



Unitil Corporation

Corporate Governance Guidelines and Policies of the Board of Directors

Unitil Corporation is committed to comprehensive and effective corporate governance practices. The Board believes that good corporate governance is the foundation to ensuring that Unitil Corporation is operated in an honest, transparent, and ethical manner and in the best interest of shareholders and other stakeholders. Accordingly, the Board has unconditionally adopted the following set of Corporate Governance Guidelines and Policies of the Board (the “Guidelines”) to assist Directors in the pursuit of superior Board function, effectiveness, communication and transparency in the governance of the Company. The Board and the Company believe that the ethical character, integrity and principles of the Board and senior management remain the most important safeguards of good corporate governance.

These Guidelines represent the current view of the Board of Directors on governance and should not be viewed as rigid restraints. The Company will continue to monitor new developments and regulations, and will adopt changes and institute new policies and procedures as appropriate. These Guidelines are reviewed regularly and are subject to modification from time to time by the Board of Directors.

Directors’ Responsibilities

The Board shall be responsible for oversight of the management of the property, business and affairs of the Corporation. The Board is hereby vested in such management with all the powers which the Corporation itself possesses so far as such delegation of power is not incompatible with the provisions of the By-Laws of the Company or the statutes of the State of New Hampshire.

In the pursuit of excellence in corporate governance, members of the Board are expected to:

- fulfill their fiduciary duties to the Company and its shareholders with proper oversight of the development of Company policy and strategy, and assessment of the Company’s operational effectiveness and financial strength;
- apply superior business judgment and leadership, and effectively exercise the duties of loyalty and care for the benefit of all stakeholders (shareholders, customers, employees) of the Company;
- avoid any conflict of interest;
- promote a high standard of personal integrity and adhere to the letter and spirit of Unitil’s Code of Ethics; and

- challenge management to commit to the highest attainable goals, and hold management accountable for its commitments.

Director Independence

- A majority of the members of the Board of Directors, as well as all members of the Audit, Compensation, and Nominating and Governance Committees shall meet the independence requirements as defined in Section 303A of the New York Stock Exchange Listed Company Manual and all other applicable regulations.
- Guided by this requirement, the Board has formally adopted an independence criterion which is applied during the Board's annual independence review and affirmation. Under these criteria, the members of the Board who qualify as independent shall be free from any relationship that would interfere with the exercise of independent judgment as a member of the Board. An independent Director is one for whom the Board has affirmatively determined that he or she, individually or through a member of his or her immediate family, does not have or has not had management responsibility with the Company or otherwise been affiliated with the Company for the past three years and who has no material relationship with the Company, either directly or as a partner, shareholder or officer of an organization with such a relationship with the Company. This definition generally allows the Board the discretion to determine, on a case-by-case basis, what constitutes a "material relationship" with the Company. The Board exercises this discretion in a manner that is consistent with applicable New York Stock Exchange regulations and standards.

Board Structure & Functioning

- Article III of the Company's By-Laws provide for a Board of between nine and fifteen Directors divided into three classes, each class being as nearly equal in number as possible, and each with their respective terms of office arranged so that the term of office of one class expires in each year, at which time a corresponding number of Directors is elected for a term of three years.
- Directors are not subject to specific term limits. Due to the complexity and highly regulated nature of the utility business, the increasing insight and experience that a director is able to develop over a period of time is valued. A lengthy tenure on the Board provides an increasing contribution to the Board and is therefore in the best interest of shareholders. The Board is, however, subject to de-facto term limits through the mandatory retirement age policy, which is discussed in greater detail on the following pages of these Guidelines. Independent members of the Board who also serve as chief executive officer or in an equivalent position at a company other than Unitil shall not serve on more than two boards of public companies in addition to the Board of Unitil. Other members of the Board shall not serve on more than three boards of public companies in addition to the Board of Unitil. Service on boards of non-profit organizations, other industry associations, and community or civic groups is not limited.
- The Unitil Board shall also serve as the Board for each of the Company's subsidiary distribution companies.
- The Board shall have full access to all members of management.

Access to Independent Advisors

- The Board of Directors has the authority to independently retain, engage, or obtain the advice of outside legal counsel, special consultants or other experts or advisors (each, an “Advisor”) to advise the Board on various matters as it may deem appropriate or necessary in its sole discretion; direct responsibility for the appointment, terms of retention, and oversight of the work of any Advisor retained by the Board; and sole authority to determine appropriate funding to be provided by the Company for the compensation of an Advisor retained by the Board.

