

## CALCULATION OF THE DEFAULT SERVICE CHARGE

(R)

| Non-G1 Class Default Service:  | Nov-12             | Dec-12             | Jan-13             | Feb-13             | Mar-13             | Apr-13             | May-13             | Total               |
|--|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|---------------------|
| <b>Power Supply Charge</b>   |                    |                    |                    |                    |                    |                    |                    |                     |
| 1 Reconciliation   | \$89,622           | \$108,938          | \$114,595          | \$96,536           | \$100,152          | \$86,876           | \$84,185           | \$680,904           |
| 2 Total Costs  | <u>\$3,515,076</u> | <u>\$4,077,007</u> | <u>\$5,881,582</u> | <u>\$4,020,477</u> | <u>\$3,074,021</u> | <u>\$3,455,017</u> | <u>\$3,038,543</u> | <u>\$30,766,513</u> |
| 3 Reconciliation plus Total Costs (L.1 + L.2)                          | \$3,604,698        | \$5,086,935        | \$5,998,177        | \$5,017,013        | \$4,075,073        | \$3,542,793        | \$3,122,727        | \$30,447,417        |
| 4 kWh Purchases  | <u>62,699,500</u>  | <u>76,212,852</u>  | <u>80,170,428</u>  | <u>67,526,170</u>  | <u>70,066,505</u>  | <u>60,778,275</u>  | <u>58,895,640</u>  | <u>476,250,380</u>  |
| 5 Total, Before Losses (L.3 + L.4)                                     | \$0.05749          | \$0.06675          | \$0.07482          | \$0.07429          | \$0.05816          | \$0.05829          | \$0.05302          | \$0.06392           |
| 6 Losses   | 6.40%              | 6.40%              | 6.40%              | 6.40%              | 6.40%              | 6.40%              | 6.40%              | 6.40%               |
| 7 Total Retail Rate - Variable Power Supply Charge<br>(L.5 * (1+L.6))  | \$0.06117          | \$0.07102          | \$0.07961          | \$0.07904          | \$0.06188          | \$0.06203          | 0.05641            |                     |
| 8 Total Retail Rate - Fixed Power Supply Charge<br>(L.5 * (1+L.6))     |                    |                    |                    |                    |                    |                    |                    | 0.06801             |
| <b>Renewable Portfolio Standard (RPS) Charge</b>                       |                    |                    |                    |                    |                    |                    |                    |                     |
| 9 Reconciliation   | (\$30,334)         | (\$36,872)         | (\$38,787)         | (\$32,674)         | (\$33,898)         | (\$29,405)         | (\$28,494)         | (\$230,465)         |
| 10 Total Costs   | <u>\$227,875</u>   | <u>\$276,988</u>   | <u>\$235,513</u>   | <u>\$282,655</u>   | <u>\$293,246</u>   | <u>\$254,372</u>   | <u>\$246,403</u>   | <u>\$1,917,162</u>  |
| 11 Reconciliation plus Total Costs (L.9 + L.10)                        | \$197,541          | \$240,116          | \$296,746          | \$249,981          | \$259,347          | \$224,967          | \$217,909          | \$1,686,697         |
| 12 kWh Purchases   | <u>62,699,500</u>  | <u>76,212,852</u>  | <u>80,170,428</u>  | <u>67,526,170</u>  | <u>70,066,505</u>  | <u>60,778,275</u>  | <u>58,895,640</u>  | <u>476,250,380</u>  |
| 13 Total, Before Losses (L.11 + L.12)                                  | \$0.00315          | \$0.00315          | \$0.00370          | \$0.00370          | \$0.00370          | \$0.00370          | \$0.00370          | \$0.00354           |
| 14 Losses  | 6.40%              | 6.40%              | 6.40%              | 6.40%              | 6.40%              | 6.40%              | 6.40%              | 6.40%               |
| 15 Total Retail Rate - Variable RPS Charge<br>(L.13 * (1+L.14))        | \$0.00335          | \$0.00335          | \$0.00394          | \$0.00394          | \$0.00394          | \$0.00394          | 0.00394            |                     |
| 16 Total Retail Rate - Fixed RPS Charge<br>(L.13 * (1+L.14))           |                    |                    |                    |                    |                    |                    |                    | \$0.00377           |
| 17 Total Retail Rate - Variable Default Service Charge<br>(L.7 + L.15) | \$0.06452          | \$0.07437          | \$0.08355          | \$0.08298          | \$0.06582          | \$0.06596          | \$0.06035          |                     |
| 18 Total Retail Rate - Fixed Default Service Charge<br>(L.8 + L.16)    |                    |                    |                    |                    |                    |                    |                    | \$0.07178           |

| Non-G1 Class Default Service:  | Jun-13                             | Jul-13             | Aug-13             | Sep-13             | Oct-13             | Nov-13             | Total               |
|--|------------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|---------------------|
| <b>Power Supply Charge</b>   | As shown on Schedule LSM-2, Page 1 |                    |                    |                    |                    |                    |                     |
| 1 Reconciliation   | \$24,679                           | \$31,297           | \$28,765           | \$24,301           | \$26,067           | \$23,170           | \$158,278           |
| 2 Total Costs  | <u>\$3,954,426</u>                 | <u>\$5,166,140</u> | <u>\$4,697,521</u> | <u>\$3,765,304</u> | <u>\$3,995,868</u> | <u>\$3,632,223</u> | <u>\$25,211,481</u> |
| 3 Reconciliation plus Total Costs (L.1 + L.2)                          | \$3,979,105                        | \$5,197,437        | \$4,726,285        | \$3,789,605        | \$4,021,934        | \$3,655,393        | \$25,369,759        |
| 4 kWh Purchases  | <u>62,224,566</u>                  | <u>78,910,903</u>  | <u>72,526,040</u>  | <u>61,271,735</u>  | <u>65,723,899</u>  | <u>58,420,926</u>  | <u>399,078,069</u>  |
| 5 Total, Before Losses (L.3 + L.4)                                     | \$0.06395                          | \$0.06586          | \$0.06517          | \$0.06185          | \$0.06119          | \$0.06257          | \$0.06357           |
| 6 Losses   | 6.40%                              | 6.40%              | 6.40%              | 6.40%              | 6.40%              | 6.40%              | 6.40%               |
| 7 Total Retail Rate - Variable Power Supply Charge<br>(L.5 * (1+L.6))  | \$0.06804                          | \$0.07008          | \$0.06934          | \$0.06581          | \$0.06511          | \$0.06657          |                     |
| 8 Total Retail Rate - Fixed Power Supply Charge<br>(L.5 * (1+L.6))     |                                    |                    |                    |                    |                    |                    | \$0.06764           |
| <b>Renewable Portfolio Standard (RPS) Charge</b>                       | As shown on Schedule LSM-3, Page 1 |                    |                    |                    |                    |                    |                     |
| 9 Reconciliation   | \$41,867                           | \$53,094           | \$48,798           | \$41,226           | \$44,222           | \$39,308           | \$268,515           |
| 10 Total Costs   | <u>\$172,314</u>                   | <u>\$218,518</u>   | <u>\$200,839</u>   | <u>\$169,675</u>   | <u>\$182,003</u>   | <u>\$161,778</u>   | <u>\$1,105,126</u>  |
| 11 Reconciliation plus Total Costs (L.9 + L.10)                        | \$214,181                          | \$271,612          | \$249,637          | \$210,901          | \$226,224          | \$201,086          | \$1,373,641         |
| 12 kWh Purchases   | <u>62,224,566</u>                  | <u>78,910,903</u>  | <u>72,526,040</u>  | <u>61,271,735</u>  | <u>65,723,899</u>  | <u>58,420,926</u>  | <u>399,078,069</u>  |
| 13 Total, Before Losses (L.11 + L.12)                                  | \$0.00344                          | \$0.00344          | \$0.00344          | \$0.00344          | \$0.00344          | \$0.00344          | \$0.00344           |
| 14 Losses  | 6.40%                              | 6.40%              | 6.40%              | 6.40%              | 6.40%              | 6.40%              | 6.40%               |
| 15 Total Retail Rate - Variable RPS Charge<br>(L.13 * (1+L.14))        | \$0.00366                          | \$0.00366          | \$0.00366          | \$0.00366          | \$0.00366          | \$0.00366          |                     |
| 16 Total Retail Rate - Fixed RPS Charge<br>(L.13 * (1+L.14))           |                                    |                    |                    |                    |                    |                    | \$0.00366           |
| 17 Total Retail Rate - Variable Default Service Charge<br>(L.7 + L.15) | \$0.07170                          | \$0.07374          | \$0.07300          | \$0.06947          | \$0.06877          | \$0.07023          |                     |
| 18 Total Retail Rate - Fixed Default Service Charge<br>(L.8 + L.16)    |                                    |                    |                    |                    |                    |                    | \$0.07130           |

Authorized by NHPUC Order No. 25,415 in Case No. DE-12-003, dated September 21, 2012

Issued: April 8, 2013September 14, 2012  
Effective: June 1, 2013November 1, 2012Issued By: Mark H. Collin  
Treasurer

CALCULATION OF THE DEFAULT SERVICE CHARGE

(1)

G1 Class Default Service:

|   | Total               |                     |                     |                     |                     |                     |                     |                     |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <b>Power Supply Charge</b>  |                     |                     |                     |                     |                     |                     |                     |                     |
| 1 Reconciliation  | (\$454,954)         |                     |                     |                     |                     |                     |                     |                     |
| 2 Total Costs excl. wholesale supplier charge   | \$25,016            |                     |                     |                     |                     |                     |                     |                     |
| 3 Reconciliation plus Total Costs excl. wholesale supplier charge (L.1 + L.2)               | (\$126,935)         |                     |                     |                     |                     |                     |                     |                     |
| 4 kWh Purchases   | 28,376,386          |                     |                     |                     |                     |                     |                     |                     |
| 5 Total, Before Losses (L.3 / L.4)  | (\$0.00331)         |                     |                     |                     |                     |                     |                     |                     |
| 6 Losses  | 4.591%              |                     |                     |                     |                     |                     |                     |                     |
| 7 Total Retail Rate - Power Supply Charge excl. wholesale supplier charge (L.5 * (1 + L.6)) | (\$0.00346)         |                     |                     |                     |                     |                     |                     |                     |
| 8 Wholesale Supplier Charge   | Nov-12<br>MARKET    | Dec-12<br>MARKET    | Jan-13<br>MARKET    | Feb-13<br>MARKET    | Mar-13<br>MARKET    | Apr-13<br>MARKET    | May-13<br>MARKET    |                     |
| 9 Total Retail Rate - Power Supply Charge (L.7 + L.8)                                       | MARKET              | MARKET              | MARKET              | MARKET              | MARKET              | MARKET              | MARKET              |                     |
| <b>Renewable Portfolio Standard (RPS) Charge</b>  |                     |                     |                     |                     |                     |                     |                     |                     |
| 10 Reconciliation   | Nov-12<br>(\$7,075) | Dec-12<br>(\$7,205) | Jan-13<br>(\$7,503) | Feb-13<br>(\$6,979) | Mar-13<br>(\$7,172) | Apr-13<br>(\$7,200) | May-13<br>(\$7,780) | Total<br>(\$50,913) |
| 11 Total Costs  | \$19,713            | \$20,075            | \$24,073            | \$22,391            | \$23,013            | \$23,103            | \$24,963            | \$157,330           |
| 12 Reconciliation plus Total Costs (L.10 + L.11)  | \$12,638            | \$12,870            | \$16,570            | \$15,413            | \$15,841            | \$15,903            | \$17,182            | \$106,417           |
| 13 kWh Purchases  | 5,332,569           | 5,420,899           | 5,655,422           | 5,259,859           | 5,406,230           | 5,426,913           | 5,864,493           | 38,376,386          |
| 14 Total, Before Losses (L.12 / L.13)   | \$0.00237           | \$0.00237           | \$0.00293           | \$0.00293           | \$0.00293           | \$0.00293           | \$0.00293           |                     |
| 15 Losses   | 4.591%              | 4.591%              | 4.591%              | 4.591%              | 4.591%              | 4.591%              | 4.591%              |                     |
| 16 Total Retail Rate - RPS Charge (L.14 * (1 + L.15))                                       | \$0.00248           | \$0.00248           | \$0.00306           | \$0.00306           | \$0.00306           | \$0.00306           | \$0.00306           |                     |
| 17 Total Retail Rate - Default Service Charge (L.9 + L.16)                                  | MARKET              | MARKET              | MARKET              | MARKET              | MARKET              | MARKET              | MARKET              |                     |

G1 Class Default Service:

|   |                                    |           |           |           |           |           |            |
|---|------------------------------------|-----------|-----------|-----------|-----------|-----------|------------|
| <b>Power Supply Charge</b>  | As shown on Schedule LSM-4, Page 1 |           |           |           |           |           |            |
| 1 Reconciliation  |                                    |           |           |           |           |           | \$73,964   |
| 2 Total Costs excl. wholesale supplier charge   |                                    |           |           |           |           |           | \$19,840   |
| 3 Reconciliation plus Total Costs excl. wholesale supplier charge (L.1 + L.2)               |                                    |           |           |           |           |           | \$93,804   |
| 4 kWh Purchases   |                                    |           |           |           |           |           | 31,745,734 |
| 5 Total, Before Losses (L.3 / L.4)  |                                    |           |           |           |           |           | \$0.00295  |
| 6 Losses  |                                    |           |           |           |           |           | 4.591%     |
| 7 Total Retail Rate - Power Supply Charge excl. wholesale supplier charge (L.5 * (1 + L.6)) | \$0.00309                          | \$0.00309 | \$0.00309 | \$0.00309 | \$0.00309 | \$0.00309 | \$0.00309  |
| 8a Wholesale Supplier Charge  | MARKET                             | MARKET    | MARKET    | MARKET    | MARKET    | MARKET    |            |
| 8b Losses   | 0.000%                             | 0.000%    | 0.000%    | 0.000%    | 0.000%    | 0.000%    |            |
| 8 Total Retail Rate - Wholesale Supplier Charge (L.8a * (1 + L.8b))                         | MARKET                             | MARKET    | MARKET    | MARKET    | MARKET    | MARKET    |            |
| 9 Total Retail Rate - Power Supply Charge (L.7 + L.8)                                       | MARKET                             | MARKET    | MARKET    | MARKET    | MARKET    | MARKET    |            |
| <b>Renewable Portfolio Standard (RPS) Charge</b>  | As shown on Schedule LSM-5, Page 1 |           |           |           |           |           |            |
| 10 Reconciliation   | \$5,092                            | \$5,897   | \$5,221   | \$5,437   | \$4,774   | \$4,571   | \$30,992   |
| 11 Total Costs  | \$14,679                           | \$17,001  | \$15,051  | \$15,675  | \$13,762  | \$13,178  | \$89,346   |
| 12 Reconciliation plus Total Costs (L.10 + L.11)  | \$19,771                           | \$22,898  | \$20,271  | \$21,112  | \$18,536  | \$17,749  | \$120,338  |
| 13 kWh Purchases  | 5,215,691                          | 6,040,651 | 5,347,637 | 5,569,522 | 4,889,866 | 4,682,367 | 31,745,734 |
| 14 Total, Before Losses (L.12 / L.13)   | \$0.00379                          | \$0.00379 | \$0.00379 | \$0.00379 | \$0.00379 | \$0.00379 |            |
| 15 Losses   | 4.591%                             | 4.591%    | 4.591%    | 4.591%    | 4.591%    | 4.591%    |            |
| 16 Total Retail Rate - RPS Charge (L.14 * (1 + L.15))                                       | \$0.00396                          | \$0.00396 | \$0.00396 | \$0.00396 | \$0.00396 | \$0.00396 |            |
| 17 Total Retail Rate - Default Service Charge (L.9 + L.16)                                  | MARKET                             | MARKET    | MARKET    | MARKET    | MARKET    | MARKET    |            |

Authorized by NHPUC Order No. 25-415 in Case No. DE-12-003, dated September 21, 2012

NHPUC No. 3 - Electricity Delivery  
Unitil Energy Systems, Inc.

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## RENEWABLE SOURCE OPTION

### SCHEDULE RSO

(I)

#### AVAILABILITY

The Renewable Source Option ("RSO") shall be available to all Domestic and Regular General Service customers who are taking Default Service from the Company except for those who are enrolled in the Residential Low-Income Electric Assistance Program or have been approved to receive electric service payment assistance through the Fuel Assistance Program administered by a Community Action Agency. This option is not applicable to outdoor lighting kilowatt-hour usage of Customers taking service under the Company's Outdoor Lighting Service delivery schedule.

RSO is an optional energy attribute service that allows customers to financially support renewable generation resources and technologies. Revenue received under the RSO will be used to purchase and retire Renewable Energy Certificates (RECs) produced by generation resources qualified by the NHPUC under New Hampshire Code of Administrative Rules, Chapter PUC 2500 (Chapter 2500 Rule) to produce Class I and Class II RECs, or to make alternative compliance payments to the Renewable Energy Trust (RET). Class I and Class II RECs will be purchased and retired, or payments made to the RET, according to the kilowatt-hour usage of customers opting to support this service, the percentage associated with the Renewable Source Option they choose, and the relative percentage of Class I and Class II minimum electric renewable portfolio standards pursuant to Table 2500.01 of the Chapter 2500 Rule.

