File No. 30- 1

# SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

## FORM U5S

## ANNUAL REPORT

## For the Year Ended December 31, 1995

## Filed Pursuant to the Public Utility Holding Company Act of 1935

by

# UNITIL CORPORATION 216 Epping Road, Exeter, New Hampshire 03833

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ITEM 1

SYSTEM COMPANIES AND INVESTMENTS THEREIN AS OF DECEMBER 31, 1995

Name of Company	Number of Common Shares Owned	% of Voting Power	Issuer Book Value	Owner's Book Value
Unitil Corporation				
Concord Electric Company(CECO)	131,745	100%	9,992,783	9,992,783
Exeter & Hampton Electric Company(E&H	) 195,000	100%	11,243,427	11,243,427
Fitchburg Gas and Electric Light Compan (FG&E)	y 1,244,629	100%	33,671,415	33,671,415
Unitil Power Corp.(UP	C) 100	100%	322,451	322,451
Unitil Realty Corp.(U	RC) 100	100%	694,115	694,115
Unitil Resources, Inc	.(URI) 100	100%	343,696	343,696
Unitil Service Corp.(	USC) 100	100%	2,688	2,688

# ACQUISITIONS OR SALES OF UTILITY ASSETS

ITEM 2

Information concerning acquisitions or sales of utility assets by System companies not reported in a certificate filed pursuant to Rule  $24\,$  - None

ITEM 3.
ISSUE, SALE, PLEDGE, GUARANTEE, OR ASSUMPTION OF SYSTEM SECURITIES

Name of Issuer and Title of Issue	Name Of Company Issuing, Sellin Pledging, Guaranteeing or Assuming	ng, Brief Description of Transaction		horization Exemption
(1)	(2)	(3)	(4) Whole Dollars)	(5)
Unitil Corporation (UTL)				
, ,	UTL	Issuance of Shares Pursuant to Stock Option Plan on 6/7/95 - 2,255 shares and on 12/27/95 1,036 shares	\$50,042	HCAR No. 35-25677
	UTL	Issued on Various Dates, 58,457 Shares in Connection with the Company's Dividend Reinvestment and Stock Purchase Plan and Tax Deferred Savings and Investment Plan	\$1,009,499	HCAR No. 35-25677
Short-term Bank Borrowings	UTL, CECo, E&H, FG&E, Service,	· ·	(A)	HCAR No. 35-26328

Realty, Power Under the UNITIL Cash Pool Resources

(A) Maximum borrowing authority is \$15,000,000. Borrowings outstanding at December 31, 1995 were \$2,700,000.

# ITEM 4. ACQUISITION, REDEMPTION OR RETIREMENT OF SYSTEM SECURITIES

Name of Acquiring, D Issuer and Redeeming or H	Extinguished (EXT) Distributed (D) or Held (H) For Further Disposition on	Authorization or Exemption
--	---	----------------------------

(1) (2) (3) (4) (5) (In Whole Dollars)

Unitil Corporation (UTL)

Common Stock, UNITIL

No Par Value Service Corp. \$95,011 D & H (B) HCAR No. 35-25951

Concord Electric Company (CECo)

Redeemable Preferred Stock

\$100 Par Value:

8.70% Series CECo \$15,000 EXT Rule 42

Exeter & Hampton Electric Company (E&H)

Redeemable Preferred Stock

\$100 Par Value:

5% Series	E&H	\$7,000	EXT	Rule 42
6% Series	E&H	\$7,000	EXT	Rule 42
8.25% Series	E&H	\$30,000	EXT	Rule 42

Fitchburg Gas and Electric Light Company (FG&E)

Redeemable Preferred Stock

\$100 Par Value:

5.125% Series	FG&E	\$31,500	EXT	Rule 42
8% Series	FG&E	\$4,200	EXT	Rule 42

UNITIL Realty Corp. (URC)

Promissory Note,

10.59% URC \$1,963,321 EXT Rule 42

Due 10/25/98

(B) Common Stock Purchased on the Open-Market to Satisfy Requirements of the Management Performance Compensation Program.

### ITEM 5.

INVESTMENTS IN SECURITIES OF NONSYSTEM COMPANIES AS OF DECEMBER 31, 1995

1. Aggregate amount of Investments in persons operating in the retail

Name o Compan		Nature of Issuer's Business	Description N of Securities of	umber Shares	Percent of Voting Power	Owner's Book Value
(1)	(2)	(3)	(4)	(5)	(6) (In	(7) Dollars)
R D	000. a	Economic Development	Common Stock	120	*	\$3,000
	ollin & .lkman Group	Retail	12% S. F. Debenture		*	\$500
	dickes companies, Inc	Retail	Capital Stock	3	*	\$6
FG&E A	mes epartment Sto	Retail re	Cum. Preferred Stk	. 32	*	\$170
B D	lassachusetts susiness evelopment corp.	Economic Development	Common Stock	350	*	\$3,500
	soundary Gas, inc.	Gas Distributio	Common Stock	0.57	*	\$57

2. Securities owned not included in 1 above.

## ITEM 6

## OFFICERS AND DIRECTORS OF UNITIL CORPORATION AND SUBSIDIARIES

## Part 1. As of December 31, 1995:

#### LEGEND OF ABBREVIATIONS

Chairman of the Board

D CEC P COC CFC SEV EVI SVI VP T S C	) ) /P >	Director Chief Executive Officer President Chief Operating Officer Chief Financial Officer Senior Executive Vice President Executive Vice President Senior Vice President Vice President Treasurer Secretary/Clerk Controller							
Name and Business Address	Unitil	CECo	E&H	FG&E	USC	URC	UPC	URI	
Michael J. Dalton 216 Epping Road Exeter, NH 03833	D, P, COO	D, P	D, P	D, P	D, SEVP	D	D	D, VP	
Thomas M. Hardiman 5 Walker Street Concord, NH 03301		D							
G. Arnold Haynes 34 Washington Street Wellesley, MA 02181	D			D					
Douglas K. Macdonald 8 Wilson Avenue Concord, NH 03301	D	D							
J. Parker Rice, Jr.	D			D					

112 River Street Fitchburg, MA 01420								
John J. Quinn 13 Williams Circle Stratham. NH 03885			D					
Peter J. Stulgis 216 Epping Road Exeter, NH 03833	D, CB, CEO				D, P	D	D	D
ITEM 6. (continued)								
Name and Business Address	Unitil	CECo	E&H	FG&E	USC	URC	UPC	URI
Charles H. Tenney II 300 Friberg Parkway Westborough, MA 01581	D							
Charles H. Tenney III 300 Friberg Parkway Westborough, MA 01581	D							
William W. Treat P.O. Box 800 Stratham, NH 03885	D		D					
W. William VanderWolk, Jr. 172 South Willow Street Manchester, NH 03103	D	D						
Robert L. Ware P.O. Box 2202 Fitchburg, MA 01420				D				
Franklin Wyman, Jr. 211 Congress Street Boston, MA 02110	D			D				
Joan D. Wheeler P.O. Box 895 Hollis, NH 03049	D							
Michael B. Green 250 Pleasant Street Concord, NH 03301		D						
H. Alfred Casassa 459 Lafayette Road Hampton, NH 03841			D					
Gail A. Siart 216 Epping Road Exeter, NH 03833	CFO, T, S				SVP, D	D, P		VP, T
Stewart E. Aither 216 Epping Road Exeter, NH 03833		SVP	SVP	SVP	VP			
David K. Foote 216 Epping Road Exeter, NH 03833				SVP	VP		D, SVP	
Raymond J. Morrissey 216 Epping Road Exeter, NH 03833					VP			
ITEM 6. (continued)								
Name and Business Address	Unitil	CECo	E&H	FG&E	USC	URC	UPC	URI
Mark H. Collin 216 Epping Road Exeter, NH 03833		Т	Т	Т	VP,T	Т	Т	
Thomas J. Conry, Jr 285 John Fitch Highway Fitchburg, MA 01420				S				

Richard Heath One McGuire Street Concord, NH 03302	VP						
Anthony Smoker 216 Epping Road Exeter, NH 03833		VP					
Glenn D. Appleton 216 Epping Road Exeter, NH 03833				VP			
James G. Daly 216 Epping Road Exeter, NH 03833				SVP, D		P,D	VP
George R. Gantz 216 Epping Road Exeter, NH 03833				SVP, D			D, P
Sandra L. Walker 216 Epping Road Exeter, NH 03833	S	S		S	S	S	S
Laurence M. Brock 216 Epping Road Exeter, NH 03833	С	С	С	С	С	С	С
M. Mitchell Bodnarchuk 285 John Fitch Highway Fitchburg, MA 01420			VP				

ITEM 6. (continued)

Each officer and director with a financial connection Part II. within the provisions of Section 17(c) of the Act are as follows:

Name of Officer or Director	Name and Location of Financial Institution	Position Held in Financial Institution	Applicable Exemption Rule
(1)	(2)	(3)	(4)
Franklin Wyman, Jr.	Brookline Savings Bank,	Trustee, Vice President	70(c)

## ITEM 6. (continued)

The disclosures made in the System companies' most recent proxy statement and annual report on Form 10-K with respect to items (a) through (f) follow:

#### COMPENSATION OF DIRECTORS AND EXECUTIVE OFFICERS (a)

#### Directors' Compensation

Members of the Board of Directors who are not officers of Unitil or any of its subsidiaries receive an annual retainer fee of \$7,000 and \$500 for each Board meeting attended. Members of the Executive Committee, who are not officers of Unitil or any of its subsidiaries, receive an annual retainer fee of \$2,000 and \$400 for each meeting attended. Members of the Audit Committee and Compensation Committee receive an annual retainer fee of \$1,000 and \$400 for each meeting attended. Those Directors of Unitil who also serve as Directors of CECo, E&H or FG&E and who are not officers of Unitil or any of its subsidiaries receive a meeting fee of \$100 per subsidiary meeting attended and no annual retainer fee from CECo, E&H or FG&E. All Directors are entitled to reimbursement of expenses incurred in connection with attendance at meetings of the Board of Directors and any Committee on which they serve.

#### **Executive Compensation**

The tabulation below shows the compensation of Unitil Corporation, or any of its subsidiaries, has paid to its Chief Executive Officer and its most highly compensated officers whose total annual salary and bonus were in excess of \$100,000 during the year 1995.

