

Unitil Energy Systems, Inc. (“UES”)

Default Service Request for Proposals

UES Service Requirements

Small Customers (100%)

Medium Customers (100%)

Large Customers (100%): ~~August 1, 2012 – October 31, 2012~~

UES Service Period

December 1, 2013 – May 31, 2014

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Issue Date: ~~May 8, 2012~~ September 3, 2013

Unitil Energy Systems, Inc. (“UES”)

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**Request for Proposals
To Provide
Default Service Supply
To All Customers of Unitil Energy Systems, Inc**

I. Introduction

Unitil Energy Systems, Inc. ("UES") is a local electric distribution company located in New Hampshire. New Hampshire Legislation, RSA 374-F et seq., and the Settlement Agreement for Restructuring the Unitil Companies¹ ("Settlement Agreement") provided retail access for all of UES's retail customers beginning on May 1, 2003.

On September 9, 2005, the NHPUC approved UES' plan for procurement of default service supply, including the solicitation process, for the period beginning May 1, 2006². Subsequently, on [date], NHPUC approved modifications to the timing and structure of UES' default service procurement plan, for the period beginning [November 1, 2012]³. Pursuant to these Orders, UES procures the power supply required to meet its default service obligations for three customer groups comprised of small, medium and large customers through four full requirements six month contracts blocks, each for an equal share (25%)100% of the service requirements for six month contract periods. Two of these contracts are for one year terms, and two are for two year terms. One of the one-year contracts begins on May 1 each year and the other begins on November 1 each year. One of the two year contracts begins every third May 1 and the other begins every third November 1. UES procures the power supply required to meet its default service obligations for large customers through quarterly contracts for the full (100%) requirements. Each quarter, UES procures a replacement contract for its large customers.

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Via this request for proposals ("RFP"), UES ~~is seeking~~ competing fixed monthly price offers ~~to supply one three default service contracts. The contracts are~~ for 100% of ~~the load requirements of its small and medium customer group~~ the small, medium and large customer default service requirements, for three six months beginning in duration. Contract deliveries will begin August 1, 2012 December 1, 2013, and variable monthly price offers, as defined herein, for 100% of the load requirements of its large customer group, all for the six month period beginning December 1, 2013. Variable monthly prices are comprised of a pass-through of energy costs at the real-time locational marginal price ("LMP") plus fixed monthly adders, which respondents are asked to bid during the RFP process. The fixed adders are intended to cover all non-energy costs, including capacity, ancillary services, and administration charges. Please see the Proposed Pricing portion of Section V for more information.

¹ See Docket DE 01-247.

² See Docket DE 05-064.

³ See Docket DE 12-003.

This RFP provides background information and historical data, details the service requirements and commercial terms, and elaborates on the procedures to be employed by UES to select the winning suppliers. This RFP and supporting materials can be obtained on Unitil's website at the following address: www.unitil.net/rfp, under "Current Procurement" for UES. The complete RFP text is available as a single ZIP file ("UES_DS_RFP_Package_2012-05-2013-09.zip"). In addition, the RFP and its appendices, including the submission form, bid sheet and proposed contract, have been included as separate, editable electronic files. A number of electronic data files have also been included in Microsoft Excel format. The contents of each file are described in this document. Please contact Kristen Cote at (603) 773-6429 or at cotek@unitil.com with any questions regarding these materials.

II. Description of Default Service

UES is soliciting load-following power supply offers to meet the needs of its customers who take service under its default service tariff for the periods listed in the table in the Supply Obligation Period portion of Section IV. Default service is the only utility-provided supply service and will be available to all UES customers not receiving supply service from a competitive supplier at any time for any reason.

For the purpose of default service procurement, the specified customer groups shall consist of the various rate classes listed in the table below. The default service loads associated with these customer groups are modeled in the ISO Settlement System using the load asset numbers listed in the table. Bidding power suppliers ("Respondents") may submit bids to provide service to any or all customer groups for which a contract is sought via this RFP. Bids to supply each ~~unique~~ customer group ~~and supply period combination sought~~ will be evaluated and awarded separately.

| Load Asset Description | Customer Rate Classes | Load Asset # |
|--------------------------------|-----------------------|-------------------------|
| UES Small Default Load | D, G2, OL | 11451, 11452 |
| <u>UES Medium Default Load</u> | <u>G2, OL</u> | <u>11452</u> |
| UES Large Default Load | G1 | 10019 |

The amount of default service to be supplied by the winning bidder(s) will be determined in accordance with the retail load associated with those customers who rely on default service. UES cannot predict the number of customers that will rely on default service,

how much load will be represented by these customers, or how long they will continue to take default service. UES expressly reserves the right to encourage customers to choose their own supplier from the competitive marketplace instead of taking default service.

Data Provided

To assist respondents in determining the potential load requirements, a variety of data has been provided with this RFP. The provided data includes the following:

Historical Hourly Loads and Capacity Tag Values are provided for the default service loads by customer group and in aggregate for competitive generation service loads. The hourly loads are measured at the PTF level and are provided for the period of January 1, 2009 through ~~April 30~~ August 31, 2013, 2012. The capacity tag values are the daily sum of the capacity tags for all customers assigned to the supply service being reported. Please see the file named "UES_Hourly_Loads_Cap_Tags_~~2012-05~~2013-08.xls".

Historic Retail Monthly Sales Report provides monthly sales data from May 2003 through ~~March 2012~~ July 2013 have been compiled and provided. The retail sales report documents retail sales and customer counts by customer rate class and supply type: default service or competitive generation. Please see the file named "UES_Retail_Sales_Report_~~2012-05~~2013-09.xls". Class Average Load Shapes (8760 hours), as measured at the customer meter level, are available. Please see the file named "UES_Profiles_~~2012-05~~2013-09.xls".

Distribution System Loss Factor for each rate class is shown in the following table. The distribution loss factors enable one to estimate the retail usage at the customer meter associated with a given quantity of wholesale supply, or to convert the class average load shapes to wholesale values. Please note that the supplies sought via this RFP will be wholesale supplies measured at the PTF level.

| Customer Group | Rate Class | Distribution Loss Factor |
|-----------------------------------|-----------------------|--------------------------|
| <u>Small Customers</u> | <u>D (Domestic)</u> | <u>6.468%</u> |
| Small-Medium Customers | G2 (Regular General) | 6.392% |
| Small-Medium Customers | OL (Outdoor Lighting) | 6.468% |
| Large Customer | G1 (Large General) | 4.591% |

Large Customer Activity is demonstrated by a generic listing of the annual retail energy consumption, peak demands and ICAP tags of UES's G1 customers. The tags reflect the capacity year which began June 1, ~~2011~~ 2013. This listing indicates each

customer's current supply type (default service or competitive generation), date of last transaction, and billing cycle. Please see the file named "UES_Large_Customers_20122013-0509.xls."

Evaluation Loads that UES will use to calculate weighted average prices of bids received from respondents for the purpose of comparing competing bids on the basis of price are provided. These estimated loads may be instructive to respondents, but should in no way be construed to represent any contract quantity or billing determinant or to create any obligation to any party. The Evaluation Loads are included on the bid sheets. Please see the file named "Bid_Sheets_20122013-0509.xls."

III. General Provisions

Terms and Conditions

For ~~these~~ small and medium customer group default service loads that respondents choose to bid, respondents must offer fixed monthly prices, and for the large customer group default service load respondents must offer variable prices in the form of fixed monthly adds to the NH load zone RT LMP for the entire supply periods listed in the table in the Supply Obligation Period portion of Section IV, and shown on the bid sheets. Pricing requirements are further detailed in the Proposed Pricing portion of Section V.

Along with this RFP, UES has provided a proposed contract ("Power Supply Agreement") which details the contractual terms and conditions under which default service as sought herein will be provided. Please see the file named "App_B_Power_Agreement_2012-052013-09.doc". UES is generally willing to adopt or amend previously negotiated or executed agreements. Please see the file named "App_B1_PSA_Amend_2012-052013-09.doc". Bidders may propose contract language modifications. UES will consider proposed contract language modifications to the extent the language clarifies each party's obligations associated with the transactions sought under this solicitation process, and to the extent that any modified contract represents the best non-price terms each party is willing to offer UES.

The obligations of UES and the winning bidder(s) are subject to and conditioned upon NHPUC approval of the solicitation results and the inclusion in retail rates of the costs derived from the transactions sought in this solicitation. UES will use its best efforts to obtain NHPUC's approval, which is expected five (5) business days after filing. Please see schedule below. Winning suppliers should expect their identity to be announced by the NHPUC in its order on the results of the RFP.

Proposal Process and Submission Dates

The following table outlines key dates associated with this procurement process.

| Item | Date |
|---------------------------|--|
| Issue Default Service RFP | Tuesday, 5/8/2012 <u>9/3/2013</u> |

| | |
|--|--|
| Proposal Submission Forms Due (includes indicative pricing and contract comments) | Tuesday, 5/29/2012 <u>9/17/2013</u> |
| Final Pricing Due | Tuesday, 6/5/2012 <u>10/1/2013</u> -10:00 am EPT |
| Winning Supplier Notified | Tuesday, 6/5/2012 <u>10/1/2013</u> -1:00 pm EPT |
| Contracts Executed | Wednesday, 6/6/2012 <u>10/2/2013</u> |
| File for Approval of Rates | Friday, 6/8/2012 <u>10/4/2013</u> |
| Anticipated Approval of Rates | Friday, 6/15/2012 <u>10/11/2013</u> |
| UES DS Service Commences | Wednesday, 8/1/2012 <u>Sunday, December 1, 2013</u> |

Respondents to this RFP must submit a completed Proposal Submission Form, including indicative pricing and any proposed contract modifications on or before ~~May 29, 2012~~September 17, 2013 and final pricing on ~~June 5~~October 1, 2013, 2012, as shown above. All submissions should be marked “UES DS RFP ~~2012-05-09~~” and sent via e-mail to energy_contracts@unitil.com. Please direct any questions to Kristen Cote at (603) 773-6429 or at cotek@unitil.com.

Proposal Submission Forms are attached as Appendix A. Please see the file named “App_A_Submission_Form_~~2012-05~~2013-09.doc.” Forms are due on **Tuesday, ~~May 29, 2012~~September 17, 2013**.

Indicative Pricing is due along with the Proposal Submission Form. Indicative pricing should be submitted using the “Indicative Pricing” sheet from the Microsoft Excel file called “Bid_Sheets_~~2012-05~~2013-09.xls”. Bidders will find that all cells highlighted in yellow are where inputs should be entered.

Contract Comments, on either the full Power Supply Agreement or on the Amendment, are also due along with the Proposal Submission Form. If respondents propose any changes to the Power Supply Agreement or the Amendment, respondents must provide an electronic copy of the Power Supply Agreement or the Amendment that is marked to show proposed language in a reviewable format. UES will consider the contractual terms and conditions accepted by each bidder as part of its evaluation criteria, as described in Section VI. When final bid prices are received and confirmed, UES intends to conduct its evaluation and select winning bidder(s) within a few hours. For these reasons, it is to each bidder’s advantage to resolve contractual issues prior to final bidding.

Final Pricing should be submitted on the “Final Pricing” sheet from the Microsoft Excel file called “Bid_Sheets_~~2012-05~~2013-09.xls”. Respondent’s name must be clearly marked. Final pricing is due by **10:00 a.m. EPT on Tuesday, ~~June 5, 2012~~October 1, 2013**.

Winner Notified. UES intends to confirm final pricing, evaluate competing bids as described in Section VI, Evaluation Criteria, and select and notify the winning bidder(s) by **1:00 p.m. EPT on Tuesday, ~~June 5, 2012~~October 1, 2013**. Other bidders will be notified they were not selected shortly thereafter.

UES, at its sole discretion, reserves the right to issue additional instructions or requests for additional information, to extend the due date, to modify any provision in this RFP or any appendix hereto or to withdraw this RFP.

Contact Person and Questions

Questions regarding this RFP should be submitted to Kristen Cote at (603) 773-6429 or at cotek@unitil.com.

Right to Select Supplier

UES shall have the exclusive right to select or reject any and/or all of the proposals submitted at any time, for any reason and to disregard any submission not prepared according to the requirements contained in this RFP.

Customer Billing and Customer Service

The default service power supplies procured under this RFP will be wholesale supplies. As such, the winning supplier will have no retail customer contact in any form. All customers taking default service will be retail customers of UES. As the retail provider of such service, UES will provide billing and customer service to customers receiving default service. In addition, UES will assume responsibility for the ultimate collection of moneys owed by customers in accordance with rules and regulations approved by the NHPUC.

IV. Service Features

Supply Obligation Period

The supply obligation period for each supply contract will commence at 0001 hours on the dates listed under "Period Begins" in the following table and will terminate at 2400 hours on the dates listed under "Period Ends" in the following table.

| Customer Group | Requirements | Period Begins | Period Ends |
|--------------------------------|--------------|---|---|
| <u>UES Small Default Load</u> | <u>100%</u> | <u>December 1, 2013</u> | <u>May 31, 2014</u> |
| <u>UES Medium Default Load</u> | <u>100%</u> | <u>December 1, 2013</u> | <u>May 31, 2014</u> |
| UES Large Default Load | 100% | August 1, 2012 <u>December 1, 2013</u> | October 31, 2012 <u>May 31, 2014</u> |

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Delivery Point

Supplier(s) will be responsible for all settlement obligations associated with the load assets. UES load assets are currently settled at the New Hampshire Load Zone (4002). In the event that NEPOOL implements nodal settlement of load obligations, supplier(s) will be responsible for all settlement obligations at the node where the load assets are settled. The UES load physically exists and is metered at the substations listed in Appendix C of the Power Supply Agreement. The delivery points are at the PTF level.

Form of Service

The winning bidder(s) ("Seller") shall provide firm, load-following power for delivery to ultimate customers taking service under UES' default service tariff, as amended from time to time. The obligations and responsibilities associated with providing default service shall be transferred to the Seller via an Ownership Share for Load Asset, utilizing the NEPOOL Asset Registration Process for load assets [11451 \(Small Customer Group\)](#), [11452 \(Medium Customer Group\)](#) and 10019 (Large Customer Group), ~~11451 and 11452 (Small Customer Group)~~. The percentage Ownership Share for each load asset shall be as listed on the table above under Supply Obligation Period under the column heading "Requirements". The quantity of service that the Seller will be responsible to deliver, and that UES will be responsible to purchase, will be the volumes measured at the delivery points.

Seller shall be responsible for providing and paying for all energy and capacity services and for all ancillary services associated with the Day-Ahead Load Obligation and the Real-Time Load Obligation (as defined in Market Rule 1, Section III of ISO New England Inc.'s Transmission, Markets and Services Tariff (the "ISO Tariff")), associated with the load assets, as required by the ISO Tariff as may be amended or superseded from time to time. UES shall be responsible for providing and paying for the transmission of the power across NEPOOL PTF and for all ancillary services associated with the Regional Network Load (as defined in the Open Access Transmission Tariff, Section III of the ISO Tariff), associated with the load assets. The specific requirements regarding the provision of energy, capacity and ancillary services by the Seller, and regarding the provision of transmission service by UES, are detailed in Article 4 of the proposed Power Supply Agreement, attached as Appendix B.

UES will report the hourly default service load associated with the load assets to ISO-NE on a daily basis in accordance with the reporting practices in New England. The reported loads will incorporate appropriate load allocation and estimation techniques and available meter readings for customers receiving default service from UES. Month end adjustments, based on customer meter readings, will be made to loads approximately 45 days after each month. Such adjustments will be priced at the contract price in effect for the month the load was served.

Renewable Portfolio Standards

A minimum Electric Renewable Portfolio Standard (RPS) was established on May 11th 2007, implementing RPS requirements in New Hampshire beginning in January 2008. There are no requirements to provide renewable energy credits (RECs) for RPS compliance associated with the service sought herein.

V. Proposal Requirements

Requested Information

Respondents to this RFP must provide the information identified in the Proposal Submission Form attached as Appendix A. Please see the file named “App_A_Submission_Form_2012-052013-09.doc.” Respondents are asked to complete the submission form and return it to Kristen Cote as indicated in Section III. Proposals should contain explanatory, descriptive and/or supporting materials as necessary.

