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EXHIBIT 14 (REVISED)
PENNICHUCK WATER WORKS, INC.
INTANGIBLE VALUE IN THE NATURE OF GOODWILL
INCOME APPROACH CAPITALIZED EXCESS EARNINGS METHOD
(in \$000s)

GES Exhibit 16
8.68% Rate of Return
and 2% Growth Rate
1 of 4

Valuation Variables	Value as of 12/31/04	Required Rate of Return	Required Economic Income	Indicated Value of Goodwill
Net Working Capital (rounded) [a]	\$300	8.68% [b]	\$26	
Tangible Personal Property (rounded [c])	\$412,000	8.68% [b]	\$35,762	
Operating Real Estate and Real Property (rounded) [d]	\$12,900	8.68% [b]	\$1,120	
Intangible Personal Property [e]:				
Distribution Maps and As-Built Engineering Drawings	\$6,700			
Water Pumping Rights	\$24,500			
Water System Records and Reports	\$400			
Synergen Work Order Database	\$8,100			
Water Treatment Laboratory Reports and Test Data	\$100			
SCADA Computer Software System	\$1,000			
Trained and Assembled Workforce	\$1,000			
Total Intangible Personal Property (rounded)	\$41,800	8.68% [b]	\$3,628	
Total Required Return on Tangible Property & Intangible Property			\$40,536	
Average Projected EBIT for Fiscal Years 2005-2009 [f]				\$9,508
Present Value Factor @ 8.68%			8.68%	0.812
Present Value of Average Projected EBIT for Fiscal Years 2005-2009				\$7,722
less: Required Return on Total Assets				\$40,536
equals: Excess Economic Income (Income Shortfall)				(\$32,814)
divided by: Direct Capitalization Rate [g]				10.68%
Intangible Value in the Nature of Goodwill (Capitalized Income Shortfall)				(\$307,246)
Intangible Value in the Nature of Goodwill (Capitalized Income Shortfall)				(\$307,246)

Footnotes:

[a] Source: Exhibit 3.

[b] Equal to 8.68% (sought by PWW in Docket No. DW04-056).

[c] Based on the appraisal of the tangible personal property of Pennichuck as of 12/31/04, performed by Gannett Fleming, Inc.

[d] Based on the appraisal of the operating real estate and real property interests of Pennichuck as of 12/31/04, performed by Applied Economic Research.

[e] Source: Exhibits 7 through 13.

[f] Source: Exhibit 19.

[g] Equal to the Pennichuck weighted average cost of capital of 8.68% (sought by PWW in Docket No. DW04-056) plus the expected long-term growth rate of 2%.

EXHIBIT 15 (REVISED)
PENNICHUCK WATER WORKS, INC.
INTANGIBLE VALUE IN THE NATURE OF GOODWILL COST APPROACH
INCOME SHORTFALL/ECONOMIC OBSOLESCENCE ANALYSIS
(in \$000s)

Valuation Variables	Indicated Value
Capitalized Income Shortfall [a]	(\$307,246)
Operating Assets:	
Tangible Personal Property [b]	\$412,000
Intangible Personal Property [c]	\$41,800
Total Operating Assets subject to Economic Obsolescence [d]	\$453,800
Economic Obsolescence Percent [e]	-68%
Economic Obsolescence Percent (rounded)	-68%

Footnotes:

[a] Source: *Exhibit 14 (revised)*.

[b] Source: *Exhibit 14 (revised)*.

[c] Source: *Exhibit 14 (revised)*.

[d] Excludes working capital, real estate, and real property interests.

[e] Equals capitalized income shortfall divided by the value of the operating assets subject to economic obsolescence.

EXHIBIT 16 (REVISED)
PENNICHUCK WATER WORKS, INC.
COST APPROACH
REPRODUCTION COST NEW LESS DEPRECIATION METHOD
ALLOCATION OF ECONOMIC OBSOLESCENCE
(in \$000s)

	Indicated RCNLD [a]	Less: Economic Obsolescence Percent [b]	Indicated Fair Market Value, adjusted for Economic Obsolescence (rounded)
Tangible Personal Property [c]	\$412,000	-68%	\$133,055
Intangible Personal Property [d]:			
Distribution Maps & As-Built Engineering Drawings	\$6,700	-68%	\$2,164
Water Pumping Rights [e]	\$24,500	-68%	\$7,912
Water System Records and Reports	\$400	-68%	\$129
Synergen Work Order Database	\$8,100	-68%	\$2,616
Water Treatment Laboratory Reports and Test Data	\$100	-68%	\$32
SCADA Computer Software System	\$1,000	-68%	\$323
Trained and Assembled Workforce	\$1,000	-68%	\$323
Total Indicated Value of Operating Assets, before Economic Obsolescence [f]	\$453,800		

Footnotes:

[a] Reproduction cost new less depreciation.

[b] Source: *Exhibit 15 (revised)*.

[c] Based on the appraisal of the tangible personal property of Pennichuck as of 12/31/04, performed by Gannett Gleming, Inc., using the replacement cost new less depreciation method.

[d] Source: Exhibits 7 through 13.

[e] Valued using an income approach method.

[f] Excludes working capital, real estate, and real property interests.

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EXHIBIT 17 (REVISED)
PENNICHUCK WATER WORKS, INC.
ASSET-BASED APPROACH
ASSET ACCUMULATION METHOD
VALUE SUMMARY
AS OF 12/31/04
(in \$000s)

GES Exhibit 16
8.68% Rate of Return
and 2% Growth Rate
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Asset Category	Indicated Value	Exhibit Reference
Net Working Capital	\$300	3
Tangible Personal Property	\$133,055	16 (revised)
Operating Real Estate and Real Property Interests:		
Real Estate Owned in Fee	\$12,000	
Real Property Easements	\$900	
Total of Real Estate and Real Property	\$12,900	14 (revised)
Intangible Personal Property:		
Distribution Maps & As-Built Engineering Drawings	\$2,164	16 (revised)
Water Pumping	\$7,912	16 (revised)
Water System Records and Reports	\$129	16 (revised)
Synergen Work Order Database	\$2,616	16 (revised)
Water Treatment Laboratory Reports and Test Data	\$32	16 (revised)
SCADA Computer Software System	\$323	16 (revised)
Trained and Assembled Workforce	\$323	16 (revised)
Total Intangible Personal Property	\$13,499	
Indicated Fair Market Value of Operating Assets	\$159,754	
Indicated Fair Market Value of Total Operating Assets (rounded)	\$159,754	