

Natural and Propane Gas Utilities

Summary Data: Natural Gas and Propane Gas Utility Companies Operating in New Hampshire
Calendar Year 2017

Operating and Financial Statistics		EnergyNorth Natural Gas, Inc./Liberty Utilities ^{1/}	Northern Utilities, Inc./Unitil ^{2/}	Liberty Utilities/ Keene Division ^{3/}
Bundled (Supply + Transportation)				
Customer Classes	2017	2017	2017	2017
Residential				
Number of Customers	p.30, line 38	79,809	25,634	748
Average Annual Therms per Customer	p.30, line 38	726	689	338
Average Annual Revenue per Customer	p.30, line 38	\$972	\$1,134	\$755
Revenue per Therm	average revenue/average therms	1.34	1.65	2.23
Commercial & Industrial				
Number of Customers	p. 30, line 77	9,172	5,811	449
Average Annual Therms per Customer	p. 30, line 77	3,845	3,463	2,247
Average Annual Revenue per Customer	p. 30, line 77	\$4,179	\$4,016	\$3,929
Revenue per Therm	average revenue/average therms	1.09	1.16	1.75
Unbundled (Transportation) Classes				
Commercial/Industrial				
Number of Customers	p. 31, line 107(EN)/146(NU)	2,632	974	0
Average Annual Therms per Customer	p. 31, line 107(EN)/146(NU)	26,061	44,071	0
Average Annual Revenue per Customer	p. 31, line 107(EN)/146(NU)	\$7,016	\$9,099	\$0
Revenue per Therm	average revenue/average therms	0.27	0.21	0.00
Other Operating/Financial Statistics				
Total Customers	p. 31, line 146	91,614	32,419	1,197
Total Operating Revenue	p.11, line 2	\$136,683,967	\$69,058,923	\$3,206,191
Total Operating Expenses	p.11, line 23	\$116,842,810	\$58,619,215	\$3,627,386
Net Income	p. 11, line 24	\$19,841,157	\$10,439,708	(\$421,195)
Rate of Return		7.28%	7.02%	-14.61%
Plant in Service	F-1 EN & NU/Audit NHGC	\$274,375,522	\$145,689,603	\$2,649,720

Source: Calendar Year Ended December 31, 2017 Annual Reports & Year End Rate of Return Calculation filed with the NHPUC.

Notes: Bundled customer classes purchase gas supply and transportation delivery service directly from the utility companies.
Unbundled Commercial/Industrial customer classes purchase gas supply from third party suppliers and use the utility's distribution system to deliver the gas.

1/ d/b/a Liberty Utilities

2/ Subsidiary of Unitil

3/ Stand alone propane distribution system in Keene, a division of EnergyNorth/Liberty.
Order 26,122 issued April 27, 2018 consolidated Keene and EnergyNorth operations.