Respondents will find that UES requests on the Proposal Submission Form that bidders indicate whether they will extend sufficient financial credit to UES in order to facilitate the transactions sought. UES has included with this RFP a copy of its most recent financials. Please see the file named “UES_Financials_2012-052013-09.zip.” UES has proposed financial security terms in the Power Supply Agreement. Respondents are asked to indicate their acceptance of the proposed financial security terms, along with any contract language modifications they propose. Proposed contract language modifications must be provided in a reviewable and editable manner, such as is obtained using the “track changes” features of Microsoft Word. Respondents are also asked to indicate whether they agree that the Power Supply Agreement is subject to NHPUC approval of supporting retail rates as sought by UES.

UES will treat all information received from respondents in a confidential manner and will not, except as required by law or regulatory authority, disclose such information to any third party or use such information for any purpose other than to evaluate the respondent’s ability to provide the services sought in this RFP. Respondents bidding to serve UES default service loads should expect that the identity of the winning bidder(s) will be announced by the NHPUC in its order on the results of the RFP.

Proposed Pricing

For the Small and Medium Customer Groups, UES seeks fixed monthly price offers for a six-month period. Respondents must specify the prices, in \$/MWh, at which they will provide default service for each month of the supply obligation period associated with the default service loads they choose to bid. Proposed prices may vary by calendar month, but must be uniform for the entire calendar month and must cover the entire supply obligation period sought. Purchases will be made on an “as-delivered” energy basis with prices stated on a fixed \$/MWh basis for all MWh reported to the ISO for the load assets. No maximum price is specified; however the resulting retail rates are subject to the review and acceptance of the NHPUC.

For the Large Customer Group, UES seeks variable monthly price offers for a six-month period. Respondents must specify the monthly fixed adders, in \$/MWh, at which, in addition to the load-weighted average real-time NH LMP, they will provide default service to the Large Customer Group. Proposed monthly adder prices may vary by calendar month, but must be uniform for the entire calendar month and must cover the entire supply obligation period sought. Purchases will be made on an “as-delivered” energy basis with the monthly contract price equaling the sum of the load-weighted average real-time NH LMP plus the monthly fixed adder as bid during the RFP process. UES and the supplier will be required to confirm the calculation of the final contract price as soon as practical following the month of service in order to facilitate retail billing. The final contract price will be stated on a \$/MWh basis and apply to all MWh reported to ISO New England for Load Asset 10019 (Large Customer Group). No maximum price is specified; however the resulting retail rates are subject to the review and acceptance of the NHPUC.

Bidder Requirements

In order to secure reliable, low cost default service power for its customers, UES wishes to include all qualified power suppliers in this solicitation.

Bidders must have access to the ISO settlement process for the entire term of the sale, either as a signatory to the Market Participant Service Agreement (“MPSA”) or via arrangements with a signatory to the MPSA to utilize their settlement process.

Respondents are encouraged to establish complete contract language, including financial security arrangements, with UES prior to submission of final pricing.

VI. Evaluation Criteria

The principal criteria to be used in evaluating proposals will include, but may not be limited to:

- Lowest evaluated bid price over the supply obligation period;
- Financial and operational viability of the power supplier, including the establishment of mutually acceptable financial security arrangements; and
- Responsiveness to non-price requirements, including the reasonable extension of financial credit to UES, and agreement that the proposed transactions are subject to NHPUC approval of retail rates as sought by UES.
- Each customer load group supply contract sought will be evaluated and awarded separately.

Respondent pricing will be evaluated by weighting the fixed monthly pricing according to the Evaluation Loads provided on the bid sheets; please see file named “Bid_Sheets_2012-052013-09.xls,” as described at the end of Section II.

Appendix A: Proposal Submission Form

| Please see the file named “App_A_Submission_Form_~~2012-05~~2013-09.doc”

Appendix B: Proposed Power Supply Agreement (PSA)

| Please see the file named “App_B_Power_Agreement_~~2012-05~~2013-09.doc”

Appendix B1: Proposed PSA Amendment

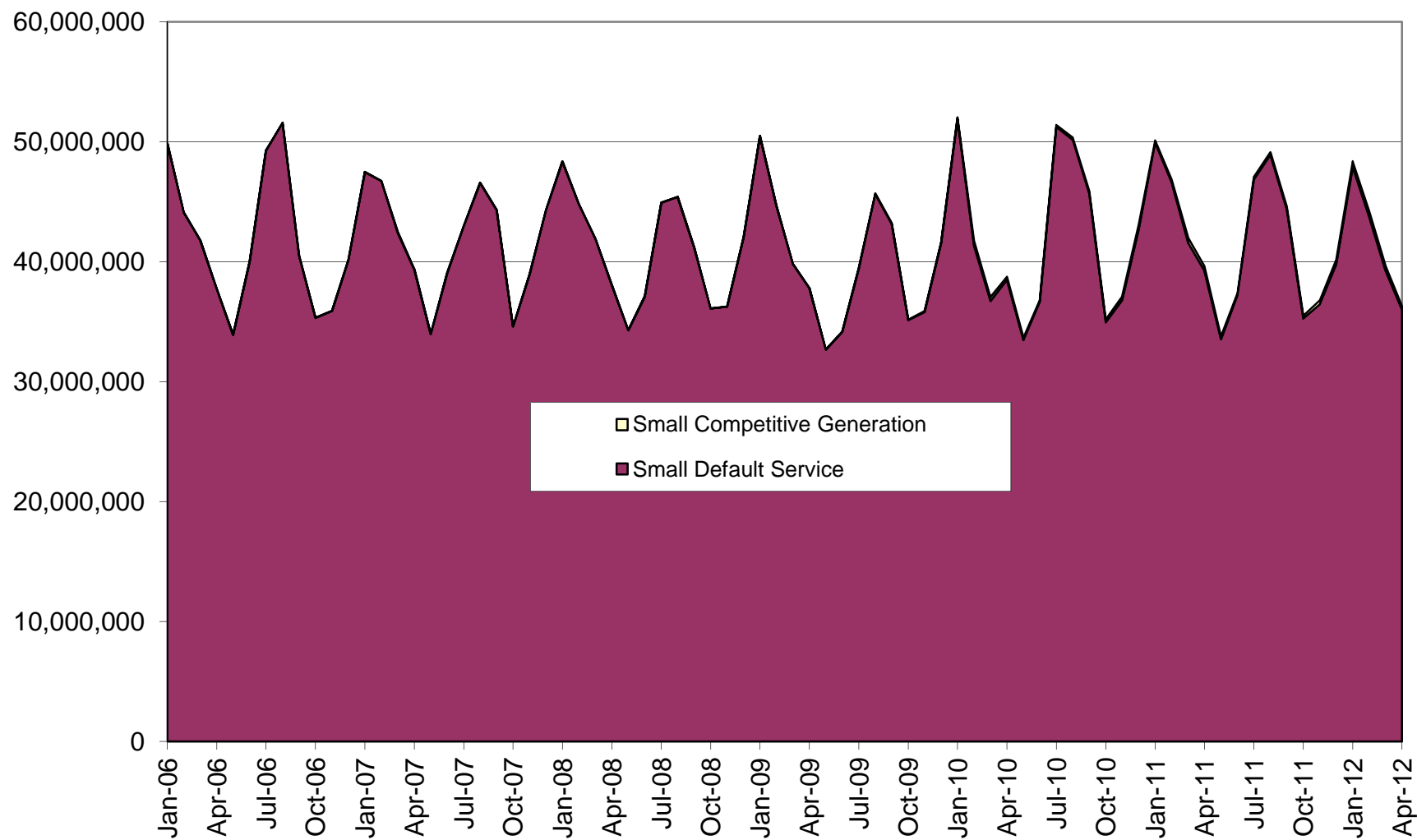
| Please see the file named “App_B1_PSA_Amend_~~2012-05~~2013-09.doc”

UES RETAIL SALES by CUSTOMER GROUP and SUPPLY TYPE (DS = Default Service, CG = Competitive Generation)

