

**ENERGYNORTH NATURAL GAS, INC.**

Calculation of the Projected Over or Under Collection of the  
2012 - 2013 Winter Cost of Gas Filing  
DG 12-265

**December 1, 2012**

|                                                                       |                      |                    |                        |            |               |
|-----------------------------------------------------------------------|----------------------|--------------------|------------------------|------------|---------------|
| Under/(Over) Collection as of 11/01/12                                |                      |                    |                        |            | \$ 3,876,230  |
| Forecasted firm Residential therm sales 12/01/12 - 04/30/13           |                      |                    |                        | 39,624,342 |               |
| Residential Cost of Gas Rate per therm                                |                      |                    | \$                     | (0.6719)   |               |
| Forecasted firm C&I High Winter Use therm sales 12/01/12 - 04/30/13   |                      |                    |                        | 24,630,144 |               |
| C&I- High Winter Use Cost of Gas Rate per therm                       |                      |                    | \$                     | (0.6736)   |               |
| Forecasted firm C&I Low Winter therm sales 12/01/12 - 04/30/13        |                      |                    |                        | 3,513,839  |               |
| C&I- Low Winter Use Cost of Gas Rate per therm                        |                      |                    | \$                     | (0.6671)   |               |
| Forecasted firm Residential therm sales 11/12                         |                      |                    |                        | 1,005,293  |               |
| Residential Cost of Gas Rate per therm                                |                      |                    | \$                     | (0.6719)   |               |
| Forecasted firm C&I High Winter Use therm sales 11/12                 |                      |                    |                        | 565,963    |               |
| C&I- High Winter Use Cost of Gas Rate per therm                       |                      |                    | \$                     | (0.6736)   |               |
| Forecasted firm C&I Low Winter Use therm sales 11/12                  |                      |                    |                        | 136,304    |               |
| C&I- Low Winter Use Cost of Gas Rate per therm                        |                      |                    | \$                     | (0.6671)   |               |
| Forecast recovered costs at current rate 11/01/12 - 4/30/13           |                      |                    |                        |            | (46,706,160)  |
| <u>Fixed Price Option</u>                                             | <u>FPO w Premium</u> | <u>FPO Premium</u> | <u>FPO w/o Premium</u> |            |               |
| 13% of Residential Sales                                              | 6,328,717            | 6,328,717          | 6,328,717              |            |               |
| FPO Residential Cost of Gas Rate per therm                            | \$ (0.6919)          | \$ (0.0200)        | \$ (0.6719)            |            |               |
| 9% of C&I High Winter Use Sales                                       | 1,758,658            | 1,758,658          | 1,758,658              |            |               |
| FPO C&I- High Winter Use Cost of Gas Rate per therm                   | \$ (0.6936)          | \$ (0.0200)        | \$ (0.6736)            |            |               |
| 9% of C&I Low Winter Use Sales                                        | 192,358              | 192,358            | 192,358                |            |               |
| FPO C&I- Low Winter Use Cost of Gas Rate per therm                    | \$ (0.6871)          | \$ (0.0200)        | \$ (0.6671)            |            |               |
| Forecast recovered costs at FPO Rate                                  | (5,730,805)          | (165,595)          | (5,565,211)            |            | (5,565,211)   |
| Unbilled COG Revenues- 11/01/12 - 4/30/13                             |                      |                    |                        |            | -             |
| Total Forecast recovered Costs                                        |                      |                    |                        |            |               |
| Revised projected gas costs 11/01/12 - 4/30/13                        |                      |                    |                        |            | \$ 48,866,914 |
| Estimated interest charged (credited) to customers 11/01/12 - 4/30/13 |                      |                    |                        |            | 28,227        |
| Projected under / (over) collection as of 04/30/13 (A)                |                      |                    |                        |            | \$ 500,000    |

|                                                           |               |
|-----------------------------------------------------------|---------------|
| Actual Gas Costs through 11/01/12                         | \$ -          |
| Revised projected gas costs 11/01/12 - 4/30/13            | 48,895,141    |
| Estimated total adjusted gas costs 11/01/12 - 4/30/13 (B) | \$ 48,895,141 |

