Unitil Energy Systems
Constant Earnings Growth DCF Model
Analysts' Growth Rates
(30-day pricing period)

	Company	(1) 1-Mo Recent Price(P0)	(2) Next Year's Div(D1)	(3) Dividend Yield	(4) Analysts' Estimated Growth: Value Line	(5) Analysts' Estimated Growth: Zacks	(6) Analysts' Estimated Growth: Thomson	(7) Analysts' Estimated Growth: Average Growth (Cols 4-6)	(8) ROE K=Div Yld+G (Cols 3+7)
1	ALLETE	36.02	1.76	4.89%	1.00%	4.00%	6.50%	3.83%	8.7%
2	Alliant Energy Co.	36.04	1.62	4.48%	7.00%	5.00%	9.90%	7.30%	11.8%
3	American Elec. Pwr.	36.25	1.69	4.65%	3.00%	4.30%	4.38%	3.89%	8.5%
4	Avista Corp.	20.87	1.04	4.98%	8.50%	4.70%	4.00%	5.73%	10.7%
5	Black Hills Corp	30.80	1.46	4.74%	6.50%	6.00%	6.00%	6.17%	10.9%
6	Cleco Corporation	29.21	1.03	3.53%	9.50%	7.00%	3.00%	6.50%	10.0%
7	Con. Edison	48.19	2.39	4.96%	2.50%	4.50%	4.47%	3.82%	8.8%
8	DPL Inc.	25.86	1.25	4.81%	7.00%	N.A.	5.90%	6.45%	11.3%
9	DTE Energy Co.	46.92	2.24	4.77%	6.50%	5.00%	5.00%	5.50%	10.3%
10	Duke Energy	17.64	0.98	5.56%	5.00%	1.50%	4.00%	3.50%	9.1%
11	Edison Internat.	34.39	1.31	3.81%	0.50%	3.00%	2.22%	1.91%	5.7%
12	Empire District	19.88	1.28	6.44%	7.50%	N.A.	6.00%	6.75%	13.2%
13	Entergy Corp.	78.34	3.39	4.32%	4.50%	3.00%	5.14%	4.21%	8.5%
14	NextEra Energy	54.68	2.05	3.75%	5.00%	6.40%	6.83%	6.08%	9.8%
15	Hawaiian Electric	23.40	1.24	5.30%	11.50%	9.80%	7.43%	9.58%	14.9%
16	IDACORP	35.38	1.20	3.39%	5.50%	4.00%	4.00%	4.50%	7.9%
17	N.W. Nat'l Gas	46.63	1.69	3.62%	4.50%	4.90%	4.13%	4.51%	8.1%
18	NICOR, Inc.	44.50	1.86	4.18%	1.00%	3.50%	0.73%	1.74%	5.9%
19	Northeast Utilities	29.59	1.07	3.60%	6.00%	7.90%	7.61%	7.17%	10.8%
20	NSTAR	38.92	1.68	4.32%	7.00%	6.00%	5.78%	6.26%	10.6%
21	PG&E Corp.	45.76	1.89	4.13%	7.00%	6.80%	6.70%	6.83%	11.0%
22	Piedmont Nat'l	28.35	1.13	3.99%	3.50%	4.50%	3.93%	3.98%	8.0%
23	Pinnacle West	40.90	2.10	5.14%	6.00%	6.80%	6.50%	6.43%	11.6%
24	Portland General	20.13	1.06	5.24%	3.00%	9.60%	5.40%	6.00%	11.2%
25	Progress Energy	41.60	2.50	6.01%	3.50%	4.00%	3.63%	3.71%	9.7%
26	SCANA Corp.	40.06	1.91	4.77%	3.50%	4.30%	4.90%	4.23%	9.0%
27	Sempra Energy	52.58	1.62	3.08%	2.00%	7.00%	3.50%	4.17%	7.2%
28	Southern Co.	37.14	1.84	4.95%	4.50%	5.10%	5.07%	4.89%	9.8%
29	Southwest Gas	32.87	1.03	3.12%	7.50%	6.00%	6.00%	6.50%	9.6%
30	Teco Energy, Inc.	17.22	0.83	4.82%	8.00%	5.30%	6.68%	6.66%	11.5%
31	UIL Holdings Co.	27.05	1.73	6.40%	3.00%	3.00%	3.88%	3.29%	9.7%
32	Vectren Corp.	25.28	1.38	5.46%	4.50%	5.00%	4.85%	4.78%	10.2%
33	Westar Energy	24.10	1.26	5.23%	7.50%	8.00%	9.28%	8.26%	13.5%
34	Wisconsin Energy	57.27	1.70	2.97%	9.50%	8.70%	9.53%	9.24%	12.2%
35	Xcel Energy Inc.	22.83	1.02	4.45%	5.50%	5.70%	6.64%	5.95%	10.4%
	GROUP AVERAGE	35.62	1.58	4.57%	5.37%	5.46%	5.41%	5.44%	10.0%
	GROUP MEDIAN			4.74%				5.73%	10.0%

Source: Value Line Investment Survey, Electric Utility (East), Aug 27, 2010; (Central), Sept 24, 2010;
(West), Aug 6, 2010; Natural Gas Utility, Sept 10, 2010.

NOTE: See Page 4 for further explanation of each column.

Unitil Energy Systems
Constant Earnings Growth DCF Model
Analysts' Growth Rates
(90-day pricing period)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
				Analysts' Estimated Growth				
Company	3-Mo Recent Price(P0)	Next Year's Div(D1)	Dividend Yield	Value Line	Zacks	Thomson	Average Growth *(Cols 4-6)*	**ROE** K=Div Yld+G *(Cols 3+7)*
1 ALLETE	35.88	1.76	4.91%	1.00%	4.00%	6.50%	3.83%	8.7%
2 Alliant Energy Co.	34.87	1.62	4.63%	7.00%	5.00%	9.90%	7.30%	11.9%
3 American Elec. Pwr.	35.36	1.69	4.77%	3.00%	4.30%	4.38%	3.89%	8.7%
4 Avista Corp.	20.74	1.04	5.02%	8.50%	4.70%	4.00%	5.73%	10.7%
5 Black Hills Corp	30.86	1.46	4.73%	6.50%	6.00%	6.00%	6.17%	10.9%
6 Cleco Corporation	28.54	1.03	3.61%	9.50%	7.00%	3.00%	6.50%	10.1%
7 Con. Edison	46.80	2.39	5.11%	2.50%	4.50%	4.47%	3.82%	8.9%
8 DPL Inc.	25.52	1.25	4.88%	7.00%	N.A.	5.90%	6.45%	11.3%
9 DTE Energy Co.	46.81	2.24	4.79%	6.50%	5.00%	5.00%	5.50%	10.3%
10 Duke Energy	17.19	0.98	5.70%	5.00%	1.50%	4.00%	3.50%	9.2%
11 Edison Internat.	33.47	1.31	3.91%	0.50%	3.00%	2.22%	1.91%	5.8%
12 Empire District	19.70	1.28	6.50%	7.50%	N.A.	6.00%	6.75%	13.2%
13 Entergy Corp.	77.29	3.39	4.38%	4.50%	3.00%	5.14%	4.21%	8.6%
14 NextEra Energy	53.06	2.05	3.86%	5.00%	6.40%	6.83%	6.08%	9.9%
15 Hawaiian Electric	23.65	1.24	5.24%	11.50%	9.80%	7.43%	9.58%	14.8%
16 IDACORP	35.29	1.20	3.40%	5.50%	4.00%	4.00%	4.50%	7.9%
17 N.W. Nat'l Gas	46.23	1.69	3.66%	4.50%	4.90%	4.13%	4.51%	8.2%
18 NICOR, Inc.	43.48	1.86	4.28%	1.00%	3.50%	0.73%	1.74%	6.0%
19 Northeast Utilities	28.46	1.07	3.74%	6.00%	7.90%	7.61%	7.17%	10.9%
20 NSTAR	37.78	1.68	4.45%	7.00%	6.00%	5.78%	6.26%	10.7%
21 PG&E Corp.	44.96	1.89	4.20%	7.00%	6.80%	6.70%	6.83%	11.0%
22 Piedmont Nat'l	27.27	1.13	4.14%	3.50%	4.50%	3.93%	3.98%	8.1%
23 Pinnacle West	39.43	2.10	5.33%	6.00%	6.80%	6.50%	6.43%	11.8%
24 Portland General	19.63	1.06	5.37%	3.00%	9.60%	5.40%	6.00%	11.4%
25 Progress Energy	41.68	2.50	6.00%	3.50%	4.00%	3.63%	3.71%	9.7%
26 SCANA Corp.	38.91	1.91	4.91%	3.50%	4.30%	4.90%	4.23%	9.1%
27 Sempra Energy	50.88	1.62	3.18%	2.00%	7.00%	3.50%	4.17%	7.4%
28 Southern Co.	36.04	1.84	5.11%	4.50%	5.10%	5.07%	4.89%	10.0%
29 Southwest Gas	32.02	1.03	3.20%	7.50%	6.00%	6.00%	6.50%	9.7%
30 Teco Energy, Inc.	16.64	0.83	4.99%	8.00%	5.30%	6.68%	6.66%	11.6%
31 UIL Holdings Co.	26.76	1.73	6.46%	3.00%	3.00%	3.88%	3.29%	9.8%
32 Vectren Corp.	24.87	1.38	5.55%	4.50%	5.00%	4.85%	4.78%	10.3%
33 Westar Energy	23.64	1.26	5.33%	7.50%	8.00%	9.28%	8.26%	13.6%
34 Wisconsin Energy	55.18	1.70	3.08%	9.50%	8.70%	9.53%	9.24%	12.3%
35 Xcel Energy Inc.	22.20	1.02	4.57%	5.50%	5.70%	6.64%	5.95%	10.5%
GROUP AVERAGE	34.89	1.58	4.66%	5.37%	5.46%	5.41%	5.44%	10.1%
GROUP MEDIAN			4.77%				5.73%	10.1%

Source: Value Line Investment Survey, Electric Utility (East), Aug 27, 2010; (Central), Sept 24, 2010;
(West), Aug 6, 2010; Natural Gas Utility, Sept 10, 2010.

NOTE: See Page 4 for further explanation of each column.

