

Unitil Service Territory Overview Map

ELECTRIC

UES Capital

Boscawen
Bow
Canterbury
Chichester
Concord
Dunbarton

UES Seacoast

Atkinson
Dartmouth
East Kingston
Exeter
Hamptstead
Hampton
South Hampton
Stratham

FG&E

Asbury
Fitchburg
Lunenburg
Townsend

Northern Utilities NH

Atkinson
Brentwood
Dover
Durham
East Kingston
Exeter
Greenland
Hampton
Hampton Falls
Kensington
Madbury
Newington
North Hampton
Plaistow
Portsmouth
Rochester
Rollinsford
Salem
Seabrook
Somersworth
Stratham

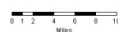
GAS

Northern Utilities ME

Auburn
Biddford
Cape Elizabeth
Cumberland
Eliot
Gorham
Gray
Kennebunk
Kittery
Lewiston
Lisbon
New Gloucester
North Benwick
Old Orchard Beach
Poland
Portland

FG&E

Saco
Sanford
Scarborough
South Benwick
South Portland
Wells
Westbrook
Windham



Data Sources:
Territory data from Unitil / Northern Utilities
Landscape data from MassGIS, ORANET and ME GIS
08/02/2016 GIS Department

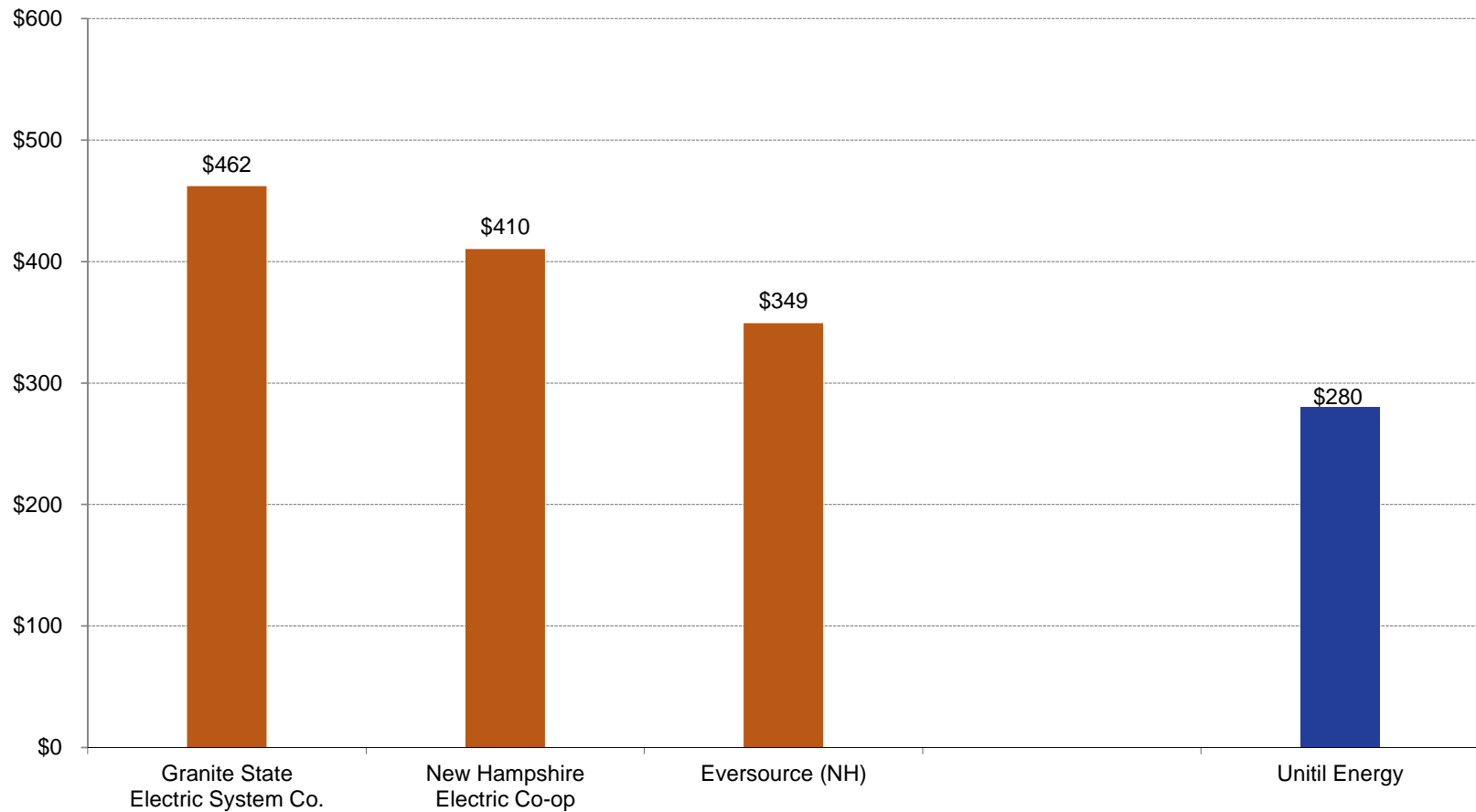
Unitil Energy Systems, Inc.
Unit Sales
Comparative Analysis: 2010-2015
Historical Customer & Sales Growth

Line No.	Year	Average Meters	kWh Billed
1	2010	73,209	1,223,099,921
2	2011	73,409	1,217,311,237
3	2012	73,684	1,213,026,113
4	2013	73,946	1,222,451,021
5	2014	74,468	1,225,254,448
6	2015	74,893	1,214,203,080
7	Compound Annual Growth Rate	0.5%	-0.1%