Customers may choose one of three service options:

|                              |  |
|------------------------------|--|
| 100% Renewable Source Option | The Company will purchase and retire Class I and Class II Renewable Energy Credits to match the Customer's total kilowatt-hour usage.        |
| 50% Renewable Source Option  | The Company will purchase and retire Class I and Class II Renewable Energy Credits to match 50% of the Customer's total kilowatt-hour usage. |
| 25% Renewable Source Option  | The Company will purchase and retire Class I and Class II Renewable Energy Credits to match 25% of the Customer's total kilowatt-hour usage. |

#### RENEWABLE SOURCE OPTION CHARGE

The Renewable Source Option Charges ("RSOC") for Customers opting to participate in the RSO are as follows:

|                              |                                  |
|------------------------------|----------------------------------|
| 100% Renewable Source Option | \$0.0541005500 per kilowatt-hour |
| 50% Renewable Source Option  | \$0.0270502750 per kilowatt-hour |
| 25% Renewable Source Option  | \$0.0135201375 per kilowatt-hour |

#### RENEWABLE SOURCE OPTION CHARGE RECONCILIATION

The RSOC shall be established biannually, for effect May 1 and November 1, or will otherwise coincide with Default Energy Service rate changes for the Company's Domestic and Regular

Issued: ~~April 5, 2013~~September 14, 2012  
Effective: ~~June 1, 2013~~November 1, 2012

Issued by: Mark H. Collin  
Treasurer

Unitil Energy Systems, Inc.  
Calculation of Non-G1 Class Default Service Power Supply Charge

Schedule LSM-2  
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|  | <u>Jun-13</u><br><u>Estimated</u> | <u>Jul-13</u><br><u>Estimated</u> | <u>Aug-13</u><br><u>Estimated</u> | <u>Sep-13</u><br><u>Estimated</u> | <u>Oct-13</u><br><u>Estimated</u> | <u>Nov-13</u><br><u>Estimated</u> | <u>Total</u>        |
|--|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|---------------------|
| 1 Reconciliation (1)   | \$24,679                          | \$31,297                          | \$28,765                          | \$24,301                          | \$26,067                          | \$23,170                          | \$158,278           |
| 2 Total Costs (Page 5)   | <u>\$3,954,426</u>                | <u>\$5,166,140</u>                | <u>\$4,697,521</u>                | <u>\$3,765,304</u>                | <u>\$3,995,868</u>                | <u>\$3,632,223</u>                | <u>\$25,211,481</u> |
| 3 Reconciliation plus Total Costs (L.1 + L.2)                        | \$3,979,105                       | \$5,197,437                       | \$4,726,285                       | \$3,789,605                       | \$4,021,934                       | \$3,655,393                       | \$25,369,759        |
| 4 kWh Purchases  | <u>62,224,566</u>                 | <u>78,910,903</u>                 | <u>72,526,040</u>                 | <u>61,271,735</u>                 | <u>65,723,899</u>                 | <u>58,420,926</u>                 | <u>399,078,069</u>  |
| 5 Total, Before Losses (L.3 / L.4)                                   | \$0.06395                         | \$0.06586                         | \$0.06517                         | \$0.06185                         | \$0.06119                         | \$0.06257                         | \$0.06357           |
| 6 Losses   | <u>6.40%</u>                      | <u>6.40%</u>                      | <u>6.40%</u>                      | <u>6.40%</u>                      | <u>6.40%</u>                      | <u>6.40%</u>                      | <u>6.40%</u>        |
| 107 Total Retail Rate - Variable Power Supply Charge (L.5 * (1+L.6)) | \$0.06804                         | \$0.07008                         | \$0.06934                         | \$0.06581                         | \$0.06511                         | \$0.06657                         |                     |
| Total Retail Rate - Fixed Power Supply Charge (L.5 * (1+L.6))        |                                   |                                   |                                   |                                   |                                   |                                   | \$0.06764           |

(1) Balance as of February 28, 2013 modified, as detailed below, to include the reconciliation of estimated costs and revenues for March, April and May 2013. Figure is then allocated between rate periods (June-November 2013 and December 2013-May 2014), and then to each month, June through November 2013, on equal per kWh basis.

|   |                     |        |
|---|---------------------|--------|
| a February 28, 2013 balance - Schedule LSM-2, Page 2  | \$1,976,435         |        |
| b less: Estimated remaining prior period reconciliation - Mar, Apr, May 2013                            |                     |        |
| c Estimated costs - Mar, Apr, May 2013 as filed in DE 12-003, September 14, 2012, Schedule LSM-2        | \$10,469,380        |        |
| d Estimated revenue - Mar, Apr, May 2013 (Fixed Power Supply Charge * estimated Mar-May 2013 kWh sales) | <u>\$12,128,051</u> |        |
| e line c - line d   | (\$1,658,671)       |        |
| f Reconciliation for June 1, 2013-May 31, 2014 (line a + line e)  | \$317,764           |        |
| g kWh purchases forecast June-November 2013   | 399,078,069         | 49.81% |
| h kWh purchases forecast December 2013-May 2014   | <u>402,155,000</u>  | 50.19% |
| i Total   | 801,233,069         |        |
| j Reconciliation amount for June-November 2013 (line f * line g%)                                       | \$158,278           |        |
| k Reconciliation amount for December 2013-May 2014 (line f * line h%)                                   | <u>\$159,486</u>    |        |
| l Total (line j + line k)   | \$317,764           |        |

Unitil Energy Systems, Inc.  
Reconciliation of Non-G1 Class Power Supply Charge Costs and Revenues

Schedule LSM-2  
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|        | (a)               | (b)                  | (c)                    | (d)  | (e)                                 | (f)           | (g)                    | (h)               | (i)                                  |
|--------|-------------------|----------------------|------------------------|--|-------------------------------------|---------------|------------------------|-------------------|--------------------------------------|
|        | Beginning Balance | Total Costs (Page 3) | Total Revenue (Page 4) | Ending Balance Before Interest (a + b - c) | Average Monthly Balance ((a+d) / 2) | Interest Rate | Number of Days / Month | Computed Interest | Ending Balance with Interest (d + h) |
| Feb-12 | \$1,961,861       | \$5,418,247          | \$4,635,182            | \$2,744,926                                | \$2,353,393                         | 3.25%         | 29                     | \$6,060           | \$2,750,986                          |
| Mar-12 | \$2,750,986       | \$4,379,929          | \$4,560,087            | \$2,570,829                                | \$2,660,907                         | 3.25%         | 31                     | \$7,325           | \$2,578,153                          |
| Apr-12 | \$2,578,153       | \$3,713,211          | \$4,024,668            | \$2,266,697                                | \$2,422,425                         | 3.25%         | 30                     | \$6,453           | \$2,273,150                          |
| May-12 | \$2,273,150       | \$3,249,549          | \$3,464,465            | \$2,058,234                                | \$2,165,692                         | 3.25%         | 31                     | \$5,962           | \$2,064,195                          |
| Jun-12 | \$2,064,195       | \$3,558,800          | \$4,142,991            | \$1,480,004                                | \$1,772,100                         | 3.25%         | 30                     | \$4,721           | \$1,484,725                          |
| Jul-12 | \$1,484,725       | \$4,535,672          | \$4,514,121            | \$1,506,277                                | \$1,495,501                         | 3.25%         | 31                     | \$4,117           | \$1,510,394                          |
| Aug-12 | \$1,510,394       | \$4,925,513          | \$4,511,072            | \$1,924,834                                | \$1,717,614                         | 3.25%         | 31                     | \$4,728           | \$1,929,562                          |
| Sep-12 | \$1,929,562       | \$3,317,796          | \$4,125,881            | \$1,121,477                                | \$1,525,520                         | 3.25%         | 30                     | \$4,064           | \$1,125,541                          |
| Oct-12 | \$1,125,541       | \$3,348,204          | \$3,382,110            | \$1,091,635                                | \$1,108,588                         | 3.25%         | 31                     | \$3,052           | \$1,094,686                          |
| Nov-12 | \$1,094,686       | \$3,393,026          | \$3,439,671            | \$1,048,042                                | \$1,071,364                         | 3.25%         | 30                     | \$2,854           | \$1,050,896                          |
| Dec-12 | \$1,050,896       | \$4,534,107          | \$4,424,777            | \$1,160,226                                | \$1,105,561                         | 3.25%         | 31                     | \$3,043           | \$1,163,269                          |
| Jan-13 | \$1,163,269       | \$5,393,078          | \$4,931,473            | \$1,624,874                                | \$1,394,071                         | 3.25%         | 31                     | \$3,848           | \$1,628,722                          |
| Feb-13 | \$1,628,722       | <u>\$4,588,254</u>   | <u>\$4,245,029</u>     | \$1,971,947                                | \$1,800,334                         | 3.25%         | 28                     | <u>\$4,489</u>    | \$1,976,435                          |
| Total  |                   | \$54,355,387         | \$54,401,527           |  |                                     |               |                        | \$60,715          |                                      |

Unitil Energy Systems, Inc.  
Itemized Costs for Non-G1 Class Default Service Charge

Schedule LSM-2  
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*Calculation of Working Capital  
Supplier Charges and GIS Support Payments*

|        | (a)<br>Total Non-G1<br>Class DS<br>Supplier<br>Charges | (b)<br>GIS<br>Support<br>Payments | (c)<br>Number of<br>Days of Lag /<br>365 | (d)<br>Working<br>Capital<br>Requirement<br>((a+b)*c) | (e)<br>Prime Rate | (f)<br>Supply<br>Related<br>Working<br>Capital (d * e) | (g)<br>Provision<br>for<br>Uncollected<br>Accounts | (h)<br>Internal<br>Company<br>Administrative<br>Costs | (i)<br>Legal Charges | (j)<br>Consulting<br>Outside<br>Service<br>Charges | (k)<br>Total Costs<br>(sum a + b + f +<br>g + h + i + j) |
|--------|--|-----------------------------------|--|---|-------------------|--|--|---|----------------------|--|--|
| Feb-12 | \$5,367,729  | \$619                             | 6.05%                                    | \$324,748   | 3.25%             | \$10,554   | \$34,286   | \$2,069   | \$0                  | \$2,991  | \$5,418,247  |
| Mar-12 | \$4,307,485  | \$622                             | 6.05%                                    | \$260,611   | 3.25%             | \$8,470  | \$21,386   | \$2,069   | \$0                  | \$39,896   | \$4,379,929  |
| Apr-12 | \$3,712,361  | \$578                             | 6.05%                                    | \$224,607   | 3.25%             | \$7,300  | (\$9,460)  | \$2,069   | \$364                | \$0  | \$3,713,211  |
| May-12 | \$3,198,469  | \$572                             | 5.94%                                    | \$190,102   | 3.25%             | \$6,178  | \$41,737   | \$2,069   | \$524                | \$0  | \$3,249,549  |
| Jun-12 | \$3,511,680  | \$470                             | 5.94%                                    | \$208,708   | 3.25%             | \$6,783  | \$37,256   | \$2,069   | \$542                | \$0  | \$3,558,800  |
| Jul-12 | \$4,454,587  | \$498                             | 5.94%                                    | \$264,742   | 3.25%             | \$8,604  | \$69,915   | \$2,069   | \$0                  | \$0  | \$4,535,672  |
| Aug-12 | \$4,882,852  | \$783                             | 5.94%                                    | \$290,208   | 3.25%             | \$9,432  | \$30,377   | \$2,069   | \$0                  | \$0  | \$4,925,513  |
| Sep-12 | \$3,281,326  | \$678                             | 5.94%                                    | \$195,032   | 3.25%             | \$6,339  | \$26,896   | \$2,069   | \$489                | \$0  | \$3,317,796  |
| Oct-12 | \$3,299,851  | \$651                             | 5.94%                                    | \$196,131   | 3.25%             | \$6,374  | \$39,259   | \$2,069   | \$0                  | \$0  | \$3,348,204  |
| Nov-12 | \$3,348,694  | \$546                             | 5.94%                                    | \$199,027   | 3.25%             | \$6,468  | \$34,908   | \$2,162   | \$248                | \$0  | \$3,393,026  |
| Dec-12 | \$4,497,009  | \$511                             | 5.94%                                    | \$267,264   | 3.25%             | \$8,686  | \$25,740   | \$2,162   | \$0                  | \$0  | \$4,534,107  |
| Jan-13 | \$5,351,479  | \$525                             | 5.94%                                    | \$318,041   | 3.25%             | \$10,336   | \$28,576   | \$2,162   | \$0                  | \$0  | \$5,393,078  |
| Feb-13 | <u>\$4,561,369</u>                                     | <u>\$628</u>                      | 5.94%                                    | \$271,095   | 3.25%             | <u>\$8,811</u>   | <u>\$15,285</u>                                    | <u>\$2,162</u>  | <u>\$0</u>           | <u>\$0</u>   | <u>\$4,588,254</u>                                       |
| Total  | \$53,774,890   | \$7,682                           |  |   |                   | \$104,335  | \$396,160  | \$27,266  | \$2,166              | \$42,887   | \$54,355,387   |

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|        | (a)<br>Total Non-G1<br>Class Billed<br>Default Service<br>kWh (1) | (b)<br>Unbilled Factor<br>(2) | (c)<br>Non-G1 Class<br>Unbilled kWh<br>(a * b) | (d)<br>Effective Fixed<br>Power Supply<br>Charge | (e)<br>Non-G1 Class<br>Unbilled Power<br>Supply Charge<br>Revenue (c * d) | (f)<br>Reversal of<br>prior month<br>unbilled | (g)<br>Total Billed Non-<br>G1 Class Power<br>Supply Charge<br>Revenue (1) | (h)<br>Total Revenue<br>(e + f + g) |
|--------|---|-------------------------------|--|--|---|---|--|-------------------------------------|
| Feb-12 | 64,366,399  | 45.71%                        | 29,424,202                                     | \$0.07802  | \$2,295,676   | (\$2,691,866)                                 | \$5,031,372  | \$4,635,182                         |
| Mar-12 | 58,167,371  | 50.98%                        | 29,652,947                                     | \$0.07802  | \$2,313,523   | (\$2,295,676)                                 | \$4,542,240  | \$4,560,087                         |
| Apr-12 | 54,590,572  | 48.95%                        | 26,723,781                                     | \$0.07802  | \$2,084,989   | (\$2,313,523)                                 | \$4,253,202  | \$4,024,668                         |
| May-12 | 52,778,282  | 49.43%                        | 26,088,717                                     | \$0.06597  | \$1,721,073   | (\$2,084,989)                                 | \$3,828,382  | \$3,464,465                         |
| Jun-12 | 54,570,584  | 62.94%                        | 34,344,899                                     | \$0.06597  | \$2,265,733   | (\$1,721,073)                                 | \$3,598,330  | \$4,142,991                         |
| Jul-12 | 66,900,244  | 53.59%                        | 35,850,123                                     | \$0.06597  | \$2,365,033   | (\$2,265,733)                                 | \$4,414,821  | \$4,514,121                         |
| Aug-12 | 71,891,480  | 44.92%                        | 32,292,350                                     | \$0.06597  | \$2,130,326   | (\$2,365,033)                                 | \$4,745,779  | \$4,511,072                         |
| Sep-12 | 66,447,468  | 42.68%                        | 28,360,855                                     | \$0.06597  | \$1,870,966   | (\$2,130,326)                                 | \$4,385,242  | \$4,125,881                         |
| Oct-12 | 50,479,272  | 57.80%                        | 29,177,812                                     | \$0.06597  | \$1,924,860   | (\$1,870,966)                                 | \$3,328,216  | \$3,382,110                         |
| Nov-12 | 50,950,157  | 57.03%                        | 29,054,522                                     | \$0.06801  | \$1,975,998   | (\$1,924,860)                                 | \$3,388,533  | \$3,439,671                         |
| Dec-12 | 62,453,284  | 50.78%                        | 31,712,608                                     | \$0.06801  | \$2,156,774   | (\$1,975,998)                                 | \$4,244,001  | \$4,424,777                         |
| Jan-13 | 69,105,838  | 50.63%                        | 34,988,960                                     | \$0.06801  | \$2,379,599   | (\$2,156,774)                                 | \$4,708,648  | \$4,931,473                         |
| Feb-13 | <u>66,641,484</u>   | 45.73%                        | 30,473,980                                     | \$0.06801  | <u>\$2,072,535</u>  | <u>(\$2,379,599)</u>                          | <u>\$4,552,093</u>   | <u>\$4,245,029</u>                  |
| Total  | 789,342,435   |                               |  |  | \$27,557,086  | (\$28,176,416)                                | \$55,020,858   | \$54,401,527                        |

(1) Per billing system

(2) Detail of Unbilled Factors for the Residential, Regular General, and Outdoor Lighting Classes:

|        | Billed<br>kWh | Direct<br>Estimate of<br>Unbilled kWh | Unbilled kWh /<br>Billed kWh |
|--------|---------------|---------------------------------------|------------------------------|
| Feb-12 | 73,813,428    | 33,742,780                            | 45.71%                       |
| Mar-12 | 67,247,493    | 34,281,871                            | 50.98%                       |
| Apr-12 | 64,036,843    | 31,348,024                            | 48.95%                       |
| May-12 | 62,634,463    | 30,960,704                            | 49.43%                       |
| Jun-12 | 65,041,818    | 40,935,144                            | 62.94%                       |
| Jul-12 | 78,477,433    | 42,054,042                            | 53.59%                       |
| Aug-12 | 84,217,902    | 37,829,155                            | 44.92%                       |
| Sep-12 | 78,924,647    | 33,686,317                            | 42.68%                       |
| Oct-12 | 61,552,232    | 35,578,157                            | 57.80%                       |
| Nov-12 | 61,826,158    | 35,256,604                            | 57.03%                       |
| Dec-12 | 74,518,542    | 37,839,120                            | 50.78%                       |
| Jan-13 | 80,740,637    | 40,879,773                            | 50.63%                       |
| Feb-13 | 78,812,038    | 36,039,361                            | 45.73%                       |

Unitil Energy Systems, Inc.  
Itemized Costs for Non-G1 Class Default Service Charge

Schedule LSM-2  
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| <p><i>Calculation of Working Capital<br/>Supplier Charges and GIS Support Payments</i></p> |  |                                   |  |   |                   |  |  |   |                      |   |   |  |
|--|--|-----------------------------------|--|---|-------------------|--|--|---|----------------------|---|---|--|
|  | (a)<br>Total Non-G1<br>Class DS<br>Supplier<br>Charges (1) | (b)<br>GIS<br>Support<br>Payments | (c)<br>Number of<br>Days of Lag /<br>365 | (d)<br>Working<br>Capital<br>Requirement<br>((a+b)*c) | (e)<br>Prime Rate | (f)<br>Supply<br>Related<br>Working<br>Capital (d * e) | (g)<br>Provision<br>for<br>Uncollected<br>Accounts | (h)<br>Internal<br>Company<br>Administrative<br>Costs | (i)<br>Legal Charges | (j)<br>Consulting<br>Outside Service<br>Charges | (k)<br>DSC Adjustment<br>per DE 11-105<br>(2) | (l)<br>Total Costs<br>(sum a + b + f + g<br>+ h + i + j + k) |
| Jun-13   | \$3,846,423  | \$512                             | 4.39%                                    | \$168,738   | 3.25%             | \$5,484  | \$58,531   | \$2,162   | \$0                  | \$0   | \$41,314                                      | \$3,954,426  |
| Jul-13   | \$5,051,092  | \$519                             | 4.39%                                    | \$221,579   | 3.25%             | \$7,201  | \$63,852   | \$2,162   | \$0                  | \$0   | \$41,314                                      | \$5,166,140  |
| Aug-13   | \$4,583,098  | \$560                             | 4.39%                                    | \$201,053   | 3.25%             | \$6,534  | \$63,852   | \$2,162   | \$0                  | \$0   | \$41,314                                      | \$4,697,521  |
| Sep-13   | \$3,667,999  | \$710                             | 4.39%                                    | \$160,921   | 3.25%             | \$5,230  | \$47,889   | \$2,162   | \$0                  | \$0   | \$41,314                                      | \$3,765,304  |
| Oct-13   | \$3,908,919  | \$653                             | 4.39%                                    | \$171,486   | 3.25%             | \$5,573  | \$37,247   | \$2,162   | \$0                  | \$0   | \$41,314                                      | \$3,995,868  |
| Nov-13   | \$3,540,579  | \$551                             | 4.39%                                    | \$155,325   | 3.25%             | \$5,048  | \$42,568   | \$2,162   | \$0                  | \$0   | \$41,314                                      | \$3,632,223  |
| Total  | \$24,598,109   | \$3,505                           |  | \$1,079,101   |                   | \$35,071   | \$313,939  | \$12,970  | \$0                  | \$0   | \$247,886                                     | \$25,211,481   |

(1) Estimates based on monthly average wholesale rate times estimated monthly purchases.

