UNITIL CORP. AME	XUTL		RE PR	ICE 52.4	<b>19</b> TRAILING P/E RATI	<b>18.6 RE</b>	RATIO	1 PIV'D 3.		LUE NE
RANKS	39.00 32.63	46.00 34.70	52.84 43.03	53.07 40.92	64.53 47.05	65.76 32.80	59.32 38.00	61.10 44.02	60.59 41.43	54.08 Hig 45.26 Lov
PERFORMANCE <b>3</b> Average	LEGE									
▲ Below	12 Mo	is Mov Avg				•				
-	Shaded area ind								+++++++++++++++++++++++++++++++++++++++	<b>⊢ ●</b> 50
SAFETY <b>3</b> Average	1		······································	· · · ·	••••				11.	
BETA .85 (1.00 = Market)	•	••	•							25
	••••			[ <b>`</b>						20
<b></b>							•••	••••	•••••	15
Financial Strength B							••• •	•	•• •	•10
Price Stability 75							•			
Price Growth Persistence 50										5
-										
Earnings Predictability 85	1111111111	++++++++++++++++++++++++++++++++++++								VO (thou
	2015	2016	0017	2010	2010	2020	2021	2022	2022	2024/2025
© VALUE LINE PUBLISHING LLC	2015	2016	2017	2018	2019	2020	2021	-	2023	2024/2025
SALES PER SH	30.51	27.26	27.42	29.85	29.35	27.88	29.62	35.11	34.57	
"CASH FLOW" PER SH EARNINGS PER SH	5.15 1.89	5.24 1.94	5.12 2.06	5.61 2.23	6.43 2.97	5.78 2.15	5.98 2.35	6.48 2.59	6.99 2.82	2.92 <sup>A,B</sup> /3.08 <sup>C</sup>
DIV'DS DECL'D PER SH	1.89	1.94	2.06	1.46	1.48	1.50	2.35	2.59	1.62	2.32 /3.00
CAP'L SPENDING PER SH	7.43	6.97	8.05	6.88	7.98	8.17	7.20	7.61	8.75	
BOOK VALUE PER SH	20.20	20.82	22.72	23.60	25.22	25.91	28.06	29.13	30.35	
COMMON SHS OUTST'G (MILL)	13.99	14.07	14.82	14.88	14.93	15.01	15.98	16.04	16.12	
AVG ANN'L P/E RATIO	18.5	21.0	23.3	21.6	19.4	22.1	20.3	20.0	18.3	18.0/17.0
RELATIVE P/E RATIO	.95	1.15	1.17	1.22	1.13	1.29	1.24	1.33	1.15	
AVG ANN'L DIV'D YIELD	4.0% 426.8	3.5% 383.4	3.0% 406.2	3.0% 444.1	2.6% 438.2	3.2% 418.6	3.2% 473.3	3.0% 563.2	3.1% 557.1	Pold firmer
SALES (\$MILL) OPERATING MARGIN	426.8 29.6%	383.4 34.3%	406.2 33.9%	32.4%	438.2 33.7%	35.8%	473.3 34.2%	30.0%	32.8%	Bold figures are consensus
DEPRECIATION (\$MILL)	45.7	46.6	46.9	50.4	52.0	54.5	59.5	62.6	67.4	earnings
NET PROFIT (\$MILL)	26.3	27.1	29.0	33.0	44.2	32.2	36.1	41.4	45.2	estimates
NCOME TAX RATE	36.9%	36.2%	37.6%	20.3%	23.8%	24.1%	24.2%	21.3%	22.6%	and, using the
NET PROFIT MARGIN	6.2%	7.1%	7.1%	7.4%	10.1%	7.7%	7.6%	7.4%	8.1%	recent prices,
WORKING CAP'L (\$MILL)	d18.7	d45.3	.3	d40.3	d28.9	3.2	d13.8	d65.3	d100.2	P/E ratios.
LONG-TERM DEBT (\$MILL)	319.1	325.1	382.0	390.1	437.5	523.1	497.8	489.1	509.1	
SHR. EQUITY (\$MILL)	282.8	293.1	336.8	351.3	376.8	389.2	448.5	467.6	489.3	
RETURN ON TOTAL CAP'L RETURN ON SHR. EQUITY	6.2% 9.3%	6.1% 9.2%	5.6% 8.6%	6.0% 9.4%	6.8% 11.7%	4.8% 8.3%	5.2% 8.0%	5.6% 8.9%	6.0% 9.2%	
RETAINED TO COM EQ	2.4%	2.4%	2.6%	3.2%	5.8%	2.5%	2.8%	3.5%	3.9%	
ALL DIV'DS TO NET PROF	75%	74%	70%	66%	50%	70%	65%	61%	58%	
	ast 4 days: 1 up	, 0 down, conse	nsus 5-year earr	nings growth 7.1	% per year. <sup>B</sup> Ba	ased upon one an	alyst's estimate.	c <sub>Based</sub> upon or	ne analyst's estin	nate.
	,									
<sup>A</sup> No. of analysts changing earn. est. in la ANNUAL RATES							INDUSTR	Y: Electric	: Utility (Ea	st)
<sup>A</sup> No. of analysts changing earn. est. in la ANNUAL RATES		ASSETS (\$m		021 2022	12/31/23		INDUSTR	Y: Electric	: Utility (Ea	st)
<sup>A</sup> No. of analysts changing earn. est. in la	<b>1 Yr.</b> -1.5%	ASSETS (\$m Cash Assets Receivables		<b>2021 2022</b> 6.5 9.0 6.9 73.8	12/31/23 6.5 75.0	BUSINES				
ANo. of analysts changing earn. est. in la ANNUAL RATES of change (per share) 5 Yrs. Sales 3.5% "Cash Flow" 4.0%	<b>1 Yr.</b> -1.5% 8.0%	Cash Assets Receivables Inventory	6	6.59.06.973.89.613.2	6.5 75.0 14.5	<b>BUSINES</b> electricity	S: Unitil	Corp. enga	iges in the	distribution o
ANO. of analysts changing earn. est. in la ANNUAL RATES of change (per share) 5 Yrs. Sales 3.5%	<b>1 Yr.</b> -1.5%	Cash Assets Receivables Inventory Other	6 7	6.5   9.0     6.9   73.8     9.6   13.2     6.7   98.8	6.5 75.0 14.5 <u>81.1</u>	electricity utes electri	S: Unitil and natural city in the s	Corp. enga gas in the southeastern	iges in the US. The co n seacoast a	distribution o mpany distrib nd state capita
No. of analysts changing earn. est. in la ANNUAL RATES of change (per share) 5 Yrs. Sales 3.5% "Cash Flow" 4.0% Earnings 4.5%	<b>1 Yr.</b> -1.5% 8.0% 9.0%	Cash Assets Receivables Inventory	6 7	6.59.06.973.89.613.2	6.5 75.0 14.5	electricity utes electri	S: Unitil and natural city in the s	Corp. enga gas in the southeastern	iges in the US. The co n seacoast a	distribution o mpany distrib nd state capita
Ano. of analysts changing earn. est. in la ANNUAL RATES of change (per share) 5 Yrs. Sales 3.5% "Cash Flow" 4.0% Earnings 4.5% Dividends 1.5% Book Value 5.5%	<b>1 Yr.</b> -1.5% 8.0% 9.0% 4.0% 4.0%	Cash Assets Receivables Inventory Other	6 7 ts15	6.5     9.0       6.9     73.8       9.6     13.2       6.7     98.8       9.7     194.8	6.5 75.0 14.5 <u>81.1</u> 177.1	electricity utes electri regions of of north ce	S: Unitil and natural city in the s New Hamp ntral Massa	Corp. enga gas in the southeastern pshire, and chusetts; an	ages in the US. The co n seacoast a the greater ad distribute	distribution o mpany distrib nd state capita Fitchburg area s natural gas in
No. of analysts changing earn. est. in la ANNUAL RATES of change (per share) 5 Yrs. Sales 3.5% "Cash Flow" 4.0% Earnings 4.5% Dividends 1.5% Book Value 5.5%	<b>1 Yr.</b> -1.5% 8.0% 9.0% 4.0% 4.0%	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a	6 7 ts 15 nt t cost 168	6.5     9.0       6.9     73.8       9.6     13.2       6.7     98.8       9.7     194.8       8.9     1791.3	6.5 75.0 14.5 <u>81.1</u> 177.1	electricity utes electri regions of of north cer southeaster	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham	Corp. enga gas in the southeastern pshire, and chusetts; an npshire, por	nges in the US. The co n seacoast a the greater ad distribute rtions of sou	distribution o mpany distrib nd state capita Fitchburg are s natural gas in thern Maine to
No. of analysts changing earn. est. in laboratory     ANNUAL RATES     of change (per share)   5 Yrs.     Sales   3.5%     "Cash Flow"   4.0%     Earnings   4.5%     Dividends   1.5%     Book Value   5.5%     Fiscal   QUARTERLY SALES (\$m     Year   1Q   2Q	1 Yr. -1.5% 8.0% 9.0% 4.0% 4.0% mill.) Full Year	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a Accum Depre	6 7 ts 15 nt t cost 168 eciation 43	6.5     9.0       6.9     73.8       9.6     13.2       6.7     98.8       9.7     194.8       8.9     1791.3       1.7     459.6	6.5 75.0 14.5 <u>81.1</u> 177.1 1907.8 486.9	electricity utes electri regions of of north cer southeaster the Lewisto	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn	Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in	ages in the US. The co n seacoast a the greater ad distribute rtions of soun the greater	distribution o mpany distrib nd state capita Fitchburg area s natural gas in thern Maine to Fitchburg area
