Unitil

FINANCIAL AND STRATEGIC UPDATE

August 2, 2022

Forward-Looking Statements and Use of Non-GAAP Measures

This presentation contains “forward-looking statements” within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. All statements, other than statements of historical fact, included in this presentation are forward-looking statements. These forward-looking statements include statements regarding Unitil Corporation’s (“Unitil”) financial condition, results of operations, capital expenditures, business strategy, regulatory strategy, market opportunities, and other plans and objectives. In some cases, forward-looking statements can be identified by words such as “may,” “will,” “should,” “expects,” “plans,” “anticipates,” “believes,” “estimates,” “predicts,” “potential” or “continue”, the negative of such terms, or other comparable terminology.

These forward-looking statements are neither promises nor guarantees, but involve risks and uncertainties that could cause the actual results to differ materially from those set forth in the forward-looking statements. Those risks and uncertainties include: the coronavirus (COVID-19) pandemic, which could adversely impact Unitil’s business, financial conditions, results of operations and cash flows, including by disrupting Unitil’s employees’ and contractors’ ability to provide ongoing services to Unitil, by reducing customer demand for electricity or natural gas, or by reducing the supply of electricity or natural gas; Unitil’s regulatory and legislative environment (including laws and regulations relating to climate change, greenhouse gas emissions and other environmental matters); fluctuations in the supply of, demand for, and the prices of energy commodities and transmission capacity and Unitil’s ability to recover energy commodity costs in its rates; customers’ preferred energy sources; severe storms and Unitil’s ability to recover storm costs in its rates; declines in the valuation of capital markets, which could require Unitil to make substantial cash contributions to cover its pension obligations, and Unitil’s ability to recover pension obligation costs in its rates; general economic conditions, which could adversely affect (i) Unitil’s customers and, consequently, the demand for Unitil’s distribution services, (ii) the availability of credit and liquidity resources and (iii) certain of Unitil’s counterparty’s obligations (including those of its insurers and lenders); Unitil’s ability to obtain debt or equity financing on acceptable terms; increases in interest rates, which could increase Unitil’s interest expense; restrictive covenants contained in the terms of Unitil’s and its subsidiaries’ indebtedness, which restrict certain aspects of Unitil’s business operations; variations in weather, which could cause unanticipated changes in demand for Unitil’s distribution services; long-term global climate change, which could cause unanticipated changes in customer demand or cause extreme weather events that could disrupt Unitil’s electric and natural gas distribution services; cyber-attacks, acts of terrorism, acts of war, severe weather, a solar event, an electromagnetic event, a natural disaster, the age and condition of information technology assets, human error, or other factors could disrupt Unitil’s operations and cause Unitil to incur unanticipated losses and expense; outsourcing of services to third parties, which could expose Unitil to substandard quality of service delivery or substandard deliverables, which may result in missed deadlines or other timeliness issues, non-compliance (including with applicable legal requirements and industry standards) or reputational harm, which could negatively impact our results of operations; catastrophic events; numerous hazards and operating risks relating to Unitil’s electric and natural gas distribution activities; Unitil’s ability to retain its existing customers and attract new customers; increased competition; unforeseen or changing circumstances, which could adversely impact the reduction of company-wide greenhouse gas emissions; other presently known or unforeseen factors; and other risks detailed in Unitil's filings with the Securities and Exchange Commission, including those appearing under the caption "Risk Factors" in Unitil's most recently filed Annual Report on Form 10-K.