					Long-Ter	m Compenst	tion	
		Annual Co	ompensat	ion	Awa	rds Pa	ayou	ts
Name and				0ther	Restrict	ed		All Other
Principal	:	Salary	Bonus	Annual	Stock 0	ptions LTI	IP C	ompensation
	ear	(\$)	(\$)(2)	Comp.(\$		(#)		Payouts(\$)
(a)	(b)	(c)	(d)					(i)
Peter J. Stulgis	1995	215,300	110,41	L1 -	-	_	-	\$12,529(3)
Chairman of the	1994	208,300	94,39	94 -	-	-	-	, , ,
Board & CEO	1993	202,000	74,30	)7 -	-	-	-	
Michael J. Dalton	1995	164 400	63,34	17 -	_	_	_	\$8,659(4)
President & Chief		,	,			_	_	Ψ0,000(+)
Operating Officer			50,21		_	_	_	
operating officer	1000	100,000	30,21	.0				
Gail A. Siart(5)	1995	90,000	47,22	28 -	-	3,000(6)	-	\$4,364(7)
CFO, Treasurer &	1994	79,033	24,92	28 -	-	-	-	
Secretary	1993	75,100	17,55	58 -	-	-	-	
James G. Daly(5)	1995	88,675	47,22	28 -	_	3,000(6)	_	\$4,471(8)
Senior VP,	1994	,	,		_	-	_	+ 1, 11 = ( )
UNITIL Service	1993	,	,		_	_	_	
	, , ,	, ====	_,	-				
						(-)		
George R. Gantz(5			,		-	3,000(6)	) -	\$4,644(9)
Senior VP,		- /	27,22		-	-	-	
UNITIL Service	1993	75,050	19,55	58 -	-	-	-	

#### NOTES:

- (1) Officers of the Company also hold various positions with subsidiary companies. Compensation for those positions is included in the above table.
- (2) Bonus amounts for the years 1994and 1995 are comprised of Management Performance Compensation Program (MPCP) cash and stock awards (see "Other Compensation Arrangements") and distributions from the System's non-utility subsidiary, Unitil Resources. Unitil maintains a management performance compensation program ("MPCP") for certain management employees, including executive officers. The MPCP provides for awards to be calculated annually and paid in a combination of cash and Unitil Common Stock. Awards are based on several factors designed to reflect the Company's performanceand the attainment of individual performance goals.
- (3) All Other Compensation for Mr. Stulgis for the year 1995 includes the company's contribution to the Tax Qualified Savings and Investment Plan ("401(K)"), Supplemental Life Insurance payment, and Group Term Life Insurance payment, valued at \$4,500, \$6,937 and \$1,092, respectively.
- (4) All Other Compensation for Mr. Dalton for the year 1995 includes, 401(K) company contribution, Supplemental Life Insurance payment and Group Term Life Insurance payment, valued at \$4,500, \$2,558, and \$1,601, respectively.
- (5) Ms. Siart was named Chief Financial Officer of the Company and Senior Vice President of Unitil Service in December, 1994. Mr. Daly and Mr. Gantz were named Senior Vice Presidents of Unitil Service in December, 1994.
- (6) Options were granted under the Key Employee Stock Option Plan (see the table "Option Grants in Last Fiscal Year" and subsequent notes).
- (7) All Other Compensation for Ms. Siart for the year 1995 includes 401(K) company contribution, Supplemental Life Insurance payment and Group Term Life Insurance payment, valued at \$3,825, \$369 and \$170, respectively.
- (8) All Other Compensation for Mr. Daly for the year 1995 includes 401(K) company contribution, Supplemental Life Insurance payment and Group Term Life Insurance payment, valued at \$3,786, \$517 and \$168, respectively.
- (9) All Other Compensation for Mr. Gantz for the year 1995 includes 401(K) company contribution, Supplemental Life Insurance payment and Group Term Life Insurance payment, valued at \$3,651, \$732 and \$261, respectively.

Potential Realizable Value at Assumed Annual Rates of Stock Price Appreciation Individual Grants for Option Term

(a)	(b) Number of	(c) % of Total	(d)	(e)		(f)	(g)
Name	Securities Underlying Options Granted (#)	Options Granted to Employees in Fiscal	Exercise or Base Price (\$/sh)		Exp. Date	5% (\$)	10% (\$)
Peter J. Stul Chairman of t Board & CEO		-	-	-	-	-	-
Michael J. Da President & C Operating Off	hief	-	-	-	-	-	-
Gail A. Siart CFO, Treasure Secretary	,	17.65%	\$14.56 \$	17.125 3/7/	99 \$1	.8,767	\$31,538
James G. Daly Senior VP, UNITIL Servic	•	17.65%	\$14.56 \$	17.125 3/7/	99 \$1	.8,767	\$31,538
George R. Gan Senior VP, UNITIL Servic	•	17.65%	\$14.56 \$	17.125 3/7/	99 \$1	.8,767	\$31,538

#### NOTES:

(1) Upon the exercise of any option by an employee and upon payment of the option price for shares of Unitil Common Stock as to which the option was granted (the "Primary Shares"), Unitil will cause to be delivered to such employee (i) the Primary Shares and (ii) the number of shares of Unitil Common Stock (the "Dividend Equivalent Shares") equal to the dollar amount of dividends which would have been paid on the Primary Shares (and previously accrued Dividend Equivalent Shares) had they been outstanding, divided by the fair market value of Unitil Common Stock determined as of the record date for each dividend.

The table below provides information with respect to options to purchase shares of the Company's Common Stock exercised in fiscal 1995 and the value of unexercised options granted in prior years under the Option Plan to the named executive officers in the Summary Compensation Table and held by them as of December 31, 1995.

## AGGREGATED OPTION EXERCISES IN LAST FISCAL YEAR (FY) AND FY-END OPTION VALUES

Name and Principal Position (1)	Acquired on Exercise	Value	d Exercisal	s at #) (2) ple/	Value of Unexercised In-the-Money Options at FY-End (\$) Exercisable/ Unexercisable
(a)	(b)	(c)	(d)		(e)
Peter J. Stul Chairman of t Board & CEO	•		exercisable unexercisable -	,	exercisable \$296,280 unexercisable 0
Michael J. Da President & C Operating Off	hief -		exercisable unexercisable -	,	exercisable \$292,200 unexercisable 0 -
Gail A. Siart CFO, Treasure Secretary			exercisable unexercisable -	,	exercisable \$48,266 unexercisable 0
James G. Daly Senior VP, UNITIL Servic	-		exercisable unexercisable -	,	exercisable \$42,998 unexercisable 0
George R. Gan Senior VP, UNITIL Servic	-	- (	exercisable unexercisable	,	exercisable \$48,266 unexercisable 0

#### NOTES:

- (1) The Option Plan authorizes the Committee to provide in the award agreements that the participant's right to exercise the options provided for therein will be accelerated upon the occurrence of a "Change in Control" of Unitil. The term "Change in Control" is defined in substantially the same manner as in the Severance Agreements as defined below. All of the award agreements entered into with participants in the Option Plan to date contain such a "Change in Control" provision. Each award agreement also provides that, upon the exercise of an option on or after a Change in Control, Unitil shall pay to the optionee, within five business days, a lump sum cash amount equal to the economic benefit of the optionee's outstanding options and associated dividend equivalents that the optionee would have received had the option remained unexercised until the day preceding the expiration of the grant.
- (2) Amounts listed in column (d) in the table above do not include non-preferential dividend equivalents associated with options outstanding .

UNITIL maintains a tax-qualified defined benefit pension plan and related trust agreement (the "Retirement Plan"), which provides retirement annuities for eligible employees of UNITIL and its subsidiaries. Since the Retirement Plan is a defined benefit plan, no amounts were contributed or accrued specifically for the benefit of any officer of UNITIL under the Retirement Plan. Directors of UNITIL who are not and have not been officers of UNITIL or any of its subsidiaries are not eligible to participate in the Retirement Plan.

The table on the following page sets forth the estimated annual benefits (exclusive of Social Security payments) payable to participants in the specified compensation and years of service classifications, assuming continued active service until retirement. The average annual earnings used to compute the annual benefits are subject to a \$150,000 limit.

Average Annual Earnings Used		ANNUAL PENS	ANNUAL PENSION				
for Computing Pension	10 Years of Service	20 Years of Service	30 Years of Service	40 Years of Service			
100,000	20,000	40,000	50,000	55,000			
125,000	25,000	50,000	62,500	68,750			
150,000	30,000	60,000	75,000	82,500			

The present formula for determining annual benefits under the Retirement Plan's life annuity option is (i) 2% of average annual salary (average annual salary during the five consecutive years out of the last twenty years of employment that give the highest average salary) for each of the first twenty years of benefit service, plus (ii) 1% of average annual salary for each of the next ten years of benefit service and (iii) 1/2% of average annual salary for each year of benefit service in excess of thirty, minus (iv) 50% of age 65 annual Social Security benefit (as defined in the Retirement Plan), and (v) any benefit under another UNITIL retirement plan of a former employer for which credit for service is given under the Retirement Plan. A participant is eligible for early retirement at an actuarially reduced pension upon the attainment of age 55 with at least 15 years of service with UNITIL or one of its subsidiaries. A participant is 100% vested in his benefit under the Retirement Plan after 5 years of service with UNITIL or one of its subsidiaries. As of January 1, 1996, Executive Officers Stulgis, Dalton, Siart, Daly and Gantz had 16, 28, 13, 7 and 12 credited years of service, respectively, under the Retirement Plan.

Unitil Service also maintains a Supplemental Executive Retirement Plan ("SERP"), a non-qualified defined benefit plan. SERP provides for supplemental retirement benefits to executives selected by the Board of Directors of Unitil Service (the "Unitil Service Board"). At the present time, Messrs. Stulgis and Dalton are eligible for SERP benefits upon attaining normal or early retirement eligibility. Annual benefits are based on a participant's final average earnings less the participant's benefits payable under the Retirement Plan, and less other retirement income payable to such participant by Unitil. Early retirement benefits are available to a participant, with the Unitil Service Board's approval, if the participant has attained age 55 and completed 15 years of service. Should a participant elect to begin receiving early retirement benefits under SERP prior to attaining age 62, the benefits are reduced by 2% for each year that commencement of benefits precedes attainment of age 62. If a participant terminates employment for any reason prior to retirement, the participant will not be entitled to any benefits. Under the SERP, Messrs. Stulgis and Dalton would be entitled to receive an annual benefit of \$155,533 and \$53,452, respectively, assuming their normal retirement at age 65 and that their final average earnings are equal to the average of their respective three consecutive years of highest compensation prior to the date hereof.