Unitil Energy Systems
Constant Earnings Growth DCF Model
Analysts' Growth Rates
(180-day pricing period)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
				Analysts' Estimated Growth				
Company	6-Mo Recent Price(P0)	Next Year's Div(D1)	Dividend Yield	Value Line	Zacks	Thomson	Average Growth *(Cols 4-6)*	**ROE** K=Div Yld+G *(Cols 3+7)*
1 ALLETE	35.53	1.76	4.95%	1.00%	4.00%	6.50%	3.83%	8.8%
2 Alliant Energy Co.	33.96	1.62	4.76%	7.00%	5.00%	9.90%	7.30%	12.1%
3 American Elec. Pwr.	34.06	1.69	4.95%	3.00%	4.30%	4.38%	3.89%	8.8%
4 Avista Corp.	20.60	1.04	5.05%	8.50%	4.70%	4.00%	5.73%	10.8%
5 Black Hills Corp	30.72	1.46	4.75%	6.50%	6.00%	6.00%	6.17%	10.9%
6 Cleco Corporation	27.58	1.03	3.73%	9.50%	7.00%	3.00%	6.50%	10.2%
7 Con. Edison	45.42	2.39	5.26%	2.50%	4.50%	4.47%	3.82%	9.1%
8 DPL Inc.	25.87	1.25	4.81%	7.00%	N.A.	5.90%	6.45%	11.3%
9 DTE Energy Co.	46.60	2.24	4.81%	6.50%	5.00%	5.00%	5.50%	10.3%
10 Duke Energy	16.74	0.98	5.85%	5.00%	1.50%	4.00%	3.50%	9.4%
11 Edison Internat.	33.34	1.31	3.93%	0.50%	3.00%	2.22%	1.91%	5.8%
12 Empire District	19.22	1.28	6.66%	7.50%	N.A.	6.00%	6.75%	13.4%
13 Entergy Corp.	77.60	3.39	4.36%	4.50%	3.00%	5.14%	4.21%	8.6%
14 NextEra Energy	51.80	2.05	3.96%	5.00%	6.40%	6.83%	6.08%	10.0%
15 Hawaiian Electric	23.20	1.24	5.35%	11.50%	9.80%	7.43%	9.58%	14.9%
16 IDACORP	34.85	1.20	3.44%	5.50%	4.00%	4.00%	4.50%	7.9%
17 N.W. Nat'l Gas	46.02	1.69	3.67%	4.50%	4.90%	4.13%	4.51%	8.2%
18 NICOR, Inc.	42.69	1.86	4.36%	1.00%	3.50%	0.73%	1.74%	6.1%
19 Northeast Utilities	27.59	1.07	3.86%	6.00%	7.90%	7.61%	7.17%	11.0%
20 NSTAR	36.74	1.68	4.57%	7.00%	6.00%	5.78%	6.26%	10.8%
21 PG&E Corp.	43.31	1.89	4.36%	7.00%	6.80%	6.70%	6.83%	11.2%
22 Piedmont Nat'l	26.97	1.13	4.19%	3.50%	4.50%	3.93%	3.98%	8.2%
23 Pinnacle West	37.98	2.10	5.53%	6.00%	6.80%	6.50%	6.43%	12.0%
24 Portland General	19.50	1.06	5.41%	3.00%	9.60%	5.40%	6.00%	11.4%
25 Progress Energy	40.43	2.50	6.18%	3.50%	4.00%	3.63%	3.71%	9.9%
26 SCANA Corp.	38.23	1.91	5.00%	3.50%	4.30%	4.90%	4.23%	9.2%
27 Sempra Energy	49.49	1.62	3.27%	2.00%	7.00%	3.50%	4.17%	7.4%
28 Southern Co.	34.87	1.84	5.28%	4.50%	5.10%	5.07%	4.89%	10.2%
29 Southwest Gas	31.33	1.03	3.27%	7.50%	6.00%	6.00%	6.50%	9.8%
30 Teco Energy, Inc.	16.34	0.83	5.08%	8.00%	5.30%	6.68%	6.66%	11.7%
31 UIL Holdings Co.	26.88	1.73	6.44%	3.00%	3.00%	3.88%	3.29%	9.7%
32 Vectren Corp.	24.40	1.38	5.66%	4.50%	5.00%	4.85%	4.78%	10.4%
33 Westar Energy	23.10	1.26	5.45%	7.50%	8.00%	9.28%	8.26%	13.7%
34 Wisconsin Energy	52.84	1.70	3.22%	9.50%	8.70%	9.53%	9.24%	12.5%
35 Xcel Energy Inc.	21.67	1.02	4.68%	5.50%	5.70%	6.64%	5.95%	10.6%
GROUP AVERAGE	34.21	1.58	4.75%	5.37%	5.46%	5.41%	5.44%	10.2%
GROUP MEDIAN			4.81%				5.73%	10.2%

Source: Value Line Investment Survey, Electric Utility (East), Aug 27, 2010; (Central), Sept 24, 2010;
(West), Aug 6, 2010; Natural Gas Utility, Sept 10, 2010.

NOTE: See Page 4 for further explanation of each column.

Unitil Energy Systems
Discounted Cash Flow Analysis
Column Descriptions

Column 1: One, Three, Six-month Average Price per Share
(Sep 10) (Jul 10-Sep 10) & (Apr 10-Sep 10)

Column 2: Average of Estimated 2010-2011 Div per Share from Value Line

Column 3: Column 2 Divided by Column 1

Column 4: "Est'd '07-'09 to '13-'15" Earnings Growth (East, Cental,
Gas, West) as Reported by Value Line

Column 5: "Next 5 Years" Company Growth Estimate as
Reported by Zacks.com

Column 6: "Next 5 Years (per annum) Growth Estimate Reported
by Thomson Financial Network (at Yahoo Finance)

Column 7: Average of Columns 4-6

Column 8: Column 3 Plus Column 7

Unitil Energy Systems
Constant Dividends Growth DCF
Value Line Growth Rates
(30-day pricing period)

	Company	(9) 1-Mo Recent Price(P0)	(10) Next Year's Div(D1)	(11) Dividend Yield	(12) Value Line Dividends Growth	(13) **ROE**
1	ALLETE	36.02	1.76	4.89%	1.50%	6.4%
2	Alliant Energy Co.	36.04	1.62	4.48%	5.50%	10.0%
3	American Elec. Pwr.	36.25	1.69	4.65%	2.50%	7.1%
4	Avista Corp.	20.87	1.04	4.98%	11.00%	16.0%
5	Black Hills Corp	30.80	1.46	4.74%	2.50%	7.2%
6	Cleco Corporation	29.21	1.03	3.53%	8.50%	12.0%
7	Con. Edison	48.19	2.39	4.96%	1.00%	6.0%
8	DPL Inc.	25.86	1.25	4.81%	5.50%	10.3%
9	DTE Energy Co.	46.92	2.24	4.77%	4.00%	8.8%
10	Duke Energy	17.64	0.98	5.56%	2.50%	8.1%
11	Edison Internat.	34.39	1.31	3.81%	3.50%	7.3%
12	Empire District	19.88	1.28	6.44%	1.00%	7.4%
13	Entergy Corp.	78.34	3.39	4.32%	6.50%	10.8%
14	NextEra Energy	54.68	2.05	3.75%	5.00%	8.7%
15	Hawaiian Electric	23.40	1.24	5.30%	1.00%	6.3%
16	IDACORP	35.38	1.20	3.39%	2.50%	5.9%
17	N.W. Nat'l Gas	46.63	1.69	3.62%	4.00%	7.6%
18	NICOR, Inc.	44.50	1.86	4.18%	n.a	n.a.
19	Northeast Utilities	29.59	1.07	3.60%	7.50%	11.1%
20	NSTAR	38.92	1.68	4.32%	6.00%	10.3%
21	PG&E Corp.	45.76	1.89	4.13%	7.50%	11.6%
22	Piedmont Nat'l	28.35	1.13	3.99%	3.50%	7.5%
23	Pinnacle West	40.90	2.10	5.14%	1.50%	6.6%
24	Portland General	20.13	1.06	5.24%	3.50%	8.7%
25	Progress Energy	41.60	2.50	6.01%	1.00%	7.0%
26	SCANA Corp.	40.06	1.91	4.77%	1.50%	6.3%
27	Sempra Energy	52.58	1.62	3.08%	6.50%	9.6%
28	Southern Co.	37.14	1.84	4.95%	4.00%	9.0%
29	Southwest Gas	32.87	1.03	3.12%	5.00%	8.1%
30	Teco Energy, Inc.	17.22	0.83	4.82%	3.00%	7.8%
31	UIL Holdings Co.	27.05	1.73	6.40%	n.a.	n.a.
32	Vectren Corp.	25.28	1.38	5.46%	2.50%	8.0%
33	Westar Energy	24.10	1.26	5.23%	3.50%	8.7%
34	Wisconsin Energy	57.27	1.70	2.97%	13.00%	16.0%
35	Xcel Energy Inc.	22.83	1.02	4.45%	3.50%	7.9%
	GROUP AVERAGE	35.62	1.58	4.57%	4.27%	8.8%
	GROUP MEDIAN			4.74%	3.50%	8.0%

Source: Value Line Investment Survey, Electric Utility (East), Aug 27, 2010; (Central), Sept 24, 2010; (West), Aug 6, 2010; Natural Gas Utility, Sept 10, 2010.

NOTE: See Page 4 for further explanation of each column.