| | Small Customer Group (Domestic) | | | | | Medium Customer Group (G2OL) | | | | | Large Customer Group (G1) | | | | |
|--------|---------------------------------|----------|-----------|-----------|-------------|------------------------------|-----------|------------|------------|--------------|---------------------------|------------|-----------|-----------|-------------|
| | Small DS | Small CG | Small DS% | Small CG% | Small Total | Medium DS | Medium CG | Medium DS% | Medium CG% | Medium Total | Large DS | Large CG | Large DS% | Large CG% | Large Total |
| Jan-06 | 49,866,992 | 0 | 100.0% | 0.0% | 49,866,992 | 32,577,026 | 37,855 | 99.9% | 0.1% | 32,614,881 | 23,538,239 | 6,835,172 | 77.5% | 22.5% | 30,373,412 |
| Feb-06 | 44,093,535 | 0 | 100.0% | 0.0% | 44,093,535 | 30,905,777 | 32,772 | 99.9% | 0.1% | 30,938,548 | 18,708,053 | 11,726,420 | 61.5% | 38.5% | 30,434,472 |
| Mar-06 | 41,786,350 | 0 | 100.0% | 0.0% | 41,786,350 | 29,481,077 | 221,238 | 99.3% | 0.7% | 29,702,315 | 14,374,398 | 13,492,351 | 51.6% | 48.4% | 27,866,749 |
| Apr-06 | 37,748,979 | 0 | 100.0% | 0.0% | 37,748,979 | 28,416,957 | 215,683 | 99.2% | 0.8% | 28,632,640 | 15,197,236 | 14,942,506 | 50.4% | 49.6% | 30,139,742 |
| May-06 | 33,899,296 | 0 | 100.0% | 0.0% | 33,899,296 | 26,846,522 | 210,890 | 99.2% | 0.8% | 27,057,411 | 14,324,852 | 15,174,263 | 48.6% | 51.4% | 29,499,115 |
| Jun-06 | 40,026,019 | 0 | 100.0% | 0.0% | 40,026,019 | 29,750,702 | 1,048,714 | 96.6% | 3.4% | 30,799,416 | 16,150,808 | 16,266,742 | 49.8% | 50.2% | 32,417,550 |
| Jul-06 | 49,282,010 | 13,904 | 100.0% | 0.0% | 49,295,914 | 33,649,319 | 1,359,712 | 96.1% | 3.9% | 35,009,032 | 18,130,430 | 16,856,124 | 51.8% | 48.2% | 34,986,554 |
| Aug-06 | 51,567,457 | 14,345 | 100.0% | 0.0% | 51,581,802 | 35,348,144 | 1,559,253 | 95.8% | 4.2% | 36,907,396 | 16,906,012 | 18,518,546 | 47.7% | 52.3% | 35,424,558 |
| Sep-06 | 40,494,791 | 15,200 | 100.0% | 0.0% | 40,509,991 | 31,399,472 | 1,530,641 | 95.4% | 4.6% | 32,930,113 | 15,853,260 | 17,814,641 | 47.1% | 52.9% | 33,667,901 |
| Oct-06 | 35,319,309 | 13,013 | 100.0% | 0.0% | 35,332,322 | 27,372,374 | 1,498,404 | 94.8% | 5.2% | 28,870,779 | 13,431,036 | 17,781,096 | 43.0% | 57.0% | 31,212,131 |
| Nov-06 | 35,888,927 | 12,369 | 100.0% | 0.0% | 35,901,296 | 25,891,107 | 1,506,987 | 94.5% | 5.5% | 27,398,093 | 12,799,855 | 16,501,806 | 43.7% | 56.3% | 29,301,661 |
| Dec-06 | 40,135,183 | 17,207 | 100.0% | 0.0% | 40,152,390 | 26,346,651 | 1,823,832 | 93.5% | 6.5% | 28,170,483 | 11,433,767 | 17,462,800 | 39.6% | 60.4% | 28,896,567 |
| Jan-07 | 47,473,026 | 19,709 | 100.0% | 0.0% | 47,492,735 | 28,734,979 | 1,959,059 | 93.6% | 6.4% | 30,694,038 | 11,319,900 | 19,197,462 | 37.1% | 62.9% | 30,517,362 |
| Feb-07 | 46,724,447 | 17,938 | 100.0% | 0.0% | 46,742,385 | 29,356,382 | 2,450,471 | 92.3% | 7.7% | 31,806,853 | 11,041,819 | 20,171,463 | 35.4% | 64.6% | 31,213,281 |
| Mar-07 | 42,388,642 | 97,134 | 99.8% | 0.2% | 42,485,776 | 27,407,803 | 2,362,936 | 92.1% | 7.9% | 29,770,739 | 10,399,838 | 19,354,149 | 35.0% | 65.0% | 29,753,988 |
| Apr-07 | 39,327,623 | 86,366 | 99.8% | 0.2% | 39,413,989 | 25,833,501 | 3,278,158 | 88.7% | 11.3% | 29,111,659 | 7,047,517 | 23,362,782 | 23.2% | 76.8% | 30,410,299 |
| May-07 | 33,958,924 | 62,311 | 99.8% | 0.2% | 34,021,235 | 24,250,592 | 3,116,155 | 88.6% | 11.4% | 27,366,747 | 6,987,409 | 23,371,207 | 23.0% | 77.0% | 30,358,616 |
| Jun-07 | 39,033,294 | 59,036 | 99.8% | 0.2% | 39,092,330 | 28,126,843 | 3,551,225 | 88.8% | 11.2% | 31,678,068 | 9,058,915 | 24,609,632 | 26.9% | 73.1% | 33,668,547 |
| Jul-07 | 42,942,964 | 15,290 | 100.0% | 0.0% | 42,958,254 | 29,906,898 | 3,159,600 | 90.4% | 9.6% | 33,066,498 | 10,776,629 | 23,182,922 | 31.7% | 68.3% | 33,959,551 |
| Aug-07 | 46,560,950 | 16,462 | 100.0% | 0.0% | 46,577,412 | 31,383,888 | 3,193,550 | 90.8% | 9.2% | 34,577,438 | 10,738,321 | 23,696,464 | 31.2% | 68.8% | 34,434,785 |
| Sep-07 | 44,316,859 | 16,739 | 100.0% | 0.0% | 44,333,598 | 30,979,845 | 3,180,307 | 90.7% | 9.3% | 34,160,153 | 8,932,897 | 26,006,303 | 25.6% | 74.4% | 34,939,201 |
| Oct-07 | 34,598,749 | 13,657 | 100.0% | 0.0% | 34,612,406 | 25,138,964 | 3,000,393 | 89.3% | 10.7% | 28,139,357 | 7,307,498 | 23,747,192 | 23.5% | 76.5% | 31,054,690 |
| Nov-07 | 38,915,700 | 14,914 | 100.0% | 0.0% | 38,930,614 | 26,102,010 | 3,283,317 | 88.8% | 11.2% | 29,385,327 | 7,692,356 | 24,415,640 | 24.0% | 76.0% | 32,107,996 |
| Dec-07 | 44,292,904 | 19,080 | 100.0% | 0.0% | 44,311,984 | 25,923,483 | 3,189,712 | 89.0% | 11.0% | 29,113,195 | 6,797,450 | 23,743,857 | 22.3% | 77.7% | 30,541,307 |
| Jan-08 | 48,340,019 | 19,022 | 100.0% | 0.0% | 48,359,041 | 27,439,176 | 3,318,844 | 89.2% | 10.8% | 30,758,020 | 7,189,955 | 23,654,052 | 23.3% | 76.7% | 30,844,008 |
| Feb-08 | 44,793,174 | 15,792 | 100.0% | 0.0% | 44,808,966 | 27,372,003 | 3,400,830 | 88.9% | 11.1% | 30,772,833 | 7,050,011 | 24,392,034 | 22.4% | 77.6% | 31,442,045 |
| Mar-08 | 41,906,189 | 16,916 | 100.0% | 0.0% | 41,923,105 | 26,220,226 | 3,098,408 | 89.4% | 10.6% | 29,318,634 | 6,709,751 | 22,870,236 | 22.7% | 77.3% | 29,579,987 |
| Apr-08 | 38,029,167 | 16,055 | 100.0% | 0.0% | 38,045,222 | 24,989,026 | 3,103,060 | 89.0% | 11.0% | 28,092,086 | 6,699,928 | 23,407,783 | 22.3% | 77.7% | 30,107,711 |
| May-08 | 34,275,303 | 13,793 | 100.0% | 0.0% | 34,289,096 | 24,897,802 | 3,034,600 | 89.1% | 10.9% | 27,932,402 | 8,344,642 | 23,244,811 | 26.4% | 73.6% | 31,589,453 |
| Jun-08 | 37,086,250 | 14,218 | 100.0% | 0.0% | 37,100,468 | 26,861,205 | 3,349,278 | 88.9% | 11.1% | 30,210,483 | 6,476,520 | 24,644,136 | 20.8% | 79.2% | 31,120,656 |
| Jul-08 | 44,907,421 | 12,045 | 100.0% | 0.0% | 44,919,466 | 31,720,595 | 2,252,615 | 93.4% | 6.6% | 33,973,211 | 13,424,977 | 20,593,801 | 39.5% | 60.5% | 34,018,778 |
| Aug-08 | 45,404,870 | 0 | 100.0% | 0.0% | 45,404,870 | 32,351,217 | 1,591,517 | 95.3% | 4.7% | 33,942,734 | 12,744,952 | 20,636,941 | 38.2% | 61.8% | 33,981,894 |
| Sep-08 | 41,179,282 | 0 | 100.0% | 0.0% | 41,179,282 | 31,535,646 | 1,484,080 | 95.5% | 4.5% | 33,019,725 | 11,303,266 | 21,647,515 | 34.3% | 65.7% | 32,950,781 |
| Oct-08 | 36,100,577 | 0 | 100.0% | 0.0% | 36,100,577 | 27,574,301 | 1,402,675 | 95.2% | 4.8% | 28,976,976 | 10,524,844 | 20,357,020 | 34.1% | 65.9% | 30,881,864 |
| Nov-08 | 36,239,693 | 0 | 100.0% | 0.0% | 36,239,693 | 27,572,613 | 1,254,077 | 95.6% | 4.4% | 28,826,690 | 9,512,204 | 19,316,568 | 33.0% | 67.0% | 28,828,771 |
| Dec-08 | 42,045,445 | 0 | 100.0% | 0.0% | 42,045,445 | 24,532,317 | 1,962,753 | 92.6% | 7.4% | 26,495,070 | 10,381,808 | 17,031,261 | 37.9% | 62.1% | 27,413,069 |
| Jan-09 | 50,485,303 | 0 | 100.0% | 0.0% | 50,485,303 | 29,306,101 | 2,303,692 | 92.7% | 7.3% | 31,609,793 | 9,567,025 | 19,074,692 | 33.4% | 66.6% | 28,641,717 |
| Feb-09 | 44,633,818 | 0 | 100.0% | 0.0% | 44,633,818 | 27,053,359 | 2,442,356 | 91.7% | 8.3% | 29,495,715 | 8,840,988 | 19,239,888 | 31.5% | 68.5% | 28,080,876 |
| Mar-09 | 39,805,602 | 0 | 100.0% | 0.0% | 39,805,602 | 25,592,885 | 2,365,375 | 91.5% | 8.5% | 27,958,260 | 8,751,605 | 18,199,426 | 32.5% | 67.5% | 26,951,031 |
| Apr-09 | 37,795,757 | 0 | 100.0% | 0.0% | 37,795,757 | 25,525,032 | 2,504,735 | 91.1% | 8.9% | 28,029,767 | 9,262,873 | 18,663,169 | 33.2% | 66.8% | 27,926,042 |
| May-09 | 32,677,515 | 0 | 100.0% | 0.0% | 32,677,515 | 24,009,572 | 2,512,335 | 90.5% | 9.5% | 26,521,907 | 8,976,128 | 18,762,045 | 32.4% | 67.6% | 27,738,173 |
| Jun-09 | 34,140,151 | 37,200 | 99.9% | 0.1% | 34,177,351 | 24,833,040 | 2,842,756 | 89.7% | 10.3% | 27,675,796 | 9,871,227 | 18,712,843 | 34.5% | 65.5% | 28,584,069 |
| Jul-09 | 39,441,248 | 46,200 | 99.9% | 0.1% | 39,487,448 | 27,950,874 | 3,093,904 | 90.0% | 10.0% | 31,044,777 | 10,469,114 | 20,579,313 | 33.7% | 66.3% | 31,048,428 |
| Aug-09 | 45,634,113 | 60,321 | 99.9% | 0.1% | 45,694,434 | 28,974,664 | 4,192,127 | 87.4% | 12.6% | 33,166,791 | 6,761,726 | 25,609,535 | 20.9% | 79.1% | 32,371,261 |
| Sep-09 | 43,133,197 | 64,641 | 99.9% | 0.1% | 43,197,838 | 27,177,374 | 4,817,742 | 84.9% | 15.1% | 31,995,116 | 6,410,972 | 24,758,410 | 20.6% | 79.4% | 31,169,381 |
| Oct-09 | 35,120,756 | 51,760 | 99.9% | 0.1% | 35,172,516 | 23,107,736 | 4,516,377 | 83.7% | 16.3% | 27,624,113 | 5,747,300 | 22,982,268 | 20.0% | 80.0% | 28,729,567 |
| Nov-09 | 35,805,467 | 75,425 | 99.8% | 0.2% | 35,880,892 | 21,825,851 | 4,357,383 | 83.4% | 16.6% | 26,183,234 | 5,424,048 | 22,613,600 | 19.3% | 80.7% | 28,037,649 |
| Dec-09 | 41,556,125 | 74,000 | 99.8% | 0.2% | 41,630,125 | 23,071,900 | 4,887,038 | 82.5% | 17.5% | 27,958,938 | 5,147,961 | 23,224,599 | 18.1% | 81.9% | 28,372,560 |
| Jan-10 | 51,889,391 | 144,826 | 99.7% | 0.3% | 52,034,217 | 26,202,852 | 5,996,086 | 81.4% | 18.6% | 32,198,938 | 5,680,442 | 23,282,497 | 19.6% | 80.4% | 28,962,938 |
| Feb-10 | 41,335,342 | 399,286 | 99.0% | 1.0% | 41,734,628 | 22,294,125 | 5,720,488 | 79.6% | 20.4% | 28,014,613 | 4,677,450 | 22,906,266 | 17.0% | 83.0% | 27,583,716 |
| Mar-10 | 36,722,361 | 330,571 | 99.1% | 0.9% | 37,052,932 | 20,824,555 | 5,472,325 | 79.2% | 20.8% | 26,296,880 | 4,546,142 | 21,823,475 | 17.2% | 82.8% | 26,369,617 |
| Apr-10 | 38,481,415 | 260,953 | 99.3% | 0.7% | 38,742,368 | 22,549,787 | 6,112,636 | 78.7% | 21.3% | 28,662,423 | 5,376,760 | 24,092,687 | 18.2% | 81.8% | 29,469,447 |
| May-10 | 33,456,748 | 201,284 | 99.4% | 0.6% | 33,658,032 | 21,315,140 | 5,760,745 | 78.7% | 21.3% | 27,075,886 | 4,987,622 | 22,698,064 | 18.0% | 82.0% | 27,685,686 |
| Jun-10 | 36,675,973 | 157,196 | 99.6% | 0.4% | 36,833,169 | 22,543,962 | 6,530,274 | 77.5% | 22.5% | 29,074,235 | 5,240,905 | 26,699,373 | 16.4% | 83.6% | 31,940,278 |
| Jul-10 | 51,244,511 | 160,976 | 99.7% | 0.3% | 51,405,487 | 27,111,768 | 8,050,144 | 77.1% | 22.9% | 35,161,912 | 5,965,466 | 28,157,158 | 17.5% | 82.5% | 34,122,624 |
| Aug-10 | 50,152,002 | 194,021 | 99.6% | 0.4% | 50,346,023 | 26,262,188 | 8,185,820 | 76.2% | 23.8% | 34,448,007 | 5,910,657 | 27,627,879 | 17.6% | 82.4% | 33,538,536 |
| Sep-10 | 45,706,510 | 194,359 | 99.6% | 0.4% | 45,900,869 | 25,767,368 | 8,148,494 | 76.0% | 24.0% | 33,915,863 | 5,854,033 | 28,044,217 | 17.3% | 82.7% | 33,898,250 |
| Oct-10 | 34,951,151 | 217,681 | 99.4% | 0.6% | 35,168,832 | 20,687,907 | 7,199,880 | 74.2% | 25.8% | 27,887,787 | 4,560,903 | 24,994,847 | 15.4% | 84.6% | 29,555,750 |
| Nov-10 | 36,801,452 | 303,651 | 99.2% | 0.8% | 37,105,103 | 19,852,463 | 7,320,298 | 73.1% | 26.9% | 27,172,760 | 4,741,584 | 24,603,356 | 16.2% | 83.8% | 29,344,940 |
| Dec-10 | 42,693,054 | 385,265 | 99.1% | 0.9% | 43,078,319 | 20,924,597 | 7,855,717 | 72.7% | 27.3% | 28,780,314 | 4,622,466 | 24,256,078 | 16.0% | 84.0% | 28,878,544 |
| Jan-11 | 49,910,531 | 197,755 | 99.6% | 0.4% | 50,108,286 | 22,309,877 | 8,325,218 | 72.8% | 27.2% | 30,635,095 | 4,618,018 | 23,947,253 | 16.2% | 83.8% | 28,565,271 |
| Feb-11 | 46,650,650 | 190,423 | 99.6% | 0.4% | 46,841,073 | 21,916,475 | 8,245,019 | 72.7% | 27.3% | 30,1 | | | | | |

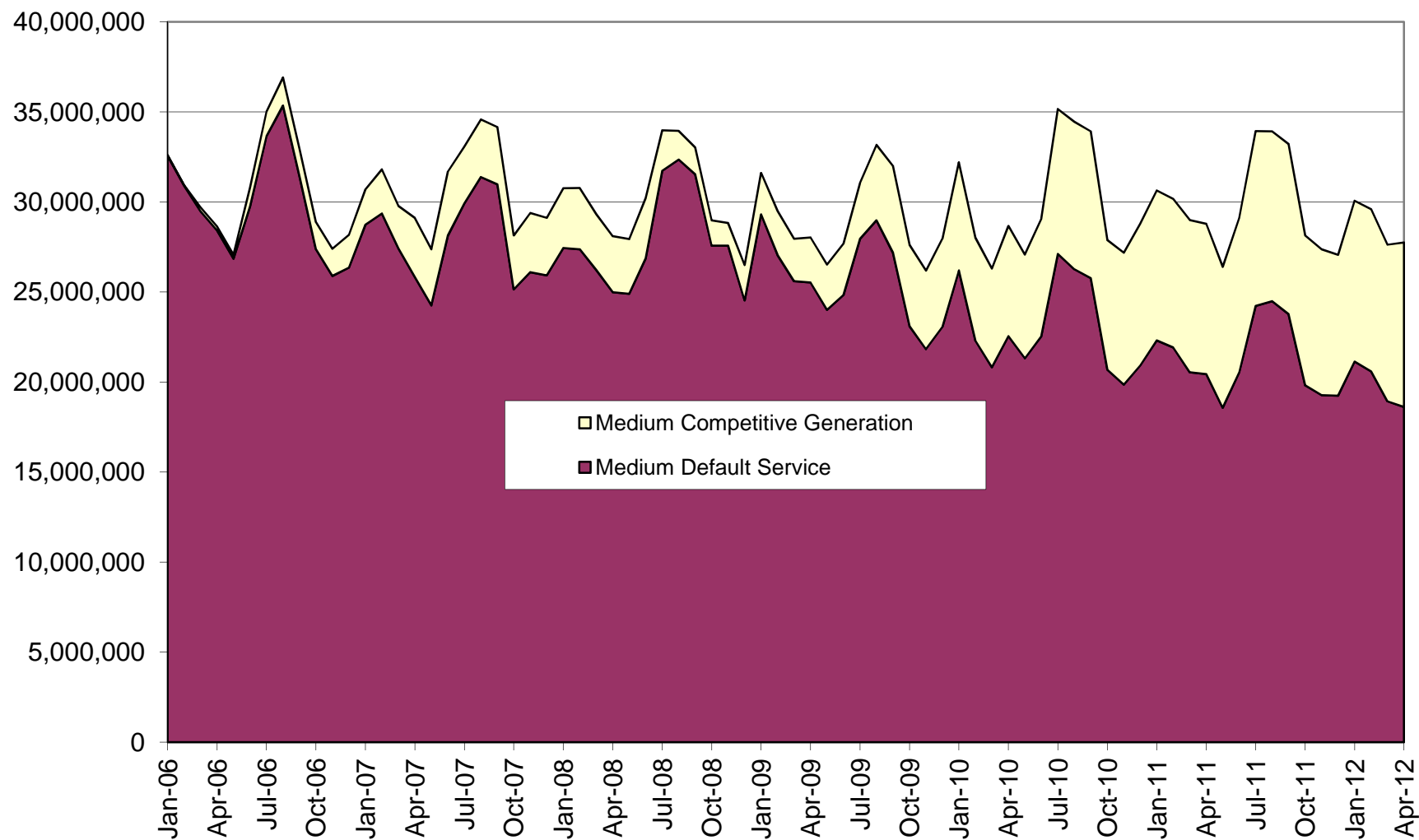
Unitil Energy Systems, Inc.

Small Customer Group (DOM) Monthly Retail Sales (kWh) by SupplyType

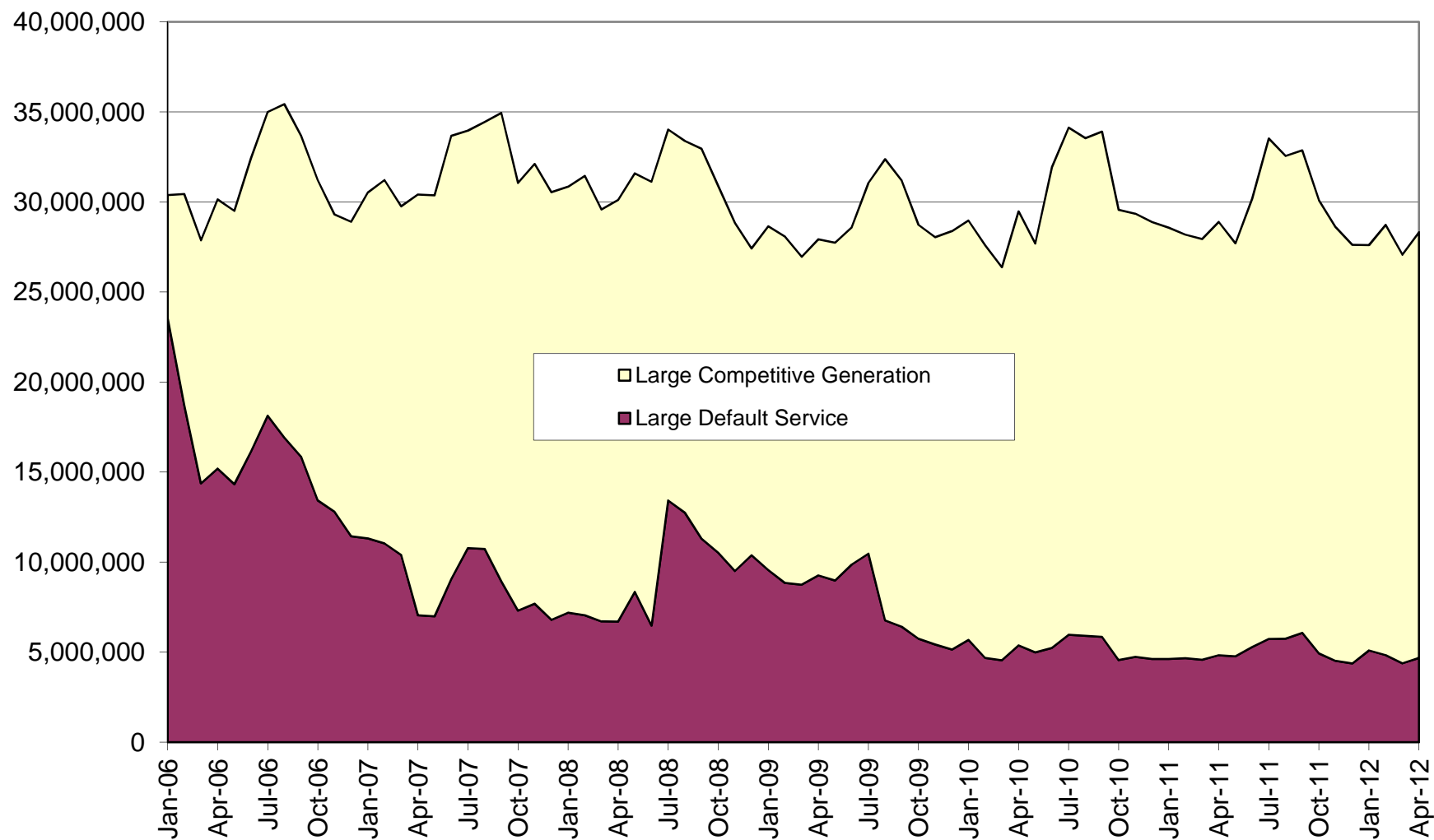


Unitil Energy Systems, Inc.