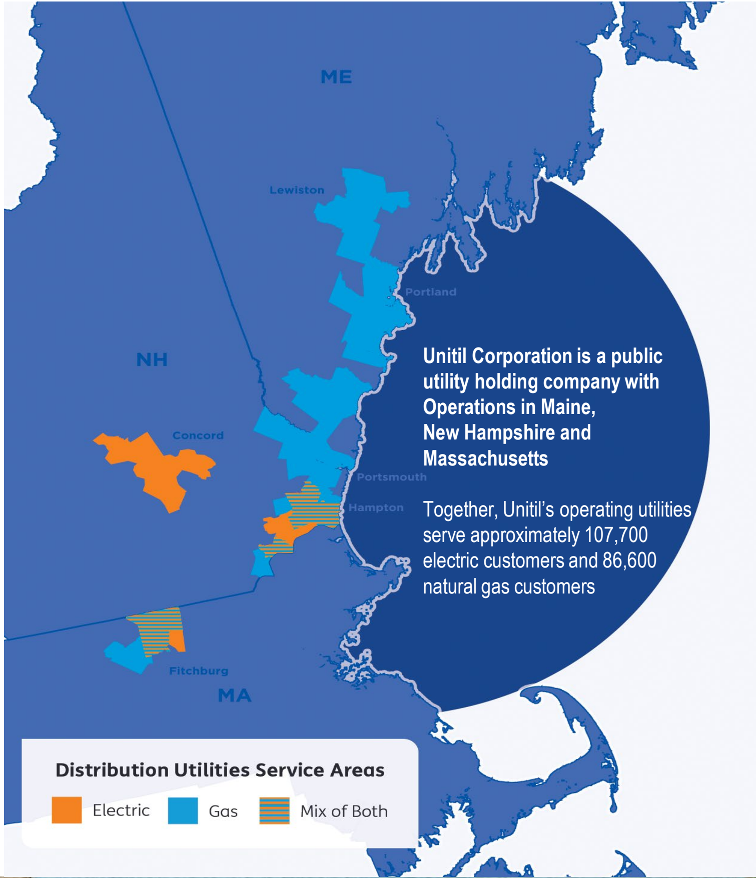
Readers should not place undue reliance on any forward looking statements, which speak only as of the date they are made. Except as may be required by law, Unitil undertakes no obligation to update any forward-looking statements to reflect any change in Unitil’s expectations or in events, conditions, or circumstances on which any such statements may be based, or that may affect the likelihood that actual results will differ from those set forth in the forward-looking statements.

This presentation contains Non-GAAP measures. The Company’s management believes these measures are useful in evaluating its performance. Reconciliations of Non-GAAP financial measures to the most directly comparable GAAP financial measures can be found herein.

About Unitil

Pure play New England utility creating long-term sustainable value

- **Providing local electric and natural gas service in attractive service areas along the New Hampshire and Maine Seacoast**
  - Growing customer base supported by ongoing conversions from other fuels
  - Strong regional economic growth continues
- **Robust investment opportunities in electric and natural gas infrastructure**
  - Investments including grid modernization, resiliency, and renewable resources are well aligned with sustainability strategies
  - Investing in enabling technologies will allow for a more sustainable and efficient energy system
- **Industry leading customer service and operational excellence in both electric and natural gas operations**
- **Stable long-term expected earnings growth**
  - Strong regulatory and legislative support
  - Earnings unaffected by commodity cost fluctuations
  - Distribution revenues largely decoupled from changing sales volumes due to weather or economic conditions



Financial Results and Strategic Update

Strong financial results and continued execution of strategic plan

Strong Financial Results

- Quarterly Net Income of $4.9 million or $0.30 per share
- Year-to-Date Net Income of $26.4 million or $1.65 per share
  - $0.21 per share increase compared to 2021 partially driven by successful rate case outcomes in New Hampshire

Successful Rate Case Outcomes in New Hampshire

- Demonstrating supportive regulatory jurisdiction
- Full decoupling for both electric and gas divisions in New Hampshire and Massachusetts

Expected Long-Term EPS Growth Rate of 5% - 7%

- Growth somewhat above the upper end of the range for the next two years

Continued Operational Excellence

- Customer Satisfaction and Employee Satisfaction metrics among industry leaders

Solid Capital Investment Outlook

- Expected long-term Rate Base growth of 6.5% - 8.5%

Embedding Sustainability

- Committed to reducing Company-wide greenhouse gas emissions by at least 50% by 2030, and achieving net-zero emissions by 2050
- New Hampshire law effective June 24, 2022 allows up to 5% of gas supply to be sourced with RNG and recovery of associated investment
- The 2022 Sustainability and Responsibility report will be published in October

Successful Rate Case Outcomes in New Hampshire

Outcomes further strategic objectives and implements revenue decoupling

Unitil Energy (NH Electric) order approving settlement agreement received on May 3rd, 2022

