

Program Cost-Effectiveness - 2020 ACTUAL

| | Total Resource Benefit / Cost Ratio | Benefit (\$000) | Utility Costs (\$000) | Customer Costs (\$000) | Annual MWh Savings | Lifetime MWh Savings | Winter kW Savings | Summer kW Savings | Number of Customers Served | Annual MMBTU Savings | Lifetime MMBTU Savings |
|---|---|------------------|--------------------------|---------------------------|-----------------------|-------------------------|----------------------|----------------------|----------------------------------|----------------------------|------------------------------|
| Residential Programs | | | | | | | | | | | |
| Home Energy Assistance | 0.95 | 7,523.4 | 7,908.1 | - | 1,587.9 | 15,066.6 | 153.6 | 170.8 | 861 | 13,021.2 | 281,442.3 |
| Energy Star Homes | 3.95 | 11,722.0 | 1,824.5 | 1,145.5 | 1,488.7 | 32,795.3 | 183.2 | 329.5 | 726 | 13,405.0 | 334,497.4 |
| Home Performance with Energy Star | 3.77 | 27,849.3 | 6,149.9 | 1,233.8 | 2,246.5 | 48,601.2 | 221.2 | 512.0 | 1,066 | 47,755.1 | 1,093,899.4 |
| Energy Star Products | 2.44 | 18,610.5 | 5,668.7 | 1,969.2 | 17,797.9 | 122,273.6 | 4,910.5 | 2,151.5 | 350,656 | 16,846.5 | 251,631.0 |
| Home Energy Reports | | - | 4.5 | - | - | - | - | - | - | - | - |
| Res Customer Engagement Platform | | - | 165.1 | - | - | - | - | - | - | - | - |
| Res Demand Response | | - | 107.6 | - | - | - | - | - | 1,485 | - | - |
| ISO-NE Forward Capacity Market Expenses | | - | 13.0 | - | - | - | - | - | - | - | - |
| Sub-Total Residential | 2.51 | 65,705.2 | 21,841.3 | 4,348.6 | 23,121.0 | 218,736.7 | 5,468.4 | 3,163.8 | 354,794 | 91,027.7 | 1,961,470.0 |
| Commercial, Industrial & Municipal | | | | | | | | | | | |
| Large Business Energy Solutions | 2.21 | 44,151.4 | 11,024.8 | 8,973.6 | 35,360.7 | 474,263.5 | 4,261.4 | 4,233.8 | 423 | - | - |
| Small Business Energy Solutions | 2.41 | 36,582.3 | 9,505.3 | 5,689.0 | 29,282.7 | 383,398.3 | 3,205.6 | 3,781.4 | 1,107 | - | - |
| Municipal Energy Solutions | 1.19 | 4,557.7 | 1,497.3 | 2,324.1 | 2,851.6 | 36,085.8 | 384.9 | 403.9 | 123 | 3,539.1 | 53,086.2 |
| C&I Customer Partnerships | | - | 1.9 | - | - | - | - | - | - | - | - |
| Energy Rewards RFP Program | 1.28 | 2,780.5 | 962.3 | 1,210.7 | 1,915.9 | 32,988.6 | 160.3 | 196.6 | 7 | - | - |
| C&I Customer Engagement Platform | | - | 231.5 | - | - | - | - | - | - | - | - |
| Education | | - | 209.4 | - | - | - | - | - | - | - | - |
| CIM Demand Response | | - | 624.3 | - | - | - | - | - | 43 | - | - |
| ISO Forward Capacity Market Expenses | | - | 27.9 | - | - | - | - | - | - | - | - |
| Sub-Total Commercial & Industrial | 2.08 | 88,071.9 | 24,084.6 | 18,197.4 | 69,411.0 | 926,736.2 | 8,012.2 | 8,615.7 | 1,704 | 3,539.1 | 53,086.2 |
| Smart Start | | - | 36.0 | - | - | - | - | - | - | - | - |
| Total | 2.24 | 153,777.1 | 45,961.9 | 22,546.0 | 92,531.916 | 1,145,472.9 | 13,480.6 | 11,779.5 | 356,497 | 94,566.8 | 2,014,556.2 |

Note: a 10% NEI adder is applied to total benefits excluding water.

| | | | | | | | |
|--------------------------------------|--------------------|--------------|---------------------|--|----------------------|--------------|---------------------|
| Annual kWh Savings | 92,531,916 | 77.0% | kWh > 55% | Lifetime kWh Savings | 1,145,472,932 | 66.0% | kWh > 55% |
| Annual MMBTU Savings (in kWh) | <u>27,714,788</u> | <u>23.0%</u> | | Lifetime MMBTU Savings (in kWh) | <u>590,408,176</u> | <u>34.0%</u> | |
| | 120,246,704 | 100.0% | | | 1,735,881,109 | 100.0% | |

Program Cost-Effectiveness - 2020 PLAN

| | Total Resource Benefit / Cost Ratio | Benefit (\$000) | Utility Costs (\$000) | Customer Costs (\$000) | Annual MWh Savings | Lifetime MWh Savings | Winter kW Savings | Summer kW Savings | Number of Customers Served | Annual MMBTU Savings | Lifetime MMBTU Savings |
|---|---|------------------|--------------------------|---------------------------|-----------------------|-------------------------|----------------------|----------------------|----------------------------------|----------------------------|------------------------------|
| Residential Programs | | | | | | | | | | | |
| Home Energy Assistance | 1.66 | 13,457.1 | 8,110.1 | - | 1,102.6 | 14,764.9 | 112.4 | 151.1 | 1,088 | 26,820.9 | 557,763.7 |
| Energy Star Homes | 3.18 | 9,639.2 | 2,271.8 | 755.5 | 1,127.3 | 24,754.0 | 129.0 | 253.7 | 703 | 11,436.2 | 270,061.3 |
| Home Performance with Energy Star | 2.37 | 26,413.3 | 6,543.7 | 4,621.9 | 1,178.6 | 15,477.0 | 180.7 | 210.1 | 1,615 | 58,069.1 | 1,098,218.4 |
| Energy Star Products | 1.79 | 14,092.0 | 5,745.9 | 2,135.1 | 13,830.6 | 111,535.2 | 3,468.2 | 1,826.4 | 225,351 | 3,560.8 | 51,632.7 |
| Home Energy Reports | - | - | - | - | - | - | - | - | - | - | - |
| Res Customer Engagement Platform | - | - | 267.7 | - | - | - | - | - | - | - | - |
| ISO-NE Forward Capacity Market Expenses | - | - | 128.5 | - | - | - | - | - | 1,020 | - | - |
| Sub-Total Residential | 2.08 | 63,601.6 | 23,115.7 | 7,512.5 | 17,239.2 | 166,531.0 | 3,890.4 | 2,441.3 | 229,777 | 99,887.1 | 1,977,676.1 |
| Commercial, Industrial & Municipal | | | | | | | | | | | |
| Large Business Energy Solutions | 2.11 | 71,321.1 | 13,583.8 | 20,145.5 | 59,273.6 | 790,775.3 | 7,905.6 | 6,375.4 | 1,263 | - | - |
| Small Business Energy Solutions | 1.65 | 25,255.9 | 6,678.4 | 8,591.4 | 20,790.4 | 273,487.1 | 2,341.8 | 2,414.3 | 1,189 | - | - |
| Municipal Energy Solutions | 1.17 | 4,488.4 | 1,448.0 | 2,379.8 | 3,364.1 | 47,452.7 | 608.7 | 156.2 | 55 | 3,422.6 | 51,338.5 |
| C&I Customer Partnerships | - | - | 23.1 | - | - | - | - | - | - | - | - |
| Energy Rewards RFP Program | 1.67 | 7,753.9 | 1,483.0 | 3,150.6 | 5,948.6 | 73,328.5 | 803.6 | 1,010.3 | 68 | - | - |
| C&I Customer Engagement Platform | - | - | 373.1 | - | - | - | - | - | - | - | - |
| Education | - | - | 290.5 | - | - | - | - | - | - | - | - |
| ISO Forward Capacity Market Expenses | - | - | 380.2 | - | - | - | - | - | 20 | - | - |
| Large Business DR Initiative | - | - | 102.0 | - | - | - | - | - | - | - | - |
| Sub-Total Commercial & Industrial | 1.86 | 108,819.2 | 24,362.1 | 34,267.3 | 89,376.7 | 1,185,043.5 | 11,659.7 | 9,956.3 | 2,596 | 3,422.6 | 51,338.5 |
| Smart Start | - | - | 52.0 | - | - | - | - | - | - | - | - |
| Total | 1.93 | 172,420.8 | 47,529.8 | 41,779.8 | 106,615.9 | 1,351,574.6 | 15,550.1 | 12,397.7 | 232,373 | 103,309.6 | 2,029,014.6 |

Note: a 10% NEI adder is applied to total benefits, and an additional 10% NEI adder is applied to total benefits of the Home Energy Assistance program, excluding water.

