496 |
| | Growth (%) | 3.1 | 1.6 | 1.7 | 0.1 | 1.2 | (2.5) |
| Commercial | Gwh | 9,018 | 8,860 | 8,990 | 9,361 | 9,369 | 3,074 |
| | Growth (%) | 3.4 | 3.1 | 1.4 | 2.0 | 3.9 | 2.2 |
| Domestic | Gwh | 5,538 | 5,338 | 5,775 | 6,121 | 5,886 | 1,899 |
| | Growth (%) | 3.0 | 2.1 | 4.1 | 2.5 | 6.3 | 6.1 |
| Others | Gwh | 496 | 493 | 462 | 483 | 490 | 164 |
| | Growth (%) | 6.9 | 5.6 | (0.9) | 0.6 | (1.2) | (0.6) |
| TOTAL | Gwh | 26,025 | 25,667 | 25,988 | 26,974 | 26,846 | 8,633 |
| | Growth (%) | 3.3 | 2.3 | 2.1 | 1.3 | 3.2 | 1.0 |

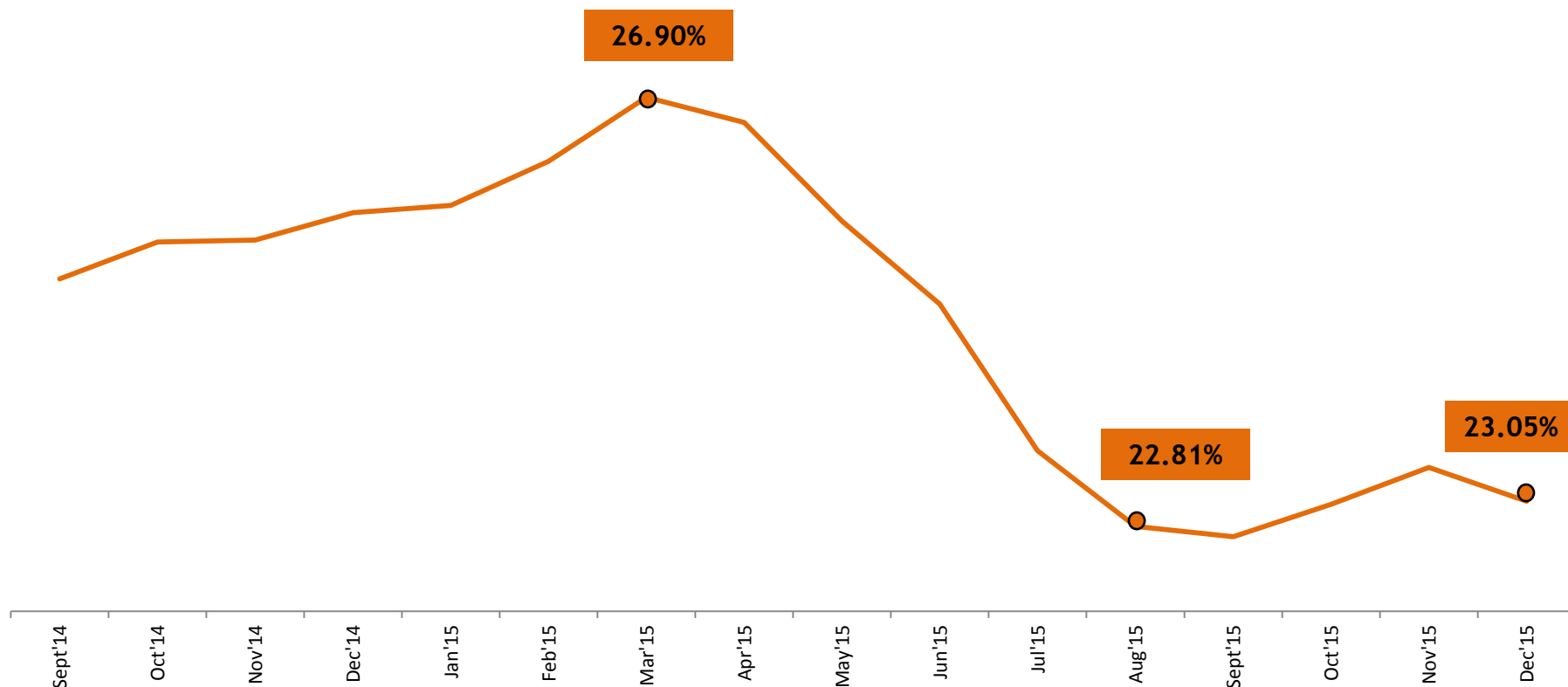
FY'15
2.2%

1QFY'16
3.2%

| | 4MFY'16 | 4MFY'15 |
|------------|---------|---------|
| Growth (%) | 2.6 | 3.2 |

SHAREHOLDING STATUS

Foreign Shareholding (%) as at December 2015



Trending FY2015/16 (%)

| Sept'14 | Oct'14 | Nov'14 | Dec'14 | Jan'15 | Feb'15 | Mar'15 | Apr'15 | May'15 | Jun'15 | Jul'15 | Aug'15 | Sept'15 | Oct'15 | Nov'15 | Dec'15 |
|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|--------|--------|--------|
| 25.17 | 25.52 | 25.54 | 25.80 | 25.87 | 26.29 | 26.90 | 26.66 | 25.72 | 24.93 | 23.53 | 22.81 | 22.71 | 23.02 | 23.37 | 23.05 |