- Annual distribution revenue increase of $5.9 million effective June 1st, 2022
- Revenue decoupling mechanism and Time-Of-Use rate structure approved
- Return on Equity of 9.2% and equity ratio of 52%
- Rate plan recovering non-growth investments approved in separate docket
    - First step took effect August 1st 2022 producing additional revenue of $1.3 million

Northern (NH Gas) order approving settlement agreement received on July 20th, 2022

- Annual distribution revenue increase of $6.1 million effective August 1st, 2022
- Revenue decoupling mechanism approved
- Return on Equity of 9.3% and equity ratio of 52%
- Rate plan recovering non-growth investments pending approval in a separate docket

Outcomes reflect strong relationship with regulators with combined award of $13.3 million currently in effect, revenue decoupling mechanisms approved, and support for recovery of post test-year investments

Decoupled Electric Customers

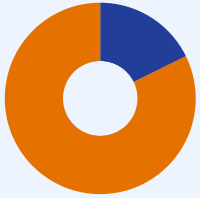
Effectively 100% of electric customers now decoupled (1)

Decoupled Gas Customers

60% of gas customers now decoupled, up from less than 20% (1)

Total Customers - Decoupled

82% of total customers now decoupled as a result of NH rate cases (1)

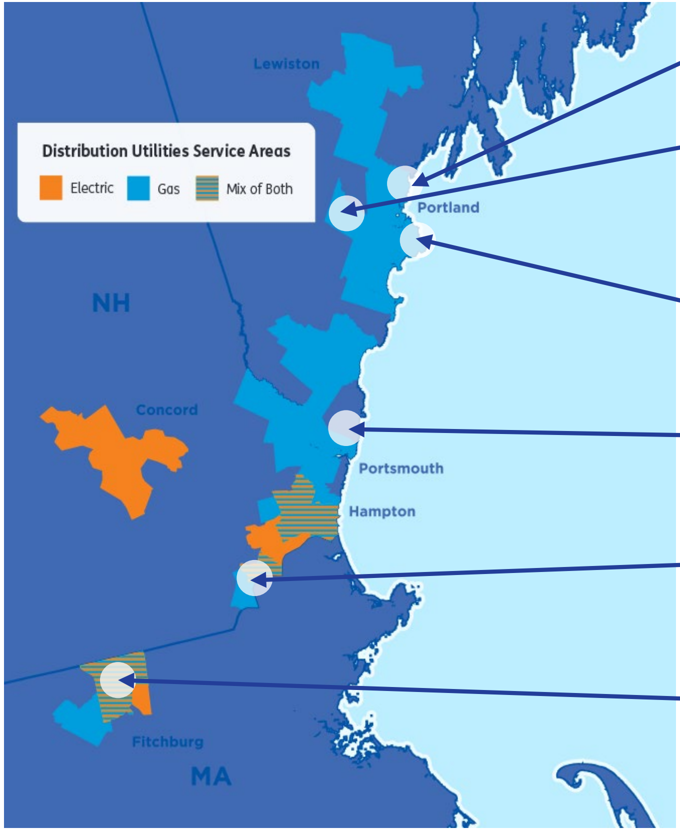


Decoupled | Non-Decoupled

(1) Calculated based on customer counts as of December 31st, 2021

Robust Economic Development Within Our Service Areas

Approximately $8.0 billion of development projects within our service areas will add thousands of new customers(1)



Portland is the largest city North of Boston and has $1.4 billion of new projects including apartments and hotels, mixed-use commercial space, and medical facilities

Westbrook ME project, Rock Row, is an emerging 110 acre campus development that will add ~750 residential units and ~1 million sq. feet of mixed-use commercial space

Scarborough, ME project, the Downs, is a 524-acre mixed-use community with hundreds of new residential units and about 2 million sq. feet of commercial space