Medium Customer Group (G2, OL) Monthly Retail Sales (kWh) by SupplyType



Unitil Energy Systems, Inc.
Large Customer Group (G1) Monthly Retail Sales (kWh) by SupplyType



FG&E Historical Small and Medium Default Service Pricing

| Small Customer Group | | | | Medium Customer Group | | | Lowest Price | |
|----------------------|-----------|-----------|-----------|-----------------------|-----------|-----------|--------------|---------|
| Month | Block A | Block B | Prices | Block A | Block B | Prices | Block A | Block B |
| Jun-06 | \$ 104.02 | \$ 83.87 | \$ 93.95 | \$ 111.75 | \$ 86.04 | \$ 98.90 | Small | Small |
| Jul-06 | \$ 114.06 | \$ 96.05 | \$ 105.06 | \$ 127.58 | \$ 98.13 | \$ 112.86 | Small | Small |
| Aug-06 | \$ 114.73 | \$ 95.59 | \$ 105.16 | \$ 128.96 | \$ 99.64 | \$ 114.30 | Small | Small |
| Sep-06 | \$ 97.60 | \$ 84.73 | \$ 91.17 | \$ 102.76 | \$ 86.33 | \$ 94.55 | Small | Small |
| Oct-06 | \$ 106.78 | \$ 88.42 | \$ 97.60 | \$ 104.94 | \$ 90.39 | \$ 97.67 | Medium | Small |
| Nov-06 | \$ 105.65 | \$ 95.94 | \$ 100.80 | \$ 105.84 | \$ 97.19 | \$ 101.51 | Small | Small |
| Dec-06 | \$ 92.68 | \$ 113.43 | \$ 103.06 | \$ 96.98 | \$ 114.57 | \$ 105.77 | Small | Small |
| Jan-07 | \$ 113.90 | \$ 139.43 | \$ 126.67 | \$ 118.98 | \$ 140.43 | \$ 129.71 | Small | Small |
| Feb-07 | \$ 115.15 | \$ 138.71 | \$ 126.93 | \$ 120.29 | \$ 141.02 | \$ 130.66 | Small | Small |
| Mar-07 | \$ 98.01 | \$ 118.63 | \$ 108.32 | \$ 103.91 | \$ 122.77 | \$ 113.34 | Small | Small |
| Apr-07 | \$ 89.65 | \$ 105.43 | \$ 97.54 | \$ 96.32 | \$ 104.95 | \$ 100.64 | Small | Medium |
| May-07 | \$ 84.29 | \$ 100.24 | \$ 92.27 | \$ 94.67 | \$ 100.53 | \$ 97.60 | Small | Small |
| Jun-07 | \$ 89.49 | \$ 89.10 | \$ 89.30 | \$ 98.18 | \$ 91.49 | \$ 94.84 | Small | Small |
| Jul-07 | \$ 95.43 | \$ 95.25 | \$ 95.34 | \$ 105.55 | \$ 102.60 | \$ 104.08 | Small | Small |
| Aug-07 | \$ 96.48 | \$ 100.85 | \$ 98.67 | \$ 105.96 | \$ 104.20 | \$ 105.08 | Small | Small |
| Sep-07 | \$ 85.48 | \$ 88.40 | \$ 86.94 | \$ 95.78 | \$ 89.60 | \$ 92.69 | Small | Small |
| Oct-07 | \$ 91.43 | \$ 90.55 | \$ 90.99 | \$ 98.22 | \$ 91.40 | \$ 94.81 | Small | Small |
| Nov-07 | \$ 96.43 | \$ 93.30 | \$ 94.87 | \$ 101.88 | \$ 94.39 | \$ 98.14 | Small | Small |
| Dec-07 | \$ 88.20 | \$ 97.75 | \$ 92.98 | \$ 87.55 | \$ 100.49 | \$ 94.02 | Medium | Small |
| Jan-08 | \$ 102.67 | \$ 116.65 | \$ 109.66 | \$ 100.65 | \$ 120.55 | \$ 110.60 | Medium | Small |
| Feb-08 | \$ 104.14 | \$ 118.05 | \$ 111.10 | \$ 102.20 | \$ 120.45 | \$ 111.33 | Medium | Small |
| Mar-08 | \$ 93.70 | \$ 101.90 | \$ 97.80 | \$ 92.25 | \$ 101.67 | \$ 96.96 | Medium | Medium |
| Apr-08 | \$ 88.41 | \$ 89.75 | \$ 89.08 | \$ 86.40 | \$ 90.01 | \$ 88.21 | Medium | Small |
| May-08 | \$ 85.54 | \$ 86.55 | \$ 86.05 | \$ 85.85 | \$ 86.81 | \$ 86.33 | Small | Small |
| Jun-08 | \$ 88.10 | \$ 108.72 | \$ 98.41 | \$ 91.50 | \$ 110.19 | \$ 100.85 | Small | Small |
| Jul-08 | \$ 94.88 | \$ 114.59 | \$ 104.74 | \$ 100.55 | \$ 118.63 | \$ 109.59 | Small | Small |
| Aug-08 | \$ 94.67 | \$ 115.65 | \$ 105.16 | \$ 99.60 | \$ 117.80 | \$ 108.70 | Small | Small |
| Sep-08 | \$ 88.85 | \$ 108.43 | \$ 98.64 | \$ 90.85 | \$ 108.28 | \$ 99.57 | Small | Medium |
| Oct-08 | \$ 90.08 | \$ 109.52 | \$ 99.80 | \$ 91.35 | \$ 108.70 | \$ 100.02 | Small | Medium |
| Nov-08 | \$ 91.02 | \$ 109.21 | \$ 100.12 | \$ 93.95 | \$ 109.09 | \$ 101.52 | Small | Medium |
| Dec-08 | \$ 91.52 | \$ 114.20 | \$ 102.86 | \$ 92.37 | \$ 117.02 | \$ 104.69 | Small | Small |
| Jan-09 | \$ 100.24 | \$ 126.73 | \$ 113.49 | \$ 101.44 | \$ 128.02 | \$ 114.73 | Small | Small |
| Feb-09 | \$ 101.23 | \$ 128.87 | \$ 115.05 | \$ 102.63 | \$ 129.07 | \$ 115.85 | Small | Small |
| Mar-09 | \$ 85.96 | \$ 114.24 | \$ 100.10 | \$ 87.32 | \$ 110.11 | \$ 98.72 | Small | Medium |
| Apr-09 | \$ 84.51 | \$ 101.88 | \$ 93.20 | \$ 86.33 | \$ 104.04 | \$ 95.19 | Small | Small |
| May-09 | \$ 82.72 | \$ 96.64 | \$ 89.68 | \$ 85.14 | \$ 97.79 | \$ 91.47 | Small | Small |
| Jun-09 | \$ 90.37 | \$ 59.17 | \$ 74.77 | \$ 92.39 | \$ 61.94 | \$ 77.17 | Small | Small |
| Jul-09 | \$ 95.22 | \$ 63.07 | \$ 79.15 | \$ 98.45 | \$ 66.83 | \$ 82.64 | Small | Small |
| Aug-09 | \$ 92.81 | \$ 62.97 | \$ 77.89 | \$ 97.59 | \$ 67.03 | \$ 82.31 | Small | Small |
| Sep-09 | \$ 85.86 | \$ 60.10 | \$ 72.98 | \$ 91.18 | \$ 63.25 | \$ 77.21 | Small | Small |
| Oct-09 | \$ 89.30 | \$ 61.41 | \$ 75.35 | \$ 92.22 | \$ 64.03 | \$ 78.13 | Small | Small |
| Nov-09 | \$ 90.09 | \$ 65.58 | \$ 77.84 | \$ 92.87 | \$ 69.20 | \$ 81.03 | Small | Small |
| Dec-09 | \$ 77.09 | \$ 73.09 | \$ 75.09 | \$ 77.72 | \$ 76.10 | \$ 76.91 | Small | Small |
| Jan-10 | \$ 77.09 | \$ 83.04 | \$ 80.07 | \$ 87.86 | \$ 86.50 | \$ 87.18 | Small | Small |
| Feb-10 | \$ 77.09 | \$ 85.16 | \$ 81.12 | \$ 90.30 | \$ 88.45 | \$ 89.38 | Small | Small |
| Mar-10 | \$ 77.09 | \$ 71.45 | \$ 74.27 | \$ 80.12 | \$ 74.13 | \$ 77.12 | Small | Small |
| Apr-10 | \$ 77.09 | \$ 72.66 | \$ 74.87 | \$ 81.93 | \$ 75.73 | \$ 78.83 | Small | Small |
| May-10 | \$ 77.09 | \$ 67.90 | \$ 72.49 | \$ 78.69 | \$ 71.75 | \$ 75.22 | Small | Small |
| Jun-10 | \$ 77.09 | \$ 57.35 | \$ 67.22 | \$ 79.27 | \$ 61.47 | \$ 70.37 | Small | Small |
| Jul-10 | \$ 77.09 | \$ 59.58 | \$ 68.34 | \$ 83.24 | \$ 65.01 | \$ 74.13 | Small | Small |
| Aug-10 | \$ 77.09 | \$ 60.93 | \$ 69.01 | \$ 84.08 | \$ 66.18 | \$ 75.13 | Small | Small |
| Sep-10 | \$ 77.09 | \$ 57.84 | \$ 67.47 | \$ 78.15 | \$ 62.56 | \$ 70.36 | Small | Small |
| Oct-10 | \$ 77.09 | \$ 59.76 | \$ 68.42 | \$ 79.12 | \$ 63.23 | \$ 71.17 | Small | Small |
| Nov-10 | \$ 77.09 | \$ 62.22 | \$ 69.65 | \$ 81.61 | \$ 67.04 | \$ 74.33 | Small | Small |
| Dec-10 | \$ 61.15 | \$ 67.32 | \$ 64.24 | \$ 62.06 | \$ 71.75 | \$ 66.91 | Small | Small |
| Jan-11 | \$ 61.15 | \$ 71.56 | \$ 66.36 | \$ 68.46 | \$ 76.80 | \$ 72.63 | Small | Small |
| Feb-11 | \$ 61.15 | \$ 71.78 | \$ 66.46 | \$ 69.33 | \$ 77.07 | \$ 73.20 | Small | Small |
| Mar-11 | \$ 61.15 | \$ 65.91 | \$ 63.53 | \$ 61.38 | \$ 70.87 | \$ 66.12 | Small | Small |
| Apr-11 | \$ 61.15 | \$ 65.49 | \$ 63.32 | \$ 62.25 | \$ 69.20 | \$ 65.72 | Small | Small |
| May-11 | \$ 61.15 | \$ 64.74 | \$ 62.95 | \$ 60.89 | \$ 68.31 | \$ 64.60 | Medium | Small |
| Jun-11 | | | | | | | Medium | Small |
| Jul-11 | | | | | | | Small | Small |
| Aug-11 | | | | | | | Small | Small |
| Sep-11 | | | | | | | Medium | Medium |
| Oct-11 | | | | | | | Medium | Medium |
| Nov-11 | | | | | | | Medium | Small |
| Dec-11 | | | | | | | Small | Small |
| Jan-12 | | | | | | | Small | Small |
| Feb-12 | | | | | | | Medium | Small |
| Mar-12 | | | | | | | Small | Small |
| Apr-12 | | | | | | | Medium | Medium |
| May-12 | | | | | | | Medium | Medium |
| Jun-12 | | | | | | | Small | Small |
| Jul-12 | | | | | | | Small | Small |
| Aug-12 | | | | | | | Small | Small |
| Sep-12 | | | | | | | Small | Small |
| Oct-12 | | | | | | | Small | Small |
| Nov-12 | | | | | | | Small | Small |

Fitchburg Gas and Electric Light Company
Sample Large Default Service Variable Price Calculation

| May-12 Date | Mon Hr | Day Hr | ISO Asset 1095 | WCM / 4007 RT-LMP |
|----------------|--------|--------|-------------------|----------------------|
| 5/1/2012 | 1 | 1 | 1.09 | \$19.66 |
| 5/1/2012 | 2 | 2 | 1.08 | \$20.76 |
| 5/1/2012 | 3 | 3 | 1.07 | \$18.25 |
| 5/1/2012 | 4 | 4 | 1.07 | \$18.81 |
| 5/1/2012 | 5 | 5 | 1.07 | \$18.70 |
| 5/1/2012 | 6 | 6 | 1.08 | \$18.53 |
| 5/1/2012 | 7 | 7 | 1.10 | \$20.42 |
| 5/1/2012 | 8 | 8 | 1.11 | \$25.00 |
| 5/1/2012 | 9 | 9 | 1.01 | \$30.93 |
| 5/1/2012 | 10 | 10 | 0.91 | \$31.53 |
| 5/1/2012 | 11 | 11 | 0.90 | \$35.37 |
| 5/1/2012 | 12 | 12 | 0.90 | \$41.11 |
| 5/1/2012 | 13 | 13 | 0.89 | \$53.33 |
| 5/1/2012 | 14 | 14 | 0.95 | \$39.84 |
| 5/1/2012 | 15 | 15 | 0.96 | \$34.24 |
| 5/1/2012 | 16 | 16 | 1.03 | \$29.37 |
| 5/1/2012 | 17 | 17 | 1.10 | \$32.33 |
| 5/1/2012 | 18 | 18 | 1.09 | \$34.82 |
| 5/1/2012 | 19 | 19 | 1.11 | \$33.07 |
| 5/1/2012 | 20 | 20 | 1.11 | \$31.23 |
| 5/1/2012 | 21 | 21 | 1.13 | \$28.18 |
| 5/1/2012 | 22 | 22 | 0.98 | \$21.69 |
| 5/1/2012 | 23 | 23 | 0.90 | \$17.90 |
| 5/1/2012 | 24 | 24 | 0.89 | \$17.67 |
| 5/2/2012 | 25 | 1 | 0.80 | \$19.89 |
| 5/2/2012 | 26 | 2 | 0.80 | \$18.61 |
| 5/2/2012 | 27 | 3 | 0.79 | \$19.00 |
| 5/2/2012 | 28 | 4 | 0.79 | \$18.41 |
| 5/2/2012 | 29 | 5 | 0.79 | \$19.22 |
| 5/2/2012 | 30 | 6 | 0.80 | \$22.83 |
| 5/2/2012 | 31 | 7 | 0.81 | \$35.77 |
| 5/2/2012 | 32 | 8 | 0.86 | \$38.05 |
| 5/2/2012 | 33 | 9 | 0.88 | \$25.95 |
| 5/2/2012 | 34 | 10 | 0.88 | \$24.43 |
| 5/2/2012 | 35 | 11 | 0.89 | \$32.67 |
| 5/2/2012 | 36 | 12 | 0.89 | \$37.88 |
| 5/2/2012 | 37 | 13 | 0.89 | \$33.51 |
| 5/2/2012 | 38 | 14 | 0.95 | \$34.52 |
| 5/2/2012 | 39 | 15 | 0.96 | \$30.33 |
| 5/2/2012 | 40 | 16 | 1.03 | \$27.29 |
| 5/2/2012 | 41 | 17 | 1.10 | \$30.59 |
| 5/2/2012 | 42 | 18 | 1.09 | \$30.62 |
| 5/2/2012 | 43 | 19 | 1.26 | \$32.19 |
| 5/2/2012 | 44 | 20 | 1.39 | \$29.57 |
| 5/2/2012 | 45 | 21 | 1.40 | \$31.03 |
| 5/2/2012 | 46 | 22 | 1.26 | \$21.61 |
| 5/2/2012 | 47 | 23 | 1.18 | \$24.84 |
| 5/2/2012 | 48 | 24 | 1.17 | \$23.87 |
| 5/3/2012 | 49 | 1 | 1.14 | \$19.37 |
| 5/3/2012 | 50 | 2 | 1.14 | \$19.25 |
| 5/3/2012 | 51 | 3 | 1.13 | \$16.84 |
| 5/3/2012 | 52 | 4 | 1.13 | \$15.86 |
| 5/3/2012 | 53 | 5 | 1.10 | \$19.04 |
| 5/3/2012 | 54 | 6 | 1.05 | \$19.23 |
| 5/3/2012 | 55 | 7 | 1.07 | \$21.96 |
| 5/3/2012 | 56 | 8 | 1.12 | \$33.86 |
| 5/3/2012 | 57 | 9 | 1.13 | \$38.35 |
| 5/3/2012 | 58 | 10 | 1.14 | \$37.56 |
| 5/3/2012 | 59 | 11 | 1.13 | \$26.64 |
| 5/3/2012 | 60 | 12 | 1.14 | \$24.00 |
| 5/3/2012 | 61 | 13 | 1.08 | \$27.81 |
| 5/3/2012 | 62 | 14 | 1.04 | \$42.73 |

| | |
|------------------------------------|------------|
| SumProduct | 21,914.891 |
| MWH Volume | 620.863 |
| Weighted Average Real Time LMP* | \$ 35.30 |

| | |
|---------------------------------------|----------|
| Hypothetical Fixed Monthly Adder** | \$ 20.00 |
|---------------------------------------|----------|

| | |
|--|----------|
| Hypothetical Monthly Contract Price** | \$ 55.30 |
|--|----------|

