

## Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire  
Calendar Year 2005

Operating and Financial Statistics	KeySpan/ EnergyNorth Natural Gas, Inc. <sup>/1</sup>	Northern Utilities, Inc. <sup>/2</sup>	New Hampshire Gas Corp <sup>/3</sup>	Operating and Financial Stats	Concord Steam Corp. <sup>/4</sup>
<b>Bundled (Supply + Transportation) Customer Classes</b>				<b>Bundled Sales</b>	
<b>Residential</b>				<b>Public Authority</b>	
Number of Customers	73,508	20,958	800	Number of Customers	13
Average Annual Therms per Customer	843	816	408	Avg. Annual MLb/Customer	8,277
Average Annual Revenue per Customer	\$1,176	\$1,272	\$961	Avg. Annual Revenue/Cust.	\$185,743
Revenue per Therm	\$1.395	\$1.559	\$2.356	Revenue per MLb	\$22.442
<b>Commercial/Industrial/Public Authority</b>				<b>Comm./Ind</b>	
Number of Customers	9,889	6,033	279	Number of Customers	71
Average Annual Therms per Customer	5,488	4,487	2,678	Avg. Annual MLb/Customer	957
Average Annual Revenue per Customer	\$7,149	\$5,893	\$5,383	Avg. Annual Revenue/Cust.	\$21,460
Revenue per Therm	\$1.303	\$1.313	\$2.010	Revenue per MLb	\$22.428
<b>Unbundled (Transportation) Classes</b>					
<b>Commercial/Industrial</b>				<b>Other Revenue</b>	
Number of Customers	470	269	0	Number of Customers	1
Average Annual Therms per Customer	56,651	88,290	0	Avg. Annual MLb/Customer	0
Average Annual Revenue per Customer	\$8,152	\$9,990	\$0	Avg. Annual Revenue/Cust.	\$390,027
Revenue per Therm	\$0.144	\$0.113	\$0.000	Revenue per MLb	\$0.000
<b>Other Operating/Financial Statistics</b>					
Total Customers	83,873	27,260	1,079	Total Customers	84
Total Operating Revenue	\$166,215,324	\$66,804,218	\$2,387,421	Total Operating Revenue	\$4,328,306
Total Operating Expenses	\$157,421,549	\$64,306,817	\$2,361,537	Total Operating Expenses	\$4,243,350
Net Income	\$8,793,777	\$3,424,316	\$34,348	Net Income	\$84,956
Rate of Return	6.28%	4.38%	2.15%	Actual Rate of Return	1.85%
Total Plant Assets	\$258,488,048	\$102,453,916	\$2,981,130	Total Plant Assets	\$9,624,256

Source: Calendar Year Ended December 31, 2005 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 EnergyEast, Corp.

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