## District of Columbia, Maryland, and Virginia Customer Choice Programs

# As of January 1, 2000

|               |             |            |             |             |             |            | Total       | Total       |             | District of | Columbia   | Mary        | land       | Virg        | jinia      |
|---------------|-------------|------------|-------------|-------------|-------------|------------|-------------|-------------|-------------|-------------|------------|-------------|------------|-------------|------------|
|               | District of | Columbia   | Mary        | /land       | Virg        | ginia      | System      | System      |             | Percentage  | Percentage | Percentage  | Percentage | Percentage  | Percentage |
|               | Residential | Commercial | Residential | Commercial  | Residential | Commercial | Residential | Commercial  | Total       | Residential | Commercial | Residential | Commercial | Residential | Commercial |
|               | A           | В          | С           | D           | E           | F          | G=A+C+E     | H=B+D+F     | I=G+H       | J=A/G       | K=B/H      | L=C/G       | M=D/H      | N=E/G       | O=F/H      |
| Customers     | 11,162      | 2,690      | 75,584      | 10,917      | 37,957      | 5,278      | 124,703     | 18,885      | 143,588     | 8.95%       | 14.24%     | 60.61%      | 57.81%     | 30.44%      | 27.95%     |
| Annual Therms | 13,297,315  | 32,003,930 | 77,710,325  | 131,848,220 | 37,654,495  | 76,048,115 | 128,662,135 | 239,900,265 | 368,562,400 | 10.34%      | 13.34%     | 60.40%      | 54.96%     | 29.27%      | 31.70%     |

## As of January 1, 2001

|               | District of | Columbia   | Mary        | /land       | Virg        | jinia      | Total<br>System | Total<br>System |             | Percentage  | Percentage | Percentage  | Percentage | Percentage  | Percentage |
|---------------|-------------|------------|-------------|-------------|-------------|------------|-----------------|-----------------|-------------|-------------|------------|-------------|------------|-------------|------------|
|               | Residential | Commercial | Residential | Commercial  | Residential | Commercial | Residential     | Commercial      | Total       | Residential | Commercial | Residential | Commercial | Residential | Commercial |
|               | A           | В          | С           | D           | E           | F          | G=A+C+E         | H=B+D+F         | I=G+H       | J=A/G       | K=B/H      | L=C/G       | M=D/H      | N=E/G       | O=F/H      |
| Customers     | 16,997      | 4,259      | 78,323      | 10,796      | 37,209      | 4,342      | 132,529         | 19,397          | 151,926     | 12.83%      | 21.96%     | 59.10%      | 55.66%     | 28.08%      | 22.38%     |
| Annual Therms | 17,453,935  | 51,341,995 | 79,485,320  | 126,525,060 | 36,168,580  | 55,027,765 | 133,107,835     | 232,894,820     | 366,002,655 | 13.11%      | 22.05%     | 59.71%      | 54.33%     | 27.17%      | 23.63%     |

## As of January 1, 2002

|           | District of | Columbia   | Man         | yland      | Viro        | inia       | Total<br>System | Total<br>System |         | Percentage  | Percentage | Percentage  | Percentage | Percentage  | Percentage |
|-----------|-------------|------------|-------------|------------|-------------|------------|-----------------|-----------------|---------|-------------|------------|-------------|------------|-------------|------------|
|           | Residential | Commercial | Residential | Commercial | Residential | Commercial | Residential     | Commercial      | Total   | Residential | Commercial | Residential | Commercial | Residential | Commercial |
|           | A           | В          | С           | D          | E           | F          | G=A+C+E         | H=B+D+F         | I=G+H   | J=A/G       | K=B/H      | L=C/G       | M=D/H      | N=E/G       | O=F/H      |
| Customers | 16,057      | 4,384      | 86,036      | 11,329     | 43,545      | 6,331      | 145,638         | 22,044          | 167,682 | 11.03%      | 19.89%     | 59.08%      | 51.39%     | 29.90%      | 28.72%     |
|           |             |            |             |            |             |            |                 |                 |         |             |            |             |            |             |            |
|           |             |            |             |            |             |            | As of January   | y 1, 2003       |         |             |            |             |            |             |            |

