

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
May-12	262,429	9,364,590	24,771,505	229,162	34,627,686
Jun-12	226,471	10,022,975	25,607,918	221,788	36,079,152
Jul-12	256,773	11,100,472	26,666,967	219,944	38,244,157
Aug-12	384,699	11,749,789	25,213,194	191,934	37,539,616
Sep-12	403,714	11,850,605	26,725,833	222,860	39,203,012
Oct-12	342,517	10,462,061	24,852,262	268,382	35,925,221
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

RETAIL SALES (kWh) by CUSTOMER CLASS
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
May-12	34,668,710	27,229,334	29,136,163	736,418	91,770,626
Jun-12	36,173,403	28,151,147	29,950,789	717,267	94,992,607
Jul-12	46,275,333	31,499,932	31,581,315	702,167	110,058,748
Aug-12	49,998,252	33,579,355	30,099,962	640,295	114,317,863
Sep-12	45,596,883	32,585,835	31,910,610	721,664	110,814,992
Oct-12	34,190,676	26,658,194	29,120,861	683,097	90,652,829
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

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

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
May-12	0.8%	34.4%	85.0%	31.1%	37.7%
Jun-12	0.6%	35.6%	85.5%	30.9%	38.0%
Jul-12	0.6%	35.2%	84.4%	31.3%	34.7%
Aug-12	0.8%	35.0%	83.8%	30.0%	32.8%
Sep-12	0.9%	36.4%	83.8%	30.9%	35.4%
Oct-12	1.0%	39.2%	85.3%	39.3%	39.6%
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%

Unitil Energy Systems, Inc.
Customer Migration Report

CUSTOMER COUNT by CLASS
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
May-12	453	1,426	111	141	2,131
Jun-12	481	1,555	109	148	2,293
Jul-12	483	1,570	110	162	2,325
Aug-12	810	1,612	110	176	2,708
Sep-12	804	1,637	110	177	2,728
Oct-12	821	1,710	111	193	2,835
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

CUSTOMER COUNT by CLASS
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
May-12	64,305	10,902	150	1,771	77,128
Jun-12	64,386	10,910	149	1,768	77,213
Jul-12	64,133	10,904	149	1,772	76,958
Aug-12	64,423	10,898	148	1,782	77,251
Sep-12	64,376	10,889	150	1,779	77,194
Oct-12	64,174	10,866	150	1,778	76,968
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

CUSTOMER COUNT by CLASS
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
May-12	0.7%	13.1%	74.0%	8.0%	2.8%
Jun-12	0.7%	14.3%	73.2%	8.4%	3.0%
Jul-12	0.8%	14.4%	73.8%	9.1%	3.0%
Aug-12	1.3%	14.8%	74.3%	9.9%	3.5%
Sep-12	1.2%	15.0%	73.3%	9.9%	3.5%
Oct-12	1.3%	15.7%	74.0%	10.9%	3.7%
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%