

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 |
|--------|----------|--------------------|------------------|---------------------|------------|
| 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 |
| Aug-08 | 0 | 1,582,028 | 20,636,941 | 9,490 | 22,228,458 |
| Sep-08 | 0 | 1,463,272 | 21,647,515 | 20,807 | 23,131,595 |
| Oct-08 | 0 | 1,383,432 | 20,357,020 | 19,243 | 21,759,696 |
| Nov-08 | 0 | 1,232,881 | 19,316,568 | 21,196 | 20,570,644 |
| Dec-08 | 0 | 1,849,736 | 17,031,261 | 113,017 | 18,994,014 |
| Jan-09 | 0 | 2,178,771 | 19,074,692 | 124,921 | 21,378,384 |

RETAIL SALES (kWh) by CUSTOMER CLASS
Total Sales

| Month | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|------------|--------------------|------------------|---------------------|-------------|
| 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 |
| Aug-08 | 45,404,870 | 33,190,595 | 33,381,894 | 752,139 | 112,729,498 |
| Sep-08 | 41,179,282 | 32,245,588 | 32,950,781 | 774,137 | 107,149,789 |
| Oct-08 | 36,100,577 | 28,195,158 | 30,881,864 | 781,819 | 95,959,417 |
| Nov-08 | 36,239,693 | 28,095,982 | 28,828,771 | 730,709 | 93,895,154 |
| Dec-08 | 42,045,445 | 25,740,258 | 27,413,069 | 754,812 | 95,953,585 |
| Jan-09 | 50,485,303 | 30,795,521 | 28,641,717 | 814,271 | 110,736,812 |

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

| Month | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|----------|--------------------|------------------|---------------------|-------|
| 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% |
| Aug-08 | 0.0% | 4.8% | 61.8% | 1.3% | 19.7% |
| Sep-08 | 0.0% | 4.5% | 65.7% | 2.7% | 21.6% |
| Oct-08 | 0.0% | 4.9% | 65.9% | 2.5% | 22.7% |
| Nov-08 | 0.0% | 4.4% | 67.0% | 2.9% | 21.9% |
| Dec-08 | 0.0% | 7.2% | 62.1% | 15.0% | 19.8% |
| Jan-09 | 0.0% | 7.1% | 66.6% | 15.3% | 19.3% |

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 |
|--------|----------|--------------------|------------------|---------------------|-------|
| 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 |
| Aug-08 | 0 | 94 | 76 | 25 | 195 |
| Sep-08 | 0 | 78 | 84 | 32 | 194 |
| Oct-08 | 0 | 79 | 85 | 32 | 196 |
| Nov-08 | 0 | 76 | 86 | 33 | 195 |
| Dec-08 | 0 | 133 | 82 | 39 | 254 |
| Jan-09 | 0 | 148 | 87 | 42 | 277 |

CUSTOMER COUNT by CLASS
Total Customers

| Month | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|----------|--------------------|------------------|---------------------|--------|
| 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 |
| Aug-08 | 63,859 | 10,800 | 150 | 1,833 | 76,642 |
| Sep-08 | 63,763 | 10,759 | 150 | 1,841 | 76,513 |
| Oct-08 | 63,513 | 10,771 | 151 | 1,833 | 76,268 |
| Nov-08 | 63,487 | 10,783 | 152 | 1,835 | 76,257 |
| Dec-08 | 63,425 | 10,784 | 150 | 1,834 | 76,193 |
| Jan-09 | 63,426 | 10,783 | 150 | 1,838 | 76,197 |

CUSTOMER COUNT by CLASS
Percentage of Customers Served by Competitive Generation

| Month | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|----------|--------------------|------------------|---------------------|-------|
| 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% |
| Aug-08 | 0.0% | 0.9% | 50.7% | 1.4% | 0.3% |
| Sep-08 | 0.0% | 0.7% | 56.0% | 1.7% | 0.3% |
| Oct-08 | 0.0% | 0.7% | 56.3% | 1.7% | 0.3% |
| Nov-08 | 0.0% | 0.7% | 56.6% | 1.8% | 0.3% |
| Dec-08 | 0.0% | 1.2% | 54.7% | 2.1% | 0.3% |
| Jan-09 | 0.0% | 1.4% | 58.0% | 2.3% | 0.4% |