Ano. of analysts changing earn. est. in la       ANNUAL RATES       ANNUAL RATES       of change (per share)     5 Yrs.       Sales     3.5%       "Cash Flow"     4.0%       Earnings     4.5%       Dividends     1.5%       Book Value     5.5%       Fiscal     QUARTERLY SALES (\$m       Year     1Q     2Q       2/31/21     138.8     96.6     98.1	1 Yr. -1.5% 8.0% 9.0% 4.0% 4.0% mill.) Full	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a Accum Depre Net Property	6 7 ts 15 nt tt cost 168 vciation 43 125	6.5     9.0       6.9     73.8       9.6     13.2       6.7     98.8       9.7     194.8       8.9     1791.3       1.7     459.6	6.5 75.0 14.5 <u>81.1</u> 177.1	electricity utes electri regions of of north cer southeaster the Lewister of north ce	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass	Corp. enga gas in the southeastern oshire, and chusetts; an npshire, por area, and in sachusetts.	ages in the US. The co n seacoast a the greater ad distribute rtions of sou the greater It also oper	distribution o mpany distrib nd state capita Fitchburg are s natural gas in thern Maine to Fitchburg are ates 86 under
Avelow     of analysts changing earm. est. in late       ANNUAL RATES       of change (per share)     5 Yrs.       Sales     3.5%       "Cash Flow"     4.0%       Earnings     4.5%       Dividends     1.5%       Book Value     5.5%       Fiscal Year     QUARTERLY SALES (\$m       1Q     2Q     3Q       2/31/21     138.8     96.6     98.1       2/31/22     192.6     98.9     110.2       2/31/23     220.2     103.4     103.9	1 Yr.       -1.5%       8.0%       9.0%       4.0%       4.0%       111.)       4Q       Year       139.8       473.3	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a Accum Depre Net Property	6 7 ts 15 nt tt cost 168 vciation 43 125	6.5     9.0       6.9     73.8       9.6     13.2       6.7     98.8       9.7     194.8       8.9     1791.3       1.7     459.6       7.2     1331.7       3.4    63.9	6.5 75.0 14.5 <u>81.1</u> 177.1 1907.8 486.9 1420.9	electricity utes electri regions of of north cer southeaster the Lewister of north ce ground na	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas	Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in sachusetts.	ages in the US. The co n seacoast a the greater ad distribute rtions of sou the greater It also oper on pipeline	distribution o mpany distrib nd state capita Fitchburg are s natural gas in thern Maine to Fitchburg are ates 86 under that provide
Avelow     of analysts changing earm. est. in late       ANNUAL RATES       of change (per share)     5 Yrs.       Sales     3.5%       "Cash Flow"     4.0%       Earnings     4.5%       Dividends     1.5%       Book Value     5.5%       Fiscal Year     QUARTERLY SALES (\$m       1Q     2Q     3Q       2/31/21     138.8     96.6     98.1       2/31/22     192.6     98.9     110.2       2/31/23     220.2     103.4     103.9	1 Yr.       -1.5%       8.0%       9.0%       4.0%       4.0%       111.)       4Q       Year       139.8       161.5       563.2	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a Accum Depre Net Property Other Total Assets	6 7 ts 15 nt tt cost 168 eciation 43 125 <u>12</u> 154	6.5     9.0       6.9     73.8       9.6     13.2       6.7     98.8       9.7     194.8       8.9     1791.3       1.7     459.6       7.2     1331.7       3.4    63.9	6.5 75.0 14.5 81.1 177.1 1907.8 486.9 1420.9 72.4	electricity utes electri regions of of north ce southeaster the Lewisto of north co ground na interstate	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas	Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in achusetts. I transmissio	ages in the US. The consecutive not seacoast a the greater and distribute ritions of sourt the greater It also oper on pipeline access and	distribution o mpany distrib nd state capita Fitchburg area s natural gas in thern Maine to Fitchburg area ates 86 under that provide transportation
Wo. of analysts changing earn. est. in late       ANNUAL RATES       ANNUAL RATES       ANNUAL RATES       Sales     5 Yrs.       "Cash Flow"     4.0%       Earnings     4.5%       Dividends     1.5%       Book Value     5.5%       Fiscal     QUARTERLY SALES (\$m       Year     1Q     2Q     3Q       2/31/21     138.8     96.6     98.1       2/31/22     192.6     98.9     110.2       2/31/24     220.2     103.4     103.9       2/31/24     EARNINGS PER SHAFT     Fiscal     EARNINGS PER SHAFT	1     Yr.       -1.5%     8.0%       9.0%     4.0%       4.0%     4.0%       1111.)     Year       139.8     473.3       161.5     563.2       129.6     557.1       RE     Full	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a Accum Depre Net Property Other Total Assets LIABILITIES	6 	6.5     9.0       6.9     73.8       9.6     13.2       9.7     98.8       9.7     194.8       8.9     1791.3       1.7     459.6       7.2     1331.7       3.4     63.9       0.3     1590.4	6.5 75.0 14.5 81.1 177.1 1907.8 486.9 1420.9 72.4 1670.4	electricity utes electri regions of of north ce southeaster the Lewisto of north co ground na interstate services in	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas Maine and	Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in achusetts. I transmissio	ages in the US. The con n seacoast a the greater and distribute rtions of sour the greater It also oper on pipeline access and apshire. In a	distribution o mpany distrib nd state capita Fitchburg are s natural gas in thern Maine to Fitchburg are ates 86 under that provide transportation addition, Uniti
Wo. of analysts changing earn. est. in later of change (per share)     5 Yrs.       Sales     3.5%       "Cash Flow"     4.0%       Earnings     4.5%       Dividends     1.5%       Book Value     5.5%       Fiscal     QUARTERLY SALES (\$m Year       1Q     2Q     3Q       2/31/21     138.8     96.6     98.1       2/31/22     192.6     98.9     110.2       2/31/23     220.2     103.4     103.9       2/31/24     EARNINGS PER SHAF     Fiscal     EARNINGS PER SHAF	1 Yr.       -1.5%       8.0%       9.0%       4.0%       4.0%       139.8       161.5       557.1	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a Accum Depret Net Property Other Total Assets LIABILITIES Accts Payabl Debt Due	6 7 ts 15 nt t cost 168 sciation 43 125 125 125 125 154 (\$mill.) e 5 7	6.5     9.0       6.9     73.8       9.6     13.2       6.7     98.8       9.7     194.8       8.9     1791.3       1.7     459.6       7.2     1331.7       3.4     63.9       0.3     1590.4       2.4     68.6       2.3     122.7	6.5 75.0 14.5 81.1 177.1 1907.8 486.9 1420.9 72.4 1670.4 47.7 166.9	electricity utes electri regions of of north ce southeaster the Lewisto of north co ground na interstate services in provides e	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas Maine and nergy brok	Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in achusetts. I transmissio pipeline I New Ham ering and a	ages in the US. The co n seacoast a the greater ad distribute rtions of soun the greater It also oper on pipeline access and apshire. In a advisory sea	distribution o mpany distrib nd state capita Fitchburg are s natural gas i thern Maine t Fitchburg are ates 86 under that provide transportatio addition, Uniti
