

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-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
Dec-13	1,804,691	10,713,661	22,758,665	278,361	35,555,377
Jan-14	3,885,421	11,911,472	21,289,703	303,130	37,389,726
Feb-14	4,033,483	11,294,539	21,615,616	283,343	37,226,982
Mar-14	4,313,468	10,441,568	20,095,232	271,481	35,121,748
Apr-14	4,184,794	10,675,326	20,855,743	269,034	35,984,897
May-14	3,939,026	10,802,988	21,330,525	283,698	36,356,237

RETAIL SALES (kWh) by CUSTOMER CLASS
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Dec-13	43,771,708	27,773,134	27,404,729	635,246	99,584,817
Jan-14	54,549,297	31,669,606	27,753,940	743,902	114,716,746
Feb-14	49,661,366	31,354,305	28,825,385	704,406	110,545,463
Mar-14	44,782,265	29,375,627	26,564,271	680,268	101,402,430
Apr-14	39,207,054	27,550,929	27,459,377	669,496	94,886,856
May-14	34,642,085	26,771,131	27,763,300	708,873	89,885,389

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

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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%
Dec-13	4.1%	38.6%	83.0%	43.8%	35.7%
Jan-14	7.1%	37.6%	76.7%	40.7%	32.6%
Feb-14	8.1%	36.0%	75.0%	40.2%	33.7%
Mar-14	9.6%	35.5%	75.6%	39.9%	34.6%
Apr-14	10.7%	38.7%	76.0%	40.2%	37.9%
May-14	11.4%	40.4%	76.8%	40.0%	40.4%

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CUSTOMER COUNT by CLASS
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Dec-13	2,367	2,102	106	218	4,793
Jan-14	3,850	2,113	97	243	6,303
Feb-14	4,271	2,090	90	238	6,689
Mar-14	5,066	2,109	91	242	7,508
Apr-14	5,642	2,261	96	261	8,260
May-14	6,053	2,343	99	280	8,775

CUSTOMER COUNT by CLASS
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Dec-13	64,625	10,908	153	1,736	77,422
Jan-14	64,627	10,905	154	1,736	77,422
Feb-14	64,669	10,901	153	1,734	77,457
Mar-14	64,670	10,897	152	1,734	77,453
Apr-14	64,897	10,923	154	1,730	77,704
May-14	65,057	10,934	155	1,722	77,868

CUSTOMER COUNT by CLASS
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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%
Dec-13	3.7%	19.3%	69.3%	12.6%	6.2%
Jan-14	6.0%	19.4%	63.0%	14.0%	8.1%
Feb-14	6.6%	19.2%	58.8%	13.7%	8.6%
Mar-14	7.8%	19.4%	59.9%	14.0%	9.7%
Apr-14	8.7%	20.7%	62.3%	15.1%	10.6%
May-14	9.3%	21.4%	63.9%	16.3%	11.3%