

Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire
Calendar Year 2012

Operating and Financial Statistics	EnergyNorth Natural Gas, Inc./Liberties Utilities ^{/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	76,936	23,004	811	Number of Customers	6
Average Annual Therms per Customer	663	640	319	Avg. Annual MLb/Customer	13,236
Average Annual Revenue per Customer	\$836	\$1,026	\$1,061	Avg. Annual Revenue/Cust.	\$453,302
Revenue per Therm	\$1.260	\$1.604	\$3.329	Revenue per MLb	\$34.248
Commercial/Industrial/Public Authority				Comm./Ind	
Number of Customers	9,865	5,722	440	Number of Customers	92
Average Annual Therms per Customer	3,361	2,707	2,102	Avg. Annual MLb/Customer	413
Average Annual Revenue per Customer	\$4,063	\$3,596	\$5,885	Avg. Annual Revenue/Cust.	\$15,920
Revenue per Therm	\$1.209	\$1.328	\$2.800	Revenue per MLb	\$38.564
Unbundled (Transportation) Classes				Other Revenue	
Commercial/Industrial				Number of Customers	0
Number of Customers	1,899	799	0	Avg. Annual MLb/Customer	0
Average Annual Therms per Customer	28,620	45,011	0	Avg. Annual Revenue/Cust.	\$216,037
Average Annual Revenue per Customer	\$6,405	\$8,230	\$0	Revenue per MLb	\$0.000
Revenue per Therm	\$0.224	\$0.183	\$0.000		
Other Operating/Financial Statistics					
Total Customers	88,700	29,525	1,251	Total Customers	98
Total Operating Revenue	\$119,363,340	\$53,819,548	\$3,395,589	Total Operating Revenue	\$4,400,472
Total Operating Expenses	\$112,956,963	\$48,886,899	\$3,540,785	Total Operating Expenses	\$4,488,955
Net Income	\$6,406,377	\$4,932,649	(\$145,196)	Net Income	(\$88,483)
Rate of Return	5.49%	6.27%	-5.23%	Actual Rate of Return	-1.56%
Plant in Service	\$163,904,236	\$89,271,380	\$2,472,274	Plant in Service	\$5,029,293

Source: Calendar Year Ended December 31, 2012 Annual Reports & Year End Rate of Return Calculation 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 Liberty Utilities

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