#### (b) OWNERSHIP OF SECURITIES

NAME	DIRECTOR OF	SHARES OF UNITIL C BENEFICIALLY O	
Michael J. Dalton	UNITIL, CECO, E&H, Power, URI, FG&E	•	2)(3)(5)(8)
Joan D. Wheeler	UNITIL	1,000	
G. Arnold Haynes	UNITIL, FG&E	3,444	
Douglas K. MacDonald	UNITIL, CECO	924	
J. Parker Rice, Jr.	UNITIL, FG&E	1,016	
Peter J. Stulgis	UNITIL, Service, Re Power, URI	• ,	2)(3)(5)(9)
Charles H. Tenney II	UNITIL	270,659 (2	2)(3)(4)(5)(6)
Charles H. Tenney III	UNITIL	2,568	
William W. Treat	UNITIL, E&H	20,345 (	7)
W. William VanderWolk, Jr.	UNITIL, CECO	15,140 (	10)
Franklin Wyman, Jr.	UNITIL, FG&E	5,000	

#### NOTES:

- (1) Based on information furnished to UNITIL by the nominees and continuing Directors.
- (2) Included are 3,176, 3,522 and 3,918 shares which are held in trust for Messrs. Stulgis, Dalton and Tenney, respectively, under the terms of the UNITIL Tax Deferred Savings and Investment Plan ("401(k)"); they have voting power only with respect to the shares credited to their accounts. For further information regarding 401(k), see "Other Compensation Arrangements Tax-Qualified Savings and Investment Plan" below.
- (3) Included are 38,743, 40,532 and 38,743 shares which Messrs. Stulgis, Dalton and Tenney, respectively, have the right to purchase pursuant to the exercise of options under the Key Employee Stock Option Plan. (See "Other Compensation Arrangements Key Employee Stock Option Plan").
- (4) Charles H. Tenney II is the father of Charles H. Tenney III.
- (5) With the exception of Messrs. Stulgis, Dalton and Tenney, who own shares totaling 1.12%, 1.29% and 6.18%, respectively, of the total outstanding shares, no Director or officer owns more than one percent of the total outstanding shares.
- (6) Included are 124,522 shares (2.87%) owned by two trusts of which Mr. Tenney is Co-Trustee with shared voting and investment power; he has a 1/6 beneficial interest in both trusts and disclaims any beneficial ownership of such shares other than such 1/6 beneficial interest.
- (7) Included are 5,387 shares owned by three trusts of which Mr. Treat is Trustee with voting and investment power; he has no beneficial interest in such shares. Also included are 10,500 shares owned by one organization in which Mr. Treat has shared voting and investment power and a 1/3 beneficial interest, and also 500 shares owned by a member of Mr. Treat's family; he has no voting or investment power with respect to, and no beneficial interest in, such shares.

- (8) Included are 12,303 shares held by Mr. Dalton jointly with his wife with whom he shares voting and investment power. Included are 49 shares held by Mr. Dalton as custodian for one of his children; he has voting and investment power with respect to such shares.
- (9) Included are 6,209 shares held by Mr. Stulgis jointly with his wife with whom he shares voting and investment power.
- (10) Included are 3,254 shares owned by a member of Mr. VanderWolk's family; he has no voting or investment power with respect to, and no beneficial interest in, such shares.

#### (c) TRANSACTIONS WITH SYSTEM COMPANIES

In 1992, the Company entered into a Senior Advisory Agreement with Charles H. Tenney II. This agreement provides that Mr. Tenney will be compensated \$105,000 per annum for his role as Chairman of the Executive Committee of the Board of the Company, as well as for other advisory services which he will provide. In consideration of this Agreement, Mr. Tenney is waiving all Board-related fees and retainers that he is otherwise entitled to receive as a Director of the Company.

- (d) INDEBTEDNESS TO SYSTEM COMPANIES None
- (e) OTHER BENEFITS

Unitil and certain subsidiaries maintain severance agreements (the "Severance Agreements") with certain management employees, including Executive Officers. The Severance Agreements are intended to help assure continuity in the management and operation of Unitil and its subsidiaries in the event of a proposed "Change in Control". Each Severance Agreement only becomes effective upon the occurrence of a Change in Control of Unitil as defined in the Severance Agreements. If an employee's stipulated compensation and benefits, position, responsibilities and other conditions of employment are reduced during the thirty-six month period following a Change in Control, the employee is entitled to a severance benefit.

The severance benefit is a lump sum cash amount equal to (i) the present value of three years' base salary and bonus; (ii) the present value of the additional amount the employee would have received under the Retirement Plan if the employee had continued to be employed for such thirty-six month period; (iii) the present value of contributions that would have been made by Unitil or its subsidiaries under the 401(k) if the employee had been employed for such thirty-six month period; and (iv) the economic benefit on any outstanding Unitil stock options and associated dividend equivalents, assuming such options remained unexercised until the day preceding the expiration of the grant, including the spread on any stock options that would have been granted under the Option Plan if the employee had been employed for such thirty-six month period. Each Severance Agreement also provides for the continuation of all employee benefits for a period of thirty-six months, commencing with the month in which the termination occurred. In addition, pursuant to each Severance Agreement, Unitil is required to make an additional payment to the employee sufficient on an after-tax basis to satisfy any additional individual tax liability incurred under Section 280G of the Internal Revenue Code of 1986, as amended, in respect to such payments.

#### (f) RIGHTS TO INDEMNITY

UNITIL Corporation (the Corporation) shall indemnify any person who was or is a party or is threatened to be made a party to any threatened, pending or completed action, suit or proceeding, whether civil, criminal, administrative or investigative, by reason of the person's having served as, or by reason of the person's alleged acts or omissions while serving as a director, officer, employee or agent of the Corporation, or while serving at the request of the Corporation as a director, officer, employee or agent of another corporation, partnership, joint venture, trust or other enterprise, against expenses, including attorney's fees, judgments, fines and amounts paid in settlement or otherwise actually and reasonably incurred by him in connection with the action, suit or proceeding, if the person acted in good faith and in a manner he reasonable believed to be in or not opposed to the best interests of the Corporation, and, with respect to any criminal action or proceeding, had no reasonable cause to believe his conduct was unlawful, said indemnification to be to the full extent permitted by law under the circumstances, including, without limitation, by all applicable provisions of the New Hampshire Business Corporation Act ("the Act").

Any indemnification under this Article shall be made by the Corporation with respect to Directors or other persons after a determination that the person to be indemnified has met the standards of conduct set forth in the Act, such determination to be made by the Board of Directors, by majority vote of a quorum, or by other persons authorized to make such a determination under the Act.

The right of indemnification arising under this Article is adopted for the purpose of inducing persons to serve and to continue to serve the Corporation without concern that their service may expose them to personal financial harm. It shall be broadly construed, applied and implemented in light of this purpose. It shall not be exclusive of any other right to which any such person is entitled under any agreement, vote of the stockholders or the Board of Directors, statute, or as a matter of law, or otherwise, nor shall it be construed to limit or confine in any respect the power of the Board of Directors to grant indemnity pursuant to any applicable statutes or laws of The State of New Hampshire. The provisions of this Article are separable, and, if any provision or portion hereof shall for any reason be held inapplicable, illegal or ineffective, this shall not affect any other right of indemnification existing under this Article or otherwise. As used herein, the term "person: includes heirs, executors, administrators or other legal representatives. As used herein, the terms "Director" and "officer" include persons elected or appointed as officers by the Board of Directors, persons elected as Directors by the stockholders or by the Board of Directors, and persons who serve by vote or at the request of the Corporation as directors, officers or trustees of another organization in which the Corporation has any direct or indirect interest as a shareholder, creditor or otherwise.

The Corporation may purchase and maintain insurance on behalf of any person who was or is a Director, officer or employee of the Corporation or any of its subsidiaries, or who was or is serving at the request of the Corporation as a fiduciary of any employee benefit plan of the Corporation or any subsidiary, against any liability asserted against, and incurred by, such person in any such capacity, or arising out of such person's status as such, whether or not the Corporation would have the power to indemnify such person against such liability under the provisions of the Act. The obligation to indemnify and reimburse such person under this Article, if applicable, shall be reduced by the amount of any such insurance proceeds paid to such person, or the representatives or successors of such person.

## ITEM 7 CONTRIBUTIONS AND PUBLIC RELATIONS

- (1) Payments to any political party, candidate for public office or holder of such office, or any committee or agent thereof. None
- (2) Payments to any citizens group or public relations counsel. None

## ITEM 8 SERVICE, SALES AND CONSTRUCTION CONTRACTS

Part 1. Contracts for services, including engineering or construction services, or goods supplied or sold between system companies.

There are a number of areas in which Concord Electric Company (CECO), Exeter & Hampton Electric Company (E&H) and Fitchburg Gas and Electric Light Company (FG&E) work closely together and cooperate on a regular basis. The areas of cooperation include the following:

CECO and E&H have jointly shared a Mobile Substation at cost for many years. Under an Agreement originally made in 1964, CECO and E&H have obtained the benefits of an emergency mobile substation at a cost far below that which each company would have incurred without the sharing agreement.

During emergencies and other occasional situations, FG&E, CECO and E&H share line crews at cost.

FG&E, CECO and E&H occasionally exchange materials and supplies, a practice which assists substantially in the companies' maintenance of cost-effective inventory and stock levels.

FG&E, CECO and E&H, with the support and coordination provided by UNITIL Service Corp., participate in joint purchasing and sharing of computer software and supplies, a practice which benefits all of the companies.

Part 2. Contracts to purchase services or goods between any System company and (1) any affiliate company (other than a System company) or (2) any other company in which any officer or director of the System company, receiving service under the contract, is a partner or owns 5 percent or more of any class of equity securities. - None

Part 3. The Company does not employ any other person or persons for the performance of management, supervisory or financial advisory services.

## ITEM 9 WHOLESALE GENERATORS AND FOREIGN UTILITY COMPANIES

#### Part 1. None

Part 2. UNITIL Resources, Inc. is a wholly owned subsidiary of UNITIL Corporation which provided power brokerage service during the year ended December 31, 1995 to Great Bay Power Corp., an EWG under the commissions rules and regulations.

#### Part 3. None

## ITEM 10 FINANCIAL STATEMENTS AND EXHIBITS

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#### **EXHIBITS**

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#### UNITIL CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATING INCOME STATEMENT - YEAR TO DATE.

Consc	olidated E	liminations	Concord Electric Company		FG&E Consolidated		
	,629,879 940,954	(9,354,135)	0	47,868,070 0 0 47,868,070	17,629,879 0		
Operating Expenses:	, ,	, ,	, ,	, ,	, ,		
Fuel and Purchased Power 92, Gas Purchased For Resale 10,	,346,024 ( ,522,742	71,319,876)	34,300,338	36,997,538 0	22,537,622 10,522,742		
Operating and Maintenance 22, Depreciation 6, Amortization of Cost of	,	(9,425,831) 0			12,088,924		
Abandoned Property 1, Provisions for Taxe	,518,047 es:	0	0	0	1,518,047		
Federal and	784,109 134,826	0 0	1,566,900 557,806	1,220,898 524,894	1,625,856 2,829,606		
Total Operating Expenses 142,4	445,579 (8	0,745,707)	42,004,819	45,130,295	54, 157, 533		
Operating Income 14,2 Non-operating Expenses	224,625	0	2,673,286 18,337	2,737,775 9,187	8,661,895 47,388		
Income Before	210,000	0	10,337	9,107	41,300		
Interest Expense 14, Interest Expense,	,007,765	0	2,654,949	2,728,588	8,614,507		
	,638,969 ,368,796	5,497,589 (5,497,589)		1,429,602 1,298,986			
on Preferred Stock Net Income Applicable		0	32,205	78,601	172,943		
to Common Stock 8,		(5,497,589)	1,327,757	1,220,385	5,216,315		
Average Common Shares Outstanding 4,298,752							

Earnings Per Average

1.9 Common Share

Note: Individual columns may not add to Consolidated due to rounding.

