

## Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire  
Calendar Year 2013

Operating and Financial Statistics		EnergyNorth Natural Gas, Inc./Liberties Utilities <sup>1/</sup>	Northern Utilities, Inc./Unitil <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>2012/2013</b>	2012	2013		<b>Bundled Sales</b>	
<b>Residential</b>					<b>Public Authority</b>	
Number of Customers	p.203, line 1, # of customers/p. 30	76,936	24,221	811	Number of Customers	6
Average Annual Therms per Customer	p.203, line 1, Dths Sold*10/customers	663	682	319	Avg. Annual MLb/Customer	13,236
Average Annual Revenue per Customer	p.203, line 1, revenues/customers	\$836	\$996	\$1,061	Avg. Annual Revenue/Cust.	\$453,302
Revenue per Therm	average revenue/average therms	\$1.260	\$1.461	\$3.329	Revenue per MLb	\$34.248
<b>Commercial/Industrial/Public Authority</b>					<b>Comm./Ind</b>	
Number of Customers	p.203, lines 2,3/p. 30	9,865	5,631	440	Number of Customers	92
Average Annual Therms per Customer	p.203, lines 2-3, Dths*10/customers	3,361	3,150	2,102	Avg. Annual MLb/Customer	413
Average Annual Revenue per Customer	p.203, lines 2-5, revenue/customers	\$4,063	\$3,632	\$5,885	Avg. Annual Revenue/Cust.	\$15,920
Revenue per Therm	average revenue/average therms	\$1.209	\$1.153	\$2.800	Revenue per MLb	\$38.564
<b>Unbundled (Transportation) Classes</b>					<b>Other Revenue</b>	
<b>Commercial/Industrial</b>						
Number of Customers	p.203, line15/p. 31, line 146	1,899	857	0	Number of Customers	0
Average Annual Therms per Customer		28,620	47,067	0	Avg. Annual MLb/Customer	0
Average Annual Revenue per Customer		\$6,405	\$9,172	\$0	Avg. Annual Revenue/Cust.	\$216,037
Revenue per Therm		\$0.224	\$0.195	\$0.000	Revenue per MLb	\$0.000
<b>Other Operating/Financial Statistics</b>						
Total Customers	p.203, line 24	86,801	30,709	1,251	Total Customers	98
Total Operating Revenue	p.203, line 24/p. 11, line 2	\$119,363,340	\$64,156,215	\$3,395,589	Total Operating Revenue	\$4,400,472
Total Operating Expenses	p.203, line 42/p. 11, line 23	\$112,956,963	\$56,537,445	\$3,540,785	Total Operating Expenses	\$4,488,955
Net Income	p.200, line 20 (unadj. for merger)	\$6,406,377	\$7,618,770	(\$145,196)	Net Income	(\$88,483)
Rate of Return		5.49%	6.27%	-5.23%	Actual Rate of Return	-1.56%
Plant in Service	F-1 EN & NU/Audit CSC & NHGC	\$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