



## Company Profile:

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 dependable, more efficient energy. Unitil Corporation is a public utility holding company with operations in Maine, New Hampshire and Massachusetts. Together, Unitil's operating utilities serve approximately 104,978 electric customers and 81,309 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 <http://unitil.com>.

## Subsidiary Profiles:

**Fitchburg Gas and Electric Light Company**, a Massachusetts corporation organized in 1852, became part of the Unitil system in 1992. Today, our Massachusetts electric and gas operations provide distribution service in a 170-square-mile service area in north-central Massachusetts, with a combined estimated population of 92,000. This includes electric distribution service to approximately 29,700 customers and natural gas service to approximately 15,600 customers. Towns serviced include Ashby, Fitchburg, Gardner, Lunenburg, Townsend, and Westminster.

**Granite State Gas Transmission, Inc.** was incorporated in New Hampshire in 1955 and became part of the Unitil system in 2008. Our interstate gas transmission's principal business is delivering natural gas transportation services to Northern Utilities and providing access to inter-state natural gas pipeline supplies over 87 miles of FERC-regulated pipeline located primarily in Maine and New Hampshire.

**Northern Utilities, Inc.** was incorporated in New Hampshire in 1979 and became part of the Unitil system in 2008. Northern's predecessor companies date back over 150 years to the Portland Gas Light Company formed in 1849. Our Maine and New Hampshire gas operations serve 64,260 customers in 44 communities in the Seacoast region of New Hampshire and southern Maine. Towns serviced in New Hampshire include Atkinson, Brentwood, Dover, Durham, East Kingston, Exeter, Greenland, Hampton, Hampton Falls, Kensington, Madbury, Newington, North Hampton, Pelham, Plaistow, Portsmouth, Rochester, Rollinsford, Salem, Seabrook, Somersworth and Stratham. In Maine, towns include Auburn, Biddeford, Cape Elizabeth, Cumberland, Eliot, Gorham, Kennebunk, Kittery, Lewiston, Lisbon, Lisbon Falls, New Gloucester, North Berwick, Old Orchard Beach, Poland, Portland, Saco, Sanford, Scarborough, South Berwick, Wells, Westbrook and York.

**Unitil Energy Systems, Inc.** is a New Hampshire corporation, the successor company from the 2002 combination of Unitil subsidiaries Concord Electric Company and Exeter & Hampton Electric Company. Concord Electric Company was organized in 1901 to provide electric service to customers in Concord, New Hampshire. Exeter & Hampton Electric Company was organized in 1908 to provide electric service to customers in Exeter, Hampton and surrounding communities in



New Hampshire. Today, our New Hampshire electric operations provides distribution service to more than 77,000 customers in the Capital and Seacoast regions of New Hampshire, serving the 31 communities of Allenstown, Atkinson, Boscawen, Bow, Brentwood, Canterbury, Chichester, Concord, Danville, Derry, Dunbarton, East Kingston, Epsom, Exeter, Greenland, Hampstead, Hampton, Hampton Falls, Hopkinton, Kensington, Kingston, Loudon, Newton, North Hampton, Pembroke, Plaistow, Salisbury, Seabrook, South Hampton, Stratham, and Webster.

**Unitil Resources, Inc.** was incorporated in New Hampshire in 1993 as a non-utility subsidiary of Unitil. Its affiliate, Usource, LLC, provides energy brokerage service to large energy users in more than 20 states throughout the United States seeking competitive electricity or natural gas supplies.

**Unitil Service Corp.** was incorporated in 1984 in New Hampshire to provide centralized administrative and management services to Unitil System subsidiaries. The office is located at Unitil's corporate headquarters facility in Hampton, New Hampshire, and operates a customer service center in Concord, New Hampshire.



## Company Timeline:

**1849:** Portland Gas Light Company founded.

**1852:** Fitchburg Gas and Electric Light Company is organized to illuminate gas streetlights in downtown Fitchburg, Massachusetts.

**1901:** Concord Electric Company is founded.

**1908:** Exeter & Hampton Electric Company is founded.

**1979:** Northern Utilities, Inc. is incorporated; prior companies include Portland Gas Light Company.

**1984:** Unitil Corporation is incorporated; subsidiaries include Concord Electric Company and Exeter & Hampton Electric Company.