UNITIL CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATING INCOME STATEMENT - YEAR TO DATE

Unitil Unitil Unitil Unitil

	Service Corp.	Power Corp.	Realty Corp.	Resources Inc.	Unitil Corporation
Operating Revenues	s:				
Electric Gas Other Total Operating	0 0 8,740,699	71,755,219 0 0	0 0 643,436	0 0 910,954	0 0 0
		71,755,219	643,436	910,954	0
Operating Expenses	s:				
Fuel and Purchased Power Gas Purchased	0	69,830,401	0	Θ	0
For Resale Operating and	Θ	0	0	0	0
Maintenance Depreciation Amortization of	7,958,641 349,554	2,009,908 0	391,702 32,271	583,075 0	150,113 0
Cost of Abandone Property	ea 0	0	0	0	0
Provisions for T	axes:				
Local Property and Other Federal and	333,476	0	36,979	0	0
State Income Total Opera		22,524	446	128,116	53,608
•	8,659,497	71,862,833	461,398	711,191	203,721
Operating Income	81,202	(107,614)	182,038	199,763	(203,721)
Non-operating Expenses	3,617	7	140,905	(2,581)	Θ
Income Before Interest Expense	77,585	(107,621)	41,133	202,344	(203,721)
Interest Expense Net	2, 77,585	(143,344)	45,018	(1,088)	(5,786,630)
Net Income	0	35,723	(3,885)	203,432	5,582,909
Less Dividends on Preferred St	cock 0	0	0	Θ	0
Net Income Applica to Common Stock	able 0	35,723	(3,885)	203,432	5,582,909

Note: Individual columns may not add to Consolidated due to rounding.

# UNITIL CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATING BALANCE SHEET

ASSETS:	Consolidated	Eliminations	Electric	Exeter & Hampton Electric Co.	FG&E Consolidated
Utility Plant, at	cost:				
Electric Gas Common Construction	148,458,414 27,220,705 8,494,093	0 3 0 0	7,796,441 0 0	46,839,255 0 0	63,753,218 27,220,705 5,117,127
Work in Process	6,003,991	0	395,657	319,371	1,810,843
Utility Plant	190,177,203	0 3	8,192,098	47,158,626	97,901,893
Less: Accumulated Prov for Depreciation		0 1	1,032,201	16,265,380	31,206,994
Net Utility Plant	129,494,461	0 2	7,159,897	30,893,246	66,694,899
Other Property &					

Investments	42,448	(44,235,505)	23,827	507	18,114
Current Assets: Cash Accounts Receiva net of Provision	ble,	. (8,001,217)	199,546	16,693	439,414
Doubtful Account	s 14,931,699	0	3,956,319	3,880,208	6,876,920
Accounts Receiva	ble -				
Associated Com Materials and	panies 0	(9,913,208)	3,706	930	0
Supplies	2,275,865	. 0	301,041	249,914	1,724,910
Prepayments	434,727		38,740	38,811	286,500
Accrued Revenue	2,577,715		943,127	1,080,389	
Total Current	2,311,113	9	943,121	1,000,309	1,141,429
Assets	23,617,937	(17,914,425)	5,442,479	5,466,945	10,475,173
Deferred Assets:					
Debt Issuance Co Cost of Abandone	,	9	300,144	216,186	368,928
Properties	27,254,791	. 0	0	Θ	27,254,791
Prepaid Pension					
Costs	6,689,093	0	1,458,528	2,187,973	3,202,722
Other Deferred Assets	23,718,296	. 0	3,774,580	4,162,365	15,573,047
Total Deferred	, ,	0	3,774,300	4,102,303	13,373,047
Assets	58,547,438	0	5,533,252	6,566,524	46,399,488
TOTAL	211,702,284	(62,149,930)	38,159,455	42,927,222	123,587,674
Note : Individual	columns may	not add to C	onsolidated	due to round	ling.

Unitil

Unitil

# UNITIL CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATING BALANCE SHEET

Unitil

	Service Corp.	Power Corp.	Realty Corp.	Resources Inc.	Unitil Corporation
ASSETS:	•	-			-
Utility Plant, at	cost:				
Electric	0	69,499	0	0	0
Gas Common	0 3,354,797	0 0	0 22,169	0 0	0 0
Construction		0		0	0
Work in Process Utility Plant Less: Accumulated Provision		69,499	3,478,121 3,500,290	0 0	0 0
for Depreciation	2,087,237	69,499	21,431	0	0
Net Utility Plant	1,267,560	0	3,478,859	0	0
Other Property & Investments	0	0	0	0	44,235,505
Current Assets:					
Cash Accounts Receiva net of Provision	able,	4,896,544	0	411,781	5,206,050
Doubtful Account Accounts Receive Associated	ts 214,939	3,313	0	0	0
Companies Materials and	1,258,235	6,106,109	Θ	258	2,543,970
Supplies	0	0	0	0	0
Prepayments		9,827	385	0	47,500
Accrued Revenue Total Current	0	(597,411)	Θ	4,181	Θ
Assets	1,515,258	10,418,382	385	416,220	7,797,520
Deferred Assets:	noto 0	0	0	0	0
Debt Issuance Co Cost of Abandone		0	0	Θ	0
Properties Prepaid Pension	Θ	0	0	0	0
Costs	(160,130)	0	0	0	0

Unitil

Other Deferred					
Assets	208,304	0	0	0	(
Total Deferred					
Assets	48,174	0	Θ	0	(

TOTAL 2,830,992 10,418,382 3,479,244 416,220 52,033,025

Note : Individual columns may not add to Consolidated due to rounding.

## UNITIL CORPORATION AND SUBSIDIARY COMPANIES

CONSOLIDATING BALA	ANCE SHEET		-		
CAPITALIZATION:	Consolidated	Elimination	Concord Electric s Company	•	FG&E Consolidated
Common Stock Equity	63,894,789	(44,235,505)	9,992,783	11,243,427	33,671,416
Preferred Stock					
Non-Redeemable Non-Cumulative		Θ	225,000	0	0
Redeemable, Cumulative Long-Term Debt	3,773,900	0	215,000	1,016,300	2,542,600
Less Current	,				
Portion Total	62,211,000	0	13,402,000	14,809,000	34,000,000
Capitalization	130,104,689	(44,235,505)	23,834,783	3 27,068,727	70,214,016
Capitalized Leases Less Current Po		47 0	0	0	2,925,135
			·		_, ===, ===
Current Liabilitie Long-Term Debt,	es:				
Current Portion	1,294,000	0	682,000	612,000	0
Short-Term Debt		(8,001,217)		1,628,540	
Accounts Payable	e 14,565,075	`´´´O´	105,824	222, 238	
Accounts Payable Associated Cor		(8,549,056)	2,828,236	3,858,994	633,082
Dividends Declar and Payable		(1,364,152)	176,696	269,224	989,032
Refundable Custo		( , , - ,	,	,	, , , , ,
Deposits	2,237,851	0	316,522		
Taxes Accrued	•		22,710		
Interest Accrue		0	435,161	519,806	470,909
Capitalized Leas		0	0	0	302,840
Accrued and Othe	,	U	U	U	302,640
Current Liabil:		96 0	77,129	43,671	435,670
Total Current Liabilities	25,554,122	(17,914,425	),7,411,081	L 8,059,371	12,229,295
Deferred Liabilit	ies:				
Investment Tax					
Credits	1,803,82	1 0	397,558	377,759	1,028,504
Other Deferred Liabilities	9,763,878	3 0	1,578,945	1,136,889	7,048,044
Total Deferre Liabilities	d 11,567,699	9 0	1,976,503	1,514,648	8,076,548
Deferred Income Taxes	40,742,82	7 0	4,937,088	6,284,476	30,142,680
Total Liabilities			. ,		
INCAT FTANTITITES					

and Capitalization 211,702,284 (62,149,930) 38,159,455 42,927,222 123,587,674

Note : Individual columns may not add to Consolidated due to rounding.

# UNITIL CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATING BALANCE SHEET

Unitil Unitil Unitil Unitil

	Service Corp.	Power Corp.	Realty Corp.	Resources Inc.	Unitil Corporation
CAPITALIZATION:					
Common Stock Equity	2,688	322,451	694,115	343,696	51,859,719
Preferred Stock: Non-Redeemable,					
Non-Cumulative	Θ	0	0	0	0
Redeemable, Cumulative	0	0	0	0	0
Long-Term Debt, Less Current					
Portion Total	0	0	0	0	0
Capitalization	2,688	322,451	694,115	343,696	51,859,719
Capitalized Leases, Less Current					
	807,812	0	0	0	0
Current Liabilities:					
Long-Term Debt.,		_	_	_	
Current Portion	0	0	0	0	0
Short-Term Debt Accounts Payable	611,852 82,207	0 8,901,440	2,163,683 509,016	0 0	0 48,405
Accounts Payable - Associated	,	0,301,440	303,010	Ü	40,400
Companies Dividends Declared	978,244 I	182,326	14,417	50,862	2,895
and Payable Refundable	0	0	0	0	99,996
Customer Deposits	0	0	Θ	0	0
Taxes Accrued	16,941	(303)	(8,972)	9,162	22,010
Interest Accrued	0	0	Θ	0	0
Capitalized Leases Current Portion		Θ	0	Θ	0
Accrued and Other Current	430,992	0	O	9	0
	446,358	1,012,468	174,300	12,500	0
Total Current Liabilities 2,	574,594	10,095,931	2,852,444	72,524	173,306
Deferred Liabilities Investment Tax	<b>;</b> :				
Credits	0	0	Θ	0	0
Other Deferred	Ū	· ·	Ŭ	· ·	ŭ
Liabilities	0	Θ	0	Θ	0
Total Deferred					•
Liabilities	0	0	0	0	0
Deferred Income					
Taxes	(554,102	) 0	(67,315)	0	0
Total Liabilities	920 002	10 419 202	2 470 244	416 220	52 022 025

Note : Individual columns may not add to Consolidated due to rounding.

