

**Northern Utilities - NEW HAMPSHIRE DIVISION**  
**Forecasted Sales and Transportation (Volumes in DTH)**  
Winter 2007 - 2008 Period  
Effective November 2007

| Line No. | Firm Sales                                    | Nov-07         | Dec-07         | Jan-08         | Feb-08         | Mar-08         | Apr-08         | May-08         | Jun-08         | Jul-08         | Aug-08         | Sep-08         | Oct-08         | TOTAL            | Winter           | Summer           |
|----------|-----------------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|
| 1        | Res Heat                                      | 161,076        | 242,860        | 286,294        | 240,781        | 207,744        | 130,117        | 70,836         | 38,575         | 37,287         | 30,933         | 45,538         | 99,383         | 1,591,424        | 1,268,872        | 322,552          |
| 2        | Res General                                   | 2,808          | 3,401          | 3,716          | 3,386          | 3,147          | 2,584          | 2,162          | 1,928          | 2,154          | 1,659          | 1,979          | 2,369          | 31,293           | 19,042           | 12,251           |
| 3        | Total Residential                             | <b>163,884</b> | <b>246,261</b> | <b>290,010</b> | <b>244,167</b> | <b>210,891</b> | <b>132,701</b> | <b>72,998</b>  | <b>40,503</b>  | <b>39,441</b>  | <b>32,592</b>  | <b>47,517</b>  | <b>101,752</b> | <b>1,622,717</b> | <b>1,287,914</b> | <b>334,803</b>   |
| 4        | G50 Low Annual-Low Winter                     | 17,455         | 19,491         | 20,572         | 19,439         | 18,617         | 16,685         | 14,909         | 14,569         | 14,791         | 14,091         | 14,744         | 14,717         | 200,080          | 112,259          | 87,821           |
| 5        | G40 Low Annual-High Winter                    | 86,064         | 135,078        | 161,108        | 133,832        | 114,033        | 67,511         | 32,159         | 12,690         | 10,595         | 8,622          | 16,892         | 49,388         | 827,972          | 697,626          | 130,346          |
| 6        | G51 Med Annual-Low Winter                     | 32,758         | 38,111         | 40,954         | 37,975         | 35,813         | 30,732         | 27,143         | 25,017         | 25,738         | 23,623         | 25,476         | 28,433         | 371,773          | 216,343          | 155,430          |
| 7        | G41 Med Annual-High Winter                    | 80,800         | 124,572        | 147,818        | 123,459        | 105,777        | 64,231         | 32,705         | 15,318         | 11,167         | 13,964         | 19,070         | 48,091         | 786,972          | 646,657          | 140,315          |
| 8        | G52 High Annual-Low Winter                    | 18,817         | 25,498         | 29,373         | 25,536         | 22,751         | 16,208         | 11,313         | 8,575          | 7,362          | 8,920          | 9,166          | 13,737         | 197,256          | 138,183          | 59,073           |
| 9        | G42 High Annual-High Winter                   | 15,081         | 20,500         | 23,378         | 20,362         | 18,173         | 13,030         | 9,186          | 3,917          | 28,418         | 7,755          | 6,436          | 11,034         | 177,270          | 110,524          | 66,746           |
| 10       | Total Comm                                    | <b>250,975</b> | <b>363,250</b> | <b>423,203</b> | <b>360,603</b> | <b>315,164</b> | <b>208,397</b> | <b>127,415</b> | <b>80,086</b>  | <b>98,071</b>  | <b>76,975</b>  | <b>91,784</b>  | <b>165,400</b> | <b>2,561,323</b> | <b>1,921,592</b> | <b>639,731</b>   |
| 11       | Total Sales                                   | <b>414,859</b> | <b>609,511</b> | <b>713,213</b> | <b>604,770</b> | <b>526,055</b> | <b>341,098</b> | <b>200,413</b> | <b>120,589</b> | <b>137,512</b> | <b>109,567</b> | <b>139,301</b> | <b>267,152</b> | <b>4,184,040</b> | <b>3,209,506</b> | <b>974,534</b>   |
| 12       | Non-Grandfathered T50 Low Annual-Low Winter   | 1,646          | 2,452          | 2,881          | 2,432          | 2,106          | 1,340          | 761            | 440            | 385            | 394            | 509            | 1,044          | 16,390           | 12,857           | 3,533            |