Board Meetings

- The Unitil Board shall meet a minimum of four times annually at regularly scheduled meetings. The Board of Directors shall approve the schedule of meetings for the following year at the October Board meeting. Additional meetings may be scheduled as needed.
- Serving on the Board of Directors involves a significant time commitment. Directors are expected to attend all Board meetings, as well as meetings of the Committees upon which they serve. Directors are expected to manage their commitments in order to devote adequate time and attention to properly discharge their responsibilities. All meetings shall include sufficient time for full and open discussion.
- Materials which are prepared for the Directors’ full understanding of the agenda items to be discussed at the Board meeting shall be provided at least five business days in advance of the meeting to allow Directors sufficient time for review and preparation.
- Telephone participation in regularly scheduled Board meetings is generally discouraged, unless extraordinary circumstances are present. Telephone participation in non-regularly scheduled meetings and emergency meetings is permitted without exception.

Meetings in Executive Session

- The members of the Board have the opportunity, if desired, to meet in executive session, without members of management present in conjunction with each meeting of the Board, or at any other time at the Board’s discretion. The Lead Director presides at the meetings in executive session. In addition, at every committee meeting, each committee of the Board has the opportunity to meet in executive session, if desired.

Committees of the Board

- The standing committees of the Board shall include the Audit Committee, Compensation Committee, Executive Committee, and the Nominating and Governance Committee. Each committee shall be comprised of at least three members of the Board of Directors. The Audit, Compensation and Nominating and Governance committees shall consist solely of directors who are not officers of the Company and are independent as currently defined by the Securities and Exchange Commission and the New York Stock Exchange.

- Each committee shall have a written charter that details the responsibilities of the committee. Each committee shall review its charter on an annual basis and make appropriate revisions, as needed. Each committee shall approve its own charter in principle, and the Board will ratify all charters on an annual basis.

Selection of Committee Members and Committee Chairs

- The Executive Committee will review, following the annual meeting of shareholders, and at other times as necessary, management's proposal for committee membership. Committees will be appointed by the Board upon recommendation of the Executive Committee at the first meeting following the annual meeting of shareholders, and at other times as necessary. It is policy for each independent Director to have at least one committee assignment, as appropriate.
- The Company's By-Laws provide that each committee may elect a chairman, and a secretary, when appropriate, at its first meeting after the first Board meeting following the annual meeting of shareholders, to serve during the ensuing 12 months.
- The Board does not have a specific policy with regard to rotation of committee membership. While rotating committee assignments will be considered periodically, committee rotation is not mandatory as there are significant benefits attributable to continuity and experience gained for service on a particular committee(s). The Board believes that the advantage of those benefits is the individual strengths and talents of Board members are utilized in the most effective manner.

Director Candidate Criteria and Selection Process of the Nominating and Governance Committee

- The Nominating and Governance Committee will from time to time recommend to the Board the desired number of Board members. The Company's By-Laws currently limit the number of Directors to a minimum of nine and a maximum of fifteen.
- The Nominating and Governance Committee will review the number of Directors, if any, expected to retire within the next year and establish the required selection criteria and desired qualifications of director nominees for the replacement of retiring directors based upon the needs of the Company at the time, or the anticipated needs of the Company in the near future.
- The Nominating and Governance Committee will also review the Board Skills Matrix with regard to professional experience, skill sets, and attributes of current Board members, and identify any gaps or potential gaps based upon the needs of the Company at the time, or the anticipated needs of the Company in the future.
- Minimum criteria for director nominees are that he or she must possess the ability to apply good business judgment and must be in a position to properly exercise his or her duties of loyalty and care. Candidates with potential conflicts of interest will be disqualified, and those who do not meet independence criteria will be identified and evaluated on a case-by-case basis. In addition to independence criteria, the Nominating and Governance Committee will consider criteria including integrity, judgment, proven leadership capabilities, business experience, areas of expertise, availability for service, factors relating to the composition of the Board, such as size and structure, and also the Company's practices and principles concerning diversity. The Board

seeks to include diversity of backgrounds, perspectives, experience and skills among its members. The Nominating and Governance Committee will consider these criteria for nominees identified by the Committee, by other directors, by shareholders, or through some other source.