Unitil Energy Systems
Constant Dividends Growth DCF
Value Line Growth Rates
(90-day pricing period)

	(9)	(10)	(11)	(12)	(13)
Company	3-Mo Recent Price(P0)	Next Year's Div(D1)	Dividend Yield	Value Line Dividends Growth	**ROE**
1 ALLETE	35.88	1.76	4.91%	1.50%	6.4%
2 Alliant Energy Co.	34.87	1.62	4.63%	5.50%	10.1%
3 American Elec. Pwr.	35.36	1.69	4.77%	2.50%	7.3%
4 Avista Corp.	20.74	1.04	5.02%	11.00%	16.0%
5 Black Hills Corp	30.86	1.46	4.73%	2.50%	7.2%
6 Cleco Corporation	28.54	1.03	3.61%	8.50%	12.1%
7 Con. Edison	46.80	2.39	5.11%	1.00%	6.1%
8 DPL Inc.	25.52	1.25	4.88%	5.50%	10.4%
9 DTE Energy Co.	46.81	2.24	4.79%	4.00%	8.8%
10 Duke Energy	17.19	0.98	5.70%	2.50%	8.2%
11 Edison Internat.	33.47	1.31	3.91%	3.50%	7.4%
12 Empire District	19.70	1.28	6.50%	1.00%	7.5%
13 Entergy Corp.	77.29	3.39	4.38%	6.50%	10.9%
14 NextEra Energy	53.06	2.05	3.86%	5.00%	8.9%
15 Hawaiian Electric	23.65	1.24	5.24%	1.00%	6.2%
16 IDACORP	35.29	1.20	3.40%	2.50%	5.9%
17 N.W. Nat'l Gas	46.23	1.69	3.66%	4.00%	7.7%
18 NICOR, Inc.	43.48	1.86	4.28%	n.a	n.a.
19 Northeast Utilities	28.46	1.07	3.74%	7.50%	11.2%
20 NSTAR	37.78	1.68	4.45%	6.00%	10.4%
21 PG&E Corp.	44.96	1.89	4.20%	7.50%	11.7%
22 Piedmont Nat'l	27.27	1.13	4.14%	3.50%	7.6%
23 Pinnacle West	39.43	2.10	5.33%	1.50%	6.8%
24 Portland General	19.63	1.06	5.37%	3.50%	8.9%
25 Progress Energy	41.68	2.50	6.00%	1.00%	7.0%
26 SCANA Corp.	38.91	1.91	4.91%	1.50%	6.4%
27 Sempra Energy	50.88	1.62	3.18%	6.50%	9.7%
28 Southern Co.	36.04	1.84	5.11%	4.00%	9.1%
29 Southwest Gas	32.02	1.03	3.20%	5.00%	8.2%
30 Teco Energy, Inc.	16.64	0.83	4.99%	3.00%	8.0%
31 UIL Holdings Co.	26.76	1.73	6.46%	n.a.	n.a.
32 Vectren Corp.	24.87	1.38	5.55%	2.50%	8.0%
33 Westar Energy	23.64	1.26	5.33%	3.50%	8.8%
34 Wisconsin Energy	55.18	1.70	3.08%	13.00%	16.1%
35 Xcel Energy Inc.	22.20	1.02	4.57%	3.50%	8.1%
GROUP AVERAGE	34.89	1.58	4.66%	4.27%	8.9%
GROUP MEDIAN			4.77%	3.50%	8.1%

Source: Value Line Investment Survey, Electric Utility (East), Aug 27, 2010; (Central), Sept 24, 2010; (West), Aug 6, 2010; Natural Gas Utility, Sept 10, 2010.

NOTE: See Page 4 for further explanation of each column.

Unitil Energy Systems
Constant Dividends Growth DCF
Value Line Growth Rates
(180-day pricing period)

	(9)	(10)	(11)	(12)	(13)
Company	6-Mo Recent Price(P0)	Next Year's Div(D1)	Dividend Yield	Value Line Dividends Growth	**ROE**
1 ALLETE	35.53	1.76	4.95%	1.50%	6.5%
2 Alliant Energy Co.	33.96	1.62	4.76%	5.50%	10.3%
3 American Elec. Pwr.	34.06	1.69	4.95%	2.50%	7.4%
4 Avista Corp.	20.60	1.04	5.05%	11.00%	16.0%
5 Black Hills Corp	30.72	1.46	4.75%	2.50%	7.3%
6 Cleco Corporation	27.58	1.03	3.73%	8.50%	12.2%
7 Con. Edison	45.42	2.39	5.26%	1.00%	6.3%
8 DPL Inc.	25.87	1.25	4.81%	5.50%	10.3%
9 DTE Energy Co.	46.60	2.24	4.81%	4.00%	8.8%
10 Duke Energy	16.74	0.98	5.85%	2.50%	8.4%
11 Edison Internat.	33.34	1.31	3.93%	3.50%	7.4%
12 Empire District	19.22	1.28	6.66%	1.00%	7.7%
13 Entergy Corp.	77.60	3.39	4.36%	6.50%	10.9%
14 NextEra Energy	51.80	2.05	3.96%	5.00%	9.0%
15 Hawaiian Electric	23.20	1.24	5.35%	1.00%	6.3%
16 IDACORP	34.85	1.20	3.44%	2.50%	5.9%
17 N.W. Nat'l Gas	46.02	1.69	3.67%	4.00%	7.7%
18 NICOR, Inc.	42.69	1.86	4.36%	n.a	n.a.
19 Northeast Utilities	27.59	1.07	3.86%	7.50%	11.4%
20 NSTAR	36.74	1.68	4.57%	6.00%	10.6%
21 PG&E Corp.	43.31	1.89	4.36%	7.50%	11.9%
22 Piedmont Nat'l	26.97	1.13	4.19%	3.50%	7.7%
23 Pinnacle West	37.98	2.10	5.53%	1.50%	7.0%
24 Portland General	19.50	1.06	5.41%	3.50%	8.9%
25 Progress Energy	40.43	2.50	6.18%	1.00%	7.2%
26 SCANA Corp.	38.23	1.91	5.00%	1.50%	6.5%
27 Sempra Energy	49.49	1.62	3.27%	6.50%	9.8%
28 Southern Co.	34.87	1.84	5.28%	4.00%	9.3%
29 Southwest Gas	31.33	1.03	3.27%	5.00%	8.3%
30 Teco Energy, Inc.	16.34	0.83	5.08%	3.00%	8.1%
31 UIL Holdings Co.	26.88	1.73	6.44%	n.a.	n.a.
32 Vectren Corp.	24.40	1.38	5.66%	2.50%	8.2%
33 Westar Energy	23.10	1.26	5.45%	3.50%	9.0%
34 Wisconsin Energy	52.84	1.70	3.22%	13.00%	16.2%
35 Xcel Energy Inc.	21.67	1.02	4.68%	3.50%	8.2%
GROUP AVERAGE	34.21	1.58	4.75%	4.27%	9.0%
GROUP MEDIAN			4.81%	3.50%	8.2%

Source: Value Line Investment Survey, Electric Utility (East), Aug 27, 2010; (Central), Sept 24, 2010; (West), Aug 6, 2010; Natural Gas Utility, Sept 10, 2010.

NOTE: See Page 4 for further explanation of each column.

Unitil Energy Systems
Discounted Cash Flow Analysis
Column Descriptions

Column 9: One, Three, Six-month Average Price per Share
(Sep 10) (Jul 10-Sep 10) & (Apr 10-Sep 10)

Column 10: Average of Estimated 2010-2011 Div per Share from Value Line

Column 11: Column 10 Divided by Column 9

Column 12: "Est'd '07-'09 to '13-'15" Dividends Growth (East, Cental,
Gas, West) as Reported by Value Line

Column 13: Column 11 Plus Column 12

Unitil Energy Systems
Constant Book Value Growth DCF
Value Line Growth Rates
(30-day pricing period)

	(14)	(15)	(16)	(17)	(18)
Company	1-Mo Recent Price(P0)	Next Year's Div(D1)	Dividend Yield	Value Line Book Value Growth	**ROE**
1 ALLETE	36.02	1.76	4.89%	3.00%	7.9%
2 Alliant Energy Co.	36.04	1.62	4.48%	3.50%	8.0%
3 American Elec. Pwr.	36.25	1.69	4.65%	4.50%	9.1%
4 Avista Corp.	20.87	1.04	4.98%	3.50%	8.5%
5 Black Hills Corp	30.80	1.46	4.74%	2.50%	7.2%
6 Cleco Corporation	29.21	1.03	3.53%	7.00%	10.5%
7 Con. Edison	48.19	2.39	4.96%	3.00%	8.0%
8 DPL Inc.	25.86	1.25	4.81%	6.00%	10.8%
9 DTE Energy Co.	46.92	2.24	4.77%	4.00%	8.8%
10 Duke Energy	17.64	0.98	5.56%	1.50%	7.1%
11 Edison Internat.	34.39	1.31	3.81%	5.50%	9.3%
12 Empire District	19.88	1.28	6.44%	1.50%	7.9%
13 Entergy Corp.	78.34	3.39	4.32%	6.00%	10.3%
14 NextEra Energy	54.68	2.05	3.75%	7.50%	11.2%
15 Hawaiian Electric	23.40	1.24	5.30%	3.00%	8.3%
16 IDACORP	35.38	1.20	3.39%	5.00%	8.4%
17 N.W. Nat'l Gas	46.63	1.69	3.62%	4.00%	7.6%
18 NICOR, Inc.	44.50	1.86	4.18%	4.50%	8.7%
19 Northeast Utilities	29.59	1.07	3.60%	5.00%	8.6%
20 NSTAR	38.92	1.68	4.32%	5.00%	9.3%
21 PG&E Corp.	45.76	1.89	4.13%	6.50%	10.6%
22 Piedmont Nat'l	28.35	1.13	3.99%	3.00%	7.0%
23 Pinnacle West	40.90	2.10	5.14%	2.00%	7.1%
24 Portland General	20.13	1.06	5.24%	1.50%	6.7%
25 Progress Energy	41.60	2.50	6.01%	2.50%	8.5%
26 SCANA Corp.	40.06	1.91	4.77%	5.00%	9.8%
27 Sempra Energy	52.58	1.62	3.08%	6.50%	9.6%
28 Southern Co.	37.14	1.84	4.95%	5.00%	10.0%
29 Southwest Gas	32.87	1.03	3.12%	5.00%	8.1%
30 Teco Energy, Inc.	17.22	0.83	4.82%	4.50%	9.3%
31 UIL Holdings Co.	27.05	1.73	6.40%	3.00%	9.4%
32 Vectren Corp.	25.28	1.38	5.46%	4.50%	10.0%
33 Westar Energy	24.10	1.26	5.23%	4.50%	9.7%
34 Wisconsin Energy	57.27	1.70	2.97%	6.50%	9.5%
35 Xcel Energy Inc.	22.83	1.02	4.45%	4.50%	8.9%
GROUP AVERAGE	35.62	1.58	4.57%	4.29%	8.9%
GROUP MEDIAN			4.74%	4.50%	8.8%

Source: Value Line Investment Survey, Electric Utility (East), Aug 27, 2010; (Central), Sept 24, 2010; (West), Aug 6, 2010; Natural Gas Utility, Sept 10, 2010.

NOTE: See Page 4 for further explanation of each column.