(2) Details provided on Schedule LSM-2, Page 6.

|                        |          | (a)<br>Beginning<br>Balance-<br>NonG1 DS<br>Customer<br>Billing<br>Adjustment | (b)<br>Total<br>Revenue | (c)<br>Ending Balance<br>Before Interest<br>(a - b) | (d)<br>Average Monthly<br>Balance ((a+c) / 2) | (e)<br>Interest<br>Rate | (f)<br>Number of<br>Days /<br>Month | (g)<br>Computed<br>Interest | (h)<br>Ending Balance<br>with Interest<br>(c + g) |
|------------------------|----------|---|-------------------------|---|---|-------------------------|-------------------------------------|-----------------------------|---|
| Jun-12                 | Actual   | \$1,152,493   |                         | \$1,152,493   | \$1,152,493                                   | 3.25%                   | 30                                  | \$3,070                     | \$1,155,563                                       |
| Jul-12                 | Actual   | \$1,155,563   |                         | \$1,155,563   | \$1,155,563                                   | 3.25%                   | 31                                  | \$3,181                     | \$1,158,744                                       |
| Aug-12                 | Actual   | \$1,158,744   |                         | \$1,158,744   | \$1,158,744                                   | 3.25%                   | 31                                  | \$3,190                     | \$1,161,934                                       |
| Sep-12                 | Actual   | \$1,161,934   |                         | \$1,161,934   | \$1,161,934                                   | 3.25%                   | 30                                  | \$3,095                     | \$1,165,029                                       |
| Oct-12                 | Actual   | \$1,165,029   |                         | \$1,165,029   | \$1,165,029                                   | 3.25%                   | 31                                  | \$3,207                     | \$1,168,236                                       |
| Nov-12                 | Actual   | \$1,168,236   |                         | \$1,168,236   | \$1,168,236                                   | 3.25%                   | 30                                  | \$3,112                     | \$1,171,348                                       |
| Dec-12                 | Actual   | \$1,171,348   |                         | \$1,171,348   | \$1,171,348                                   | 3.25%                   | 31                                  | \$3,224                     | \$1,174,573                                       |
| Jan-13                 | Actual   | \$1,174,573   |                         | \$1,174,573   | \$1,174,573                                   | 3.25%                   | 31                                  | \$3,242                     | \$1,177,815                                       |
| Feb-13                 | Actual   | \$1,177,815   |                         | \$1,177,815   | \$1,177,815                                   | 3.25%                   | 28                                  | \$2,936                     | \$1,180,751                                       |
| Mar-13                 | Estimate | \$1,180,751   |                         | \$1,180,751   | \$1,180,751                                   | 3.25%                   | 31                                  | \$3,259                     | \$1,184,011                                       |
| Apr-13                 | Estimate | \$1,184,011   |                         | \$1,184,011   | \$1,184,011                                   | 3.25%                   | 30                                  | \$3,163                     | \$1,187,173                                       |
| May-13                 | Estimate | \$1,187,173   |                         | \$1,187,173   | \$1,187,173                                   | 3.25%                   | 31                                  | \$3,277                     | \$1,190,450                                       |
| Jun-13                 | Estimate | \$1,190,450   | \$41,314                | \$1,149,136   | \$1,169,793                                   | 3.25%                   | 30                                  | \$3,125                     | \$1,152,261                                       |
| Jul-13                 | Estimate | \$1,152,261   | \$41,314                | \$1,110,946   | \$1,131,604                                   | 3.25%                   | 31                                  | \$3,124                     | \$1,114,070                                       |
| Aug-13                 | Estimate | \$1,114,070   | \$41,314                | \$1,072,755   | \$1,093,413                                   | 3.25%                   | 31                                  | \$3,018                     | \$1,075,774                                       |
| Sep-13                 | Estimate | \$1,075,774   | \$41,314                | \$1,034,459   | \$1,055,116                                   | 3.25%                   | 30                                  | \$2,818                     | \$1,037,278                                       |
| Oct-13                 | Estimate | \$1,037,278   | \$41,314                | \$995,963   | \$1,016,620                                   | 3.25%                   | 31                                  | \$2,806                     | \$998,769   |
| Nov-13                 | Estimate | \$998,769   | \$41,314                | \$957,455   | \$978,112                                     | 3.25%                   | 30                                  | \$2,613                     | \$960,068   |
| Total Dec-12 to Nov-13 |          |   | \$247,886               |   |   |                         |                                     | \$36,606                    |   |
| Dec-13                 | Estimate | \$960,068   | \$41,314                | \$918,753   | \$939,411                                     | 3.25%                   | 31                                  | \$2,593                     | \$921,346   |
| Jan-14                 | Estimate | \$921,346   | \$41,314                | \$880,032   | \$900,689                                     | 3.25%                   | 31                                  | \$2,486                     | \$882,518   |
| Feb-14                 | Estimate | \$882,518   | \$41,314                | \$841,204   | \$861,861                                     | 3.25%                   | 28                                  | \$2,149                     | \$843,352   |
| Mar-14                 | Estimate | \$843,352   | \$41,314                | \$802,038   | \$822,695                                     | 3.25%                   | 31                                  | \$2,271                     | \$804,309   |
| Apr-14                 | Estimate | \$804,309   | \$41,314                | \$762,994   | \$783,652                                     | 3.25%                   | 30                                  | \$2,093                     | \$765,088   |
| May-14                 | Estimate | \$765,088   | \$41,314                | \$723,773   | \$744,431                                     | 3.25%                   | 31                                  | \$2,055                     | \$725,828   |
| Jun-14                 | Estimate | \$725,828   | \$41,314                | \$684,514   | \$705,171                                     | 3.25%                   | 30                                  | \$1,884                     | \$686,397   |
| Jul-14                 | Estimate | \$686,397   | \$41,314                | \$645,083   | \$665,740                                     | 3.25%                   | 31                                  | \$1,838                     | \$646,921   |
| Aug-14                 | Estimate | \$646,921   | \$41,314                | \$605,606   | \$626,264                                     | 3.25%                   | 31                                  | \$1,729                     | \$607,335   |
| Sep-14                 | Estimate | \$607,335   | \$41,314                | \$566,021   | \$586,678                                     | 3.25%                   | 30                                  | \$1,567                     | \$567,588   |
| Oct-14                 | Estimate | \$567,588   | \$41,314                | \$526,273   | \$546,930                                     | 3.25%                   | 31                                  | \$1,510                     | \$527,783   |
| Nov-14                 | Estimate | \$527,783   | \$41,314                | \$486,469   | \$507,126                                     | 3.25%                   | 30                                  | \$1,355                     | \$487,823   |
| Total Dec-13 to Nov-14 |          |   | \$495,773               |   |   |                         |                                     | \$23,528                    |   |
| Dec-14                 | Estimate | \$487,823   | \$41,314                | \$446,509   | \$467,166                                     | 3.25%                   | 31                                  | \$1,290                     | \$447,798   |
| Jan-15                 | Estimate | \$447,798   | \$41,314                | \$406,484   | \$427,141                                     | 3.25%                   | 31                                  | \$1,179                     | \$407,663   |
| Feb-15                 | Estimate | \$407,663   | \$41,314                | \$366,349   | \$387,006                                     | 3.25%                   | 28                                  | \$965                       | \$367,313   |
| Mar-15                 | Estimate | \$367,313   | \$41,314                | \$325,999   | \$346,656                                     | 3.25%                   | 31                                  | \$957                       | \$326,956   |
| Apr-15                 | Estimate | \$326,956   | \$41,314                | \$285,641   | \$306,299                                     | 3.25%                   | 30                                  | \$818                       | \$286,460   |
| May-15                 | Estimate | \$286,460   | \$41,314                | \$245,145   | \$265,802                                     | 3.25%                   | 31                                  | \$734                       | \$245,879   |
| Jun-15                 | Estimate | \$245,879   | \$41,314                | \$204,564   | \$225,222                                     | 3.25%                   | 30                                  | \$602                       | \$205,166   |
| Jul-15                 | Estimate | \$205,166   | \$41,314                | \$163,852   | \$184,509                                     | 3.25%                   | 31                                  | \$509                       | \$164,361   |
| Aug-15                 | Estimate | \$164,361   | \$41,314                | \$123,047   | \$143,704                                     | 3.25%                   | 31                                  | \$397                       | \$123,443   |
| Sep-15                 | Estimate | \$123,443   | \$41,314                | \$82,129  | \$102,786                                     | 3.25%                   | 30                                  | \$275                       | \$82,403  |
| Oct-15                 | Estimate | \$82,403  | \$41,314                | \$41,089  | \$61,746                                      | 3.25%                   | 31                                  | \$170                       | \$41,259  |
| Nov-15                 | Estimate | \$41,259  | \$41,314                | (\$55)  | \$20,602                                      | 3.25%                   | 30                                  | \$55                        | \$0   |
| Total Dec-14 to Nov-15 |          |   | \$495,773               |   |   |                         |                                     | \$7,950                     |   |
| Total Jun-12 to Nov-15 |          |   | \$1,239,432             |   |   |                         |                                     | \$86,939                    |   |

Unitil Energy Systems, Inc.  
Calculation of Non-G1 Class Default Service Renewable Portfolio Standard (RPS) Charge

Schedule LSM-3  
Page 1 of 5  
**REVISED**

|   | <u>Jun-13</u><br><u>Estimated</u> | <u>Jul-13</u><br><u>Estimated</u> | <u>Aug-13</u><br><u>Estimated</u> | <u>Sep-13</u><br><u>Estimated</u> | <u>Oct-13</u><br><u>Estimated</u> | <u>Nov-13</u><br><u>Estimated</u> | <u>Total</u> |
|---|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|--------------|
| 1 Reconciliation (1)                                      | \$41,867                          | \$53,094                          | \$48,798                          | \$41,226                          | \$44,222                          | \$39,308                          | \$268,515    |
| 2 Total Costs (Page 5)                                    | \$172,314                         | \$218,518                         | \$200,839                         | \$169,675                         | \$182,003                         | \$161,778                         | \$1,105,126  |
| 3 Reconciliation plus Total Costs (L.1 + L.2)             | \$214,181                         | \$271,612                         | \$249,637                         | \$210,901                         | \$226,224                         | \$201,086                         | \$1,373,641  |
| 4 kWh Purchases   | 62,224,566                        | 78,910,903                        | 72,526,040                        | 61,271,735                        | 65,723,899                        | 58,420,926                        | 399,078,069  |
| 5 Total, Before Losses (L.3 / L.4)                        | \$0.00344                         | \$0.00344                         | \$0.00344                         | \$0.00344                         | \$0.00344                         | \$0.00344                         | \$0.00344    |
| 6 Losses  | 6.40%                             | 6.40%                             | 6.40%                             | 6.40%                             | 6.40%                             | 6.40%                             | 6.40%        |
| 7 Total Retail Rate - Variable RPS Charge (L.5 * (1+L.6)) | \$0.00366                         | \$0.00366                         | \$0.00366                         | \$0.00366                         | \$0.00366                         | \$0.00366                         |              |
| 8 Total Retail Rate - Fixed RPS Charge (L.5 * (1+L.6))    |                                   |                                   |                                   |                                   |                                   |                                   | \$0.00366    |

(1) Balance as of February 28, 2013 modified, as detailed below, to reflect that current rates (through May 31, 2013) include a credit for the overcollection as of January 31, 2012 and to reflect accruals for RPS. Figure is then allocated between rate periods (June-November 2013 and December 2013-May 2014) and then to each month, June through November 2013, on equal per kWh basis.

a February 28, 2013 actual balance - Schedule LSM-3, Page 2 (\$2,215,117)

b less: Estimated remaining prior period reconciliation - Mar, Apr, May 2013

c Estimated kWh Sales Mar-May 2013 178,327,471

d Amount of reconciliation in current rate (\$0.00051)

e Estimated amount of reconciliation - Mar-May 2013 (\$90,947)

f plus: Non-G1 Class RPS amounts included in rate filings, Feb 2012-Feb 2013 \$3,199,827

g less: Non-G1 Class RPS amounts, CY 2012 requirement, purchased \$536,579

h Net Non-G1 Class RPS amounts included in rate filings, Feb 2012-Feb 2013 \$2,663,247

i Total reconciliation for June 1, 2013-May 31, 2014 (line a - Line e + line h) \$539,078

j kWh purchases forecast June-November 2013 399,078,069 49.81%

k kWh purchases forecast December 2013-May 2014 402,155,000 50.19%

l Total 801,233,069

m Reconciliation amount for June-November 2013 (line i \* line j%) \$268,515

n Reconciliation amount for December 2013-May 2014 (line i \* line k%) \$270,563

o Total (line m + line n) \$539,078

Unitil Energy Systems, Inc.  
Reconciliation of Non-G1 Class RPS Costs and Revenues

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|        | (a)               | (b)                     | (c)                       | (d)  | (e)                                    | (f)              | (g)                          | (h)                  | (i)                                     |
|--------|-------------------|-------------------------|---------------------------|--|--|------------------|------------------------------|----------------------|---|
|        | Beginning Balance | Total Costs<br>(Page 3) | Total Revenue<br>(Page 4) | Ending Balance<br>Before Interest<br>(a + b - c) | Average Monthly<br>Balance ((a+d) / 2) | Interest<br>Rate | Number of<br>Days /<br>Month | Computed<br>Interest | Ending Balance with<br>Interest (d + h) |
| Feb-12 | (\$2,288,501)     | \$324,739               | \$132,944                 | (\$2,096,706)                                    | (\$2,192,604)                          | 3.25%            | 29                           | (\$5,646)            | (\$2,102,353)                           |
| Mar-12 | (\$2,102,353)     | \$0                     | \$130,982                 | (\$2,233,335)                                    | (\$2,167,844)                          | 3.25%            | 31                           | (\$5,967)            | (\$2,239,302)                           |
| Apr-12 | (\$2,239,302)     | \$57,532                | \$115,862                 | (\$2,297,632)                                    | (\$2,268,467)                          | 3.25%            | 30                           | (\$6,043)            | (\$2,303,675)                           |
| May-12 | (\$2,303,675)     | \$75,836                | \$162,685                 | (\$2,390,524)                                    | (\$2,347,100)                          | 3.25%            | 31                           | (\$6,461)            | (\$2,396,985)                           |
| Jun-12 | (\$2,396,985)     | \$1,626,292             | \$198,537                 | (\$969,230)                                      | (\$1,683,107)                          | 3.25%            | 30                           | (\$4,484)            | (\$973,713)                             |
| Jul-12 | (\$973,713)       | \$99,823                | \$216,236                 | (\$1,090,126)                                    | (\$1,031,920)                          | 3.25%            | 31                           | (\$2,841)            | (\$1,092,966)                           |
| Aug-12 | (\$1,092,966)     | \$542                   | \$215,952                 | (\$1,308,376)                                    | (\$1,200,671)                          | 3.25%            | 31                           | (\$3,305)            | (\$1,311,681)                           |
| Sep-12 | (\$1,311,681)     | \$0                     | \$197,532                 | (\$1,509,213)                                    | (\$1,410,447)                          | 3.25%            | 30                           | (\$3,757)            | (\$1,512,970)                           |
| Oct-12 | (\$1,512,970)     | \$14,690                | \$162,104                 | (\$1,660,384)                                    | (\$1,586,677)                          | 3.25%            | 31                           | (\$4,368)            | (\$1,664,752)                           |
| Nov-12 | (\$1,664,752)     | \$0                     | \$187,277                 | (\$1,852,028)                                    | (\$1,758,390)                          | 3.25%            | 30                           | (\$4,684)            | (\$1,856,713)                           |
| Dec-12 | (\$1,856,713)     | \$386,776               | \$245,025                 | (\$1,714,962)                                    | (\$1,785,837)                          | 3.25%            | 31                           | (\$4,402)(1)         | (\$1,719,364)                           |
| Jan-13 | (\$1,719,364)     | \$3,084                 | \$272,633                 | (\$1,988,912)                                    | (\$1,854,138)                          | 3.25%            | 31                           | (\$5,118)            | (\$1,994,030)                           |
| Feb-13 | (\$1,994,030)     | <u>\$18,664</u>         | <u>\$234,510</u>          | (\$2,209,876)                                    | (\$2,101,953)                          | 3.25%            | 28                           | <u>\$5,240</u>       | (\$2,215,117)                           |
| Total  |                   | \$2,607,979             | \$2,472,278               |  |  |                  |                              | (\$62,317)           |   |

(1) Includes \$513.93 to adjust interest for correction made in June 2012 related to March 2012 reclass of RPS expense.