Note: The Large Business Demand Reduction Initiative will focus on enrolling 5 MW of Demand Reduction at ISO-NE peak periods.

| | | | | | | | |
|--------------------------------------|--------------------|--------------|---------------------|--|----------------------|--------------|---------------------|
| Annual kWh Savings | 106,615,917 | 77.9% | kWh > 55% | Lifetime kWh Savings | 1,351,574,585 | 69.4% | kWh > 55% |
| Annual MMBTU Savings (in kWh) | <u>30,277,067</u> | <u>22.1%</u> | | Lifetime MMBTU Savings (in kWh) | <u>594,645,499</u> | <u>30.6%</u> | |
| | 136,892,985 | 100.0% | | | 1,946,220,083 | 100.0% | |

Present Value Benefits - 2020 ACTUAL

| | Total Benefits (\$000) | Resource Benefits (\$000) | | | | | | | | | | Non-Resource Benefits (\$000) | | | | | | | | |
|--|------------------------|---------------------------|-------------------|------------------|------------------|------------------|------------------|------------------|-----------------|-----------------|------------------------|-------------------------------|------------------|-----------------------------|-----------------------------|------------------|------------------|--|--|--|
| | | Electric | | | | | | | | Non-Electric | | Total Resource Benefits | Fossil Emissions | Other Non-Resource Benefits | Total Non-Resource Benefits | | | | | |
| | | Summer Generation | Winter Generation | Transmission | Distribution | Winter Peak | Winter Off Peak | Summer Peak | Summer Off Peak | Electric DRIPE | Total Electric Benefit | | | | | Other Fuels | Water Benefit | | | |
| Residential Programs | | | | | | | | | | | | | | | | | | | | |
| Home Energy Assistance | \$ 7,523 | \$ 156 | \$ - | \$ 178 | \$ 154 | \$ 317 | \$ 302 | \$ 122 | \$ 113 | \$ 67 | \$ 1,410 | \$ 4,574 | \$ - | \$ 5,984 | \$ 343 | \$ 1,196.75 | \$ 1,540 | | | |
| Energy Star Homes | \$ 11,722 | \$ 494 | \$ - | \$ 512 | \$ 444 | \$ 505 | \$ 640 | \$ 214 | \$ 266 | \$ 72 | \$ 3,148 | \$ 7,117 | \$ 45 | \$ 10,310 | \$ 386 | \$ 1,026 | \$ 1,412 | | | |
| Home Performance with Energy Star | \$ 27,849 | \$ 747 | \$ - | \$ 783 | \$ 679 | \$ 747 | \$ 973 | \$ 311 | \$ 397 | \$ 110 | \$ 4,746 | \$ 19,432 | \$ - | \$ 24,177 | \$ 1,254 | \$ 2,418 | \$ 3,672 | | | |
| Energy Star Products | \$ 18,611 | \$ 1,050 | \$ - | \$ 1,334 | \$ 1,157 | \$ 3,096 | \$ 2,078 | \$ 1,316 | \$ 806 | \$ 703 | \$ 11,540 | \$ 4,335 | \$ 877 | \$ 16,752 | \$ 271 | \$ 1,588 | \$ 1,858 | | | |
| Home Energy Reports | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| Res Customer Engagement Platform | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| Res Demand Response | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| ISO-NE Forward Capacity Market Expenses | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| Sub-Total Residential | \$ 65,705 | \$ 2,447 | \$ - | \$ 2,807 | \$ 2,434 | \$ 4,666 | \$ 3,993 | \$ 1,963 | \$ 1,582 | \$ 951 | \$ 20,843 | \$ 35,458 | \$ 922 | \$ 57,223 | \$ 2,254 | \$ 6,228 | \$ 8,482 | | | |
| Commercial/Industrial Programs | | | | | | | | | | | | | | | | | | | | |
| Commercial, Industrial & Municipal | \$ 44,151 | \$ 3,892 | \$ - | \$ 4,460 | \$ 3,868 | \$ 10,070 | \$ 8,929 | \$ 4,031 | \$ 3,206 | \$ 1,682 | \$ 40,138 | \$ - | \$ - | \$ 40,138 | \$ - | \$ 4,014 | \$ 4,014 | | | |
| Large Business Energy Solutions | \$ 36,582 | \$ 3,374 | \$ - | \$ 3,881 | \$ 3,366 | \$ 8,420 | \$ 6,513 | \$ 3,672 | \$ 2,655 | \$ 1,375 | \$ 33,257 | \$ - | \$ - | \$ 33,257 | \$ - | \$ 3,326 | \$ 3,326 | | | |
| Small Business Energy Solutions | \$ 4,558 | \$ 347 | \$ - | \$ 403 | \$ 350 | \$ 787 | \$ 640 | \$ 331 | \$ 257 | \$ 135 | \$ 3,251 | \$ 834 | \$ - | \$ 4,086 | \$ 63 | \$ 409 | \$ 472 | | | |
| Municipal Energy Solutions | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| C&I Customer Partnerships | \$ 2,780 | \$ 226 | \$ - | \$ 249 | \$ 216 | \$ 651 | \$ 627 | \$ 255 | \$ 213 | \$ 92 | \$ 2,528 | \$ - | \$ - | \$ 2,528 | \$ - | \$ 253 | \$ 253 | | | |
| Energy Rewards RFP Program | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| C&I Customer Engagement Platform | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| Education | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| CIM Demand Response | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| Sub-Total Commercial & Industrial | \$ 88,072 | \$ 7,838 | \$ - | \$ 8,993 | \$ 7,800 | \$ 19,928 | \$ 16,709 | \$ 8,290 | \$ 6,331 | \$ 3,284 | \$ 79,173 | \$ 834 | \$ - | \$ 80,008 | \$ 63 | \$ 8,001 | \$ 8,064 | | | |
| Smart Start | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| Total | \$ 153,777 | \$ 10,285 | \$ - | \$ 11,800 | \$ 10,235 | \$ 24,594 | \$ 20,702 | \$ 10,253 | \$ 7,913 | \$ 4,235 | \$ 100,017 | \$ 36,292 | \$ 922 | \$ 137,231 | \$ 2,317 | \$ 14,229 | \$ 16,546 | | | |