|           | District of | Columbia   | Mary        | land       | Virg        | jinia      | Total<br>System | Total<br>System |         | Percentage  | Percentage | Percentage  | Percentage | Percentage  | Percentage |
|-----------|-------------|------------|-------------|------------|-------------|------------|-----------------|-----------------|---------|-------------|------------|-------------|------------|-------------|------------|
|           | Residential | Commercial | Residential | Commercial | Residential | Commercial | Residential     | Commercial      | Total   | Residential | Commercial | Residential | Commercial | Residential | Commercial |
|           | A           | В          | С           | D          | E           | F          | G=A+C+E         | H=B+D+F         | I=G+H   | J=A/G       | K=B/H      | L=C/G       | M=D/H      | N=E/G       | O=F/H      |
| Customers | 27,434      | 4,563      | 95,113      | 12,482     | 71,420      | 7,404      | 193,967         | 24,449          | 218,416 | 14.14%      | 18.66%     | 49.04%      | 51.05%     | 36.82%      | 30.28%     |

## As of January 1, 2004

|           |             |            |             |            |             |            | Total       | Total      |         |             |            |             |            |             |            |
|-----------|-------------|------------|-------------|------------|-------------|------------|-------------|------------|---------|-------------|------------|-------------|------------|-------------|------------|
|           | District of | Columbia   | Mary        | land       | Virg        | inia       | System      | System     |         | Percentage  | Percentage | Percentage  | Percentage | Percentage  | Percentage |
|           | Residential | Commercial | Residential | Commercial | Residential | Commercial | Residential | Commercial | Total   | Residential | Commercial | Residential | Commercial | Residential | Commercial |
|           | A           | В          | С           | D          | E           | F          | G=A+C+E     | H=B+D+F    | I=G+H   | J=A/G       | K=B/H      | L=C/G       | M=D/H      | N=E/G       | O=F/H      |
|           |             |            |             |            |             |            |             |            |         |             |            |             |            |             |            |
| Customers | 21,570      | 4,490      | 82,455      | 11,898     | 66,994      | 7,248      | 171,019     | 23,636     | 194,655 | 12.61%      | 19.00%     | 48.21%      | 50.34%     | 39.17%      | 30.67%     |