No. of analysts changing ear est. in la       ANNUAL RATES       ANNUAL RATES       ANNUAL RATES       Sales     3.5%       "Cash Flow"     4.0%       Earnings     4.5%       Dividends     1.5%       Book Value     5.5%       Fiscal     QUARTERLY SALES (\$m Year     QUARTERLY SALES (\$m 10     2Q       2/31/21     138.8     96.6     98.1       2/31/22     192.6     98.9     110.2       2/31/24	1     Yr.       -1.5%     8.0%       9.0%     4.0%       4.0%     4.0%       111.)     Full       4Q     Year       139.8     473.3       161.5     563.2       129.6     557.1       RE     Full       4Q     Year       .90     2.15	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a Accum Deprety Other Total Assets LIABILITIES Accts Payabl Debt Due Other	6 7 ts 15 nt ti cost 168 sciation 43 i25 125 125 125 125 154 (\$mill.) e 5 7 4	6.5     9.0       6.9     73.8       9.6     13.2       6.7     98.8       9.7     194.8       8.9     1791.3       1.7     459.6       7.2     1331.7       3.4     63.9       0.3     1590.4       2.4     68.6       2.3     122.7       8.8     68.8	6.5 75.0 14.5 81.1 177.1 1907.8 486.9 1420.9 72.4 1670.4 47.7 166.9 62.7	electricity utes electri regions of of north cei southeaster the Lewisto of north co ground na interstate services in provides e mercial an	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas matural gas Maine and nergy brok d industrial	Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in achusetts. I transmissio pipeline I New Ham ering and a I customers	ages in the US. The con n seacoast a the greater ad distribute rtions of sour the greater It also oper on pipeline access and npshire. In a advisory ser s; and real of	distribution o mpany distrib nd state capita Fitchburg are s natural gas i thern Maine t Fitchburg are ates 86 under that provide transportatio addition, Uniti rvices to com
Annual sts changing ear.     est. in lag       ANNUAL RATES       of change (per share)     5 Yrs.       Sales     3.5%       "Cash Flow"     4.0%       Earnings     4.5%       Dividends     1.5%       Book Value     5.5%       Fiscal     QUARTERLY SALES (Sn Year       2/31/21     138.8     96.6       2/31/21     192.6     98.9       2/31/24     103.9     2/31/24       Fiscal     EARNINGS PER SHAF       Year     1Q     2Q       2/31/24     1.02     21       2/31/24     1.02     20.2	1     Yr.       -1.5%     8.0%       9.0%     4.0%       4.0%     4.0%       139.8     473.3       161.5     563.2       129.6     557.1       RE     Full       4Q     Year       .90     2.15       .91     2.35	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a Accum Depret Net Property Other Total Assets LIABILITIES Accts Payabl Debt Due	6 7 ts 15 nt ti cost 168 sciation 43 i25 125 125 125 125 154 (\$mill.) e 5 7 4	6.5     9.0       6.9     73.8       9.6     13.2       6.7     98.8       9.7     194.8       8.9     1791.3       1.7     459.6       7.2     1331.7       3.4     63.9       0.3     1590.4       2.4     68.6       2.3     122.7	6.5 75.0 14.5 81.1 177.1 1907.8 486.9 1420.9 72.4 1670.4 47.7 166.9	electricity utes electri regions of of north cer southeaster the Lewisto of north co ground na interstate services in provides e mercial an ment servio	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas matural gas Maine and nergy brok d industrial ces. Curren	Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in achusetts. I transmissio pipeline I New Ham ering and a I customers tly, it serve	ages in the US. The con n seacoast a the greater ad distribute rtions of sour the greater It also oper on pipeline access and npshire. In a advisory ser s; and real of s 108,100 e	distribution o mpany distrib nd state capita Fitchburg are s natural gas i thern Maine t Fitchburg are ates 86 under that provide transportatio addition, Uniti rvices to com estate manage lectric custom
Quarter     Quarter     Sales     3.5%       "Cash Flow"     4.0%       Earnings     4.5%       Dividends     1.5%       Book Value     5.5%       "iscal     QUARTERLY SALES (\$m 1Q 2Q 3Q       2/31/21     138.8 96.6 98.1       2/31/21     138.8 96.6 98.1       2/31/21     132.6 98.9 110.2       2/31/22     220.2 103.4 103.9       2/31/24     Fiscal       EARNINGS PER SHAF       1Q 2Q 3Q       2/31/20       1.02     .21       2/31/20     1.02       1.26     .18       2/21/21     1.35     .30	I Yr.       -1.5%       8.0%       9.0%       4.0%       4.0%       139.8       161.5       563.2       129.6       557.1       RE       4Q       Year       .90       2.15       .91       .92.35	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a Accum Deprety Other Total Assets LIABILITIES Accts Payabl Debt Due Other	6 7 ts 15 nt ti cost 168 sciation 43 i25 125 125 125 125 154 (\$mill.) e 5 7 4	6.5     9.0       6.9     73.8       9.6     13.2       6.7     98.8       9.7     194.8       8.9     1791.3       1.7     459.6       7.2     1331.7       3.4     63.9       0.3     1590.4       2.4     68.6       2.3     122.7       8.8     68.8	6.5 75.0 14.5 81.1 177.1 1907.8 486.9 1420.9 72.4 1670.4 47.7 166.9 62.7	electricity utes electri regions of of north cer southeaster the Lewisto of north co ground na interstate services in provides e mercial an ment servio ers and 8	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas matural gas Maine and nergy brok d industrial ces. Curren 7,500 natu	Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in tachusetts. I transmissio pipeline I New Ham ering and a I customers tly, it serve ral gas cu	ages in the US. The con n seacoast a the greater ad distribute rtions of sour the greater It also oper on pipeline access and npshire. In a advisory ser s; and real of s 108,100 e ustomers. U	distribution c mpany distrib nd state capita Fitchburg are s natural gas i thern Maine t Fitchburg are ates 86 under that provide transportatio addition, Unit rvices to com estate manage lectric custom Initil's electri