Under/ (over) collection as percent of total gas costs (A/B) 1.02%

|                                                                      |            |
|----------------------------------------------------------------------|------------|
| Projected under / (over) collections as of 4/30/13(A)                | \$ 500,000 |
| Forecasted Non FPO firm therm sales 12/01/12 - 4/30/13 (C)           | 62,725,942 |
| Change in rate used to reduce forecast under/(over) collection (A/C) | \$ 0.0080  |
| Current Cost of Gas Rate                                             | \$ 0.6719  |
| Revised Cost of Gas Rate                                             | \$ 0.6799  |

Revised as follows:

The revised projected gas costs include the December 2012 - April 2013 NYMEX strip as of November 19, 2012.

Compliance rates per New Hampshire Public Utilities Commission Order Number 25,435 dated October 30, 2012 in Docket DG 12-265: The Company may adjust the approved cost of gas rate of \$0.6719 per therm upwards by no more than plus 25% or \$0.1680 per therm. The adjusted cost of gas rate shall not be more than \$0.8399 per therm (pursuant to NHPUC NO. 7 Gas section 16(N)).

**ENERGYNORTH NATURAL GAS, INC.**  
Projected Over or Under Collection

| <b>Without Rate Adjustment</b>             | Oct-12       | Nov-12<br>(estimate) | Dec-12<br>(estimate) | Jan-13<br>(estimate) | Feb-13<br>(estimate) | Mar-13<br>(estimate) | Apr-13<br>(estimate) | May-13<br>(estimate) | Total Peak      |
|--------------------------------------------|--------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|-----------------|
| <b>Total Demand</b>                        |              | \$ 1,225,995         | \$ 1,308,502         | \$ 1,390,981         | \$ 1,308,419         | \$ 1,226,023         | \$ 1,182,267         |                      | \$ 7,642,187    |
| <b>Total Commodity</b>                     |              | \$ 4,090,809         | \$ 7,089,731         | \$ 9,370,349         | \$ 7,933,232         | \$ 6,046,487         | \$ 3,296,221         |                      | \$ 37,826,829   |
| <b>Hedge Savings</b>                       |              | \$ 221,450           | \$ 241,713           | \$ 217,500           | \$ 219,375           | \$ 297,844           | \$ 118,503           |                      | \$ 1,316,386    |
| <b>Total Gas Costs</b>                     |              | \$ 5,538,254         | \$ 8,639,946         | \$ 10,978,830        | \$ 9,461,026         | \$ 7,570,354         | \$ 4,596,992         |                      | \$ 46,785,402   |
| <b>Adjustments and Indirect Costs</b>      |              |                      |                      |                      |                      |                      |                      |                      |                 |
| Refunds & Adjustments                      |              | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  |                      | \$0             |
| It Margin                                  |              | -                    | -                    | -                    | -                    | -                    | -                    |                      | -               |
| Inventory Financing                        |              | 13,952               | 13,264               | 11,235               | 8,721                | 6,176                | 5,511                |                      | 58,859          |
| Transportation Revenue                     |              | (947)                | (1,279)              | (1,616)              | (1,714)              | (1,503)              | (1,165)              |                      | (8,224)         |
| Broker Revenue                             |              | (59,962)             | (52,719)             | (37,893)             | (51,607)             | (10,518)             | (38,091)             |                      | (250,790)       |
| Off System and Capacity Release            |              | (163,376)            | (163,855)            | (163,638)            | (167,005)            | (167,181)            | (195,860)            |                      | (1,020,916)     |
| Fixed Price Option Admin.                  |              | 40,691               | -                    | -                    | -                    | -                    | -                    |                      | 40,691          |
| Bad Debt Costs                             |              | 145,313              | 222,967              | 281,514              | 243,520              | 196,193              | 121,765              |                      | 1,211,272       |
| Working Capital                            |              | 7,038                | 10,980               | 13,953               | 12,024               | 9,621                | 5,842                |                      | 59,459          |
