

**Unitil Energy Systems, Inc.  
Customer Migration Report**

**RETAIL SALES (kWh) by CUSTOMER CLASS  
Competitive Generation Sales**

| Month  | DOMESTIC  | REGULAR<br>GENERAL | LARGE<br>GENERAL | OUTDOOR<br>LIGHTING | TOTAL      |
|--------|-----------|--------------------|------------------|---------------------|------------|
| Nov-12 | 433,562   | 10,158,727         | 24,203,672       | 283,713             | 35,079,674 |
| Dec-12 | 492,297   | 11,286,455         | 24,512,220       | 286,505             | 36,577,477 |
| Jan-13 | 542,561   | 10,798,240         | 24,479,377       | 293,998             | 36,114,176 |
| Feb-13 | 989,587   | 10,902,777         | 25,133,098       | 278,190             | 37,303,652 |
| Mar-13 | 842,730   | 9,977,785          | 22,267,041       | 262,789             | 33,350,345 |
| Apr-13 | 1,395,020 | 10,361,216         | 23,228,351       | 274,155             | 35,258,743 |
| May-13 | 1,260,431 | 10,869,392         | 23,804,613       | 290,174             | 36,224,610 |
| Jun-13 | 1,447,862 | 11,869,725         | 26,359,672       | 295,421             | 39,972,680 |
| Jul-13 | 1,730,994 | 11,917,015         | 26,442,102       | 280,733             | 40,370,844 |
| Aug-13 | 1,820,911 | 13,149,420         | 28,138,044       | 280,070             | 43,388,444 |
| Sep-13 | 1,679,989 | 12,854,994         | 27,018,866       | 293,444             | 41,847,293 |
| Oct-13 | 1,253,568 | 10,159,943         | 22,689,558       | 259,694             | 34,362,763 |
| Nov-13 | 1,540,168 | 11,081,322         | 23,768,047       | 291,291             | 36,680,827 |

**RETAIL SALES (kWh) by CUSTOMER CLASS  
Total Sales**

| Month  | DOMESTIC   | REGULAR<br>GENERAL | LARGE<br>GENERAL | OUTDOOR<br>LIGHTING | TOTAL       |
|--------|------------|--------------------|------------------|---------------------|-------------|
| Nov-12 | 35,417,421 | 25,674,307         | 28,278,941       | 714,165             | 90,084,834  |
| Dec-12 | 44,685,581 | 29,077,185         | 28,958,170       | 733,821             | 103,454,758 |
| Jan-13 | 50,591,772 | 29,374,485         | 28,562,248       | 749,049             | 109,277,554 |
| Feb-13 | 47,923,055 | 30,144,154         | 29,591,234       | 709,365             | 108,367,808 |
| Mar-13 | 40,540,395 | 26,517,952         | 26,240,491       | 650,491             | 93,949,329  |
| Apr-13 | 38,783,978 | 26,740,028         | 27,384,446       | 686,192             | 93,594,644  |
| May-13 | 34,068,526 | 26,771,848         | 28,119,718       | 720,658             | 89,680,751  |
| Jun-13 | 39,255,011 | 29,613,360         | 31,102,672       | 735,617             | 100,706,661 |
| Jul-13 | 47,559,343 | 31,500,775         | 31,603,635       | 701,677             | 111,365,429 |
| Aug-13 | 51,527,811 | 34,433,095         | 33,762,021       | 717,072             | 120,439,999 |
| Sep-13 | 45,951,732 | 33,491,452         | 33,009,593       | 745,735             | 113,198,512 |
| Oct-13 | 32,623,018 | 25,555,838         | 27,500,151       | 663,906             | 86,342,914  |
| Nov-13 | 38,377,028 | 27,581,880         | 28,649,347       | 728,087             | 95,336,342  |

**RETAIL SALES (kWh) by CUSTOMER CLASS  
Competitive Generation Sales as a Percentage of Total Sales**

| Month  | DOMESTIC | REGULAR<br>GENERAL | LARGE<br>GENERAL | OUTDOOR<br>LIGHTING | TOTAL |
|--------|----------|--------------------|------------------|---------------------|-------|
| Nov-12 | 1.2%     | 39.6%              | 85.6%            | 39.7%               | 38.9% |
| Dec-12 | 1.1%     | 38.8%              | 84.6%            | 39.0%               | 35.4% |
| Jan-13 | 1.1%     | 36.8%              | 85.7%            | 39.2%               | 33.0% |
| Feb-13 | 2.1%     | 36.2%              | 84.9%            | 39.2%               | 34.4% |
| Mar-13 | 2.1%     | 37.6%              | 84.9%            | 40.4%               | 35.5% |
| Apr-13 | 3.6%     | 38.7%              | 84.8%            | 40.0%               | 37.7% |
| May-13 | 3.7%     | 40.6%              | 84.7%            | 40.3%               | 40.4% |
| Jun-13 | 3.7%     | 40.1%              | 84.8%            | 40.2%               | 39.7% |
| Jul-13 | 3.6%     | 37.8%              | 83.7%            | 40.0%               | 36.3% |
| Aug-13 | 3.5%     | 38.2%              | 83.3%            | 39.1%               | 36.0% |
| Sep-13 | 3.7%     | 38.4%              | 81.9%            | 39.3%               | 37.0% |
| Oct-13 | 3.8%     | 39.8%              | 82.5%            | 39.1%               | 39.8% |
| Nov-13 | 4.0%     | 40.2%              | 83.0%            | 40.0%               | 38.5% |

