**NW Natural**Margin Effects of Rate Design Proposal

| Schedule       | Current Margin | Proposed Mgn | Change      | Pct Change | Volumes in<br>Analysis |
|----------------|----------------|--------------|-------------|------------|------------------------|
| Sched 3 [1]    | \$3,901,485    | \$3,844,096  | (\$57,390)  | -1.5%      | 7,692,102              |
| Sched 4        | \$964,055      | \$895,931    | (\$68,124)  | -7.1%      | 2,589,058              |
| Sched 11       | \$4,037        | \$3,645      | (\$392)     | -9.7%      | 7,072                  |
| Sched 21       | \$1,525,062    | \$1,878,259  | \$353,196   | 23.2%      | 4,183,559              |
| Sched 22       | \$8,707        | \$12,268     | \$3,561     | 40.9%      | 26,697                 |
| Sched 23       | \$277,493      | \$167,523    | (\$109,971) | -39.6%     | 1,062,313              |
| Sched 55       | \$695,677      | \$643,108    | (\$52,569)  | -7.6%      | 3,873,140              |
| Sched 90       | \$381,955      | \$336,321    | (\$45,634)  | -11.9%     | 3,206,027              |
| Sched 91       | \$399,880      | \$414,634    | \$14,754    | 3.7%       | 3,692,189              |
| Spec Contracts | \$439,143      | \$401,090    | (\$38,053)  | -8.7%      | 8,687,434              |
|                | \$8,597,494    | \$8,596,875  | (\$620)     |            | 35,019,591             |