| Misc Overhead                              |              | 1,789                | 1,789                | 1,789                | 1,789                | 1,789                | 1,789                |                      | 10,735          |
| Production & Storage                       |              | 330,071              | 330,071              | 330,071              | 330,071              | 330,071              | 330,071              |                      | 1,980,428       |
| <b>Total Indirect Costs</b>                |              | \$ 314,570           | \$ 361,218           | \$ 435,414           | \$ 375,799           | \$ 364,649           | \$ 229,862           |                      | \$ 2,081,513    |
| Interest                                   |              | \$ 9,481             | \$ 7,497             | \$ 5,520             | \$ 3,857             | \$ 2,050             | \$ (177)             |                      | \$ 28,227       |
| <b>Total Gas Costs plus Indirect Costs</b> |              | \$ 5,862,304         | \$ 9,008,662         | \$ 11,419,764        | \$ 9,840,682         | \$ 7,937,053         | \$ 4,826,676         |                      | \$ 48,895,141   |
| Collections                                |              | \$ (1,372,953)       | \$ (7,613,037)       | \$ (11,271,504)      | \$ (12,057,948)      | \$ (10,423,912)      | \$ (7,002,741)       | \$ (2,694,870)       | \$ (52,436,965) |
| Less FPO Premium                           |              | \$ 6,512             | \$ 24,097            | \$ 35,401            | \$ 37,877            | \$ 32,696            | \$ 21,985            | \$ 7,028             | \$ 165,595      |
| Unbilled                                   |              | \$ (5,133,989)       | \$ (7,424,709)       | \$ (7,860,304)       | \$ (6,032,698)       | \$ (4,568,236)       | \$ (2,843,650)       | \$ -                 | \$ (33,863,584) |
| Reverse Prior Month Unbilled               |              | \$ -                 | \$ 5,133,989         | \$ 7,424,709         | \$ 7,860,304         | \$ 6,032,698         | \$ 4,568,236         | \$ 2,843,650         | \$ 33,863,584   |
| Prior Period                               | \$ 3,876,230 | \$ (638,126)         | \$ (870,998)         | \$ (251,934)         | \$ (351,783)         | \$ (989,701)         | \$ (429,494)         | \$ 155,807           | \$ 500,000      |
|                                            |              | \$ 3,238,104         |                      |                      |                      |                      |                      |                      |                 |
| Total Forecasted Sales Volumes             |              | 2,033,163            | 11,289,618           | 16,713,541           | 17,879,201           | 15,456,597           | 10,384,290           | 3,999,207            | 77,755,617      |
| Total Forecasted Collections               |              | (\$1,372,953)        | (\$7,613,037)        | (\$11,271,504)       | (\$12,057,948)       | (\$10,423,912)       | (\$7,002,741)        | (\$2,694,870)        | (\$52,436,965)  |
| <b>With Rate Adjustment</b>                | Oct-12       | Nov-12<br>(estimate) | Dec-12<br>(estimate) | Jan-13<br>(estimate) | Feb-13<br>(estimate) | Mar-13<br>(estimate) | Apr-13<br>(estimate) | May-13<br>(estimate) | Total Peak      |
| <b>Total Demand</b>                        |              | \$ 1,225,995         | \$ 1,308,502         | \$ 1,390,981         | \$ 1,308,419         | \$ 1,226,023         | \$ 1,182,267         |                      | \$ 7,642,187    |
| <b>Total Commodity</b>                     |              | \$ 4,090,809         | \$ 7,089,731         | \$ 9,370,349         | \$ 7,933,232         | \$ 6,046,487         | \$ 3,296,221         |                      | \$ 37,826,829   |
| <b>Hedge Savings</b>                       |              | \$ 221,450           | \$ 241,713           | \$ 217,500           | \$ 219,375           | \$ 297,844           | \$ 118,503           |                      | \$ 1,316,386    |
| <b>Total Gas Costs</b>                     |              | \$ 5,538,254         | \$ 8,639,946         | \$ 10,978,830        | \$ 9,461,026         | \$ 7,570,354         | \$ 4,596,992         |                      | \$ 46,785,402   |
| <b>Adjustments and Indirect Costs</b>      |              |                      |                      |                      |                      |                      |                      |                      |                 |
| Prior Period Adjustment                    |              | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  |                      | \$0             |
| It Margin                                  |              | -                    | -                    | -                    | -                    | -                    | -                    |                      | -               |
