

Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire
Calendar Year 2009

| Operating and Financial Statistics | EnergyNorth Natural Gas, Inc./National Grid NH ^{/1} | Northern Utilities, Inc./Unitil ^{/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 | 76,692 | 21,938 | 811 | Number of Customers | 6 |
| Average Annual Therms per Customer | 749 | 736 | 373 | Avg. Annual MLb/Customer | 8,594 |
| Average Annual Revenue per Customer | \$1,094 | \$1,195 | \$1,025 | Avg. Annual Revenue/Cust. | \$299,405 |
| Revenue per Therm | \$1.460 | \$1.624 | \$2.752 | Revenue per MLb | \$34.839 |
| | | | | | |
| Commercial/Industrial/Public Authority | | | | Comm./Ind | |
| Number of Customers | 9,572 | 5,790 | 339 | Number of Customers | 102 |
| Average Annual Therms per Customer | 4,601 | 3,533 | 2,779 | Avg. Annual MLb/Customer | 827 |
| Average Annual Revenue per Customer | \$6,203 | \$5,100 | \$6,476 | Avg. Annual Revenue/Cust. | \$29,499 |
| Revenue per Therm | \$1.348 | \$1.444 | \$2.330 | Revenue per MLb | \$35.649 |
| | | | | | |
| Unbundled (Transportation) Classes | | | | Other Revenue | |
| Commercial/Industrial | | | | Number of Customers | 0 |
| Number of Customers | 1,202 | 548 | 0 | Avg. Annual MLb/Customer | 0 |
| Average Annual Therms per Customer | 38,490 | 58,583 | 0 | Avg. Annual Revenue/Cust. | \$258,698 |
| Average Annual Revenue per Customer | \$6,607 | \$8,659 | \$0 | Revenue per MLb | \$0.000 |
| Revenue per Therm | \$0.172 | \$0.148 | \$0.000 | | |
| | | | | | |
| Other Operating/Financial Statistics | | | | | |
| Total Customers | 87,466 | 28,276 | 1,131 | Total Customers | 108 |
| Total Operating Revenue | \$162,244,627 | \$57,037,079 | \$3,137,320 | Total Operating Revenue | \$5,064,011 |
| Total Operating Expenses | \$153,514,226 | \$50,870,678 | \$3,151,570 | Total Operating Expenses | \$5,246,574 |
| Net Income | \$8,730,401 | \$6,166,401 | (\$14,250) | Net Income | (\$180,711) |
| Rate of Return | 3.47% | 9.49% | -0.63% | Actual Rate of Return | -2.99% |
| Total Plant Assets | \$319,736,980 | \$112,303,066 | \$3,881,239 | Total Plant Assets | \$11,394,479 |

Source: Calendar Year Ended December 31, 2009 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 National Grid NH

2/ Subsidiary of Unitil

3/ Stand alone propane distribution system in Keene, subsidiary of Iberdrola

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