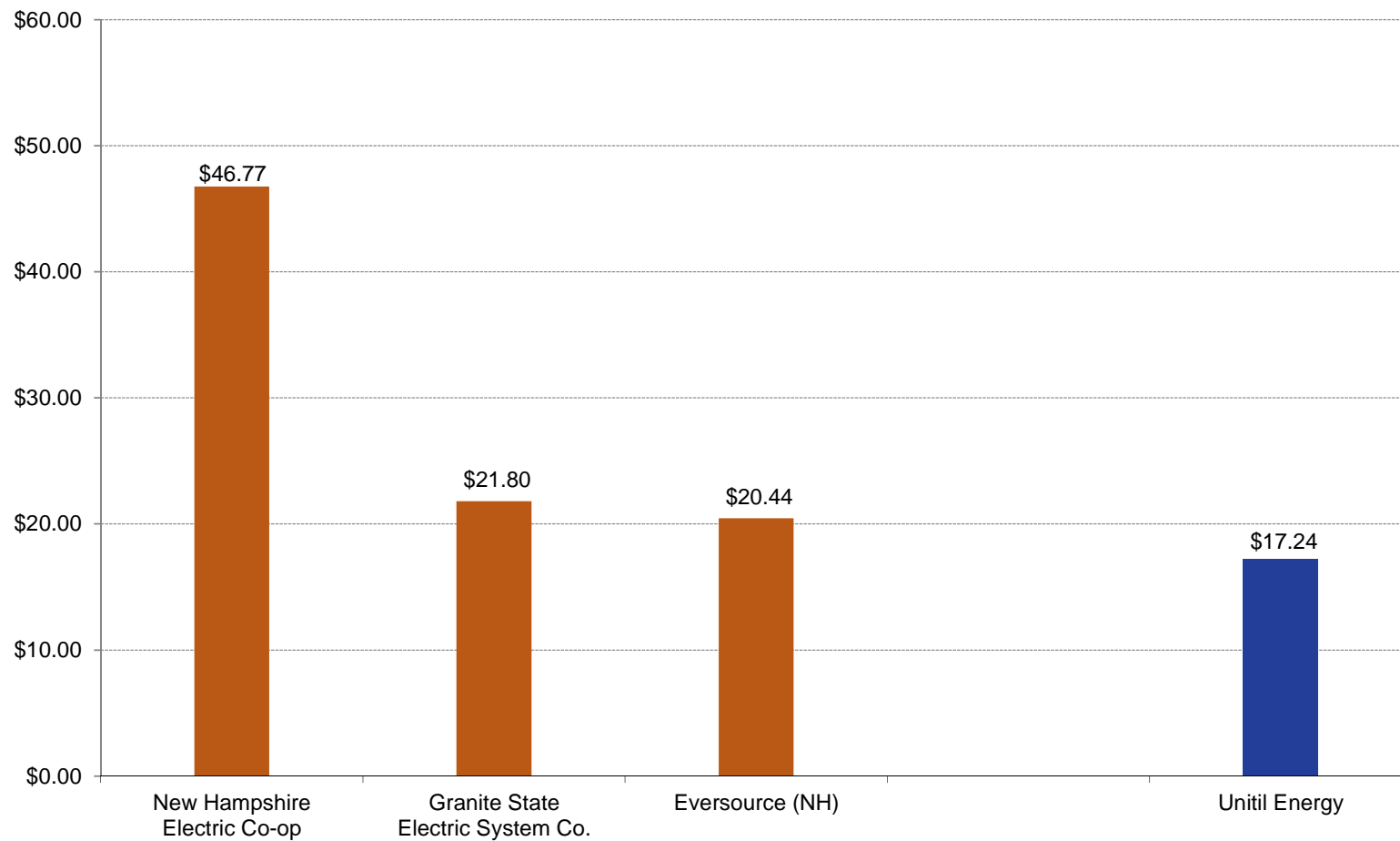
**Unitil Energy Systems, Inc.
Energy Efficiency Results
2009-2015**

Line No.	Year	Energy Efficiency Expenses	Energy Savings Annual kWh	Cumulative Energy Savings kWh	Annual Sales	Cumulative Energy Savings as % of Annual Sales
1	2009	\$1,497,311	6,631,753	6,631,753	1,177,553,558	0.6%
2	2010	\$5,052,047	10,485,164	17,116,917	1,223,099,921	1.4%
3	2011	\$1,919,292	5,600,065	22,716,982	1,217,311,237	1.9%
4	2012	\$2,514,019	7,416,925	30,133,907	1,213,026,113	2.5%
5	2013	\$3,294,915	5,769,274	35,903,181	1,222,451,021	2.9%
6	2014	\$2,759,858	6,147,623	42,050,804	1,225,254,448	3.4%
7	2015	\$2,409,228	8,937,062	50,987,866	1,214,203,080	4.2%
8	Total	\$19,446,670	50,987,866			

**Unitil Energy Systems, Inc.
New Hampshire Electric Distribution Utilities
O&M Cost per Customer**



Unitil Energy Systems, Inc.
New Hampshire Electric Distribution Utilities
O&M Cost per mWh



New Hampshire Electric Distribution Utilities Residential 600 kWh Typical Bill - Base Distribution Charges Rates in Effect March 1, 2016

