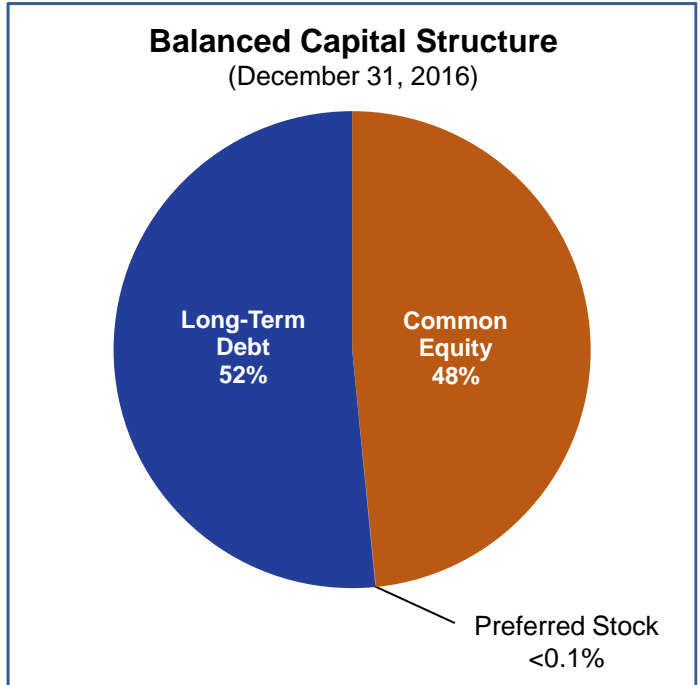
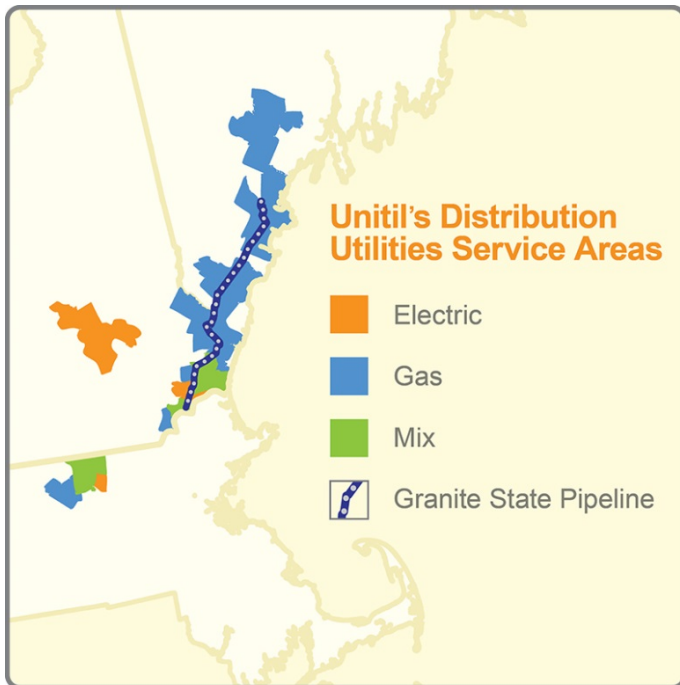


Corporate Profile

Unitil Corporation (“Unitil”) provides energy for life by safely and reliably delivering natural gas and electricity in New England. We are committed to the communities we serve and to developing people, business practices, and technologies that lead to the delivery of dependable, more efficient energy. Unitil is a public utility holding company with operations in Maine, New Hampshire and Massachusetts. Together, Unitil’s operating utilities serve approximately 104,300 electric customers and 79,900 natural gas customers. Other subsidiaries include Usource, Unitil’s non-regulated business segment. For more information about our people, technologies, and community involvement please visit www.unitil.com.



Unitil Energy Systems, Inc.
<ul style="list-style-type: none"> Electric distribution utility New Hampshire 75,300 customers

Fitchburg Gas and Electric Light Company
<ul style="list-style-type: none"> Electric & natural gas distribution utility Massachusetts 15,800 gas customers 29,000 electric customers

Northern Utilities, Inc.
<ul style="list-style-type: none"> Natural gas distribution utility Maine and New Hampshire 64,100 customers

Granite State Gas Transmission, Inc.
<ul style="list-style-type: none"> Natural gas transmission pipeline Maine and New Hampshire 86 miles of underground pipeline

Usource L.L.C.
<ul style="list-style-type: none"> Energy brokering and management Acts as agent; no commodity trading risk Over 1,200 customers

Executive Officers

Robert G. Schoenberger

Chairman of the Board, Chief Executive Officer
and President

Mark H. Collin

Senior Vice President, Chief Financial Officer
and Treasurer

Thomas P. Meissner, Jr.