Present Value Benefits - 2020 PLAN

| | Total Benefits (\$000) | Resource Benefits (\$000) | | | | | | | | | | | Non-Resource Benefits (\$000) | | | | | | | |
|--|------------------------|---------------------------|-------------------|--------------|--------------|-----------------------|---------------------------|-----------------------|---------------------------|----------------|------------------------|-------------|-------------------------------|------------------|-----------------------------|-----------------------------|---------------|--|--|--|
| | | Electric | | | | | | | | Non-Electric | | | Total Resource Benefits | Fossil Emissions | Other Non-Resource Benefits | Total Non-Resource Benefits | | | | |
| | | Summer Generation | Winter Generation | Transmission | Distribution | ENERGY Winter Peak | ENERGY Winter Off Peak | ENERGY Summer Peak | ENERGY Summer Off Peak | Electric DRIPE | Total Electric Benefit | Other Fuels | | | | | Water Benefit | | | |
| Residential Programs | | | | | | | | | | | | | | | | | | | | |
| Home Energy Assistance | \$ 13,457 | \$ 175 | \$ - | \$ 191 | \$ 166 | \$ 273 | \$ 296 | \$ 107 | \$ 115 | \$ 50 | \$ 1,373 | \$ 9,316 | \$ - | \$ 10,688 | \$ 631 | \$ 2,137.67 | \$ 2,769 | | | |
| Energy Star Homes | \$ 9,639 | \$ 375 | \$ - | \$ 391 | \$ 339 | \$ 381 | \$ 488 | \$ 160 | \$ 202 | \$ 55 | \$ 2,391 | \$ 6,066 | \$ 33 | \$ 8,490 | \$ 303 | \$ 846 | \$ 1,149 | | | |
| Home Performance with Energy Star | \$ 26,413 | \$ 211 | \$ - | \$ 234 | \$ 203 | \$ 280 | \$ 320 | \$ 105 | \$ 120 | \$ 52 | \$ 1,524 | \$ 21,397 | \$ - | \$ 22,922 | \$ 1,200 | \$ 2,292 | \$ 3,492 | | | |
| Energy Star Products | \$ 14,092 | \$ 1,059 | \$ - | \$ 1,304 | \$ 1,131 | \$ 2,664 | \$ 1,921 | \$ 1,150 | \$ 769 | \$ 571 | \$ 10,569 | \$ 841 | \$ 1,486 | \$ 12,896 | \$ 55 | \$ 1,141 | \$ 1,196 | | | |
| Home Energy Reports | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| Res Customer Engagement Platform | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| Res Demand Response | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| ISO-NE Forward Capacity Market Expenses | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| Sub-Total Residential | \$ 63,602 | \$ 1,820 | \$ - | \$ 2,119 | \$ 1,838 | \$ 3,598 | \$ 3,026 | \$ 1,523 | \$ 1,206 | \$ 728 | \$ 15,858 | \$ 37,620 | \$ 1,519 | \$ 54,996 | \$ 2,189 | \$ 6,417 | \$ 8,606 | | | |
| Commercial/Industrial Programs | | | | | | | | | | | | | | | | | | | | |
| Commercial, Industrial & Municipal | \$ 71,321 | \$ 5,641 | \$ - | \$ 6,509 | \$ 5,645 | \$ 17,324 | \$ 16,409 | \$ 5,833 | \$ 4,643 | \$ 2,834 | \$ 64,837 | \$ - | \$ - | \$ 64,837 | \$ - | \$ 6,484 | \$ 6,484 | | | |
| Large Business Energy Solutions | \$ 25,256 | \$ 2,156 | \$ - | \$ 2,483 | \$ 2,154 | \$ 5,951 | \$ 4,886 | \$ 2,460 | \$ 1,888 | \$ 982 | \$ 22,960 | \$ - | \$ - | \$ 22,960 | \$ - | \$ 2,296 | \$ 2,296 | | | |
| Small Business Energy Solutions | \$ 4,488 | \$ 140 | \$ - | \$ 161 | \$ 140 | \$ 962 | \$ 1,055 | \$ 281 | \$ 317 | \$ 163 | \$ 3,218 | \$ 807 | \$ - | \$ 4,025 | \$ 61 | \$ 402 | \$ 464 | | | |
| Municipal Energy Solutions | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| C&I Customer Partnerships | \$ 7,754 | \$ 843 | \$ - | \$ 985 | \$ 854 | \$ 1,420 | \$ 1,348 | \$ 702 | \$ 608 | \$ 289 | \$ 7,049 | \$ - | \$ - | \$ 7,049 | \$ - | \$ 705 | \$ 705 | | | |
| Energy Rewards RFP Program | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| C&I Customer Engagement Platform | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| Education | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| CIM Demand Response | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| Sub-Total Commercial & Industrial | \$ 108,819 | \$ 8,780 | \$ - | \$ 10,138 | \$ 8,793 | \$ 25,656 | \$ 23,698 | \$ 9,276 | \$ 7,457 | \$ 4,267 | \$ 98,064 | \$ 807 | \$ - | \$ 98,871 | \$ 61 | \$ 9,887 | \$ 9,948 | | | |
| Smart Start | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | | |
| Total | \$ 172,421 | \$ 10,599 | \$ - | \$ 12,257 | \$ 10,631 | \$ 29,254 | \$ 26,723 | \$ 10,799 | \$ 8,662 | \$ 4,995 | \$ 113,922 | \$ 38,427 | \$ 1,519 | \$ 153,867 | \$ 2,250 | \$ 16,304 | \$ 18,554 | | | |

| Portfolio Planned Versus Actual Performance - 2020 | | | | | | | | | | |
|--|----------------|---------------|----------------|-----------|-------------|-------------|--------------|--------------|--------------|--------------------|
| Portfolio | Planned | Threshold | Actual | % of Plan | Design | | 125% of | | Actual PI | Source |
| | | | | | Coefficient | Coefficient | Planned PI | Planned PI | | |
| 1 Lifetime kWh Savings | 1,351,574,585 | 1,013,680,939 | 1,145,472,932 | 85% | 1.925% | 1.631% | \$ 913,947 | \$ 1,142,434 | \$ 749,262 | Planned and Actual |
| 2 Annual kWh Savings | 106,615,917 | 79,961,938 | 92,531,916 | 87% | 0.550% | 0.477% | \$ 261,128 | \$ 326,410 | \$ 219,225 | Planned and Actual |
| 3 Summer Peak Demand kW | 12,398 | 8,058 | 11,780 | 95% | 0.660% | 0.627% | \$ 313,353 | \$ 391,692 | \$ 287,998 | Planned and Actual |
| 4 Winter Peak Demand kW | 15,550 | 10,108 | 13,481 | 87% | 0.440% | 0.381% | \$ 208,902 | \$ 261,128 | \$ 175,182 | Planned and Actual |
| 5 Total Resource Benefits | \$ 153,867,005 | | \$ 137,231,141 | 89% | | | | | | Planned and Actual |
| 6 Total Utility Costs ^{1,2} | \$ 47,477,758 | | \$ 45,925,923 | 97% | | | | | | Planned and Actual |
| 7 Net Benefits | \$ 106,389,246 | \$ 79,791,935 | \$ 91,305,218 | 86% | 1.925% | 1.652% | \$ 913,947 | \$ 1,142,434 | \$ 758,729 | Line 5 - Line 6 |
| 8 Total | | | | | 5.500% | 4.769% | \$ 2,611,277 | \$ 3,264,096 | \$ 2,190,395 | |

| | Total Resource Cost Test | | Source |
|-------------------------------|--------------------------|----------------|--------------------------------------|
| | Planned | Actual | |
| 9 Total Benefits (incl. NEIs) | \$ 172,420,800 | \$ 153,777,058 | Planned and Actual from Cost Eff Tab |
| 10 Performance Incentive | \$ 2,611,277 | \$ 2,190,395 | from row 8 above |
| 11 Participant Costs | \$ 41,779,802 | \$ 22,545,984 | Planned and Actual from Cost Eff Tab |
| 12 Total Utility Costs | \$ 47,507,758 | \$ 45,925,923 | from row 6 above |
| 13 Portfolio TRC BCR | 1.88 | 2.18 | row 9 divided by rows 10+11+12 |

All dollar values are expressed in 2020 dollars.

¹ Note that in order to avoid a circular reference in the calculation of performance incentive, "Total Utility Costs" does not include the value of PI.

