Unitil Energy Systems, Inc.
Accounts Receivable Aging at December 31, 2015

Line No.	Description	Total Accounts Receivable	Active Hardship Protected Accounts		All Other Accounts Receivable
	(a)	(b)	(c)		(d)
1	Over 360 days past due	$ 1,012,499	$ 925,083	(2)	$ 87,416
2	120 to 360 days past due	890,622	518,681	(2)	371,941
3	Under 120 days	12,052,793	238,583		11,814,210
4	Total - (L.1 to L.3)	$ 13,955,914	$ 1,682,347		$ 12,273,567

Notes: Percentage of AHPA Receivable Balance Over 120 days as compared to Total Accounts Receivable Balance Over 120 Days

(2) - (Col.c, L.1 + Col.c, L.2) / (Col.b, L.1 + Col.b, L.2) = 75.9%

Unitil Energy Systems, Inc.
Accounts Receivable Aging at December 31, 2011

Line No.	Description	Total Accounts Receivables	Active Hardship Protected Accounts		All Other Accounts Receivables
	(a)	(b)	(c)		(d)
5	Over 360 days past due	$ 445,185	$ 287,392	(1)	$ 157,793
6	120 to 360 days past due	487,534	191,520	(1)	296,014
7	Under 120 days	11,197,749	138,684		11,059,065
8	Total - (L.5 to L.7)	$ 12,130,467	$ 617,596		$ 11,512,871

Notes: Percentage of AHPA Receivable Balance Over 120 days as compared to Total Accounts Receivable Balance Over 120 Days

(1) - (Col.c, L.5 + Col.c, L.6) / (Col.b, L.5 + Col.b, L.6) = 51.3%

Unitil Energy Systems, Inc.
Active Hardship Protected Accounts
Aging Analysis

Line No.	Dec. 31,	Total A/R	Under 120 Days	120-360 Days	Over 360 Days		Over 360 Annual Increase	Over 360 % Increase	# Customers Over 360 Days
		(a)	(b)	(c)	(d)		(e)	(f)	(g)
1	**2011**	$ 617,596	$ 138,684	$ 191,520	$ 287,392	(1)			127
2	**2012**	884,779	177,152	246,539	461,088		$ 173,696	60%	175
3	**2013**	1,052,022	181,412	239,771	630,839		169,751	37%	194
4	**2014**	1,393,560	248,098	345,916	799,546		168,707	27%	211
5	**2015**	1,682,347	238,583	518,681	925,083	(1)	125,537	16%	230
							$ 159,423	Average	

(1) $925,083 - $287,392 = $637,691; $637,691 / $287,392 = 222%