Natural and Propane Gas Utilities

Summary Data: Natural Gas Utility Companies Operating in New Hampshire Calendar Year 2019

Natural Gas, Inc./Liberty Utilities Inc./Liberty Utilities Inc./Liberty Utilities Inc./Unitil 2				
Inc./Liberty Utilities Inc./Unitil 2			EnergyNorth	
Operating and Financial Statistics Bundled (Supply + Transportation) Customer Classes 2019 2019 2019 2019			Natural Gas,	Northern
Bundled (Supply + Transportation) Customer Classes			Inc./Liberty	Utilities,
Classes 2019 2019 2019 Residential p.30, line 38 83,159 26,883 Average Annual Therms per Customer p.30, line 38 767 727 Average Annual Revenue per Customer p.30, line 38 \$1,116 \$1,284 Revenue per Therm average revenue/average therms 1.45 1.77 Commercial & Industrial Number of Customers p. 30, line 77 14,287 5,894 Average Annual Therms per Customer p. 30, line 77 \$3,736 \$4,803 Average Annual Revenue per Customer p. 30, line 77 \$3,736 \$4,803 Revenue per Therm average revenue/average therms 1.20 1.16 Unbundled (Transportation) Classes Commercial/Industrial Number of Customers p. 31, line 107(EN)/146(NU) 26,31 1,003 Average Annual Therms per Customer p. 31, line 107(EN)/146(NU) \$8,451 \$9,800 Revenue per Therm average revenue/average therms 0.32 0.22 Other Operating/Financial Statistics 100,077 33,780	Operating and Financial Statistics		Utilities /1	Inc./Unitil /2
Residential Number of Customers p.30, line 38 83,159 26,883 Average Annual Therms per Customer p.30, line 38 \$1,116 \$1,284 Revenue per Therm average revenue/average therms 1.45 1.77	Bundled (Supply + Transportation) Customer			
Number of Customers p.30, line 38 83,159 26,883 Average Annual Therms per Customer p.30, line 38 767 727 Average Annual Revenue per Customer p.30, line 38 \$1,116 \$1,284 Revenue per Therm average revenue/average therms 1.45 1.77 Commercial & Industrial Number of Customers p.30, line 77 14,287 5,894 Average Annual Therms per Customer p.30, line 77 3,125 4,127 Average Annual Revenue per Customer p.30, line 77 \$3,736 \$4,803 Revenue per Therm average revenue/average therms 1.20 1.16 Unbundled (Transportation) Classes Commercial/Industrial Number of Customers p.31, line 107(EN)/146(NU) 2,631 1,003 Average Annual Therms per Customer p.31, line 107(EN)/146(NU) 26,139 44,319 Average Annual Revenue per Customer p.31, line 107(EN)/146(NU) \$8,451 \$9,800 Revenue per Therm average revenue/average therms 0.32 0.22 Other Operating/Financial Statistics Total Customers p.31, line 146 100,077 33,780 Total Operating Revenue p.11, line 2 \$157,020,559 \$72,851,361 Total Operating Expenses p.11, line 23 \$138,678,675 \$60,670,541 Net Income p.11, line 24 \$18,341,884 \$12,180,820 Rate of Return F-1 EN & NU 3.61% 8.04%	Classes	2019	2019	2019
Average Annual Therms per Customer p.30, line 38 767 727	Residential			
Average Annual Revenue per Customer p.30, line 38 \$1,116 \$1,284	Number of Customers	p.30, line 38	83,159	26,883
Revenue per Therm	Average Annual Therms per Customer	p.30, line 38	767	727
Commercial & Industrial Number of Customers p. 30, line 77 14,287 5,894 Average Annual Therms per Customer p. 30, line 77 3,125 4,127 Average Annual Revenue per Customer p. 30, line 77 \$3,736 \$4,803 Revenue per Therm average revenue/average therms 1.20 1.16 Unbundled (Transportation) Classes Commercial/Industrial Number of Customers p. 31, line 107(EN)/146(NU) 26,331 1,003 Average Annual Therms per Customer p. 31, line 107(EN)/146(NU) 26,139 44,319 Average Annual Revenue per Customer p. 31, line 107(EN)/146(NU) \$8,451 \$9,800 Revenue per Therm average revenue/average therms 0.32 0.22 Other Operating/Financial Statistics Total Customers p. 31, line 146 100,077 33,780 Total Operating Revenue p.11, line 2 \$157,020,559 \$72,851,361 Total Operating Expenses p.11, line 23 \$138,678,675 \$60,670,541 Net Income p. 11, line 24 \$18,341,884 \$12,180,820 Rate of Return F-1 EN & NU 3.61% 8.04%	Average Annual Revenue per Customer	p.30, line 38	\$1,116	\$1,284