| Inventory Financing                        |              | 13,952               | 13,264               | 11,235               | 8,721                | 6,176                | 5,511                |                      | 58,859          |
| Transportation Revenue                     |              | (947)                | (1,279)              | (1,616)              | (1,714)              | (1,503)              | (1,165)              |                      | (8,224)         |
| Broker Revenue                             |              | (59,962)             | (52,719)             | (37,893)             | (51,607)             | (10,518)             | (38,091)             |                      | (250,790)       |
| Off System and Capacity Release            |              | (163,376)            | (163,855)            | (163,638)            | (167,005)            | (167,181)            | (195,860)            |                      | (1,020,916)     |
| Fixed Price Option Admin.                  |              | 40,691               | -                    | -                    | -                    | -                    | -                    |                      | 40,691          |
| Bad Debt Costs                             |              | 145,313              | 222,967              | 281,514              | 243,520              | 196,193              | 121,765              |                      | 1,211,272       |
| Working Capital                            |              | 7,038                | 10,980               | 13,953               | 12,024               | 9,621                | 5,842                |                      | 59,459          |
| Misc Overhead                              |              | 1,789                | 1,789                | 1,789                | 1,789                | 1,789                | 1,789                |                      | 10,735          |
| 'Production & Storage                      |              | 330,071              | 330,071              | 330,071              | 330,071              | 330,071              | 330,071              |                      | 1,980,428       |
| <b>Total Indirect Costs</b>                |              | \$ 314,570           | \$ 361,218           | \$ 435,414           | \$ 375,799           | \$ 364,649           | \$ 229,862           |                      | \$ 2,081,513    |
| Interest                                   |              | \$ 9,481             | \$ 7,497             | \$ 5,520             | \$ 3,857             | \$ 2,050             | \$ (177)             |                      | \$ 28,227       |
| <b>Total Gas Costs plus Indirect Costs</b> |              | \$ 5,862,304         | \$ 9,008,662         | \$ 11,419,764        | \$ 9,840,682         | \$ 7,937,053         | \$ 4,826,676         |                      | \$ 48,895,141   |
| Collections                                |              | \$ (1,372,953)       | \$ (7,653,231)       | \$ (11,390,621)      | \$ (12,185,371)      | \$ (10,534,089)      | \$ (7,076,754)       | \$ (2,723,947)       | \$ (52,936,965) |
| Less FPO Premium                           |              | \$ 6,512             | \$ 24,097            | \$ 35,401            | \$ 37,877            | \$ 32,696            | \$ 21,985            | \$ 7,028             | \$ 165,595      |
| Unbilled                                   |              | \$ (5,133,989)       | \$ (7,512,793)       | \$ (7,953,556)       | \$ (6,104,267)       | \$ (4,622,431)       | \$ (2,877,386)       | \$ -                 | \$ (34,204,422) |
| Reverse Prior Month Unbilled               |              | \$ -                 | \$ 5,133,989         | \$ 7,512,793         | \$ 7,953,556         | \$ 6,104,267         | \$ 4,622,431         | \$ 2,877,386         | \$ 34,204,422   |
| Prior Period                               | \$ 3,876,230 | \$ (638,126)         | \$ (999,276)         | \$ (376,219)         | \$ (457,524)         | \$ (1,082,504)       | \$ (483,047)         | \$ 160,466           | \$ (0)          |
|                                            |              | \$ 3,238,104         |                      |                      |                      |                      |                      |                      |                 |
| Total Forecasted Sales Volumes             |              | 2,033,163            | 11,289,618           | 16,713,541           | 17,879,201           | 15,456,597           | 10,384,290           | 3,999,207            | 77,755,617      |
| Total Forecasted Collections               |              | \$ (1,372,953)       | \$ (7,653,231)       | \$ (11,390,621)      | \$ (12,185,371)      | \$ (10,534,089)      | \$ (7,076,754)       | \$ (2,723,947)       | (\$52,936,965)  |