- The Nominating and Governance Committee will conduct a preliminary assessment of each proposed nominee based upon resume and biographical information, an indication of the individual's willingness to serve, and other background information. This information is evaluated against the criteria set forth above as well as the specific needs of the Company at the time. Based upon a preliminary assessment of the candidate(s), those who appear best suited to meet the needs of the Company may be invited to participate in a series of interviews, which will be used for further evaluation. On the basis of information learned during this process, the Nominating and Governance Committee will determine the nominee(s) to recommend to the Board for consideration and approval to submit to shareholders for election at the next annual meeting.
- The subsequent procedure is followed for the selection of nominees to be recommended to the Board :
 - (1) Determine the skills, experience, geographic location, and other pertinent attributes desired for new directors. Those persons with potential conflicts of interest or limitations on independence should be identified and disqualified. The Company's auditors, attorneys and consultants will be disqualified.
 - (2) Establish a timeline for the selection process and designate the Board meeting at which the candidates' names should be presented.
 - (3) Solicit names of proposed candidates from the Nominating and Governance Committee as well as other Board members, or if necessary, an outside source. After reviewing the list of candidates, the Nominating and Governance Committee will agree on the candidate(s) to approach.
 - (4) A Nominating and Governance Committee member or members, or a designated representative appointed by the Committee, will approach the prospective candidate(s) and determine his or her availability and/or interest without an expressed or implied commitment from the Company.
 - (5) The Chairman of the Board and the members of the Nominating and Governance Committee will meet with selected candidate(s) in a series of interviews to determine suitability.
 - (6) The Chairman of the Nominating and Governance Committee will issue a formal invitation to the selected candidate(s) for election as a Board Member, subject to Board approval, at an upcoming meeting. The candidate(s) should be available for introduction to and election by shareholders at the next annual meeting.

New Director Orientation

- New directors shall attend an orientation program consisting of a day-long presentation covering the different aspects of the Company with various management personnel. The Company's business segments, strategic plans, financial statements, significant financial, accounting and legal issues, compliance plans and business conduct and ethics policies will be reviewed. All new directors shall be provided with information and management presentations for future reference. The program shall be presented to the new director in a private venue

with the new director meeting individually with the management participants throughout the day.

- New directors may request any additional information that they feel is relevant, desirable, or helpful to them as a member of the Board at the time of the orientation program or anytime thereafter.

Directors' Compensation

- In setting Directors' compensation, the significant amount of time that Directors dedicate to the fulfillment of their duties to the Company and its shareholders, as well as the skill-level required, are considered. Compensation paid to directors at comparable peer group companies within the utility industry is also considered and used for benchmarking and evaluation purposes. The Directors' current compensation consists of a combination of cash and stock-based compensation to align Directors' interests with those of the Company's shareholders, as well as to attract and retain qualified candidates to serve on the Board.
- Directors' compensation is reviewed by the Nominating and Governance Committee annually and approved by the Board.

Retirement Policy

- The Board of Directors has a mandatory retirement age policy that stipulates no person is eligible to be nominated as a candidate for director, or for reelection to an additional term as part of the slate of directors proposed by the Company, if he or she has reached the age of 75, or if he or she shall reach the age of 75 at any time during the applicable calendar year of nomination. A director reaching age 75 during a current term may complete the service of that term, but must retire upon the expiration of the term during which he or she reaches age 75.

Stock Ownership Policy

- All Board members must own shares of Unitil stock in the equivalent value of three times the current annual cash retainer. Shares of restricted stock and restricted stock units will be counted towards this total. The initial phase in period for this requirement is January 1, 2013 until January 1, 2016. New Directors who have joined or will join the Board after January 1, 2013, will have four years from the date of first election by shareholders to obtain the required shares of stock.

Director Resignation Policy

- A Director shall tender his or her resignation if he or she should receive a "withhold" vote greater than 50% of the shares voted at the annual meeting of shareholders in an uncontested election. If an incumbent Director fails to receive the required vote for re-election, the Nominating and Governance Committee will act on an expedited basis to determine whether to accept the Director's resignation and will submit such recommendation for prompt consideration by the Board. The Director whose resignation is under consideration shall abstain

from participating in any decision regarding that resignation. The Nominating and Governance Committee and the Board may consider any factors they deem relevant in deciding whether to accept a Director's resignation.

- The Board shall nominate for election or re-election as Director only candidates who agree to tender, promptly following the annual meeting at which they are on the meeting ballot for election or re-election, irrevocable resignations that will be effective upon (i) the failure to receive the required vote at the annual meeting at which they face re-election and (ii) Board acceptance of such resignation. In addition, the Board shall fill board seat vacancies and new directorships only with candidates who agree to tender, promptly following their appointment to the Board, the same form of resignation tendered by other Directors in accordance with this Board Policy.

Annual Board & Committee Self-Evaluation

- The Board shall conduct an annual self-evaluation (the "Evaluation") on key Board and general committee-related issues. The Evaluation is designed to facilitate thoughts and elicit opinions regarding various issues facing the industry, the Company, the Board as a whole, as well as to facilitate assessment and discussion by the entire Board with regard to its effectiveness as a group in fulfilling its responsibilities and to identify areas for improvement, if applicable.
- The Executive Committee will approve the Evaluation format and questions annually, and will communicate the responses to the full Board. The calculation of responses will be handled confidentially by the Corporate Secretary.