Number of Customers p. 30, line 77 14,287 5,894	Revenue per Therm	average revenue/average therms	1.45	1.77
Number of Customers p. 30, line 77 14,287 5,894				
Average Annual Therms per Customer p. 30, line 77 3,125 4,127	Commercial & Industrial			
Average Annual Revenue per Customer p. 30, line 77 \$3,736 \$4,803 Revenue per Therm average revenue/average therms 1.20 1.16 Unbundled (Transportation) Classes Commercial/Industrial Value of Customers p. 31, line 107(EN)/146(NU) 2,631 1,003 Average Annual Therms per Customer p. 31, line 107(EN)/146(NU) 26,139 44,319 Average Annual Revenue per Customer p. 31, line 107(EN)/146(NU) \$8,451 \$9,800 Revenue per Therm average revenue/average therms 0.32 0.22 Other Operating/Financial Statistics Total Customers p. 31, line 146 100,077 33,780 Total Operating Revenue p. 11, line 2 \$157,020,559 \$72,851,361 Total Operating Expenses p. 11, line 23 \$138,678,675 \$60,670,541 Net Income p. 11, line 24 \$18,341,884 \$12,180,820 Rate of Return F-1 EN & NU 3.61% 8.04%	Number of Customers	p. 30, line 77	14,287	5,894
Revenue per Therm	Average Annual Therms per Customer	p. 30, line 77	3,125	4,127
Unbundled (Transportation) Classes Commercial/Industrial p. 31, line 107(EN)/146(NU) 2,631 1,003 Average Annual Therms per Customer p. 31, line 107(EN)/146(NU) 26,139 44,319 Average Annual Revenue per Customer p. 31, line 107(EN)/146(NU) \$8,451 \$9,800 Revenue per Therm average revenue/average therms 0.32 0.22 Other Operating/Financial Statistics Total Customers p. 31, line 146 100,077 33,780 Total Operating Revenue p.11, line 2 \$157,020,559 \$72,851,361 Total Operating Expenses p.11, line 23 \$138,678,675 \$60,670,541 Net Income p. 11, line 24 \$18,341,884 \$12,180,820 Rate of Return F-1 EN & NU 3.61% 8.04%	Average Annual Revenue per Customer	p. 30, line 77	\$3,736	\$4,803
Commercial/Industrial p. 31, line 107(EN)/146(NU) 2,631 1,003 Average Annual Therms per Customer p. 31, line 107(EN)/146(NU) 26,139 44,319 Average Annual Revenue per Customer p. 31, line 107(EN)/146(NU) \$8,451 \$9,800 Revenue per Therm average revenue/average therms 0.32 0.22 Other Operating/Financial Statistics p. 31, line 146 100,077 33,780 Total Customers p. 31, line 2 \$157,020,559 \$72,851,361 Total Operating Revenue p. 11, line 2 \$138,678,675 \$60,670,541 Net Income p. 11, line 24 \$18,341,884 \$12,180,820 Rate of Return F-1 EN & NU 3.61% 8.04%	Revenue per Therm	average revenue/average therms	1.20	1.16
Number of Customers p. 31, line 107(EN)/146(NU) 2,631 1,003 Average Annual Therms per Customer p. 31, line 107(EN)/146(NU) 26,139 44,319 Average Annual Revenue per Customer p. 31, line 107(EN)/146(NU) \$8,451 \$9,800 Revenue per Therm average revenue/average therms 0.32 0.22 Other Operating/Financial Statistics Total Customers p. 31, line 146 100,077 33,780 Total Operating Revenue p.11, line 2 \$157,020,559 \$72,851,361 Total Operating Expenses p.11, line 23 \$138,678,675 \$60,670,541 Net Income p. 11, line 24 \$18,341,884 \$12,180,820 Rate of Return F-1 EN & NU 3.61% 8.04%	Unbundled (Transportation) Classes			