Unitil Energy Systems, Inc.  
Itemized Costs for Non-G1 Class Default Service Renewable Portfolio Standard Charge

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|        |                          | Calculation of Working Capital |                   |            |                        |                         |
|--------|--------------------------|--------------------------------|-------------------|------------|------------------------|-------------------------|
|        | (a)                      | (b)                            | (c)               | (d)        | (e)                    | (f)                     |
|        | Renewable Energy Credits | Number of                      | Working           |            | Supply Related Working |                         |
|        | (1)                      | Days of Lag /                  | Capital           | Prime Rate | Capital (c * d)        | Total Costs (sum a + e) |
|        |                          | 365                            | Requirement       |            |                        |                         |
|        |                          |                                | (a*b)             |            |                        |                         |
| Feb-12 | \$333,433                | (80.23%)                       | (\$267,505)       | 3.25%      | (\$8,694)              | \$324,739               |
| Mar-12 | \$0                      | (80.23%)                       | \$0               | 3.25%      | \$0                    | \$0                     |
| Apr-12 | \$59,072                 | (80.23%)                       | (\$47,392)        | 3.25%      | (\$1,540)              | \$57,532                |
| May-12 | \$77,699                 | (73.78%)                       | (\$57,325)        | 3.25%      | (\$1,863)              | \$75,836                |
| Jun-12 | \$1,666,245 (1)          | (73.78%)                       | (\$1,229,324)     | 3.25%      | (\$39,953)             | \$1,626,292             |
| Jul-12 | \$102,276                | (73.78%)                       | (\$75,457)        | 3.25%      | (\$2,452)              | \$99,823                |
| Aug-12 | \$556                    | (73.78%)                       | (\$410)           | 3.25%      | (\$13)                 | \$542                   |
| Sep-12 | \$0                      | (73.78%)                       | \$0               | 3.25%      | \$0                    | \$0                     |
| Oct-12 | \$15,051                 | (73.78%)                       | (\$11,104)        | 3.25%      | (\$361)                | \$14,690                |
| Nov-12 | \$0                      | (73.78%)                       | \$0               | 3.25%      | \$0                    | \$0                     |
| Dec-12 | \$396,415                | (73.78%)                       | (\$292,467)       | 3.25%      | (\$9,639)(2)           | \$386,776               |
| Jan-13 | \$3,160                  | (73.78%)                       | (\$2,331)         | 3.25%      | (\$76)                 | \$3,084                 |
| Feb-13 | <u>\$19,122</u>          | (73.78%)                       | <u>(\$14,108)</u> | 3.25%      | <u>(\$459)</u>         | <u>\$18,664</u>         |
| Total  | \$2,673,030              |                                | (\$1,997,424)     |            | (\$65,050)             | \$2,607,979             |

(1) Includes \$63,908.02 adjust March 2012 Renewable Energy Credits out of G1 and into NonG1.

(2) Includes (\$133.95) to adjust working capital for correction made in June 2012 related to March 2012 reclass of RPS expense (see note (1)).

|        | (a)<br>Total Non-G1<br>Class Billed<br>Default Service<br>kWh (1) | (b)<br>Unbilled Factor<br>(2) | (c)<br>Non-G1 Class<br>Unbilled kWh<br>(a * b) | (d)<br>Effective Fixed<br>RPS Charge | (e)<br>Non-G1 Class<br>Unbilled RPS<br>Charge Revenue<br>(c * d) | (f)<br>Reversal of<br>prior month<br>unbilled | (g)<br>Total Billed Non-<br>G1 Class RPS<br>Charge Revenue<br>(1) | (h)<br>Total Revenue<br>(e + f + g) |
|--------|---|-------------------------------|--|--------------------------------------|--|---|---|-------------------------------------|
| Feb-12 | 64,366,399  | 45.71%                        | 29,424,202                                     | \$0.00224                            | \$65,910   | (\$77,285)                                    | \$144,319   | \$132,944                           |
| Mar-12 | 58,167,371  | 50.98%                        | 29,652,947                                     | \$0.00224                            | \$66,423   | (\$65,910)                                    | \$130,470   | \$130,982                           |
| Apr-12 | 54,590,572  | 48.95%                        | 26,723,781                                     | \$0.00224                            | \$59,861   | (\$66,423)                                    | \$122,423   | \$115,862                           |
| May-12 | 52,778,282  | 49.43%                        | 26,088,717                                     | \$0.00316                            | \$82,440   | (\$59,861)                                    | \$140,106   | \$162,685                           |
| Jun-12 | 54,570,584  | 62.94%                        | 34,344,899                                     | \$0.00316                            | \$108,530  | (\$82,440)                                    | \$172,448   | \$198,537                           |
| Jul-12 | 66,900,244  | 53.59%                        | 35,850,123                                     | \$0.00316                            | \$113,286  | (\$108,530)                                   | \$211,479   | \$216,236                           |
| Aug-12 | 71,891,480  | 44.92%                        | 32,292,350                                     | \$0.00316                            | \$102,044  | (\$113,286)                                   | \$227,195   | \$215,952                           |
| Sep-12 | 66,447,468  | 42.68%                        | 28,360,855                                     | \$0.00316                            | \$89,620   | (\$102,044)                                   | \$209,955   | \$197,532                           |
| Oct-12 | 50,479,272  | 57.80%                        | 29,177,812                                     | \$0.00316                            | \$92,202   | (\$89,620)                                    | \$159,522   | \$162,104                           |
| Nov-12 | 50,950,157  | 57.03%                        | 29,054,522                                     | \$0.00377                            | \$109,536  | (\$92,202)                                    | \$169,943   | \$187,277                           |
| Dec-12 | 62,453,284  | 50.78%                        | 31,712,608                                     | \$0.00377                            | \$119,557  | (\$109,536)                                   | \$235,004   | \$245,025                           |
| Jan-13 | 69,105,838  | 50.63%                        | 34,988,960                                     | \$0.00377                            | \$131,908  | (\$119,557)                                   | \$260,281   | \$272,633                           |
| Feb-13 | <u>66,641,484</u>   | 45.73%                        | 30,473,980                                     | \$0.00377                            | <u>\$114,887</u>   | <u>(\$131,908)</u>                            | <u>\$251,531</u>  | <u>\$234,510</u>                    |
| Total  | 789,342,435   |                               |  |                                      | \$1,256,204  | (\$1,218,602)                                 | \$2,434,676   | \$2,472,278                         |

(1) Per billing system

(2) Detail of Unbilled Factors for the Residential, Regular General, and Outdoor Lighting Classes:

|        | Billed<br>kWh | Direct<br>Estimate of<br>Unbilled kWh | Unbilled kWh /<br>Billed kWh |
|--------|---------------|---------------------------------------|------------------------------|
| Feb-12 | 73,813,428    | 33,742,780                            | 45.71%                       |
| Mar-12 | 67,247,493    | 34,281,871                            | 50.98%                       |
| Apr-12 | 64,036,843    | 31,348,024                            | 48.95%                       |
| May-12 | 62,634,463    | 30,960,704                            | 49.43%                       |
| Jun-12 | 65,041,818    | 40,935,144                            | 62.94%                       |
| Jul-12 | 78,477,433    | 42,054,042                            | 53.59%                       |
| Aug-12 | 84,217,902    | 37,829,155                            | 44.92%                       |
| Sep-12 | 78,924,647    | 33,686,317                            | 42.68%                       |
| Oct-12 | 61,552,232    | 35,578,157                            | 57.80%                       |
| Nov-12 | 61,826,158    | 35,256,604                            | 57.03%                       |
| Dec-12 | 74,518,542    | 37,839,120                            | 50.78%                       |
| Jan-13 | 80,740,637    | 40,879,773                            | 50.63%                       |
| Feb-13 | 78,812,038    | 36,039,361                            | 45.73%                       |

Unitil Energy Systems, Inc.  
Itemized Costs for Non-G1 Class Default Service Renewable Portfolio Standard Charge

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|                          |                  | <i>Calculation of Working Capital</i> |                    |            |                        |                         |
|--------------------------|------------------|---------------------------------------|--------------------|------------|------------------------|-------------------------|
| (a)                      |                  | (b)                                   | (c)                | (d)        | (e)                    | (f)                     |
| Renewable Energy Credits |                  | Number of                             | Working            |            | Supply Related Working |                         |
| (1)                      |                  | Days of Lag /                         | Capital            | Prime Rate | Capital (c * d)        | Total Costs (sum a + e) |
|                          |                  | 365                                   | Requirement        |            |                        |                         |
|                          |                  |                                       | (a*b)              |            |                        |                         |
| Jun-13                   | \$176,369        | (70.75%)                              | (\$124,787)        | 3.25%      | (\$4,056)              | \$172,314               |
| Jul-13                   | \$223,661        | (70.75%)                              | (\$158,248)        | 3.25%      | (\$5,143)              | \$218,518               |
| Aug-13                   | \$205,565        | (70.75%)                              | (\$145,445)        | 3.25%      | (\$4,727)              | \$200,839               |
| Sep-13                   | \$173,669        | (70.75%)                              | (\$122,876)        | 3.25%      | (\$3,993)              | \$169,675               |
| Oct-13                   | \$186,286        | (70.75%)                              | (\$131,804)        | 3.25%      | (\$4,284)              | \$182,003               |
| Nov-13                   | <u>\$165,586</u> | (70.75%)                              | <u>(\$117,158)</u> | 3.25%      | <u>(\$3,808)</u>       | <u>\$161,778</u>        |
| Total                    | \$1,131,136      |                                       | (\$800,318)        |            | (\$26,010)             | \$1,105,126             |

(1) Schedule TMB-4.

Unitil Energy Systems, Inc.  
Calculation of G1 Large General Service Class Default Service Power Supply Charge

|   | <u>Total</u><br><u>Jun13-Nov13</u> |                 |
|---|------------------------------------|-----------------|
| 1 Reconciliation (1)  | \$73,964                           |                 |
| 2 Total Costs excl. wholesale supplier charge (Page 5)  | <u>\$19,840</u>                    |                 |
| 3 Reconciliation plus Total Costs excl. wholesale supplier charge (L.1 + L.2)   | \$93,804                           |                 |
| 4 kWh Purchases   | <u>31,745,734</u>                  |                 |
| 5 Total, Before Losses (L.3 / L.4)  | \$0.00295                          |                 |
| 6 Losses  | <u>4.591%</u>                      |                 |
| 7 Power Supply Charge excl. wholesale supplier charge (L.5 * (1+L.6)) (2)   | \$0.00309                          |                 |
| <br>(1) Balance as of February 28, 2013 modified, as detailed below, to reflect that current rates (through May 31, 2013) include a credit for the overcollection as of January 31, 2012. Figure is then allocated between rate periods (June-November 2013 and December 2013-May 2014) and then to each month, June through November 2013, on equal per kWh basis. |                                    |                 |
| a February 28, 2013 actual balance - Schedule LSM-4, Page 2   | \$349,284                          |                 |
| b less: Estimated remaining credit for January 31, 2012 reconciliation - Mar, Apr, May 2013   |                                    |                 |
| c Estimated kWh Sales March-May 2013  | 15,969,645                         |                 |
| d Amount of reconciliation in current rate  | <u>(\$0.00414)</u>                 |                 |
| e Estimated amount of reconciliation to be credited March-May 2013  | (\$66,114)                         |                 |
| f plus: Estimated overcollection due to decrease in power supply costs in March 2013  | (\$275,588)                        |                 |
| g Total reconciliation for June 1, 2013-May 31, 2014 (line a - line e + line f)   | \$139,811                          |                 |
| h kWh purchases forecast June-November 2013   | 31,745,734                         | 52.90%          |
| i kWh purchases forecast December 2013-May 2014   | <u>28,262,000</u>                  | 47.10%          |
| j Total   | 60,007,734                         |                 |
| k Reconciliation amount for June-November 2013  | (line g * line h%)                 | \$73,964        |
| l Reconciliation amount for December 2013-May 2014  | (line g * line i%)                 | <u>\$65,847</u> |
| m Total   | (line k + line l)                  | \$139,811       |

(2) The total G1 Power Supply Charge will equal the sum of Line 7 plus a wholesale supplier charge which shall be determined at the end of each month. The wholesale supply charges will be determined as the sum of the average ISO-New England real time hourly locational marginal prices for the New Hampshire load zone, weighted by the wholesale hourly kWh volumes of the Company's G1 Default Service customers, and charges for capacity, ancillary services, and other supplier costs established through a competitive bidding process.

Unitil Energy Systems, Inc.  
Reconciliation of G1 Class Power Supply Charge Costs and Revenues

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|        | (a)                  | (b)                     | (c)                       | (d)  | (e)  | (f)           | (g)                       | (h)                  | (i)  |
|--------|----------------------|-------------------------|---------------------------|--|--|---------------|---------------------------|----------------------|--|
|        | Beginning<br>Balance | Total Costs (Page<br>3) | Total Revenue<br>(Page 4) | Ending<br>Balance<br>Before<br>Interest<br>(a + b - c) | Average<br>Monthly<br>Balance<br>((a+d) / 2) | Interest Rate | Number of<br>Days / Month | Computed<br>Interest | Ending Balance<br>with Interest (d<br>+ h) |
| Feb-12 | (\$326,008)          | \$245,881               | \$294,871                 | (\$374,998)  | (\$350,503)                                  | 3.25%         | 29                        | (\$903)              | (\$375,901)                                |
| Mar-12 | (\$375,901)          | \$302,025               | \$280,804                 | (\$354,679)  | (\$365,290)                                  | 3.25%         | 31                        | (\$1,006)            | (\$355,685)                                |
| Apr-12 | (\$355,685)          | \$300,350               | \$289,408                 | (\$344,744)  | (\$350,214)                                  | 3.25%         | 30                        | (\$933)              | (\$345,677)                                |
| May-12 | (\$345,677)          | \$212,293               | \$181,475                 | (\$314,859)  | (\$330,268)                                  | 3.25%         | 31                        | (\$909)              | (\$315,768)                                |
| Jun-12 | (\$315,768)          | \$202,365               | \$185,733                 | (\$299,136)  | (\$307,452)                                  | 3.25%         | 30                        | (\$819)              | (\$299,955)                                |
| Jul-12 | (\$299,955)          | \$276,730               | \$203,244                 | (\$226,469)  | (\$263,212)                                  | 3.25%         | 31                        | (\$725)              | (\$227,193)                                |
| Aug-12 | (\$227,193)          | \$246,681               | \$219,423                 | (\$199,936)  | (\$213,565)                                  | 3.25%         | 31                        | (\$588)              | (\$200,524)                                |
| Sep-12 | (\$200,524)          | \$225,539               | \$209,113                 | (\$184,099)  | (\$192,311)                                  | 3.25%         | 30                        | (\$512)              | (\$184,611)                                |
| Oct-12 | (\$184,611)          | \$227,426               | \$186,893                 | (\$144,078)  | (\$164,344)                                  | 3.25%         | 31                        | (\$452)              | (\$144,530)                                |
| Nov-12 | (\$144,530)          | \$223,738               | \$172,407                 | (\$93,199)   | (\$118,864)                                  | 3.25%         | 30                        | (\$317)              | (\$93,515)                                 |
| Dec-12 | (\$93,515)           | \$361,658               | \$268,995                 | (\$852)  | (\$47,184)                                   | 3.25%         | 31                        | (\$130)              | (\$982)                                    |
| Jan-13 | (\$982)              | \$456,714               | \$231,743                 | \$223,989  | \$111,503                                    | 3.25%         | 31                        | \$308                | \$224,297                                  |
| Feb-13 | \$224,297            | \$519,859               | \$395,585                 | \$348,570  | \$286,433                                    | 3.25%         | 28                        | \$714                | \$349,284                                  |
| Total  |                      | \$3,801,260             | \$3,119,696               |  |  |               |                           | (\$6,271)            |  |

Redacted

Unitil Energy Systems, Inc.  
Itemized Costs for G1 Class Default Service Power Supply Charge