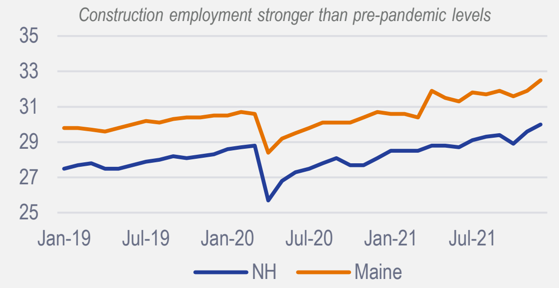
Portsmouth Naval Shipyard was recently awarded $1.7 billion for an expansion project creating new jobs for years to come

Salem NH project, Tuscan Village, includes an additional 500,000 sq. feet of retail space, 600 residential units, and a medical facility

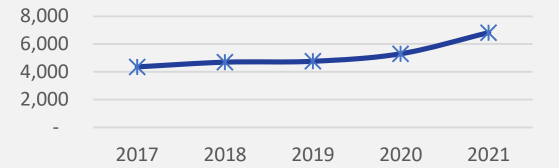
New Amazon distribution center will bring hundreds of jobs spurring additional economic activity in the area

Service Area State	New Development (1)
Massachusetts	$0.2 Billion
New Hampshire	$2.5 Billion
Maine	$5.3 Billion
Total	**$8.0 Billion**

Construction Employment (2) (in thousands)



Maine Residential Permits (3)



(1) New development is either planned or underway, is limited only to the Company's service area and excludes civil construction projects. Data sourced from Construct Connect Insight
(2) Source: Bureau of Labor Statistics
(3) Source: U.S. Census Bureau

Long-Term Organic Growth Opportunities

Desirable service areas, low cost growth opportunities and natural gas price advantage

New Hampshire ranked #2 in "The Best States to Live in for 2022"

- Highlights include ranked #1 for low Crime, #1 in Opportunity, #4 in the Natural Environment and #5 in the Economy (US News)
- Historically low unemployment rate

On-the-main penetration of approximately 62%

- Allows for continued low-cost customer conversions and reduced emissions

Cold winter weather in our service areas requires heat sources that maintain effectiveness

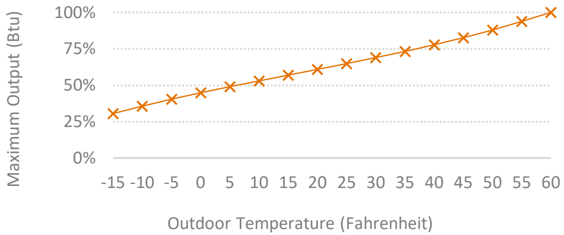
- Stand-alone electric heat pumps are not sufficient during New England's coldest winter days

Favorable regulatory development in high growth jurisdictions

- NH recently passed law that protects consumer energy choice by prohibiting towns and municipalities from barring or restricting the use of any available utility service or commercially available heating or energy system
- NH passed law in June 2022 that allows up to 5% of gas supply to be sourced with RNG and permits recovery of associated investment

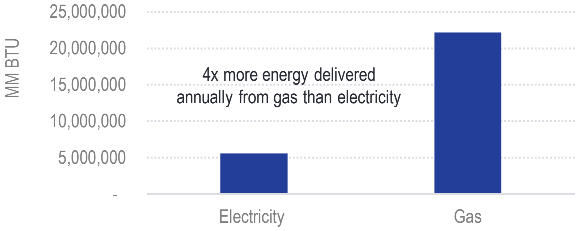
Heat Pump Output

Heat pumps become ineffective during New England winters where the temperature frequently falls below 10°F. Pairing heat pumps with natural gas is the cleanest and most affordable option.

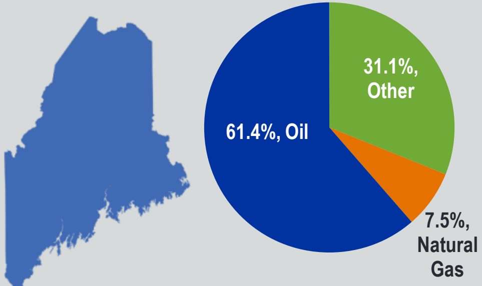


Unitil Delivered Energy

Gas infrastructure delivers significant energy while maintaining affordability; delivers ~7x more energy compared to electric system during winter months despite having fewer customers.