* Actual RT-LMP Pricing

** Hypothetical Pricing

Fitchburg Gas and Electric Light Company
Sample Large Default Service Variable Price Calculation

| May-12 Date | Mon Hr | Day Hr | ISO Asset 1095 | WCM / 4007 RT-LMP |
|----------------|--------|--------|-------------------|----------------------|
| 5/3/2012 | 63 | 15 | 1.11 | \$41.26 |
| 5/3/2012 | 64 | 16 | 1.17 | \$36.32 |
| 5/3/2012 | 65 | 17 | 1.19 | \$42.88 |
| 5/3/2012 | 66 | 18 | 1.23 | \$43.09 |
| 5/3/2012 | 67 | 19 | 1.21 | \$42.17 |
| 5/3/2012 | 68 | 20 | 1.21 | \$30.27 |
| 5/3/2012 | 69 | 21 | 1.23 | \$25.76 |
| 5/3/2012 | 70 | 22 | 1.06 | \$30.06 |
| 5/3/2012 | 71 | 23 | 0.98 | \$23.31 |
| 5/3/2012 | 72 | 24 | 0.92 | \$18.50 |
| 5/4/2012 | 73 | 1 | 0.85 | \$20.16 |
| 5/4/2012 | 74 | 2 | 0.85 | \$19.22 |
| 5/4/2012 | 75 | 3 | 0.84 | \$18.76 |
| 5/4/2012 | 76 | 4 | 0.84 | \$18.91 |
| 5/4/2012 | 77 | 5 | 0.84 | \$18.81 |
| 5/4/2012 | 78 | 6 | 0.82 | \$19.51 |
| 5/4/2012 | 79 | 7 | 0.85 | \$23.32 |
| 5/4/2012 | 80 | 8 | 0.89 | \$25.72 |
| 5/4/2012 | 81 | 9 | 0.90 | \$26.68 |
| 5/4/2012 | 82 | 10 | 0.75 | \$25.25 |
| 5/4/2012 | 83 | 11 | 0.68 | \$28.84 |
| 5/4/2012 | 84 | 12 | 0.71 | \$31.14 |
| 5/4/2012 | 85 | 13 | 0.73 | \$25.58 |
| 5/4/2012 | 86 | 14 | 0.73 | \$30.33 |
| 5/4/2012 | 87 | 15 | 0.76 | \$25.71 |
| 5/4/2012 | 88 | 16 | 0.88 | \$25.86 |
| 5/4/2012 | 89 | 17 | 0.94 | \$29.19 |
| 5/4/2012 | 90 | 18 | 1.11 | \$33.31 |
| 5/4/2012 | 91 | 19 | 1.11 | \$31.85 |
| 5/4/2012 | 92 | 20 | 1.12 | \$24.63 |
| 5/4/2012 | 93 | 21 | 1.09 | \$21.36 |
| 5/4/2012 | 94 | 22 | 0.98 | \$25.73 |
| 5/4/2012 | 95 | 23 | 0.97 | \$33.03 |
| 5/4/2012 | 96 | 24 | 0.95 | \$20.77 |
| 5/5/2012 | 97 | 1 | 0.89 | \$30.41 |
| 5/5/2012 | 98 | 2 | 0.88 | \$19.15 |
| 5/5/2012 | 99 | 3 | 1.09 | \$18.40 |
| 5/5/2012 | 100 | 4 | 1.16 | \$18.39 |
| 5/5/2012 | 101 | 5 | 1.22 | \$19.51 |
| 5/5/2012 | 102 | 6 | 1.23 | \$19.39 |
| 5/5/2012 | 103 | 7 | 1.26 | \$17.79 |
| 5/5/2012 | 104 | 8 | 1.38 | \$20.06 |
| 5/5/2012 | 105 | 9 | 1.44 | \$24.17 |
| 5/5/2012 | 106 | 10 | 1.53 | \$30.39 |
| 5/5/2012 | 107 | 11 | 1.56 | \$35.71 |
| 5/5/2012 | 108 | 12 | 1.56 | \$33.80 |
| 5/5/2012 | 109 | 13 | 1.59 | \$35.21 |
| 5/5/2012 | 110 | 14 | 1.83 | \$34.09 |
| 5/5/2012 | 111 | 15 | 1.17 | \$23.77 |
| 5/5/2012 | 112 | 16 | 0.89 | \$23.62 |
| 5/5/2012 | 113 | 17 | 0.88 | \$27.95 |
| 5/5/2012 | 114 | 18 | 0.89 | \$29.92 |
| 5/5/2012 | 115 | 19 | 0.88 | \$25.50 |
| 5/5/2012 | 116 | 20 | 0.89 | \$30.66 |
| 5/5/2012 | 117 | 21 | 0.92 | \$31.27 |
| 5/5/2012 | 118 | 22 | 0.77 | \$24.93 |
| 5/5/2012 | 119 | 23 | 0.70 | \$33.15 |
| 5/5/2012 | 120 | 24 | 0.61 | \$28.90 |
| 5/6/2012 | 121 | 1 | 0.56 | \$19.97 |
| 5/6/2012 | 122 | 2 | 0.55 | \$18.71 |
| 5/6/2012 | 123 | 3 | 0.54 | \$18.94 |
| 5/6/2012 | 124 | 4 | 0.54 | \$19.03 |

Fitchburg Gas and Electric Light Company
Sample Large Default Service Variable Price Calculation

| May-12 Date | Mon Hr | Day Hr | ISO Asset 1095 | WCM / 4007 RT-LMP |
|----------------|--------|--------|-------------------|----------------------|
| 5/6/2012 | 125 | 5 | 0.54 | \$19.38 |
| 5/6/2012 | 126 | 6 | 0.54 | \$18.54 |
| 5/6/2012 | 127 | 7 | 0.55 | \$16.63 |
| 5/6/2012 | 128 | 8 | 0.60 | \$18.09 |
| 5/6/2012 | 129 | 9 | 0.67 | \$19.67 |
| 5/6/2012 | 130 | 10 | 0.82 | \$22.38 |
| 5/6/2012 | 131 | 11 | 0.89 | \$25.29 |
| 5/6/2012 | 132 | 12 | 0.86 | \$29.41 |
| 5/6/2012 | 133 | 13 | 0.86 | \$27.98 |
| 5/6/2012 | 134 | 14 | 0.85 | \$26.29 |
| 5/6/2012 | 135 | 15 | 0.84 | \$27.35 |
| 5/6/2012 | 136 | 16 | 0.85 | \$29.42 |
| 5/6/2012 | 137 | 17 | 0.84 | \$27.71 |
| 5/6/2012 | 138 | 18 | 0.83 | \$32.84 |
| 5/6/2012 | 139 | 19 | 0.83 | \$36.54 |
| 5/6/2012 | 140 | 20 | 0.82 | \$36.64 |
| 5/6/2012 | 141 | 21 | 0.81 | \$48.99 |
| 5/6/2012 | 142 | 22 | 0.65 | \$30.68 |
| 5/6/2012 | 143 | 23 | 0.60 | \$27.68 |
| 5/6/2012 | 144 | 24 | 0.58 | \$19.88 |
| 5/7/2012 | 145 | 1 | 0.54 | \$17.70 |
| 5/7/2012 | 146 | 2 | 0.54 | \$17.69 |
| 5/7/2012 | 147 | 3 | 0.53 | \$18.70 |
| 5/7/2012 | 148 | 4 | 0.53 | \$18.63 |
| 5/7/2012 | 149 | 5 | 0.54 | \$18.71 |
| 5/7/2012 | 150 | 6 | 0.55 | \$18.47 |
| 5/7/2012 | 151 | 7 | 0.56 | \$22.93 |
| 5/7/2012 | 152 | 8 | 0.61 | \$27.64 |
| 5/7/2012 | 153 | 9 | 0.63 | \$42.75 |
| 5/7/2012 | 154 | 10 | 0.64 | \$30.47 |
| 5/7/2012 | 155 | 11 | 0.64 | \$28.50 |
| 5/7/2012 | 156 | 12 | 0.64 | \$31.12 |
| 5/7/2012 | 157 | 13 | 0.71 | \$32.53 |
| 5/7/2012 | 158 | 14 | 0.71 | \$39.99 |
| 5/7/2012 | 159 | 15 | 0.76 | \$34.29 |
| 5/7/2012 | 160 | 16 | 0.85 | \$44.84 |
| 5/7/2012 | 161 | 17 | 0.86 | \$35.72 |
| 5/7/2012 | 162 | 18 | 0.86 | \$21.94 |
| 5/7/2012 | 163 | 19 | 0.86 | \$21.69 |
| 5/7/2012 | 164 | 20 | 0.87 | \$29.56 |
| 5/7/2012 | 165 | 21 | 0.83 | \$30.57 |
| 5/7/2012 | 166 | 22 | 0.67 | \$21.83 |
| 5/7/2012 | 167 | 23 | 0.66 | \$16.02 |
| 5/7/2012 | 168 | 24 | 0.63 | \$14.42 |
| 5/8/2012 | 169 | 1 | 0.60 | \$16.43 |
| 5/8/2012 | 170 | 2 | 0.60 | \$15.05 |
| 5/8/2012 | 171 | 3 | 0.59 | \$15.76 |
| 5/8/2012 | 172 | 4 | 0.58 | \$15.51 |
| 5/8/2012 | 173 | 5 | 0.58 | \$1.34 |
| 5/8/2012 | 174 | 6 | 0.60 | \$16.74 |
| 5/8/2012 | 175 | 7 | 0.61 | \$17.99 |
| 5/8/2012 | 176 | 8 | 0.66 | \$20.32 |
| 5/8/2012 | 177 | 9 | 0.68 | \$24.17 |
| 5/8/2012 | 178 | 10 | 0.68 | \$25.47 |
| 5/8/2012 | 179 | 11 | 0.69 | \$27.23 |
| 5/8/2012 | 180 | 12 | 0.69 | \$25.76 |
| 5/8/2012 | 181 | 13 | 0.68 | \$26.89 |
| 5/8/2012 | 182 | 14 | 0.75 | \$29.54 |
| 5/8/2012 | 183 | 15 | 0.76 | \$27.94 |
| 5/8/2012 | 184 | 16 | 0.83 | \$27.40 |
| 5/8/2012 | 185 | 17 | 0.90 | \$28.29 |
| 5/8/2012 | 186 | 18 | 0.89 | \$32.88 |

Fitchburg Gas and Electric Light Company
Sample Large Default Service Variable Price Calculation

| May-12 Date | Mon Hr | Day Hr | ISO Asset 1095 | WCM / 4007 RT-LMP |
|----------------|--------|--------|-------------------|----------------------|
| 5/8/2012 | 187 | 19 | 0.91 | \$29.37 |
| 5/8/2012 | 188 | 20 | 0.91 | \$29.74 |
| 5/8/2012 | 189 | 21 | 0.92 | \$26.61 |
| 5/8/2012 | 190 | 22 | 0.77 | \$28.24 |
| 5/8/2012 | 191 | 23 | 0.69 | \$20.52 |
| 5/8/2012 | 192 | 24 | 0.68 | \$19.31 |
| 5/9/2012 | 193 | 1 | 0.60 | \$19.48 |
| 5/9/2012 | 194 | 2 | 0.60 | \$18.03 |
| 5/9/2012 | 195 | 3 | 0.59 | \$19.89 |
| 5/9/2012 | 196 | 4 | 0.58 | \$19.28 |
| 5/9/2012 | 197 | 5 | 0.58 | \$19.42 |
| 5/9/2012 | 198 | 6 | 0.60 | \$25.96 |
| 5/9/2012 | 199 | 7 | 0.61 | \$27.50 |
| 5/9/2012 | 200 | 8 | 0.66 | \$34.97 |
| 5/9/2012 | 201 | 9 | 0.68 | \$29.71 |
| 5/9/2012 | 202 | 10 | 0.68 | \$27.72 |
| 5/9/2012 | 203 | 11 | 0.69 | \$39.46 |
| 5/9/2012 | 204 | 12 | 0.69 | \$39.63 |
| 5/9/2012 | 205 | 13 | 0.68 | \$32.91 |
| 5/9/2012 | 206 | 14 | 0.75 | \$29.60 |
| 5/9/2012 | 207 | 15 | 0.76 | \$26.40 |
| 5/9/2012 | 208 | 16 | 0.83 | \$30.62 |
| 5/9/2012 | 209 | 17 | 0.90 | \$37.82 |
| 5/9/2012 | 210 | 18 | 0.89 | \$46.62 |
| 5/9/2012 | 211 | 19 | 0.91 | \$29.46 |
| 5/9/2012 | 212 | 20 | 0.91 | \$30.65 |
| 5/9/2012 | 213 | 21 | 0.92 | \$33.01 |
| 5/9/2012 | 214 | 22 | 0.77 | \$30.79 |
| 5/9/2012 | 215 | 23 | 0.69 | \$20.20 |
| 5/9/2012 | 216 | 24 | 0.68 | \$17.53 |
| 5/10/2012 | 217 | 1 | 0.61 | \$21.00 |
| 5/10/2012 | 218 | 2 | 0.61 | \$19.90 |
| 5/10/2012 | 219 | 3 | 0.60 | \$19.93 |
| 5/10/2012 | 220 | 4 | 0.60 | \$19.95 |
| 5/10/2012 | 221 | 5 | 0.60 | \$19.85 |
| 5/10/2012 | 222 | 6 | 0.59 | \$19.49 |
| 5/10/2012 | 223 | 7 | 0.61 | \$19.15 |
| 5/10/2012 | 224 | 8 | 0.66 | \$30.92 |
| 5/10/2012 | 225 | 9 | 0.67 | \$31.87 |
| 5/10/2012 | 226 | 10 | 0.66 | \$32.14 |
| 5/10/2012 | 227 | 11 | 0.66 | \$34.52 |
| 5/10/2012 | 228 | 12 | 0.69 | \$32.09 |
| 5/10/2012 | 229 | 13 | 0.71 | \$25.49 |
| 5/10/2012 | 230 | 14 | 0.71 | \$24.52 |
| 5/10/2012 | 231 | 15 | 0.74 | \$22.61 |
| 5/10/2012 | 232 | 16 | 0.87 | \$19.77 |
| 5/10/2012 | 233 | 17 | 0.87 | \$20.04 |
| 5/10/2012 | 234 | 18 | 0.88 | \$20.01 |
| 5/10/2012 | 235 | 19 | 0.87 | \$19.02 |
| 5/10/2012 | 236 | 20 | 0.87 | \$19.60 |
| 5/10/2012 | 237 | 21 | 0.80 | \$22.46 |
| 5/10/2012 | 238 | 22 | 0.69 | \$21.12 |
| 5/10/2012 | 239 | 23 | 0.67 | \$19.08 |
| 5/10/2012 | 240 | 24 | 0.65 | \$16.88 |
| 5/11/2012 | 241 | 1 | 0.61 | \$18.41 |
| 5/11/2012 | 242 | 2 | 0.61 | \$18.40 |
| 5/11/2012 | 243 | 3 | 0.60 | \$12.63 |
| 5/11/2012 | 244 | 4 | 0.60 | \$17.70 |
| 5/11/2012 | 245 | 5 | 0.60 | \$19.41 |
| 5/11/2012 | 246 | 6 | 0.59 | \$18.16 |
| 5/11/2012 | 247 | 7 | 0.61 | \$19.39 |
| 5/11/2012 | 248 | 8 | 0.66 | \$22.28 |