² Net of Smart Start

2020 End of Year Reconciliation

| | <u>2020</u> |
|---|-----------------------------|
| Beginning Balance - Carryforward Over/(Under) Recovery | \$ 168,725 |
| Funding | |
| System Benefits Charge | 39,947,717 |
| RGGI Funding | 1,901,502 |
| FCM Payments Net ¹ | 5,798,907 |
| 2019 Interest | 376,702 |
| Total Program Funding | <u>\$ 48,024,828</u> |
| Expenses | |
| Energy Efficiency Expenditures | 45,960,928 |
| Performance Incentive (2020 estimate in December) | 2,355,684 |
| Performance Incentive (2019 true-up, booked in 2020) | (171,583) |
| Performance Incentive (2020 true-up, booked in 2021) | 6,294 |
| Eversource Facilities Expenses ² | - |
| Eversource Facilities Funds Set Aside ³ | - |
| Total Program Expenses | <u>\$ 48,151,323</u> |
| Activity | <u>\$ (126,495)</u> |
| Ending Balance - Over/(Under) Recovery ⁴ | <u>\$ 42,230</u> |

Notes

- FCM Payments are net of expenses in compliance with the 2009 NHPUC Financial Audit
 FCM Payments - \$ 5,798,906.89
 FCM Expenses - \$ 0.00
 FCM Net Amount \$ 5,798,906.89
- Reference RSA 125-O:5 2020 Compliance Report dated June 1, 2021
 No additional funds were aside.
- Reference RSA 125-O:5 Compliance Report dated June 1, 2020.
- This amount does not reflect the 2020 underspend in the HEA program.

Eversource
2020 Reconciliation of General Ledger Transactions and Energy Efficiency Program Transactions

| | |
|---|----------------------------|
| Carry Forward General Ledger - 01/01/2019 | \$ 441,786 |
| Carry Forward General Ledger - 12/31/2019 | 185,008 |
| 2019 Net General Ledger Activity | <u><u>\$ (256,778)</u></u> |

| | General Ledger Transactions | Deduct 2019 Transactions Included in 2020 GL | Add 2020 Transactions Included in 2021 GL | 2020 Program Year |
|---|--------------------------------|--|---|-----------------------------|
| Beginning Balance - Carryforward Over/(Under) Recovery | | | | \$ 168,725 |
| Funding | | | | |
| SBC Funding | \$ 39,947,717 | \$ - | \$ - | \$ 39,947,717 |
| RGGI Funding ¹ | 1,901,502 | - | - | 1,901,502 |
| FCM Payments - Net | 5,798,907 | - | - | 5,798,907 |
| Interest: GL Dec 2019-Nov 2020, EE YTD | 411,708 | 58,685 | 23,679 | 376,702 |
| Total Funding | <u><u>\$ 48,059,834</u></u> | <u><u>\$ 58,685</u></u> | <u><u>\$ 23,679</u></u> | <u><u>\$ 48,024,828</u></u> |
| Expenses | | | | |
| Energy Efficiency Programs: Jan-Dec 2020 | \$ 45,960,928 | \$ - | \$ - | \$ 45,960,928 |
| Eversource Facilities Expenses | - | - | - | - |
| Eversource Facilities Funds Set-Aside | - | - | - | - |
| 2020 Performance Incentive | 2,355,684 | - | - | 2,355,684 |
| 2019 Performance Incentive True-up booked in 2020 | - | 171,583 | - | (171,583) |
| 2020 Performance Incentive True-up booked in 2021 | - | - | 6,294 | 6,294 |
| Total Expenses | <u><u>\$ 48,316,612</u></u> | <u><u>\$ 171,583</u></u> | <u><u>\$ 6,294</u></u> | <u><u>\$ 48,151,323</u></u> |
| Net: Funding less Expenses | <u><u>\$ (256,778)</u></u> | <u><u>\$ (112,898)</u></u> | <u><u>\$ 17,385</u></u> | <u><u>\$ (126,495)</u></u> |
| Ending Balance - Over/(Under) Recovery | | | | <u><u>\$42,230</u></u> |

**Home Performance with ENERGY STAR
 For NH Moderate Income Customers
 2020 Performance Incentive Calculation**

Energy Efficiency Fund RFP #18-005

| | <u>2019</u> | <u>2020</u> | <u>2021</u> | <u>Total</u> |
|------------------------------------|-------------|-------------|-------------|--------------|
| Total Expenses | \$ - | \$ - | \$ - | \$ - |
| Percentage | 5.5% | 5.5% | 5.5% | 5.5% |
| Total Performance Incentive | \$ - | \$ - | \$ - | \$ - |
| | | | Total | \$ - |

Note: Performance Incentive for RGGI Grant from RFP 18-005 is calculated as above, and will be booked in 2021.

PSNH d/b/a Eversource Energy
 Monthly and Cumulative Savings and Lost Base Revenue
 January 1, 2020 to December 31, 2020

