

**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-12	433,562	10,158,727	24,203,672	283,713	35,079,674
Dec-12	492,297	11,286,455	24,512,220	286,505	36,577,477
Jan-13	542,561	10,798,240	24,479,377	293,998	36,114,176
Feb-13	989,587	10,902,777	25,133,098	278,190	37,303,652
Mar-13	842,730	9,977,785	22,267,041	262,789	33,350,345
Apr-13	1,395,020	10,361,216	23,228,351	274,155	35,258,743
May-13	1,260,431	10,869,392	23,804,613	290,174	36,224,610
Jun-13	1,447,862	11,869,725	26,359,672	295,421	39,972,680
Jul-13	1,730,994	11,917,015	26,442,102	280,733	40,370,844
Aug-13	1,820,911	13,149,420	28,138,044	280,070	43,388,444
Sep-13	1,679,989	12,854,994	27,018,866	293,444	41,847,293
Oct-13	1,253,568	10,159,943	22,689,558	259,694	34,362,763
Nov-13	1,540,168	11,081,322	23,768,047	291,291	36,680,827

**RETAIL SALES (kWh) by CUSTOMER CLASS
Total Sales**

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Nov-12	35,417,421	25,674,307	28,278,941	714,165	90,084,834
Dec-12	44,685,581	29,077,185	28,958,170	733,821	103,454,758
Jan-13	50,591,772	29,374,485	28,562,248	749,049	109,277,554
Feb-13	47,923,055	30,144,154	29,591,234	709,365	108,367,808
Mar-13	40,540,395	26,517,952	26,240,491	650,491	93,949,329
Apr-13	38,783,978	26,740,028	27,384,446	686,192	93,594,644
May-13	34,068,526	26,771,848	28,119,718	720,658	89,680,751
Jun-13	39,255,011	29,613,360	31,102,672	735,617	100,706,661
Jul-13	47,559,343	31,500,775	31,603,635	701,677	111,365,429
Aug-13	51,527,811	34,433,095	33,762,021	717,072	120,439,999
Sep-13	45,951,732	33,491,452	33,009,593	745,735	113,198,512
Oct-13	32,623,018	25,555,838	27,500,151	663,906	86,342,914
Nov-13	38,377,028	27,581,880	28,649,347	728,087	95,336,342

**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-12	1.2%	39.6%	85.6%	39.7%	38.9%
Dec-12	1.1%	38.8%	84.6%	39.0%	35.4%
Jan-13	1.1%	36.8%	85.7%	39.2%	33.0%
Feb-13	2.1%	36.2%	84.9%	39.2%	34.4%
Mar-13	2.1%	37.6%	84.9%	40.4%	35.5%
Apr-13	3.6%	38.7%	84.8%	40.0%	37.7%
May-13	3.7%	40.6%	84.7%	40.3%	40.4%
Jun-13	3.7%	40.1%	84.8%	40.2%	39.7%
Jul-13	3.6%	37.8%	83.7%	40.0%	36.3%
Aug-13	3.5%	38.2%	83.3%	39.1%	36.0%
Sep-13	3.7%	38.4%	81.9%	39.3%	37.0%
Oct-13	3.8%	39.8%	82.5%	39.1%	39.8%
Nov-13	4.0%	40.2%	83.0%	40.0%	38.5%

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CUSTOMER COUNT by CLASS
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Nov-12	606	1,746	111	174	2,637
Dec-12	774	1,755	112	178	2,819
Jan-13	775	1,422	112	180	2,489
Feb-13	1,217	1,307	111	184	2,819
Mar-13	1,281	1,778	111	190	3,360
Apr-13	2,081	1,858	112	207	4,258
May-13	2,218	1,904	113	211	4,446
Jun-13	2,290	1,905	113	213	4,521
Jul-13	2,302	1,609	109	208	4,228
Aug-13	2,294	2,000	107	216	4,617
Sep-13	2,329	2,057	106	217	4,709
Oct-13	2,382	2,088	106	217	4,793
Nov-13	2,366	2,104	107	222	4,799

CUSTOMER COUNT by CLASS
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Nov-12	64,025	10,847	150	1,758	76,780
Dec-12	64,207	10,847	150	1,762	76,966
Jan-13	64,212	10,833	152	1,763	76,960
Feb-13	64,248	10,839	151	1,761	76,999
Mar-13	64,320	10,849	151	1,759	77,079
Apr-13	64,521	10,886	151	1,753	77,311
May-13	64,903	10,913	152	1,752	77,720
Jun-13	64,937	10,931	151	1,747	77,766
Jul-13	64,959	10,965	151	1,749	77,824
Aug-13	65,021	10,949	151	1,750	77,871
Sep-13	64,842	10,944	151	1,743	77,680
Oct-13	64,653	10,906	152	1,743	77,454
Nov-13	64,605	10,908	152	1,735	77,400

CUSTOMER COUNT by CLASS
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Nov-12	0.9%	16.1%	74.0%	9.9%	3.4%
Dec-12	1.2%	16.2%	74.7%	10.1%	3.7%
Jan-13	1.2%	13.1%	73.7%	10.2%	3.2%
Feb-13	1.9%	12.1%	73.5%	10.4%	3.7%
Mar-13	2.0%	16.4%	73.5%	10.8%	4.4%
Apr-13	3.2%	17.1%	74.2%	11.8%	5.5%
May-13	3.4%	17.4%	74.3%	12.0%	5.7%
Jun-13	3.5%	17.4%	74.8%	12.2%	5.8%
Jul-13	3.5%	14.7%	72.2%	11.9%	5.4%
Aug-13	3.5%	18.3%	70.9%	12.3%	5.9%
Sep-13	3.6%	18.8%	70.2%	12.4%	6.1%
Oct-13	3.7%	19.1%	69.7%	12.4%	6.2%
Nov-13	3.7%	19.3%	70.4%	12.8%	6.2%