

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-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
Jun-14	4,035,506	11,226,318	22,574,525	294,462	38,130,811
Jul-14	5,379,979	13,311,242	24,842,829	284,723	43,818,772
Aug-14	5,238,863	13,372,492	25,986,799	303,669	44,901,822
Sep-14	4,665,365	12,513,196	24,823,852	281,691	42,284,104
Oct-14	3,708,102	10,816,464	22,758,473	277,472	37,560,512
Nov-14	3,998,992	10,745,670	22,286,983	286,230	37,317,874

RETAIL SALES (kWh) by CUSTOMER CLASS
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Jun-14	35,036,503	27,911,759	29,483,088	709,680	93,141,029
Jul-14	47,304,087	33,697,180	32,533,664	718,456	114,253,388
Aug-14	47,385,075	34,278,131	33,097,753	733,720	115,494,679
Sep-14	42,909,185	31,868,410	31,692,314	704,719	107,174,629
Oct-14	33,844,226	27,069,244	29,164,891	686,991	90,765,352
Nov-14	35,913,136	25,954,286	27,936,303	691,030	90,494,755

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-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%
Jun-14	11.5%	40.2%	76.6%	41.5%	40.9%
Jul-14	11.4%	39.5%	76.4%	39.6%	38.4%
Aug-14	11.1%	39.0%	78.5%	41.4%	38.9%
Sep-14	10.9%	39.3%	78.3%	40.0%	39.5%
Oct-14	11.0%	40.0%	78.0%	40.4%	41.4%
Nov-14	11.1%	41.4%	79.8%	41.4%	41.2%

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CUSTOMER COUNT by CLASS
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Jun-14	6,330	2,401	100	270	9,101
Jul-14	6,237	2,372	100	275	8,984
Aug-14	6,183	2,360	102	276	8,921
Sep-14	6,103	2,355	101	276	8,835
Oct-14	6,023	2,344	102	276	8,745
Nov-14	5,993	2,369	104	277	8,743

CUSTOMER COUNT by CLASS
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Jun-14	65,124	10,966	154	1,716	77,960
Jul-14	65,113	10,968	154	1,715	77,950
Aug-14	65,131	10,971	154	1,718	77,974
Sep-14	65,131	10,971	154	1,718	77,974
Oct-14	64,941	10,922	154	1,717	77,734
Nov-14	64,938	10,921	153	1,711	77,723

CUSTOMER COUNT by CLASS
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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%
Jun-14	9.7%	21.9%	64.9%	15.7%	11.7%
Jul-14	9.6%	21.6%	64.9%	16.0%	11.5%
Aug-14	9.5%	21.5%	66.2%	16.1%	11.4%
Sep-14	9.4%	21.5%	65.6%	16.1%	11.3%
Oct-14	9.3%	21.5%	66.2%	16.1%	11.2%
Nov-14	9.2%	21.7%	68.0%	16.2%	11.2%