| Line | Description | Cumulative Annual kWh Savings / Monthly kWh Savings | Cumulative Annual kWh Savings / Monthly kWh Savings | Actual Jan 2020 | Actual Feb 2020 | Actual Mar 2020 | Actual Apr 2020 | Actual May 2020 | Actual June 2020 | Actual Jul 2020 | Actual Aug 2020 | Actual Sep 2020 | Actual Oct 2020 | Actual Nov 2020 | Actual Dec 2020 | 2020 Annual kWh and Monthly kW Savings | Cumulative Annual kWh Savings / Monthly kW Savings |
|------|---|---|---|-------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--|--|
| | | 12/31/2018 | 12/31/2019 | Col. D | Col. E | Col. F | Col. G | Col. H | Col. I | Col. J | Col. K | Col. L | Col. M | Col. N | Col. O | Col. P | 12/31/2020 |
| 1 | Residential Annual kWh Savings (2018, 2019, & 2020) | 8,046,870 | 18,187,591 | 1,700,761 | 951,631 | 1,472,506 | 1,196,825 | 1,592,138 | 1,232,304 | 2,590,347 | 2,673,156 | 2,136,876 | 2,205,310 | 3,214,011 | 2,155,087 | 23,120,951 | 48,938,042 |
| 2 | C&I Annual kWh Savings (2018) | 38,157,478 | | - | - | - | - | - | - | - | - | - | - | - | - | | 38,157,478 |
| 3 | C&I Annual kWh Savings (2019 & 2020) | | 70,845,870 | 2,053,337 | 1,128,151 | 6,651,867 | 1,761,477 | 1,722,259 | 2,953,156 | 2,184,677 | 1,370,130 | 4,734,729 | 4,644,326 | 5,882,717 | 34,324,139 | 69,410,965 | 140,256,835 |
| 4 | C&I Monthly Installed kW Savings | | 10,647 | 279 | 233 | 876 | 368 | 315 | 480 | 349 | 318 | 681 | 902 | 1,092 | 4,983 | 10,875 | 21,523 |
| | | | | Total 2020 Lost Base Revenue | | | | | | | | | | | | | |
| 5 | Monthly Residential Savings (2020) | | | 141,730 | 79,303 | 122,709 | 99,735 | 132,678 | 102,692 | 215,862 | 222,763 | 178,073 | 183,776 | 267,834 | 179,591 | | |
| 6 | Monthly Retired Measures (2018) | | | - | 3,351 | - | - | - | - | 4,624 | 6,174 | 8,323 | 889 | 11,420 | - | | |
| 7 | Cumulative Retired Savings | | | - | 3,351 | 3,351 | 3,351 | 3,351 | 3,351 | 7,975 | 14,149 | 22,472 | 23,361 | 34,781 | 34,781 | | |
| 8 | Cumulative Residential Savings less Retirements | 670,573 | 1,515,633 | 2,327,935 | 2,403,887 | 2,526,595 | 2,626,331 | 2,759,009 | 2,861,701 | 3,072,939 | 3,289,528 | 3,459,278 | 3,642,165 | 3,898,580 | 4,078,170 | | |
| 9 | Average Residential kWh Distribution Rate (\$/kWh) | | | 0.04405 | 0.04405 | 0.04405 | 0.04405 | 0.04405 | 0.04405 | 0.04405 | 0.04405 | 0.04405 | 0.04405 | 0.04405 | 0.04405 | | |
| 10 | Total Lost Residential Revenue | | | \$ 102,536 | \$ 105,881 | \$ 111,286 | \$ 115,679 | \$ 121,523 | \$ 126,046 | \$ 135,350 | \$ 144,890 | \$ 152,367 | \$ 160,422 | \$ 171,716 | \$ 179,626 | \$ 1,627,322 | |
| 11 | Monthly C&I Savings (2018) | 3,179,790 | | 3,179,790 | 3,179,790 | 3,179,790 | 3,179,790 | 3,179,790 | 3,179,790 | 3,179,790 | 3,179,790 | 3,179,790 | 3,179,790 | 3,179,790 | 3,179,790 | | |
| 12 | Average C&I kWh Distribution Rate (\$/kWh) | | | 0.02798 | 0.02798 | 0.02798 | 0.02798 | 0.02798 | 0.02798 | 0.02798 | 0.02798 | 0.02798 | 0.02798 | 0.02798 | 0.02798 | | |
| 13 | Lost C&I kWh Revenue | | | \$ 88,963 | \$ 88,963 | \$ 88,963 | \$ 88,963 | \$ 88,963 | \$ 88,963 | \$ 88,963 | \$ 88,963 | \$ 88,963 | \$ 88,963 | \$ 88,963 | \$ 88,963 | \$ 1,067,560 | |
| 14 | Monthly C&I Savings (2019 & 2020) | | | 171,111 | 94,013 | 554,322 | 146,790 | 143,522 | 246,096 | 182,056 | 114,178 | 394,561 | 387,027 | 490,226 | 2,860,345 | | |
| 15 | Cumulative C&I Savings | 5,903,823 | | 6,074,934 | 6,168,946 | 6,723,269 | 6,870,058 | 7,013,580 | 7,259,676 | 7,441,733 | 7,555,910 | 7,950,471 | 8,337,498 | 8,827,725 | 11,688,070 | | |
| 16 | Average C&I kWh Distribution Rate (\$/kWh) | | | 0.01132 | 0.01132 | 0.01132 | 0.01132 | 0.01132 | 0.01132 | 0.01132 | 0.01132 | 0.01132 | 0.01132 | 0.01132 | 0.01132 | | |
| 17 | Lost C&I kWh Revenue | | | \$ 68,796 | \$ 69,860 | \$ 76,138 | \$ 77,800 | \$ 79,425 | \$ 82,212 | \$ 84,274 | \$ 85,567 | \$ 90,035 | \$ 94,418 | \$ 99,969 | \$ 132,361 | \$ 1,040,855 | |
| 18 | Monthly C&I kW Savings (2019) | | | 279 | 233 | 876 | 368 | 315 | 480 | 349 | 318 | 681 | 902 | 1,092 | 4,983 | | |
| 19 | Cumulative Monthly C&I kW Savings | | 10,647 | 10,926 | 11,159 | 12,035 | 12,403 | 12,718 | 13,198 | 13,547 | 13,864 | 14,546 | 15,448 | 16,540 | 21,523 | | |
| 20 | Average C&I Demand Rate (\$/kW) | | | 6.35 | 6.35 | 6.35 | 6.35 | 6.35 | 6.35 | 6.35 | 6.35 | 6.35 | 6.35 | 6.35 | 6.35 | | |
| 21 | Lost C&I Demand Revenue | | | \$ 69,392 | \$ 70,869 | \$ 76,434 | \$ 78,774 | \$ 80,773 | \$ 83,819 | \$ 86,037 | \$ 88,054 | \$ 92,380 | \$ 98,110 | \$ 105,045 | \$ 136,692 | \$ 1,066,379 | |
| 22 | Total Lost C&I kWh and Demand Revenue | | | \$ 227,151 | \$ 229,692 | \$ 241,535 | \$ 245,537 | \$ 249,162 | \$ 254,995 | \$ 259,274 | \$ 262,584 | \$ 271,378 | \$ 281,491 | \$ 293,978 | \$ 358,017 | \$ 3,174,793 | |
| 23 | Total Lost Revenue | | | \$ 329,686 | \$ 335,573 | \$ 352,821 | \$ 361,216 | \$ 370,684 | \$ 381,041 | \$ 394,624 | \$ 407,474 | \$ 423,745 | \$ 441,913 | \$ 465,694 | \$ 537,643 | \$ 4,802,115 | |

Lines 1-4: Company Actuals
 Line 5: Line 1 / 12
 Line 6: Company Actuals
 Line 7: Prior Month Line 7 + Current Month Line 6
 Line 8: Prior Month Line 8 + Current Month Line 5 - Current Month Line 6
 Line 9: Page 11, Column 8
 Line 10: Line 8 x Line 9
 Line 11: Line 1, Column B / 12
 Line 12: Page 11, Column 8
 Line 13: Line 11 x Line 12
 Line 14: Line 3 / 12
 Line 15: Prior Month Line 15 + Current Month Line 14
 Line 16: Page 11, Column 7
 Line 17: Line 15 x Line 16
 Line 18: Line 4
 Line 19: Prior Month Line 19 + Current Month Line 18
 Line 20: Page 11, Column 6
 Line 21: Line 19 x Line 20
 Line 22: Line 13 + Line 17 + Line 21
 Line 23: Line 10 + Line 22

**PSNH d/b/a Eversource Energy
Lost Base Revenue Reconciliation
January 1, 2020 to December 31, 2020
(\$ in 000's)**

| Line | Description | Actual Carryover 12/31/2019 | Actual Jan 2020 | Actual Feb 2020 | Actual Mar 2020 | Actual Apr 2020 | Actual May 2020 | Actual Jun 2020 | Actual Jul 2020 | Actual Aug 2020 | Actual Sep 2020 | Actual Oct 2020 | Actual Nov 2020 | Actual Dec 2020 | 2020 Total |
|------|---|-----------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|---------------|
| | Col. A | Col. B | Col. C | Col. D | Col. E | Col. F | Col. G | Col. H | Col. I | Col. J | Col. K | Col. L | Col. M | Col. N | Col. O |
| 1 | Revenue Recovery | | 449 | 425 | 388 | 384 | 366 | 391 | 485 | 494 | 433 | 382 | 373 | 426 | 4,994 |
| 2 | Lost Revenues | | 330 | 336 | 353 | 361 | 371 | 381 | 395 | 407 | 424 | 442 | 466 | 538 | 4,802 |
| 3 | Current Month (Over)/Under Recovery | | (119) | (89) | (35) | (23) | 5 | (10) | (90) | (87) | (9) | 60 | 93 | 112 | (192) |
| 4 | Cumulative (Over)/Under Recovery | (1,369) | (1,488) | (1,577) | (1,612) | (1,635) | (1,630) | (1,640) | (1,730) | (1,817) | (1,826) | (1,766) | (1,673) | (1,561) | |
| 5 | Interest @ Prime Rate | | 0.3958% | 0.3958% | 0.3150% | 0.2708% | 0.2708% | 0.2708% | 0.2708% | 0.2708% | 0.2708% | 0.2708% | 0.2708% | 0.2708% | |
| 6 | Interest on Deferral Balance | | (6) | (6) | (5) | (4) | (4) | (4) | (5) | (5) | (5) | (5) | (5) | (4) | (58) |
| 7 | Cumulative (Over)/Under Recovery Incl Carrying Charge | | (1,494) | (1,589) | (1,629) | (1,656) | (1,656) | (1,670) | (1,765) | (1,856) | (1,871) | (1,815) | (1,727) | (1,619) | |
| 8 | Monthly Sales (MWh) | | 690,301 | 653,598 | 596,912 | 590,377 | 562,797 | 601,793 | 745,552 | 760,317 | 666,306 | 587,612 | 573,151 | 654,984 | 7,683,700 |
| 9 | SBC Rate (LBR Component) | | 0.065 | 0.065 | 0.065 | 0.065 | 0.065 | 0.065 | 0.065 | 0.065 | 0.065 | 0.065 | 0.065 | 0.065 | |

