

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-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
Dec-14	5,153,622	11,823,065	23,001,402	277,242	40,255,331
Jan-15	6,009,365	12,769,721	22,886,520	302,891	41,968,497
Feb-15	6,183,781	13,063,119	24,344,401	278,825	43,870,125
Mar-15	6,857,066	14,560,439	25,399,193	308,252	47,124,949
Apr-15	5,828,176	12,988,317	24,261,994	290,290	43,368,778
May-15	5,539,064	13,516,795	24,523,750	297,563	43,877,172

RETAIL SALES (kWh) by CUSTOMER CLASS  
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Dec-14	44,522,811	28,810,599	28,393,876	714,096	102,441,382
Jan-15	49,895,320	30,502,703	26,557,433	725,641	107,681,097
Feb-15	47,898,227	29,807,367	28,081,411	644,816	106,431,822
Mar-15	48,522,678	32,491,550	29,020,863	727,078	110,762,169
Apr-15	36,415,014	31,281,493	27,201,775	672,898	95,571,180
May-15	31,330,587	21,679,553	27,707,424	670,940	81,388,505

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

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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%
Dec-14	11.6%	41.0%	81.0%	38.8%	39.3%
Jan-15	12.0%	41.9%	86.2%	41.7%	39.0%
Feb-15	12.9%	43.8%	86.7%	43.2%	41.2%
Mar-15	14.1%	44.8%	87.5%	42.4%	42.5%
Apr-15	16.0%	41.5%	89.2%	43.1%	45.4%
May-15	17.7%	62.3%	88.5%	44.4%	53.9%

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CUSTOMER COUNT by CLASS  
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Dec-14	6,112	2,381	106	277	8,876
Jan-15	6,340	2,377	110	279	9,106
Feb-15	6,700	2,388	114	294	9,496
Mar-15	7,381	2,516	114	313	10,324
Apr-15	9,270	2,905	119	365	12,659
May-15	9,376	2,976	121	372	12,845

CUSTOMER COUNT by CLASS  
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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
Dec-14	64,783	10,940	149	1,708	77,580
Jan-15	64,788	10,949	149	1,711	77,597
Feb-15	64,820	10,950	152	1,711	77,633
Mar-15	64,972	10,952	153	1,703	77,780
Apr-15	65,178	10,856	153	1,703	77,890
May-15	65,416	11,017	155	1,702	78,290

CUSTOMER COUNT by CLASS  
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
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%
Dec-14	9.4%	21.8%	71.1%	16.2%	11.4%
Jan-15	9.8%	21.7%	73.8%	16.3%	11.7%
Feb-15	10.3%	21.8%	75.0%	17.2%	12.2%
Mar-15	11.4%	23.0%	74.5%	18.4%	13.3%
Apr-15	14.2%	26.8%	77.8%	21.4%	16.3%
May-15	14.3%	27.0%	78.1%	21.9%	16.4%