Fitchburg Gas and Electric Light Company
Sample Large Default Service Variable Price Calculation

| May-12 | | | ISO Asset | WCM / 4007 |
|-----------|--------|--------|-----------|------------|
| Date | Mon Hr | Day Hr | 1095 | RT-LMP |
| 5/11/2012 | 249 | 9 | 0.67 | \$20.15 |
| 5/11/2012 | 250 | 10 | 0.66 | \$26.86 |
| 5/11/2012 | 251 | 11 | 0.66 | \$24.77 |
| 5/11/2012 | 252 | 12 | 0.69 | \$31.54 |
| 5/11/2012 | 253 | 13 | 0.71 | \$21.90 |
| 5/11/2012 | 254 | 14 | 0.71 | \$19.49 |
| 5/11/2012 | 255 | 15 | 0.74 | \$19.79 |
| 5/11/2012 | 256 | 16 | 0.87 | \$19.50 |
| 5/11/2012 | 257 | 17 | 0.87 | \$19.43 |
| 5/11/2012 | 258 | 18 | 0.88 | \$19.56 |
| 5/11/2012 | 259 | 19 | 0.87 | \$19.10 |
| 5/11/2012 | 260 | 20 | 0.87 | \$18.61 |
| 5/11/2012 | 261 | 21 | 0.80 | \$21.28 |
| 5/11/2012 | 262 | 22 | 0.68 | \$22.46 |
| 5/11/2012 | 263 | 23 | 0.67 | \$19.53 |
| 5/11/2012 | 264 | 24 | 0.65 | \$19.07 |
| 5/12/2012 | 265 | 1 | 0.63 | \$18.71 |
| 5/12/2012 | 266 | 2 | 0.62 | \$18.48 |
| 5/12/2012 | 267 | 3 | 0.62 | \$18.03 |
| 5/12/2012 | 268 | 4 | 0.61 | \$17.39 |
| 5/12/2012 | 269 | 5 | 0.60 | \$17.96 |
| 5/12/2012 | 270 | 6 | 0.58 | \$18.33 |
| 5/12/2012 | 271 | 7 | 0.59 | \$16.92 |
| 5/12/2012 | 272 | 8 | 0.62 | \$23.25 |
| 5/12/2012 | 273 | 9 | 0.63 | \$26.34 |
| 5/12/2012 | 274 | 10 | 0.79 | \$27.95 |
| 5/12/2012 | 275 | 11 | 0.86 | \$30.67 |
| 5/12/2012 | 276 | 12 | 0.86 | \$31.28 |
| 5/12/2012 | 277 | 13 | 0.86 | \$26.37 |
| 5/12/2012 | 278 | 14 | 0.86 | \$23.71 |
| 5/12/2012 | 279 | 15 | 0.88 | \$25.48 |
| 5/12/2012 | 280 | 16 | 0.87 | \$27.04 |
| 5/12/2012 | 281 | 17 | 0.88 | \$25.63 |
| 5/12/2012 | 282 | 18 | 0.87 | \$28.94 |
| 5/12/2012 | 283 | 19 | 0.86 | \$27.67 |
| 5/12/2012 | 284 | 20 | 0.87 | \$18.63 |
| 5/12/2012 | 285 | 21 | 0.91 | \$28.76 |
| 5/12/2012 | 286 | 22 | 0.78 | \$25.65 |
| 5/12/2012 | 287 | 23 | 0.67 | \$24.16 |
| 5/12/2012 | 288 | 24 | 0.63 | \$19.49 |
| 5/13/2012 | 289 | 1 | 0.56 | \$28.47 |
| 5/13/2012 | 290 | 2 | 0.55 | \$23.34 |
| 5/13/2012 | 291 | 3 | 0.54 | \$18.79 |
| 5/13/2012 | 292 | 4 | 0.54 | \$17.71 |
| 5/13/2012 | 293 | 5 | 0.54 | \$17.35 |
| 5/13/2012 | 294 | 6 | 0.54 | \$17.07 |
| 5/13/2012 | 295 | 7 | 1.44 | \$16.01 |
| 5/13/2012 | 296 | 8 | 1.38 | \$17.19 |
| 5/13/2012 | 297 | 9 | 1.74 | \$21.87 |
| 5/13/2012 | 298 | 10 | 2.03 | \$19.51 |
| 5/13/2012 | 299 | 11 | 0.89 | \$19.49 |
| 5/13/2012 | 300 | 12 | 0.86 | \$24.09 |
| 5/13/2012 | 301 | 13 | 0.86 | \$19.74 |
| 5/13/2012 | 302 | 14 | 0.85 | \$18.64 |
| 5/13/2012 | 303 | 15 | 0.84 | \$19.60 |
| 5/13/2012 | 304 | 16 | 0.85 | \$24.10 |
| 5/13/2012 | 305 | 17 | 0.84 | \$31.98 |
| 5/13/2012 | 306 | 18 | 0.83 | \$30.33 |
| 5/13/2012 | 307 | 19 | 0.83 | \$26.60 |
| 5/13/2012 | 308 | 20 | 0.82 | \$29.54 |
| 5/13/2012 | 309 | 21 | 0.81 | \$36.29 |
| 5/13/2012 | 310 | 22 | 0.65 | \$35.51 |

Fitchburg Gas and Electric Light Company
Sample Large Default Service Variable Price Calculation

| May-12 | | | ISO Asset | WCM / 4007 |
|-----------|--------|--------|-----------|------------|
| Date | Mon Hr | Day Hr | 1095 | RT-LMP |
| 5/13/2012 | 311 | 23 | 0.61 | \$24.41 |
| 5/13/2012 | 312 | 24 | 0.58 | \$19.07 |
| 5/14/2012 | 313 | 1 | 0.54 | \$22.20 |
| 5/14/2012 | 314 | 2 | 0.53 | \$19.59 |
| 5/14/2012 | 315 | 3 | 0.53 | \$18.94 |
| 5/14/2012 | 316 | 4 | 0.53 | \$19.03 |
| 5/14/2012 | 317 | 5 | 0.53 | \$19.87 |
| 5/14/2012 | 318 | 6 | 0.52 | \$41.54 |
| 5/14/2012 | 319 | 7 | 0.54 | \$32.65 |
| 5/14/2012 | 320 | 8 | 0.59 | \$42.88 |
| 5/14/2012 | 321 | 9 | 0.60 | \$50.93 |
| 5/14/2012 | 322 | 10 | 0.60 | \$54.41 |
| 5/14/2012 | 323 | 11 | 0.60 | \$36.67 |
| 5/14/2012 | 324 | 12 | 0.66 | \$27.97 |
| 5/14/2012 | 325 | 13 | 0.67 | \$58.99 |
| 5/14/2012 | 326 | 14 | 0.66 | \$45.42 |
| 5/14/2012 | 327 | 15 | 0.68 | \$26.28 |
| 5/14/2012 | 328 | 16 | 0.71 | \$47.08 |
| 5/14/2012 | 329 | 17 | 0.72 | \$31.33 |
| 5/14/2012 | 330 | 18 | 0.66 | \$34.95 |
| 5/14/2012 | 331 | 19 | 0.70 | \$34.02 |
| 5/14/2012 | 332 | 20 | 0.72 | \$40.29 |
| 5/14/2012 | 333 | 21 | 0.70 | \$69.32 |
| 5/14/2012 | 334 | 22 | 0.67 | \$39.76 |
| 5/14/2012 | 335 | 23 | 0.65 | \$23.11 |
| 5/14/2012 | 336 | 24 | 0.61 | \$16.76 |
| 5/15/2012 | 337 | 1 | 0.60 | \$17.83 |
| 5/15/2012 | 338 | 2 | 0.60 | \$19.97 |
| 5/15/2012 | 339 | 3 | 0.59 | \$20.05 |
| 5/15/2012 | 340 | 4 | 0.58 | \$18.99 |
| 5/15/2012 | 341 | 5 | 0.58 | \$18.09 |
| 5/15/2012 | 342 | 6 | 0.60 | \$20.71 |
| 5/15/2012 | 343 | 7 | 0.61 | \$30.29 |
| 5/15/2012 | 344 | 8 | 0.66 | \$30.23 |
| 5/15/2012 | 345 | 9 | 0.68 | \$25.49 |
| 5/15/2012 | 346 | 10 | 0.68 | \$34.80 |
| 5/15/2012 | 347 | 11 | 0.69 | \$41.28 |
| 5/15/2012 | 348 | 12 | 0.69 | \$40.52 |
| 5/15/2012 | 349 | 13 | 0.68 | \$43.74 |
| 5/15/2012 | 350 | 14 | 0.75 | \$42.05 |
| 5/15/2012 | 351 | 15 | 0.76 | \$37.21 |
| 5/15/2012 | 352 | 16 | 0.83 | \$24.40 |
| 5/15/2012 | 353 | 17 | 0.90 | \$21.86 |
| 5/15/2012 | 354 | 18 | 0.89 | \$21.41 |
| 5/15/2012 | 355 | 19 | 0.91 | \$22.93 |
| 5/15/2012 | 356 | 20 | 0.91 | \$23.68 |
| 5/15/2012 | 357 | 21 | 0.92 | \$23.15 |
| 5/15/2012 | 358 | 22 | 0.77 | \$21.93 |
| 5/15/2012 | 359 | 23 | 0.69 | \$18.48 |
| 5/15/2012 | 360 | 24 | 0.68 | \$17.38 |
| 5/16/2012 | 361 | 1 | 0.60 | \$17.95 |
| 5/16/2012 | 362 | 2 | 0.60 | \$18.01 |
| 5/16/2012 | 363 | 3 | 0.59 | \$12.76 |
| 5/16/2012 | 364 | 4 | 0.59 | \$17.89 |
| 5/16/2012 | 365 | 5 | 0.59 | \$18.45 |
| 5/16/2012 | 366 | 6 | 0.60 | \$17.10 |
| 5/16/2012 | 367 | 7 | 0.61 | \$19.13 |
| 5/16/2012 | 368 | 8 | 0.66 | \$23.56 |
| 5/16/2012 | 369 | 9 | 0.68 | \$25.04 |
| 5/16/2012 | 370 | 10 | 1.04 | \$23.68 |
| 5/16/2012 | 371 | 11 | 1.38 | \$21.95 |
| 5/16/2012 | 372 | 12 | 1.30 | \$24.43 |

Fitchburg Gas and Electric Light Company
Sample Large Default Service Variable Price Calculation

| May-12 | | | ISO Asset | WCM / 4007 |
|-----------|--------|--------|-----------|------------|
| Date | Mon Hr | Day Hr | 1095 | RT-LMP |
| 5/16/2012 | 373 | 13 | 1.31 | \$22.11 |
| 5/16/2012 | 374 | 14 | 1.41 | \$21.48 |
| 5/16/2012 | 375 | 15 | 1.40 | \$25.38 |
| 5/16/2012 | 376 | 16 | 1.52 | \$217.48 |
| 5/16/2012 | 377 | 17 | 1.58 | \$24.69 |
| 5/16/2012 | 378 | 18 | 1.52 | \$26.25 |
| 5/16/2012 | 379 | 19 | 1.53 | \$23.46 |
| 5/16/2012 | 380 | 20 | 1.46 | \$22.69 |
| 5/16/2012 | 381 | 21 | 1.48 | \$24.10 |
| 5/16/2012 | 382 | 22 | 1.33 | \$25.78 |
| 5/16/2012 | 383 | 23 | 1.25 | \$26.97 |
| 5/16/2012 | 384 | 24 | 1.25 | \$18.82 |
| 5/17/2012 | 385 | 1 | 0.62 | \$20.91 |
| 5/17/2012 | 386 | 2 | 0.61 | \$20.30 |
| 5/17/2012 | 387 | 3 | 0.60 | \$18.13 |
| 5/17/2012 | 388 | 4 | 0.60 | \$13.36 |
| 5/17/2012 | 389 | 5 | 0.60 | \$17.77 |
| 5/17/2012 | 390 | 6 | 0.59 | \$17.62 |
| 5/17/2012 | 391 | 7 | 0.61 | \$24.89 |
| 5/17/2012 | 392 | 8 | 0.66 | \$25.26 |
| 5/17/2012 | 393 | 9 | 0.67 | \$24.98 |
| 5/17/2012 | 394 | 10 | 0.66 | \$22.14 |
| 5/17/2012 | 395 | 11 | 0.66 | \$28.14 |
| 5/17/2012 | 396 | 12 | 0.69 | \$25.29 |
| 5/17/2012 | 397 | 13 | 0.71 | \$22.90 |
| 5/17/2012 | 398 | 14 | 0.71 | \$24.70 |
| 5/17/2012 | 399 | 15 | 0.74 | \$25.50 |
| 5/17/2012 | 400 | 16 | 0.87 | \$29.58 |
| 5/17/2012 | 401 | 17 | 0.87 | \$31.31 |
| 5/17/2012 | 402 | 18 | 0.88 | \$28.54 |
| 5/17/2012 | 403 | 19 | 0.87 | \$21.16 |
| 5/17/2012 | 404 | 20 | 0.87 | \$20.43 |
| 5/17/2012 | 405 | 21 | 0.80 | \$27.29 |
| 5/17/2012 | 406 | 22 | 0.69 | \$20.58 |
| 5/17/2012 | 407 | 23 | 0.67 | \$22.35 |
| 5/17/2012 | 408 | 24 | 0.65 | \$19.61 |
| 5/18/2012 | 409 | 1 | 0.58 | \$17.97 |
| 5/18/2012 | 410 | 2 | 0.58 | \$15.60 |
| 5/18/2012 | 411 | 3 | 0.58 | \$13.42 |
| 5/18/2012 | 412 | 4 | 0.58 | \$12.25 |
| 5/18/2012 | 413 | 5 | 0.57 | \$16.60 |
| 5/18/2012 | 414 | 6 | 0.56 | \$18.87 |
| 5/18/2012 | 415 | 7 | 0.58 | \$20.84 |
| 5/18/2012 | 416 | 8 | 0.62 | \$25.99 |
| 5/18/2012 | 417 | 9 | 0.62 | \$32.43 |
| 5/18/2012 | 418 | 10 | 0.63 | \$29.28 |
| 5/18/2012 | 419 | 11 | 0.61 | \$31.79 |
| 5/18/2012 | 420 | 12 | 0.61 | \$32.55 |
| 5/18/2012 | 421 | 13 | 0.63 | \$31.86 |
| 5/18/2012 | 422 | 14 | 0.63 | \$28.89 |
| 5/18/2012 | 423 | 15 | 0.64 | \$29.96 |
| 5/18/2012 | 424 | 16 | 0.64 | \$29.43 |
| 5/18/2012 | 425 | 17 | 0.63 | \$33.20 |
| 5/18/2012 | 426 | 18 | 0.64 | \$30.19 |
| 5/18/2012 | 427 | 19 | 0.70 | \$29.67 |
| 5/18/2012 | 428 | 20 | 0.71 | \$22.23 |
| 5/18/2012 | 429 | 21 | 0.69 | \$30.52 |
| 5/18/2012 | 430 | 22 | 0.64 | \$23.17 |
| 5/18/2012 | 431 | 23 | 0.61 | \$23.16 |
| 5/18/2012 | 432 | 24 | 0.58 | \$20.46 |
| 5/19/2012 | 433 | 1 | 0.62 | \$19.96 |
| 5/19/2012 | 434 | 2 | 0.60 | \$19.11 |

