

Unitil Energy Systems, Inc.
Customer Migration Report

RETAIL SALES (kWh) by CUSTOMER CLASS
Competitive Generation Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
May-15	5,539,064	13,516,795	24,523,750	297,563	43,877,172
Jun-15	6,831,147	15,842,991	28,470,016	324,793	51,468,947
Jul-15	7,277,168	16,284,491	28,035,939	320,465	51,918,063
Aug-15	8,159,467	17,357,740	29,436,170	312,763	55,266,140
Sep-15	7,681,270	16,572,308	29,620,629	323,088	54,197,295
Oct-15	5,542,948	13,835,461	25,440,082	297,977	45,116,467
Nov-15	5,467,400	12,954,869	25,019,647	297,790	43,739,707
Dec-15	6,378,716	13,586,506	24,669,443	300,468	44,935,133
Jan-16	7,390,175	14,889,721	24,999,133	331,930	47,610,960
Feb-16	6,983,217	15,285,964	26,804,346	301,835	49,375,362
Mar-16	6,214,683	14,807,145	25,666,093	312,715	47,000,636
Apr-16	5,620,504	14,539,770	26,013,125	305,892	46,479,291
May-16	4,765,469	13,561,274	24,764,374	273,162	43,364,279

RETAIL SALES (kWh) by CUSTOMER CLASS
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
May-15	31,330,587	26,148,510	27,707,424	670,940	85,857,462
Jun-15	39,025,391	30,614,653	32,102,051	718,003	102,460,099
Jul-15	42,581,496	31,717,944	31,726,120	694,236	106,719,796
Aug-15	49,219,523	34,648,421	33,456,531	692,789	118,017,264
Sep-15	47,234,218	33,018,884	33,623,423	698,040	114,574,566
Oct-15	33,647,586	26,613,708	28,903,562	666,757	89,831,613
Nov-15	33,068,780	24,909,928	27,878,010	655,496	86,512,214
Dec-15	39,037,008	26,429,374	27,665,788	674,758	93,806,928
Jan-16	45,867,616	28,961,564	27,997,237	729,620	103,556,037
Feb-16	43,828,912	29,811,356	29,556,063	684,066	103,880,397
Mar-16	39,936,398	28,140,058	28,508,137	693,713	97,278,306
Apr-16	36,051,025	26,865,907	28,553,210	689,366	92,159,507
May-16	31,041,277	24,895,879	27,368,674	636,805	83,942,635

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

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
May-15	17.7%	51.7%	88.5%	44.4%	51.1%
Jun-15	17.5%	51.7%	88.7%	45.2%	50.2%
Jul-15	17.1%	51.3%	88.4%	46.2%	48.6%
Aug-15	16.6%	50.1%	88.0%	45.1%	46.8%
Sep-15	16.3%	50.2%	88.1%	46.3%	47.3%
Oct-15	16.5%	52.0%	88.0%	44.7%	50.2%
Nov-15	16.5%	52.0%	89.7%	45.4%	50.6%
Dec-15	16.3%	51.4%	89.2%	44.5%	47.9%
Jan-16	16.1%	51.4%	89.3%	45.5%	46.0%
Feb-16	15.9%	51.3%	90.7%	44.1%	47.5%
Mar-16	15.6%	52.6%	90.0%	45.1%	48.3%
Apr-16	15.6%	54.1%	91.1%	44.4%	50.4%
May-16	15.4%	54.5%	90.5%	42.9%	51.7%

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
May-15	9,376	2,976	121	372	12,845
Jun-15	9,376	2,976	121	372	12,845
Jul-15	9,242	2,982	121	373	12,718
Aug-15	9,136	2,980	126	370	12,612
Sep-15	9,006	2,972	126	368	12,472
Oct-15	8,866	2,958	127	369	12,320
Nov-15	8,611	2,896	127	358	11,992
Dec-15	8,507	2,878	127	364	11,876
Jan-16	8,427	2,869	127	361	11,784
Feb-16	8,350	2,888	126	362	11,726
Mar-16	8,402	2,982	130	366	11,880
Apr-16	8,407	3,001	130	367	11,905
May-16	8,351	3,012	130	368	11,861

CUSTOMER COUNT by CLASS
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
May-15	65,416	11,017	155	1,702	78,290
Jun-15	65,416	11,017	155	1,702	78,290
Jul-15	65,563	11,031	155	1,704	78,453
Aug-15	65,590	11,038	162	1,703	78,493
Sep-15	65,545	11,039	162	1,697	78,443
Oct-15	65,353	11,025	161	1,703	78,242
Nov-15	65,256	11,019	161	1,704	78,140
Dec-15	65,237	11,018	160	1,706	78,121
Jan-16	65,259	11,021	157	1,700	78,137
Feb-16	65,331	11,028	158	1,703	78,220
Mar-16	65,468	11,031	161	1,703	78,363
Apr-16	65,694	11,072	162	1,701	78,629
May-16	65,841	11,078	163	1,694	78,776

CUSTOMER COUNT by CLASS
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
May-15	14.3%	27.0%	78.1%	21.9%	16.4%
Jun-15	14.3%	27.0%	78.1%	21.9%	16.4%
Jul-15	14.1%	27.0%	78.1%	21.9%	16.2%
Aug-15	13.9%	27.0%	77.8%	21.7%	16.1%
Sep-15	13.7%	26.9%	77.8%	21.7%	15.9%
Oct-15	13.6%	26.8%	78.9%	21.7%	15.7%
Nov-15	13.2%	26.3%	78.9%	21.0%	15.3%
Dec-15	13.0%	26.1%	79.4%	21.3%	15.2%
Jan-16	12.9%	26.0%	80.9%	21.2%	15.1%
Feb-16	12.8%	26.2%	79.7%	21.3%	15.0%
Mar-16	12.8%	27.0%	80.7%	21.5%	15.2%
Apr-16	12.8%	27.1%	80.2%	21.6%	15.1%
May-16	12.7%	27.2%	79.8%	21.7%	15.1%