

Natural and Propane Gas Utilities

Summary Data: Natural Gas Utility Companies Operating in New Hampshire
Calendar Year 2018

Operating and Financial Statistics		EnergyNorth Natural Gas, Inc./Liberty Utilities ^{1/1}	Northern Utilities, Inc./Unitil ^{2/2}
Bundled (Supply + Transportation) Customer Classes	2018	2018	2018
Residential			
Number of Customers	p.30, line 38	85,887	25,958
Average Annual Therms per Customer	p.30, line 38	749	769
Average Annual Revenue per Customer	p.30, line 38	\$1,065	\$1,319
Revenue per Therm	average revenue/average therms	1.42	1.72
Commercial & Industrial			
Number of Customers	p. 30, line 77	10,900	5,838
Average Annual Therms per Customer	p. 30, line 77	4,060	4,145
Average Annual Revenue per Customer	p. 30, line 77	\$4,967	\$4,975
Revenue per Therm	average revenue/average therms	1.22	1.20
Unbundled (Transportation) Classes			
Commercial/Industrial			
Number of Customers	p. 31, line 107(EN)/146(NU)	2,679	983
Average Annual Therms per Customer	p. 31, line 107(EN)/146(NU)	26,179	44,575
Average Annual Revenue per Customer	p. 31, line 107(EN)/146(NU)	\$6,783	\$9,578
Revenue per Therm	average revenue/average therms	0.26	0.21
Other Operating/Financial Statistics			
Total Customers	p. 31, line 146	99,466	32,779
Total Operating Revenue	p.11, line 2	\$157,495,294	\$78,641,848
Total Operating Expenses	p.11, line 23	\$141,879,877	\$66,975,261
Net Income	p. 11, line 24	\$15,615,417	\$11,666,587
Rate of Return	F-1 EN & NU	6.39%	6.56%
Plant in Service	F-1 EN & NU	\$330,013,896	\$159,984,613

Source: Calendar Year Ended December 31, 2018 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/ Subsidiary of Algonquin Power & Utilities Corp.

2/ Subsidiary of Unitil Corp.