Line 1: (Line 8 x Line 9) / 100
Line 2: Page 9, Line 23 / 1000
Line 3: Line 2 - Line 1
Line 4: Prior month Line 4 + Current month Line 3
Line 5: Prime Rate / 12
Line 6: (Prior Month Line 4 + Current Month Line 4) / 2 x Line 5
Line 7: Line 4 + Line 6
Line 8: Company Actuals
Line 9: Approved Rates

Eversource
 Calculation of Forecasted Average Distribution Rate for Lost Revenue
 Based on Actual Billing Determinants and Distribution Rates*

| | (1) | (2) | (3) = (1) + (2) | (4) | (5) | (6) = (1) + (4) | (7) = (2) / (5) | (8) = (3) / (5) |
|--|-------------------|----------------|---------------------------------|----------------|-----------------|---------------------------------------|---|---|
| For the Period 01/01/20 Through 12/31/20 | | | | | | | | |
| Rate Class | Revenue | | | Delivery kW | Delivery kWh | Average Distribution Rate \$/kW | Average Distribution Rate \$/kWh ^(a) | Average Distribution Rate \$/kWh ^(b) |
| | Demand Charges | kWh Charges | Total Demand and kWh Charges | | | | | |
| Residential | \$ - | \$ 148,514,958 | \$ 148,514,958 | \$ - | 3,371,829,762 | N/A | N/A | \$ 0.04405 |
| General Service Rate G | \$ 34,283,319 | \$ 32,998,536 | \$ 67,281,855 | 3,608,906 | 1,592,500,575 | \$ 9.14 | \$ 0.02072 | \$ 0.04225 |
| Primary General Service Rate GV | \$ 23,114,893 | \$ 9,908,012 | \$ 33,022,905 | 3,923,136 | 1,540,776,281 | \$ 2.53 | \$ 0.00643 | \$ 0.02143 |
| Large General Service Rate LG | \$ 13,946,583 | \$ 5,609,122 | \$ 19,555,706 | 3,701,473 | 1,150,860,948 | \$ 1.52 | \$ 0.00487 | \$ 0.01699 |
| Commercial and Industrial | \$ 71,344,795 | \$ 48,515,671 | \$ 119,860,466 | 11,233,515 | 4,284,137,804 | \$ 6.35 | \$ 0.01132 | \$ 0.02798 |

* Excludes the outdoor lighting rates (Rate OL and Rate EOL), the Customer/Meter charge revenue from each rate, and the on/off peak kWh associated with Rate B >= 115 kV under Rate LG.

(a) For 2019 & 2020 C&I Savings

(b) For 2018 C&I Savings

Eversource
Calculation of Distribution Revenue at the Rate Levels in Effect January 2020 - December 2020
Based on Billing Determinants for the Twelve Months Ending December 2020

| Residential Rate R | | | | |
|---|-----------------|-------------------------------------|-------------|-----------------------|
| Rate | Source | January 1, 2020 - December 31, 2020 | | |
| | | Units | Rate/Charge | Revenue |
| Standard | Customer Charge | 5,358,902 | \$ 13.81 | \$ 74,006,437 |
| | All kWh | 3,248,441,727 | \$ 0.04508 | \$ 146,439,753 |
| Uncontrolled Water Heating | Customer Charge | 490,573 | \$ 4.87 | \$ 2,389,091 |
| | All kWh | 90,537,574 | \$ 0.02210 | \$ 2,000,880 |
| Controlled Water Heating | Customer Charge | 2,753 | \$ 8.58 | \$ 23,621 |
| | All kWh | 483,331 | \$ 0.00131 | \$ 633.2 |
| LCS - Radio-controlled & 8 Hour Switch | Customer Charge | 39,840 | \$ 9.92 | \$ 395,213 |
| | All kWh | 31,337,558 | \$ 0.00131 | \$ 41,052 |
| LCS - 8 Hour No Switch | Customer Charge | 1,134 | \$ 8.58 | \$ 9,730 |
| | All kWh | 321,286 | \$ 0.00131 | \$ 421 |
| LCS - 10,11 Hour Switch | Customer Charge | 48 | \$ 9.92 | \$ 476 |
| | All kWh | 8,805 | \$ 0.02665 | \$ 235 |
| LCS - 10,11 Hour No Switch | Customer Charge | 980 | \$ 8.58 | \$ 8,408 |
| | All kWh | 230,654 | \$ 0.02665 | \$ 6,147 |
| Time of Day | Customer Charge | 443 | \$ 32.08 | \$ 14,211 |
| | On Peak kWh | 175,053 | \$ 0.14407 | \$ 25,220 |
| | Off Peak kWh | 293,775 | \$ 0.00210 | \$ 617 |
| Total Residential | Customer/Meter | 5,894,673 | | \$ 76,847,186 |
| | Demand | - | | - |
| | kWh | 3,371,829,762 | | <u>\$ 148,514,958</u> |
| | | | | <u>\$ 225,362,144</u> |

| General Service Rate G | | | | |
|---|------------------------------|-------------------------------------|-------------|----------------------|
| Rate | Source | January 1, 2020 - December 31, 2020 | | |
| | | Units | Rate/Charge | Revenue |
| Standard | Single Phase Customer Charge | 681,629 | \$ 16.21 | \$ 11,049,206 |
| | Three Phase Customer Charge | 242,649 | \$ 32.39 | \$ 7,859,401 |
| | Demand Charge > 5 kW | 3,599,602 | \$ 9.49 | \$ 34,160,226 |
| | First 500 kWh Charge | 271,171,056 | \$ 0.07604 | \$ 20,619,847 |
| | Next 1,000 kWh Charge | 278,844,431 | \$ 0.01884 | \$ 5,253,429 |
| | All Additional kWh Charge | 1,030,958,898 | \$ 0.00666 | \$ 6,866,186 |
| Time of Day | Single Phase Customer Charge | 193 | \$ 41.98 | \$ 8,102 |
| | Three Phase Customer Charge | 245 | \$ 60.00 | \$ 14,700 |
| | Demand Charge | 9,304 | \$ 13.23 | \$ 123,093 |
| | On peak kWh | 285,010 | \$ 0.05335 | \$ 15,205 |
| | Off peak kWh | 452,271 | \$ 0.00836 | \$ 3,781 |
| Space Heating | Meter Charge | 4,770 | \$ 3.24 | \$ 15,455 |
| | All kWh | 4,424,772 | \$ 0.03729 | \$ 165,000 |
| Uncontrolled Water Heating | Customer Charge | 14,409 | \$ 4.87 | \$ 70,172 |
| | All kWh | 3,176,642 | \$ 0.02210 | \$ 70,204 |
| LCS - Radio-controlled & 8 Hour Switch | Customer Charge | 1,759 | \$ 9.92 | \$ 17,449 |
| | All kWh | 3,114,163 | \$ 0.00131 | \$ 4,080 |
| LCS - 8 Hour No Switch | Customer Charge | 47 | \$ 8.58 | \$ 403 |
| | All kWh | 45,372 | \$ 0.00131 | \$ 59 |
| LCS - 10,11 Hour No Switch | Customer Charge | 12 | \$ 8.58 | \$ 103 |
| | All kWh | 27,960 | \$ 0.02665 | \$ 745 |
| Total General Service | Customer/Meter | 945,713 | | \$ 19,034,991 |
| | Demand | 3,608,906 | | \$ 34,283,319 |
| | kWh | 1,592,500,575 | | <u>\$ 32,998,536</u> |
| | | | | <u>\$ 86,316,847</u> |