## District of Columbia, Maryland, and Virginia Customer Choice Programs

## As of January 1, 2005

|           | District of                | f Columbia               | Mary        | yland               | Virg                | ginia               | Total<br>System       | Total<br>System      |         | Percentage                | Percentage               | Percentage                | Percentage               | Percentage                | Percentage               |
|-----------|----------------------------|--------------------------|-------------|---------------------|---------------------|---------------------|-----------------------|----------------------|---------|---------------------------|--------------------------|---------------------------|--------------------------|---------------------------|--------------------------|
|           | Residential                | Commercial               | Residential | Commercial          | Residential         | Commercial          | Residential           | Commercial           | Total   | Residential               | Commercial               | Residential               | Commercial               | Residential               | Commercial               |
|           | A                          | В                        | С           | D                   | E                   | F                   | G=A+C+E               | H=B+D+F              | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Sustomers | 16,232                     | 4,127                    | 74,644      | 11,411              | 62,008              | 6,845               | 152,884               | 22,383               | 175,267 | 10.62%                    | 18.44%                   | 48.82%                    | 50.98%                   | 40.56%                    | 30.58%                   |
|           |                            |                          |             |                     |                     |                     | As of Januar          | y 1, 2006            |         |                           |                          |                           |                          |                           |                          |
|           |                            |                          |             |                     |                     |                     | Total                 | Total                |         |                           |                          |                           |                          |                           |                          |
|           |                            | f Columbia               |             | yland               |                     | ginia               | System                | System               |         | Percentage                | Percentage               | Percentage                | Percentage               | Percentage                | Percentage               |
|           | Residential                | Commercial               | Residential | Commercial          | Residential         | Commercial          | Residential           | Commercial           | Total   | Residential               | Commercial               | Residential               | Commercial               | Residential               | Commercial               |
|           | A                          | В                        | C           | D                   | E                   | F                   | G=A+C+E               | H=B+D+F              | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Customers | 13,160                     | 4,359                    | 63,438      | 10,929              | 53,195              | 6,983               | 129,793               | 22,271               | 152,064 | 10.14%                    | 19.57%                   | 48.88%                    | 49.07%                   | 40.98%                    | 31.35%                   |
|           |                            |                          |             |                     |                     |                     |                       |                      |         |                           |                          |                           |                          |                           |                          |
|           |                            |                          |             |                     |                     |                     | As of Januar          | y 1, 2007            |         |                           |                          |                           |                          |                           |                          |
|           | District of                | f Columbia               | Man         | yland               | Vire                | ginia               | Total<br>System       | Total<br>System      |         | Percentage                | Percentage               | Percentage                | Percentage               | Percentage                | Percentage               |
|           | Residential                | Commercial               | Residential | Commercial          | Residential         | Commercial          | Residential           | Commercial           | Total   | Residential               | Commercial               | Residential               | Commercial               | Residential               | Commercial               |
|           | A                          | В                        | С           | D                   | E                   | F                   | G=A+C+E               | H=B+D+F              | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Customers | 12,632                     | 4,568                    | 59,347      | 11,963              | 49,315              | 7,754               | 121,294               | 24,285               | 145,579 | 10.41%                    | 18.81%                   | 48.93%                    | 49.26%                   | 40.66%                    | 31.93%                   |
|           |                            |                          |             |                     |                     |                     |                       |                      |         |                           |                          |                           |                          |                           |                          |
|           |                            |                          |             |                     |                     |                     | As of Januar          |                      |         |                           |                          |                           |                          |                           |                          |
|           | District of                | f Columbia               | Mon         | yland               | Vire                | ginia               | Total                 | Total<br>System      |         | Percentage                | Percentage               | Percentage                | Percentage               | Percentage                | Porcontago               |
|           | Residential                | Commercial               | Residential | Commercial          | Residential         | Commercial          | System<br>Residential | Commercial           | Total   | Residential               | Commercial               | Residential               | Commercial               | Residential               | Percentage<br>Commercial |
|           | A                          | B                        | C           | D                   | E                   | F                   | G=A+C+E               | H=B+D+F              | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Customers | 12,061                     | 4,496                    | 58,959      | 11,781              | 47,074              | 8,001               | 118,094               | 24,278               | 142,372 | 10.21%                    | 18.52%                   | 49.93%                    | 48.53%                   | 39.86%                    | 32.96%                   |
|           |                            |                          |             |                     |                     |                     |                       |                      |         |                           |                          |                           |                          |                           |                          |
|           |                            |                          |             |                     |                     |                     | As of Januar          | y 1, 2009            |         |                           |                          |                           |                          |                           |                          |
|           |                            |                          |             |                     |                     |                     | Total                 | Total                |         | -                         |                          | -                         |                          |                           |                          |
|           | District of<br>Residential | f Columbia<br>Commercial | Residential | yland<br>Commercial | Virg<br>Residential | ginia<br>Commercial | System<br>Residential | System<br>Commercial | Total   | Percentage<br>Residential | Percentage<br>Commercial | Percentage<br>Residential | Percentage<br>Commercial | Percentage<br>Residential | Percentage<br>Commercial |
|           | A                          | B                        | C           | D                   | E                   | F                   | G=A+C+E               | H=B+D+F              | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Customers | 11,915                     | 4,407                    | 59,265      | 11,509              | 45,749              | 7,931               | 116,929               | 23,847               | 140,776 | 10.19%                    | 18.48%                   | 50.68%                    | 48.26%                   | 39.13%                    | 33.26%                   |
|           |                            |                          |             |                     |                     |                     |                       |                      |         |                           |                          |                           |                          |                           |                          |