Quarter     Quarter     Strest       ANNUAL RATES     ANNUAL RATES       of change (per share)     5 Yrs.       Sales     3.5%       "Cash Flow"     4.0%       Earnings     4.5%       Dividends     1.5%       Book Value     5.5%       "Siscal     QUARTERLY SALES (\$m 1Q       2/31/21     138.8     96.6     98.1       2/31/21     192.6     98.9     110.2       2/31/24     220.2     103.4     103.9       2/31/24     EARNINGS PER SHAF     Year     1Q     2Q     3Q       2/31/20     1.02     .21     .02     2/31/21     1.26     .18        2/31/20     1.02     .21     .02     2/31/20     .03     2/31/23     .151     .25     .09	1     Yr.       -1.5%     8.0%       9.0%     4.0%       4.0%     4.0%       139.8     473.3       161.5     563.2       129.6     557.1       RE     Full       4Q     Year       .90     2.15       .91     2.35	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a Accum Depre Net Property Other Total Assets LIABILITIES Accts Payabl Debt Due Other Current Liab	6 <u>7</u> 15 15 16 125 125 12 154 (\$mill.) e 5 7 <u>4</u> 17	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	6.5 75.0 14.5 81.1 177.1 1907.8 486.9 1420.9 72.4 1670.4 47.7 166.9 62.7	electricity utes electri regions of of north cer southeaster the Lewisto of north co ground na interstate services in provides e mercial an ment servic ers and 8 distribution	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas matural gas Maine and nergy brok d industrial ces. Curren 7,500 natu	Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in achusetts. I transmissio pipeline I New Ham ering and a I customers tly, it serve ral gas cu s are cond	ages in the US. The con n seacoast a the greater ad distribute rtions of sour the greater It also oper on pipeline access and npshire. In a advisory ser s; and real of s 108,100 e ustomers. U	distribution o mpany distrib nd state capita Fitchburg are s natural gas i thern Maine t Fitchburg are ates 86 under that provide transportatio addition, Uniti rvices to com estate manage lectric custom (nitil's electri gh two of th
No. of analysts changing ear est. in later of the analysts changing ear est. in later of the analysts change (per share)     Sales     3.5%       of change (per share)     S Yrs     Sales     3.5%       "Cash Flow"     4.0%     Sales     3.5%       "Cash Flow"     4.0%     Sales     1.5%       Dividends     1.5%     Sold     Sales     5.5%       Fiscal     QUARTERLY SALES (\$m Year     1Q     2Q     3Q       2/31/21     138.8     96.6     98.1     10.2       2/31/21     128.6     98.9     110.2     2/31/24       Fiscal     EARNINGS PER SHAF     Year     1Q     2Q     3Q       2/31/20     1.02     21     .02     2/31/24     1.26     .18        2/31/20     1.02     21     .02     2/31/24     .03     2/31/24     .135     .30     .03       2/31/21     1.58     .27     .05     .05     .05     .05	I Yr.       -1.5%       8.0%       9.0%       4.0%       4.0%       139.8       161.5       563.2       129.6       557.1       RE       4Q       Year       .90       .91       .92,55       .91       .92,235       .91       .92,235       .91       .92,235       .91       .92,235       .91       .92,35       .91       .92,36	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a Accum Depre Net Property Other Total Assets LIABILITIES Accts Payabl Debt Due Other Current Liab	6 7 ts 15 nt ti cost 168 sciation 43 125 12 154 (\$mill.) e 5 7 4 17 0 0 0 0 0 0 0 17 17	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	6.5 75.0 14.5 81.1 177.1 1907.8 486.9 1420.9 72.4 1670.4 47.7 166.9 62.7	electricity utes electri regions of of north cer southeaster the Lewisto of north co ground na interstate services in provides e mercial an ment servic ers and 8 distribution company's	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas matural gas Maine and nergy brok d industrial ces. Curren 7,500 natu n operation utilities, U	Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in achusetts. I transmissio pipeline I New Ham ering and a I customers tly, it serve ral gas cu s are cond Unitil Energ	ages in the US. The con n seacoast a the greater and distribute rtions of sour the greater It also oper on pipeline access and pshire. In a advisory ser s; and real of s 108,100 e ustomers. U ucted throu by and Fitch	distribution o mpany distrib nd state capita Fitchburg are s natural gas in thern Maine to Fitchburg are ates 86 under that provide transportation addition, Uniti rvices to com estate manage lectric custom (nitil's electri gh two of th burg. Has 510
Quality is changing earest. in laboratoria is an est. in laboratori is an est. in laboratoria is an est. in laboratoria is	1     Yr.       -1.5%     8.0%       9.0%     4.0%       4.0%     Full       4Q     Year       139.8     473.3       161.5     563.2       129.6     557.1       RE     Full       4Q     Year       .90     2.15       .91     2.35       .91     2.35       .91     2.59       .97     2.82       PAID     Full	Cash Assets Receivables Inventory Other Current Assee Property, Pla & Equip, a Accum Deprety Other Total Assets LIABILITIES Accts Payabl Debt Due Other Current Liab LONG-TERM as of 12/3	6 15 15 15 125 125 125 126 154 (\$mill.) e 5 7 4 17 10 10 11/23	6.5     9.0       6.9     73.8       9.6     13.2       9.7     98.8       9.7     194.8       8.9     1791.3       1.7     459.6       7.2     1331.7       3.4     63.9       0.3     1590.4       2.4     68.6       8.3     68.8       3.5     260.1	6.5 75.0 14.5 81.1 1777.1 1907.8 486.9 1420.9 72.4 1670.4 1670.4 47.7 166.9 62.7 277.3	electricity utes electri regions of of north ce southeaster the Lewisto of north co ground na interstate services in provides e mercial an ment servic ers and 8 distribution company's employees	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas matural gas Maine and nergy brok d industrial ces. Curren 7,500 natu n operation utilities, U.	Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in achusetts. I transmissio pipeline I New Harr ering and a I customers tly, it serve ral gas cu s are cond unitil Energ & C.E.O.:	ages in the US. The con n seacoast a the greater and distribute rtions of sour the greater It also oper on pipeline access and pshire. In a advisory sea s; and real of s 108,100 e ustomers. U ucted throu y and Fitch Thomas P.	distribution o mpany distrib nd state capita Fitchburg area s natural gas in thern Maine to Fitchburg area ates 86 under that provide transportation addition, Uniti rvices to com estate manage lectric custom (nitil's electric gh two of the burg. Has 510 Meissner Ad
