

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 |
|--------|----------|-----------------|---------------|------------------|------------|
| Aug-07 | 16,462 | 3,074,802 | 23,696,464 | 118,749 | 26,906,476 |
| Sep-07 | 16,739 | 3,062,784 | 26,006,303 | 117,524 | 29,203,350 |
| Oct-07 | 13,657 | 2,887,459 | 23,747,192 | 112,934 | 26,761,242 |
| Nov-07 | 14,914 | 3,152,474 | 24,415,640 | 130,844 | 27,713,872 |
| Dec-07 | 19,080 | 3,079,289 | 23,743,857 | 110,423 | 26,952,649 |
| Jan-08 | 19,022 | 3,199,852 | 23,654,052 | 118,992 | 26,991,918 |
| Feb-08 | 15,792 | 3,280,157 | 24,392,034 | 120,673 | 27,808,656 |
| Mar-08 | 16,916 | 2,986,060 | 22,870,236 | 112,347 | 25,985,560 |
| Apr-08 | 16,055 | 2,988,016 | 23,407,783 | 115,044 | 26,526,898 |
| May-08 | 13,793 | 2,920,782 | 23,244,811 | 113,818 | 26,293,204 |
| Jun-08 | 14,218 | 3,225,448 | 24,644,136 | 123,830 | 28,007,632 |
| Jul-08 | 12,045 | 2,143,473 | 20,593,801 | 109,142 | 22,858,462 |

RETAIL SALES (kWh) by CUSTOMER CLASS
Total Sales

| Month | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|------------|-----------------|---------------|------------------|-------------|
| Aug-07 | 46,577,412 | 33,815,346 | 34,434,785 | 762,092 | 115,589,635 |
| Sep-07 | 44,333,598 | 33,377,729 | 34,939,201 | 782,423 | 113,432,951 |
| Oct-07 | 34,612,406 | 27,408,635 | 31,054,690 | 730,722 | 93,806,453 |
| Nov-07 | 38,930,614 | 28,585,291 | 32,107,996 | 800,036 | 100,423,938 |
| Dec-07 | 44,311,984 | 28,375,935 | 30,541,307 | 737,260 | 103,966,486 |
| Jan-08 | 48,359,041 | 29,980,045 | 30,844,008 | 777,975 | 109,961,068 |
| Feb-08 | 44,808,966 | 30,012,070 | 31,442,045 | 760,764 | 107,023,844 |
| Mar-08 | 41,923,105 | 28,579,409 | 29,579,987 | 739,226 | 100,821,727 |
| Apr-08 | 38,045,222 | 27,347,707 | 30,107,711 | 744,379 | 96,245,019 |
| May-08 | 34,289,096 | 27,168,554 | 31,589,453 | 763,848 | 93,810,951 |
| Jun-08 | 37,100,468 | 29,437,369 | 31,120,656 | 773,114 | 98,431,607 |
| Jul-08 | 44,919,466 | 33,194,104 | 34,018,778 | 779,107 | 112,911,455 |

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

| Month | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|----------|-----------------|---------------|------------------|-------|
| Aug-07 | 0.0% | 9.1% | 68.8% | 15.6% | 23.3% |
| Sep-07 | 0.0% | 9.2% | 74.4% | 15.0% | 25.7% |
| Oct-07 | 0.0% | 10.5% | 76.5% | 15.5% | 28.5% |
| Nov-07 | 0.0% | 11.0% | 76.0% | 16.4% | 27.6% |
| Dec-07 | 0.0% | 10.9% | 77.7% | 15.0% | 25.9% |
| Jan-08 | 0.0% | 10.7% | 76.7% | 15.3% | 24.5% |
| Feb-08 | 0.0% | 10.9% | 77.6% | 15.9% | 26.0% |
| Mar-08 | 0.0% | 10.4% | 77.3% | 15.2% | 25.8% |
| Apr-08 | 0.0% | 10.9% | 77.7% | 15.5% | 27.6% |
| May-08 | 0.0% | 10.8% | 73.6% | 14.9% | 28.0% |
| Jun-08 | 0.0% | 11.0% | 79.2% | 16.0% | 28.5% |
| Jul-08 | 0.0% | 6.5% | 60.5% | 14.0% | 20.2% |