**Unitil Energy Systems, Inc.  
Customer Migration Report**

**CUSTOMER COUNT by CLASS**  
Customers Served by Competitive Generation

| Month  | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|----------|-----------------|---------------|------------------|-------|
| Nov-12 | 606      | 1,746           | 111           | 174              | 2,637 |
| Dec-12 | 774      | 1,755           | 112           | 178              | 2,819 |
| Jan-13 | 775      | 1,422           | 112           | 180              | 2,489 |
| Feb-13 | 1,217    | 1,307           | 111           | 184              | 2,819 |
| Mar-13 | 1,281    | 1,778           | 111           | 190              | 3,360 |
| Apr-13 | 2,081    | 1,858           | 112           | 207              | 4,258 |
| May-13 | 2,218    | 1,904           | 113           | 211              | 4,446 |
| Jun-13 | 2,290    | 1,905           | 113           | 213              | 4,521 |
| Jul-13 | 2,302    | 1,609           | 109           | 208              | 4,228 |
| Aug-13 | 2,294    | 2,000           | 107           | 216              | 4,617 |
| Sep-13 | 2,329    | 2,057           | 106           | 217              | 4,709 |
| Oct-13 | 2,382    | 2,088           | 106           | 217              | 4,793 |
| Nov-13 | 2,366    | 2,104           | 107           | 222              | 4,799 |

**CUSTOMER COUNT by CLASS**  
Total Customers

| Month  | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL  |
|--------|----------|-----------------|---------------|------------------|--------|
| Nov-12 | 64,025   | 10,847          | 150           | 1,758            | 76,780 |
| Dec-12 | 64,207   | 10,847          | 150           | 1,762            | 76,966 |
| Jan-13 | 64,212   | 10,833          | 152           | 1,763            | 76,960 |
| Feb-13 | 64,248   | 10,839          | 151           | 1,761            | 76,999 |
| Mar-13 | 64,320   | 10,849          | 151           | 1,759            | 77,079 |
| Apr-13 | 64,521   | 10,886          | 151           | 1,753            | 77,311 |
| May-13 | 64,903   | 10,913          | 152           | 1,752            | 77,720 |
| Jun-13 | 64,937   | 10,931          | 151           | 1,747            | 77,766 |
| Jul-13 | 64,959   | 10,965          | 151           | 1,749            | 77,824 |
| Aug-13 | 65,021   | 10,949          | 151           | 1,750            | 77,871 |
| Sep-13 | 64,842   | 10,944          | 151           | 1,743            | 77,680 |
| Oct-13 | 64,653   | 10,906          | 152           | 1,743            | 77,454 |
| Nov-13 | 64,605   | 10,908          | 152           | 1,735            | 77,400 |

**CUSTOMER COUNT by CLASS**  
Percentage of Customers Served by Competitive Generation

| Month  | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|----------|-----------------|---------------|------------------|-------|
| Nov-12 | 0.9%     | 16.1%           | 74.0%         | 9.9%             | 3.4%  |
| Dec-12 | 1.2%     | 16.2%           | 74.7%         | 10.1%            | 3.7%  |
| Jan-13 | 1.2%     | 13.1%           | 73.7%         | 10.2%            | 3.2%  |
| Feb-13 | 1.9%     | 12.1%           | 73.5%         | 10.4%            | 3.7%  |
| Mar-13 | 2.0%     | 16.4%           | 73.5%         | 10.8%            | 4.4%  |
| Apr-13 | 3.2%     | 17.1%           | 74.2%         | 11.8%            | 5.5%  |
| May-13 | 3.4%     | 17.4%           | 74.3%         | 12.0%            | 5.7%  |
| Jun-13 | 3.5%     | 17.4%           | 74.8%         | 12.2%            | 5.8%  |
| Jul-13 | 3.5%     | 14.7%           | 72.2%         | 11.9%            | 5.4%  |
| Aug-13 | 3.5%     | 18.3%           | 70.9%         | 12.3%            | 5.9%  |
| Sep-13 | 3.6%     | 18.8%           | 70.2%         | 12.4%            | 6.1%  |
| Oct-13 | 3.7%     | 19.1%           | 69.7%         | 12.4%            | 6.2%  |
| Nov-13 | 3.7%     | 19.3%           | 70.4%         | 12.8%            | 6.2%  |