No. of analysts changing ear est. in later of change (per share)     Sales       of change (per share)     5 Yrs       Sales     3.5%       "Cash Flow"     4.0%       Earnings     4.5%       Dividends     1.5%       Book Value     5.5%       Fiscal     QUARTERLY SALES (Sn 1Q 2Q 3Q       2/31/21     138.8     96.6       2/31/21     192.6     98.9       2/31/22     103.4     103.9       2/31/24     1.26     .18       Fiscal     EARNINGS PER SHAF       Year     1Q 2Q 3Q       2/31/20     1.02     .21       1.23     2.0.2     10.3       2/31/24     1.55     .09       2/31/20     1.02     .21       1.26     .18        2/31/21     1.51     .25       1.53     .30     .03       2/31/21     1.58     .27       2/31/24     1.58     .27       1.51     .25     .09       2/31/24     1.58 </td <td>I Yr.       -1.5%       8.0%       9.0%       4.0%       4.0%       111.0       4Q       Full       139.8       161.5       563.2       129.6       557.1       RE       90       9.1       9.0       2.15       .91       2.35       .91       2.59       .97       2.82       PAID       4Q       Full       4Q</td> <td>Cash Assets Receivables Inventory Other Current Asse Property, Pla &amp; Equip, a &amp; Cacum Depre Net Property Other Total Assets LIABILITIES Accts Payabl Debt Due Other Current Liab</td> <td>6 7 ts 15 nt t cost 168 125 125 125 125 125 125 125 125</td> <td><math display="block">\begin{array}{cccccccccccccccccccccccccccccccccccc</math></td> <td>6.5 75.0 14.5 81.1 1777.1 1907.8 486.9 1420.9 72.4 1670.4 1670.4 47.7 166.9 62.7 277.3</td> <td>electricity utes electri regions of of north cei southeaster the Lewisto of north coi ground na interstate in services in provides e mercial an ment servic ers and 8 distribution company's employees dress: 6 L</td> <td>S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas matural gas matural gas Maine and nergy brok d industrial ces. Curren 7,500 natu n operation utilities, U . Chairman iberty Lan</td> <td>Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in tachusetts. I transmissio pipeline I New Harr ering and a I customers tly, it serve ral gas cu s are cond unitil Energ &amp; C.E.O.: e West, Har</td> <td>ages in the US. The con n seacoast a the greater and distribute rtions of sour the greater It also oper on pipeline access and pshire. In a advisory ser s; and real of s 108,100 e ustomers. U ucted throu by and Fitch Thomas P. ampton, NH</td> <td>distribution o mpany distrib nd state capita Fitchburg are s natural gas in thern Maine to Fitchburg are ates 86 under that provide transportation addition, Uniti rvices to com estate manage lectric custom (nitil's electri gh two of th burg. Has 510 Meissner Ad</td>	I Yr.       -1.5%       8.0%       9.0%       4.0%       4.0%       111.0       4Q       Full       139.8       161.5       563.2       129.6       557.1       RE       90       9.1       9.0       2.15       .91       2.35       .91       2.59       .97       2.82       PAID       4Q       Full       4Q	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a & Cacum Depre Net Property Other Total Assets LIABILITIES Accts Payabl Debt Due Other Current Liab	6 7 ts 15 nt t cost 168 125 125 125 125 125 125 125 125	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	6.5 75.0 14.5 81.1 1777.1 1907.8 486.9 1420.9 72.4 1670.4 1670.4 47.7 166.9 62.7 277.3	electricity utes electri regions of of north cei southeaster the Lewisto of north coi ground na interstate in services in provides e mercial an ment servic ers and 8 distribution company's employees dress: 6 L	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas matural gas matural gas Maine and nergy brok d industrial ces. Curren 7,500 natu n operation utilities, U . Chairman iberty Lan	Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in tachusetts. I transmissio pipeline I New Harr ering and a I customers tly, it serve ral gas cu s are cond unitil Energ & C.E.O.: e West, Har	ages in the US. The con n seacoast a the greater and distribute rtions of sour the greater It also oper on pipeline access and pshire. In a advisory ser s; and real of s 108,100 e ustomers. U ucted throu by and Fitch Thomas P. ampton, NH	distribution o mpany distrib nd state capita Fitchburg are s natural gas in thern Maine to Fitchburg are ates 86 under that provide transportation addition, Uniti rvices to com estate manage lectric custom (nitil's electri gh two of th burg. Has 510 Meissner Ad
ANo. of analysts changing earm. est. in la       ANNUAL RATES       ANNUAL RATES       Sales     3.5%       "Cash Flow"     4.0%       Earnings     4.5%       Dividends     1.5%       Book Value     5.5%       Fiscal     QUARTERLY SALES (Sm 1Q       Year     1Q     2Q       2/31/21     138.8     96.6     98.1       2/31/21     192.6     98.9     110.2       2/31/22     220.2     103.4     103.9       2/31/24     1.26     .18        Year     1Q     2Q     3Q       2/31/20     1.02     .21     .02       2/31/20     1.02     .21     .02       2/31/21     1.35     .30     .03       2/31/20     1.02     .21     .02       2/31/24     1.58     .27     .05       Cal-     QUARTERLY DIVIDENDS     .38     .38	I Yr.       -1.5%       8.0%       9.0%       4.0%       4.0%       139.8       161.5       563.2       129.6       557.1       RE       4Q       Year       .90       2.15       .91       2.35       .91       2.59       .91       2.59       .91       2.59       .91       2.59       .91       2.35       .91       2.32       PAID       4Q       Year       .38	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a Accum Depre Net Property Other Total Assets LIABILITIES Accts Payabl Debt Due Other Current Liab LONG-TERM as of 12/3 Total Debt \$50	6 7 ts 15 nt t cost 168 125 125 125 125 125 125 125 125	6.5 9.0 6.9 73.8 9.6 13.2 6.7 98.8 9.7 194.8 8.9 1791.3 1.7 459.6 7.2 1331.7 3.4 63.9 0.3 1590.4 2.4 68.6 2.3 122.7 8.8 68.8 3.5 260.1 QUITY Due in 5 Yrs. \$	6.5 75.0 14.5 81.1 177.1 1907.8 486.9 1420.9 72.4 1670.4 47.7 166.9 62.7 277.3	electricity utes electri regions of of north ce southeaster the Lewisto of north co ground na interstate services in provides e mercial an ment servic ers and 8 distribution company's employees	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas matural gas matural gas Maine and nergy brok d industrial ces. Curren 7,500 natu n operation utilities, U . Chairman iberty Lan	Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in tachusetts. I transmissio pipeline I New Harr ering and a I customers tly, it serve ral gas cu s are cond unitil Energ & C.E.O.: e West, Har	ages in the US. The con n seacoast a the greater and distribute rtions of sour the greater It also oper on pipeline access and pshire. In a advisory ser s; and real of s 108,100 e ustomers. U ucted throu by and Fitch Thomas P. ampton, NH	distribution o mpany distrib nd state capita Fitchburg are s natural gas in thern Maine to Fitchburg are ates 86 under that provide transportation addition, Uniti rvices to com estate manage lectric custom (nitil's electri- gh two of th burg. Has 510 Meissner Ad H 03842. Tel.