Senior Vice President and Chief Operating Officer

Todd R. Black

Senior Vice President, Unutil Service

Laurence M. Brock

Controller and Chief Accounting Officer

George E. Long, Jr.

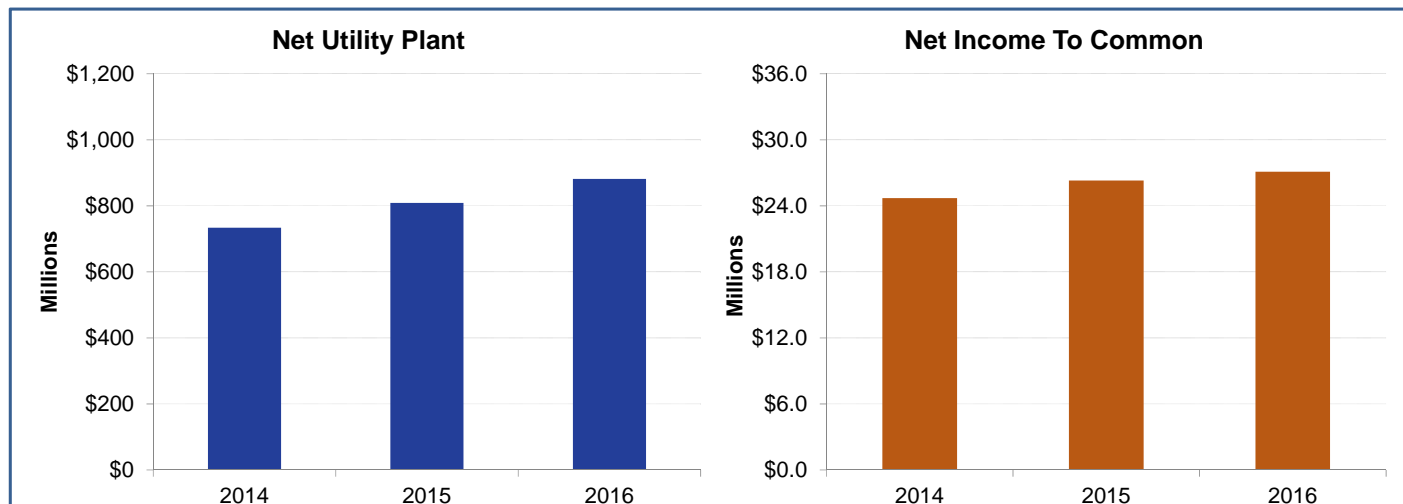
Vice President, Unutil Service

Analyst Coverage

Janney Montgomery Scott LLC

RBC Capital Markets

	2016	2015	2014
Net Income To Common (Millions)	\$ 27.1	\$ 26.3	\$ 24.7
Shares Outstanding (000's) - Diluted	13,996	13,920	13,847
Earnings Per Share	\$ 1.94	\$ 1.89	\$ 1.79
Dividends Paid Per Share	1.42	1.40	1.38
Book Value Per Share	20.82	20.20	19.62
Customers Served			
Electric	104,300	103,300	102,700
Gas	79,900	78,700	77,900
Total	184,200	182,000	180,600
Net Utility Plant (Millions)	\$ 883.4	\$ 808.9	\$ 733.7
Capital Expenditures (Millions)	\$ 98.1	\$ 103.9	\$ 92.6



Dividend Reinvestment and Direct Purchase Plan

A Dividend Reinvestment and Stock Purchase Plan is available to registered holders of Unutil's Common Stock. This Plan provides shareholders with an economical means to increase their investment in Unutil each quarter by reinvesting their dividends without broker fees. For additional information or enrollment, please contact Unutil or Computershare.

Dividend Payment Dates

Subsequent to authorization by the Board of Directors, dividends are paid quarterly on February 28th, May 30th, August 29th and November 29th.

Investor Relations

David Chong
(603) 773-6499
Chong@unitil.com

Shareholder Relations

Sandy Whitney
(603) 773-6561
Whitney@unitil.com

Stock Transfer Agent and Registrar

Computershare Investor Services
PO Box 43078
Providence, RI 02940-3078
(800) 736-3001
Web: www.computershare.com/investor



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