UNITIL CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATING STATEMENT OF CASH FLOWS

and Capitalization 2,830,992 10,418,382

Concord Exeter & Electric Hampton FG&E
Consolidated Eliminations Company Electric Co. Consolidated

3,479,244

416,220 52,033,025

Cash Flows From Operating Activities:

Net Income 8,368,796 (5,497,589) 1,359,962 1,298,986 5,389,259 Adjustments to Reconcile Net Income to Net Cash

Provided by Operating Activ	ities:			
Depreciation and Amortization 7,833,660		1 272 246	1 625 907	4 EE2 792
Deferred Taxes (314,365		1,273,246 246,881	161,401	4,552,782 (682,254)
Amortization	,	,	,	, , ,
of Investment	·	(45.722)	(46 457)	(110 467)
Tax Credit (202,347 Amortization of Debt	") 0	(45,723)	(46,157)	(110,467)
Issuance Costs 72,252	9 0	26,635	10,675	19,277
Provision for	_			
Doubtful Accounts 889,320 Loss on Taking of	0	88,994	85,959	714,367
Land and Building 140,698	9 0	0	0	0
Changes in Assets and Liabi	lities:			
(Increase) Decrease in: Accounts				
	470,707	(570,227)	(484, 267)	(1,362,727)
Materials and				
Supplies (185,886	6) 0	(45,358)	3,047	(143,575)
Prepayments and Prepaid				
Pension (913,405	5) 0	(319, 249)	(376,351)	(98,308)
Accrued Revenue (285,418		`197,155´		. , ,
Increase (Decrease) in:				
Accounts Payable 2,074,034	(381 305)	(442 434)	502 611	1,536,138
Refundable Customer	(301,303)	(442,434)	302,011	1,330,130
Deposits (244,928	3) 0	(90,560)	(78,911)	(75,457)
Taxes and Interest	_			
Accrued 611,238		35,075	96,065	406,981
Other, Net 1,713,521 Net Cash provided	. 0	(15,652)	64,772	1,115,798
by Operating				
Activities 17,017,836	(5,408,187)	1,698,545	2,489,861	11,591,664
Cook Flour From Investing Asti				
Cash Flows From Investing Acti	vities:			
_	vities:			
Acquisition of Property, Plant,				
Acquisition of Property, Plant, & Equipment (14,644,963)		2,523,922)	(2,708,989)	(5,933,932)
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From		2,523,922)	(2,708,989)	(5,933,932)
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of		2,523,922)	(2,708,989) 0	(5,933,932) 0
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From	0 (2			
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing	0 (2	0	0	0
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used	0 (2	0	0	0
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)	0 (2 0 0 (2,523,	0	0	0
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing	0 (2 0 0 (2,523,	0	0	0
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)  Cash Flows From Financing Activities	0 (2 0 0 (2,523,	0	0	0
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)  Cash Flows From Financing Acti Proceeds From (Repayment of)	0 (2 0 0 (2,523, vities:	0 922) (2,70	0 8,989) (5,93	0
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)  Cash Flows From Financing Acti Proceeds From (Repayment of ) Short-Term Debt 2,700,000	0 (2 0 0 (2,523, vities:	0 922) (2,70	0 8,989) (5,93	0
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)  Cash Flows From Financing Acti Proceeds From (Repayment of)	0 (2,523, vities:	0 922) (2,70	0 8,989) (5,93	0 33,932) (1,310,700)
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)  Cash Flows From Financing Acti Proceeds From (Repayment of) Short-Term Debt 2,700,000 Repayment of Long-Term Debt (2,075,321) Dividends Paid (5,760,286)	0 (2,523, vities: (1,300,637)	0 922) (2,70 1,721,700 0	0 8,989) (5,93 1,411,027 (112,000)	0 33,932) (1,310,700)
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)  Cash Flows From Financing Acti  Proceeds From (Repayment of) Short-Term Debt 2,700,000 Repayment of Long-Term Debt (2,075,321) Dividends Paid (5,760,286) Issuance of	0 (2,523, vities: (1,300,637)	0 922) (2,70 1,721,700 0 (851,986)	0 8,989) (5,93 1,411,027 (112,000) (921,812)	0 33,932) (1,310,700) 0 (3,919,764)
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)  Cash Flows From Financing Acti  Proceeds From (Repayment of) Short-Term Debt 2,700,000 Repayment of Long-Term Debt (2,075,321) Dividends Paid (5,760,286) Issuance of Common Stock 1,070,689	0 (2,523, vities: (1,300,637)	0 922) (2,70 1,721,700 0 (851,986)	0 8,989) (5,93 1,411,027 (112,000)	0 33,932) (1,310,700) 0
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)  Cash Flows From Financing Acti  Proceeds From (Repayment of) Short-Term Debt 2,700,000 Repayment of Long-Term Debt (2,075,321) Dividends Paid (5,760,286) Issuance of Common Stock 1,070,689 Retirement of	0 (2,523, vities: (1,300,637) 0 5,408,187	0 922) (2,70 1,721,700 0 (851,986)	0 8,989) (5,93 1,411,027 (112,000) (921,812)	0 33,932) (1,310,700) 0 (3,919,764) 0
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)  Cash Flows From Financing Acti  Proceeds From (Repayment of) Short-Term Debt 2,700,000 Repayment of Long-Term Debt (2,075,321) Dividends Paid (5,760,286) Issuance of Common Stock 1,070,689 Retirement of Preferred Stock (94,700) Repayment of	0 (2,523, vities: (1,300,637) 0 5,408,187	0 922) (2,70 1,721,700 0 (851,986)	0 8,989) (5,93 1,411,027 (112,000) (921,812)	0 33,932) (1,310,700) 0 (3,919,764)
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)  Cash Flows From Financing Acti  Proceeds From (Repayment of) Short-Term Debt 2,700,000 Repayment of Long-Term Debt (2,075,321) Dividends Paid (5,760,286) Issuance of Common Stock 1,070,689 Retirement of Preferred Stock (94,700) Repayment of Capital Lease	0 (2,523, vities: (1,300,637) 5,408,187	0 922) (2,70 1,721,700 (851,986) 0 (15,000)	0 8,989) (5,93 1,411,027 (112,000) (921,812) 0 (44,000)	0 (33,932) (1,310,700) 0 (3,919,764) 0 (35,700)
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)  Cash Flows From Financing Acti  Proceeds From (Repayment of) Short-Term Debt 2,700,000 Repayment of Long-Term Debt (2,075,321) Dividends Paid (5,760,286) Issuance of Common Stock 1,070,689 Retirement of Preferred Stock (94,700) Repayment of Capital Lease Obligations (625,447)	0 (2,523, vities: (1,300,637) 5,408,187	0 922) (2,70 1,721,700 0 (851,986)	0 8,989) (5,93 1,411,027 (112,000) (921,812)	0 33,932) (1,310,700) 0 (3,919,764) 0
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)  Cash Flows From Financing Acti  Proceeds From (Repayment of) Short-Term Debt 2,700,000 Repayment of Long-Term Debt (2,075,321) Dividends Paid (5,760,286) Issuance of Common Stock 1,070,689 Retirement of Preferred Stock (94,700) Repayment of Capital Lease Obligations (625,447) Net Cash Used	0 (2,523, vities: (1,300,637) 5,408,187	0 922) (2,70 1,721,700 (851,986) 0 (15,000)	0 8,989) (5,93 1,411,027 (112,000) (921,812) 0 (44,000)	0 (33,932) (1,310,700) 0 (3,919,764) 0 (35,700)
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)  Cash Flows From Financing Acti  Proceeds From (Repayment of) Short-Term Debt 2,700,000 Repayment of Long-Term Debt (2,075,321) Dividends Paid (5,760,286) Issuance of Common Stock 1,070,689 Retirement of Preferred Stock (94,700) Repayment of Capital Lease Obligations (625,447) Net Cash Used in Financing	0 (2,523, vities: (1,300,637) 5,408,187 0	0 922) (2,70 1,721,700 0 (851,986) 0 (15,000)	0 8,989) (5,93 1,411,027 (112,000) (921,812) 0 (44,000)	0 (1,310,700) (3,919,764) 0 (35,700) (275,893)
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)  Cash Flows From Financing Activities (Repayment of) Short-Term Debt 2,700,000 Repayment of Long-Term Debt (2,075,321) Dividends Paid (5,760,286) Issuance of Common Stock 1,070,689 Retirement of Preferred Stock (94,700) Repayment of Capital Lease Obligations (625,447) Net Cash Used in Financing Activities (4,785,065) Net Increase (Decrease)	0 (2,523, vities: (1,300,637) 5,408,187 0 0	0 922) (2,70 1,721,700 (851,986) 0 (15,000) 0	0 8,989) (5,93 1,411,027 (112,000) (921,812) 0 (44,000) 0	0 (1,310,700) (3,919,764) 0 (35,700) (275,893)
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)  Cash Flows From Financing Activities (Repayment of) Short-Term Debt 2,700,000 Repayment of Long-Term Debt (2,075,321) Dividends Paid (5,760,286) Issuance of Common Stock 1,070,689 Retirement of Preferred Stock (94,700) Repayment of Capital Lease Obligations (625,447) Net Cash Used in Financing Activities (4,785,065) Net Increase (Decrease) in Cash (412,192)	0 (2,523, vities: (1,300,637) 5,408,187 0	0 922) (2,70 1,721,700 (851,986) 0 (15,000) 0	0 8,989) (5,93 1,411,027 (112,000) (921,812) 0 (44,000) 0	0 (1,310,700) (3,919,764) 0 (35,700) (275,893)
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)  Cash Flows From Financing Activities (Repayment of ) Short-Term Debt 2,700,000 Repayment of Long-Term Debt (2,075,321) Dividends Paid (5,760,286) Issuance of Common Stock 1,070,689 Retirement of Preferred Stock (94,700) Repayment of Capital Lease Obligations (625,447) Net Cash Used in Financing Activities (4,785,065) Net Increase (Decrease) in Cash (412,192) Cash at Beginning	0 (2,523, vities: (1,300,637) 5,408,187 0 0 4,107,550 (1,300,637)	0 922) (2,70 1,721,700 0 (851,986) 0 (15,000) 0 854,714 29,337	0 8,989) (5,93 1,411,027 (112,000) (921,812) 0 (44,000) 0 333,215 (	0 (1,310,700) (1,310,700) (3,919,764) 0 (35,700) (275,893) (5,542,057) 115,675
Acquisition of Property, Plant, & Equipment (14,644,963) Proceeds From Taking of Land & Building 2,000,000 Net Cash Used in Investing Activities (12,644,963)  Cash Flows From Financing Activities (Repayment of ) Short-Term Debt 2,700,000 Repayment of Long-Term Debt (2,075,321) Dividends Paid (5,760,286) Issuance of Common Stock 1,070,689 Retirement of Preferred Stock (94,700) Repayment of Capital Lease Obligations (625,447) Net Cash Used in Financing Activities (4,785,065) Net Increase (Decrease) in Cash (412,192) Cash at Beginning	0 (2,523, vities: (1,300,637) 5,408,187 0 0 4,107,550 (1,300,637) (6,700,580)	0 922) (2,70 1,721,700 0 (851,986) 0 (15,000) 0 854,714 29,337 170,209	0 8,989) (5,93 1,411,027 (112,000) (921,812) 0 (44,000) 0 333,215 ( 114,087 102,606	0 (1,310,700) (3,919,764) 0 (35,700) (275,893)

Note: Individual columns may not add to Consolidated due to rounding.