No. of analysts changing earr. est. in lange       ANNUAL RATES       ANNUAL RATES       Sales     3.5%       "Cash Flow"     4.0%     3.5%       "Cash Flow"     4.0%     5.5%       Dividends     1.5%     5.5%       Book Value     5.5%     5.5%       Fiscal     QUARTERLY SALES (\$m Year     10     20     30       2/31/21     138.8     96.6     98.1     2/31/22     220.2     103.4     103.9       2/31/21     120.6     98.9     110.2     2/31/24     1.25     2/31/21       1/2     20.2     103.4     103.9     2/31/24     1.26     1.8       Fiscal     EARNINGS PER SHAFF     Year     10     20     30       2/31/20     1.02     .21     .02     2/31/21     1.26     .18        2/31/21     1.26     .18      2/31/23     1.51     .25     .09     2/31/24     1.58     .27     .05     Cal-	I Yr.       -1.5%       8.0%       9.0%       4.0%       4.0%       111.0       4Q       Full       139.8       161.5       563.2       129.6       557.1       RE       90       9.1       9.0       2.15       .91       2.35       .91       2.59       .97       2.82       PAID       4Q       Full       4Q	Cash Assets Receivables Inventory Other Current Asset Property, Pla & Equip, a Accum Depre Net Property Other Total Assets LIABILITIES Accts Payabl Debt Due Other Current Liab LONG-TERM as of 12/3 Total Debt \$ LT Debt \$500 Including Ca	6 7 15 15 12 125 125 125 125 125 1	$\begin{array}{cccccccc} 6.5 & 9.0 \\ 6.9 & 73.8 \\ 9.6 & 13.2 \\ 9.7 & 98.8 \\ 9.7 & 98.8 \\ 19.4 & 88.9 \\ 194.8 \\ 8.9 & 1791.3 \\ 1.7 & 459.6 \\ 7.2 & 1331.7 \\ 3.4 & 63.9 \\ 0.3 & 1590.4 \\ 2.4 & 68.6 \\ 2.3 & 122.7 \\ 8.8 & 68.8 \\ 3.5 & 260.1 \\ \hline \\ \textbf{QUITY} \\ \hline \\ \textbf{Due in 5 Yrs. } \\ \textbf{ne} \\ (51^{\circ} \end{array}$	6.5 75.0 14.5 81.1 1777.1 1907.8 486.9 1420.9 72.4 1670.4 47.7 166.9 62.7 277.3 277.3	electricity utes electri regions of of north cei southeaster the Lewisto of north coi ground na interstate in services in provides e mercial an ment servic ers and 8 distribution company's employees dress: 6 L	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas matural gas matural gas Maine and nergy brok d industrial ces. Curren 7,500 natu n operation utilities, U . Chairman iberty Lan	Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in tachusetts. I transmissio pipeline I New Harr ering and a I customers tly, it serve ral gas cu s are cond unitil Energ & C.E.O.: e West, Har	ages in the US. The con n seacoast a the greater and distribute rtions of sour the greater It also oper on pipeline access and pshire. In a advisory ser s; and real of s 108,100 e ustomers. U ucted throu by and Fitch Thomas P. ampton, NH	distribution o mpany distrib nd state capita Fitchburg are s natural gas in thern Maine to Fitchburg are ates 86 under that provide transportation addition, Uniti rvices to com estate manage lectric custom (nitil's electri- gh two of th burg. Has 510 Meissner Ad H 03842. Tel.
No. of analysts changing ear est. in late       ANNUAL RATES       ANNUAL RATES       Sales       "Cash Flow"     4.0%       Earnings     4.5%       Dividends     1.5%       Book Value     5.5%       Fiscal     QUARTERLY SALES (\$m Year     QUARTERLY SALES (\$m 10     20       2/31/21     138.8     96.6     98.1       2/31/21     192.6     98.9     110.2       2/31/24     220.2     103.4     103.9       2/31/24     1.26     .18        Fiscal     EARNINGS PER SHAF       Year     10     20     30       2/31/20     1.02     .21     .02       2/31/21     1.26     .18        2/31/20     1.02     .21     .02       2/31/21     1.26     .18        2/31/21     1.51     .25     .09       2/31/24     1.58     .27     .05       Cal     QUARTERLY DIVIDENDS <td>1     Yr.       -1.5%     8.0%       9.0%     4.0%       4.0%     Kong       139.8     473.3       161.5     563.2       129.6     557.1       RE     Full       4Q     Year       .90     2.15       .91     2.59       .97     2.82       PAID     Full       4Q     Year       .38     1.52       .39     1.56</td> <td>Cash Assets Receivables Inventory Other Current Asset Property, Pla &amp; Equip, a Accum Depre Net Property Other Total Assets LIABILITIES Accts Payabl Debt Due Other Current Liab LONG-TERM as of 12/3 Total Debt \$ LT Debt \$500 Including Ca</td> <td>6 7 15 15 12 125 125 125 125 125 1</td> <td>6.5 9.0 6.9 73.8 9.6 13.2 6.7 98.8 9.7 194.8 8.9 1791.3 1.7 459.6 7.2 1331.7 3.4 63.9 0.3 1590.4 2.4 68.6 2.3 122.7 8.8 68.8 3.5 260.1 QUITY Due in 5 Yrs. \$</td> <td>6.5 75.0 14.5 81.1 1777.1 1907.8 486.9 1420.9 72.4 1670.4 47.7 166.9 62.7 277.3 277.3</td> <td>electricity utes electri regions of of north cei southeaster the Lewisto of north coi ground na interstate in services in provides e mercial an ment servic ers and 8 distribution company's employees dress: 6 L</td> <td>S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas maine and nergy brok d industrial ces. Curren 7,500 natu n operation utilities, U . Chairman iberty Lan 0775. Inter</td> <td>Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in tachusetts. I transmissio pipeline I New Harr ering and a I customers tly, it serve ral gas cu s are cond unitil Energ &amp; C.E.O.: e West, Har</td> <td>ages in the US. The con n seacoast a the greater ad distribute rtions of sour the greater It also oper on pipeline access and pshire. In a advisory sea s; and real of s 108,100 e astomers. U ucted throu ty and Fitch Thomas P. ampton, NH unitil.com.</td> <td>distribution o mpany distrib nd state capita Fitchburg area s natural gas in thern Maine to Fitchburg area ates 86 under that provide transportation addition, Uniti rvices to com estate manage lectric custom (nitil's electric gh two of the burg. Has 510 Meissner Ad H 03842. Tel.</td>	1     Yr.       -1.5%     8.0%       9.0%     4.0%       4.0%     Kong       139.8     473.3       161.5     563.2       129.6     557.1       RE     Full       4Q     Year       .90     2.15       .91     2.59       .97     2.82       PAID     Full       4Q     Year       .38     1.52       .39     1.56	Cash Assets Receivables Inventory Other Current Asset Property, Pla & Equip, a Accum Depre Net Property Other Total Assets LIABILITIES Accts Payabl Debt Due Other Current Liab LONG-TERM as of 12/3 Total Debt \$ LT Debt \$500 Including Ca	6 7 15 15 12 125 125 125 125 125 1	6.5 9.0 6.9 73.8 9.6 13.2 6.7 98.8 9.7 194.8 8.9 1791.3 1.7 459.6 7.2 1331.7 3.4 63.9 0.3 1590.4 2.4 68.6 2.3 122.7 8.8 68.8 3.5 260.1 QUITY Due in 5 Yrs. \$	6.5 75.0 14.5 81.1 1777.1 1907.8 486.9 1420.9 72.4 1670.4 47.7 166.9 62.7 277.3 277.3	electricity utes electri regions of of north cei southeaster the Lewisto of north coi ground na interstate in services in provides e mercial an ment servic ers and 8 distribution company's employees dress: 6 L	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas maine and nergy brok d industrial ces. Curren 7,500 natu n operation utilities, U . Chairman iberty Lan 0775. Inter	Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in tachusetts. I transmissio pipeline I New Harr ering and a I customers tly, it serve ral gas cu s are cond unitil Energ & C.E.O.: e West, Har	ages in the US. The con n seacoast a the greater ad distribute rtions of sour the greater It also oper on pipeline access and pshire. In a advisory sea s; and real of s 108,100 e astomers. U ucted throu ty and Fitch Thomas P. ampton, NH unitil.com.	distribution o mpany distrib nd state capita Fitchburg area s natural gas in thern Maine to Fitchburg area ates 86 under that provide transportation addition, Uniti rvices to com estate manage lectric custom (nitil's electric gh two of the burg. Has 510 Meissner Ad H 03842. Tel.