Fitchburg Gas and Electric Light Company
Sample Large Default Service Variable Price Calculation

| May-12 Date | Mon Hr | Day Hr | ISO Asset 1095 | WCM / 4007 RT-LMP |
|----------------|--------|--------|-------------------|----------------------|
| 5/19/2012 | 435 | 3 | 0.60 | \$18.80 |
| 5/19/2012 | 436 | 4 | 0.59 | \$17.61 |
| 5/19/2012 | 437 | 5 | 0.59 | \$17.82 |
| 5/19/2012 | 438 | 6 | 0.57 | \$17.42 |
| 5/19/2012 | 439 | 7 | 0.59 | \$17.22 |
| 5/19/2012 | 440 | 8 | 0.64 | \$19.19 |
| 5/19/2012 | 441 | 9 | 0.67 | \$20.09 |
| 5/19/2012 | 442 | 10 | 0.84 | \$19.78 |
| 5/19/2012 | 443 | 11 | 0.91 | \$20.75 |
| 5/19/2012 | 444 | 12 | 0.91 | \$20.76 |
| 5/19/2012 | 445 | 13 | 0.90 | \$23.11 |
| 5/19/2012 | 446 | 14 | 0.89 | \$21.97 |
| 5/19/2012 | 447 | 15 | 0.89 | \$22.36 |
| 5/19/2012 | 448 | 16 | 0.88 | \$29.62 |
| 5/19/2012 | 449 | 17 | 0.86 | \$30.13 |
| 5/19/2012 | 450 | 18 | 0.86 | \$31.98 |
| 5/19/2012 | 451 | 19 | 0.85 | \$25.98 |
| 5/19/2012 | 452 | 20 | 0.86 | \$27.34 |
| 5/19/2012 | 453 | 21 | 0.86 | \$26.45 |
| 5/19/2012 | 454 | 22 | 0.72 | \$25.98 |
| 5/19/2012 | 455 | 23 | 0.66 | \$19.49 |
| 5/19/2012 | 456 | 24 | 0.64 | \$19.96 |
| 5/20/2012 | 457 | 1 | 0.62 | \$20.41 |
| 5/20/2012 | 458 | 2 | 0.60 | \$20.08 |
| 5/20/2012 | 459 | 3 | 0.60 | \$18.91 |
| 5/20/2012 | 460 | 4 | 0.59 | \$14.02 |
| 5/20/2012 | 461 | 5 | 0.59 | \$19.77 |
| 5/20/2012 | 462 | 6 | 0.57 | \$18.26 |
| 5/20/2012 | 463 | 7 | 0.59 | \$12.53 |
| 5/20/2012 | 464 | 8 | 0.64 | \$17.75 |
| 5/20/2012 | 465 | 9 | 0.67 | \$21.53 |
| 5/20/2012 | 466 | 10 | 0.84 | \$28.47 |
| 5/20/2012 | 467 | 11 | 0.91 | \$28.77 |
| 5/20/2012 | 468 | 12 | 0.91 | \$31.14 |
| 5/20/2012 | 469 | 13 | 0.90 | \$30.73 |
| 5/20/2012 | 470 | 14 | 0.89 | \$29.95 |
| 5/20/2012 | 471 | 15 | 0.89 | \$30.22 |
| 5/20/2012 | 472 | 16 | 0.88 | \$68.15 |
| 5/20/2012 | 473 | 17 | 0.86 | \$193.83 |
| 5/20/2012 | 474 | 18 | 0.86 | \$168.97 |
| 5/20/2012 | 475 | 19 | 0.85 | \$97.21 |
| 5/20/2012 | 476 | 20 | 0.86 | \$35.61 |
| 5/20/2012 | 477 | 21 | 0.86 | \$41.98 |
| 5/20/2012 | 478 | 22 | 0.72 | \$34.32 |
| 5/20/2012 | 479 | 23 | 0.66 | \$29.38 |
| 5/20/2012 | 480 | 24 | 0.64 | \$20.25 |
| 5/21/2012 | 481 | 1 | 0.61 | \$21.09 |
| 5/21/2012 | 482 | 2 | 0.60 | \$21.05 |
| 5/21/2012 | 483 | 3 | 0.60 | \$20.96 |
| 5/21/2012 | 484 | 4 | 0.60 | \$20.21 |
| 5/21/2012 | 485 | 5 | 0.60 | \$20.41 |
| 5/21/2012 | 486 | 6 | 0.59 | \$19.19 |
| 5/21/2012 | 487 | 7 | 0.61 | \$20.03 |
| 5/21/2012 | 488 | 8 | 0.66 | \$30.51 |
| 5/21/2012 | 489 | 9 | 0.67 | \$31.00 |
| 5/21/2012 | 490 | 10 | 0.66 | \$41.85 |
| 5/21/2012 | 491 | 11 | 0.66 | \$44.56 |
| 5/21/2012 | 492 | 12 | 0.69 | \$47.24 |
| 5/21/2012 | 493 | 13 | 0.71 | \$49.23 |
| 5/21/2012 | 494 | 14 | 0.71 | \$50.36 |
| 5/21/2012 | 495 | 15 | 0.74 | \$45.07 |
| 5/21/2012 | 496 | 16 | 0.87 | \$42.49 |

Fitchburg Gas and Electric Light Company
Sample Large Default Service Variable Price Calculation

| May-12 | | | ISO Asset | WCM / 4007 |
|-----------|--------|--------|-----------|------------|
| Date | Mon Hr | Day Hr | 1095 | RT-LMP |
| 5/21/2012 | 497 | 17 | 0.87 | \$97.97 |
| 5/21/2012 | 498 | 18 | 0.88 | \$105.69 |
| 5/21/2012 | 499 | 19 | 0.87 | \$190.37 |
| 5/21/2012 | 500 | 20 | 0.87 | \$270.05 |
| 5/21/2012 | 501 | 21 | 0.80 | \$140.17 |
| 5/21/2012 | 502 | 22 | 0.69 | \$57.21 |
| 5/21/2012 | 503 | 23 | 0.67 | \$23.85 |
| 5/21/2012 | 504 | 24 | 0.65 | \$27.94 |
| 5/22/2012 | 505 | 1 | 0.60 | \$23.03 |
| 5/22/2012 | 506 | 2 | 0.60 | \$23.69 |
| 5/22/2012 | 507 | 3 | 0.59 | \$21.07 |
| 5/22/2012 | 508 | 4 | 0.58 | \$20.95 |
| 5/22/2012 | 509 | 5 | 0.58 | \$21.22 |
| 5/22/2012 | 510 | 6 | 0.60 | \$21.11 |
| 5/22/2012 | 511 | 7 | 0.61 | \$25.11 |
| 5/22/2012 | 512 | 8 | 0.66 | \$39.16 |
| 5/22/2012 | 513 | 9 | 0.68 | \$42.52 |
| 5/22/2012 | 514 | 10 | 0.68 | \$39.88 |
| 5/22/2012 | 515 | 11 | 0.69 | \$44.73 |
| 5/22/2012 | 516 | 12 | 0.69 | \$43.98 |
| 5/22/2012 | 517 | 13 | 0.68 | \$42.53 |
| 5/22/2012 | 518 | 14 | 0.75 | \$43.11 |
| 5/22/2012 | 519 | 15 | 0.76 | \$50.11 |
| 5/22/2012 | 520 | 16 | 0.83 | \$41.69 |
| 5/22/2012 | 521 | 17 | 0.90 | \$37.26 |
| 5/22/2012 | 522 | 18 | 0.89 | \$43.57 |
| 5/22/2012 | 523 | 19 | 0.91 | \$35.71 |
| 5/22/2012 | 524 | 20 | 0.91 | \$36.27 |
| 5/22/2012 | 525 | 21 | 0.92 | \$37.29 |
| 5/22/2012 | 526 | 22 | 0.77 | \$37.92 |
| 5/22/2012 | 527 | 23 | 0.69 | \$38.70 |
| 5/22/2012 | 528 | 24 | 0.68 | \$40.90 |
| 5/23/2012 | 529 | 1 | 0.61 | \$21.98 |
| 5/23/2012 | 530 | 2 | 0.60 | \$21.68 |
| 5/23/2012 | 531 | 3 | 0.60 | \$21.72 |
| 5/23/2012 | 532 | 4 | 0.61 | \$21.76 |
| 5/23/2012 | 533 | 5 | 0.61 | \$21.69 |
| 5/23/2012 | 534 | 6 | 0.59 | \$22.24 |
| 5/23/2012 | 535 | 7 | 0.61 | \$28.12 |
| 5/23/2012 | 536 | 8 | 0.66 | \$35.74 |
| 5/23/2012 | 537 | 9 | 0.70 | \$40.24 |
| 5/23/2012 | 538 | 10 | 0.71 | \$43.52 |
| 5/23/2012 | 539 | 11 | 0.71 | \$43.12 |
| 5/23/2012 | 540 | 12 | 0.74 | \$43.51 |
| 5/23/2012 | 541 | 13 | 0.77 | \$45.42 |
| 5/23/2012 | 542 | 14 | 0.77 | \$51.01 |
| 5/23/2012 | 543 | 15 | 0.78 | \$53.87 |
| 5/23/2012 | 544 | 16 | 0.82 | \$386.88 |
| 5/23/2012 | 545 | 17 | 0.93 | \$59.77 |
| 5/23/2012 | 546 | 18 | 0.93 | \$51.44 |
| 5/23/2012 | 547 | 19 | 0.94 | \$41.37 |
| 5/23/2012 | 548 | 20 | 0.93 | \$54.20 |
| 5/23/2012 | 549 | 21 | 0.89 | \$64.29 |
| 5/23/2012 | 550 | 22 | 0.74 | \$51.67 |
| 5/23/2012 | 551 | 23 | 0.73 | \$25.44 |
| 5/23/2012 | 552 | 24 | 0.69 | \$22.10 |
| 5/24/2012 | 553 | 1 | 0.66 | \$30.44 |
| 5/24/2012 | 554 | 2 | 0.64 | \$84.10 |
| 5/24/2012 | 555 | 3 | 0.64 | \$26.15 |
| 5/24/2012 | 556 | 4 | 0.63 | \$21.94 |
| 5/24/2012 | 557 | 5 | 0.63 | \$23.13 |
| 5/24/2012 | 558 | 6 | 0.61 | \$31.60 |

Fitchburg Gas and Electric Light Company
Sample Large Default Service Variable Price Calculation

| May-12 | | | ISO Asset | WCM / 4007 |
|-----------|--------|--------|-----------|------------|
| Date | Mon Hr | Day Hr | 1095 | RT-LMP |
| 5/24/2012 | 559 | 7 | 0.64 | \$39.90 |
| 5/24/2012 | 560 | 8 | 0.68 | \$40.35 |
| 5/24/2012 | 561 | 9 | 0.71 | \$49.67 |
| 5/24/2012 | 562 | 10 | 0.92 | \$52.93 |
| 5/24/2012 | 563 | 11 | 0.96 | \$48.34 |
| 5/24/2012 | 564 | 12 | 0.95 | \$56.37 |
| 5/24/2012 | 565 | 13 | 0.95 | \$40.30 |
| 5/24/2012 | 566 | 14 | 0.94 | \$42.66 |
| 5/24/2012 | 567 | 15 | 0.96 | \$42.13 |
| 5/24/2012 | 568 | 16 | 0.96 | \$41.02 |
| 5/24/2012 | 569 | 17 | 0.96 | \$41.99 |
| 5/24/2012 | 570 | 18 | 0.97 | \$40.25 |
| 5/24/2012 | 571 | 19 | 0.95 | \$41.03 |
| 5/24/2012 | 572 | 20 | 0.96 | \$37.16 |
| 5/24/2012 | 573 | 21 | 1.00 | \$41.13 |
| 5/24/2012 | 574 | 22 | 0.89 | \$39.89 |
| 5/24/2012 | 575 | 23 | 0.79 | \$27.10 |
| 5/24/2012 | 576 | 24 | 0.72 | \$21.17 |
| 5/25/2012 | 577 | 1 | 0.66 | \$23.22 |
| 5/25/2012 | 578 | 2 | 0.65 | \$22.81 |
| 5/25/2012 | 579 | 3 | 0.64 | \$22.86 |
| 5/25/2012 | 580 | 4 | 0.63 | \$22.70 |
| 5/25/2012 | 581 | 5 | 0.62 | \$22.35 |
| 5/25/2012 | 582 | 6 | 0.61 | \$22.23 |
| 5/25/2012 | 583 | 7 | 0.64 | \$21.79 |
| 5/25/2012 | 584 | 8 | 0.68 | \$26.26 |
| 5/25/2012 | 585 | 9 | 0.71 | \$23.98 |
| 5/25/2012 | 586 | 10 | 0.92 | \$24.35 |
| 5/25/2012 | 587 | 11 | 0.96 | \$28.88 |
| 5/25/2012 | 588 | 12 | 0.95 | \$28.86 |
| 5/25/2012 | 589 | 13 | 0.95 | \$33.22 |
| 5/25/2012 | 590 | 14 | 0.94 | \$35.70 |
| 5/25/2012 | 591 | 15 | 0.96 | \$36.86 |
| 5/25/2012 | 592 | 16 | 0.96 | \$39.37 |
| 5/25/2012 | 593 | 17 | 0.96 | \$37.68 |
| 5/25/2012 | 594 | 18 | 0.97 | \$27.33 |
| 5/25/2012 | 595 | 19 | 0.95 | \$23.76 |
| 5/25/2012 | 596 | 20 | 0.96 | \$22.04 |
| 5/25/2012 | 597 | 21 | 1.00 | \$22.72 |
| 5/25/2012 | 598 | 22 | 0.89 | \$26.54 |
| 5/25/2012 | 599 | 23 | 0.79 | \$25.27 |
| 5/25/2012 | 600 | 24 | 0.72 | \$25.71 |
| 5/26/2012 | 601 | 1 | 0.65 | \$36.30 |
| 5/26/2012 | 602 | 2 | 0.63 | \$32.74 |
| 5/26/2012 | 603 | 3 | 0.63 | \$23.99 |
| 5/26/2012 | 604 | 4 | 0.62 | \$21.76 |
| 5/26/2012 | 605 | 5 | 0.62 | \$21.38 |
| 5/26/2012 | 606 | 6 | 0.59 | \$21.52 |
| 5/26/2012 | 607 | 7 | 0.60 | \$17.10 |
| 5/26/2012 | 608 | 8 | 0.65 | \$22.42 |
| 5/26/2012 | 609 | 9 | 0.69 | \$32.60 |
| 5/26/2012 | 610 | 10 | 0.87 | \$25.05 |
| 5/26/2012 | 611 | 11 | 0.90 | \$36.45 |
| 5/26/2012 | 612 | 12 | 0.91 | \$38.94 |
| 5/26/2012 | 613 | 13 | 0.90 | \$47.96 |
| 5/26/2012 | 614 | 14 | 0.90 | \$42.11 |
| 5/26/2012 | 615 | 15 | 0.89 | \$50.40 |
| 5/26/2012 | 616 | 16 | 0.87 | \$53.74 |
| 5/26/2012 | 617 | 17 | 0.87 | \$57.23 |
| 5/26/2012 | 618 | 18 | 0.85 | \$48.52 |
| 5/26/2012 | 619 | 19 | 0.84 | \$42.30 |
| 5/26/2012 | 620 | 20 | 0.85 | \$39.50 |