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| Calculation of Working Capital<br>Supplier Charges and GIS Support Payments |                            |                                   |  |            |  |  |  |                  |  |  |
|---|----------------------------|-----------------------------------|--|------------|--|--|--|------------------|--|--|
| (a)   | (b)                        | (c)                               | (d)  | (e)        | (f)  | (g)                                      | (h)  | (i)              | (j)                                      | (k)  |
| Total G1 Class<br>DS Supplier<br>Charges                                    | GIS<br>Support<br>Payments | Number of<br>Days of<br>Lag / 365 | Working<br>Capital<br>Requirement<br>((a+b)*c) | Prime Rate | Supply Related<br>Working Capital<br>(d * e) | Provision for<br>Uncollected<br>Accounts | Internal<br>Company<br>Administrative<br>Costs | Legal<br>Charges | Consulting<br>Outside Service<br>Charges | Total Costs<br>(sum a + b +<br>f + g + h + i +<br>j) |
| Feb-12  | \$47                       | 1.48%                             |  | 3.25%      |  |  | \$3,153  | \$528            | \$0                                      | \$245,881  |
| Mar-12  | \$47                       | 1.48%                             |  | 3.25%      |  |  | \$3,153  | \$0              | \$0                                      | \$302,025  |
| Apr-12  | \$50                       | 1.48%                             |  | 3.25%      |  |  | \$3,153  | \$31             | \$0                                      | \$300,350  |
| May-12  | \$47                       | 2.43%                             |  | 3.25%      |  |  | \$3,153  | \$628            | \$0                                      | \$212,293  |
| Jun-12  | \$37                       | 2.43%                             |  | 3.25%      |  |  | \$3,153  | (\$542)          | \$0                                      | \$202,365  |
| Jul-12  | \$37                       | 2.43%                             |  | 3.25%      |  |  | \$3,153  | \$0              | \$0                                      | \$276,730  |
| Aug-12  | \$53                       | 2.43%                             |  | 3.25%      |  |  | \$3,153  | \$370            | \$0                                      | \$246,681  |
| Sep-12  | \$53                       | 2.43%                             |  | 3.25%      |  |  | \$3,153  | \$38             | \$0                                      | \$225,539  |
| Oct-12  | \$55                       | 2.43%                             |  | 3.25%      |  |  | \$3,153  | \$0              | \$0                                      | \$227,426  |
| Nov-12  | \$44                       | 2.43%                             |  | 3.25%      |  |  | \$3,294  | (\$248)          | \$0                                      | \$223,738  |
| Dec-12  | \$36                       | 2.43%                             |  | 3.25%      |  |  | \$3,294  | \$609            | \$0                                      | \$361,658  |
| Jan-13  | \$31                       | 2.43%                             |  | 3.25%      |  |  | \$3,294  | \$0              | \$0                                      | \$456,714  |
| Feb-13  | <u>\$42</u>                | 2.43%                             |  | 3.25%      |  |  | <u>\$3,294</u>                                 | <u>\$0</u>       | <u>\$0</u>                               | <u>\$519,859</u>                                     |
| Total   | \$579                      |                                   |  |            |  |  | \$41,551                                       | \$1,415          | \$0                                      | \$3,801,260  |

Unitil Energy Systems, Inc.  
G1 Class Default Service Power Supply Charge Revenue

Schedule LSM-4  
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|        | (a)   | (b)                    | (c)                                 | (d)  | (e)  | (f)                                 | (g)  | (h)                          |
|--------|---|------------------------|-------------------------------------|--|--|-------------------------------------|--|------------------------------|
|        | Total G1 Class<br>Billed Default<br>Service kWh (1) | Unbilled Factor<br>(2) | G1 Class<br>Unbilled kWh<br>(a * b) | Effective<br>Variable Power<br>Supply Charge | G1 Class Unbilled<br>Power Supply<br>Charge Revenue (c *<br>d) | Reversal of prior<br>month unbilled | Total Billed G1<br>Class Power<br>Supply Charge<br>Revenue (1) | Total Revenue<br>(e + f + g) |
| Feb-12 | 4,835,568   | 48.09%                 | 2,325,563                           | \$0.06338                                    | \$147,394  | (\$200,568)                         | \$348,046  | \$294,871                    |
| Mar-12 | 4,380,419   | 54.76%                 | 2,398,801                           | \$0.06306                                    | \$151,268  | (\$147,394)                         | \$276,930  | \$280,804                    |
| Apr-12 | 4,681,202   | 48.58%                 | 2,273,900                           | \$0.06353                                    | \$144,461  | (\$151,268)                         | \$296,216  | \$289,408                    |
| May-12 | 4,364,658   | 49.65%                 | 2,166,951                           | \$0.04302                                    | \$93,222   | (\$144,461)                         | \$232,714  | \$181,475                    |
| Jun-12 | 4,342,871   | 50.26%                 | 2,182,910                           | \$0.03979                                    | \$86,858   | (\$93,222)                          | \$192,097  | \$185,733                    |
| Jul-12 | 4,914,347   | 53.33%                 | 2,620,985                           | \$0.04029                                    | \$105,599  | (\$86,858)                          | \$184,503  | \$203,244                    |
| Aug-12 | 4,886,767   | 53.87%                 | 2,632,580                           | \$0.04500                                    | \$118,466  | (\$105,599)                         | \$206,557  | \$219,423                    |
| Sep-12 | 5,184,777   | 48.59%                 | 2,519,328                           | \$0.04081                                    | \$102,814  | (\$118,466)                         | \$224,766  | \$209,113                    |
| Oct-12 | 4,268,600   | 57.21%                 | 2,442,118                           | \$0.04368                                    | \$106,672  | (\$102,814)                         | \$183,035  | \$186,893                    |
| Nov-12 | 4,075,269   | 52.53%                 | 2,140,780                           | \$0.04697                                    | \$100,552  | (\$106,672)                         | \$178,526  | \$172,407                    |
| Dec-12 | 4,445,950   | 49.28%                 | 2,191,168                           | \$0.06184                                    | \$135,502  | (\$100,552)                         | \$234,046  | \$268,995                    |
| Jan-13 | 4,082,870   | 48.76%                 | 1,990,704                           | \$0.05952                                    | \$118,487  | (\$135,502)                         | \$248,759  | \$231,743                    |
| Feb-13 | <u>4,458,136</u>                                    | 47.61%                 | 2,122,418                           | \$0.09102                                    | <u>\$193,182</u>   | <u>(\$118,487)</u>                  | <u>\$320,890</u>   | <u>\$395,585</u>             |
| Total  | 58,921,434  |                        |                                     |  | \$1,604,478  | (\$1,611,864)                       | \$3,127,082  | \$3,119,696                  |

(1) Per billing system

(2) Detail of Unbilled Factors for the Large General Class:

|        | Billed<br>kWh | Direct<br>Estimate of<br>Unbilled kWh | Unbilled kWh /<br>Billed kWh |
|--------|---------------|---------------------------------------|------------------------------|
| Feb-12 | 28,727,521    | 13,815,889                            | 48.09%                       |
| Mar-12 | 27,067,592    | 14,822,729                            | 54.76%                       |
| Apr-12 | 28,315,972    | 13,754,520                            | 48.58%                       |
| May-12 | 29,136,163    | 14,465,424                            | 49.65%                       |
| Jun-12 | 29,950,789    | 15,054,525                            | 50.26%                       |
| Jul-12 | 31,581,315    | 16,843,368                            | 53.33%                       |
| Aug-12 | 30,099,962    | 16,215,333                            | 53.87%                       |
| Sep-12 | 31,910,610    | 15,505,641                            | 48.59%                       |
| Oct-12 | 29,120,861    | 16,660,397                            | 57.21%                       |
| Nov-12 | 28,278,941    | 14,855,213                            | 52.53%                       |
| Dec-12 | 28,958,170    | 14,271,912                            | 49.28%                       |
| Jan-13 | 28,562,248    | 13,926,230                            | 48.76%                       |
| Feb-13 | 29,591,234    | 14,087,717                            | 47.61%                       |

Unitil Energy Systems, Inc.  
Itemized Costs for G1 Class Default Service Power Supply Charge

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| Calculation of Working Capital<br>Supplier Charges and GIS Support Payments |                            |                                   |  |            |  |  |  |                  |  |  |
|---|----------------------------|-----------------------------------|--|------------|--|--|--|------------------|--|--|
| (a)   | (b)                        | (c)                               | (d)                                      | (e)        | (f)  | (g)                                      | (h)  | (i)              | (j)                                      | (k)  |
| Total G1 Class<br>DS Supplier<br>Charges (1)                                | GIS<br>Support<br>Payments | Number of<br>Days of<br>Lag / 365 | Working<br>Capital<br>Requirement<br>(2) | Prime Rate | Supply Related<br>Working Capital<br>(d * e) | Provision for<br>Uncollected<br>Accounts | Internal<br>Company<br>Administrative<br>Costs | Legal<br>Charges | Consulting<br>Outside Service<br>Charges | Total Costs<br>(sum a + b +<br>f + g + h + i +<br>j) |
| Jun-13  | \$43                       | (0.37%)                           | (\$1,065)                                | 3.25%      | (\$35)                                       | \$0                                      | \$3,294  | \$0              | \$0                                      | \$3,302  |
| Jul-13  | \$43                       | (0.37%)                           | (\$1,278)                                | 3.25%      | (\$42)                                       | \$0                                      | \$3,294  | \$0              | \$0                                      | \$3,296  |
| Aug-13  | \$47                       | (0.37%)                           | (\$1,117)                                | 3.25%      | (\$36)                                       | \$0                                      | \$3,294  | \$0              | \$0                                      | \$3,305  |
| Sep-13  | \$54                       | (0.37%)                           | (\$1,102)                                | 3.25%      | (\$36)                                       | \$0                                      | \$3,294  | \$0              | \$0                                      | \$3,313  |
| Oct-13  | \$48                       | (0.37%)                           | (\$961)                                  | 3.25%      | (\$31)                                       | \$0                                      | \$3,294  | \$0              | \$0                                      | \$3,311  |
| Nov-13  | \$50                       | (0.37%)                           | (\$938)                                  | 3.25%      | (\$30)                                       | \$0                                      | \$3,294  | \$0              | \$0                                      | \$3,314  |
| Total   | \$285                      |                                   | (\$6,461)                                |            | (\$210)                                      | \$0                                      | \$19,765                                       | \$0              | \$0                                      | \$19,840   |

(1) DS Supplier Charges to be determined at the end of each month.

(2) The working capital requirement equals the supplier charge plus GIS Support payment times the number of days lag divided by 365. As the G1 class supplier charge is no longer determined using a contract price, estimates of the G1 class power supply costs were calculated based on the forecasted G1 class kWh purchases and an estimated price per kWh. The estimated price per kWh was determined by comparing a historical relationship between G1 and Non-G1 class supplier pricing and then applying that relationship to the current average Non-G1 supplier price per kWh. Actual working capital will be determined using the actual supplier charges in each month.

Unitil Energy Systems, Inc.  
Calculation of G1 Class Default Service Renewable Portfolio Standard (RPS) Charge

Schedule LSM-5  
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|   | <u>Jun-13</u><br><u>Estimated</u> | <u>Jul-13</u><br><u>Estimated</u> | <u>Aug-13</u><br><u>Estimated</u> | <u>Sep-13</u><br><u>Estimated</u> | <u>Oct-13</u><br><u>Estimated</u> | <u>Nov-13</u><br><u>Estimated</u> | <u>Total</u>    |
|---|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------|
| 1 Reconciliation (1)                                      | \$5,092                           | \$5,897                           | \$5,221                           | \$5,437                           | \$4,774                           | \$4,571                           | \$30,992        |
| 2 Total Costs (Page 5)                                    | <u>\$14,679</u>                   | <u>\$17,001</u>                   | <u>\$15,051</u>                   | <u>\$15,675</u>                   | <u>\$13,762</u>                   | <u>\$13,178</u>                   | <u>\$89,346</u> |
| 3 Reconciliation plus Total Costs (L.1 + L.2)             | \$19,771                          | \$22,898                          | \$20,271                          | \$21,112                          | \$18,536                          | \$17,749                          | \$120,338       |
| 4 kWh Purchases   | <u>5,215,691</u>                  | <u>6,040,651</u>                  | <u>5,347,637</u>                  | <u>5,569,522</u>                  | <u>4,889,866</u>                  | <u>4,682,367</u>                  | 31,745,734      |
| 5 Total, Before Losses (L.3 / L.4)                        | \$0.00379                         | \$0.00379                         | \$0.00379                         | \$0.00379                         | \$0.00379                         | \$0.00379                         |                 |
| 6 Losses  | <u>4.591%</u>                     | <u>4.591%</u>                     | <u>4.591%</u>                     | <u>4.591%</u>                     | <u>4.591%</u>                     | <u>4.591%</u>                     |                 |
| 7 Total Retail Rate - Variable RPS Charge (L.5 * (1+L.6)) | \$0.00396                         | \$0.00396                         | \$0.00396                         | \$0.00396                         | \$0.00396                         | \$0.00396                         |                 |

(1) Balance as of February 28, 2013 modified, as detailed below, to reflect that current rates (through May 31, 2013) include a credit for the overcollection as of January 31, 2012 and to reflect accruals for RPS. Figure is then allocated between rate periods (June-November 2013 and December 2013-May 2014) and then to each month, June through November 2013, on equal per kWh basis.

a February 28, 2013 actual balance - Schedule LSM-5, Page 2 (\$187,012)

b less: Estimated remaining prior period reconciliation - Mar, Apr, May 2013

c Estimated kWh Sales Mar-May 2013 15,969,645

d Amount of reconciliation in current rate (\$0.00139)

e Estimated amount of reconciliation - Mar-May 2013 (\$22,198)

f plus: G1 Class RPS amounts included in rate filings, Feb 2012-Feb 2013 \$266,141

g less: G1 Class RPS amounts, CY 2012 requirement, purchased \$42,742

h Net G1 Class RPS amounts included in rate filings, Feb 2012-Feb 2013 \$223,399

i Total reconciliation for June 1, 2013-May 31, 2014 (line a - Line e + line h) \$58,585

j kWh purchases forecast June-November 2013 31,745,734 52.90%

k kWh purchases forecast December 2013-May 2014 28,262,000 47.10%

l Total 60,007,734

m Reconciliation amount for June-November 2013 (line i \* line j%) \$30,992

n Reconciliation amount for December 2013-May 2014 (line i \* line k%) \$27,594

o Total (line m + line n) \$58,585

Unitil Energy Systems, Inc.  
Reconciliation of G1 Class RPS Costs and Revenues

Schedule LSM-5  
Page 2 of 5

|        | (a)               | (b)                     | (c)                       | (d)  | (e)                                    | (f)              | (g)                          | (h)                  | (i)                                     |
|--------|-------------------|-------------------------|---------------------------|--|--|------------------|------------------------------|----------------------|---|
|        | Beginning Balance | Total Costs<br>(Page 3) | Total Revenue<br>(Page 4) | Ending Balance<br>Before Interest<br>(a + b - c) | Average Monthly<br>Balance ((a+d) / 2) | Interest<br>Rate | Number of<br>Days /<br>Month | Computed<br>Interest | Ending Balance with<br>Interest (d + h) |
| Feb-12 | (\$231,147)       | \$25,823                | \$18,038                  | (\$223,361)                                      | (\$227,254)                            | 3.25%            | 29                           | (\$585)              | (\$223,946)                             |
| Mar-12 | (\$223,946)       | \$67,069                | \$17,414                  | (\$174,291)                                      | (\$199,119)                            | 3.25%            | 31                           | (\$548)              | (\$174,840)                             |
| Apr-12 | (\$174,840)       | \$4,571                 | \$17,815                  | (\$188,084)                                      | (\$181,462)                            | 3.25%            | 30                           | (\$483)              | (\$188,567)                             |
| May-12 | (\$188,567)       | \$6,041                 | \$8,575                   | (\$191,100)                                      | (\$189,834)                            | 3.25%            | 31                           | (\$523)              | (\$191,623)                             |
| Jun-12 | (\$191,623)       | \$62,222                | \$8,673                   | (\$138,074)                                      | (\$164,849)                            | 3.25%            | 30                           | (\$439)              | (\$138,514)                             |
| Jul-12 | (\$138,514)       | \$7,953                 | \$11,235                  | (\$141,796)                                      | (\$140,155)                            | 3.25%            | 31                           | (\$386)              | (\$142,182)                             |
| Aug-12 | (\$142,182)       | \$43                    | \$10,042                  | (\$152,180)                                      | (\$147,181)                            | 3.25%            | 31                           | (\$405)              | (\$152,585)                             |
| Sep-12 | (\$152,585)       | \$0                     | \$10,397                  | (\$162,982)                                      | (\$157,784)                            | 3.25%            | 30                           | (\$420)              | (\$163,402)                             |
| Oct-12 | (\$163,402)       | \$1,170                 | \$8,505                   | (\$170,737)                                      | (\$167,070)                            | 3.25%            | 31                           | (\$460)              | (\$171,197)                             |
| Nov-12 | (\$171,197)       | \$0                     | \$9,331                   | (\$180,528)                                      | (\$175,863)                            | 3.25%            | 30                           | (\$468)              | (\$180,997)                             |
| Dec-12 | (\$180,997)       | \$31,069                | \$11,151                  | (\$161,079)                                      | (\$171,038)                            | 3.25%            | 31                           | (\$982)(1)           | (\$162,061)                             |
| Jan-13 | (\$162,061)       | \$234                   | \$11,715                  | (\$173,541)                                      | (\$167,801)                            | 3.25%            | 31                           | (\$463)              | (\$174,005)                             |
| Feb-13 | (\$174,005)       | <u>\$1,487</u>          | <u>\$14,045</u>           | (\$186,563)                                      | (\$180,284)                            | 3.25%            | 28                           | <u>(\$449)</u>       | (\$187,012)                             |
| Total  |                   | \$207,682               | \$156,934                 |  |  |                  |                              | (\$6,613)            |   |

(1) Includes (\$511.06) to adjust interest for correction made in June 2012 related to March 2012 reclass of RPS expense.

