

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-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
Jan-24	11,001,192	14,242,706	22,984,609	229,616	48,458,123
Feb-24	11,549,065	15,200,731	26,081,357	231,410	53,062,563
Mar-24	9,467,750	14,143,942	23,879,880	229,985	47,721,557
Apr-24	10,116,521	13,271,895	22,900,128	224,034	46,512,578
May-24	9,554,879	13,479,461	24,479,643	227,818	47,741,801
Jun-24	14,124,132	16,081,412	26,945,595	246,655	57,397,794

RETAIL SALES (kWh) by CUSTOMER CLASS
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Jan-24	45,030,013	24,644,292	24,107,407	478,345	94,260,057
Feb-24	47,398,961	26,716,179	27,291,151	477,694	101,883,985
Mar-24	40,086,939	24,395,975	25,094,654	473,774	90,051,342
Apr-24	35,293,644	22,080,520	23,994,855	456,001	81,825,020
May-24	32,856,215	21,927,230	25,636,170	463,584	80,883,199
Jun-24	37,626,207	24,165,843	27,992,304	467,357	90,251,711

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

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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%
Jan-24	24.4%	57.8%	95.3%	48.0%	51.4%
Feb-24	24.4%	56.9%	95.6%	48.4%	52.1%
Mar-24	23.6%	58.0%	95.2%	48.5%	53.0%
Apr-24	28.7%	60.1%	95.4%	49.1%	56.8%
May-24	29.1%	61.5%	95.5%	49.1%	59.0%
Jun-24	37.5%	66.5%	96.3%	52.8%	63.6%

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CUSTOMER COUNT by CLASS
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Jan-24	14,788	4,209	145	564	19,706
Feb-24	14,664	4,211	144	568	19,587
Mar-24	17,210	4,552	145	609	22,516
Apr-24	17,458	4,531	145	610	22,744
May-24	25,342	5,503	147	711	31,703
Jun-24	28,816	5,863	146	730	35,555

Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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	67,543	11,141	167	1,614	80,465
Nov-23	68,607	11,245	167	1,613	81,632
Dec-23	68,637	11,171	167	1,612	81,587
Jan-24	68,658	11,171	167	1,609	81,605
Feb-24	68,693	11,184	166	1,607	81,650
Mar-24	68,505	11,188	166	1,607	81,466
Apr-24	67,713	11,104	165	1,603	80,585
May-24	67,709	11,124	165	1,602	80,600
Jun-24	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
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	21.9%	37.3%	87.4%	34.3%	24.4%
Nov-23	21.5%	36.9%	87.4%	34.5%	24.0%
Dec-23	21.7%	37.6%	86.8%	34.9%	24.3%
Jan-24	21.5%	37.7%	86.8%	35.1%	24.1%
Feb-24	21.3%	37.7%	86.7%	35.3%	24.0%
Mar-24	25.1%	40.7%	87.3%	37.9%	27.6%
Apr-24	25.8%	40.8%	87.9%	38.1%	28.2%
May-24	37.4%	49.5%	89.1%	44.4%	39.3%
Jun-24	42.6%	52.9%	88.5%	45.6%	44.1%