

Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire
Calendar Year 2007

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	73,766	21,343	774	Number of Customers	16
Average Annual Therms per Customer	811	780	392	Avg. Annual MLb/Customer	6,256
Average Annual Revenue per Customer	\$1,269	\$1,345	\$1,033	Avg. Annual Revenue/Cust.	\$183,984
Revenue per Therm	\$1.565	\$1.724	\$2.639	Revenue per MLb	\$29,410
Commercial/Industrial/Public Authority				Comm./Ind	
Number of Customers	9,952	5,789	311	Number of Customers	97
Average Annual Therms per Customer	5,457	4,149	3,213	Avg. Annual MLb/Customer	621
Average Annual Revenue per Customer	\$8,133	\$6,196	\$7,196	Avg. Annual Revenue/Cust.	\$18,298
Revenue per Therm	\$1.490	\$1.494	\$2.239	Revenue per MLb	\$29,452
Unbundled (Transportation) Classes					
Commercial/Industrial				Other Revenue	
Number of Customers	677	444	0	Number of Customers	0
Average Annual Therms per Customer	50,852	75,059	0	Avg. Annual MLb/Customer	0
Average Annual Revenue per Customer	\$10,231	\$10,104	\$0	Avg. Annual Revenue/Cust.	\$330,605
Revenue per Therm	\$0.201	\$0.135	\$0.000	Revenue per MLb	\$2.247
Other Operating/Financial Statistics					
Total Customers	84,396	27,576	1,085	Total Customers	114
Total Operating Revenue	\$186,292,227	\$70,683,600	\$3,159,305	Total Operating Revenue	\$5,216,730
Total Operating Expenses	\$178,867,722	\$66,756,196	\$3,129,033	Total Operating Expenses	\$4,882,612
Net Income	\$7,424,505	\$3,927,404	\$30,272	Net Income	\$334,118
Rate of Return	4.49%	9.34%	1.45%	Actual Rate of Return	6.07%
Total Plant Assets	\$289,525,599	\$165,014,041	\$3,182,108	Total Plant Assets	\$10,542,733

Source: Calendar Year Ended December 31, 2007 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