Unitil Energy Systems, Inc.  
Itemized Costs for G1 Class Default Service Renewable Portfolio Standard Charge

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|        |                          | <i>Calculation of Working Capital</i> |  |            |   |                         |
|--------|--------------------------|---------------------------------------|--|------------|---|-------------------------|
|        | (a)                      | (b)                                   | (c)  | (d)        | (e)                                       | (f)                     |
|        | Renewable Energy Credits | Number of<br>Days of Lag /<br>365     | Working<br>Capital<br>Requirement<br>(a*b) | Prime Rate | Supply Related Working<br>Capital (c * d) | Total Costs (sum a + e) |
| Feb-12 | \$26,567                 | (86.12%)                              | (\$22,878)                                 | 3.25%      | (\$744)                                   | \$25,823                |
| Mar-12 | \$69,000                 | (86.12%)                              | (\$59,419)                                 | 3.25%      | (\$1,931)                                 | \$67,069                |
| Apr-12 | \$4,703                  | (86.12%)                              | (\$4,050)                                  | 3.25%      | (\$132)                                   | \$4,571                 |
| May-12 | \$6,191                  | (74.28%)                              | (\$4,598)                                  | 3.25%      | (\$149)                                   | \$6,041                 |
| Jun-12 | \$63,761 (1)             | (74.28%)                              | (\$47,360)                                 | 3.25%      | (\$1,539)                                 | \$62,222                |
| Jul-12 | \$8,149                  | (74.28%)                              | (\$6,053)                                  | 3.25%      | (\$197)                                   | \$7,953                 |
| Aug-12 | \$44                     | (74.28%)                              | (\$33)                                     | 3.25%      | (\$1)                                     | \$43                    |
| Sep-12 | \$0                      | (74.28%)                              | \$0  | 3.25%      | \$0                                       | \$0                     |
| Oct-12 | \$1,199                  | (74.28%)                              | (\$891)                                    | 3.25%      | (\$29)                                    | \$1,170                 |
| Nov-12 | \$0                      | (74.28%)                              | \$0  | 3.25%      | \$0                                       | \$0                     |
| Dec-12 | \$31,585                 | (74.28%)                              | (\$23,460)                                 | 3.25%      | (\$517)(2)                                | \$31,069                |
| Jan-13 | \$240                    | (74.28%)                              | (\$178)                                    | 3.25%      | (\$6)                                     | \$234                   |
| Feb-13 | <u>\$1,524</u>           | (74.28%)                              | <u>(\$1,132)</u>                           | 3.25%      | <u>(\$37)</u>                             | <u>\$1,487</u>          |
| Total  | \$212,963                |                                       | (\$170,052)                                |            | (\$5,281)                                 | \$207,682               |

(1) Includes (\$63,908.02) adjust March 2012 Renewable Energy Credits out of G1 and into NonG1.

(2) Includes \$245.88 to adjust working capital for correction made in June 2012 related to March 2012 reclass of RPS expense (see note (1)).

|        | (a)   | (b)                    | (c)                              | (d)                                 | (e)  | (f)                                    | (g)  | (h)                          |
|--------|---|------------------------|----------------------------------|-------------------------------------|--|--|--|------------------------------|
|        | Total G1 Class<br>Billed Default<br>Service kWh (1) | Unbilled Factor<br>(2) | G1 Class Unbilled<br>kWh (a * b) | Effective<br>Variable RPS<br>Charge | G1 Class Unbilled<br>RPS Charge<br>Revenue (c * d) | Reversal of<br>prior month<br>unbilled | Total Billed G1<br>Class RPS Charge<br>Revenue (1) | Total Revenue<br>(e + f + g) |
| Feb-12 | 4,835,568   | 48.09%                 | 2,325,563                        | \$0.00391                           | \$9,093  | (\$8,877)                              | \$17,822   | \$18,038                     |
| Mar-12 | 4,380,419   | 54.76%                 | 2,398,801                        | \$0.00391                           | \$9,379  | (\$9,093)                              | \$17,127   | \$17,414                     |
| Apr-12 | 4,681,202   | 48.58%                 | 2,273,900                        | \$0.00391                           | \$8,891  | (\$9,379)                              | \$18,303   | \$17,815                     |
| May-12 | 4,364,658   | 49.65%                 | 2,166,951                        | \$0.00205                           | \$4,442  | (\$8,891)                              | \$13,024   | \$8,575                      |
| Jun-12 | 4,342,871   | 50.26%                 | 2,182,910                        | \$0.00205                           | \$4,475  | (\$4,442)                              | \$8,640  | \$8,673                      |
| Jul-12 | 4,914,347   | 53.33%                 | 2,620,985                        | \$0.00205                           | \$5,373  | (\$4,475)                              | \$10,337   | \$11,235                     |
| Aug-12 | 4,886,767   | 53.87%                 | 2,632,580                        | \$0.00205                           | \$5,397  | (\$5,373)                              | \$10,018   | \$10,042                     |
| Sep-12 | 5,184,777   | 48.59%                 | 2,519,328                        | \$0.00205                           | \$5,165  | (\$5,397)                              | \$10,629   | \$10,397                     |
| Oct-12 | 4,268,600   | 57.21%                 | 2,442,118                        | \$0.00205                           | \$5,006  | (\$5,165)                              | \$8,664  | \$8,505                      |
| Nov-12 | 4,075,269   | 52.53%                 | 2,140,780                        | \$0.00248                           | \$5,309  | (\$5,006)                              | \$9,028  | \$9,331                      |
| Dec-12 | 4,445,950   | 49.28%                 | 2,191,168                        | \$0.00248                           | \$5,434  | (\$5,309)                              | \$11,026   | \$11,151                     |
| Jan-13 | 4,082,870   | 48.76%                 | 1,990,704                        | \$0.00306                           | \$6,092  | (\$5,434)                              | \$11,057   | \$11,715                     |
| Feb-13 | <u>4,458,136</u>                                    | 47.61%                 | 2,122,418                        | \$0.00306                           | <u>\$6,495</u>                                     | <u>(\$6,092)</u>                       | <u>\$13,642</u>                                    | <u>\$14,045</u>              |
| Total  | 58,921,434  |                        |                                  |                                     | \$80,551   | (\$82,933)                             | \$159,317  | \$156,934                    |

(1) Per billing system

(2) Detail of Unbilled Factors for the Large General Class:

|        | Billed<br>kWh | Direct<br>Estimate of<br>Unbilled kWh | Unbilled kWh /<br>Billed kWh |
|--------|---------------|---------------------------------------|------------------------------|
| Feb-12 | 28,727,521    | 13,815,889                            | 48.09%                       |
| Mar-12 | 27,067,592    | 14,822,729                            | 54.76%                       |
| Apr-12 | 28,315,972    | 13,754,520                            | 48.58%                       |
| May-12 | 29,136,163    | 14,465,424                            | 49.65%                       |
| Jun-12 | 29,950,789    | 15,054,525                            | 50.26%                       |
| Jul-12 | 31,581,315    | 16,843,368                            | 53.33%                       |
| Aug-12 | 30,099,962    | 16,215,333                            | 53.87%                       |
| Sep-12 | 31,910,610    | 15,505,641                            | 48.59%                       |
| Oct-12 | 29,120,861    | 16,660,397                            | 57.21%                       |
| Nov-12 | 28,278,941    | 14,855,213                            | 52.53%                       |
| Dec-12 | 28,958,170    | 14,271,912                            | 49.28%                       |
| Jan-13 | 28,562,248    | 13,926,230                            | 48.76%                       |
| Feb-13 | 29,591,234    | 14,087,717                            | 47.61%                       |

Unitil Energy Systems, Inc.  
Itemized Costs for G1 Class Default Service Renewable Portfolio Standard Charge

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| <i>Calculation of Working Capital</i> |                                 |                                   |  |            |   |                         |
|---------------------------------------|---------------------------------|-----------------------------------|--|------------|---|-------------------------|
|                                       | (a)                             | (b)                               | (c)  | (d)        | (e)                                       | (f)                     |
|                                       | Renewable Energy Credits<br>(1) | Number of<br>Days of Lag /<br>365 | Working<br>Capital<br>Requirement<br>(a*b) | Prime Rate | Supply Related Working<br>Capital (c * d) | Total Costs (sum a + e) |
| Jun-13                                | \$15,045                        | (74.81%)                          | (\$11,256)                                 | 3.25%      | (\$366)                                   | \$14,679                |
| Jul-13                                | \$17,425                        | (74.81%)                          | (\$13,036)                                 | 3.25%      | (\$424)                                   | \$17,001                |
| Aug-13                                | \$15,426                        | (74.81%)                          | (\$11,540)                                 | 3.25%      | (\$375)                                   | \$15,051                |
| Sep-13                                | \$16,066                        | (74.81%)                          | (\$12,019)                                 | 3.25%      | (\$391)                                   | \$15,675                |
| Oct-13                                | \$14,105                        | (74.81%)                          | (\$10,553)                                 | 3.25%      | (\$343)                                   | \$13,762                |
| Nov-13                                | <u>\$13,507</u>                 | (74.81%)                          | <u>(\$10,105)</u>                          | 3.25%      | <u>(\$328)</u>                            | <u>\$13,178</u>         |
| Total                                 | \$91,573                        |                                   | (\$68,509)                                 |            | (\$2,227)                                 | \$89,346                |

(1) Schedule TMB-4.

Unitil Energy Systems, Inc.  
Typical Bill Impacts by Rate Component

Residential Rate D 500 kWh Bill

|                          | 4/1/2013            | 6/1/2013          |                    |                      |                         |                   | %                               |
|--------------------------|---------------------|-------------------|--------------------|----------------------|-------------------------|-------------------|---------------------------------|
| <u>Rate Components</u>   | <u>Current Rate</u> | <u>As Revised</u> | <u>Difference</u>  | <u>Current Bill*</u> | <u>As Revised Bill*</u> | <u>Difference</u> | <u>Difference to Total Bill</u> |
| Customer Charge          | \$10.27             | \$10.27           | \$0.00             | \$10.27              | \$10.27                 | \$0.00            | 0.0%                            |
|                          | <u>\$/kWh</u>       | <u>\$/kWh</u>     |                    |                      |                         |                   |                                 |
| Distribution Charge      |                     |                   |                    |                      |                         |                   |                                 |
| First 250 kWh            | \$0.02894           | \$0.02894         | \$0.00000          | \$7.24               | \$7.24                  | \$0.00            | 0.0%                            |
| Excess 250 kWh           | \$0.03394           | \$0.03394         | \$0.00000          | \$8.49               | \$8.49                  | \$0.00            | 0.0%                            |
| External Delivery Charge | \$0.01753           | \$0.01753         | \$0.00000          | \$8.77               | \$8.77                  | \$0.00            | 0.0%                            |
| Stranded Cost Charge     | \$0.00009           | \$0.00009         | \$0.00000          | \$0.05               | \$0.05                  | \$0.00            | 0.0%                            |
| Storm Recovery Adj.      | \$0.00178           | \$0.00178         | \$0.00000          | \$0.89               | \$0.89                  | \$0.00            | 0.0%                            |
| System Benefits Charge   | \$0.00330           | \$0.00330         | \$0.00000          | \$1.65               | \$1.65                  | \$0.00            | 0.0%                            |
| Default Service Charge   | <u>\$0.07178</u>    | <u>\$0.07130</u>  | <u>(\$0.00048)</u> | <u>\$35.89</u>       | <u>\$35.65</u>          | <u>(\$0.24)</u>   | <u>(0.3%)</u>                   |
| First 250 kWh            | \$0.12342           | \$0.12294         | (\$0.00048)        |                      |                         |                   |                                 |
| Excess 250 kWh           | \$0.12842           | \$0.12794         | (\$0.00048)        |                      |                         |                   |                                 |
| Total Bill               |                     |                   |                    | \$73.23              | \$72.99                 | (\$0.24)          | (0.3%)                          |

Regular General G2 Demand, 10 kW, 3,000 kWh Typical Bill

|                          | 4/1/2013            | 6/1/2013          |                    |                      |                         |                   | %                               |
|--------------------------|---------------------|-------------------|--------------------|----------------------|-------------------------|-------------------|---------------------------------|
| <u>Rate Components</u>   | <u>Current Rate</u> | <u>As Revised</u> | <u>Difference</u>  | <u>Current Bill*</u> | <u>As Revised Bill*</u> | <u>Difference</u> | <u>Difference to Total Bill</u> |
| Customer Charge          | \$16.96             | \$16.96           | \$0.00             | \$16.96              | \$16.96                 | \$0.00            | 0.0%                            |
|                          | <u>All kW</u>       | <u>All kW</u>     |                    |                      |                         |                   |                                 |
| Distribution Charge      | \$9.50              | \$9.50            | \$0.00             | \$95.00              | \$95.00                 | \$0.00            | 0.0%                            |
| Stranded Cost Charge     | <u>\$0.02</u>       | <u>\$0.02</u>     | <u>\$0.00</u>      | <u>\$0.20</u>        | <u>\$0.20</u>           | <u>\$0.00</u>     | <u>0.0%</u>                     |
| Total                    | \$9.52              | \$9.52            | \$0.00             | \$95.20              | \$95.20                 | \$0.00            | 0.0%                            |
|                          | <u>\$/kWh</u>       | <u>\$/kWh</u>     |                    |                      |                         |                   |                                 |
| Distribution Charge      | \$0.00000           | \$0.00000         | \$0.00000          | \$0.00               | \$0.00                  | \$0.00            | 0.0%                            |
| External Delivery Charge | \$0.01753           | \$0.01753         | \$0.00000          | \$52.59              | \$52.59                 | \$0.00            | 0.0%                            |
| Stranded Cost Charge     | \$0.00002           | \$0.00002         | \$0.00000          | \$0.06               | \$0.06                  | \$0.00            | 0.0%                            |
| Storm Recovery Adj.      | \$0.00178           | \$0.00178         | \$0.00000          | \$5.34               | \$5.34                  | \$0.00            | 0.0%                            |
| System Benefits Charge   | \$0.00330           | \$0.00330         | \$0.00000          | \$9.90               | \$9.90                  | \$0.00            | 0.0%                            |
| Default Service Charge   | <u>\$0.07178</u>    | <u>\$0.07130</u>  | <u>(\$0.00048)</u> | <u>\$215.34</u>      | <u>\$213.90</u>         | <u>(\$1.44)</u>   | <u>(0.4%)</u>                   |
| Total                    | \$0.09441           | \$0.09393         | (\$0.00048)        | \$283.23             | \$281.79                | (\$1.44)          | (0.4%)                          |
| Total Bill               |                     |                   |                    | \$395.39             | \$393.95                | (\$1.44)          | (0.4%)                          |

\* Comparison isolates the impact of changes to the Default Service Rate only. Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.  
Typical Bill Impacts by Rate Component

| <u>Regular General G2 Quick Recovery Water Heating and Space Heating 2,000 kWh Typical Bill</u> |                     |                   |                    |                      |                         |                   |                                 |
|---|---------------------|-------------------|--------------------|----------------------|-------------------------|-------------------|---------------------------------|
|   | 4/1/2013            | 6/1/2013          |                    |                      |                         |                   | %                               |
| <u>Rate Components</u>  | <u>Current Rate</u> | <u>As Revised</u> | <u>Difference</u>  | <u>Current Bill*</u> | <u>As Revised Bill*</u> | <u>Difference</u> | <u>Difference to Total Bill</u> |
| Customer Charge   | \$5.76              | \$5.76            | \$0.00             | \$5.76               | \$5.76                  | \$0.00            | 0.0%                            |
|   | <u>\$/kWh</u>       | <u>\$/kWh</u>     |                    |                      |                         |                   |                                 |
| Distribution Charge   | \$0.02832           | \$0.02832         | \$0.00000          | \$56.64              | \$56.64                 | \$0.00            | 0.0%                            |
| External Delivery Charge  | \$0.01753           | \$0.01753         | \$0.00000          | \$35.06              | \$35.06                 | \$0.00            | 0.0%                            |
| Stranded Cost Charge  | \$0.00009           | \$0.00009         | \$0.00000          | \$0.18               | \$0.18                  | \$0.00            | 0.0%                            |
| Storm Recovery Adj.   | \$0.00178           | \$0.00178         | \$0.00000          | \$3.56               | \$3.56                  | \$0.00            | 0.0%                            |
| System Benefits Charge  | \$0.00330           | \$0.00330         | \$0.00000          | \$6.60               | \$6.60                  | \$0.00            | 0.0%                            |
| Default Service Charge  | <u>\$0.07178</u>    | <u>\$0.07130</u>  | <u>(\$0.00048)</u> | <u>\$143.56</u>      | <u>\$142.60</u>         | <u>(\$0.96)</u>   | <u>(0.4%)</u>                   |
| Total   | \$0.12280           | \$0.12232         | (\$0.00048)        | \$245.60             | \$244.64                | (\$0.96)          | (0.4%)                          |
| Total Bill  |                     |                   |                    | \$251.36             | \$250.40                | (\$0.96)          | (0.4%)                          |

| <u>Regular General G2 kWh Meter 125 kWh Typical Bill</u> |                     |                   |                    |                      |                         |                   |                                 |
|--|---------------------|-------------------|--------------------|----------------------|-------------------------|-------------------|---------------------------------|
|  | 4/1/2013            | 6/1/2013          |                    |                      |                         |                   | %                               |
| <u>Rate Components</u>                                   | <u>Current Rate</u> | <u>As Revised</u> | <u>Difference</u>  | <u>Current Bill*</u> | <u>As Revised Bill*</u> | <u>Difference</u> | <u>Difference to Total Bill</u> |
| Customer Charge  | \$12.85             | \$12.85           | \$0.00             | \$12.85              | \$12.85                 | \$0.00            | 0.0%                            |
|  | <u>\$/kWh</u>       | <u>\$/kWh</u>     |                    |                      |                         |                   |                                 |
| Distribution Charge                                      | \$0.02957           | \$0.02957         | \$0.00000          | \$3.70               | \$3.70                  | \$0.00            | 0.0%                            |
| External Delivery Charge                                 | \$0.01753           | \$0.01753         | \$0.00000          | \$2.19               | \$2.19                  | \$0.00            | 0.0%                            |
| Stranded Cost Charge                                     | \$0.00009           | \$0.00009         | \$0.00000          | \$0.01               | \$0.01                  | \$0.00            | 0.0%                            |
| Storm Recovery Adj.                                      | \$0.00178           | \$0.00178         | \$0.00000          | \$0.22               | \$0.22                  | \$0.00            | 0.0%                            |
| System Benefits Charge                                   | \$0.00330           | \$0.00330         | \$0.00000          | \$0.41               | \$0.41                  | \$0.00            | 0.0%                            |
| Default Service Charge                                   | <u>\$0.07178</u>    | <u>\$0.07130</u>  | <u>(\$0.00048)</u> | <u>\$8.97</u>        | <u>\$8.91</u>           | <u>(\$0.06)</u>   | <u>(0.2%)</u>                   |
| Total  | \$0.12405           | \$0.12357         | (\$0.00048)        | \$15.51              | \$15.45                 | (\$0.06)          | (0.2%)                          |
| Total Bill   |                     |                   |                    | \$28.36              | \$28.30                 | (\$0.06)          | (0.2%)                          |

