

C. Financial health information, including:

1. Any increase, or requested increase, to bank lines of credit;
2. Any issuance of dividends, plans to issue dividends, increase in dividend amounts, and plans to increase dividend amounts;
3. Capital markets access; and
4. Credit rating agency actions.

Response Quarter 1 2021:

1. On September 15, 2020, the Company closed on and received long term funding for \$27.5mm at FGE, \$27.5mm at Unitil Energy Systems (“UES”) and \$40.0mm at Northern Utilities, Inc. (“NUI”), reducing each company’s short term borrowings, and providing sufficient liquidity over the near term. At this time the Company does not plan on requesting an increase to its bank lines of credit.
2. The Company will continue to analyze its dividend policy on a quarterly basis, but is unable to comment on specific forward-looking dividend plans.
3. The Company periodically meets with its primary lenders to discuss possible liquidity options. Those lenders have expressed their comfort with the Company’s financial strength and liquidity at this time. Actions of credit agencies as outlined in part 4 (below), however, could affect the terms the Company receives for a transaction.
4. On November 5, 2020 S&P Global (“S&P”) issued a research update revising its outlook on Unitil Corporation and its subsidiaries (including FGE) from “stable” to “negative.” S&P Global cited weaker economic conditions related to the COVID-19 pandemic, lower gas and electric sales margins due to warmer winter weather in 2020, and the Company’s capital spending plan as weighing in its revised outlook.¹ S&P affirmed its current BBB+ issuer credit ratings for each of Unitil Corp, UES, NUI, and FGE.

The negative outlook reflects the potential for lower ratings over the next 24 months if S&P believes the Company’s financial metrics will not improve. If the Company’s financial metrics do improve, S&P could revise its outlook from “negative” to “stable.” A negative outlook, as well lower ratings, could affect the Company’s access to capital markets at the favorable terms the Company has realized in recent issuances.

Lastly, notwithstanding its revised outlook, S&P assessed the Company’s liquidity as adequate, because its “sources are likely to cover its uses by more than 1.1x over the next 12 months, even if EBITDA declines by 10%.”²

¹ S&P Global Ratings, *Research Update: Unitil Corp. and Subsidiaries Outlooks Revised To Negative on Weaker Consolidated Financial Measures; Ratings Affirmed*, November 5, 2020, at 1.

² S&P Global Ratings, *Research Update: Unitil Corp. and Subsidiaries Outlooks Revised To Negative on Weaker Consolidated Financial Measures; Ratings Affirmed*, November 5, 2020, at 2.