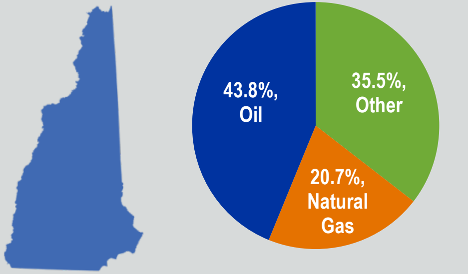


Maine



Maine has the highest percentage of homes heated with fuel oil in the nation

New Hampshire



New Hampshire has the second highest percentage of homes heated with fuel oil in the nation

Second Quarter and Year-to-Date Financial Results

Net Income and Earnings Per Share

Second quarter 2022 Net Income of $4.9 million, or $0.30 per share

- Net Income increase of $2.2 million, or $0.12 per share, relative to second quarter 2021
- Higher earnings is the result of higher sales margins supported by successful rate case outcomes

Year-to-Date 2022 Net Income of $26.4 million, or $1.65 per share

- Net Income increase of $4.8 million, or $0.21 per share, relative to the first half of 2021
- Earnings growth reflect higher distribution rates partially offset by higher depreciation, amortization and operating expenses

	Three Months Ended June 30		Six Months Ended June 30	
	2022	2021	2022	2021
Net Income ($ millions)	$4.9	$2.7	$26.4	$21.6
Earnings Per Share	$0.30	$0.18	$1.65	$1.44

Volume and Adjusted Gross Margin Variances

Year-to-Date variances in units, customers, and adjusted gross margin

Electric		
Unit Sales	**Customers**	**Adjusted Gross Margin[1]**
Flat to Prior Year	0.5% Increase	0.4% Increase

Unit Sales

- Higher C&I unit sales of 1.2% supported by customer growth
- Residential down slightly to prior year in part due to cooler weather
- Electric distribution revenue fully decoupled as of 06/01/2022

Adjusted Gross Margin Increase $0.2 Million

- Higher rates and customer growth partially offset by the unfavorable effect on sales from cooler weather

Gas		
Unit Sales	**Customers**	**Adjusted Gross Margin[1]**
3.3% Increase	1.0% Increase	10.2% Increase

Unit Sales

- Higher unit sales of 3.3% sales
- Weather normalized sales increased 0.9%[2]
- Weather slightly unfavorable to normal on a degree day basis

Adjusted Gross Margin Increase $7.4 Million

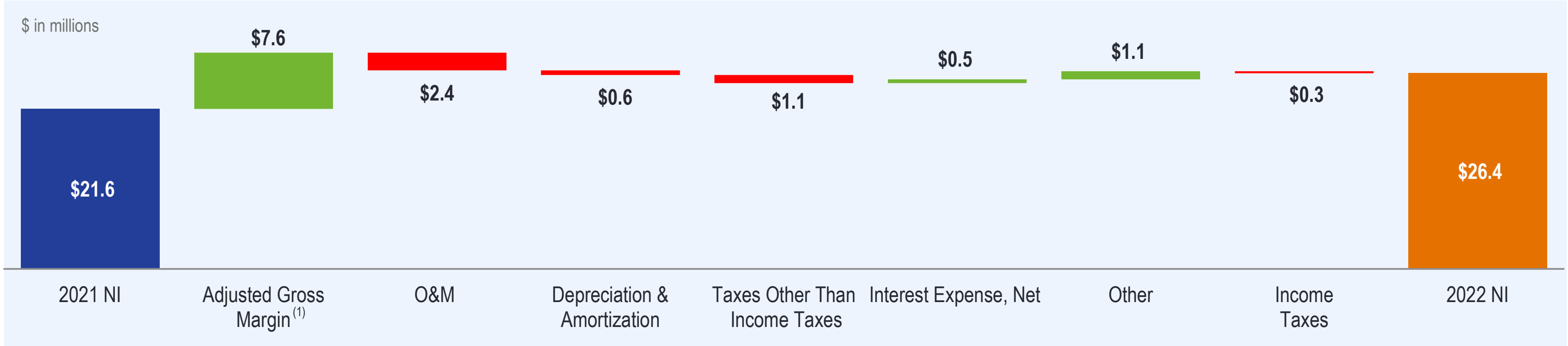
- Higher rates, customer growth and colder winter weather
- Weather slightly colder than prior year on a degree day basis