\* Comparison isolates the impact of changes to the Default Service Rate only. Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.  
Typical Bill Impacts for Residential Rate Class based on Mean and Median Usage

Residential Rate D 650 kWh Bill - Mean Use\*

|                          | 4/1/2013            | 6/1/2013          |                    |                       |                          |                   | %                               |
|--------------------------|---------------------|-------------------|--------------------|-----------------------|--------------------------|-------------------|---------------------------------|
| <u>Rate Components</u>   | <u>Current Rate</u> | <u>As Revised</u> | <u>Difference</u>  | <u>Current Bill**</u> | <u>As Revised Bill**</u> | <u>Difference</u> | <u>Difference to Total Bill</u> |
| Customer Charge          | \$10.27             | \$10.27           | \$0.00             | \$10.27               | \$10.27                  | \$0.00            | 0.0%                            |
|                          | <u>\$/kWh</u>       | <u>\$/kWh</u>     |                    |                       |                          |                   |                                 |
| Distribution Charge      |                     |                   |                    |                       |                          |                   |                                 |
| First 250 kWh            | \$0.02894           | \$0.02894         | \$0.00000          | \$7.24                | \$7.24                   | \$0.00            | 0.0%                            |
| Excess 250 kWh           | \$0.03394           | \$0.03394         | \$0.00000          | \$13.58               | \$13.58                  | \$0.00            | 0.0%                            |
| External Delivery Charge | \$0.01753           | \$0.01753         | \$0.00000          | \$11.39               | \$11.39                  | \$0.00            | 0.0%                            |
| Stranded Cost Charge     | \$0.00009           | \$0.00009         | \$0.00000          | \$0.06                | \$0.06                   | \$0.00            | 0.0%                            |
| Storm Recovery Adj.      | \$0.00178           | \$0.00178         | \$0.00000          | \$1.16                | \$1.16                   | \$0.00            | 0.0%                            |
| System Benefits Charge   | \$0.00330           | \$0.00330         | \$0.00000          | \$2.15                | \$2.15                   | \$0.00            | 0.0%                            |
| Default Service Charge   | <u>\$0.07178</u>    | <u>\$0.07130</u>  | <u>(\$0.00048)</u> | <u>\$46.66</u>        | <u>\$46.35</u>           | <u>(\$0.31)</u>   | <u>(0.3%)</u>                   |
| First 250 kWh            | \$0.12342           | \$0.12294         | (\$0.00048)        |                       |                          |                   |                                 |
| Excess 250 kWh           | \$0.12842           | \$0.12794         | (\$0.00048)        |                       |                          |                   |                                 |
| Total Bill               |                     |                   |                    | \$92.49               | \$92.18                  | (\$0.31)          | (0.3%)                          |

Residential Rate D 540 kWh Bill - Median Use\*

|                          | 4/1/2013            | 6/1/2013          |                    |                       |                          |                   | %                               |
|--------------------------|---------------------|-------------------|--------------------|-----------------------|--------------------------|-------------------|---------------------------------|
| <u>Rate Components</u>   | <u>Current Rate</u> | <u>As Revised</u> | <u>Difference</u>  | <u>Current Bill**</u> | <u>As Revised Bill**</u> | <u>Difference</u> | <u>Difference to Total Bill</u> |
| Customer Charge          | \$10.27             | \$10.27           | \$0.00             | \$10.27               | \$10.27                  | \$0.00            | 0.0%                            |
|                          | <u>\$/kWh</u>       | <u>\$/kWh</u>     |                    |                       |                          |                   |                                 |
| Distribution Charge      |                     |                   |                    |                       |                          |                   |                                 |
| First 250 kWh            | \$0.02894           | \$0.02894         | \$0.00000          | \$7.24                | \$7.24                   | \$0.00            | 0.0%                            |
| Excess 250 kWh           | \$0.03394           | \$0.03394         | \$0.00000          | \$9.84                | \$9.84                   | \$0.00            | 0.0%                            |
| External Delivery Charge | \$0.01753           | \$0.01753         | \$0.00000          | \$9.47                | \$9.47                   | \$0.00            | 0.0%                            |
| Stranded Cost Charge     | \$0.00009           | \$0.00009         | \$0.00000          | \$0.05                | \$0.05                   | \$0.00            | 0.0%                            |
| Storm Recovery Adj.      | \$0.00178           | \$0.00178         | \$0.00000          | \$0.96                | \$0.96                   | \$0.00            | 0.0%                            |
| System Benefits Charge   | \$0.00330           | \$0.00330         | \$0.00000          | \$1.78                | \$1.78                   | \$0.00            | 0.0%                            |
| Default Service Charge   | <u>\$0.07178</u>    | <u>\$0.07130</u>  | <u>(\$0.00048)</u> | <u>\$38.76</u>        | <u>\$38.50</u>           | <u>(\$0.26)</u>   | <u>(0.3%)</u>                   |
| First 250 kWh            | \$0.12342           | \$0.12294         | (\$0.00048)        |                       |                          |                   |                                 |
| Excess 250 kWh           | \$0.12842           | \$0.12794         | (\$0.00048)        |                       |                          |                   |                                 |
| Total Bill               |                     |                   |                    | \$78.37               | \$78.11                  | (\$0.26)          | (0.3%)                          |

\* Based on billing period April 2012 through March 2013.

\*\* Comparison isolates the impact of changes to the Default Service Rate only. Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.  
Average Class Bill Impacts  
Due to Proposed Default Service Rate Changes Effective June 1, 2013 \*

| (A)<br><u>Class of Service</u> | (B)<br><u>Annual Number<br/>of Customers (luminaires<br/>for Outdoor Lighting)</u> | (C)<br><u>Annual<br/>kWh<br/>Sales</u> | (D)<br><u>Annual<br/>kW / kVA<br/>Sales</u> | (E)<br><u>Proposed<br/>DSC<br/>Change \$</u> | (F)<br><u>Estimated Annual<br/>Revenue \$ Under<br/>Present Rates</u> | (G)<br><u>Estimated Annual<br/>Revenue \$ Under<br/>Proposed Rates</u> | (H)<br><u>Proposed<br/>Net Change<br/>Revenue \$</u> | (I)<br><u>% Change<br/>DSC<br/>Revenue</u> |
|--------------------------------|--|--|---|--|---|--|--|--|
| Residential                    | 763,694  | 480,638,599                            | n/a   | (\$230,707)                                  | \$68,702,701  | \$68,471,995   | (\$230,707)  | (0.3%)                                     |
| General Service                | 129,249  | 340,275,469                            | 1,301,458                                   | (\$163,332)                                  | \$46,816,282  | \$46,652,949   | (\$163,332)  | (0.3%)                                     |
| Outdoor Lighting               | 115,819  | 8,988,739                              | n/a   | (\$4,315)                                    | \$2,451,304   | \$2,446,989  | (\$4,315)  | (0.2%)                                     |
| Total                          | 1,008,762  | 829,902,807                            |   | (\$398,353)                                  | \$117,970,287   | \$117,571,933  | (\$398,353)  | (0.3%)                                     |

(B), (C), (D) Test year billing determinants in DE 10-055.

(E) Difference in proposed rate and current rate, times the billing determinants shown in Column (C).

(F) Based on current rates times billing determinants shown in Columns (B), (C) and (D).

(G) Sum of Columns (E) and (F)

(H) Column (G) minus Column (F)

(I) Column (H) divided by Column (F)

\* Comparison isolates the impact of changes to the Default Service Rate only.

| <b>Unitil Energy Systems, Inc.</b><br><b>Typical Bill Impacts - April 1, 2013 versus June 1, 2013 *</b><br><b>Impacts do NOT include the Electricity Consumption Tax</b><br><b>Impact on D Rate Customers</b> |  |  |                             |                                   |
|---|--|--|-----------------------------|-----------------------------------|
| <b>Average<br/>kWh</b>  | <b>Total Bill<br/>Using Rates<br/>4/1/2013</b> | <b>Total Bill<br/>Using Rates<br/>6/1/2013</b> | <b>Total<br/>Difference</b> | <b>%<br/>Total<br/>Difference</b> |
| 125   | \$25.70  | \$25.64  | (\$0.06)                    | (0.2%)                            |
| 250   | \$41.13  | \$41.01  | (\$0.12)                    | (0.3%)                            |
| 500   | \$73.23  | \$72.99  | (\$0.24)                    | (0.3%)                            |
| 600   | \$86.07  | \$85.78  | (\$0.29)                    | (0.3%)                            |
| 750   | \$105.34                                       | \$104.98                                       | (\$0.36)                    | (0.3%)                            |
| 1,000   | \$137.44                                       | \$136.96                                       | (\$0.48)                    | (0.3%)                            |
| 1,250   | \$169.55                                       | \$168.95                                       | (\$0.60)                    | (0.4%)                            |
| 1,500   | \$201.65                                       | \$200.93                                       | (\$0.72)                    | (0.4%)                            |
| 2,000   | \$265.86                                       | \$264.90                                       | (\$0.96)                    | (0.4%)                            |
| 3,500   | \$458.49                                       | \$456.81                                       | (\$1.68)                    | (0.4%)                            |
| 5,000   | \$651.12                                       | \$648.72                                       | (\$2.40)                    | (0.4%)                            |

  

|                                    | <b>Rates - Effective<br/>April 1, 2013</b> | <b>Rates - Proposed<br/>June 1, 2013</b> | <b>Difference</b>  |
|------------------------------------|--|--|--------------------|
| Customer Charge                    | \$10.27                                    | \$10.27                                  | \$0.00             |
|                                    | <b>kWh</b>                                 | <b>kWh</b>                               | <b>kWh</b>         |
| Distribution Charge: First 250 kWh | \$0.02894                                  | \$0.02894                                | \$0.00000          |
| Excess 250 kWh                     | \$0.03394                                  | \$0.03394                                | \$0.00000          |
| External Delivery Charge           | \$0.01753                                  | \$0.01753                                | \$0.00000          |
| Stranded Cost Charge               | \$0.00009                                  | \$0.00009                                | \$0.00000          |
| Storm Recovery Adjustment Factor   | \$0.00178                                  | \$0.00178                                | \$0.00000          |
| System Benefits Charge             | \$0.00330                                  | \$0.00330                                | \$0.00000          |
| Default Service Charge             | \$0.07178                                  | \$0.07130                                | (\$0.00048)        |
| <b>TOTAL</b> First 250 kWh         | <b>\$0.12342</b>                           | <b>\$0.12294</b>                         | <b>(\$0.00048)</b> |
| Excess 250 kWh                     | <b>\$0.12842</b>                           | <b>\$0.12794</b>                         | <b>(\$0.00048)</b> |

\* Comparison isolates the impact of changes to the Default Service Rate only.

**Unitil Energy Systems, Inc.**  
**Typical Bill Impacts - April 1, 2013 versus June 1, 2013 \***  
**Impacts do NOT include the Electricity Consumption Tax**  
**Impact on G2 Rate Customers**

| Load Factor                | Average Monthly kW       | Average Monthly kWh     | Total Bill Using Rates 4/1/2013 | Total Bill Using Rates 6/1/2013 | Total Difference | % Total Difference |
|----------------------------|--------------------------|-------------------------|---------------------------------|---------------------------------|------------------|--------------------|
| 20%                        | 5                        | 730                     | \$133.48                        | \$133.13                        | (\$0.35)         | (0.3%)             |
| 20%                        | 10                       | 1,460                   | \$250.00                        | \$249.30                        | (\$0.70)         | (0.3%)             |
| 20%                        | 15                       | 2,190                   | \$366.52                        | \$365.47                        | (\$1.05)         | (0.3%)             |
| 20%                        | 25                       | 3,650                   | \$599.56                        | \$597.80                        | (\$1.75)         | (0.3%)             |
| 20%                        | 50                       | 7,300                   | \$1,182.15                      | \$1,178.65                      | (\$3.50)         | (0.3%)             |
| 20%                        | 75                       | 10,950                  | \$1,764.75                      | \$1,759.49                      | (\$5.26)         | (0.3%)             |
| 20%                        | 100                      | 14,600                  | \$2,347.35                      | \$2,340.34                      | (\$7.01)         | (0.3%)             |
| 20%                        | 150                      | 21,900                  | \$3,512.54                      | \$3,502.03                      | (\$10.51)        | (0.3%)             |
|                            |                          |                         |                                 |                                 |                  |                    |
| 36%                        | 5                        | 1,314                   | \$188.61                        | \$187.98                        | (\$0.63)         | (0.3%)             |
| 36%                        | 10                       | 2,628                   | \$360.27                        | \$359.01                        | (\$1.26)         | (0.4%)             |
| 36%                        | 15                       | 3,942                   | \$531.92                        | \$530.03                        | (\$1.89)         | (0.4%)             |
| 36%                        | 25                       | 6,570                   | \$875.23                        | \$872.08                        | (\$3.15)         | (0.4%)             |
| 36%                        | 50                       | 13,140                  | \$1,733.51                      | \$1,727.20                      | (\$6.31)         | (0.4%)             |
| 36%                        | 75                       | 19,710                  | \$2,591.78                      | \$2,582.32                      | (\$9.46)         | (0.4%)             |
| 36%                        | 100                      | 26,280                  | \$3,450.05                      | \$3,437.44                      | (\$12.61)        | (0.4%)             |
| 36%                        | 150                      | 39,420                  | \$5,166.60                      | \$5,147.68                      | (\$18.92)        | (0.4%)             |
|                            |                          |                         |                                 |                                 |                  |                    |
| 50%                        | 5                        | 1,825                   | \$236.86                        | \$235.98                        | (\$0.88)         | (0.4%)             |
| 50%                        | 10                       | 3,650                   | \$456.76                        | \$455.00                        | (\$1.75)         | (0.4%)             |
| 50%                        | 15                       | 5,475                   | \$676.65                        | \$674.03                        | (\$2.63)         | (0.4%)             |
| 50%                        | 25                       | 9,125                   | \$1,116.45                      | \$1,112.07                      | (\$4.38)         | (0.4%)             |
| 50%                        | 50                       | 18,250                  | \$2,215.94                      | \$2,207.18                      | (\$8.76)         | (0.4%)             |
| 50%                        | 75                       | 27,375                  | \$3,315.43                      | \$3,302.29                      | (\$13.14)        | (0.4%)             |
| 50%                        | 100                      | 36,500                  | \$4,414.93                      | \$4,397.41                      | (\$17.52)        | (0.4%)             |
| 50%                        | 150                      | 54,750                  | \$6,613.91                      | \$6,587.63                      | (\$26.28)        | (0.4%)             |
|                            |                          |                         |                                 |                                 |                  |                    |
|                            |                          |                         |                                 |                                 |                  |                    |
|                            | <u>Rates - Effective</u> | <u>Rates - Proposed</u> | <u>Difference</u>               |                                 |                  |                    |
|                            | <u>April 1, 2013</u>     | <u>June 1, 2013</u>     |                                 |                                 |                  |                    |
| Customer Charge            | \$16.96                  | \$16.96                 | \$0.00                          |                                 |                  |                    |
|                            | <u>All kW</u>            | <u>All kW</u>           | <u>All kW</u>                   |                                 |                  |                    |
| Distribution Charge        | \$9.50                   | \$9.50                  | \$0.00                          |                                 |                  |                    |
| Stranded Cost Charge       | <u>\$0.02</u>            | <u>\$0.02</u>           | <u>\$0.00</u>                   |                                 |                  |                    |
| TOTAL                      | \$9.52                   | \$9.52                  | \$0.00                          |                                 |                  |                    |
|                            | <u>kWh</u>               | <u>kWh</u>              | <u>kWh</u>                      |                                 |                  |                    |
| Distribution Charge        | \$0.00000                | \$0.00000               | \$0.00000                       |                                 |                  |                    |
| External Delivery Charge   | \$0.01753                | \$0.01753               | \$0.00000                       |                                 |                  |                    |
| Stranded Cost Charge       | \$0.00002                | \$0.00002               | \$0.00000                       |                                 |                  |                    |
| Storm Recovery Adj. Factor | \$0.00178                | \$0.00178               | \$0.00000                       |                                 |                  |                    |
| System Benefits Charge     | \$0.00330                | \$0.00330               | \$0.00000                       |                                 |                  |                    |
| Default Service Charge     | <u>\$0.07178</u>         | <u>\$0.07130</u>        | <u>(\$0.00048)</u>              |                                 |                  |                    |
| TOTAL                      | \$0.09441                | \$0.09393               | (\$0.00048)                     |                                 |                  |                    |

\* Comparison isolates the impact of changes to the Default Service Rate only.

\* Comparison isolates the impact of changes to the Default Service Rate only.