Unitil Energy Systems
Constant Book Value Growth DCF
Value Line Growth Rates
(90-day pricing period)

	(14)	(15)	(16)	(17)	(18)
Company	3-Mo Recent Price(P0)	Next Year's Div(D1)	Dividend Yield	Value Line Book Value Growth	**ROE**
1 ALLETE	35.88	1.76	4.91%	3.00%	7.9%
2 Alliant Energy Co.	34.87	1.62	4.63%	3.50%	8.1%
3 American Elec. Pwr.	35.36	1.69	4.77%	4.50%	9.3%
4 Avista Corp.	20.74	1.04	5.02%	3.50%	8.5%
5 Black Hills Corp	30.86	1.46	4.73%	2.50%	7.2%
6 Cleco Corporation	28.54	1.03	3.61%	7.00%	10.6%
7 Con. Edison	46.80	2.39	5.11%	3.00%	8.1%
8 DPL Inc.	25.52	1.25	4.88%	6.00%	10.9%
9 DTE Energy Co.	46.81	2.24	4.79%	4.00%	8.8%
10 Duke Energy	17.19	0.98	5.70%	1.50%	7.2%
11 Edison Internat.	33.47	1.31	3.91%	5.50%	9.4%
12 Empire District	19.70	1.28	6.50%	1.50%	8.0%
13 Entergy Corp.	77.29	3.39	4.38%	6.00%	10.4%
14 NextEra Energy	53.06	2.05	3.86%	7.50%	11.4%
15 Hawaiian Electric	23.65	1.24	5.24%	3.00%	8.2%
16 IDACORP	35.29	1.20	3.40%	5.00%	8.4%
17 N.W. Nat'l Gas	46.23	1.69	3.66%	4.00%	7.7%
18 NICOR, Inc.	43.48	1.86	4.28%	4.50%	8.8%
19 Northeast Utilities	28.46	1.07	3.74%	5.00%	8.7%
20 NSTAR	37.78	1.68	4.45%	5.00%	9.4%
21 PG&E Corp.	44.96	1.89	4.20%	6.50%	10.7%
22 Piedmont Nat'l	27.27	1.13	4.14%	3.00%	7.1%
23 Pinnacle West	39.43	2.10	5.33%	2.00%	7.3%
24 Portland General	19.63	1.06	5.37%	1.50%	6.9%
25 Progress Energy	41.68	2.50	6.00%	2.50%	8.5%
26 SCANA Corp.	38.91	1.91	4.91%	5.00%	9.9%
27 Sempra Energy	50.88	1.62	3.18%	6.50%	9.7%
28 Southern Co.	36.04	1.84	5.11%	5.00%	10.1%
29 Southwest Gas	32.02	1.03	3.20%	5.00%	8.2%
30 Teco Energy, Inc.	16.64	0.83	4.99%	4.50%	9.5%
31 UIL Holdings Co.	26.76	1.73	6.46%	3.00%	9.5%
32 Vectren Corp.	24.87	1.38	5.55%	4.50%	10.0%
33 Westar Energy	23.64	1.26	5.33%	4.50%	9.8%
34 Wisconsin Energy	55.18	1.70	3.08%	6.50%	9.6%
35 Xcel Energy Inc.	22.20	1.02	4.57%	4.50%	9.1%
GROUP AVERAGE	34.89	1.58	4.66%	4.29%	8.9%
GROUP MEDIAN			4.77%	4.50%	8.8%

Source: Value Line Investment Survey, Electric Utility (East), Aug 27, 2010; (Central), Sept 24, 2010; (West), Aug 6, 2010; Natural Gas Utility, Sept 10, 2010.

NOTE: See Page 4 for further explanation of each column.

Unitil Energy Systems
Constant Book Value Growth DCF
Value Line Growth Rates
(180-day pricing period)

	(14)	(15)	(16)	(17)	(18)
Company	6-Mo Recent Price(P0)	Next Year's Div(D1)	Dividend Yield	Value Line Book Value Growth	**ROE**
1 ALLETE	35.53	1.76	4.95%	3.00%	8.0%
2 Alliant Energy Co.	33.96	1.62	4.76%	3.50%	8.3%
3 American Elec. Pwr.	34.06	1.69	4.95%	4.50%	9.4%
4 Avista Corp.	20.60	1.04	5.05%	3.50%	8.5%
5 Black Hills Corp	30.72	1.46	4.75%	2.50%	7.3%
6 Cleco Corporation	27.58	1.03	3.73%	7.00%	10.7%
7 Con. Edison	45.42	2.39	5.26%	3.00%	8.3%
8 DPL Inc.	25.87	1.25	4.81%	6.00%	10.8%
9 DTE Energy Co.	46.60	2.24	4.81%	4.00%	8.8%
10 Duke Energy	16.74	0.98	5.85%	1.50%	7.4%
11 Edison Internat.	33.34	1.31	3.93%	5.50%	9.4%
12 Empire District	19.22	1.28	6.66%	1.50%	8.2%
13 Entergy Corp.	77.60	3.39	4.36%	6.00%	10.4%
14 NextEra Energy	51.80	2.05	3.96%	7.50%	11.5%
15 Hawaiian Electric	23.20	1.24	5.35%	3.00%	8.3%
16 IDACORP	34.85	1.20	3.44%	5.00%	8.4%
17 N.W. Nat'l Gas	46.02	1.69	3.67%	4.00%	7.7%
18 NICOR, Inc.	42.69	1.86	4.36%	4.50%	8.9%
19 Northeast Utilities	27.59	1.07	3.86%	5.00%	8.9%
20 NSTAR	36.74	1.68	4.57%	5.00%	9.6%
21 PG&E Corp.	43.31	1.89	4.36%	6.50%	10.9%
22 Piedmont Nat'l	26.97	1.13	4.19%	3.00%	7.2%
23 Pinnacle West	37.98	2.10	5.53%	2.00%	7.5%
24 Portland General	19.50	1.06	5.41%	1.50%	6.9%
25 Progress Energy	40.43	2.50	6.18%	2.50%	8.7%
26 SCANA Corp.	38.23	1.91	5.00%	5.00%	10.0%
27 Sempra Energy	49.49	1.62	3.27%	6.50%	9.8%
28 Southern Co.	34.87	1.84	5.28%	5.00%	10.3%
29 Southwest Gas	31.33	1.03	3.27%	5.00%	8.3%
30 Teco Energy, Inc.	16.34	0.83	5.08%	4.50%	9.6%
31 UIL Holdings Co.	26.88	1.73	6.44%	3.00%	9.4%
32 Vectren Corp.	24.40	1.38	5.66%	4.50%	10.2%
33 Westar Energy	23.10	1.26	5.45%	4.50%	10.0%
34 Wisconsin Energy	52.84	1.70	3.22%	6.50%	9.7%
35 Xcel Energy Inc.	21.67	1.02	4.68%	4.50%	9.2%
GROUP AVERAGE	34.21	1.58	4.75%	4.29%	9.0%
GROUP MEDIAN			4.81%	4.50%	8.9%

Source: Value Line Investment Survey, Electric Utility (East), Aug 27, 2010; (Central), Sept 24, 2010; (West), Aug 6, 2010; Natural Gas Utility, Sept 10, 2010.

NOTE: See Page 4 for further explanation of each column.

Unitil Energy Systems
Discounted Cash Flow Analysis
Column Descriptions

Column 14: One, Three, Six-month Average Price per Share
(Sep 10) (Jul 10-Sep 10) & (Apr 10-Sep 10)

Column 15: Average of Estimated 2010-2011 Div per Share from Value Line

Column 16: Column 14 Divided by Column 15

Column 17: "Est'd '07-'09 to '13-'15" Book Value Growth (East, Cental, Gas, West) as Reported by Value Line

Column 18: Column 16 Plus Column 17

Unitil Energy Systems
Fundamental Growth DCF
(30-day pricing period)

	(19)	(20)	(21)	(22)	(23)
Company	1-Mo Recent Price(P0)	Next Year's Div(D1)	Dividend Yield	BR+SV	**ROE**
1 ALLETE	36.02	1.76	4.89%	2.27%	7.2%
2 Alliant Energy Co.	36.04	1.62	4.48%	5.04%	9.5%
3 American Elec. Pwr.	36.25	1.69	4.65%	4.37%	9.0%
4 Avista Corp.	20.87	1.04	4.98%	3.41%	8.4%
5 Black Hills Corp	30.80	1.46	4.74%	2.48%	7.2%
6 Cleco Corporation	29.21	1.03	3.53%	5.98%	9.5%
7 Con. Edison	48.19	2.39	4.96%	3.09%	8.0%
8 DPL Inc.	25.86	1.25	4.81%	14.46%	19.3%
9 DTE Energy Co.	46.92	2.24	4.77%	4.13%	8.9%
10 Duke Energy	17.64	0.98	5.56%	2.13%	7.7%
11 Edison Internat.	34.39	1.31	3.81%	5.80%	9.6%
12 Empire District	19.88	1.28	6.44%	1.04%	7.5%
13 Entergy Corp.	78.34	3.39	4.32%	5.91%	10.2%
14 NextEra Energy	54.68	2.05	3.75%	7.25%	11.0%
15 Hawaiian Electric	23.40	1.24	5.30%	2.62%	7.9%
16 IDACORP	35.38	1.20	3.39%	5.27%	8.7%
17 N.W. Nat'l Gas	46.63	1.69	3.62%	5.41%	9.0%
18 NICOR, Inc.	44.50	1.86	4.18%	3.93%	8.1%
19 Northeast Utilities	29.59	1.07	3.60%	5.40%	9.0%
20 NSTAR	38.92	1.68	4.32%	4.89%	9.2%
21 PG&E Corp.	45.76	1.89	4.13%	5.73%	9.9%
22 Piedmont Nat'l	28.35	1.13	3.99%	2.78%	6.8%
23 Pinnacle West	40.90	2.10	5.14%	3.20%	8.3%
24 Portland General	20.13	1.06	5.24%	2.18%	7.4%
25 Progress Energy	41.60	2.50	6.01%	2.11%	8.1%
26 SCANA Corp.	40.06	1.91	4.77%	4.34%	9.1%
27 Sempra Energy	52.58	1.62	3.08%	6.44%	9.5%
28 Southern Co.	37.14	1.84	4.95%	4.85%	9.8%
29 Southwest Gas	32.87	1.03	3.12%	5.71%	8.8%
30 Teco Energy, Inc.	17.22	0.83	4.82%	4.84%	9.7%
31 UIL Holdings Co.	27.05	1.73	6.40%	2.01%	8.4%
32 Vectren Corp.	25.28	1.38	5.46%	3.01%	8.5%
33 Westar Energy	24.10	1.26	5.23%	2.82%	8.0%
34 Wisconsin Energy	57.27	1.70	2.97%	6.85%	9.8%
35 Xcel Energy Inc.	22.83	1.02	4.45%	3.96%	8.4%
GROUP AVERAGE	35.62	1.58	4.57%	4.45%	9.0%
GROUP MEDIAN			4.74%	4.34%	8.8%

Source: Value Line Investment Survey, Electric Utility (East), Aug 27, 2010; (Central), Sept 24, 2010; (West), Aug 6, 2010; Natural Gas Utility, Sept 10, 2010.

