

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 | | | | Cogen | |
| Commercial/Industrial | | | | | |
| 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