| Primary General Service Rate GV | | | | |
|---------------------------------|---------------------------------|-------------------------------------|-------------|---------------|
| Rate | Source | January 1, 2020 - December 31, 2020 | | |
| | | Units | Rate/Charge | Revenue |
| Standard | Customer Charge | 16,536 | \$ 211.21 | \$ 3,492,569 |
| | Minimum Charge | - | \$ 972.00 | \$ - |
| | First 100 kW Demand Charge | 1,392,942 | \$ 6.07 | \$ 8,455,158 |
| | All Additional kW Demand Charge | 2,486,439 | \$ 5.81 | \$ 14,446,211 |
| | First 200,000 kWh | 1,291,890,884 | \$ 0.00660 | \$ 8,526,480 |
| | All Additional kWh | 246,331,457 | \$ 0.00554 | \$ 1,364,676 |
| Rate B < 115 KV | Administrative Charge | 126 | \$ 372.10 | \$ 46,885 |
| | Translation Charge | - | \$ 62.42 | \$ - |
| | Demand Charge | 43,755 | \$ 4.88 | \$ 213,524 |
| | First 200,000 kWh | 2,553,940 | \$ 0.00660 | \$ 16,856 |
| | All Additional kWh | - | \$ 0.00554 | \$ - |
| Total GV | Customer/Meter | 16,662 | | \$ 3,539,453 |
| | Demand | 3,923,136 | | \$ 23,114,893 |
| | kWh | 1,540,776,281 | | \$ 9,908,012 |
| | | | | \$ 36,562,358 |

| Large General Service Rate LG | | | | |
|-------------------------------|-----------------------|-------------------------------------|-------------|---------------|
| Rate | Source | January 1, 2020 - December 31, 2020 | | |
| | | Units | Rate/Charge | Revenue |
| Standard | Customer Charge | 1,261 | \$ 660.15 | \$ 832,449 |
| | Demand Charge | 2,461,833 | \$ 5.17 | \$ 12,727,677 |
| | On peak kWh | 469,857,111 | \$ 0.00553 | \$ 2,598,310 |
| | Off Peak kWh | 616,042,707 | \$ 0.00467 | \$ 2,876,919 |
| Rate B < 115 KV | Administrative Charge | 109 | \$ 372.10 | \$ 40,559 |
| | Translation Charge | - | \$ 62.42 | \$ - |
| | Demand charge | 249,776 | \$ 4.88 | \$ 1,218,907 |
| | On peak kWh | 9,617,312 | \$ 0.00553 | \$ 53,184 |
| | Off Peak kWh | 17,282,504 | \$ 0.00467 | \$ 80,709 |
| Rate B >= 115 KV | Administrative Charge | 60 | \$ 372.10 | \$ 22,326 |
| | Translation Charge | - | \$ 62.42 | \$ - |
| | Demand charge | 989,864 | \$ - | \$ - |
| | On peak kWh | 11,871,312 | \$ - | \$ - |
| | Off Peak kWh | 26,190,002 | \$ - | \$ - |
| Total LG | Customer/Meter | 1,430 | | \$ 895,334 |
| | Demand | 3,701,473 | | \$ 13,946,583 |
| | kWh | 1,150,860,948 | | \$ 5,609,122 |
| | | | | \$ 20,451,040 |

| Outdoor Lighting Rate OL | | | | | |
|--------------------------|----------------|-------------------------------------|-------------|---------------------|--|
| Type | Fixture | January 1, 2020 - December 31, 2020 | | | |
| | | Units | Rate/Charge | Revenue | |
| High Pressure Sodium | 4,000 Lumens | 42,420 | \$ 17.23 | \$ 730,897 | |
| | 5,800 Lumens | 7,172 | \$ 17.23 | \$ 123,574 | |
| | 9,500 Lumens | 11,029 | \$ 22.91 | \$ 252,674 | |
| | 16,000 Lumens | 9,905 | \$ 32.41 | \$ 321,021 | |
| | 30,000 Lumens | 15,404 | \$ 33.21 | \$ 511,567 | |
| | 50,000 Lumens | 22,868 | \$ 33.58 | \$ 767,907 | |
| | 130,000 Lumens | 4,496 | \$ 53.89 | \$ 242,289 | |
| | 12,000 Lumens | 97 | \$ 23.70 | \$ 2,299 | |
| Mercury | 34,200 Lumens | 60 | \$ 30.34 | \$ 1,820 | |
| | 3,500 Lumens | 55,621 | \$ 15.20 | \$ 845,439 | |
| | 7,000 Lumens | 10,932 | \$ 18.29 | \$ 199,946 | |
| | 11,000 Lumens | 694 | \$ 22.61 | \$ 15,691 | |
| | 15,000 Lumens | 36 | \$ 25.86 | \$ 931 | |
| | 20,000 Lumens | 4,762 | \$ 27.92 | \$ 132,955 | |
| Metal Halide | 56,000 Lumens | 1,639 | \$ 44.38 | \$ 72,739 | |
| | 5,000 Lumens | 2,703 | \$ 17.97 | \$ 48,573 | |
| | 8,000 Lumens | 1,507 | \$ 24.60 | \$ 37,072 | |
| | 13,000 Lumens | 37 | \$ 33.76 | \$ 1,249 | |
| | 13,500 Lumens | 1,509 | \$ 34.47 | \$ 52,015 | |
| | 20,000 Lumens | 3,434 | \$ 34.47 | \$ 118,370 | |
| | 36,000 Lumens | 5,210 | \$ 34.79 | \$ 181,256 | |
| Incandescent | 100,000 Lumens | 2,881 | \$ 52.15 | \$ 150,244 | |
| | 600 Lumens | 816 | \$ 9.93 | \$ 8,103 | |
| | 1,000 Lumens | 2,369 | \$ 11.08 | \$ 26,249 | |
| | 2,500 Lumens | 7 | \$ 14.22 | \$ 100 | |
| Fluorescent | 20,000 Lumens | 24 | \$ 37.87 | \$ 909 | |
| Total Rate OL | Fixtures | 207,632 | | \$ 4,845,890 | |
| | Demand | - | | | |
| | kWh | 16,649,257 | | | |
| | | | | <u>\$ 4,845,890</u> | |

| Outdoor Lighting Rate EOL | | | | | |
|---------------------------|-------------------------------|-------------------------------------|-------------|---------------------|-----------|
| Type | Fixture | January 1, 2020 - December 31, 2020 | | | |
| | | Units | Rate/Charge | Revenue | |
| High Pressure Sodium | 4,000 Lumens | 44,566 | \$ 9.17 | \$ 408,670 | |
| | 5,800 Lumens | 2,196 | \$ 9.17 | \$ 20,137 | |
| | 9,500 Lumens | 4,391 | \$ 11.28 | \$ 49,530 | |
| | 16,000 Lumens | 6,136 | \$ 12.40 | \$ 76,086 | |
| | 30,000 Lumens | 19,888 | \$ 12.40 | \$ 246,611 | |
| | 50,000 Lumens | 1,553 | \$ 12.80 | \$ 19,878 | |
| | 130,000 Lumens | 660 | \$ 24.30 | \$ 16,038 | |
| | Metal Halide | 5,000 Lumens | 7,160 | \$ 9.52 | \$ 68,163 |
| 8,000 Lumens | | 750 | \$ 12.59 | \$ 9,443 | |
| 13,000 Lumens | | - | \$ 13.44 | \$ - | |
| 13,500 Lumens | | 959 | \$ 14.15 | \$ 13,570 | |
| 20,000 Lumens | | 723 | \$ 14.39 | \$ 10,404 | |
| 36,000 Lumens | | 432 | \$ 14.79 | \$ 6,389 | |
| 100,000 Lumens | | 1,236 | \$ 26.35 | \$ 32,569 | |
| LED's | Per Fixture | 397,076 | \$ 3.67 | \$ 1,457,269 | |
| | Per Watt | 15,917,173 | \$ 0.0558 | \$ 888,178 | |
| | Maintenance credit (contract) | 9 | \$ (1.90) | \$ (17) | |
| Total Rate EOL | Fixtures | 487,726 | | \$ 3,322,919 | |
| | Demand | - | | \$ - | |
| | kWh | 11,080,317 | | \$ - | |
| | | | | <u>\$ 3,322,919</u> | |

