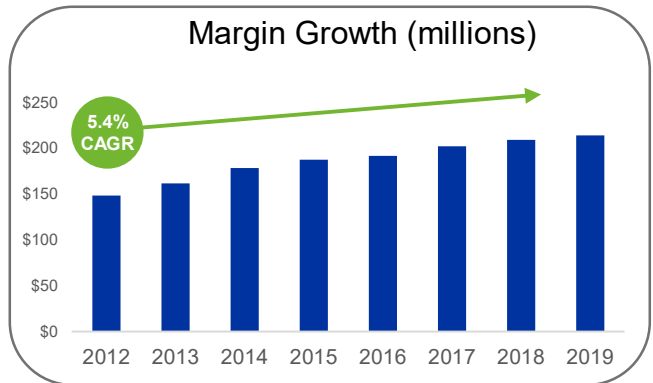
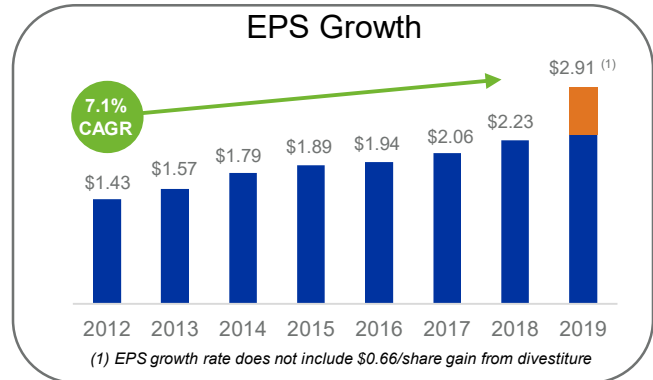
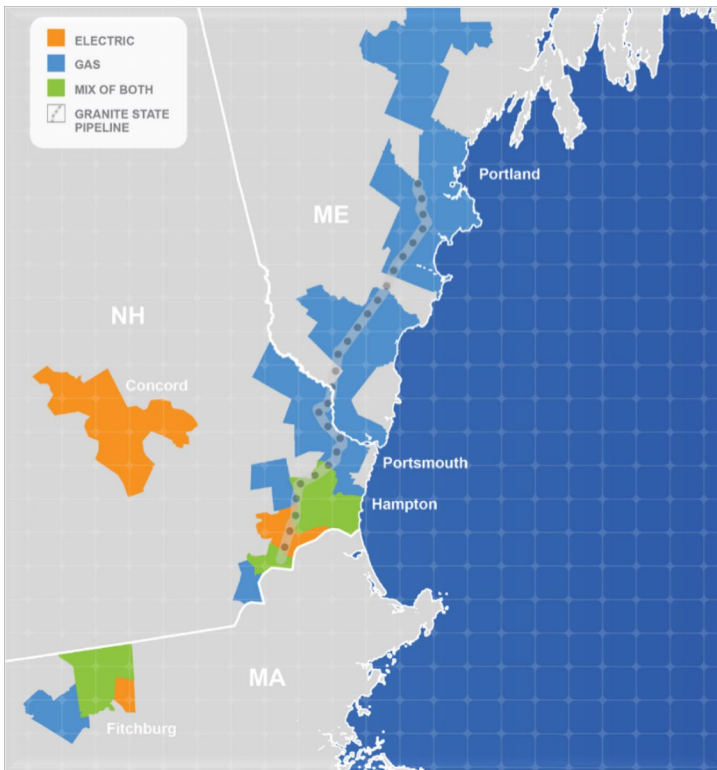




## Corporate Profile

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 106,100 electric customers and 83,900 natural gas customers. For more information about our people, technologies, and community involvement please visit [www.unitil.com](http://www.unitil.com).