# UNITIL CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATING STATEMENT OF CASH FLOWS

Unitil Unitil Unitil Unitil Service Power Realty Resources Unitil

	Corp.	Corp.	Corp.	Inc.	Corporation
Cash Flows From Ope	erating Act	ivities:			
Net Income Adjustments to Rec to Net Cash	0 concile Net	/	(3,885)	203,432	5,582,909
Provided by Oper Depreciation a		vities:			
Amortization Deferred Taxes Amortization o	(58,854)	0 0	32,271 18,461	0 0	0 0
Investment Tax Credit Amortization o	0 of Dobt	0	0	0	0
Issuance Cost Provision for		0	15,665	0	0
Doubtful Acco		0	0	0	0
Land and Build Changes in Asset	ling 0	0 oilities:	140,698	0	0
(Increase) Decr Accounts					
Receivable Materials and		148,380	0	65,307	(282,065)
Supplies Prepayments	0	0	0	0	0
Accrued Reven		0 (443,413)	0 0	0 4,766	0 0
Increase (Decre Accounts Payable	-	170 806	489 978	(1,141)	3,800
Refundable Cu Deposits		0	9	(1,141)	0
Taxes and Int Accrued	erest	(690)			
Other, Net	466,410	(411,307)	242,737	13,983	236,980
Net Cash provided by Operating	I				
Activities	334,627 (	500,501)	923,395	313,066 5	, 575, 367
Cash Flows From Inv	esting Act	ivities:			
Acquisition of Pr		0	(0.470.400)	0	0
Plant, Equipment Proceeds From Tak	-	0	(3,478,120)	0	0
Land & Building Net Cash Used in	0	0	2,000,000	0	Θ
Investing Activi	ties 0	0	(1,478,120)	0	0
Cash Flows From Fin	nancing Act	ivities:			
Proceeds From (Repayment of )					
Short-Term Debt Repayment of	14,927	0	2,163,683	0	0
Long-Term Debt Dividends Paid Issuance of	0 0	0 0	(1,963,322) 0	0 0	0 (5,474,911)
Common Stock Retirement of	0	0	0	0	1,070,689
Preferred Stock Repayment of	0	0	0	0	0
Capital Lease Obligations Net Cash Used	(349,554)	0	0	0	0
in Financing Activities Net Increase	(334,627)	0	200,361	0	(4,404,222)
(Decrease) in Cash	Θ	(500,501)	(354,364)	313,066	1,171,145
Cash at Beginning of Year	29,120	5,397,045	354,364	98,715	4,034,905
Cash at End of Year	29,120	4,896,544	0	411,781	5,206,050

Note : Individual columns may not add to Consolidated due to rounding.

# UNITIL CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATING STATEMENT OF RETAINED EARNINGS

	Concord	Exeter &		
	Electric	Hampton		FG&E
Consolidated Eliminations	Company	Electric	Co.	Consolidated

Retained Earnings, Beginning of Year	27,183,016	(17,716,512)	8,026,008	8,997,352	11,223,702
Additions: Net Income, Excluding Dividends	0.000.700		1 250 001	1 200 000	5 200 250
Received Dividends	8,368,796	5 0	1,359,961	1,298,986	5,389,259
Received From		(5 405 500)			•
Subsidiaries Total Additions		(5,497,589) (5,497,589)		0 1.298.986	0 5,389,259
TOTAL MARKETONS	3,333,133	(0, 101, 000)	1,000,001	1,200,000	0,000,200
Deductions:					
Dividends Decla					
Preferred Sto Subsidiaries		0	32,205	78,602	172,943
Common Stock	,	O	32,203	70,002	112,943
Subsidiaries	s 0	(5,497,589)	787,835	863,850	3,845,904
Common Stock				•	
Registrant Adjustments		0	0	0	0
3		(2,094)	387	1,233	474
Total Deductions	5,778,873	(5,499,683)	820,427	943,685	4,019,321
Retained Earnings,					

Note: Individual columns may not add to Consolidated due to rounding.

# UNITIL CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATING STATEMENT OF RETAINED EARNINGS

	Unitil Service Corp.	Unitil Power Corp.	Unitil Realty Corp.	Unitil Resources Inc.	Unitil Corporation
Retained Earnings, Beginning of Year	1,688	185,729	371,999	130,264	15,962,786
Additions: Net Income, Exclu Dividends	ıding				
Received	_ 0	35,722	(3,885)	203,432	85,321
Dividends Recei Subsidiaries	.vea From O	Θ	Θ	Θ	5,497,589
Total Additions	0	35,722	(3,885)	203,432	5,582,910
Deductions: Dividends Declare	ed:				
Preferred Stock					
Subsidiaries Common Stock of	0 ₌	Θ	0	0	Θ
Subsidiaries Common Stock of	0	0	0	0	0
Registrant Adjustments to	0	0	0	0	5,495,123
Retained Earni	ngs 0	0	0	Θ	0
Total Deductions	0	0	0	0	5,495,123

Retained Earnings, End of Year 1,688 221,451 368,114 333,696

Note: Individual columns may not add to Consolidated due to rounding.

## **EXHIBITS**

Exhibit A. A copy of UNITIL Corporation's Annual Report and Form 10-K for the year ended December 31, 1995 (Incorporated herein by reference to File No. 1-8858 and File No. 1-7536, respectively)

16,050,573

File No. 30 - 1

Exhibit B.		
Exhibit No.	Description of Exhibit	Reference
B-1	UNITIL Corporation	
B -1(a)	Certificate of Incorporation	Exhibit B-1(a) Form U5B File No. 30 - 1
B-1(b)	Amendment to Certificate of Incorporation	Exhibit B-1(b) Form U5B File No. 30 - 1
B-1(c)	Articles of Incorporation	Exhibit B-1(c) Form U5B File No. 30 - 1
B-1(d)	Articles of Amendment to Articles of Incorporation	Exhibit B-1(d) Form U5B File No. 30 - 1
B-1(e)	By - Laws	Exhibit B-1(e) Form U5B File No. 30 - 1
B-2	Concord Electric Company	
B-2(a)	Charter (Articles of Association) and Amendments thereto	Exhibit B-2(a) Form U5B File No. 30 - 1
B-2(b)	By - Laws	Exhibit B-2(b) Form U5B File No. 30 - 1
B-3	Exeter & Hampton Electric Company	
B-3(a)	Charter (Articles of Association) and Amendments thereto	Exhibit B-3(a) Form U5B File No. 30 - 1
B-3(b)	By - Laws	Exhibit B-3(b) Form U5B File No. 30 - 1
B-4	Fitchburg Gas and Electric Light Company	
B-4(a)	Articles of Incorporation and Amendments thereto	Exhibit B-4(a) Form U5B File No. 30 - 1
B-4(b)	By - Laws	Exhibit B-4(b) Form U5B File No. 30 - 1
B-5	Fitchburg Energy Development Company	
B-5(a)	Certificate of Incorporation	Exhibit B-5(a) Form U5B File No. 30 - 1
B-5(b)	By - Laws	Exhibit B-5(b) Form U5B

B-6	UNITIL Power Corp.	
B-6(a)	Certificate of Incorporation	Exhibit B-6(a) Form U5B File No. 30 - 1
B-6(b)	Articles of Incorporation	Exhibit B-6(b) Form U5B File No. 1-
B-6(c)	Statement of Change of Registered Office	Exhibit B-6(c) Form U5B File No. 30 - 1
B-6(d)	By - Laws	Exhibit B-6(d) Form U5B File No. 30 - 1
B-7	UNITIL Realty Corp.	
B-7(a)	Certificate of Incorporation	Exhibit B-7(a) Form U5B File No. 30 - 1
B-7(b)	Articles of Incorporation	Exhibit B-7(b) Form U5B File No. 30 - 1
B-7(c)	By - Laws	Exhibit B-7(c) Form U5B File No. 30 - 1
B-8	UNITIL Service Corp.	
B-8(a)	Certificate of Incorporation	Exhibit B-8(a) Form U5B File No. 30 - 1
B-8(b)	Articles of Incorporation	Exhibit B-8(b) Form U5B File No. 30 - 1
B-8(c)	By - Laws	Exhibit B-8(c) Form U5B File No. 30 - 1
B-9	UNITIL Resources, Inc.	
B-9(a)	Certificate of Incorporation	Exhibit B-9(a) 1993 Form U5S File No. 30 - 1
B-9(b)	Articles of Incorporation and Addendum to Articles of Incorporation	Exhibit B-9(b) 1993 Form U5S File No. 30 - 1
B-9(c)	By - Laws	Exhibit B-9(c) 1993 Form U5S File No. 30 - 1
Exhibit C		
(a) INDEN	TURES	
Exhibit No.	Description of Exhibit	Reference
July 19 relatio	ure of Mortgage and Deed of Trust dated 5, 1958 of Concord Electric Company (CECO) ng to First Mortgage Bonds, and relating to ries unless supplemented.	Exhibit C-1 Form U5B File No. 30 - 1
relatiı 6 3/4%	Supplemental Indenture dated January 15, 1968 ng to CECO's First Mortgage Bonds, Series C, due January 15 1998 and all additional series supplemented.	Exhibit C-2 Form U5B File No. 30 - 1
relati: 8.70% (	Supplemental Indenture dated November 15, 1971 and to CECO's First Mortgage Bonds, Series D, due November 15, 2001 and all prior and conal series unless supplemented.	Exhibit C-3 Form U5B File No. 30 - 1