Management Succession Planning

- Due to the critical importance of executive leadership to the success of the Company, the Board shall oversee the succession planning process to ensure that effective plans are in place for succession of the Chief Executive Officer, as well as other senior management and key positions within the Company. The applicable plan shall address contingencies such as the retirement, departure, death, disability, or other untimely departure of the Chief Executive Officer and/or other members of senior management for a smooth transition on both an interim and long-term basis.

Insider Trading Guidelines

- Officers, directors and 10% shareholders are considered to be public company insiders, and those individuals have certain reporting responsibilities for transactions involving Company stock under Section 16(a) of the Securities Exchange Act of 1934. Company insiders are prohibited from engaging in any transaction involving Unital Common Stock during a period of restriction, which includes five business days preceding and five business days following any announcement of material financial consequence, or any other period determined at the Company's discretion.
- Company insiders are required to know their reporting responsibilities. Insiders must notify the Company prior to making any allowable transaction involving Unital Common Stock, and

promptly report any and all transactions involving Unitil Common Stock to the Securities and Exchange Commission.

Evaluation of Transactions with Related Persons

- Transactions between the Company or one or more of its subsidiaries and one or more related persons may present risks or conflicts of interest, or the appearance of conflicts of interest. The Company's Code of Ethics requires all employees, officers and directors, without exception, to avoid engagement in activities or relationships that conflict, or would be perceived to conflict, with the Company's interests or adversely affect its reputation. It is understood, however, that certain relationships or transactions may arise that would be deemed acceptable and appropriate upon full disclosure of the transaction, following review and approval to ensure there is a legitimate business reason for the transaction, and that the terms of the transaction are no less favorable to the Company than could be obtained from an unrelated person.
- As a result, this procedure requires that all related person transactions and all material terms of the transactions must be communicated to the Audit Committee, including, but not limited to, the approximate dollar value of the amount involved in the transaction, and all the material facts as to the related person's direct or indirect interest in, or relationship to, the related person transaction. Each related person transaction, and any material amendment or modification to any related person transaction, shall be reviewed and approved or ratified by the Audit Committee annually.

Communication with the Board

- The Company's Board of Directors has a process by which shareholders and other interested parties may communicate with the Board. Any shareholder or other interested party desiring to communicate with the Board, a specified committee, or a specified individual Director, including the Lead Director, may do so in writing by sending a letter addressed to:

c/o Corporate Secretary
Unitil Corporation
6 Liberty Lane West
Hampton, NH 03842

or via email to the following address: whitney@unitil.com

- All mail addressed to the Board, a specified committee, or a specified individual Director, including the Lead Director, is screened for security purposes and to ensure that the communication relates to discrete business matters that are relevant to the Company. The Corporate Secretary has been instructed by the Board to promptly forward communications that satisfy the screening criteria to the appropriate Director(s).

Shareholder Nomination of Director Candidates

- Nominations of persons for election to the Board may be made by any shareholder of the Company entitled to vote for the election of directors at the annual meeting. Nominations by

shareholders of the Company must be made in compliance with all procedures set forth in Article IV – *Nomination of Directors* of the Company’s By-Laws.

- Additionally, the Nominating and Governance Committee will consider qualified candidates for *possible nomination* that are recommended by shareholders. Candidates must meet minimum criteria as set forth in the section of these Guidelines entitled “Director Candidate Criteria and Selection Process of the Nominating and Governance Committee” in order to be deemed a qualified candidate for consideration. Shareholders wishing to make such a *recommendation* may do so by sending the following information to the Nominating and Governance Committee, c/o Corporate Secretary, 6 Liberty Lane West, Hampton, NH 03842:
 - name of the candidate with brief biographical information and resume
 - contact information for the candidate and a document evidencing the candidate’s willingness to serve as a director if elected
 - a signed statement as to the submitting shareholder’s current status as a shareholder and the number of shares currently held

Annual Meeting of Shareholders

- Article I of the Company’s By-Laws provides that the annual meeting of shareholders shall be held on a date within the last two weeks of April of each year as a majority of the Board of Directors, in their discretion, shall determine annually.
- At any meeting, the holders of record of a majority of the shares entitled to vote at the meeting, present in person or by proxy, shall constitute a quorum.
- Article I of the Company’s By-Laws provides for statutory voting.
- Members of the Board are strongly encouraged to attend the annual meeting of shareholders, although there is no formal requirement to attend.

Independent Registered Public Accounting Firm

- The Company’s independent registered public accounting firm is Deloitte & Touche LLP (“Deloitte”). Deloitte has been formally engaged by the Audit Committee. The Audit Committee has full oversight of Deloitte during the term of its engagement as the Company’s independent registered public accounting firm.

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