| Total Retail | | | |
|---------------------|----------------|--|-----------------------|
| Type | Source | January 1, 2020 - December 31, 2020 | |
| | | Units | Revenue |
| Total Retail | Customer/Meter | 6,858,478 | \$ 100,316,965 |
| | Fixtures | 695,358 | \$ 8,168,809 |
| | Demand | 11,233,515 | \$ 71,344,795 |
| | kWh | 7,683,697,140 | \$ 197,030,629 |
| | | | <u>\$ 376,861,198</u> |

| Lost Base Revenue | | | |
|---|---------------|--|-----------------------|
| Summary of Data Included in the Calculation of the Average Distribution Rates* | | | |
| Type | Source | January 1, 2020 - December 31, 2020 | |
| | | Units | Revenue |
| Total Residential | Demand | - | \$ - |
| | kWh | 3,371,829,762 | \$ 148,514,958 |
| | | | <u>\$ 148,514,958</u> |
| Total General Service | Demand | 3,608,906 | \$ 34,283,319 |
| | kWh | 1,592,500,575 | \$ 32,998,536 |
| | | | <u>\$ 67,281,855</u> |
| Total GV | Demand | 3,923,136 | \$ 23,114,893 |
| | kWh | 1,540,776,281 | \$ 9,908,012 |
| | | | <u>\$ 33,022,905</u> |
| Total LG | Demand | 2,711,609 | \$ 13,946,583 |
| | kWh | 1,112,799,634 | \$ 5,609,122 |
| | | | <u>\$ 19,555,706</u> |
| Total | Demand | 10,243,651 | \$ 71,344,795 |
| | kWh | 7,617,906,252 | \$ 197,030,629 |
| | | | <u>\$ 268,375,424</u> |

* The Lost Base Revenue calculation excludes the outdoor lighting rates (Rate OL and Rate EOL), the Customer/Meter charge revenue from each rate, and the on/off peak kWh associated with Rate B >= 115 kV under Rate LG.

Actual C&I kW Savings - New Component for Year 2020

| Line No. | Description | <u>Eversource</u> |
|----------|--|------------------------------------|
| 1 | Gross Annualized kWh Savings | 69,410,965 |
| 2 | Maximum Demand Factor (MDF) | <u>Varies based on measure mix</u> |
| 3 | Extended Max. Load Reduction kW | 16,054.8 |
| 4 | % kW Demand Reduction at Customer Peak | <u>Varies based on measure mix</u> |
| 5 | Sub-Total Customer Peak kW Reduction | 11,333.8 |
| 6 | % Net to Gross | <u>100.00%</u> |
| 7 | Sub-Total Customer Peak kW Reduction | 11,333.8 |
| 8 | % In-Service Rate | <u>100.00%</u> |
| 9 | Sub-Total Customer Peak kW Reduction | 11,333.8 |
| 10 | % kW Realization Rate | <u>Varies based on measure mix</u> |
| 11 | Sub-Total Customer Peak kW Reduction | 10,875.4 |
| 12 | % Billing Adjustment to Reflect Ratchets (1) | <u>100.00%</u> |
| 13 | Sub-Total Customer Peak kW Reduction | 10,875.4 |
| 14 | % Retirement Adjustment | <u>100.00%</u> |
| 15 | Total Customer Peak kW Reduction, Full Year | 10,875.4 |
| 16 | % Annual Savings Achieved in First Year | <u>30.76%</u> |
| 17 | Total Customer Peak Red. in First Year | 40,137.7 |
| 18 | Annualized (x12) | 130,505.1 |
| 19 | Average Distribution Rate (ADR) | <u>\$ 6.35</u> |
| 20 | Total C&I kW LBR | <u><u>\$ 254,917</u></u> |

Comments:
 Above schedule mirrors the Template recommended by the LBRWG Report (p.6)

Actual Calculation for LBR New Methodology for Year 2020

| Description | Residential kWh | Commercial kWh | C&I kW | Total | Ref. |
|--|-----------------|----------------|--------------|--------------|---|
| Legacy (Measures Installed in 2018): (1) | | | | | |
| 1 Program Year 2018 Actual LBR Savings as of 1/1/2020 | 8,046,870 | 38,157,478 | - | 46,204,349 | Company Records |
| 2 Program Year 2018 Retirements as of 12/31/2020 (annualized) | 417,371 | - | - | 417,371 | Company Records |
| 3 Program Year 2018 Actual LBR Savings as of 12/31/2020 | 7,629,499 | 38,157,478 | - | 45,786,978 | Line 1 - Line 2 |
| 4 2020 Average Distribution Rate (ADR) | \$ 0.04405 | \$ 0.02798 | \$ - | | DE 17-136, June 1, 2021 filing P.11 of 15 |
| 5 Sub-Total LBR | \$ 347,636 | \$ 1,067,560 | \$ - | \$ 1,415,195 | Company Records |
| New Methodology (Measures Installed in 2019 and forward): (3) | | | | | |
| 6 Program Year 2019 Actual LBR Savings as of 1/1/2020 (2) | 18,187,591 | 70,845,870 | 127,768 | 89,033,462 | Company Records |
| 7 Program Year 2019 Retirements (annualized) as of 12/31/2020 (2) | - | - | - | - | Company Records |
| 8 Program Year 2019 Actual LBR Savings as of 12/31/2020 (2) | 18,187,591 | 70,845,870 | 127,768 | 89,033,462 | Line 6 - Line 7 |
| 9 2020 Average Distribution Rate (ADR) | \$ 0.04405 | \$ 0.01132 | \$ 6.35 | | DE 17-136, June 1, 2021 filing P.11 of 15 |
| 10 Sub-Total LBR | \$ 801,087 | \$ 802,293 | \$ 811,462 | \$ 2,414,842 | Company Records |
| 11 Program Year 2020 LBR Savings achieved (annualized) | 23,120,951 | 69,410,965 | 130,505 | 92,531,916 | Company Records |
| 12 Program Year 2020 LBR Savings achieved in 2020 | 10,865,932 | 21,066,001 | 40,138 | 31,931,933 | Company Records |
| 13 2020 Average Distribution Rate (ADR) | \$ 0.04405 | \$ 0.01132 | \$ 6.35 | | DE 17-136, June 1, 2021 filing P.11 of 15 |
| 14 Sub-Total LBR | \$ 478,599 | \$ 238,562 | \$ 254,917 | \$ 972,077 | Company Records |
| 15 Total LBR - Year 2020 | \$ 1,627,322 | \$ 2,108,415 | \$ 1,066,379 | \$ 4,802,115 | Line 5 + Line 10 + Line 14 |

*Numbers may not add due to rounding.

Comments

- 1 Legacy portion utilizes old methodology for calculating LBR - i.e. it utilizes a combined ADR for measures installed in 2018.
- 2 Actual LBR Savings differs from program savings since the 110% LBR cap was reached
- 3 New methodology disaggregates kWh and kW components as specified in the Settlement Agreement in DE 17-136 (Order No. 26,095).
- 4 12/31/19 Carryforwards include all retirements and rate case reset of LBR