

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-23	9,920,188	13,370,012	23,054,990	238,540	46,583,730
Jan-24	11,007,290	17,057,311	22,984,609	229,616	51,278,826
Feb-24	11,556,906	18,326,388	26,081,357	231,410	56,196,061
Mar-24	9,474,517	16,915,354	23,879,880	229,985	50,499,736
Apr-24	10,125,602	15,885,219	22,900,128	224,034	49,134,983
May-24	9,563,580	16,007,473	24,479,643	227,818	50,278,514
Jun-24	14,132,912	18,747,146	26,945,595	246,655	60,072,308
Jul-24	26,486,243	24,039,067	32,487,480	250,624	83,263,414
Aug-24	26,170,465	23,408,327	28,736,734	248,936	78,564,462
Sep-24	17,637,275	19,506,653	25,161,700	249,268	62,554,896
Oct-24	15,734,240	18,411,743	25,002,572	250,294	59,398,849
Nov-24	22,525,200	19,656,185	23,865,472	257,283	66,304,140
Dec-24	28,240,917	21,349,783	23,225,960	254,686	73,071,346

RETAIL SALES (kWh) by CUSTOMER CLASS  
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Dec-23	40,637,134	22,978,726	24,103,509	487,374	88,206,743
Jan-24	45,070,730	27,219,197	24,107,407	478,345	96,875,679
Feb-24	47,443,915	29,533,017	27,291,151	477,694	104,745,777
Mar-24	40,127,398	26,925,547	25,094,654	473,774	92,621,373
Apr-24	35,332,630	24,490,278	23,994,855	456,001	84,273,764
May-24	32,893,445	24,322,263	25,636,170	463,584	83,315,462
Jun-24	37,659,498	26,755,110	27,992,304	467,357	92,874,269
Jul-24	57,916,925	33,774,860	34,060,292	471,987	126,224,064
Aug-24	53,265,568	32,424,057	30,182,509	469,160	116,341,294
Sep-24	37,882,232	26,913,777	26,565,005	468,437	91,829,451
Oct-24	33,788,801	25,486,132	26,277,537	464,765	86,017,235
Nov-24	32,598,462	23,193,530	24,937,879	460,873	81,190,744
Dec-24	41,541,527	25,534,816	24,389,998	458,480	91,924,821

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-23	24.4%	58.2%	95.6%	48.9%	52.8%
Jan-24	24.4%	62.7%	95.3%	48.0%	52.9%
Feb-24	24.4%	62.1%	95.6%	48.4%	53.6%
Mar-24	23.6%	62.8%	95.2%	48.5%	54.5%
Apr-24	28.7%	64.9%	95.4%	49.1%	58.3%
May-24	29.1%	65.8%	95.5%	49.1%	60.3%
Jun-24	37.5%	70.1%	96.3%	52.8%	64.7%
Jul-24	45.7%	71.2%	95.4%	53.1%	66.0%
Aug-24	49.1%	72.2%	95.2%	53.1%	67.5%
Sep-24	46.6%	72.5%	94.7%	53.2%	68.1%
Oct-24	46.6%	72.2%	95.1%	53.9%	69.1%
Nov-24	69.1%	84.7%	95.7%	55.8%	81.7%
Dec-24	68.0%	83.6%	95.2%	55.6%	79.5%

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CUSTOMER COUNT by CLASS  
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Dec-23	14,920	4,201	145	562	19,828
Jan-24	14,796	4,336	145	564	19,841
Feb-24	14,672	4,337	144	568	19,721
Mar-24	17,218	4,677	145	609	22,649
Apr-24	17,466	4,701	145	610	22,922
May-24	25,353	5,673	147	711	31,884
Jun-24	28,826	6,064	146	730	35,766
Jul-24	29,439	6,137	145	742	36,463
Aug-24	29,993	6,176	144	746	37,059
Sep-24	29,652	6,168	139	749	36,708
Oct-24	46,948	8,433	142	847	56,370
Nov-24	46,734	8,412	141	842	56,129
Dec-24	46,249	8,351	143	848	55,591

CUSTOMER COUNT by CLASS  
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Jul-24	67,790	11,223	164	1,602	80,779
Aug-24	67,839	11,234	164	1,603	80,840
Sep-24	67,876	11,247	164	1,600	80,887
Oct-24	67,969	11,276	165	1,600	81,010
Nov-24	69,173	11,394	165	1,600	82,332
Dec-24	69,200	11,394	165	1,601	82,360

CUSTOMER COUNT by CLASS  
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Dec-23	21.7%	37.6%	86.8%	34.9%	24.3%
Jan-24	21.6%	38.8%	86.8%	35.1%	24.3%
Feb-24	21.4%	38.8%	86.7%	35.3%	24.2%
Mar-24	25.1%	41.8%	87.3%	37.9%	27.8%
Apr-24	25.8%	42.3%	87.9%	38.1%	28.4%
May-24	37.4%	51.0%	89.1%	44.4%	39.6%
Jun-24	42.6%	54.8%	88.5%	45.6%	44.4%
Jul-24	43.4%	54.7%	88.4%	46.3%	45.1%
Aug-24	44.2%	55.0%	87.8%	46.5%	45.8%
Sep-24	43.7%	54.8%	84.8%	46.8%	45.4%
Oct-24	69.1%	74.8%	86.1%	52.9%	69.6%
Nov-24	67.6%	73.8%	85.5%	52.6%	68.2%
Dec-24	66.8%	73.3%	86.7%	53.0%	67.5%