No. of analysts changing earr. est. in later of change (per share)       ANNUAL RATES       ANNUAL RATES       Sales     3.5%       "Cash Flow"     4.0%       Earnings     4.5%       Dividends     1.5%       Book Value     5.5%       Fiscal     QUARTERLY SALES (Sm Year       1Q     2Q     3Q       2/31/21     138.8     96.6     98.1       2/31/21     138.8     96.6     98.1       2/31/21     138.8     96.6     98.1       2/31/21     138.2     20.2     102       2/31/20     1.02     2/31/21     1.26     .18     -       Year     10     2       2/31/20     1.02     2/31/21     1.55     .09     2	1     Yr.       -1.5%     8.0%       9.0%     4.0%       4.0%     Kerr       139.8     473.3       161.5     563.2       129.6     557.1       RE     Full       4Q     Year       .90     2.15       .91     2.35       .91     2.35       .91     2.35       .91     2.35       .91     2.35       .91     2.35       .91     2.35       .91     2.35       .91     2.35       .91     2.35       .91     2.35       .91     2.35       .91     2.35       .91     2.35       .92     2.82       PAID     Full       4Q     Year       .38     1.52       .39     1.56       .405     1.62	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a & Cash Net Property Other Total Assets LIABILITIES Accts Payabl Debt Due Other Current Liab LONG-TERM as of 12/3 Total Debt \$50 Including Ca	6 7 ts 15 nt t cost 168 ciation 43 125 12 154 (\$mill.) e 5 7 4 17 (\$mill.) e 7 7 7 10 10 11 23 676.0 mill. I 3.1 mill. p. Leases Nor apitalized Ann	$\begin{array}{cccccccc} 6.5 & 9.0 \\ 6.9 & 73.8 \\ 9.6 & 13.2 \\ 9.7 & 98.8 \\ 9.7 & 98.8 \\ 19.4 & 88.9 \\ 194.8 \\ 8.9 & 1791.3 \\ 1.7 & 459.6 \\ 7.2 & 1331.7 \\ 3.4 & 63.9 \\ 0.3 & 1590.4 \\ 2.4 & 68.6 \\ 2.3 & 122.7 \\ 8.8 & 68.8 \\ 3.5 & 260.1 \\ \hline \\ \textbf{QUITY} \\ \hline \\ \textbf{Due in 5 Yrs. } \\ \textbf{ne} \\ (51^{\circ} \end{array}$	6.5 75.0 14.5 81.1 1777.1 1907.8 486.9 1420.9 72.4 1670.4 47.7 166.9 62.7 277.3 277.3	electricity utes electri regions of of north cer southeaster the Lewisto of north co ground na interstate in services in provides e mercial an ment servic ers and 8 distribution company's employees dress: 6 L (603) 772-	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas maine and nergy brok d industrial ces. Curren 7,500 natu n operation utilities, U . Chairman iberty Lan 0775. Inter	Corp. enga gas in the southeastern pshire, and chusetts; ar npshire, por area, and in achusetts. I transmissio pipeline a l New Harr ering and a l customers tly, it serve ral gas cu s are cond Unitil Energ & C.E.O.: e West, Han net: www.u	ages in the US. The co n seacoast a the greater ad distribute rtions of sour the greater It also oper on pipeline access and advisory sea s; and real of s 108,100 e istomers. U ucted throu y and Fitch Thomas P. ampton, NH mitil.com.	distribution o mpany distrib nd state capita Fitchburg area s natural gas in thern Maine to Fitchburg area ates 86 under that provide transportation addition, Uniti rvices to com estate manage lectric custom (nitil's electric gh two of the burg. Has 510 Meissner Ad H 03842. Tel.
Average     Constraints     Constraints       ANNUAL RATES       ANNUAL RATES       Sales     3.5%       "Cash Flow"     4.0%       Earnings     4.5%       Dividends     1.5%       Book Value     5.5%       Fiscal     QUARTERLY SALES (Sm Year       1Q     2Q     3Q       2/31/21     138.8     96.6     98.1       2/31/21     192.6     98.9     110.2       2/31/22     20.2     103.4     103.9       2/31/20     1.02     2/31/20     20.2     103.4       Year     1Q     2Q     3Q     2/31/21       12.6     .18      2/31/22     1.35     .00       2/31/20     1.02     .21     .02     2/31/23     1.51     .25     .09       2/31/21     1.58     .27     .05     .03     2/31/24     1.58     .27     .05       Cal- endar     1Q     2Q     3Q     .2021     .38     .38     .38 <td>I Yr.       -1.5%       8.0%       9.0%       4.0%       Ill.)       4Q       Full       4Q       139.8       161.5       563.2       129.6       557.1       RE       4Q       Year       .90       2.15       .91       2.35       .91       2.59       .91       2.32       PAID       4Q       Year       .38       .39       .405       1.62</td> <td>Cash Assets Receivables Inventory Other Current Asse Property, Pla &amp; Equip, a Accum Depre Net Property Other Total Assets LIABILITIES Accts Payabl Debt Due Other Current Liab LONG-TERM as of 12/3 Total Debt \$ LT Debt \$ LT Debt \$ LT Debt \$ Current Liab</td> <td>6 7 15 15 12 125 125 125 125 125 1</td> <td><math display="block">\begin{array}{cccccccccccccccccccccccccccccccccccc</math></td> <td>6.5 75.0 14.5 81.1 1777.1 1907.8 486.9 1420.9 72.4 1670.4 47.7 166.9 62.7 277.3 277.3 2276.1 mill. % of Cap'l) I mill. in '22</td> <td>electricity utes electri regions of of north cer southeaster the Lewisto of north co ground na interstate in services in provides e mercial an ment servic ers and 8 distribution company's employees dress: 6 L (603) 772-</td> <td>S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas maine and nergy brok d industrial ces. Curren 7,500 natu n operation utilities, U . Chairman iberty Lan 0775. Inter</td> <td>Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in achusetts. I transmissio pipeline a l New Ham ering and a l customers tly, it serve ral gas cu s are cond Jnitil Energ &amp; C.E.O.: e West, Han net: www.u March 15, I ER RETUR</td> <td>ages in the US. The conseacoast a the greater and distribute ritions of source the greater of th</td> <td>distribution o mpany distrib nd state capita Fitchburg area s natural gas in thern Maine to Fitchburg area ates 86 under that provides transportation addition, Uniti rvices to com estate manage lectric custom Initil's electria gh two of the burg. Has 510 Meissner Ad H 03842. Tel.</td>	I Yr.       -1.5%       8.0%       9.0%       4.0%       Ill.)       4Q       Full       4Q       139.8       161.5       563.2       129.6       557.1       RE       4Q       Year       .90       2.15       .91       2.35       .91       2.59       .91       2.32       PAID       4Q       Year       .38       .39       .405       1.62	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a Accum Depre Net Property Other Total Assets LIABILITIES Accts Payabl Debt Due Other Current Liab LONG-TERM as of 12/3 Total Debt \$ LT Debt \$ LT Debt \$ LT Debt \$ Current Liab	6 7 15 15 12 125 125 125 125 125 1	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	6.5 75.0 14.5 81.1 1777.1 1907.8 486.9 1420.9 72.4 1670.4 47.7 166.9 62.7 277.3 277.3 2276.1 mill. % of Cap'l) I mill. in '22	electricity utes electri regions of of north cer southeaster the Lewisto of north co ground na interstate in services in provides e mercial an ment servic ers and 8 distribution company's employees dress: 6 L (603) 772-	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas maine and nergy brok d industrial ces. Curren 7,500 natu n operation utilities, U . Chairman iberty Lan 0775. Inter	Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in achusetts. I transmissio pipeline a l New Ham ering and a l customers tly, it serve ral gas cu s are cond Jnitil Energ & C.E.O.: e West, Han net: www.u March 15, I ER RETUR	ages in the US. The conseacoast a the greater and distribute ritions of source the greater of th	distribution o mpany distrib nd state capita Fitchburg area s natural gas in thern Maine to Fitchburg area ates 86 under that provides transportation addition, Uniti rvices to com estate manage lectric custom Initil's electria gh two of the burg. Has 510 Meissner Ad H 03842. Tel.