|           | District of                   | Columbia               | Мол                 | ulau d              | Vina                | inia               | Total                          | Total                         |         | Descentere                | Deveentere               | Demonsterne               | Deveentere               | Descentere                | Deveentere               |
|-----------|-------------------------------|------------------------|---------------------|---------------------|---------------------|--------------------|--------------------------------|-------------------------------|---------|---------------------------|--------------------------|---------------------------|--------------------------|---------------------------|--------------------------|
|           | District of<br>Residential    | Commercial             | Residential         | yland<br>Commercial | Virg<br>Residential | Commercial         | System<br>Residential          | System<br>Commercial          | Total   | Percentage<br>Residential | Percentage<br>Commercial | Percentage<br>Residential | Percentage<br>Commercial | Percentage<br>Residential | Percentage<br>Commercial |
|           | A                             | B                      | C                   | D                   | E                   | F                  | G=A+C+E                        | H=B+D+F                       | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Customers | 16,232                        | 4,127                  | 74,644              | 11,411              | 62,008              | 6,845              | 152,884                        | 22,383                        | 175,267 | 10.62%                    | 18.44%                   | 48.82%                    | 50.98%                   | 40.56%                    | 30.58%                   |
|           |                               |                        |                     |                     |                     |                    | As of January                  | ( 1, 2006                     |         |                           |                          |                           |                          |                           |                          |
|           |                               |                        |                     |                     |                     |                    |                                |                               |         |                           |                          |                           |                          |                           |                          |
|           | District of<br>Residential    | Columbia<br>Commercial | Mary<br>Residential | yland<br>Commercial | Virg<br>Residential | inia<br>Commercial | Total<br>System<br>Residential | Total<br>System<br>Commercial | Total   | Percentage<br>Residential | Percentage<br>Commercial | Percentage<br>Residential | Percentage<br>Commercial | Percentage<br>Residential | Percentage<br>Commercial |
|           | A                             | В                      | С                   | D                   | E                   | F                  | G=A+C+E                        | H=B+D+F                       | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Customers | 13,160                        | 4,359                  | 63,438              | 10,929              | 53,195              | 6,983              | 129,793                        | 22,271                        | 152,064 | 10.14%                    | 19.57%                   | 48.88%                    | 49.07%                   | 40.98%                    | 31.35%                   |
|           |                               |                        |                     |                     |                     |                    |                                |                               |         |                           |                          |                           |                          |                           |                          |
|           |                               |                        |                     |                     |                     |                    | As of January                  | / 1, 2007                     |         |                           |                          |                           |                          |                           |                          |
|           | District of Columbia Maryland |                        |                     |                     | Virg                |                    | Total                          | Total                         |         | Deveentere                | Deveentere               | Deveentere                | Deveentere               | Deveentere                | Deveoutorio              |
|           | Residential                   | Commercial             | Residential         | Commercial          | Residential         | Commercial         | System<br>Residential          | System<br>Commercial          | Total   | Percentage<br>Residential | Percentage<br>Commercial | Percentage<br>Residential | Percentage<br>Commercial | Percentage<br>Residential | Percentage<br>Commercial |
|           | A                             | B                      | C                   | D                   | E                   | F                  | G=A+C+E                        | H=B+D+F                       | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Customers | 12,632                        | 4,568                  | 59,347              | 11,963              | 49,315              | 7,754              | 121,294                        | 24,285                        | 145,579 | 10.41%                    | 18.81%                   | 48.93%                    | 49.26%                   | 40.66%                    | 31.93%                   |
|           |                               |                        |                     |                     |                     |                    |                                |                               |         |                           |                          |                           |                          |                           |                          |
|           |                               |                        |                     |                     |                     |                    | As of January                  | / 1, 2008                     |         |                           |                          |                           |                          |                           |                          |
|           | District of                   | Columbia               | Man                 | yland               | Virg                | linia              | Total<br>System                | Total<br>System               |         | Percentage                | Percentage               | Percentage                | Percentage               | Percentage                | Percentage               |
|           | Residential                   | Commercial             | Residential         | Commercial          | Residential         | Commercial         | Residential                    | Commercial                    | Total   | Residential               | Commercial               | Residential               | Commercial               | Residential               | Commercial               |
|           | A                             | В                      | С                   | D                   | E                   | F                  | G=A+C+E                        | H=B+D+F                       | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Customers | 12,061                        | 4,496                  | 58,959              | 11,781              | 47,074              | 8,001              | 118,094                        | 24,278                        | 142,372 | 10.21%                    | 18.52%                   | 49.93%                    | 48.53%                   | 39.86%                    | 32.96%                   |
|           |                               |                        |                     |                     |                     |                    |                                |                               |         |                           |                          |                           |                          |                           |                          |
|           |                               |                        |                     |                     |                     |                    | As of January                  | <b>/ 1, 2009</b>              |         |                           |                          |                           |                          |                           |                          |
|           | District of                   | Columbia               | Man                 | yland               | Virg                | linia              | Total<br>System                | Total<br>System               |         | Percentage                | Percentage               | Percentage                | Percentage               | Percentage                | Percentage               |
|           | Residential                   | Commercial             | Residential         | Commercial          | Residential         | Commercial         | Residential                    | Commercial                    | Total   | Residential               | Commercial               | Residential               | Commercial               | Residential               | Commercial               |
|           | A                             | В                      | С                   | D                   | E                   | F                  | G=A+C+E                        | H=B+D+F                       | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Customers | 11,915                        | 4,407                  | 59,265              | 11,509              | 45,749              | 7,931              | 116,929                        | 23,847                        | 140,776 | 10.19%                    | 18.48%                   | 50.68%                    | 48.26%                   | 39.13%                    | 33.26%                   |