| 13       | Non-Grandfathered T40 Low Annual-High Winter  | 5,497          | 8,473          | 10,054         | 8,398          | 7,196          | 4,371          | 2,227          | 1,045          | 959            | 757            | 1,300          | 3,274          | 53,551           | 43,989           | 9,562            |
| 14       | Non-Grandfathered T51 Med Annual-Low Winter   | 7,169          | 9,189          | 10,261         | 9,138          | 8,322          | 6,405          | 4,989          | 4,187          | 4,431          | 3,696          | 4,360          | 5,303          | 77,450           | 50,484           | 26,966           |
| 15       | Non-Grandfathered T41 Med Annual-High Winter  | 28,237         | 43,101         | 50,995         | 42,724         | 36,720         | 22,611         | 11,915         | 6,010          | 6,197          | 4,954          | 7,285          | 17,139         | 277,888          | 224,388          | 53,500           |
| 16       | Non-Grandfathered T52 High Annual-Low Winter  | 1,144          | 1,454          | 1,575          | 1,448          | 1,357          | 1,143          | 727            | 720            | 926            | 844            | 918            | 1,069          | 13,325           | 8,121            | 5,204            |
| 17       | Non-Grandfathered T42 High Annual-High Winter | 11,107         | 16,791         | 19,810         | 16,647         | 14,351         | 8,955          | 4,869          | 2,611          | 3,341          | 1,963          | 3,099          | 6,867          | 110,411          | 87,661           | 22,750           |
| 18       | Total Non-Grandfathered Capacity              | <b>54,800</b>  | <b>81,460</b>  | <b>95,576</b>  | <b>80,787</b>  | <b>70,052</b>  | <b>44,825</b>  | <b>25,488</b>  | <b>15,013</b>  | <b>16,239</b>  | <b>12,608</b>  | <b>17,471</b>  | <b>34,696</b>  | <b>549,015</b>   | <b>427,500</b>   | <b>121,515</b>   |
| 19       | <b>Total Firm Sales</b>                       | <b>469,659</b> | <b>690,971</b> | <b>808,789</b> | <b>685,557</b> | <b>596,107</b> | <b>385,923</b> | <b>225,901</b> | <b>135,602</b> | <b>153,751</b> | <b>122,175</b> | <b>156,772</b> | <b>301,848</b> | <b>4,733,055</b> | <b>3,637,006</b> | <b>1,096,049</b> |
| 20       | Residential Heat & Non Heat                   | 163,884        | 246,261        | 290,010        | 244,167        | 210,891        | 132,701        | 72,998         | 40,503         | 39,441         | 32,592         | 47,517         | 101,752        | 1,622,717        | 1,287,914        | 334,803          |
| 21       | SALES HLF CLASSES                             | 69,030         | 83,100         | 90,899         | 82,950         | 77,181         | 63,625         | 53,365         | 48,161         | 47,891         | 46,634         | 49,386         | 56,887         | 769,109          | 466,785          | 302,324          |
| 22       | SALES LLF CLASSES                             | 181,945        | 280,150        | 332,304        | 277,653        | 237,983        | 144,772        | 74,050         | 31,925         | 50,180         | 30,341         | 42,398         | 108,513        | 1,792,214        | 1,454,807        | 337,407          |
| 23       | Non-Grandfathered HLF CLASSES                 | 9,959          | 13,095         | 14,717         | 13,018         | 11,785         | 8,888          | 6,477          | 5,347          | 5,742          | 4,934          | 5,787          | 7,416          | 107,165          | 71,462           | 35,703           |
| 24       | Non-Grandfathered LLF CLASSES                 | 44,841         | 68,365         | 80,859         | 67,769         | 58,267         | 35,937         | 19,011         | 9,666          | 10,497         | 7,674          | 11,684         | 27,280         | 441,850          | 356,038          | 85,812           |
| 25       | Total Firm Sales                              | <b>469,659</b> | <b>690,971</b> | <b>808,789</b> | <b>685,557</b> | <b>596,107</b> | <b>385,923</b> | <b>225,901</b> | <b>135,602</b> | <b>153,751</b> | <b>122,175</b> | <b>156,772</b> | <b>301,848</b> | <b>4,733,055</b> | <b>3,637,006</b> | <b>1,096,049</b> |

