

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
Jun-22	3,500,375	11,611,107	23,480,054	200,324	38,791,860
Jul-22	4,273,979	13,112,470	24,496,634	201,440	42,084,523
Aug-22	5,154,932	14,453,964	26,957,718	200,561	46,767,175
Sep-22	3,794,741	12,860,402	24,670,643	199,127	41,524,913
Oct-22	2,862,084	10,375,882	21,107,218	198,498	34,543,682
Nov-22	2,933,584	10,238,312	21,191,065	199,947	34,562,908
Dec-22	3,879,422	10,672,352	21,156,116	202,081	35,909,971
Jan-23	4,730,373	12,110,418	22,112,508	212,870	39,166,169
Feb-23	4,608,701	12,237,717	22,584,391	214,437	39,645,246
Mar-23	4,709,408	12,160,978	21,865,056	208,448	38,943,890
Apr-23	4,372,897	11,334,198	20,875,155	210,578	36,792,828
May-23	4,420,865	11,889,120	21,618,603	214,038	38,142,626
Jun-23	7,569,106	13,243,122	22,441,247	231,225	43,484,700

RETAIL SALES (kWh) by CUSTOMER CLASS
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Jun-22	38,566,936	24,905,070	28,252,964	509,134	92,234,104
Jul-22	48,304,769	28,580,240	29,356,375	509,264	106,750,648
Aug-22	59,831,947	32,264,080	32,469,634	508,645	125,074,306
Sep-22	44,570,293	27,744,867	29,690,676	507,232	102,513,068
Oct-22	32,232,739	21,931,980	25,213,654	506,510	79,884,883
Nov-22	32,363,667	21,656,113	25,193,812	503,465	79,717,057
Dec-22	40,627,657	23,545,721	24,876,662	504,010	89,554,050
Jan-23	47,305,507	26,642,405	25,920,706	504,254	100,372,872
Feb-23	44,402,356	26,447,721	26,286,240	503,151	97,639,468
Mar-23	41,554,185	25,652,080	25,648,820	537,706	93,392,791
Apr-23	34,145,447	22,569,830	24,404,748	440,458	81,560,483
May-23	32,299,047	22,656,011	25,479,468	493,123	80,927,649
Jun-23	33,572,599	23,155,377	26,519,028	491,776	83,738,780

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

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Jun-22	9.1%	46.6%	83.1%	39.3%	42.1%
Jul-22	8.8%	45.9%	83.4%	39.6%	39.4%
Aug-22	8.6%	44.8%	83.0%	39.4%	37.4%
Sep-22	8.5%	46.4%	83.1%	39.3%	40.5%
Oct-22	8.9%	47.3%	83.7%	39.2%	43.2%
Nov-22	9.1%	47.3%	84.1%	39.7%	43.4%
Dec-22	9.5%	45.3%	85.0%	40.1%	40.1%
Jan-23	10.0%	45.5%	85.3%	42.2%	39.0%
Feb-23	10.4%	46.3%	85.9%	42.6%	40.6%
Mar-23	11.3%	47.4%	85.2%	38.8%	41.7%
Apr-23	12.8%	50.2%	85.5%	47.8%	45.1%
May-23	13.7%	52.5%	84.8%	43.4%	47.1%
Jun-23	22.5%	57.2%	84.6%	47.0%	51.9%

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CUSTOMER COUNT by CLASS
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Jun-22	5,807	2,781	130	341	9,059
Jul-22	5,774	2,780	132	340	9,026
Aug-22	5,696	2,791	132	342	8,961
Sep-22	5,621	2,789	131	342	8,883
Oct-22	5,598	2,809	132	346	8,885
Nov-22	5,778	2,816	132	355	9,081
Dec-22	6,063	2,953	134	380	9,530
Jan-23	6,219	3,017	134	387	9,757
Feb-23	6,538	3,073	134	394	10,139
Mar-23	7,307	3,149	134	403	10,993
Apr-23	7,780	3,222	135	412	11,549
May-23	14,065	4,015	134	521	18,735
Jun-23	14,765	4,015	134	532	19,446

CUSTOMER COUNT by CLASS
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Jun-22	67,338	11,154	167	1,635	80,294
Jul-22	67,350	11,159	168	1,633	80,310
Aug-22	67,410	11,167	169	1,632	80,378
Sep-22	67,461	11,172	170	1,630	80,433
Oct-22	67,630	11,200	170	1,626	80,626
Nov-22	68,598	11,296	172	1,626	81,692
Dec-22	68,629	11,251	171	1,627	81,678
Jan-23	68,658	11,254	171	1,626	81,709
Feb-23	68,659	11,263	171	1,623	81,716
Mar-23	68,639	11,258	168	1,623	81,688
Apr-23	67,867	11,202	169	1,627	80,865
May-23	67,484	11,140	167	1,623	80,414
Jun-23	67,462	11,142	167	1,622	80,393

CUSTOMER COUNT by CLASS
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Jun-22	7.8%	24.4%	77.2%	19.7%	10.5%
Jul-22	7.8%	24.2%	77.4%	19.8%	10.4%
Aug-22	8.0%	24.4%	77.5%	19.9%	10.6%
Sep-22	8.3%	24.9%	76.5%	20.2%	11.0%
Oct-22	8.6%	25.1%	77.1%	20.8%	11.3%
Nov-22	8.5%	25.0%	76.2%	20.8%	11.2%
Dec-22	8.5%	24.7%	76.0%	21.0%	11.1%
Jan-23	8.4%	24.7%	77.2%	20.9%	11.0%
Feb-23	8.3%	24.8%	77.2%	21.1%	11.0%
Mar-23	8.2%	24.8%	78.0%	21.1%	10.9%
Apr-23	8.2%	25.1%	78.1%	21.3%	11.0%
May-23	8.6%	25.3%	79.0%	21.9%	11.3%
Jun-23	9.0%	26.5%	80.2%	23.4%	11.9%