

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
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
Jun-16	5,443,063	15,876,442	27,818,278	338,602	49,476,385
Jul-16	6,709,837	17,180,425	29,143,887	313,074	53,347,223
Aug-16	8,014,229	19,120,506	30,784,317	334,509	58,253,560
Sep-16	6,021,097	16,431,719	27,703,281	299,137	50,455,233
Oct-16	4,692,356	14,253,256	25,183,599	273,818	44,403,029
Nov-16	4,938,337	13,894,587	23,775,081	293,700	42,901,704

RETAIL SALES (kWh) by CUSTOMER CLASS
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Jun-16	36,048,775	28,697,598	30,747,800	719,942	96,214,114
Jul-16	45,249,395	32,227,222	32,732,952	692,676	110,902,245
Aug-16	55,811,821	36,503,032	35,598,590	723,439	128,636,882
Sep-16	42,761,441	30,862,070	31,702,613	658,793	105,984,917
Oct-16	32,960,390	25,960,281	27,982,369	630,564	87,533,603
Nov-16	33,790,725	25,100,638	26,593,634	644,391	86,129,387

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

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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%
Jun-16	15.1%	55.3%	90.5%	47.0%	51.4%
Jul-16	14.8%	53.3%	89.0%	45.2%	48.1%
Aug-16	14.4%	52.4%	86.5%	46.2%	45.3%
Sep-16	14.1%	53.2%	87.4%	45.4%	47.6%
Oct-16	14.2%	54.9%	90.0%	43.4%	50.7%
Nov-16	14.6%	55.4%	89.4%	45.6%	49.8%

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CUSTOMER COUNT by CLASS
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Jun-16	8,285	3,025	130	371	11,811
Jul-16	8,202	3,024	130	368	11,724
Aug-16	8,220	3,029	129	371	11,749
Sep-16	8,110	3,025	129	371	11,635
Oct-16	8,184	3,021	127	367	11,699
Nov-16	8,738	3,023	126	360	12,247

CUSTOMER COUNT by CLASS
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Jun-16	65,923	11,080	162	1,694	78,859
Jul-16	66,034	11,079	161	1,696	78,970
Aug-16	66,106	11,082	160	1,684	79,032
Sep-16	66,068	11,064	160	1,682	78,974
Oct-16	65,918	11,029	160	1,683	78,790
Nov-16	65,832	11,019	158	1,683	78,692

CUSTOMER COUNT by CLASS
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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%
Jun-16	12.6%	27.3%	80.2%	21.9%	15.0%
Jul-16	12.4%	27.3%	80.7%	21.7%	14.8%
Aug-16	12.4%	27.3%	80.6%	22.0%	14.9%
Sep-16	12.3%	27.3%	80.6%	22.1%	14.7%
Oct-16	12.4%	27.4%	79.4%	21.8%	14.8%
Nov-16	13.3%	27.4%	79.7%	21.4%	15.6%