

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
Dec-19	4,265,592	10,954,715	21,374,546	304,619	36,899,472
Jan-20	4,700,736	11,556,744	22,722,698	295,537	39,275,715
Feb-20	4,233,583	11,382,280	22,956,780	291,501	38,864,144
Mar-20	4,036,246	11,321,289	23,087,184	290,032	38,734,751
Apr-20	3,539,194	8,641,381	19,396,839	286,692	31,864,106
May-20	3,308,273	8,554,861	19,276,377	290,675	31,430,186
Jun-20	3,878,229	11,001,923	22,795,270	287,960	37,963,382
Jul-20	4,703,510	12,537,785	24,066,683	288,762	41,596,740
Aug-20	5,025,157	12,585,000	24,802,949	285,841	42,698,947
Sep-20	3,830,566	11,844,205	24,763,811	277,727	40,716,309
Oct-20	2,804,991	9,315,571	20,682,774	257,999	33,061,335
Nov-20	3,120,292	9,377,219	20,508,686	260,739	33,266,936
Dec-20	4,062,226	10,580,209	21,594,681	261,598	36,498,714

RETAIL SALES (kWh) by CUSTOMER CLASS
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Dec-19	42,531,020	24,586,895	25,883,060	659,730	93,660,705
Jan-20	47,877,662	26,856,526	27,162,976	659,141	102,556,305
Feb-20	43,447,320	26,398,419	27,360,368	649,722	97,855,829
Mar-20	41,788,394	25,809,231	27,375,056	646,784	95,619,465
Apr-20	36,919,734	19,238,284	23,199,379	642,890	80,000,287
May-20	34,845,155	18,473,609	23,230,381	643,978	77,193,123
Jun-20	43,074,211	23,359,730	27,500,834	645,353	94,580,128
Jul-20	53,371,480	27,260,601	29,386,736	646,121	110,664,938
Aug-20	57,715,834	28,262,781	29,935,971	644,251	116,558,837
Sep-20	44,979,721	26,172,290	29,722,799	635,198	101,510,008
Oct-20	32,009,393	20,170,721	24,642,676	609,062	77,431,852
Nov-20	34,896,989	20,497,099	24,432,498	605,624	80,432,210
Dec-20	45,042,699	23,449,935	25,817,785	597,605	94,908,024

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

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Dec-19	10.0%	44.6%	82.6%	46.2%	39.4%
Jan-20	9.8%	43.0%	83.7%	44.8%	38.3%
Feb-20	9.7%	43.1%	83.9%	44.9%	39.7%
Mar-20	9.7%	43.9%	84.3%	44.8%	40.5%
Apr-20	9.6%	44.9%	83.6%	44.6%	39.8%
May-20	9.5%	46.3%	83.0%	45.1%	40.7%
Jun-20	9.0%	47.1%	82.9%	44.6%	40.1%
Jul-20	8.8%	46.0%	81.9%	44.7%	37.6%
Aug-20	8.7%	44.5%	82.9%	44.4%	36.6%
Sep-20	8.5%	45.3%	83.3%	43.7%	40.1%
Oct-20	8.8%	46.2%	83.9%	42.4%	42.7%
Nov-20	8.9%	45.7%	83.9%	43.1%	41.4%
Dec-20	9.0%	45.1%	83.6%	43.8%	38.5%

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CUSTOMER COUNT by CLASS
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Dec-19	5,937	2,668	121	261	8,987
Jan-20	5,882	2,706	122	268	8,978
Feb-20	5,857	2,711	123	271	8,962
Mar-20	5,846	2,705	123	271	8,945
Apr-20	5,806	2,703	124	271	8,904
May-20	5,763	2,705	125	271	8,864
Jun-20	5,730	2,701	126	272	8,829
Jul-20	5,694	2,694	126	270	8,784
Aug-20	5,640	2,686	126	270	8,722
Sep-20	5,592	2,687	126	273	8,678
Oct-20	5,530	2,692	126	277	8,625
Nov-20	5,611	2,723	125	280	8,739
Dec-20	5,584	2,769	125	296	8,774

CUSTOMER COUNT by CLASS
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Dec-19	66,395	10,659	162	1,555	78,771
Jan-20	66,435	10,693	162	1,553	78,843
Feb-20	66,474	10,699	163	1,557	78,893
Mar-20	66,526	10,697	163	1,555	78,941
Apr-20	66,634	10,712	163	1,552	79,061
May-20	67,703	10,830	164	1,551	80,248
Jun-20	67,810	10,839	164	1,550	80,363
Jul-20	67,853	10,844	164	1,549	80,410
Aug-20	67,919	10,874	164	1,548	80,505
Sep-20	67,770	10,862	164	1,546	80,342
Oct-20	67,025	10,740	164	1,546	79,475
Nov-20	66,955	10,722	163	1,543	79,383
Dec-20	66,977	10,783	163	1,542	79,465

CUSTOMER COUNT by CLASS
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Dec-19	8.9%	25.0%	74.7%	16.8%	11.4%
Jan-20	8.9%	25.3%	75.3%	17.3%	11.4%
Feb-20	8.8%	25.3%	75.5%	17.4%	11.4%
Mar-20	8.8%	25.3%	75.5%	17.4%	11.3%
Apr-20	8.7%	25.2%	76.1%	17.5%	11.3%
May-20	8.5%	25.0%	76.2%	17.5%	11.0%
Jun-20	8.5%	24.9%	76.8%	17.5%	11.0%
Jul-20	8.4%	24.8%	76.8%	17.4%	10.9%
Aug-20	8.3%	24.7%	76.8%	17.4%	10.8%
Sep-20	8.3%	24.7%	76.8%	17.7%	10.8%
Oct-20	8.3%	25.1%	76.8%	17.9%	10.9%
Nov-20	8.4%	25.4%	76.7%	18.1%	11.0%
Dec-20	8.3%	25.7%	76.7%	19.2%	11.0%