

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
Sep-22	3,794,741	12,860,402	24,670,643	199,127	41,524,913
Oct-22	2,862,084	10,375,882	21,107,218	198,498	34,543,682
Nov-22	2,933,584	10,238,312	21,191,065	199,947	34,562,908
Dec-22	3,879,422	10,672,352	21,156,116	202,081	35,909,971
Jan-23	4,730,373	12,110,418	22,112,508	212,870	39,166,169
Feb-23	4,608,701	12,237,717	22,584,391	214,437	39,645,246
Mar-23	4,709,408	12,160,978	21,865,056	208,448	38,943,890
Apr-23	4,372,897	11,334,198	20,875,155	210,578	36,792,828
May-23	4,420,865	11,889,120	21,618,603	214,038	38,142,626
Jun-23	7,569,106	13,243,122	22,441,247	231,225	43,484,700
Jul-23	11,429,085	16,578,612	25,193,179	226,284	53,427,160
Aug-23	11,480,823	16,546,252	28,429,526	233,101	56,689,702
Sep-23	10,091,591	15,350,595	27,096,540	228,836	52,767,562

RETAIL SALES (kWh) by CUSTOMER CLASS
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Sep-22	44,570,293	27,744,867	29,690,676	507,232	102,513,068
Oct-22	32,232,739	21,931,980	25,213,654	506,510	79,884,883
Nov-22	32,363,667	21,656,113	25,193,812	503,465	79,717,057
Dec-22	40,627,657	23,545,721	24,876,662	504,010	89,554,050
Jan-23	47,305,507	26,642,405	25,920,706	504,254	100,372,872
Feb-23	44,402,356	26,447,721	26,286,240	503,151	97,639,468
Mar-23	41,554,185	25,652,080	25,648,820	537,706	93,392,791
Apr-23	34,145,447	22,569,830	24,404,748	440,458	81,560,483
May-23	32,299,047	22,656,011	25,479,468	493,123	80,927,649
Jun-23	33,572,599	23,155,377	26,519,028	491,776	83,738,780
Jul-23	49,276,395	29,116,330	30,217,311	477,406	109,087,442
Aug-23	49,201,669	28,265,919	29,874,700	489,786	107,832,074
Sep-23	42,857,831	25,929,133	28,416,899	481,869	97,685,732

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

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Sep-22	8.5%	46.4%	83.1%	39.3%	40.5%
Oct-22	8.9%	47.3%	83.7%	39.2%	43.2%
Nov-22	9.1%	47.3%	84.1%	39.7%	43.4%
Dec-22	9.5%	45.3%	85.0%	40.1%	40.1%
Jan-23	10.0%	45.5%	85.3%	42.2%	39.0%
Feb-23	10.4%	46.3%	85.9%	42.6%	40.6%
Mar-23	11.3%	47.4%	85.2%	38.8%	41.7%
Apr-23	12.8%	50.2%	85.5%	47.8%	45.1%
May-23	13.7%	52.5%	84.8%	43.4%	47.1%
Jun-23	22.5%	57.2%	84.6%	47.0%	51.9%
Jul-23	23.2%	56.9%	83.4%	47.4%	49.0%
Aug-23	23.3%	58.5%	95.2%	47.6%	52.6%
Sep-23	23.5%	59.2%	95.4%	47.5%	54.0%

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CUSTOMER COUNT by CLASS
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Sep-22	5,621	2,789	131	342	8,883
Oct-22	5,598	2,809	132	346	8,885
Nov-22	5,778	2,816	132	355	9,081
Dec-22	6,063	2,953	134	380	9,530
Jan-23	6,219	3,017	134	387	9,757
Feb-23	6,538	3,073	134	394	10,139
Mar-23	7,307	3,149	134	403	10,993
Apr-23	7,780	3,222	135	412	11,549
May-23	14,065	4,015	134	521	18,735
Jun-23	14,765	4,015	134	532	19,446
Jul-23	14,882	4,103	145	542	19,672
Aug-23	14,901	4,133	145	542	19,721
Sep-23	14,913	4,148	145	550	19,756

CUSTOMER COUNT by CLASS
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Sep-22	67,461	11,172	170	1,630	80,433
Oct-22	67,630	11,200	170	1,626	80,626
Nov-22	68,598	11,296	172	1,626	81,692
Dec-22	68,629	11,251	171	1,627	81,678
Jan-23	68,658	11,254	171	1,626	81,709
Feb-23	68,659	11,263	171	1,623	81,716
Mar-23	68,639	11,258	168	1,623	81,688
Apr-23	67,867	11,202	169	1,627	80,865
May-23	67,484	11,140	167	1,623	80,414
Jun-23	67,462	11,142	167	1,622	80,393
Jul-23	67,442	11,144	167	1,621	80,374
Aug-23	67,465	11,144	167	1,618	80,394
Sep-23	67,435	11,150	167	1,614	80,366

CUSTOMER COUNT by CLASS
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Sep-22	8.3%	24.9%	76.5%	20.2%	11.0%
Oct-22	8.6%	25.1%	77.1%	20.8%	11.3%
Nov-22	8.5%	25.0%	76.2%	20.8%	11.2%
Dec-22	8.5%	24.7%	76.0%	21.0%	11.1%
Jan-23	8.4%	24.7%	77.2%	20.9%	11.0%
Feb-23	8.3%	24.8%	77.2%	21.1%	11.0%
Mar-23	8.2%	24.8%	78.0%	21.1%	10.9%
Apr-23	8.2%	25.1%	78.1%	21.3%	11.0%
May-23	8.6%	25.3%	79.0%	21.9%	11.3%
Jun-23	9.0%	26.5%	80.2%	23.4%	11.9%
Jul-23	9.2%	27.1%	80.2%	23.9%	12.1%
Aug-23	9.7%	27.6%	80.2%	24.4%	12.6%
Sep-23	10.8%	28.2%	80.2%	25.0%	13.7%