Ano. of analysts changing earm. est. in laboratory     Annual Rates       ANNUAL RATES       ANNUAL RATES       Sales     3.5%       "Cash Flow"     4.0%       Earnings     4.5%       Dividends     1.5%       Book Value     5.5%       Fiscal     QUARTERLY SALES (Sm Year       1Q     2Q     3Q       2/31/21     138.8     96.6     98.1       2/31/21     192.6     98.9     110.2       2/31/22     220.2     103.4     103.9       2/31/20     1.02     21     .02       2/31/20     1.02     .21     .02       2/31/20     1.02     .21     .02       2/31/20     1.02     .21     .02       2/31/21     1.58     .27     .05       Cal-     QUARTERLY DIVIDENDS     .03       2/31/24     1.58     .27     .05       Cal-     QUARTERLY DIVIDENDS     .03       2/31/24     1.58     .38     .38	I Yr.       -1.5%       8.0%       9.0%       4.0%       IIII.)     Full       4Q     Year       139.8     473.3       161.5     563.2       129.6     557.1       RE     Full       4Q     Year       .90     2.15       .91     2.35       .91     2.59       .97     2.82       PAID     Full       4Q     Year       .38     1.52       .39     1.56       .405     1.62       INS     4Q'23	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a & Cash Net Property Other Total Assets LIABILITIES Accts Payabl Debt Due Other Current Liab LONG-TERM as of 12/3 Total Debt \$50 Including Ca Leases, Unc Pension Lial Pfd Stock \$.2	6 7 ts 15 nt t cost 168 sciation 43 125 12 154 (\$mill.) e 5 7 4 17 (\$mill.) e 7 7 4 17 15 (\$mill.) e 5 7 7 4 17 15 15 15 15 15 12 15 15 12 15 15 15 15 15 15 15 15 12 15 15 15 12 15 15 15 15 15 15 15 15 15 15 15 15 15	6.5 9.0 6.9 73.8 9.6 13.2 6.7 98.8 9.7 194.8 8.9 1791.3 1.7 459.6 7.2 1331.7 3.4 63.9 0.3 1590.4 2.4 68.6 2.3 122.7 8.8 3.5 260.1 QUITY Due in 5 Yrs. \$ 10 (51) ual rentals \$2.1 in '23 vs. \$46.8 Pfd Dir	6.5 75.0 14.5 81.1 1777.1 1907.8 486.9 1420.9 72.4 1670.4 47.7 166.9 62.7 277.3 2777.3	electricity utes electri regions of of north cer southeaster the Lewisto of north co ground na interstate of services in provides e mercial an ment servic ers and 8 distribution company's employees dress: 6 L (603) 772-	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas maine and nergy brok d industrial ces. Curren 7,500 natu n operation utilities, U . Chairman iberty Lan 0775. Inter	Corp. enga gas in the southeastern pshire, and chusetts; an npshire, por area, and in achusetts. I transmissio a pipeline i l New Harr ering and a l customers tly, it serve ral gas cu s are cond Unitil Energ & C.E.O.: e West, Ha net: www.u March 15, I ER RETUR	ages in the US. The con n seacoast a the greater ad distribute rtions of sour the greater It also oper on pipeline access and advisory sei s; and real of s 108,100 e istomers. U ucted throu ty and Fitch Thomas P. ampton, NH mitil.com.	distribution o mpany distrib nd state capita Fitchburg area s natural gas in thern Maine to Fitchburg area ates 86 under that provides transportation addition, Uniti rvices to com estate manage lectric custom finiti's electric gb two of the burg. Has 516 Meissner Ad 1 03842. Tel. <i>L.Y</i>
Ano. of analysts changing earm. est. in later of change (per share) Sales     5 Yrs.       Sales     3.5%       "Cash Flow"     4.0%       Earnings     4.5%       Dividends     1.5%       Book Value     5.5%       Fiscal     QUARTERLY SALES (Sm Year       1Q     2Q     3Q       2/31/21     138.8     96.6     98.1       2/31/21     192.6     98.9     110.2       2/31/22     220.2     103.4     103.9       2/31/24     1.26     .18        Year     1Q     2Q     3Q       2/31/20     1.02     .21     .02       2/31/20     1.02     .21     .02       2/31/21     1.25     .09     2/31/24       1.58     .27     .05     .03       2/31/24     1.58     .27     .05       Cal- endar     1Q     2Q     3Q       2021     .38     .38     .38       2022     .39     .39     .39  0	I Yr.       -1.5%       8.0%       9.0%       4.0%       Ill.)       4Q       Full       4Q       139.8       161.5       563.2       129.6       557.1       RE       4Q       Year       .90       2.15       .91       2.35       .91       2.59       .91       2.32       PAID       4Q       Year       .38       .39       .405       1.62	Cash Assets Receivables Inventory Other Current Asse Property, Pla & Equip, a & Cash Net Property Other Total Assets LIABILITIES Accts Payabl Debt Due Other Current Liab LONG-TERM as of 12/3 Total Debt \$50 Including Ca Leases, Unc Pension Lial Pfd Stock \$.2	6 7 15 15 12 125 125 125 125 125 1	6.5 9.0 6.9 73.8 9.6 13.2 9.7 98.8 9.7 98.8 9.7 194.8 8.9 1791.3 1.7 459.6 7.2 1331.7 3.4 63.9 0.3 1590.4 2.4 68.6 2.3 122.7 8.8 68.8 3.5 260.1 QUITY Due in 5 Yrs. \$ ne (51° ual rentals \$2.1 in '23 vs. \$46.8 Pfd Div hares	6.5 75.0 14.5 81.1 1777.1 1907.8 486.9 1420.9 72.4 1670.4 47.7 166.9 62.7 277.3 277.3 2276.1 mill. % of Cap'l) I mill. in '22	electricity utes electri regions of of north cer southeaster the Lewisto of north co ground na interstate in services in provides e mercial an ment servic ers and 8 distribution company's employees dress: 6 L (603) 772-	S: Unitil and natural city in the s New Hamp ntral Massa m New Ham on-Auburn entral Mass tural gas natural gas maine and nergy brok d industrial ces. Curren 7,500 natu n operation utilities, U . Chairman iberty Lan 0775. Inter	Corp. enga gas in the southeastern oshire, and chusetts; ar npshire, por area, and in achusetts. I transmissio pipeline a l New Ham ering and a l customers tly, it serve ral gas cu s are cond Jnitil Energ & C.E.O.: e West, Han net: www.u March 15, I ER RETUR	ages in the US. The conseacoast a the greater and distribute ritions of source the greater of th	distribution o mpany distrib nd state capita Fitchburg area s natural gas in thern Maine to Fitchburg area ates 86 under that provides transportation addition, Uniti rvices to com estate manage lectric custom finiti's electric gb two of the burg. Has 516 Meissner Ad 1 03842. Tel. <i>L.Y</i>

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