NOTE: See Page 4 for further explanation of each column.

Unitil Energy Systems
Fundamental Growth DCF
(90-day pricing period)

Company	(19) 3-Mo Recent Price(P0)	(20) Next Year's Div(D1)	(21) Dividend Yield	(22) BR+SV	(23) **ROE**
1 ALLETE	35.88	1.76	4.91%	2.27%	7.2%
2 Alliant Energy Co.	34.87	1.62	4.63%	5.04%	9.7%
3 American Elec. Pwr.	35.36	1.69	4.77%	4.37%	9.1%
4 Avista Corp.	20.74	1.04	5.02%	3.41%	8.4%
5 Black Hills Corp	30.86	1.46	4.73%	2.48%	7.2%
6 Cleco Corporation	28.54	1.03	3.61%	5.98%	9.6%
7 Con. Edison	46.80	2.39	5.11%	3.09%	8.2%
8 DPL Inc.	25.52	1.25	4.88%	14.46%	19.3%
9 DTE Energy Co.	46.81	2.24	4.79%	4.13%	8.9%
10 Duke Energy	17.19	0.98	5.70%	2.13%	7.8%
11 Edison Internat.	33.47	1.31	3.91%	5.80%	9.7%
12 Empire District	19.70	1.28	6.50%	1.04%	7.5%
13 Entergy Corp.	77.29	3.39	4.38%	5.91%	10.3%
14 NextEra Energy	53.06	2.05	3.86%	7.25%	11.1%
15 Hawaiian Electric	23.65	1.24	5.24%	2.62%	7.9%
16 IDACORP	35.29	1.20	3.40%	5.27%	8.7%
17 N.W. Nat'l Gas	46.23	1.69	3.66%	5.41%	9.1%
18 NICOR, Inc.	43.48	1.86	4.28%	3.93%	8.2%
19 Northeast Utilities	28.46	1.07	3.74%	5.40%	9.1%
20 NSTAR	37.78	1.68	4.45%	4.89%	9.3%
21 PG&E Corp.	44.96	1.89	4.20%	5.73%	9.9%
22 Piedmont Nat'l	27.27	1.13	4.14%	2.78%	6.9%
23 Pinnacle West	39.43	2.10	5.33%	3.20%	8.5%
24 Portland General	19.63	1.06	5.37%	2.18%	7.5%
25 Progress Energy	41.68	2.50	6.00%	2.11%	8.1%
26 SCANA Corp.	38.91	1.91	4.91%	4.34%	9.3%
27 Sempra Energy	50.88	1.62	3.18%	6.44%	9.6%
28 Southern Co.	36.04	1.84	5.11%	4.85%	10.0%
29 Southwest Gas	32.02	1.03	3.20%	5.71%	8.9%
30 Teco Energy, Inc.	16.64	0.83	4.99%	4.84%	9.8%
31 UIL Holdings Co.	26.76	1.73	6.46%	2.01%	8.5%
32 Vectren Corp.	24.87	1.38	5.55%	3.01%	8.6%
33 Westar Energy	23.64	1.26	5.33%	2.82%	8.1%
34 Wisconsin Energy	55.18	1.70	3.08%	6.85%	9.9%
35 Xcel Energy Inc.	22.20	1.02	4.57%	3.96%	8.5%
GROUP AVERAGE	34.89	1.58	4.66%	4.45%	9.1%
GROUP MEDIAN			4.77%	4.34%	8.9%

Source: Value Line Investment Survey, Electric Utility (East), Aug 27, 2010; (Central), Sept 24, 2010; (West), Aug 6, 2010; Natural Gas Utility, Sept 10, 2010.

NOTE: See Page 4 for further explanation of each column.

Unitil Energy Systems
Fundamental Growth DCF
(180-day pricing period)

	Company	(19) 6-Mo Recent Price(P0)	(20) Next Year's Div(D1)	(21) Dividend Yield	(22) BR+SV	(23) **ROE**
1	ALLETE	35.53	1.76	4.95%	2.27%	7.2%
2	Alliant Energy Co.	33.96	1.62	4.76%	5.04%	9.8%
3	American Elec. Pwr.	34.06	1.69	4.95%	4.37%	9.3%
4	Avista Corp.	20.60	1.04	5.05%	3.41%	8.5%
5	Black Hills Corp	30.72	1.46	4.75%	2.48%	7.2%
6	Cleco Corporation	27.58	1.03	3.73%	5.98%	9.7%
7	Con. Edison	45.42	2.39	5.26%	3.09%	8.3%
8	DPL Inc.	25.87	1.25	4.81%	14.46%	19.3%
9	DTE Energy Co.	46.60	2.24	4.81%	4.13%	8.9%
10	Duke Energy	16.74	0.98	5.85%	2.13%	8.0%
11	Edison Internat.	33.34	1.31	3.93%	5.80%	9.7%
12	Empire District	19.22	1.28	6.66%	1.04%	7.7%
13	Entergy Corp.	77.60	3.39	4.36%	5.91%	10.3%
14	NextEra Energy	51.80	2.05	3.96%	7.25%	11.2%
15	Hawaiian Electric	23.20	1.24	5.35%	2.62%	8.0%
16	IDACORP	34.85	1.20	3.44%	5.27%	8.7%
17	N.W. Nat'l Gas	46.02	1.69	3.67%	5.41%	9.1%
18	NICOR, Inc.	42.69	1.86	4.36%	3.93%	8.3%
19	Northeast Utilities	27.59	1.07	3.86%	5.40%	9.3%
20	NSTAR	36.74	1.68	4.57%	4.89%	9.5%
21	PG&E Corp.	43.31	1.89	4.36%	5.73%	10.1%
22	Piedmont Nat'l	26.97	1.13	4.19%	2.78%	7.0%
23	Pinnacle West	37.98	2.10	5.53%	3.20%	8.7%
24	Portland General	19.50	1.06	5.41%	2.18%	7.6%
25	Progress Energy	40.43	2.50	6.18%	2.11%	8.3%
26	SCANA Corp.	38.23	1.91	5.00%	4.34%	9.3%
27	Sempra Energy	49.49	1.62	3.27%	6.44%	9.7%
28	Southern Co.	34.87	1.84	5.28%	4.85%	10.1%
29	Southwest Gas	31.33	1.03	3.27%	5.71%	9.0%
30	Teco Energy, Inc.	16.34	0.83	5.08%	4.84%	9.9%
31	UIL Holdings Co.	26.88	1.73	6.44%	2.01%	8.4%
32	Vectren Corp.	24.40	1.38	5.66%	3.01%	8.7%
33	Westar Energy	23.10	1.26	5.45%	2.82%	8.3%
34	Wisconsin Energy	52.84	1.70	3.22%	6.85%	10.1%
35	Xcel Energy Inc.	21.67	1.02	4.68%	3.96%	8.6%
	GROUP AVERAGE	34.21	1.58	4.75%	4.45%	9.2%
	GROUP MEDIAN			4.81%	4.34%	8.9%

Source: Value Line Investment Survey, Electric Utility (East), Aug 27, 2010; (Central), Sept 24, 2010; (West), Aug 6, 2010; Natural Gas Utility, Sept 10, 2010.

NOTE: See Page 4 for further explanation of each column.

Unitil Energy Systems
Discounted Cash Flow Analysis
Column Descriptions

Column 19: One, Three, Six-month Average Price per Share
(Sep 10) (Jul 10-Sep 10) & (Apr 10-Sep 10)

Column 20: Average of Estimated 2010-2011 Div per Share from Value Line

Column 21: Column 20 Divided by Column 19

Column 22: BR + SV Growth as calculated from
Value Line (East, Cental, Gas,West).
See Exhibit JW-4, page 5 of 5.

