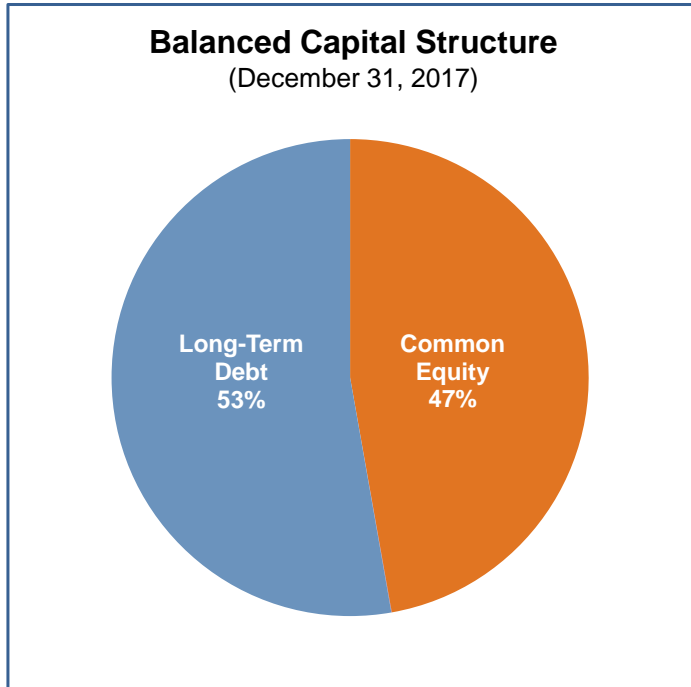
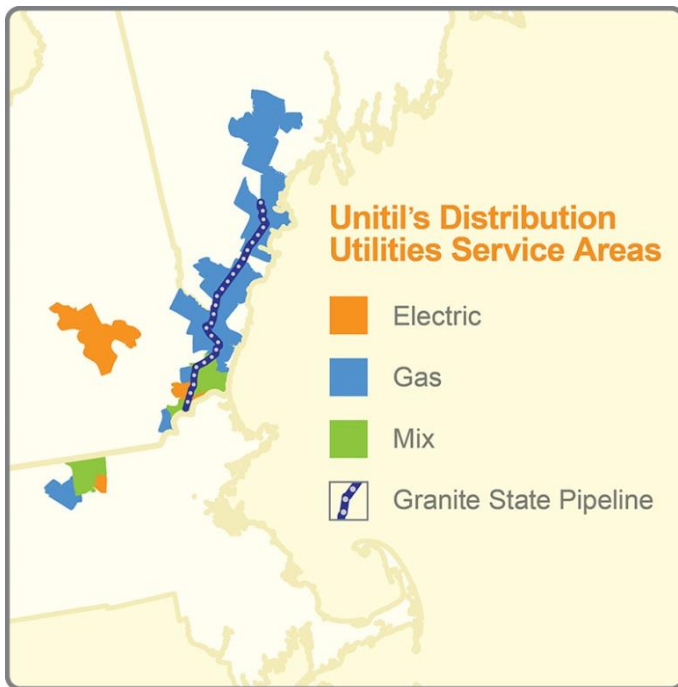




Corporate Profile

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 105,000 electric customers and 81,300 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 ▪ 75,700 customers

Fitchburg Gas and Electric Light Company
<ul style="list-style-type: none"> ▪ Electric & natural gas distribution utility ▪ Massachusetts ▪ 15,900 gas customers ▪ 29,300 electric customers

Northern Utilities, Inc.
<ul style="list-style-type: none"> ▪ Natural gas distribution utility ▪ Maine and New Hampshire ▪ 65,400 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

Thomas P. Meissner, Jr.

Chairman of the Board, Chief Executive Officer
and President

Mark H. Collin

Senior Vice President, Chief Financial Officer
and Treasurer

Todd R. Black

Senior Vice President, Unitol Corporation

Laurence M. Brock

Controller and Chief Accounting Officer

Sandra L. Whitney

Corporate Secretary

Analyst Coverage

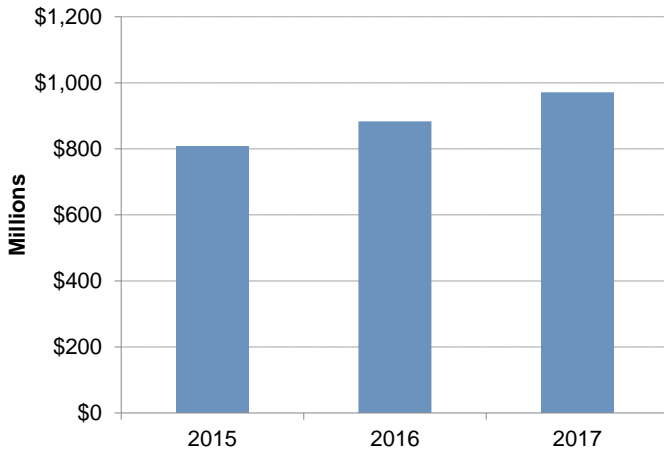
Janney Montgomery Scott LLC

RBC Capital Markets

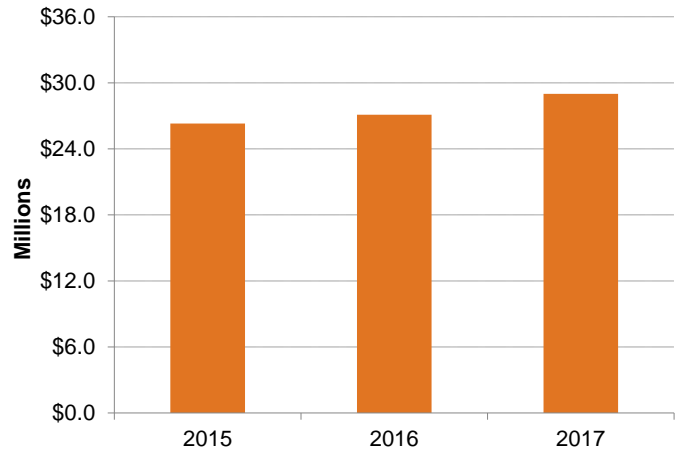
Bank of America Merrill Lynch

	2017	2016	2015
Net Income To Common (Millions)	\$ 29.0	\$ 27.1	\$ 26.3
Shares Outstanding (000's) - Diluted	14,102	13,996	13,920
Earnings Per Share	\$ 2.06	\$ 1.94	\$ 1.89
Dividends Paid Per Share	1.44	1.42	1.40
Book Value Per Share	22.72	20.82	20.20
Customers Served			
Electric	105,000	104,300	103,300
Gas	81,300	79,900	78,700
Total	186,300	184,200	182,000
Net Utility Plant (Millions)	\$ 971.5	\$ 883.4	\$ 808.9
Capital Expenditures (Millions)	\$ 119.3	\$ 98.1	\$ 103.9

Net Utility Plant



Net Income To Common



Dividend Reinvestment and Direct Purchase Plan

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

Dividend Payment Dates

Subsequent to authorization by the Board of Directors, dividends are paid quarterly on February 28th, May 29th, 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

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PO Box 43078
Providence, RI 02940-3078
(800) 736-3001
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