

Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire
Calendar Year 2003

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	68,077	20,093	796	Number of Customers	13
Average Annual Therms per Customer	958	889	467	Avg. Annual MLb/Customer	9,461
Average Annual Revenue per Customer	\$999	\$1,104	\$794	Avg. Annual Revenue/Cust.	\$200,038
Revenue per Therm	\$1.043	\$1.243	\$1.701	Revenue per MLb	\$21.142
Commercial/Industrial/Public Authority				Comm./Ind	
Number of Customers	9,167	5,859	232	Number of Customers	72
Average Annual Therms per Customer	6,275	5,096	3,048	Avg. Annual MLb/Customer	1,004
Average Annual Revenue per Customer	\$6,034	\$5,225	\$4,318	Avg. Annual Revenue/Cust.	\$23,118
Revenue per Therm	\$0.962	\$1.025	\$1.416	Revenue per MLb	\$23.028
Unbundled (Transportation) Classes					
Commercial/Industrial				Cogen	
Number of Customers	381	177	0	Number of Customers	1
Average Annual Therms per Customer	71,593	116,960	0	Avg. Annual MLb/Customer	21,656
Average Annual Revenue per Customer	\$10,283	\$13,574	\$0	Avg. Annual Revenue/Cust.	\$242,695
Revenue per Therm	\$0.144	\$0.116	\$0.000	Revenue per MLb	\$11.207
Other Operating/Financial Statistics					
Total Customers	77,630	26,843	1,075	Total Customers	86
Total Operating Revenue	\$132,891,515	\$56,805,979	\$1,770,647	Total Operating Revenue	\$4,507,706
Total Operating Expenses	\$121,315,603	\$52,695,712	\$1,758,745	Total Operating Expenses	\$4,482,281
Net Income	\$11,575,914	\$4,507,507	\$19,528	Net Income	\$25,511
Actual Rate of Return	7.79%	6.92%	2.01%	Actual Rate of Return	0.65%
Total Plant Assets	\$231,652,891	\$115,916,445	\$1,642,415	Total Plant Assets	\$6,361,299

Source: Calendar Year Ended December 31, 2003 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