Column 23: Column 21 Plus Column 22

RETENTION GROWTH

Company	Ticker	[a] Payout Ratio 1 ("All Div'ds to Net Prof" 2010)	[b] Payout Ratio 2 ("All Div'ds to Net Prof" 2011)	[c] Payout Ratio 3 ("All Div'ds to Net Prof" 13-15)	[d] Average Retention Ratio	[e] Value Line Return on Book Value 1 ("Return on Com Eq" 2010)	[f] Value Line Return on Book Value 2 ("Return on Com Eq" 2011)	[g] Value Line Return on Book Value 3 ("Return on Com Eq" 13-15)	[h] Average Return on Book Value	[i] B*R	[j] Common Shares O/S 2011	[k] Common Shares O/S 13-14	[l] Common Shares Growth Rate	[m] Price Est. 2010 High	[n] Price Est. 2010 Low	[o] Est. 2010 Mid	[p] 2011 Book Value per sh	[q] Market/ Book Ratio	[r] "S"	[s] "V"	[t] S x V	[u] BR + SV
ALLETE	ALE	80.00%	77.00%	71.00%	24.00%	8.00%	8.50%	8.50%	8.33%	2.00%	37.00	38.50	0.80%	45.00	30.00	37.50	27.90	1.34	1.07%	25.60%	0.27%	2.27%
Alliant Energy Co.	LNT	60.00%	57.00%	53.00%	43.33%	9.50%	10.50%	11.50%	10.50%	4.55%	112.00	116.00	0.70%	55.00	40.00	47.50	27.90	1.70	1.20%	41.26%	0.49%	5.04%
American Elec. Pwr.	AEP	65.00%	54.00%	54.00%	42.33%	9.00%	10.50%	10.00%	9.83%	4.16%	488.00	500.00	0.49%	50.00	35.00	42.50	29.80	1.43	0.69%	29.88%	0.21%	4.37%
Avista Corp.	AVA	63.00%	62.00%	61.00%	38.00%	8.00%	8.50%	9.00%	8.50%	3.23%	57.50	59.00	0.52%	30.00	25.00	27.50	20.35	1.35	0.70%	26.00%	0.18%	3.41%
Black Hills Corp	BKH	71.00%	69.00%	64.00%	32.00%	7.00%	7.50%	8.00%	7.50%	2.40%	39.50	40.25	0.38%	40.00	30.00	35.00	28.90	1.21	0.46%	17.43%	0.08%	2.48%
Cleco Corporation	CNL	40.00%	46.00%	54.00%	53.33%	11.00%	10.50%	10.50%	10.67%	5.69%	62.00	65.00	0.95%	35.00	25.00	30.00	22.90	1.31	1.24%	23.67%	0.29%	5.98%
Con. Edison	ED	70.00%	69.00%	64.00%	32.33%	9.00%	9.50%	9.50%	9.33%	3.02%	284.00	287.00	0.21%	55.00	45.00	50.00	37.70	1.33	0.28%	24.60%	0.07%	3.09%
DPL Inc.	DPL	49.00%	48.00%	49.00%	51.33%	24.50%	25.00%	25.50%	25.00%	12.83%	121.00	125.00	0.65%	45.00	30.00	37.50	10.75	3.49	2.28%	71.33%	1.62%	14.46%
DTE Energy Co.	DTE	57.00%	59.00%	62.00%	40.67%	9.50%	9.50%	9.50%	9.50%	3.86%	172.00	178.00	0.69%	70.00	45.00	57.50	41.40	1.39	0.96%	28.00%	0.27%	4.13%
Duke Energy	DUK	76.00%	73.00%	71.00%	26.67%	8.00%	8.00%	8.00%	8.00%	2.13%	1,335.00	1,335.00	0.00%	25.00	17.00	21.00	16.85	1.25	0.00%	19.76%	0.00%	2.13%
Edison Internat.	EIX	38.00%	39.00%	40.00%	61.00%	10.00%	9.50%	9.00%	9.50%	5.80%	325.81	325.81	0.00%	50.00	35.00	42.50	34.00	1.25	0.00%	20.00%	0.00%	5.80%
Empire District	EDE	106.00%	89.00%	77.00%	9.33%	7.50%	9.00%	10.50%	9.00%	0.84%	41.75	42.50	0.36%	30.00	20.00	25.00	16.00	1.56	0.56%	36.00%	0.20%	1.04%
Entergy Corp.	ETR	47.00%	48.00%	50.00%	51.67%	14.50%	14.00%	13.50%	14.00%	7.23%	180.00	170.00	-1.14%	125.00	95.00	110.00	50.80	2.17	-2.46%	53.82%	-1.32%	5.91%
NextEra FPL Group, Inc.	NEE	42.00%	48.00%	47.00%	54.33%	14.00%	12.00%	11.50%	12.50%	6.79%	427.00	438.00	0.51%	80.00	60.00	70.00	36.70	1.91	0.97%	47.57%	0.46%	7.25%
Hawaiian Electric	HE	87.00%	77.00%	64.00%	24.00%	9.00%	9.50%	11.00%	9.83%	2.36%	96.50	99.00	0.51%	30.00	19.00	24.50	16.35	1.50	0.77%	33.27%	0.26%	2.62%
IDACORP	IDA	44.00%	41.00%	46.00%	56.33%	9.00%	9.00%	8.50%	8.83%	4.98%	49.00	52.00	1.20%	50.00	30.00	40.00	32.15	1.24	1.49%	19.63%	0.29%	5.27%
N.W. Nat'l Gas	NWN	61.00%	61.00%	54.00%	41.33%	10.50%	10.50%	12.00%	11.00%	4.55%	26.75	27.70	0.70%	65.00	55.00	60.00	26.80	2.24	1.57%	55.33%	0.87%	5.41%
NICOR, Inc.	GAS	68.00%	65.00%	63.00%	34.67%	11.50%	11.50%	11.00%	11.33%	3.93%	45.50	45.50	0.00%	60.00	40.00	50.00	24.60	2.03	0.00%	50.80%	0.00%	3.93%
Northeast Utilities	NU	51.00%	51.00%	51.00%	49.00%	9.00%	9.50%	9.50%	9.33%	4.57%	177.00	188.00	1.21%	45.00	30.00	37.50	22.30	1.68	2.04%	40.53%	0.83%	5.40%
NSTAR	NST	65.00%	64.00%	65.00%	35.33%	13.50%	14.00%	14.00%	13.83%	4.89%	101.00	101.00	0.00%	50.00	40.00	45.00	19.55	2.30	0.00%	56.56%	0.00%	4.89%
PG&E Corp.	PCG	54.00%	53.00%	52.00%	47.00%	11.00%	11.50%	12.00%	11.50%	5.41%	390.00	400.00	0.51%	60.00	45.00	52.50	31.90	1.65	0.84%	39.24%	0.33%	5.73%
Piedmont Nat'l	PNY	73.00%	67.00%	67.00%	31.00%	12.00%	13.00%	13.00%	12.67%	3.93%	71.50	69.00	-0.71%	40.00	30.00	35.00	13.35	2.62	-1.86%	61.86%	-1.15%	2.78%
Pinnacle West	PNW	75.00%	66.00%	68.00%	30.33%	8.50%	9.00%	9.00%	8.83%	2.68%	109.00	122.00	2.28%	50.00	35.00	42.50	34.65	1.23	2.80%	18.47%	0.52%	3.20%
Portland General	POR	78.00%	71.00%	62.00%	29.67%	6.50%	7.00%	8.50%	7.33%	2.18%	90.00	90.00	0.00%	30.00	20.00	25.00	21.25	1.18	0.00%	15.00%	0.00%	2.18%
Progress Energy	PGN	83.00%	80.00%	73.00%	21.33%	9.50%	9.50%	10.00%	9.67%	2.06%	296.00	300.00	0.27%	50.00	35.00	42.50	36.15	1.18	0.32%	14.94%	0.05%	2.11%
SCANA Corp.	SCG	65.00%	65.00%	58.00%	37.33%	10.00%	9.50%	10.00%	9.83%	3.67%	137.00	147.00	1.42%	50.00	40.00	45.00	30.55	1.47	2.09%	32.11%	0.67%	4.34%
Sempra Energy	SRE	42.00%	35.00%	39.00%	61.33%	9.50%	11.50%	10.50%	10.50%	6.44%	234.00	234.00	0.00%	70.00	55.00	62.50	40.40	1.55	0.00%	35.36%	0.00%	6.44%
Southern Co.	SO	70.00%	74.00%	67.00%	29.67%	13.00%	12.50%	13.00%	12.83%	3.81%	850.00	890.00	0.92%	45.00	40.00	42.50	20.00	2.13	1.96%	52.94%	1.04%	4.85%
Southwest Gas	SWX	44.00%	45.00%	43.00%	56.00%	9.00%	9.00%	9.00%	9.00%	5.04%	47.00	50.00	1.25%	50.00	35.00	42.50	27.65	1.54	1.91%	34.94%	0.67%	5.71%
Teco Energy, Inc.	TE	68.00%	63.00%	59.00%	36.67%	12.00%	12.50%	13.00%	12.50%	4.58%	216.00	219.00	0.28%	25.00	16.00	20.50	10.60	1.93	0.53%	48.29%	0.26%	4.84%
UIL Holdings Co.	UIL	86.00%	85.00%	75.00%	18.00%	10.00%	10.00%	10.50%	10.17%	1.83%	30.40	31.00	0.39%	35.00	25.00	30.00	20.45	1.47	0.57%	31.83%	0.18%	2.01%
Vectren Corp.	VVC	80.00%	74.00%	66.00%	26.67%	9.50%	9.50%	10.50%	9.83%	2.62%	82.00	84.00	0.48%	40.00	30.00	35.00	19.50	1.79	0.87%	44.29%	0.38%	3.01%
Westar Energy	WR	71.00%	70.00%	62.00%	32.33%	8.50%	8.00%	8.50%	8.33%	2.69%	112.00	115.00	0.53%	30.00	25.00	27.50	22.30	1.23	0.65%	18.91%	0.12%	2.82%
Wisconsin Energy	WEC	43.00%	43.00%	45.00%	56.33%	11.50%	12.00%	13.00%	12.17%	6.85%	116.90	116.90	0.00%	80.00	60.00	70.00	34.60	2.02	0.00%	50.57%	0.00%	6.85%
Xcel Energy Inc.	XEL	62.00%	62.00%	58.00%	39.33%	9.50%	9.50%	10.00%	9.67%	3.80%	484.00	493.00	0.37%	30.00	20.00	25.00	17.50	1.43	0.53%	30.00%	0.16%	3.96%

Notes:
[a] Source: Value Line 2010 (Dividends x Shares / Profits)
[b] Source: Value Line 2011 (Dividends x Shares / Profits)
[c] Source: Value Line 2013-2015 (Dividends x Shares / Profits)
[d] Equals 1 - Mean (Cols. [a], [b] & [c])
[e] Source: Value Line
[f] Source: Value Line
[g] Source: Value Line
[h] Mean (Cols. [e], [f] & [g])
[i] Equals Col. [d] x Col. [h]
[j] Source: Value Line
[k] Source: Value Line
[l] Equals ((Col. [k] / Col. [j]) ^ 0.2) - 1
[m] Source: Value Line
[n] Source: Value Line
[o] Equals Mean (Cols. [m] & [n])
[p] Source: Value Line
[q] Equals Col. [o] / Col. [p]
[r] Equals Col. [l] x Col. [q]
[s] Equals 1 - (1 / Col. [q])
[t] Equals Col. [r] x Col. [s]
[u] Equals Col. [i] + Col. [t]

Unitil Energy Systems
Low Near-Term Growth
Two-Stage Growth DCF Model
(30-day pricing period)