(1) Adjusted gross margin is a non-GAAP financial measure. Reconciliations from non-GAAP financial measures to GAAP financial measures are provided at the end of the presentation
(2) Weather normal unit sales exclude decoupled sales

Year-to-Date Earnings Reconciliation

Variances to prior period earnings

- **Adjusted Gross Margin**[(1)] increased $7.6 million as a result of higher rates, colder winter weather, and customer growth
- **Operating and Maintenance Expenses** increased $2.4 million largely due to higher labor costs and professional fees partially offset by lower utility operating costs
- **Depreciation and Amortization** increased $0.6 million reflecting higher levels of utility plant in service, partially offset by lower depreciation rates resulting from the rate case order received for the Company's electric distribution subsidiary in New Hampshire
- **Taxes Other Than Income Taxes** increased $1.1 million reflecting higher local property taxes on higher utility plant in service and higher payroll taxes
- **Net Interest Expense** decreased $0.5 million reflecting lower interest on long-term debt, partially offset by higher interest on short-term borrowings
- **Other Expenses** decreased $1.1 million reflecting lower retirement benefit costs
- **Income Taxes** increased $0.3 million reflecting higher pre-tax earnings in the period partially offset by the flow back of excess Accumulated Deferred Income Taxes per regulatory orders received in New Hampshire



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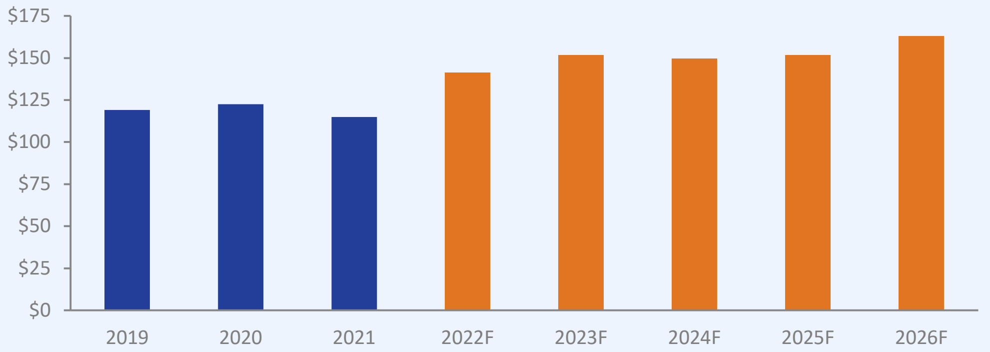
Investment Plan

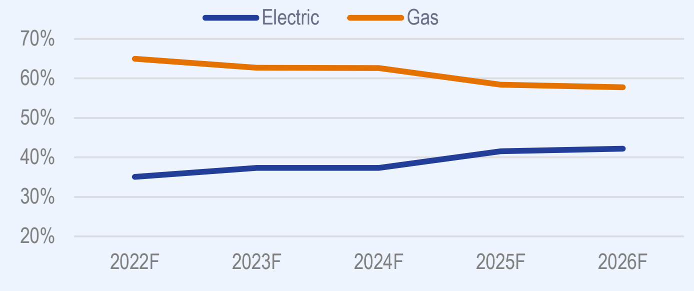
Maintaining investment plan to support, expand, and modernize utility infrastructure

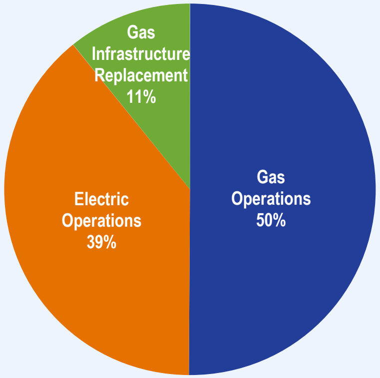
Actual and Forecast Capital Investment[1]



