

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
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
Feb-09	0	2,335,501	19,239,888	106,855	21,682,244
Mar-09	0	2,252,393	18,199,426	112,982	20,564,802
Apr-09	0	2,392,944	18,663,169	111,791	21,167,904
May-09	0	2,402,188	18,762,045	110,147	21,274,380
Jun-09	37,200	2,718,502	18,712,843	124,254	21,592,799
Jul-09	46,200	2,969,404	20,579,313	124,500	23,719,417
Aug-09	60,321	4,075,873	25,609,535	116,254	29,861,983
Sep-09	64,641	4,693,181	24,758,410	124,561	29,640,793
Oct-09	51,760	4,384,999	22,982,268	131,378	27,550,404

RETAIL SALES (kWh) by CUSTOMER CLASS
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Feb-09	44,633,818	28,785,357	28,080,876	710,358	102,210,409
Mar-09	39,805,602	27,230,812	26,951,031	727,448	94,714,894
Apr-09	37,795,757	27,272,041	27,926,042	757,726	93,751,566
May-09	32,677,515	25,809,216	27,738,173	712,691	86,937,595
Jun-09	34,177,351	26,898,737	28,584,069	777,059	90,437,216
Jul-09	39,487,448	30,258,996	31,048,428	785,781	101,580,653
Aug-09	45,694,434	32,412,156	32,371,261	754,634	111,232,486
Sep-09	43,197,838	31,253,101	31,169,381	742,015	106,362,335
Oct-09	35,172,516	26,863,110	28,729,567	761,003	91,526,196

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

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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%
Feb-09	0.0%	8.1%	68.5%	15.0%	21.2%
Mar-09	0.0%	8.3%	67.5%	15.5%	21.7%
Apr-09	0.0%	8.8%	66.8%	14.8%	22.6%
May-09	0.0%	9.3%	67.6%	15.5%	24.5%
Jun-09	0.1%	10.1%	65.5%	16.0%	23.9%
Jul-09	0.1%	9.8%	66.3%	15.8%	23.4%
Aug-09	0.1%	12.6%	79.1%	15.4%	26.8%
Sep-09	0.1%	15.0%	79.4%	16.8%	27.9%
Oct-09	0.1%	16.3%	80.0%	17.3%	30.1%

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CUSTOMER COUNT by CLASS
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Nov-08	0	76	86	33	195
Dec-08	0	133	82	39	254
Jan-09	0	148	87	42	277
Feb-09	0	153	85	42	280
Mar-09	0	160	85	43	288
Apr-09	0	164	85	43	292
May-09	0	172	84	45	301
Jun-09	1	191	83	49	324
Jul-09	1	196	86	50	333
Aug-09	16	283	99	65	463
Sep-09	16	317	99	71	503
Oct-09	15	229	75	75	394

CUSTOMER COUNT by CLASS
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Feb-09	63,443	10,769	151	1,839	76,202
Mar-09	63,500	10,773	152	1,832	76,257
Apr-09	63,671	10,800	150	1,828	76,449
May-09	63,731	10,816	150	1,834	76,531
Jun-09	63,731	10,810	150	1,834	76,525
Jul-09	63,765	10,831	151	1,832	76,579
Aug-09	63,858	10,828	152	1,828	76,666
Sep-09	63,819	10,810	151	1,820	76,600
Oct-09	63,581	10,782	151	1,823	76,337

CUSTOMER COUNT by CLASS
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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%
Feb-09	0.0%	1.4%	56.3%	2.3%	0.4%
Mar-09	0.0%	1.5%	55.9%	2.3%	0.4%
Apr-09	0.0%	1.5%	56.7%	2.4%	0.4%
May-09	0.0%	1.6%	56.0%	2.5%	0.4%
Jun-09	0.0%	1.8%	55.3%	2.7%	0.4%
Jul-09	0.0%	1.8%	57.0%	2.7%	0.4%
Aug-09	0.0%	2.6%	65.1%	3.6%	0.6%
Sep-09	0.0%	2.9%	65.6%	3.9%	0.7%
Oct-09	0.0%	2.1%	49.7%	4.1%	0.5%