## PROPOSED CHANGE IN RATES

On April 15, 2013, Northern Utilities, Inc. filed with the New Hampshire Public Utilities Commission a proposed increase in distribution rates for delivery service to all gas customers. The proposed increase is designed to provide additional revenues to support the company's operating costs and capital expenditures to replace and improve its natural gas distribution system. This filing will be subject to comprehensive review by the Commission in a proceeding that may last up to a year. For more information, please visit www.unitil.com/ratechange or call the company's toll-free number at 1-866-933-3821. The toll-free number for the New Hampshire Public Utilities Commission's Consumer Affairs Division is 1-800-852-3793.

## To Our Residential Service Customers:

The projected average increase for residential heating customers with R5 service is 10.7% of the total bill or \$9.40 per month. For residential non-heating customers with R6 service, the projected increase is 31.3% of the total bill or \$10.92 per month. Low income customers served under rates R10 and R11 will see lower impacts due to discounts provided in distribution rates.

## To Our Commercial & Industrial Service Customers:

The projected average increase for general service customers with G40 service is 8.5% of the total bill; for customers with G41 service the projected increase is 5.8%; for customers with G42 service the projected increase is 5.1%; for customers with G50 service the projected increase is 7.4%; for customers with G51 service the projected increase is 6.2%; and for customers with G52 service the projected increase is 4.3% of the total bill. The projected average increases for general service customers with delivery-only service (T40, T41, T42, T50, T51 and T52) are comparable to those listed above if the customer's supply rate is the same as Northern Utilities, Inc.