- Forecasting total investment of about $755 million over the next five years supporting continued rate base growth consistent with historical growth of 6.5% to 8.5%
  - Roughly 30% increase in coming five years planned capital investment over the prior five years
- Investment mix between gas and electric divisions becoming increasingly balanced
- Potential upside for strategic projects being investigated with a focus on advanced energy systems and clean energy solutions

Five-Year Investment Mix





(1) Forecast capital investment estimates include capitalized non-service retirement benefit costs which aren't reflected as investing activity for GAAP financial statements

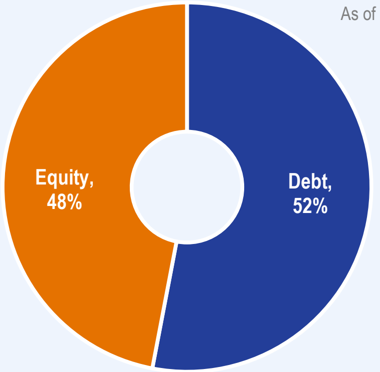
Increasing the Dividend Rate

Increased quarterly dividend to $0.39 per share or $1.56 on annualized basis(1)

Annual Dividend Increase(1)

Balanced Capital Structure

As of June 30, 2022



Accelerating rate of dividend increase while maintaining a strong balance sheet

- Increased the annualized common dividend by $0.04 per share in 2022 after several years of $0.02 per share annual increases
- Dividend increase reflects confidence in ability to execute on strategic plan
- Evaluate option to further accelerate dividend growth in future years as payout ratio declines

Balancing dividend sustainability with capital investment opportunities

- Continue to target a long-term dividend payout ratio of 55% to 65%
- Decreasing payout ratio to support increasing investment plan while offering shareholders a steady and predictable return

$1.56
2022 Annualized Dividend(1)

60%
Dividend Payout Ratio(2)

55% - 65%
Long-Term Target Payout Ratio

(1) Quarterly dividends are subject to approval by Unitil's Board of Directors
(2) Reflects common dividends divided by earnings over the trailing twelve months ending June 30, 2022

Executing on Our Strategies

Earnings Growth	• On pace for earnings growth greater than stated long-term range of 5%-7% in 2022 • GAAP ROE of 9.5% consistent with authorized returns
Dividend Growth	• Dividend payout ratio within target range of 55% to 65%, enabling future growth acceleration
Regulatory Initiatives	• Comprehensive settlements approved by New Hampshire PUC in second quarter • Strategic investments included in rates • Strategic rate designs approved (decoupling, time-of-use)
Operational Excellence	• Customer and Employee Satisfaction among industry leaders • Electric reliability and gas response times remain strong
Sustainability	• Multiple avenues to meet carbon reduction goals • NH legislation enabling up to 5% RNG in supply portfolio • Scheduled to publish Sustainability report in October (reports published since 2019)

Continue to Deliver on Financial and Strategic Goals

The energy transition offers robust long-term investment opportunities

Transforming Customer Services and Energy Offerings

- Connecting customers with value adding products and services
- Accelerating customer adoption of clean energy technologies
- Promoting adoption of electric vehicles through investment in public charging infrastructure and time-of-use rates

Modernizing Electric and Natural Gas Infrastructure

- Investing in technologies that optimize system performance and offer savings for customers
- Reducing the frequency and duration of power outages while mitigating storm impacts
- Expanding and optimizing the connection of customer-owned clean energy resources

Accelerating the Clean Energy Transition

- Reducing direct company greenhouse gas emissions
- Investing in renewable energy projects where state regulations allow
- Pursuing renewable natural gas supply alternatives

Sustainable Value Creation

6.5% - 8.5%
Expected Long-Term Rate Base Growth

5% - 7%
Expected Long-Term EPS Growth

55% - 65%
Targeted Long-Term Dividend Payout Ratio

Fundamental Principles and Beliefs Underlying our Long-Term Strategy

- As a combination electric and gas distribution company operating in northern New England, Unitil is uniquely positioned to contribute to, and benefit from, evolving climate policies
- Net-Zero emissions commitment by 2050 reflects our goal to become a leader in environmental stewardship
- Advancing the electric grid will provide robust capital investment opportunities
- Natural gas, renewable natural gas, and gas distribution assets will play a vital role in ensuring clean, secure, low-cost energy

