

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
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
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

RETAIL SALES (kWh) by CUSTOMER CLASS
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
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

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

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Aug-07	0.0%	9.1%	68.8%	15.6%	23.3%
Sep-07	0.0%	9.2%	74.4%	15.0%	25.7%
Oct-07	0.0%	10.5%	76.5%	15.5%	28.5%
Nov-07	0.0%	11.0%	76.0%	16.4%	27.6%
Dec-07	0.0%	10.9%	77.7%	15.0%	25.9%
Jan-08	0.0%	10.7%	76.7%	15.3%	24.5%
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%

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CUSTOMER COUNT by CLASS
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
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

CUSTOMER COUNT by CLASS
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
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

CUSTOMER COUNT by CLASS
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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%
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%