

Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire
Calendar Year 2002

Operating and Financial Statistics	KeySpan/ EnergyNorth Natural Gas, Inc. /1	Northern Utilities, Inc. /2	New Hampshire Gas Corp /3	Operating and Financial Stats	Concord Steam Corp. /4
Bundled (Supply + Transportation) Customer Classes				Bundled Sales	
Residential				Public Authority	
Number of Customers	67,414	19,730	786	Number of Customers	13
Average Annual Therms per Customer	843	800	423	Avg. Annual MLb/Customer	8,625
Average Annual Revenue per Customer	\$744	\$948	\$599	Avg. Annual Revenue/Cust.	\$149,164
Revenue per Therm	\$0.883	\$1.185	\$1.416	Revenue per MLb	\$17,294
Commercial/Industrial/Public Authority				Comm./Ind	
Number of Customers	9,438	5,761	233	Number of Customers	74
Average Annual Therms per Customer	5,353	4,913	2,727	Avg. Annual MLb/Customer	927
Average Annual Revenue per Customer	\$4,095	\$4,609	\$3,187	Avg. Annual Revenue/Cust.	\$18,934
Revenue per Therm	\$0.765	\$0.938	\$1.169	Revenue per MLb	\$20,432
Unbundled (Transportation) Classes					
Commercial/Industrial				Cogen	
Number of Customers	144	3	0	Number of Customers	1
Average Annual Therms per Customer	179,857	5,773,797	0	Avg. Annual MLb/Customer	25,476
Average Annual Revenue per Customer	\$26,981	\$569,262	\$0	Avg. Annual Revenue/Cust.	\$225,485
Revenue per Therm	\$0.150	\$0.099	\$0.000	Revenue per MLb	\$8.851
Other Operating/Financial Statistics					
Total Customers	77,003	26,439	1,019	Total Customers	88
Total Operating Revenue	\$95,409,653	\$46,924,584	\$1,221,188	Total Operating Revenue	\$3,565,710
Total Operating Expenses	\$82,738,401	\$42,421,970	\$1,395,023	Total Operating Expenses	\$3,526,157
Net Income	\$12,670,024	\$4,502,614	-\$168,957	Net Income	\$39,553
Actual Rate of Return	9.62%	5.52%	-22.78%	Actual Rate of Return	1.12%
Total Plant Assets	\$211,613,502	\$141,387,782	\$1,460,532	Total Plant Assets	\$5,894,600

Source: Calendar Year Ended December 31, 2002 Annual Reports filed with the NHPUC.

Notes: Bundled customer classes purchase gas supply and transportation delivery service directly from the utility companies.
Unbundled Commercial/Industrial customer classes purchase gas supply from third party suppliers and utilize transportation delivery service from the gas utility companies.

1/ d/b/a KeySpan Energy Delivery New England

2/ Subsidiary of NiSource, Inc.

3/ Stand alone propane distribution system in Keene, subsidiary of New York State Electric and Gas

4/ Stand alone steam distribution system located in Concord, NH