	(24)	(25)	(26)	(27)	(28)	(29)	(30)	(31)	(32)	(33)	(34)
			Annual	1-Mo	CASH FLOWS						ROE=Internal
Company	2011 Div	2014 Div	Change to 2013/14	Recent Price	Year 1 Div	Year 2 Div	Year 3 Div	Year 4 Div	Year 5 Div	Year 5-150 Div Growth	Rate of Return *(Yrs 0-150)*
1 ALLETE	1.76	1.85	0.03	-36.02	1.76	1.79	1.82	1.85	1.89	2.27%	7.1%
2 Alliant Energy Co.	1.65	1.92	0.09	-36.04	1.65	1.74	1.83	1.92	2.02	5.04%	9.6%
3 American Elec. Pwr.	1.70	1.90	0.07	-36.25	1.70	1.77	1.83	1.90	1.98	4.37%	9.0%
4 Avista Corp.	1.08	1.30	0.07	-20.87	1.08	1.15	1.23	1.30	1.34	3.41%	9.0%
5 Black Hills Corp	1.48	1.60	0.04	-30.80	1.48	1.52	1.56	1.60	1.64	2.48%	7.3%
6 Cleco Corporation	1.08	1.45	0.12	-29.21	1.08	1.20	1.33	1.45	1.54	5.98%	10.1%
7 Con. Edison	2.40	2.46	0.02	-48.19	2.40	2.42	2.44	2.46	2.54	3.09%	7.8%
8 DPL Inc.	1.28	1.50	0.07	-25.86	1.28	1.35	1.43	1.50	1.72	14.46%	18.4%
9 DTE Energy Co.	2.30	2.70	0.13	-46.92	2.30	2.43	2.57	2.70	2.81	4.13%	9.2%
10 Duke Energy	0.99	1.05	0.02	-17.64	0.99	1.01	1.03	1.05	1.07	2.13%	7.7%
11 Edison Internat.	1.34	1.50	0.05	-34.39	1.34	1.39	1.45	1.50	1.59	5.80%	9.5%
12 Empire District	1.28	1.35	0.02	-19.88	1.28	1.30	1.33	1.35	1.36	1.04%	7.6%
13 Entergy Corp.	3.53	4.15	0.21	-78.34	3.53	3.74	3.94	4.15	4.40	5.91%	10.4%
14 NextEra Energy	2.10	2.40	0.10	-54.68	2.10	2.20	2.30	2.40	2.57	7.25%	10.8%
15 Hawaiian Electric	1.24	1.30	0.02	-23.40	1.24	1.26	1.28	1.30	1.33	2.62%	7.8%
16 IDACORP	1.20	1.40	0.07	-35.38	1.20	1.27	1.33	1.40	1.47	5.27%	8.6%
17 N.W. Nat'l Gas	1.72	1.90	0.06	-46.63	1.72	1.78	1.84	1.90	2.00	5.41%	8.9%
18 NICOR, Inc.	1.86	1.86	0.00	-44.50	1.86	1.86	1.86	1.86	1.93	3.93%	7.7%
19 Northeast Utilities	1.10	1.30	0.07	-29.59	1.10	1.17	1.23	1.30	1.37	5.40%	9.1%
20 NSTAR	1.73	2.05	0.11	-38.92	1.73	1.84	1.94	2.05	2.15	4.89%	9.4%
21 PG&E Corp.	1.96	2.40	0.15	-45.76	1.96	2.11	2.25	2.40	2.54	5.73%	10.1%
22 Piedmont Nat'l	1.15	1.27	0.04	-28.35	1.15	1.19	1.23	1.27	1.31	2.78%	6.9%
23 Pinnacle West	2.10	2.30	0.07	-40.90	2.10	2.17	2.23	2.30	2.37	3.20%	8.3%
24 Portland General	1.07	1.20	0.04	-20.13	1.07	1.11	1.16	1.20	1.23	2.18%	7.7%
25 Progress Energy	2.52	2.58	0.02	-41.60	2.52	2.54	2.56	2.58	2.63	2.11%	8.0%
26 SCANA Corp.	1.92	2.00	0.03	-40.06	1.92	1.95	1.97	2.00	2.09	4.34%	8.8%
27 Sempra Energy	1.68	2.05	0.12	-52.58	1.68	1.80	1.93	2.05	2.18	6.44%	9.6%
28 Southern Co.	1.88	2.10	0.07	-37.14	1.88	1.95	2.03	2.10	2.20	4.85%	9.8%
29 Southwest Gas	1.05	1.20	0.05	-32.87	1.05	1.10	1.15	1.20	1.27	5.71%	8.8%
30 Teco Energy, Inc.	0.84	0.95	0.04	-17.22	0.84	0.88	0.91	0.95	1.00	4.84%	9.6%
31 UIL Holdings Co.	1.73	1.73	0.00	-27.05	1.73	1.73	1.73	1.73	1.76	2.01%	8.1%
32 Vectren Corp.	1.39	1.50	0.04	-25.28	1.39	1.43	1.46	1.50	1.55	3.01%	8.4%
33 Westar Energy	1.28	1.40	0.04	-24.10	1.28	1.32	1.36	1.40	1.44	2.82%	8.2%
34 Wisconsin Energy	1.80	2.40	0.20	-57.27	1.80	2.00	2.20	2.40	2.56	6.85%	10.2%
35 Xcel Energy Inc.	1.03	1.15	0.04	-22.83	1.03	1.07	1.11	1.15	1.20	3.96%	8.4%
GROUP AVERAGE											9.0%
GROUP MEDIAN											8.8%

Source: Value Line Investment Survey, Electric Utility (East), Aug 27, 2010; (Central), Sept 24, 2010;
(West), Aug 6, 2010; Natural Gas Utility, Sept 10, 2010.

NOTE: See Page 4 for further explanation of each column.

Unitil Energy Systems
Low Near-Term Growth
Two-Stage Growth DCF Model
(90-day pricing period)

	(24)	(25)	(26)	(27)	(28)	(29)	(30)	(31)	(32)	(33)	(34)
			Annual	3-Mo	CASH FLOWS						ROE=Internal
Company	2011 Div	2014 Div	Change to 2013/14	Recent Price	Year 1 Div	Year 2 Div	Year 3 Div	Year 4 Div	Year 5 Div	Year 5-150 Div Growth	Rate of Return *(Yrs 0-150)*
1 ALLETE	1.76	1.85	0.03	-35.88	1.76	1.79	1.82	1.85	1.89	2.27%	7.1%
2 Alliant Energy Co.	1.65	1.92	0.09	-34.87	1.65	1.74	1.83	1.92	2.02	5.04%	9.8%
3 American Elec. Pwr.	1.70	1.90	0.07	-35.36	1.70	1.77	1.83	1.90	1.98	4.37%	9.1%
4 Avista Corp.	1.08	1.30	0.07	-20.74	1.08	1.15	1.23	1.30	1.34	3.41%	9.0%
5 Black Hills Corp	1.48	1.60	0.04	-30.86	1.48	1.52	1.56	1.60	1.64	2.48%	7.3%
6 Cleco Corporation	1.08	1.45	0.12	-28.54	1.08	1.20	1.33	1.45	1.54	5.98%	10.2%
7 Con. Edison	2.40	2.46	0.02	-46.80	2.40	2.42	2.44	2.46	2.54	3.09%	7.9%
8 DPL Inc.	1.28	1.50	0.07	-25.52	1.28	1.35	1.43	1.50	1.72	14.46%	18.4%
9 DTE Energy Co.	2.30	2.70	0.13	-46.81	2.30	2.43	2.57	2.70	2.81	4.13%	9.2%
10 Duke Energy	0.99	1.05	0.02	-17.19	0.99	1.01	1.03	1.05	1.07	2.13%	7.9%
11 Edison Internat.	1.34	1.50	0.05	-33.47	1.34	1.39	1.45	1.50	1.59	5.80%	9.6%
12 Empire District	1.28	1.35	0.02	-19.70	1.28	1.30	1.33	1.35	1.36	1.04%	7.7%
13 Entergy Corp.	3.53	4.15	0.21	-77.29	3.53	3.74	3.94	4.15	4.40	5.91%	10.4%
14 NextEra Energy	2.10	2.40	0.10	-53.06	2.10	2.20	2.30	2.40	2.57	7.25%	10.9%
15 Hawaiian Electric	1.24	1.30	0.02	-23.65	1.24	1.26	1.28	1.30	1.33	2.62%	7.7%
16 IDACORP	1.20	1.40	0.07	-35.29	1.20	1.27	1.33	1.40	1.47	5.27%	8.6%
17 N.W. Nat'l Gas	1.72	1.90	0.06	-46.23	1.72	1.78	1.84	1.90	2.00	5.41%	8.9%
18 NICOR, Inc.	1.86	1.86	0.00	-43.48	1.86	1.86	1.86	1.86	1.93	3.93%	7.8%
19 Northeast Utilities	1.10	1.30	0.07	-28.46	1.10	1.17	1.23	1.30	1.37	5.40%	9.3%
20 NSTAR	1.73	2.05	0.11	-37.78	1.73	1.84	1.94	2.05	2.15	4.89%	9.6%
21 PG&E Corp.	1.96	2.40	0.15	-44.96	1.96	2.11	2.25	2.40	2.54	5.73%	10.2%
22 Piedmont Nat'l	1.15	1.27	0.04	-27.27	1.15	1.19	1.23	1.27	1.31	2.78%	7.1%
23 Pinnacle West	2.10	2.30	0.07	-39.43	2.10	2.17	2.23	2.30	2.37	3.20%	8.5%
24 Portland General	1.07	1.20	0.04	-19.63	1.07	1.11	1.16	1.20	1.23	2.18%	7.9%
25 Progress Energy	2.52	2.58	0.02	-41.68	2.52	2.54	2.56	2.58	2.63	2.11%	7.9%
26 SCANA Corp.	1.92	2.00	0.03	-38.91	1.92	1.95	1.97	2.00	2.09	4.34%	8.9%
27 Sempra Energy	1.68	2.05	0.12	-50.88	1.68	1.80	1.93	2.05	2.18	6.44%	9.7%
28 Southern Co.	1.88	2.10	0.07	-36.04	1.88	1.95	2.03	2.10	2.20	4.85%	9.9%
29 Southwest Gas	1.05	1.20	0.05	-32.02	1.05	1.10	1.15	1.20	1.27	5.71%	8.8%
30 Teco Energy, Inc.	0.84	0.95	0.04	-16.64	0.84	0.88	0.91	0.95	1.00	4.84%	9.8%
31 UIL Holdings Co.	1.73	1.73	0.00	-26.76	1.73	1.73	1.73	1.73	1.76	2.01%	8.1%
32 Vectren Corp.	1.39	1.50	0.04	-24.87	1.39	1.43	1.46	1.50	1.55	3.01%	8.5%
33 Westar Energy	1.28	1.40	0.04	-23.64	1.28	1.32	1.36	1.40	1.44	2.82%	8.3%
34 Wisconsin Energy	1.80	2.40	0.20	-55.18	1.80	2.00	2.20	2.40	2.56	6.85%	10.4%
35 Xcel Energy Inc.	1.03	1.15	0.04	-22.20	1.03	1.07	1.11	1.15	1.20	3.96%	8.6%
GROUP AVERAGE											9.1%
GROUP MEDIAN											8.9%

Source: Value Line Investment Survey, Electric Utility (East), Aug 27, 2010; (Central), Sept 24, 2010; (West), Aug 6, 2010; Natural Gas Utility, Sept 10, 2010.

NOTE: See Page 4 for further explanation of each column.