**REVISED**

| Unitil Energy Systems, Inc.<br>Typical Bill Impacts - April 1, 2013 versus June 1, 2013 *<br>Impacts do NOT include the Electricity Consumption Tax<br>Impact on G2 kWh Meter Rate Customers |                                       |                                       |                     |                          |
|--|---------------------------------------|---------------------------------------|---------------------|--------------------------|
| Average<br>Monthly<br>kWh  | Total Bill<br>Using Rates<br>4/1/2013 | Total Bill<br>Using Rates<br>6/1/2013 | Total<br>Difference | %<br>Total<br>Difference |
| 15   | \$14.71                               | \$14.70                               | (\$0.01)            | (0.0%)                   |
| 75   | \$22.15                               | \$22.12                               | (\$0.04)            | (0.2%)                   |
| 150  | \$31.46                               | \$31.39                               | (\$0.07)            | (0.2%)                   |
| 250  | \$43.86                               | \$43.74                               | (\$0.12)            | (0.3%)                   |
| 350  | \$56.27                               | \$56.10                               | (\$0.17)            | (0.3%)                   |
| 450  | \$68.67                               | \$68.46                               | (\$0.22)            | (0.3%)                   |
| 550  | \$81.08                               | \$80.81                               | (\$0.26)            | (0.3%)                   |
| 650  | \$93.48                               | \$93.17                               | (\$0.31)            | (0.3%)                   |
| 750  | \$105.89                              | \$105.53                              | (\$0.36)            | (0.3%)                   |
| 900  | \$124.50                              | \$124.06                              | (\$0.43)            | (0.3%)                   |
|  |                                       |                                       |                     |                          |
|  | Rates - Effective<br>April 1, 2013    | Rates -<br>Proposed June              | Difference          |                          |
| kWh Meter Customer Charge  | \$12.85                               | \$12.85                               | \$0.00              |                          |
|  | <u>All kWh</u>                        | <u>All kWh</u>                        | <u>All kWh</u>      |                          |
| Distribution Charge  | \$0.02957                             | \$0.02957                             | \$0.00000           |                          |
| External Delivery Charge   | \$0.01753                             | \$0.01753                             | \$0.00000           |                          |
| Stranded Cost Charge   | \$0.00009                             | \$0.00009                             | \$0.00000           |                          |
| Storm Recovery Adjustment Factor   | \$0.00178                             | \$0.00178                             | \$0.00000           |                          |
| System Benefits Charge   | \$0.00330                             | \$0.00330                             | \$0.00000           |                          |
| Default Service Charge   | \$0.07178                             | \$0.07130                             | (\$0.00048)         |                          |
| <b>TOTAL</b>   | <b>\$0.12405</b>                      | <b>\$0.12357</b>                      | <b>(\$0.00048)</b>  |                          |
| * Comparison isolates the impact of changes to the Default Service Rate only.  |                                       |                                       |                     |                          |

| <b>Unitil Energy Systems, Inc.</b><br><b>Typical Bill Impacts - April 1, 2013 versus June 1, 2013 *</b><br><b>Impacts do NOT include the Electricity Consumption Tax</b><br><b>Impact on G2 QRWH and SH Rate Customers</b> |  |  |                             |                                   |
|--|--|--|-----------------------------|-----------------------------------|
| <b>Average<br/>kWh</b>   | <b>Total Bill<br/>Using Rates<br/>4/1/2013</b> | <b>Total Bill<br/>Using Rates<br/>6/1/2013</b> | <b>Total<br/>Difference</b> | <b>%<br/>Total<br/>Difference</b> |
| 100  | \$18.04  | \$17.99  | (\$0.05)                    | (0.3%)                            |
| 200  | \$30.32  | \$30.22  | (\$0.10)                    | (0.3%)                            |
| 300  | \$42.60  | \$42.46  | (\$0.14)                    | (0.3%)                            |
| 400  | \$54.88  | \$54.69  | (\$0.19)                    | (0.3%)                            |
| 500  | \$67.16  | \$66.92  | (\$0.24)                    | (0.4%)                            |
| 750  | \$97.86  | \$97.50  | (\$0.36)                    | (0.4%)                            |
| 1,000  | \$128.56                                       | \$128.08                                       | (\$0.48)                    | (0.4%)                            |
| 1,500  | \$189.96                                       | \$189.24                                       | (\$0.72)                    | (0.4%)                            |
| 2,000  | \$251.36                                       | \$250.40                                       | (\$0.96)                    | (0.4%)                            |
| 2,500  | \$312.76                                       | \$311.56                                       | (\$1.20)                    | (0.4%)                            |
|  |  |  |                             |                                   |
|  | <b>Rates - Effective<br/>April 1, 2013</b>     | <b>Rates - Proposed<br/>June 1, 2013</b>       | <b>Difference</b>           |                                   |
| Customer Charge  | \$5.76   | \$5.76   | \$0.00                      |                                   |
|  | <u>All kWh</u>                                 | <u>All kWh</u>                                 | <u>All kWh</u>              |                                   |
| Distribution Charge  | \$0.02832                                      | \$0.02832                                      | \$0.00000                   |                                   |
| External Delivery Charge   | \$0.01753                                      | \$0.01753                                      | \$0.00000                   |                                   |
| Stranded Cost Charge   | \$0.00009                                      | \$0.00009                                      | \$0.00000                   |                                   |
| Storm Recovery Adjustment Factor   | \$0.00178                                      | \$0.00178                                      | \$0.00000                   |                                   |
| System Benefits Charge   | \$0.00330                                      | \$0.00330                                      | \$0.00000                   |                                   |
| Default Service Charge   | \$0.07178                                      | \$0.07130                                      | (\$0.00048)                 |                                   |
| <b>TOTAL</b>   | <b>\$0.12280</b>                               | <b>\$0.12232</b>                               | <b>(\$0.00048)</b>          |                                   |
| * Comparison isolates the impact of changes to the Default Service Rate only.  |  |  |                             |                                   |

| Utiliti Energy Systems, Inc.<br>Typical Bill Impacts - April 1, 2013 versus June 1, 2013 *<br>Impacts do NOT include the Electricity Consumption Tax<br>Impact on OL Rate Customers ** |                    |                                 |                                |                                |                                       |                                       |                     |                          |
|--|--------------------|---------------------------------|--------------------------------|--------------------------------|---------------------------------------|---------------------------------------|---------------------|--------------------------|
|  | Nominal<br>Watts   | Lumens                          | Type                           | Average<br>Monthly kWh         | Total Bill<br>Using Rates<br>4/1/2013 | Total Bill<br>Using Rates<br>6/1/2013 | Total<br>Difference | %<br>Total<br>Difference |
| <u>Mercury Vapor:</u>  |                    |                                 |                                |                                |                                       |                                       |                     |                          |
| 1  | 100                | 3,500                           | ST                             | 40                             | \$14.17                               | \$14.15                               | (\$0.02)            | (0.1%)                   |
| 2  | 175                | 7,000                           | ST                             | 67                             | \$18.91                               | \$18.88                               | (\$0.03)            | (0.2%)                   |
| 3  | 250                | 11,000                          | ST                             | 95                             | \$23.42                               | \$23.37                               | (\$0.05)            | (0.2%)                   |
| 4  | 400                | 20,000                          | ST                             | 154                            | \$32.01                               | \$31.94                               | (\$0.07)            | (0.2%)                   |
| 5  | 1,000              | 60,000                          | ST                             | 388                            | \$72.65                               | \$72.46                               | (\$0.19)            | (0.3%)                   |
| 6  | 250                | 11,000                          | FL                             | 95                             | \$24.45                               | \$24.40                               | (\$0.05)            | (0.2%)                   |
| 7  | 400                | 20,000                          | FL                             | 154                            | \$33.33                               | \$33.26                               | (\$0.07)            | (0.2%)                   |
| 8  | 1,000              | 60,000                          | FL                             | 388                            | \$68.67                               | \$68.48                               | (\$0.19)            | (0.3%)                   |
| 9  | 100                | 3,500                           | PB                             | 40                             | \$14.29                               | \$14.27                               | (\$0.02)            | (0.1%)                   |
| 10   | 175                | 7,000                           | PB                             | 67                             | \$18.13                               | \$18.10                               | (\$0.03)            | (0.2%)                   |
| <u>High Pressure Sodium:</u>   |                    |                                 |                                |                                |                                       |                                       |                     |                          |
| 11   | 50                 | 4,000                           | ST                             | 21                             | \$12.59                               | \$12.58                               | (\$0.01)            | (0.1%)                   |
| 12   | 100                | 9,500                           | ST                             | 43                             | \$16.17                               | \$16.15                               | (\$0.02)            | (0.1%)                   |
| 13   | 150                | 16,000                          | ST                             | 60                             | \$17.83                               | \$17.80                               | (\$0.03)            | (0.2%)                   |
| 14   | 250                | 30,000                          | ST                             | 101                            | \$25.12                               | \$25.07                               | (\$0.05)            | (0.2%)                   |
| 15   | 400                | 50,000                          | ST                             | 161                            | \$35.20                               | \$35.12                               | (\$0.08)            | (0.2%)                   |
| 16   | 1,000              | 140,000                         | ST                             | 398                            | \$73.13                               | \$72.94                               | (\$0.19)            | (0.3%)                   |
| 17   | 150                | 16,000                          | FL                             | 60                             | \$19.90                               | \$19.87                               | (\$0.03)            | (0.1%)                   |
| 18   | 250                | 30,000                          | FL                             | 101                            | \$26.56                               | \$26.51                               | (\$0.05)            | (0.2%)                   |
| 19   | 400                | 50,000                          | FL                             | 161                            | \$34.73                               | \$34.65                               | (\$0.08)            | (0.2%)                   |
| 20   | 1,000              | 140,000                         | FL                             | 398                            | \$73.45                               | \$73.26                               | (\$0.19)            | (0.3%)                   |
| 21   | 50                 | 4,000                           | PB                             | 21                             | \$11.69                               | \$11.68                               | (\$0.01)            | (0.1%)                   |
| 22   | 100                | 95,000                          | PB                             | 43                             | \$15.13                               | \$15.11                               | (\$0.02)            | (0.1%)                   |
| <u>Metal Halide:</u>   |                    |                                 |                                |                                |                                       |                                       |                     |                          |
| 23   | 175                | 8,800                           | ST                             | 66                             | \$22.50                               | \$22.46                               | (\$0.03)            | (0.1%)                   |
| 24   | 250                | 13,500                          | ST                             | 92                             | \$26.50                               | \$26.46                               | (\$0.04)            | (0.2%)                   |
| 25   | 400                | 23,500                          | ST                             | 148                            | \$32.49                               | \$32.42                               | (\$0.07)            | (0.2%)                   |
| 26   | 175                | 8,800                           | FL                             | 66                             | \$25.24                               | \$25.20                               | (\$0.03)            | (0.1%)                   |
| 27   | 250                | 13,500                          | FL                             | 92                             | \$29.31                               | \$29.27                               | (\$0.04)            | (0.2%)                   |
| 28   | 400                | 23,500                          | FL                             | 148                            | \$34.64                               | \$34.57                               | (\$0.07)            | (0.2%)                   |
| 29   | 175                | 8,800                           | PB                             | 66                             | \$21.37                               | \$21.33                               | (\$0.03)            | (0.1%)                   |
| 30   | 250                | 13,500                          | PB                             | 92                             | \$24.86                               | \$24.82                               | (\$0.04)            | (0.2%)                   |
| 31   | 400                | 23,500                          | PB                             | 148                            | \$31.36                               | \$31.29                               | (\$0.07)            | (0.2%)                   |
| <b>Luminaire Charges For Year Round Service:</b>   |                    |                                 |                                |                                |                                       |                                       |                     |                          |
| <b>Rates - Effective April 1, 2013</b>   |                    |                                 |                                |                                |                                       |                                       |                     |                          |
|  |                    | <u>Mercury Vapor Rate/Mo.</u>   |                                | <u>Sodium Vapor Rate/Mo.</u>   |                                       | <u>Metal Halide Rate/Mo.</u>          |                     |                          |
| Customer Charge  | \$0.00             | 1 \$10.39                       | 11 \$10.61                     | 23 \$16.26                     |                                       |                                       |                     |                          |
|  |                    | 2 \$12.58                       | 12 \$12.11                     | 24 \$17.81                     |                                       |                                       |                     |                          |
|  | <u>All kWh</u>     | 3 \$14.44                       | 13 \$12.16                     | 25 \$18.51                     |                                       |                                       |                     |                          |
| Distribution Charge  | \$0.00000          | 4 \$17.46                       | 14 \$15.58                     | 26 \$19.00                     |                                       |                                       |                     |                          |
| External Delivery Charge   | \$0.01753          | 5 \$35.99                       | 15 \$19.99                     | 27 \$20.62                     |                                       |                                       |                     |                          |
| Stranded Cost Charge   | \$0.00009          | 6 \$15.47                       | 16 \$35.53                     | 28 \$20.66                     |                                       |                                       |                     |                          |
| Storm Recovery Adj. Factor   | \$0.00178          | 7 \$18.78                       | 17 \$14.23                     | 29 \$15.13                     |                                       |                                       |                     |                          |
| System Benefits Charge   | \$0.00330          | 8 \$32.01                       | 18 \$17.02                     | 30 \$16.17                     |                                       |                                       |                     |                          |
| Default Service Charge   | <u>\$0.07178</u>   | 9 \$10.51                       | 19 \$19.52                     | 31 \$17.38                     |                                       |                                       |                     |                          |
| TOTAL  | \$0.09448          | 10 \$11.80                      | 20 \$35.85                     |                                |                                       |                                       |                     |                          |
|  |                    |                                 | 21 \$9.71                      |                                |                                       |                                       |                     |                          |
|  |                    |                                 | 22 \$11.07                     |                                |                                       |                                       |                     |                          |
| <b>Rates - Proposed June 1, 2013</b>   |                    |                                 |                                |                                |                                       |                                       |                     |                          |
|  |                    | <u>Mercury Vapor Rate/Mo.</u>   |                                | <u>Sodium Vapor Rate/Mo.</u>   |                                       | <u>Metal Halide Rate/Mo.</u>          |                     |                          |
| Customer Charge  | \$0.00             | 1 \$10.39                       | 11 \$10.61                     | 23 \$16.26                     |                                       |                                       |                     |                          |
|  |                    | 2 \$12.58                       | 12 \$12.11                     | 24 \$17.81                     |                                       |                                       |                     |                          |
|  | <u>All kWh</u>     | 3 \$14.44                       | 13 \$12.16                     | 25 \$18.51                     |                                       |                                       |                     |                          |
| Distribution Charge  | \$0.00000          | 4 \$17.46                       | 14 \$15.58                     | 26 \$19.00                     |                                       |                                       |                     |                          |
| External Delivery Charge   | \$0.01753          | 5 \$35.99                       | 15 \$19.99                     | 27 \$20.62                     |                                       |                                       |                     |                          |
| Stranded Cost Charge   | \$0.00009          | 6 \$15.47                       | 16 \$35.53                     | 28 \$20.66                     |                                       |                                       |                     |                          |
| Storm Recovery Adj. Factor   | \$0.00178          | 7 \$18.78                       | 17 \$14.23                     | 29 \$15.13                     |                                       |                                       |                     |                          |
| System Benefits Charge   | \$0.00330          | 8 \$32.01                       | 18 \$17.02                     | 30 \$16.17                     |                                       |                                       |                     |                          |
| Default Service Charge   | <u>\$0.07130</u>   | 9 \$10.51                       | 19 \$19.52                     | 31 \$17.38                     |                                       |                                       |                     |                          |
| TOTAL  | \$0.09400          | 10 \$11.80                      | 20 \$35.85                     |                                |                                       |                                       |                     |                          |
|  |                    |                                 | 21 \$9.71                      |                                |                                       |                                       |                     |                          |
|  |                    |                                 | 22 \$11.07                     |                                |                                       |                                       |                     |                          |
|  | <u>Difference</u>  | <u>Mercury Vapor-Difference</u> | <u>Sodium Vapor-Difference</u> | <u>Metal Halide-Difference</u> |                                       |                                       |                     |                          |
| Customer Charge  | \$0.00             | 1 \$0.00                        | 11 \$0.00                      | 23 \$0.00                      |                                       |                                       |                     |                          |
|  |                    | 2 \$0.00                        | 12 \$0.00                      | 24 \$0.00                      |                                       |                                       |                     |                          |
|  | <u>All kWh</u>     | 3 \$0.00                        | 13 \$0.00                      | 25 \$0.00                      |                                       |                                       |                     |                          |
| Distribution Charge  | \$0.00000          | 4 \$0.00                        | 14 \$0.00                      | 26 \$0.00                      |                                       |                                       |                     |                          |
| External Delivery Charge   | \$0.00000          | 5 \$0.00                        | 15 \$0.00                      | 27 \$0.00                      |                                       |                                       |                     |                          |
| Stranded Cost Charge   | \$0.00000          | 6 \$0.00                        | 16 \$0.00                      | 28 \$0.00                      |                                       |                                       |                     |                          |
| Storm Recovery Adj. Factor   | \$0.00000          | 7 \$0.00                        | 17 \$0.00                      | 29 \$0.00                      |                                       |                                       |                     |                          |
| System Benefits Charge   | \$0.00000          | 8 \$0.00                        | 18 \$0.00                      | 30 \$0.00                      |                                       |                                       |                     |                          |
| Default Service Charge   | <u>(\$0.00048)</u> | 9 \$0.00                        | 19 \$0.00                      | 31 \$0.00                      |                                       |                                       |                     |                          |
| TOTAL  | (\$0.00048)        | 10 \$0.00                       | 20 \$0.00                      |                                |                                       |                                       |                     |                          |
|  |                    |                                 | 21 \$0.00                      |                                |                                       |                                       |                     |                          |
|  |                    |                                 | 22 \$0.00                      |                                |                                       |                                       |                     |                          |
| * Comparison isolates the impact of changes to the Default Service Rate only.<br>** Luminaire charges based on All-Night Service option.   |                    |                                 |                                |                                |                                       |                                       |                     |                          |