## UNITIL CORPORATION AND SUBSIDIARY COMPANIES

## COMPUTATION OF EARNINGS PER AVERAGE COMMON SHARE OUTSTANDING (000's except for per share data) (UNAUDITED)

Three Months Ended March 31, (000's, except per share data) 2005 2004 Net Income \$2,710 \$2,806 Less: Dividend Requirements on Preferred Stock 39 59 Net Income Applicable to Common Stock \$2,671 \$2,747 Average Number of Common Shares Outstanding - Basic 5,533 5,494 16 15 Dilutive Effect of Stock Options and Restricted Stock Average Number of Common Shares Outstanding - Diluted 5,549 5,509 Earnings Per Share - Basic \$0.48 \$0.50 Earnings Per Share - Diluted \$0.48 \$0.50