

Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire
Calendar Year 2004

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	68,067	20,533	795	Number of Customers	13
Average Annual Therms per Customer	909	855	422	Avg. Annual MLb/Customer	8,500
Average Annual Revenue per Customer	\$1,127	\$1,244	\$830	Avg. Annual Revenue/Cust.	\$174,881
Revenue per Therm	\$1.240	\$1.456	\$1.966	Revenue per MLb	\$20.573
Commercial/Industrial/Public Authority				Comm./Ind	
Number of Customers	9,417	5,956	244	Number of Customers	69
Average Annual Therms per Customer	5,775	4,690	2,822	Avg. Annual MLb/Customer	1,015
Average Annual Revenue per Customer	\$6,561	\$5,792	\$4,654	Avg. Annual Revenue/Cust.	\$22,473
Revenue per Therm	\$1.136	\$1.235	\$1.649	Revenue per MLb	\$22.139
Unbundled (Transportation) Classes					
Commercial/Industrial				Cogen	
Number of Customers	381	211	0	Number of Customers	1
Average Annual Therms per Customer	73,638	111,378	0	Avg. Annual MLb/Customer	18,642
Average Annual Revenue per Customer	\$11,201	\$14,115	\$0	Avg. Annual Revenue/Cust.	\$190,878
Revenue per Therm	\$0.152	\$0.127	\$0.000	Revenue per MLb	\$10.239
Other Operating/Financial Statistics					
Total Customers	81,465	26,676	1,039	Total Customers	83
Total Operating Revenue	\$146,051,030	\$64,391,238	\$2,208,423	Total Operating Revenue	\$4,014,949
Total Operating Expenses	\$135,003,294	\$60,034,547	\$2,069,644	Total Operating Expenses	\$3,889,023
Net Income	\$11,047,923	\$5,196,806	\$147,032	Net Income	\$125,926
Rate of Return	6.06%	6.00%	12.72%	Actual Rate of Return	3.06%
Total Plant Assets	\$243,899,407	\$120,037,801	\$2,448,262	Total Plant Assets	\$6,458,585

Source: Calendar Year Ended December 31, 2004 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