## Regulated Subsidiaries

**Unitil Energy Services, Inc.**

- Electric distribution utility
- New Hampshire
- 76,500 customers

**Fitchburg Gas and Electric Light Company**

- Electric & natural gas distribution utility
- Massachusetts
- 16,000 gas customers
- 29,600 electric customers

**Northern Utilities, Inc.**

- Natural gas distribution utility
- Maine and New Hampshire
- 67,900 customers

**Granite State Gas Transmission, Inc.**

- Natural gas transmission pipeline
- Maine and New Hampshire
- 86 miles of underground pipeline

## Executive Officers

**Thomas P. Meissner, Jr.**

*Chairman of the Board, Chief Executive Officer  
and President*

**Robert B. Hevert**

*Senior Vice President, Chief Financial Officer  
and Treasurer*

**Todd R. Black**

*Senior Vice President*

**Laurence M. Brock**

*Senior Vice President*

**Daniel J. Hurstak**

*Chief Accounting Officer and Controller*

**Sandra L. Whitney**

*Corporate Secretary*

## Analyst Coverage

Janney Montgomery Scott LLC

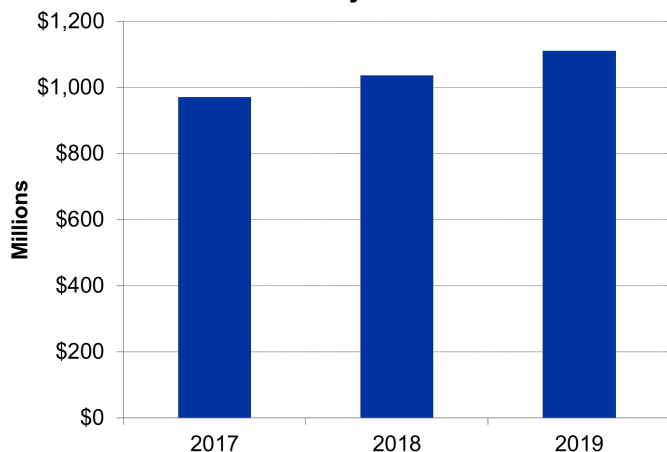
RBC Capital Markets

Bank of America Merrill Lynch

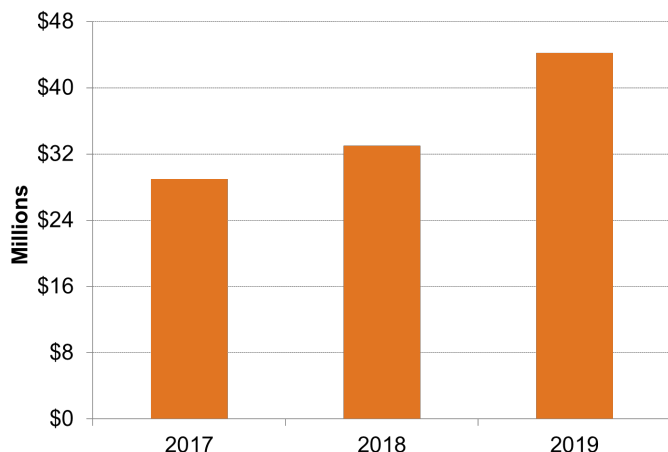
	2017	2018	2019 <sup>(1)</sup>
Net Income To Common (Millions)	\$ 29.0	\$ 33.0	\$ 44.2
Shares Outstanding (000's) - Diluted	14,102	14,829	14,900
Earnings Per Share	\$ 2.06	\$ 2.23	\$ 2.97
Dividends Paid Per Share	1.44	1.46	1.48
Book Value Per Share	22.72	23.60	25.22
Customers Served			
Electric	105,000	105,600	106,100
Gas	81,300	82,700	83,900
Total	186,300	188,300	190,000
Net Utility Plant (Millions)	\$ 971.5	\$ 1,036.8	\$ 1,111.5
Capital Expenditures (Millions)	\$ 119.3	\$ 102.4	\$ 119.2

(1) Includes \$9.8 million or \$0.66/share gain from divestiture

### 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 Unitil's Common Stock. This Plan provides shareholders with an economical means to increase their investment in Unitil each quarter by reinvesting their dividends without broker fees. For additional information or enrollment, please contact Unitil or Computershare.

## Dividend Payment Dates

Subsequent to authorization by the Board of Directors, dividends are paid quarterly in February, May, August and November.

## Investor Relations

Todd Diggins  
(603) 773-6504  
Diggins@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](http://www.computershare.com/investor)



Unitil Corporation  
6 Liberty Lane West  
Hampton, NH 03842-1720  
(603) 772-0775  
(800) 999-6501