Fitchburg Gas and Electric Light Company
Sample Large Default Service Variable Price Calculation

| May-12 Date | Mon Hr | Day Hr | ISO Asset 1095 | WCM / 4007 RT-LMP |
|----------------|--------|--------|-------------------|----------------------|
| 5/26/2012 | 621 | 21 | 0.83 | \$36.34 |
| 5/26/2012 | 622 | 22 | 0.77 | \$35.80 |
| 5/26/2012 | 623 | 23 | 0.64 | \$26.82 |
| 5/26/2012 | 624 | 24 | 0.62 | \$32.38 |
| 5/27/2012 | 625 | 1 | 0.63 | \$27.11 |
| 5/27/2012 | 626 | 2 | 0.62 | \$24.81 |
| 5/27/2012 | 627 | 3 | 0.62 | \$24.33 |
| 5/27/2012 | 628 | 4 | 0.61 | \$22.11 |
| 5/27/2012 | 629 | 5 | 0.60 | \$21.59 |
| 5/27/2012 | 630 | 6 | 0.58 | \$21.01 |
| 5/27/2012 | 631 | 7 | 0.59 | \$21.10 |
| 5/27/2012 | 632 | 8 | 0.62 | \$26.67 |
| 5/27/2012 | 633 | 9 | 0.63 | \$27.42 |
| 5/27/2012 | 634 | 10 | 0.79 | \$22.92 |
| 5/27/2012 | 635 | 11 | 0.86 | \$22.87 |
| 5/27/2012 | 636 | 12 | 0.86 | \$28.87 |
| 5/27/2012 | 637 | 13 | 0.86 | \$30.79 |
| 5/27/2012 | 638 | 14 | 0.86 | \$30.32 |
| 5/27/2012 | 639 | 15 | 0.88 | \$29.98 |
| 5/27/2012 | 640 | 16 | 0.87 | \$32.89 |
| 5/27/2012 | 641 | 17 | 0.88 | \$33.25 |
| 5/27/2012 | 642 | 18 | 0.87 | \$33.35 |
| 5/27/2012 | 643 | 19 | 0.86 | \$22.61 |
| 5/27/2012 | 644 | 20 | 0.87 | \$20.78 |
| 5/27/2012 | 645 | 21 | 0.91 | \$27.07 |
| 5/27/2012 | 646 | 22 | 0.78 | \$26.01 |
| 5/27/2012 | 647 | 23 | 0.67 | \$38.71 |
| 5/27/2012 | 648 | 24 | 0.63 | \$29.79 |
| 5/28/2012 | 649 | 1 | 0.86 | \$34.47 |
| 5/28/2012 | 650 | 2 | 0.84 | \$32.84 |
| 5/28/2012 | 651 | 3 | 0.84 | \$24.05 |
| 5/28/2012 | 652 | 4 | 0.82 | \$23.46 |
| 5/28/2012 | 653 | 5 | 0.83 | \$22.31 |
| 5/28/2012 | 654 | 6 | 0.79 | \$20.83 |
| 5/28/2012 | 655 | 7 | 0.79 | \$21.58 |
| 5/28/2012 | 656 | 8 | 0.84 | \$18.64 |
| 5/28/2012 | 657 | 9 | 0.87 | \$22.02 |
| 5/28/2012 | 658 | 10 | 1.05 | \$26.05 |
| 5/28/2012 | 659 | 11 | 1.11 | \$40.99 |
| 5/28/2012 | 660 | 12 | 1.12 | \$47.65 |
| 5/28/2012 | 661 | 13 | 1.11 | \$54.41 |
| 5/28/2012 | 662 | 14 | 1.11 | \$57.81 |
| 5/28/2012 | 663 | 15 | 1.11 | \$65.44 |
| 5/28/2012 | 664 | 16 | 1.10 | \$83.88 |
| 5/28/2012 | 665 | 17 | 1.08 | \$118.11 |
| 5/28/2012 | 666 | 18 | 1.07 | \$142.77 |
| 5/28/2012 | 667 | 19 | 1.06 | \$51.36 |
| 5/28/2012 | 668 | 20 | 1.07 | \$63.29 |
| 5/28/2012 | 669 | 21 | 1.10 | \$115.04 |
| 5/28/2012 | 670 | 22 | 0.95 | \$55.91 |
| 5/28/2012 | 671 | 23 | 0.89 | \$25.37 |
| 5/28/2012 | 672 | 24 | 0.87 | \$23.16 |
| 5/29/2012 | 673 | 1 | 0.85 | \$25.61 |
| 5/29/2012 | 674 | 2 | 0.84 | \$26.16 |
| 5/29/2012 | 675 | 3 | 0.84 | \$34.80 |
| 5/29/2012 | 676 | 4 | 0.83 | \$32.58 |
| 5/29/2012 | 677 | 5 | 0.84 | \$24.58 |
| 5/29/2012 | 678 | 6 | 0.79 | \$25.63 |
| 5/29/2012 | 679 | 7 | 0.80 | \$36.49 |
| 5/29/2012 | 680 | 8 | 0.84 | \$43.83 |
| 5/29/2012 | 681 | 9 | 0.88 | \$53.79 |
| 5/29/2012 | 682 | 10 | 0.92 | \$62.04 |

Fitchburg Gas and Electric Light Company
Sample Large Default Service Variable Price Calculation

| May-12 | | | ISO Asset | WCM / 4007 |
|-----------|--------|--------|-----------|------------|
| Date | Mon Hr | Day Hr | 1095 | RT-LMP |
| 5/29/2012 | 683 | 11 | 0.94 | \$152.60 |
| 5/29/2012 | 684 | 12 | 0.99 | \$202.54 |
| 5/29/2012 | 685 | 13 | 1.03 | \$355.73 |
| 5/29/2012 | 686 | 14 | 1.03 | \$510.01 |
| 5/29/2012 | 687 | 15 | 1.10 | \$490.27 |
| 5/29/2012 | 688 | 16 | 1.19 | \$258.70 |
| 5/29/2012 | 689 | 17 | 1.20 | \$76.37 |
| 5/29/2012 | 690 | 18 | 1.22 | \$42.85 |
| 5/29/2012 | 691 | 19 | 1.20 | \$35.58 |
| 5/29/2012 | 692 | 20 | 1.18 | \$34.95 |
| 5/29/2012 | 693 | 21 | 1.08 | \$34.55 |
| 5/29/2012 | 694 | 22 | 0.98 | \$32.20 |
| 5/29/2012 | 695 | 23 | 0.93 | \$32.80 |
| 5/29/2012 | 696 | 24 | 0.91 | \$26.58 |
| 5/30/2012 | 697 | 1 | 0.87 | \$31.48 |
| 5/30/2012 | 698 | 2 | 0.86 | \$22.90 |
| 5/30/2012 | 699 | 3 | 0.86 | \$20.04 |
| 5/30/2012 | 700 | 4 | 0.85 | \$20.85 |
| 5/30/2012 | 701 | 5 | 0.86 | \$21.04 |
| 5/30/2012 | 702 | 6 | 0.85 | \$21.93 |
| 5/30/2012 | 703 | 7 | 0.87 | \$23.40 |
| 5/30/2012 | 704 | 8 | 0.92 | \$23.90 |
| 5/30/2012 | 705 | 9 | 1.01 | \$30.60 |
| 5/30/2012 | 706 | 10 | 1.18 | \$37.36 |
| 5/30/2012 | 707 | 11 | 1.18 | \$40.41 |
| 5/30/2012 | 708 | 12 | 1.17 | \$44.40 |
| 5/30/2012 | 709 | 13 | 1.17 | \$35.83 |
| 5/30/2012 | 710 | 14 | 1.17 | \$37.46 |
| 5/30/2012 | 711 | 15 | 1.17 | \$37.32 |
| 5/30/2012 | 712 | 16 | 1.19 | \$37.36 |
| 5/30/2012 | 713 | 17 | 1.19 | \$36.54 |
| 5/30/2012 | 714 | 18 | 1.20 | \$37.10 |
| 5/30/2012 | 715 | 19 | 1.20 | \$36.33 |
| 5/30/2012 | 716 | 20 | 1.24 | \$32.24 |
| 5/30/2012 | 717 | 21 | 1.26 | \$29.84 |
| 5/30/2012 | 718 | 22 | 1.14 | \$25.43 |
| 5/30/2012 | 719 | 23 | 1.03 | \$23.93 |
| 5/30/2012 | 720 | 24 | 0.94 | \$21.40 |
| 5/31/2012 | 721 | 1 | 0.98 | \$19.73 |
| 5/31/2012 | 722 | 2 | 0.98 | \$20.83 |
| 5/31/2012 | 723 | 3 | 0.97 | \$21.18 |
| 5/31/2012 | 724 | 4 | 0.97 | \$20.97 |
| 5/31/2012 | 725 | 5 | 0.97 | \$20.42 |
| 5/31/2012 | 726 | 6 | 0.97 | \$21.81 |
| 5/31/2012 | 727 | 7 | 1.52 | \$26.70 |
| 5/31/2012 | 728 | 8 | 1.71 | \$30.37 |
| 5/31/2012 | 729 | 9 | 1.49 | \$36.37 |
| 5/31/2012 | 730 | 10 | 1.53 | \$42.39 |
| 5/31/2012 | 731 | 11 | 1.61 | \$47.30 |
| 5/31/2012 | 732 | 12 | 1.96 | \$49.67 |
| 5/31/2012 | 733 | 13 | 2.04 | \$47.68 |
| 5/31/2012 | 734 | 14 | 1.45 | \$50.64 |
| 5/31/2012 | 735 | 15 | 1.15 | \$47.57 |
| 5/31/2012 | 736 | 16 | 1.28 | \$50.51 |
| 5/31/2012 | 737 | 17 | 1.32 | \$50.39 |
| 5/31/2012 | 738 | 18 | 1.32 | \$49.91 |
| 5/31/2012 | 739 | 19 | 1.32 | \$40.84 |
| 5/31/2012 | 740 | 20 | 1.33 | \$33.86 |
| 5/31/2012 | 741 | 21 | 1.37 | \$37.82 |
| 5/31/2012 | 742 | 22 | 1.24 | \$31.34 |
| 5/31/2012 | 743 | 23 | 1.11 | \$23.62 |
| 5/31/2012 | 744 | 24 | 1.05 | \$23.38 |

Fitchburg Gas and Electric Light Company

| Comparison of Fixed Monthly Prices and Variable Monthly Prices (wholesale contract prices) | | | | | | | Migration |
|--|---------------------|-----------------|-------------------|---------------|----------------|-------------|---------------------------|
| Month | Fixed Monthly Price | Avg Fixed Price | Var Monthly Price | Avg Var Price | Pricing Chosen | Lower Price | Pct Sales on Comp. Supply |
| Mar-07 | \$93.40 | | \$88.20 | | | | 97% |
| Apr-07 | \$93.51 | \$93.42 | \$90.27 | \$90.26 | VAR | VAR | 97% |
| May-07 | \$93.34 | | \$92.31 | | | | 90% |
| Jun-07 | \$96.27 | | \$86.04 | | | | 92% |
| Jul-07 | \$107.84 | \$103.93 | \$87.06 | \$88.03 | VAR | VAR | 88% |
| Aug-07 | \$107.68 | | \$90.99 | | | | 91% |
| Sep-07 | \$88.42 | | \$80.83 | | | | 91% |
| Oct-07 | \$93.44 | \$93.65 | \$80.79 | \$81.50 | VAR | VAR | 95% |
| Nov-07 | \$99.08 | | \$82.86 | | | | 96% |
| Dec-07 | \$87.24 | | \$110.77 | | | | 95% |
| Jan-08 | \$101.59 | \$97.28 | \$103.25 | \$102.01 | FIX | FIX | 96% |
| Feb-08 | \$103.01 | | \$92.00 | | | | 96% |
| Mar-08 | \$102.22 | | \$95.83 | | | | 96% |
| Apr-08 | \$96.37 | \$97.53 | \$112.04 | \$110.92 | VAR | FIX | 85% |
| May-08 | \$93.99 | | \$124.88 | | | | 97% |
| Jun-08 | \$114.57 | | \$131.41 | | | | 97% |
| Jul-08 | \$123.72 | \$120.88 | \$130.72 | \$118.20 | VAR | VAR | 97% |
| Aug-08 | \$124.35 | | \$92.47 | | | | 97% |
| Sep-08 | \$132.93 | | \$86.36 | | | | 97% |
| Oct-08 | \$137.86 | \$134.94 | \$82.11 | \$84.65 | VAR | VAR | 97% |
| Nov-08 | \$134.05 | | \$85.48 | | | | 97% |
| Dec-08 | \$101.79 | | \$90.11 | | | | 97% |
| Jan-09 | \$111.69 | \$108.03 | \$92.99 | \$84.89 | VAR | VAR | 88% |
| Feb-09 | \$110.60 | | \$71.57 | | | | 89% |
| Mar-09 | \$85.65 | | \$62.96 | | | | 92% |
| Apr-09 | \$83.93 | \$84.10 | \$58.28 | \$59.79 | VAR | VAR | 94% |
| May-09 | \$82.73 | | \$58.12 | | | | 91% |
| Jun-09 | \$64.66 | | \$54.16 | | | | 94% |
| Jul-09 | \$70.91 | \$68.90 | \$52.29 | \$56.51 | VAR | VAR | 90% |
| Aug-09 | \$71.14 | | \$63.08 | | | | 96% |
| Sep-09 | \$60.63 | | \$57.29 | | | | 94% |
| Oct-09 | \$72.56 | \$71.62 | \$69.45 | \$63.28 | VAR | VAR | 95% |
| Nov-09 | \$81.67 | | \$63.09 | | | | 95% |
| Dec-09 | \$96.09 | | \$96.85 | | | | 94% |
| Jan-10 | \$100.29 | \$105.08 | \$91.30 | \$94.22 | VAR | VAR | 94% |
| Feb-10 | \$118.84 | | \$94.51 | | | | 94% |
| Mar-10 | \$120.24 | | \$78.72 | | | | 95% |
| Apr-10 | \$90.52 | \$101.59 | \$75.55 | \$80.96 | VAR | VAR | 95% |
| May-10 | \$94.00 | | \$88.61 | | | | 95% |
| Jun-10 | \$60.05 | | \$73.82 | | | | 97% |
| Jul-10 | \$85.78 | \$75.01 | \$106.47 | \$90.65 | VAR | FIX | 97% |
| Aug-10 | \$79.19 | | \$91.65 | | | | 96% |
| Sep-10 | N/A | | \$101.62 | | | | 97% |
| Oct-10 | N/A | | \$78.40 | \$87.82 | VAR | VAR | 97% |
| Nov-10 | N/A | | \$83.45 | | | | 97% |
| Dec-10 | N/A | | \$111.39 | | | | 97% |
| Jan-11 | N/A | | \$113.08 | \$102.97 | VAR | VAR | 98% |
| Feb-11 | N/A | | \$84.44 | | | | 97% |
| Mar-11 | \$74.91 | | \$72.03 | | | | 98% |
| Apr-11 | \$69.71 | \$71.10 | \$70.33 | \$70.50 | FIX | VAR | 98% |
| May-11 | \$68.69 | | \$69.14 | | | | 98% |
| Jun-11 | \$65.01 | | \$62.37 | | | | 99% |
| Jul-11 | \$67.52 | \$67.67 | \$75.12 | \$66.30 | VAR | VAR | 96% |
| Aug-11 | \$70.48 | | \$61.42 | | | | 96% |
| Sep-11 | \$62.87 | | \$63.37 | | | | 96% |
| Oct-11 | \$61.45 | \$62.90 | \$58.35 | \$59.93 | VAR | VAR | 97% |
| Nov-11 | \$64.38 | | \$58.07 | | | | 99% |
| Dec-11 | \$75.78 | | \$50.41 | | | | 99% |
| Jan-12 | \$83.87 | \$81.05 | \$53.13 | \$49.39 | VAR | VAR | 96% |
| Feb-12 | \$83.51 | | \$44.64 | | | | 96% |

Unitil Energy Systems, Inc.

Proposed Default Service RFP Transition Schedule

| Month | Non-G1 (Small & Medium) | | | | G1 (Large) | |
|--------|-------------------------|--------------------|---------|---------|----------------------|--|
| | Block 1 | Block 2 | Block 3 | Block 4 | | |
| Jun-12 | Already Contracted | Already Contracted | | | Already Contracted | |
| Jul-12 | | | | | | |
| Aug-12 | | | | | 3-month block (100%) | |
| Sep-12 | | | | | | |
| Oct-12 | | | | | | |
| Nov-12 | | | | | | |
| Dec-12 | | | | | 7-month block (100%) | |
| Jan-13 | | | | | | |
| Feb-13 | | | | | | |
| Mar-13 | | | | | | |
| Apr-13 | | | | | | |
| May-13 | | | | | | |
| Jun-13 | 1-month block (75%) | | | | | |
| Jul-13 | 5-month block (75%) | | | | 6-month block (100%) | |
| Aug-13 | | | | | | |
| Sep-13 | | | | | | |
| Oct-13 | | | | | | |
| Nov-13 | | | | | | |
| Dec-13 | 1-month block (100%) | | | | | |
| Jan-14 | 6-month block (100%) | | | | 6-month block (100%) | |
| Feb-14 | | | | | | |
| Mar-14 | | | | | | |
| Apr-14 | | | | | | |
| May-14 | | | | | | |
| Jun-14 | 6-month block (100%) | | | | 6-month block (100%) | |
| Jul-14 | | | | | | |
| Aug-14 | | | | | | |
| Sep-14 | | | | | | |
| Oct-14 | | | | | | |
| Nov-14 | | | | | | |