Unitil Energy Systems
Low Near-Term Growth
Two-Stage Growth DCF Model
(180-day pricing period)

	(24)	(25)	(26)	(27)	(28)	(29)	(30)	(31)	(32)	(33)	(34)
			Annual	6-Mo	CASH FLOWS						ROE=Internal
Company	2011 Div	2014 Div	Change to 2013/14	Recent Price	Year 1 Div	Year 2 Div	Year 3 Div	Year 4 Div	Year 5 Div	Year 5-150 Div Growth	Rate of Return *(Yrs 0-150)*
1 ALLETE	1.76	1.85	0.03	-35.53	1.76	1.79	1.82	1.85	1.89	2.27%	7.1%
2 Alliant Energy Co.	1.65	1.92	0.09	-33.96	1.65	1.74	1.83	1.92	2.02	5.04%	9.9%
3 American Elec. Pwr.	1.70	1.90	0.07	-34.06	1.70	1.77	1.83	1.90	1.98	4.37%	9.3%
4 Avista Corp.	1.08	1.30	0.07	-20.60	1.08	1.15	1.23	1.30	1.34	3.41%	9.1%
5 Black Hills Corp	1.48	1.60	0.04	-30.72	1.48	1.52	1.56	1.60	1.64	2.48%	7.3%
6 Cleco Corporation	1.08	1.45	0.12	-27.58	1.08	1.20	1.33	1.45	1.54	5.98%	10.4%
7 Con. Edison	2.40	2.46	0.02	-45.42	2.40	2.42	2.44	2.46	2.54	3.09%	8.1%
8 DPL Inc.	1.28	1.50	0.07	-25.87	1.28	1.35	1.43	1.50	1.72	14.46%	18.4%
9 DTE Energy Co.	2.30	2.70	0.13	-46.60	2.30	2.43	2.57	2.70	2.81	4.13%	9.2%
10 Duke Energy	0.99	1.05	0.02	-16.74	0.99	1.01	1.03	1.05	1.07	2.13%	8.0%
11 Edison Internat.	1.34	1.50	0.05	-33.34	1.34	1.39	1.45	1.50	1.59	5.80%	9.6%
12 Empire District	1.28	1.35	0.02	-19.22	1.28	1.30	1.33	1.35	1.36	1.04%	7.8%
13 Entergy Corp.	3.53	4.15	0.21	-77.60	3.53	3.74	3.94	4.15	4.40	5.91%	10.4%
14 NextEra Energy	2.10	2.40	0.10	-51.80	2.10	2.20	2.30	2.40	2.57	7.25%	11.0%
15 Hawaiian Electric	1.24	1.30	0.02	-23.20	1.24	1.26	1.28	1.30	1.33	2.62%	7.8%
16 IDACORP	1.20	1.40	0.07	-34.85	1.20	1.27	1.33	1.40	1.47	5.27%	8.7%
17 N.W. Nat'l Gas	1.72	1.90	0.06	-46.02	1.72	1.78	1.84	1.90	2.00	5.41%	8.9%
18 NICOR, Inc.	1.86	1.86	0.00	-42.69	1.86	1.86	1.86	1.86	1.93	3.93%	7.8%
19 Northeast Utilities	1.10	1.30	0.07	-27.59	1.10	1.17	1.23	1.30	1.37	5.40%	9.4%
20 NSTAR	1.73	2.05	0.11	-36.74	1.73	1.84	1.94	2.05	2.15	4.89%	9.7%
21 PG&E Corp.	1.96	2.40	0.15	-43.31	1.96	2.11	2.25	2.40	2.54	5.73%	10.4%
22 Piedmont Nat'l	1.15	1.27	0.04	-26.97	1.15	1.19	1.23	1.27	1.31	2.78%	7.1%
23 Pinnacle West	2.10	2.30	0.07	-37.98	2.10	2.17	2.23	2.30	2.37	3.20%	8.7%
24 Portland General	1.07	1.20	0.04	-19.50	1.07	1.11	1.16	1.20	1.23	2.18%	7.9%
25 Progress Energy	2.52	2.58	0.02	-40.43	2.52	2.54	2.56	2.58	2.63	2.11%	8.1%
26 SCANA Corp.	1.92	2.00	0.03	-38.23	1.92	1.95	1.97	2.00	2.09	4.34%	9.0%
27 Sempra Energy	1.68	2.05	0.12	-49.49	1.68	1.80	1.93	2.05	2.18	6.44%	9.8%
28 Southern Co.	1.88	2.10	0.07	-34.87	1.88	1.95	2.03	2.10	2.20	4.85%	10.1%
29 Southwest Gas	1.05	1.20	0.05	-31.33	1.05	1.10	1.15	1.20	1.27	5.71%	8.9%
30 Teco Energy, Inc.	0.84	0.95	0.04	-16.34	0.84	0.88	0.91	0.95	1.00	4.84%	9.9%
31 UIL Holdings Co.	1.73	1.73	0.00	-26.88	1.73	1.73	1.73	1.73	1.76	2.01%	8.1%
32 Vectren Corp.	1.39	1.50	0.04	-24.40	1.39	1.43	1.46	1.50	1.55	3.01%	8.6%
33 Westar Energy	1.28	1.40	0.04	-23.10	1.28	1.32	1.36	1.40	1.44	2.82%	8.4%
34 Wisconsin Energy	1.80	2.40	0.20	-52.84	1.80	2.00	2.20	2.40	2.56	6.85%	10.5%
35 Xcel Energy Inc.	1.03	1.15	0.04	-21.67	1.03	1.07	1.11	1.15	1.20	3.96%	8.7%
GROUP AVERAGE											9.2%
GROUP MEDIAN											8.9%

Source: Value Line Investment Survey, Electric Utility (East), Aug 27, 2010; (Central), Sept 24, 2010; (West), Aug 6, 2010; Natural Gas Utility, Sept 10, 2010.

NOTE: See Page 4 for further explanation of each column.

Unitil Energy Systems
Discounted Cash Flow Analysis
Column Descriptions

Column 24: Estimated 2011 Div per Share (East, Cental, West)

Column 25: Estimated 2013-15 Div per Share (East, Cental, Gas, West)

Column 26: (Column 15 Minus Column 14) Divided by Three

Column 27: One, Three, Six-month Average Price per Share (Sep 10) (Jul 10-Sep 10) & (Apr 10-Sep 10)

Column 28: See Column 24

Column 29: Column 28 Plus Column 26

Column 30: Column 29 Plus Column 26

Column 31: Column 30 Plus Column 26

Column 32: Column 21 Increased by the Growth Rate Shown in Column 33

Column 33: BR + SV Growth as calculated from Value Line (East, Cental, Gas,West). See Exhibit JW-4, page 5 of 5.

Column 34: The Internal Rate of Return of the Cash Flows in Columns 27-32 along with the Dividends for the Years 6-150 Implied by the Growth Rates shown in Column 33

Capital Asset Pricing Model

Comparable Utility Group
(Using Risk-Free Interest Rate)

Cost of Equity Capital: $k = R_f + \beta (R_m - R_f)$

Risk-free Yield (R_f)	1% to 5%
Beta Coefficient (β)	0.697
Equity Risk Premium ($R_m - R_f$)	3% to 7%
Estimated Cost of Equity Capital Range (k)	3.09% - 9.88%
Mid Point of Range	6.49%

Capital Asset Pricing Model

<u>Comparable Utility Group</u>
(Using Ten Year Treasury Rate)

Cost of Equity Capital: $k = R_f + \beta\ (R_m - R_f)$

Risk-free Yield (R_f)	2.65% to 5.11%
Beta Coefficient (β)	0.697
Equity Risk Premium ($R_m - R_f$)	3% to 7%
Estimated Cost of Equity Capital Range (k)	4.74% - 9.99%
Mid Point of Range	7.37%

Unitil Energy Systems

Comparative Risk Indicators

Comparable Utility Group

	Company	(1) Beta	(2) Safety	(3) Price Stability	(4) Earnings Predictability	(5) Financial Strength
ALE	ALLETE	0.70	2	95	70	A
LNT	Alliant Energy Co.	0.70	2	95	80	A
AEP	American Elec. Pwr.	0.70	3	100	95	B++
AVA	Avista Corp.	0.70	2	95	60	B++
BKH	Black Hills Corp	0.80	3	95	40	B+
CNL	Cleco Corporation	0.65	3	100	75	B+
ED	Con. Edison	0.65	1	100	85	A+
DPL	DPL Inc.	0.60	3	100	70	B++
DTE	DTE Energy Co.	0.75	3	100	65	B+
DUK	Duke Energy	0.65	2	100	NNF	A
EIX	Edison Internat.	0.80	3	95	50	B++
EDE	Empire District	0.70	3	100	75	B+
ETR	Entergy Corp.	0.70	2	100	90	A
NEE	NextEra FPL Group, Inc.	0.75	2	95	90	A
HE	Hawaiian Electric	0.70	3	95	70	B+
IDA	IDACORP	0.70	3	100	70	B+
NWN	N.W. Nat'l Gas	0.60	1	100	95	A
GAS	NICOR, Inc.	0.75	3	100	85	A
NU	Northeast Utilities	0.70	3	100	55	B+
NST	NSTAR	0.65	1	100	100	A
PCG	PG&E Corp.	0.55	2	100	20	B++
PNY	Piedmont Nat'l	0.65	2	100	95	B++
PNW	Pinnacle West	0.75	3	100	65	B+
POR	Portland General	0.75	3	95	40	B+
PGN	Progress Energy	0.60	2	100	85	B++
SCG	SCANA Corp.	0.70	2	100	100	A
SRE	Sempra Energy	0.85	2	95	95	A
SO	Southern Co.	0.55	1	100	100	A
SWX	Southwest Gas	0.75	3	100	70	B
TE	Teco Energy, Inc.	0.85	3	90	45	B
UIL	UIL Holdings Co.	0.70	2	90	85	B++
VVC	Vectren Corp.	0.70	2	100	90	A
WR	Westar Energy	0.75	2	100	80	B++
WEC	Wisconsin Energy	0.65	2	100	90	B++
XEL	Xcel Energy Inc.	0.65	2	100	70	B++
	Average	**0.697**	**2.31**	**98.14**	**75.00**	**B++**

Source: Value Line Investment Survey, Electric Utility (East), Aug 27, 2010; (Central), Sept 24, 2010; (West), Aug 6, 2010; Natural Gas Utility, Sept 10, 2010.

Summary

Cost of Common Equity Return Indicators

DCF Evidence (Constant Growth)	
Earnings Growth	10.0 - 10.2 %
Dividend Growth	8.0 - 9.0 %
Book Value Growth	8.8 - 9.0 %
Two-Stage DCF	8.8 - 9.2 %
Fundamental DCF	8.8 - 9.2 %
CAPM Evidence	3.09 - 9.99 %
Average of Above Measures	7.9 - 9.4 %
Indicated Range of Reasonableness	8 % to 10 %