C-4	Fourth Supplemental Indenture dated March 28, 1984 relating to CECO's First Mortgage Bonds, amending certain provisions of the Original Indenture as supplemented and all additional series unless supplemented.	Exhibit C-4 Form U5B File No. 30 - 1
C-5	Sixth Supplemental Indenture dated October 29, 1987 relating to CECO's First Mortgage Bonds, Series G, 9.85% due October 15, 1997 and all additional series unless supplemented.	Exhibit C-5 Form U5B File No. 30 - 1
C-6	Seventh Supplemental Indenture dated August 29, 1991 relating to CECO's First Mortgage Bonds, Series H, 9.43% due September 1, 2003 and all series unless supplemented.	Exhibit C-6 Form U5B File No. 30 - 1
C-7	Eighth Supplemental Indenture dated October 14, 1994 relating to CECO's First Mortgage Bonds, Series I, 8.49% due October 14, 2024 and all additional series unless supplemented.	1994 Form 10-K
C-8	Indenture of Mortgage and Deed of Trust dated December 1, 1952 of Exeter & Hampton Electric Company (E&H) relating to all series unless supplemented.	Exhibit C-7 Form U5B File No. 30 - 1
C-9	Third Supplemental Indenture dated June 1, 1964 relating to E&H's First Mortgage Bonds, Series D, 4 3/4% due June 1, 1994 and all additional series unless supplemented.	Exhibit C-8 Form U5B File No. 30 - 1
C-10	Fourth Supplemental Indenture dated January 15, 1968 relating to E&H's First Mortgage Bonds, Series E, 6 3/4% due January 15, 1998 and all additional series unless supplemented.	Exhibit C-9 Form U5B File No. 30 - 1
C-11	Fifth Supplemental Indenture dated November 15, 1971 relating to E&H's First Mortgage Bonds, Series F, 8.70% due November 15, 2001 and all additional series unless supplemented.	Exhibit C-10 Form U5B File No. 30 - 1
C-12	Sixth Supplemental Indenture dated April 1, 1974 relating to E&H's First Mortgage Bonds, Series G, 8 7/8% due April 1, 2004 and all additional series unless supplemented.	Exhibit C-11 Form U5B File No. 30 - 1
C-13	Seventh Supplemental Indenture dated December 15, 1977 relating to E&H's First Mortgage Bonds, Series H, 8.50% due December 15, 2002 and all additional series unless supplemented.	Exhibit C-12 Form U5B File No. 30 - 1
C-14	Eighth Supplemental Indenture dated October 28, 1987 relating to E&H's First Mortgage Bonds, Series I, 9.85% due October 15, 1997 and all additional series unless supplemented.	Form U5B
C-15	Ninth Supplemental Indenture dated August 29, 1991 relating to E&H's First Mortgage Bonds, Series J, 9.43% due September 1, 2003 and all additional series unless supplemented.	Exhibit C-14 Form U5B File No. 30 - 1
C-16	Tenth Supplemental Indenture dated October 14, 1994 relating to E&H's First Mortgage Bonds, Series K, 8.49% due October 14, 2024 and all additional series unless supplemented.	Exhibit 4.17 1994 Form 10-K File No. 1-8858
C-17	Purchase Agreement dated March 20, 1992 for the 8.55% Senior Note due March 31, 2004.	Exhibit C-20 Form U5B File No. 30 - 1
C-18	Loan Agreement dated October 24, 1988 with ComPlan, Inc. in connection with UNITIL Realty Corp. (Realty) borrowing to acquire and renovate facilities in Exeter, New Hampshire; and related Assignment and Consent Agreement between Realty, ComPlan, Inc. and the tenants, UNITIL Service Corp. and E&H.	Exhibit C-21 Form U5B File No. 30 - 1
C-19	Purchase Agreement dated November 30, 1993 for the 6.75% Notes due November 30, 2023.	Exhibit 4.18 1993 Form 10-K File No. 1-8858

AGREEMENT made as of September 10, 1985, among Concord Electric Company, a New Hampshire corporation, Exeter & Hampton Electric Company, a New Hampshire corporation, UNITIL Service Corp., a New Hampshire corporation, and UNITIL Power Corp., a New Hampshire corporation, and UNITIL Corporation ('UNITIL"), a New Hampshire corporation, ("AFFILIATE" companies or collectively, the "AFFILIATES"). Whenever it is intended to include UNITIL in the context of the affiliated group, the term "CONSOLIDATED AFFILIATE" or "CONSOLIDATED AFFILIATES" may be used, and when reference is to the affiliated group as a collective tax paying unit the term "Group" may be used.

WHEREAS, UNITIL owns at least 80 percent of the issued and outstanding shares of each class of voting common stock of each of the AFFILIATES: each of the CONSOLIDATED AFFILIATES is a member of the affiliated group within the meaning of section 1504 of the Internal Revenue Code of 1954, as amended (the "Code"), of which UNITIL is the common parent corporation; and UNITIL proposes to include each of the AFFILIATES in filing a consolidated income tax return for the calendar year 1985;

NOW, THEREFORE, UNITIL and the AFFILIATES agree as follows:

- 1. Consolidated Return Election. If at any time and from time to time UNITIL so elects, each of the AFFILIATES will join in the filing of a consolidated Federal income tax return for the calendar year 1985 and for any subsequent period for which the Group is required of permitted to file such a return. UNITIL and its affiliates agree to file such consents, elections and other documents and to take such other action as may be necessary or appropriate to carry out the purposes of this Section 1. Any period for which any of the AFFILIATES is included in a consolidated Federal income tax return filed by UNITIL is referred to in the Agreement as a "Consolidated Return Year".
- 2. AFFILIATES' Liability to UNITIL for Consolidated Return Year. Prior to the filing of each consolidated return by UNITIL each of the AFFILIATES included therein shall pay to UNITIL the amount, if any, on the Federal income tax for which the AFFILIATES would have been liable for that year, computed in accordance with Treasury Regulations, section 1.1552-1(a)(2)(ii) as though that AFFILIATE had filed a separate return for such year, giving the effect to any net operating loss carryovers, capital loss carryovers, investment tax credit carryovers, foreign tax carryovers or other similar items, incurred by that AFFILIATE for any period ending on or before the date of this Agreement.

The foregoing allocation of Federal income tax liability is being made in accordance with Treasury Regulations, sections 1.1552-1(a)(2) and 1.1502-33(d)(2)(ii), and no amount shall be allocated to any CONSOLIDATED AFFILIATE in excess of the amount permitted under Treasure Regulations, section 1.1502-33(d)(2)(ii). Accordingly, after taking into account the allocable portion of the Group's Federal income tax liability, no amount shall be allocated to any CONSOLIDATED AFFILIATE in excess of the amount permitted in accordance with Treasury Regulations, section 1.1502-33(d)(2)(ii).

3. UNITIL Liability to Each Affiliate for Consolidated Return Year. If for any Consolidated Return Year, any AFFILIATE included in the consolidated return filed by UNITIL for such year has available a net operating loss, capital loss, foreign tax credit, investment tax credit or similar items (computed by taking into account carryovers of such items from periods ending on or before the date of this Agreement) that reduces the consolidated tax liability of the Group below the amount that would have been payable if that AFFILIATE did not have such item available, UNITIL shall pay the amount of the reduction attributable to such AFFILIATE prior to the filing of the consolidated return for such year.

The amount of the reduction shall be equal to a portion of the excess of (i) the total of the separate return tax liabilities

of each of the CONSOLIDATED AFFILIATES computed in accordance with Section 2 of this Agreement, over (ii) the Federal income tax liability of the Group for the year. The portion of such reduction attributable to an AFFILIATE shall be computed by multiplying the total reduction by a fraction, the numerator of which is the value of the tax benefits contributed by the AFFILIATE to the Group and the denominator of which is the value of the total value of such benefits contributed by all CONSOLIDATED AFFILIATES during the year.

For purposes of the foregoing paragraph a deduction of credit generated by a CONSOLIDATED AFFILIATE which is in excess of the amount required to eliminate its separate tax return liability but which is utilized in the computation of the Federal income tax liability of the Group shall be deemed to be a tax benefit contributed by the CONSOLIDATED AFFILIATE to the Group. The value of a deduction which constitutes such a benefit shall be determined by applying the current corporate income tax rate, presently 46 percent, to the amount for the deduction. The value of a credit that constitutes such a benefit shall be the tax savings, currently 100 percent thereof. The value of capital losses used to offset capital gains shall be computed at the then current rate appliable to capital gains for corporations.

- 4. Payment of Estimated Taxes. Prior to the paying and filing of estimated consolidated tax declaration by UNITIL, each of the AFFILIATES included in such estimated tax declaration shall pay to UNITIL the amount, if any, of the estimated Federal income tax for which the AFFILIATE would have been liable for that year, computed as though that AFFILIATE had filed a separate estimated tax declaration for such year.
- 5. Tax Adjustments. In the event of any adjustments to the consolidated tax return as filed (by reason of an amended return, a claim for refund of an audit by the Internal Revenue Service), the liability, if any, of each of the AFFILIATES under Sections 2, 3, and 4 shall be redetermined to give effect to any such adjustment as if it had been made as part of the original computation of tax liability, and payments between UNITIL and the appropriate AFFILIATES shall be made within 120 days after any such payments are made or refunds are received, or, in the case of contested proceedings, within 120 days after a final determination of the contest.

Interest and penalties, if any, attributable to such an adjustment shall be paid by each AFFILIATE to UNITIL in proportion to the increase in such AFFILIATE'S separate return tax liability that is required to be paid to UNITIL, as computed under Section 2.

- 6. Subsidiaries of Affiliates. If at any time, any of the AFFILIATES acquire or creates one or more subsidiary corporations that are includable corporations of the Group, they shall be subject to this Agreement and all references to the AFFILIATES herein shall be interpreted to include such subsidiaries as a group.
- 7. Successors. This Agreement shall be binding on and inure to the benefit of any successor, by merger, acquisition of assets or otherwise, to any of the parties hereto (including but not limited to any successor of UNITIL or any of the AFFILIATES succeeding to the tax attributes of such corporation under Section 381 of the Code) to the same extent as if such successor had been an original party to this Agreement.
- 8. Affiliates' Liability for Separate Return Years. If any of the AFFILIATES leaves the Group and files separate Federal income tax returns, within 120 days of the end of each of the first fifteen taxable years for which it files such returns, it shall pay to UNITIL the excess, if any, of (A) Federal income tax that such AFFILIATE would have paid for such year (on a separate return basis giving the effect to its net operating loss carryovers) if it never had been a member of the Group, over (B) the amount of Federal income tax such AFFILIATE has actually paid or will actually pay for such years.
- 9. Examples of Calculations. Attached hereto and made part hereof, as "Appendix A to Tax Sharing Agreement By and Between UNITIL Corporation and Its Affiliated Companies", are illustrated examples of the matters contained herein.

IN WITNESS WHEREOF, the duly authorized representatives of the parties hereto have set their hands this tenth day of September, 1985.

UNITIL CORPORATION

By /s/ Michael J. Dalton its President

EXETER & HAMPTON ELECTRIC COMPANY

By /s/ Michael J. Dalton its President

CONCORD ELECTRIC COMPANY

By /s/ Douglas K. Macdonald its President

UNITIL POWER CORP.

By /s/ Michael J. Dalton its President

UNITIL SERVICE CORP.

By /s/ Peter J. Stulgis its President

APPENDIX A TO TAX SHARING AGREEMENT BY AND BETWEEN UNITIL CORPOARATION AND ITS AFFILIATED COMPANIES

The allocation agreement follows the Internal Revenue Service Regulations for "basic" and "supplemental" allocation of consolidated return liability and benefits.

The "basic" method used to allocate UNITIL'S liability shown on the consolidated return is provided by Internal Revenue Code Section 1552(a) and provides for allocation based on the amount of tax liability calculated on a separate return basis.

The "supplemental" method provides that the tax savings of credits and deductions in excess of the amount of the individual company can use, but which can be used in consolidations, is allocated among the members supplying the savings and the benefiting members reimburse them.

