

Unitil Energy Systems, Inc.  
Customer Migration Report

RETAIL SALES (kWh) by CUSTOMER CLASS  
Competitive Generation Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Feb-08	15,792	3,280,157	24,392,034	120,673	27,808,656
Mar-08	16,916	2,986,060	22,870,236	112,347	25,985,560
Apr-08	16,055	2,988,016	23,407,783	115,044	26,526,898
May-08	13,793	2,920,782	23,244,811	113,818	26,293,204
Jun-08	14,218	3,225,448	24,644,136	123,830	28,007,632
Jul-08	12,045	2,143,473	20,593,801	109,142	22,858,462
Aug-08	0	1,582,028	20,636,941	9,490	22,228,458
Sep-08	0	1,463,272	21,647,515	20,807	23,131,595
Oct-08	0	1,383,432	20,357,020	19,243	21,759,696
Nov-08	0	1,232,881	19,316,568	21,196	20,570,644
Dec-08	0	1,849,736	17,031,261	113,017	18,994,014
Jan-09	0	2,178,771	19,074,692	124,921	21,378,384

RETAIL SALES (kWh) by CUSTOMER CLASS  
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Feb-08	44,808,966	30,012,070	31,442,045	760,764	107,023,844
Mar-08	41,923,105	28,579,409	29,579,987	739,226	100,821,727
Apr-08	38,045,222	27,347,707	30,107,711	744,379	96,245,019
May-08	34,289,096	27,168,554	31,589,453	763,848	93,810,951
Jun-08	37,100,468	29,437,369	31,120,656	773,114	98,431,607
Jul-08	44,919,466	33,194,104	34,018,778	779,107	112,911,455
Aug-08	45,404,870	33,190,595	33,381,894	752,139	112,729,498
Sep-08	41,179,282	32,245,588	32,950,781	774,137	107,149,789
Oct-08	36,100,577	28,195,158	30,881,864	781,819	95,959,417
Nov-08	36,239,693	28,095,982	28,828,771	730,709	93,895,154
Dec-08	42,045,445	25,740,258	27,413,069	754,812	95,953,585
Jan-09	50,485,303	30,795,521	28,641,717	814,271	110,736,812

RETAIL SALES (kWh) by CUSTOMER CLASS  
Competitive Generation Sales as a Percentage of Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Feb-08	0.0%	10.9%	77.6%	15.9%	26.0%
Mar-08	0.0%	10.4%	77.3%	15.2%	25.8%
Apr-08	0.0%	10.9%	77.7%	15.5%	27.6%
May-08	0.0%	10.8%	73.6%	14.9%	28.0%
Jun-08	0.0%	11.0%	79.2%	16.0%	28.5%
Jul-08	0.0%	6.5%	60.5%	14.0%	20.2%
Aug-08	0.0%	4.8%	61.8%	1.3%	19.7%
Sep-08	0.0%	4.5%	65.7%	2.7%	21.6%
Oct-08	0.0%	4.9%	65.9%	2.5%	22.7%
Nov-08	0.0%	4.4%	67.0%	2.9%	21.9%
Dec-08	0.0%	7.2%	62.1%	15.0%	19.8%
Jan-09	0.0%	7.1%	66.6%	15.3%	19.3%

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CUSTOMER COUNT by CLASS  
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Feb-08	16	220	92	54	382
Mar-08	16	218	92	52	378
Apr-08	16	217	92	53	378
May-08	16	219	92	53	380
Jun-08	16	220	92	54	382
Jul-08	14	144	78	45	281
Aug-08	0	94	76	25	195
Sep-08	0	78	84	32	194
Oct-08	0	79	85	32	196
Nov-08	0	76	86	33	195
Dec-08	0	133	82	39	254
Jan-09	0	148	87	42	277

CUSTOMER COUNT by CLASS  
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Feb-08	63,121	10,755	151	1,849	75,876
Mar-08	63,231	10,801	151	1,846	76,029
Apr-08	63,418	10,778	151	1,839	76,186
May-08	63,603	10,811	150	1,839	76,403
Jun-08	63,717	10,794	150	1,839	76,500
Jul-08	63,796	10,775	150	1,840	76,561
Aug-08	63,859	10,800	150	1,833	76,642
Sep-08	63,763	10,759	150	1,841	76,513
Oct-08	63,513	10,771	151	1,833	76,268
Nov-08	63,487	10,783	152	1,835	76,257
Dec-08	63,425	10,784	150	1,834	76,193
Jan-09	63,426	10,783	150	1,838	76,197

CUSTOMER COUNT by CLASS  
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Feb-08	0.0%	2.0%	60.9%	2.9%	0.5%
Mar-08	0.0%	2.0%	60.9%	2.8%	0.5%
Apr-08	0.0%	2.0%	60.9%	2.9%	0.5%
May-08	0.0%	2.0%	61.3%	2.9%	0.5%
Jun-08	0.0%	2.0%	61.3%	2.9%	0.5%
Jul-08	0.0%	1.3%	52.0%	2.4%	0.4%
Aug-08	0.0%	0.9%	50.7%	1.4%	0.3%
Sep-08	0.0%	0.7%	56.0%	1.7%	0.3%
Oct-08	0.0%	0.7%	56.3%	1.7%	0.3%
Nov-08	0.0%	0.7%	56.6%	1.8%	0.3%
Dec-08	0.0%	1.2%	54.7%	2.1%	0.3%
Jan-09	0.0%	1.4%	58.0%	2.3%	0.4%