Unitil Energy Systems, Inc.
Customer Migration Report

CUSTOMER COUNT by CLASS
Customers Served by Competitive Generation

| Month | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|----------|-----------------|---------------|------------------|-------|
| Aug-07 | 16 | 206 | 86 | 52 | 360 |
| Sep-07 | 16 | 207 | 90 | 52 | 365 |
| Oct-07 | 16 | 211 | 91 | 55 | 373 |
| Nov-07 | 16 | 213 | 92 | 56 | 377 |
| Dec-07 | 16 | 211 | 94 | 55 | 376 |
| Jan-08 | 16 | 216 | 94 | 55 | 381 |
| Feb-08 | 16 | 220 | 92 | 54 | 382 |
| Mar-08 | 16 | 218 | 92 | 52 | 378 |
| Apr-08 | 16 | 217 | 92 | 53 | 378 |
| May-08 | 16 | 219 | 92 | 53 | 380 |
| Jun-08 | 16 | 220 | 92 | 54 | 382 |
| Jul-08 | 14 | 144 | 78 | 45 | 281 |

CUSTOMER COUNT by CLASS
Total Customers

| Month | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|----------|-----------------|---------------|------------------|--------|
| Aug-07 | 63,405 | 10,819 | 155 | 1,852 | 76,231 |
| Sep-07 | 63,429 | 10,902 | 155 | 1,855 | 76,341 |
| Oct-07 | 63,254 | 10,736 | 156 | 1,853 | 75,999 |
| Nov-07 | 63,077 | 10,719 | 157 | 1,857 | 75,810 |
| Dec-07 | 62,984 | 10,729 | 157 | 1,855 | 75,725 |
| Jan-08 | 63,075 | 10,721 | 153 | 1,854 | 75,803 |
| Feb-08 | 63,121 | 10,755 | 151 | 1,849 | 75,876 |
| Mar-08 | 63,231 | 10,801 | 151 | 1,846 | 76,029 |
| Apr-08 | 63,418 | 10,778 | 151 | 1,839 | 76,186 |
| May-08 | 63,603 | 10,811 | 150 | 1,839 | 76,403 |
| Jun-08 | 63,717 | 10,794 | 150 | 1,839 | 76,500 |
| Jul-08 | 63,796 | 10,775 | 150 | 1,840 | 76,561 |

CUSTOMER COUNT by CLASS
Percentage of Customers Served by Competitive Generation

| Month | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|----------|-----------------|---------------|------------------|-------|
| Aug-07 | 0.0% | 1.9% | 55.5% | 2.8% | 0.5% |
| Sep-07 | 0.0% | 1.9% | 58.1% | 2.8% | 0.5% |
| Oct-07 | 0.0% | 2.0% | 58.3% | 3.0% | 0.5% |
| Nov-07 | 0.0% | 2.0% | 58.6% | 3.0% | 0.5% |
| Dec-07 | 0.0% | 2.0% | 59.9% | 3.0% | 0.5% |
| Jan-08 | 0.0% | 2.0% | 61.4% | 3.0% | 0.5% |
| Feb-08 | 0.0% | 2.0% | 60.9% | 2.9% | 0.5% |
| Mar-08 | 0.0% | 2.0% | 60.9% | 2.8% | 0.5% |
| Apr-08 | 0.0% | 2.0% | 60.9% | 2.9% | 0.5% |
| May-08 | 0.0% | 2.0% | 61.3% | 2.9% | 0.5% |
| Jun-08 | 0.0% | 2.0% | 61.3% | 2.9% | 0.5% |
| Jul-08 | 0.0% | 1.3% | 52.0% | 2.4% | 0.4% |