Appendix

GAAP Return on Average Common Equity

GAAP Return on Equity over the last twelve months

Company	Average Common Equity	LTM ROACE [(1)]
Northern Utilities	$244 Million	8.0%
Unitil Energy Systems	$112 Million	9.0%
Fitchburg Gas and Electric	$100 Million	10.0%
Granite State Gas	$21 Million	10.6%
Unitil Corporation	**$432 Million**	**9.5%**

(1) ROACE calculated by dividing last twelve months GAAP Net Income by Average Common Equity

Rate Relief Summary

Successful regulatory strategy resulting in awards from both capital trackers and rate cases

Company	Activity	Dollars (Millions)	Date Effective
Northern Utilities (New Hampshire)	Base Rate Case Increase	$6.1	Q3 2022
	Capital Tracker (Step Adjustment)	Pending Approval	Q3 2022 (expected)
Northern Utilities (Maine)	Capital Tracker	$1.5	Q2 2022
	Deferred Rate Case Item	$0.6	Q4 2022
Unitil Energy Systems	Base Rate Case Increase	$5.9	Q2 2022
	Capital Tracker (Step Adjustment)	$1.3	Q3 2022
Fitchburg (Electric)	Electric Capital Tracker Electric Grid Modernization	$1.6 $0.4	Q1 2022 Q2 2022
Fitchburg (Gas)	Gas Capital Tracker	$1.1	Q2 2022
Granite State Gas	Capital Tracker	$0.1	Q3 2021

GAAP Reconciliation of Adjusted Gross Margin

Three Months Ended June 30, 2022

Three Months Ended June 30, 2022 ($ millions)

	Electric	Gas	Non-Regulated and Other	Total
Total Operating Revenue	$ 54.3	$ 44.6	$ ---	$ 98.9
Less: Cost of Sales	(30.7)	(16.4)	---	(47.1)
Less: Depreciation and Amortization	(5.7)	(8.9)	(0.2)	(14.8)
GAAP Gross Margin	17.9	19.3	(0.2)	37.0
Depreciation and Amortization	5.7	8.9	0.2	14.8
Adjusted Gross Margin	$ 23.6	$ 28.2	$ ---	$ 51.8

Three Months Ended June 30, 2021 ($ millions)

	Electric	Gas	Non-Regulated and Other	Total
Total Operating Revenue	$ 56.6	$ 40.0	$ ---	$ 96.6
Less: Cost of Sales	(32.3)	(15.0)	---	(47.3)
Less: Depreciation and Amortization	(6.4)	(8.2)	(0.2)	(14.8)
GAAP Gross Margin	17.9	16.8	(0.2)	34.5
Depreciation and Amortization	6.4	8.2	0.2	14.8
Adjusted Gross Margin	$ 24.3	$ 25.0	$ ---	$ 49.3

GAAP Reconciliation of Adjusted Gross Margin

Six Months Ended June 30, 2022

Six Months Ended June 30, 2022 ($ millions)

	Electric	Gas	Non-Regulated and Other	Total
Total Operating Revenue	$ 143.5	$ 148.0	$ ---	$ 291.5
Less: Cost of Sales	(95.3)	(67.8)	---	(163.1)
Less: Depreciation and Amortization	(12.4)	(17.4)	(0.5)	(30.3)
GAAP Gross Margin	35.8	62.8	(0.5)	98.1
Depreciation and Amortization	12.4	17.4	0.5	30.3
Adjusted Gross Margin	$ 48.2	$ 80.2	$ ---	$ 128.4

Six Months Ended June 30, 2021 ($ millions)

	Electric	Gas	Non-Regulated and Other	Total
Total Operating Revenue	$ 116.7	$ 118.7	$ ---	$ 235.4
Less: Cost of Sales	(68.7)	(45.9)	---	(114.6)
Less: Depreciation and Amortization	(12.9)	(16.4)	(0.4)	(29.7)
GAAP Gross Margin	35.1	56.4	(0.4)	91.1
Depreciation and Amortization	12.9	16.4	0.4	29.7
Adjusted Gross Margin	$ 48.0	$ 72.8	$ ---	$ 120.8