**1992:** Unitil merges with Fitchburg Gas and Electric Light Company

**1993:** Unitil founds Unitil Resources, Inc.

**2000:** Usource, LLC is formed to provide energy brokerage services to large users

**2002:** Concord Electric Company and Exeter & Hampton Electric Company merge as Unitil Energy Systems, Inc.

**2008:** Northern Utilities, Inc. and Granite State Gas Transmission, Inc. are acquired by Unitil.



## Financials:

Unitil (UTL) is a publically traded company on the New York Stock Exchange. Unitil posted total operating revenues of \$383.4 million in 2016, or earnings of \$1.94 per share. The Annual Report on Form 10-K for the year-ended December 31, 2016, is available in the Securities and Exchange Commission Filings section of <http://unitil.com/investors>. The full 2016 Annual Report to Shareholders will be available after March 20, 2017 at <http://unitil.com/investors>.

## Energy Efficiency Programs:

Unitil offers a variety of energy efficiency programs for both its gas and electricity customers. Through coordination with other New England electricity providers, programs are designed to address specific target markets and/or efficient technologies for our residential, commercial, industrial and institutional customers. Programs range from a free home energy consultation to a commercial retrofit program to help replace inefficient equipment. On the natural gas side of the business, reduced cost energy assessments are available for commercial, industrial and multifamily housing projects along with some rebates and other cost saving initiatives. A full breakdown of energy efficiency programs is available at <http://unitil.com/energy-efficiency>.

## Leadership:

Unitil's leadership team consists of professionals with decades of experience in the utility, energy and environmental industries. They reflect Unitil's longstanding dedication to inspired teamwork, constant collaboration and the insistence on the highest possible standards for ethical business practices. Fully accountable to our shareholders, our leadership is ultimately accountable to our customers for the quality, efficiency and integrity of our services.

Our Senior Leadership Team members are profiled below:

**Tom Meissner** is Unitil's chairman of the board, chief executive officer, and president, a position he has held since April, 2018. Tom previously served as senior vice president and chief operating officer of the Company from 2005 to 2018, and also served as senior vice president of operations, and director of engineering. Prior joining Unitil in 1994, he held a variety of engineering and operations positions at Public Service of New Hampshire (now Eversource Energy). Tom currently serves on the board of the Northeast Gas Association and previously served as Chairman of the Energy Council of the Northeast, Chairman of Rockingham Community Action, and also served on the board of Southern New Hampshire Services. A graduate of Northeastern University, Tom received his MBA from the University of New Hampshire and completed the Tuck Executive Program at Dartmouth College's Graduate School of Business.

**Mark Collin** is Unitil's senior vice president, chief financial officer and treasurer. Mark has over 33 years of experience in the utility industry including an extensive financial management and regulatory background. He has been the company's corporate treasurer since 1998 and has been



the chief financial officer since 2003. Prior to joining Unitil in 1988 Mark worked for the New Hampshire Public Utilities Commission as an economist and utility analyst. Mark is an alumnus of the State University of New York at Cortland and holds a Master of Arts in Economics degree from the University of New Hampshire Whittemore School of Business and Economics. He is the immediate past-chair of the Board of Directors for New Hampshire PBS and currently serves on the Executive, Finance and Investment Committees.  
Committee.

**Todd Black** is Unitil's senior vice president, external affairs and customer relations. Prior to this position, Todd served as President of Usource, a subsidiary of Unitil from 2003-2009. Todd serves on the Board of Trustees of the University Systems of New Hampshire, is Chairman of the Board for the Peter T. Paul College of Business and Economics, as well as the Foundation Board at the University of New Hampshire. Todd is also a member of the NH Business and Industry Association's Executive Board of Directors. He is a graduate of UNH's Peter T. Paul College of Business and Economics and received his MBA from Southern New Hampshire University. Todd also completed the Executive Program for Growing Companies at Stanford University's Graduate School of Business as well as the Tuck Executive Program at Dartmouth College's Graduate School of Business.