Average Annual Therms per Customer p. 31, line 107(EN)/146(NU) 26,139 44,319 Average Annual Revenue per Customer p. 31, line 107(EN)/146(NU) \$8,451 \$9,800 Revenue per Therm average revenue/average therms 0.32 0.22 Other Operating/Financial Statistics p. 31, line 146 100,077 33,780 Total Customers p. 31, line 146 100,077 33,780 Total Operating Revenue p. 11, line 2 \$157,020,559 \$72,851,361 Total Operating Expenses p. 11, line 23 \$138,678,675 \$60,670,541 Net Income p. 11, line 24 \$18,341,884 \$12,180,820 Rate of Return F-1 EN & NU 3.61% 8.04%	Commercial/Industrial			
Average Annual Revenue per Customer p. 31, line 107(EN)/146(NU) \$8,451 \$9,800 Revenue per Therm average revenue/average therms 0.32 0.22 Other Operating/Financial Statistics p. 31, line 146 100,077 33,780 Total Customers p. 31, line 146 157,020,559 \$72,851,361 Total Operating Revenue p. 11, line 2 \$157,020,559 \$72,851,361 Total Operating Expenses p. 11, line 23 \$138,678,675 \$60,670,541 Net Income p. 11, line 24 \$18,341,884 \$12,180,820 Rate of Return F-1 EN & NU 3.61% 8.04%	Number of Customers	p. 31, line 107(EN)/146(NU)	2,631	1,003
Revenue per Therm average revenue/average therms 0.32 0.22 Other Operating/Financial Statistics p. 31, line 146 100,077 33,780 Total Customers p. 11, line 2 \$157,020,559 \$72,851,361 Total Operating Revenue p. 11, line 23 \$138,678,675 \$60,670,541 Net Income p. 11, line 24 \$18,341,884 \$12,180,820 Rate of Return F-1 EN & NU 3.61% 8.04%		p. 31, line 107(EN)/146(NU)	26,139	44,319
Other Operating/Financial Statistics Total Customers p. 31, line 146 100,077 33,780 Total Operating Revenue p.11, line 2 \$157,020,559 \$72,851,361 Total Operating Expenses p.11, line 23 \$138,678,675 \$60,670,541 Net Income p. 11, line 24 \$18,341,884 \$12,180,820 Rate of Return F-1 EN & NU 3.61% 8.04%	Average Annual Revenue per Customer	p. 31, line 107(EN)/146(NU)	\$8,451	\$9,800
Total Customers p. 31, line 146 100,077 33,780 Total Operating Revenue p.11, line 2 \$157,020,559 \$72,851,361 Total Operating Expenses p.11, line 23 \$138,678,675 \$60,670,541 Net Income p. 11, line 24 \$18,341,884 \$12,180,820 Rate of Return F-1 EN & NU 3.61% 8.04%	Revenue per Therm	average revenue/average therms	0.32	0.22
Total Customers p. 31, line 146 100,077 33,780 Total Operating Revenue p.11, line 2 \$157,020,559 \$72,851,361 Total Operating Expenses p.11, line 23 \$138,678,675 \$60,670,541 Net Income p. 11, line 24 \$18,341,884 \$12,180,820 Rate of Return F-1 EN & NU 3.61% 8.04%	Other Operating/Financial Statistics			
Total Operating Revenue p.11, line 2 \$157,020,559 \$72,851,361 Total Operating Expenses p.11, line 23 \$138,678,675 \$60,670,541 Net Income p. 11, line 24 \$18,341,884 \$12,180,820 Rate of Return F-1 EN & NU 3.61% 8.04%		p. 31. line 146	100.077	33,780
Total Operating Expenses p. 11, line 23 \$138,678,675 \$60,670,541 Net Income p. 11, line 24 \$18,341,884 \$12,180,820 Rate of Return F-1 EN & NU 3.61% 8.04%	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	,	,	
Net Income p. 11, line 24 \$18,341,884 \$12,180,820 Rate of Return F-1 EN & NU 3.61% 8.04%	i ü			
Rate of Return F-1 EN & NU 3.61% 8.04%				
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	Plant in Service	F-1 EN & NU		

Source: Calendar Year Ended December 31, 2019 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 use the utility's distribution system to deliver the gas.

^{1/} Subsidiary of Algonquin Power & Utilities Corp.

^{2/} Subsidiary of Unitil Corp.