NORTHERN UTILITIES - NEW HAMPSHIRE DIVISION  
Winter 2007-2008 Period  
Forecasted Sales Volumes

|                                  | November | December | January | February | March   | April   | TOTAL     |
|----------------------------------|----------|----------|---------|----------|---------|---------|-----------|
| Fcst Calendar Winter 07-08       | 414,859  | 609,511  | 713,213 | 604,770  | 526,055 | 341,098 | 3,209,506 |
| Normalized Calendar Winter 06-07 | 411,224  | 604,208  | 707,018 | 599,507  | 521,465 | 338,094 | 3,181,516 |
| Difference                       | 3,635    | 5,303    | 6,195   | 5,263    | 4,590   | 3,004   | 27,990    |

|                                        |           |
|----------------------------------------|-----------|
| Variance-difference due to meter count | 151,118   |
| -difference in load pattern            | (123,128) |
| TOTAL VARIANCE                         | - 27,990  |

SALES

NORTHERN UTILITIES, NEW HAMPSHIRE DIVISION  
Winter 2007-2008 Period  
Forecast

|               | NORMAL MMBtu        |                   |            | METERS              |                   |            | NORMAL AVERAGE USE  |                   |            | Change in Sales Due to<br>Change In: |              | Total Chg<br>MMBtu | % difference |
|---------------|---------------------|-------------------|------------|---------------------|-------------------|------------|---------------------|-------------------|------------|--------------------------------------|--------------|--------------------|--------------|
|               | 2007-08<br>Forecast | 2006-07<br>Actual | Difference | 2007-08<br>Forecast | 2006-07<br>Actual | Difference | 2007-08<br>Forecast | 2006-07<br>Actual | Difference | Meter Count                          | Load Pattern |                    |              |
| Res Heat      | 1,268,872           | 1,263,065         | 5,807      | 117,602             | 116,061           | 1,541      | 10.79               | 10.88             | -0.09      | 16,627                               | (10,820)     | 5,807              | 0.46%        |
| Res General   | 19,042              | 18,956            | 86         | 10,676              | 10,538            | 138        | 1.78                | 1.80              | -0.02      | 246                                  | (160)        | 86                 | 0.45%        |
| Total Res     | 1,287,914           | 1,282,021         | 5,893      | 128,278             | 126,599           | 1,679      | 12.57               | 12.68             | -0.11      | 16,873                               | (10,980)     | 5,893              | 0.46%        |
| C & I         | 1,921,592           | 1,899,495         | 22,097     | 37,188              | 34,590            | 2,598      | 51.67               | 54.91             | -3.24      | 134,245                              | (112,148)    | 22,097             | 1.16%        |
| Total Comm    | 1,921,592           | 1,899,495         | 22,097     | 37,188              | 34,590            | 2,598      | 51.67               | 54.91             | -3.24      | 134,245                              | (112,148)    | 22,097             | 1.16%        |
| Total Company | 3,209,506           | 3,181,516         | 27,990     | 165,466             | 161,189           | 4,277      | 19.40               | 19.74             | -0.34      | 151,118                              | (123,128)    | 27,990             | 0.88%        |