

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-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
Jul-23	11,429,085	16,578,612	25,193,179	226,284	53,427,160
Aug-23	11,480,823	16,546,252	28,429,526	233,101	56,689,702
Sep-23	10,091,591	15,350,595	27,096,540	228,836	52,767,562
Oct-23	8,046,430	13,850,100	25,279,002	226,189	47,401,721
Nov-23	8,420,652	12,905,655	23,485,679	232,486	45,044,472
Dec-23	9,920,188	13,370,012	23,054,990	238,540	46,583,730

RETAIL SALES (kWh) by CUSTOMER CLASS  
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Jul-23	49,276,395	29,116,330	30,217,311	477,406	109,087,442
Aug-23	49,201,669	28,265,919	29,874,700	489,786	107,832,074
Sep-23	42,857,831	25,929,133	28,416,899	481,869	97,685,732
Oct-23	33,995,147	23,049,050	26,548,036	473,556	84,065,789
Nov-23	34,284,978	21,459,153	24,572,113	482,282	80,798,526
Dec-23	40,637,134	22,978,726	24,103,509	487,374	88,206,743

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-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%
Jul-23	23.2%	56.9%	83.4%	47.4%	49.0%
Aug-23	23.3%	58.5%	95.2%	47.6%	52.6%
Sep-23	23.5%	59.2%	95.4%	47.5%	54.0%
Oct-23	23.7%	60.1%	95.2%	47.8%	56.4%
Nov-23	24.6%	60.1%	95.6%	48.2%	55.7%
Dec-23	24.4%	58.2%	95.6%	48.9%	52.8%

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CUSTOMER COUNT by CLASS  
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Jul-23	14,882	4,103	145	542	19,672
Aug-23	14,901	4,133	145	542	19,721
Sep-23	14,913	4,148	145	550	19,756
Oct-23	14,788	4,153	146	554	19,641
Nov-23	14,720	4,150	146	557	19,573
Dec-23	14,920	4,201	145	562	19,828

CUSTOMER COUNT by CLASS  
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Jul-23	67,442	11,144	167	1,621	80,374
Aug-23	67,465	11,144	167	1,618	80,394
Sep-23	67,435	11,150	167	1,614	80,366
Oct-23	67,713	11,104	165	1,603	80,585
Nov-23	67,709	11,124	165	1,602	80,600
Dec-23	67,716	11,075	165	1,600	80,556

CUSTOMER COUNT by CLASS  
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Dec-22	8.8%	26.2%	78.4%	23.4%	11.7%
Jan-23	9.1%	26.8%	78.4%	23.8%	11.9%
Feb-23	9.5%	27.3%	78.4%	24.3%	12.4%
Mar-23	10.6%	28.0%	79.8%	24.8%	13.5%
Apr-23	11.5%	28.8%	79.9%	25.3%	14.3%
May-23	20.8%	36.0%	80.2%	32.1%	23.3%
Jun-23	21.9%	36.0%	80.2%	32.8%	24.2%
Jul-23	22.1%	36.8%	86.8%	33.4%	24.5%
Aug-23	22.1%	37.1%	86.8%	33.5%	24.5%
Sep-23	22.1%	37.2%	86.8%	34.1%	24.6%
Oct-23	21.8%	37.4%	88.5%	34.6%	24.4%
Nov-23	21.7%	37.3%	88.5%	34.8%	24.3%
Dec-23	22.0%	37.9%	87.9%	35.1%	24.6%