For example, assume that a three member group has consolidated tax liability of \$200,000 and \$100,000 respectively. The individual members, A, B, and C have separate return taxable income (loss) of \$150,000, \$100,000, and \$(50,000) and the individual members have separate return liabilities of \$75,000, \$50,000, and none, respectively. (Loss members are deemed to have a zero tax liability.) Under the proposed method, the Individual tax liability and benefit is allocated as follows:

Member	Α	В	С
Taxable Income (Loss)	\$150,000	\$100,000	\$(50,000)
Separate Tax Liability	75,000	50,000	none
Percent of Total (\$125,000)	60%	40%	0%
Consolidated Tax Allocation	60,000	40,000	none
Separate Tax Liability	75,000	50,000	0
Less Consolidated Tax	60,000	40,000	0
	15,000	10,000	0
	100%	100%	
Supplemental Allocation	15,000	10,000	0
Benefits paid to C	\$(15,000)	\$(10,000)	\$(25,000)

Regulation 1.1502-33(d) provides the "supplemental" method of allocating tax liability in order to permit members to receive reimbursement for contributing tax deductions or credits to the group. The method adopted by the Company and outlined at Regulation 1.1502-33(2)(ii) provides for immediate reimbursement for the tax year involved. The steps are as follows:

- (1) Tax liability is allocated to the members by the basic method outlined above.
- (2) Each member with a separate company tax will be allocated 100% of the excess of its separate return liability over its share of the consolidated liability under step (1).
- (3) The amounts allocated to benefiting members under Step 2 are credited to the members supplying the capital losses, deductions, credits or other items to which the savings are attributable. For this purpose an amount generated by a member which is in its own separate return tax liability and which is utilized in the computation of the Federal income tax liability of the group shall be deemed to be a tax benefit contributed by the member to the group.

In some years the Step 2 savings to be credited may be less than the total tax savings items available for use. In such a case, the savings shall be attributed to tax savings items in the order that they are used on the consolidated return and in an amount equal to the savings actually realized.

Under this method, capital losses would normally be used first to the extent there are capital gains, since these items are netted in order to reach income, and are used before any deductions or credits are taken into account. The value of the capital loss would be the current rate of tax for capital gain income of the loss. The next item to be used would be deductions resulting in a current year operating loss, and these would be valued at the marginal rate of tax on the income they This is normally 46 percent under current law, but would be less for income under \$100,000, which falls in to the graduated tax brackets under Reg.1.1502-33(d)(2), the amount of each graduated rate bracket is apportioned equally by dividing that amount by the number of corporations that where members of the group. Additionally, an alternative is to allocate the amount of each graduated rate bracket based on an election made be each of the companies' and including with that year's tax return. Operating loss carryovers would be used next, and finally credits would be used. Credits will be valued at 100 percent, since they result in dollar for dollar savings. Whe the total amount of an item is not used, the savings will be allocated to each member in proportion to his share of the total of that benefit available from all members of the consolidated group.

(4) Benefiting members will reimburse the other members prior to the filing of the consolidated tax return.

A more complicated Situation is presented when there are several loss companies. Assume that the facts are the same as above except that there are three loss companies: C, D, and E with the following tax savings items:

	С	D	E
Capital Loss	0	5,000	0
Current Operating Loss	5,000	0	3,000
Operating Loss Carryover	0	10,000	0
Credits	4,000	8,000	4,000

Allocation of the \$25,000 benefit from Step 2 would proceed as follows:

	С	D	E	Remaining Benefit
Capital Gains @ 28% Current Operating Loss	0	1,400	0	23,600
Offsetting 46% Income Operating Loss Carryover	2,300	0	1,380	19,920
Offsetting 46% Income		4,600		15,320

Thus companies A and B would reimburse C, D and E for the above amounts. There will be credit carryovers for C, D, and E of \$170, \$340, and \$170, respectively.

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#### Separate Return Liability

The Allocations and reimbursements outline above use the concept of a "separate return tax liability" as a starting point for allocations. This liability is the amount which a member of the affiliated group would pay of it filed a separate return. It is calculated in three basic steps.

- (1) The rules for consolidated return deferred accounting, inventory adjustments, basis determination, basis adjustments, excess losses, earnings and profits, and obligations of members must be applied.
- (2) Intercompany dividends are eliminated and no dividend received or paid deduction is allowed on intercompany dividends.
- (3) Adjustments are made for specific items used in the consolidated return which must be divided by some equitable method among the members.

The third step is the subject of this part of the Appendix. Two different approaches may be taken for the apportionment of the limits, deductions, and exemptions used to reach tax liability.

It is recognized that each company is a part of an affiliated group, and that all credits, deductions and limitations must be apportioned in some equitable manner.

#### Specific Apportionments

- (1) Carryovers. On a consolidated basis, items such as operating losses, capital losses, and contributions will be used first from the current year and then carried forward from the oldest year forward until exhausted. It is the intention of the Tax Sharing Agreement, for allocation and reimbursement purposes, that a member shall use its own carryovers first before it is required to reimburse another member for use of its carryover in consolidation, without regard for the fact that the tax regulations for consolidated returns may require a different order.
- (2) Contribution Deduction. The amount of the contribution deduction is limited to 10% of consolidated taxable income. Thus the amount allowable may exceed the actual contributions. In order to avoid having a consolidated contribution carryover which is not owned by a member, each member agrees that its deduction be limited to its proportionate share on a separate return basis of the consolidated contribution deduction in a given year, rather than 10% of its separate return income, and that any contribution in excess of such amount be treated as its own carryover.

If the consolidated deduction is greater than the separate deductions of the profitable members (thus permitting a deduction for contributions of a loss member) the excess allowable deduction will be allocated to the loss members in proportion to the excess allowable over their available contributions.

#### Contribution Illustration

Example A	Α	В	С	Consolidated
Income before contributions Contributions - current - carryover - available	12,000 400 300 700	100 25 25 50	(5,600) 100 100	6,500
10% Limit Allowable on SR basis Allowable by agreement Carryover by agreement	1,200 644	10 6		650
- current - prior	0 56	19 25	100	
Taxable income	11,356	94	(5,600)	5,850
Example B	Α	В	С	Consolidated
Income before contributions Contributions - current only	12,000 200	(100) 50	(5,400) 200	6,500
10% Limit Available on SR basis Excess deduction allowable	200			650 200 250
Allocation by agreement Carryover by agreement		50 50	200 200	
Taxable income	11,800	(150)	(5,600)	6,050

- (3) Tax Brackets. The members agree that the brackets will first be applied equally to the members with ordinary income. If the allocated amount exceeds income, the excess can be reapplied equally to the other members with remaining income.
- (4) I.T.C. Limitation. The limitation on 100% utilization of investment tax credit provided by Internal Revenue Code S46(a)(3), currently \$25,000, will be allocated equally among the members with tax liability and available credits, with any excess to be allocated equally to those with remaining liability and credits.
- (5) I.T.C. Limit for Used Property. The limitations on used property cost deemed eligible for investment credit, currently \$215,000, will be allocated equally among the companies that have used property acquisitions with a ten year recovery life in any year. If a member is unable to utilize all of its allocated amount the excess will be allocated proportionately to the members with used property acquisitions in excess of their allocated share. If there are insufficient ten year recovery life assets, the remainder will be allocated to five year recovery life assets in a similar manner. Likewise, if there are not enough ten and five year recovery life assets, the remainder of the \$100,000 limitation will be allocated equally to members having three year recovery life used property additions.
- (6) Future Developments. Any credits, deductions, or other items established by future legislation will be allocated in a manner consistent with the above methods.

The foregoing examples are for illustrative purposes and are not intended to cover all possible situations that may arise.

Exhibit F Supporting Schedules

Report of Independent Public Accounts

To Unitil Corporation

We have audited the consolidated balance sheet and consolidated statement of capitalization of Unitil Corporation and subsidiaries as of December 31, 1995, and the related consolidated statement of earnings, cash flows and changes in common stock equity for the year then ended, included in the 1995 annual report to the shareholders and incorporated by reference in this Form U5S. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of Unitil Corporation and subsidiaries as of December 31, 1995, and the consolidated results of their operations and their consolidated cash flows for the year then ended, in conformity with generally accepted accounting principles.

Grant Thornton LLP

Boston, Massachusetts February 9, 1996

Exhibit G Financial Data Schedules - See Exhibits 27.1 through 27.5

Exhibit H Organizational Chart - Not Applicable

Exhibit I Majority Owned Associate Company - Not Applicable

#### **SIGNATURE**

Each undersigned system company has duly caused this annual report to be signed on its behalf by the undersigned, thereunto duly authorized pursuant to the requirements of the Public Utility Holding Company Act of 1935.

UNITIL CORPORATION By /s/ Peter J. Stulgis Peter J. Stulgis Chairman of the Board & Chief Executive Officer

UNITIL SERVICE CORPORATION By /s/ Peter J. Stulgis Peter J. Stulgis President

UNITIL RESOURCES, INC. By /s/ George R. Gantz George R. Gantz President

CONCORD ELECTRIC COMPANY
EXETER & HAMPTON ELECTRIC COMPANY
FITCHBURG GAS AND ELECTRIC LIGHT COMPANY
By /s/ Michael J. Dalton
Michael J. Dalton

President

UNTIL REALTY CORP. By /s/ Gail A. Siart Gail A. Siart President

UNITIL POWER CORP. By /s/ James G. Daly James G. Daly President

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OPUR1
DEC-31-1995
JAN-01-1995
DEC-31-1995
YEAR
PER-BOOK
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129,494,461 42,448 23,617,937 58,547,438 211,702,284 32,822,674 1,299,176 29,772,939 63,894,789 3,773,900 225,000 62,211,000 2,700,000 0 0 1,294,000 3,732,947 741,832 73,128,816 211,702,284 156,670,204 4,134,826 138,310,753 142,445,579 14,224,625 (216,860)14,007,765 5,638,969 8,368,796 283,749 8,085,047

5,495,124

1.88 1.85

5,149,221 17,017,836

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OPUR1
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PER-BOOK

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6.26 6.26

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OPUR1
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01 CONCORD ELECTRIC COMPANY DEC-31-1995 JAN-01-1995 DEC-31-1995 YEAR PER-BOOK

> 27,159,897 23,827 5,442,479 5,533,252 0 38, 159, 455 1,426,854 0 8,565,542 9,992,783 215,000 225,000 13,402,000 2,766,803 0 0 682,000 0 0 10,875,869 38, 159, 455 44,678,105 557,806 41,447,013 42,004,819 2,673,286 (18, 337)2,654,949 1,294,987 1,359,962 32,205 1,327,757 0 1,229,270 1,698,545

10.08

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03
FITCHBURG GAS AND ELECTRIC LIGHT COMPANY
DEC-31-1995
JAN-01-1995
DEC-31-1995
YEAR
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33,671,416
                                       2,542,600
                                                                  0
                                       34,000,000
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         0
          0
                                    0
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                 302,840
                      46,615,344
                      123,587,674
                           62,819,428
                                         2,829,606
                          51,327,927
                          54, 157, 533
        8,661,895
                                     (47,388)
 8,614,507
       3,225,249
                                                        5,389,258
                            172,943
  5,216,315
                            2,564,406
                                     11,591,664
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4.19 4.19 04 UNITIL POWER CORP. DEC-31-1995 JAN-01-1995 DEC-31-1995 YEAR PER-BOOK

> 0 0 10,418,382 10,418,382 101,000 0 221,451 322,451 0 0 0 0 0 0 0 0 0 10,095,931 10,418,382 71,755,219 22,524 71,840,309 71,862,833 (107,614)(7) (107,621) (143, 344)35,723 0 35,723 0 0 (500, 501)357.23 357.23