|           | District of                   | Columbia               | Мол                 | ulau d              | Vina                | inia               | Total                          | Total                         |         | Descentere                | Deveentere               | Demonsterne               | Deveentere               | Descentere                | Deveentere               |
|-----------|-------------------------------|------------------------|---------------------|---------------------|---------------------|--------------------|--------------------------------|-------------------------------|---------|---------------------------|--------------------------|---------------------------|--------------------------|---------------------------|--------------------------|
|           | District of<br>Residential    | Commercial             | Residential         | yland<br>Commercial | Virg<br>Residential | Commercial         | System<br>Residential          | System<br>Commercial          | Total   | Percentage<br>Residential | Percentage<br>Commercial | Percentage<br>Residential | Percentage<br>Commercial | Percentage<br>Residential | Percentage<br>Commercial |
|           | A                             | B                      | C                   | D                   | E                   | F                  | G=A+C+E                        | H=B+D+F                       | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Customers | 16,232                        | 4,127                  | 74,644              | 11,411              | 62,008              | 6,845              | 152,884                        | 22,383                        | 175,267 | 10.62%                    | 18.44%                   | 48.82%                    | 50.98%                   | 40.56%                    | 30.58%                   |
|           |                               |                        |                     |                     |                     |                    | As of January                  | ( 1, 2006                     |         |                           |                          |                           |                          |                           |                          |
|           |                               |                        |                     |                     |                     |                    |                                |                               |         |                           |                          |                           |                          |                           |                          |
|           | District of<br>Residential    | Columbia<br>Commercial | Mary<br>Residential | yland<br>Commercial | Virg<br>Residential | inia<br>Commercial | Total<br>System<br>Residential | Total<br>System<br>Commercial | Total   | Percentage<br>Residential | Percentage<br>Commercial | Percentage<br>Residential | Percentage<br>Commercial | Percentage<br>Residential | Percentage<br>Commercial |
|           | A                             | В                      | С                   | D                   | E                   | F                  | G=A+C+E                        | H=B+D+F                       | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Customers | 13,160                        | 4,359                  | 63,438              | 10,929              | 53,195              | 6,983              | 129,793                        | 22,271                        | 152,064 | 10.14%                    | 19.57%                   | 48.88%                    | 49.07%                   | 40.98%                    | 31.35%                   |
|           |                               |                        |                     |                     |                     |                    |                                |                               |         |                           |                          |                           |                          |                           |                          |
|           |                               |                        |                     |                     |                     |                    | As of January                  | / 1, 2007                     |         |                           |                          |                           |                          |                           |                          |
|           | District of Columbia Maryland |                        |                     |                     | Virg                |                    | Total                          | Total                         |         | Deveentere                | Deveentere               | Deveentere                | Deveentere               | Deveentere                | Deveoutorio              |
|           | Residential                   | Commercial             | Residential         | Commercial          | Residential         | Commercial         | System<br>Residential          | System<br>Commercial          | Total   | Percentage<br>Residential | Percentage<br>Commercial | Percentage<br>Residential | Percentage<br>Commercial | Percentage<br>Residential | Percentage<br>Commercial |
|           | A                             | B                      | C                   | D                   | E                   | F                  | G=A+C+E                        | H=B+D+F                       | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Customers | 12,632                        | 4,568                  | 59,347              | 11,963              | 49,315              | 7,754              | 121,294                        | 24,285                        | 145,579 | 10.41%                    | 18.81%                   | 48.93%                    | 49.26%                   | 40.66%                    | 31.93%                   |
|           |                               |                        |                     |                     |                     |                    |                                |                               |         |                           |                          |                           |                          |                           |                          |
|           |                               |                        |                     |                     |                     |                    | As of January                  | / 1, 2008                     |         |                           |                          |                           |                          |                           |                          |
|           | District of                   | Columbia               | Man                 | yland               | Virg                | linia              | Total<br>System                | Total<br>System               |         | Percentage                | Percentage               | Percentage                | Percentage               | Percentage                | Percentage               |
|           | Residential                   | Commercial             | Residential         | Commercial          | Residential         | Commercial         | Residential                    | Commercial                    | Total   | Residential               | Commercial               | Residential               | Commercial               | Residential               | Commercial               |
|           | A                             | В                      | С                   | D                   | E                   | F                  | G=A+C+E                        | H=B+D+F                       | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Customers | 12,061                        | 4,496                  | 58,959              | 11,781              | 47,074              | 8,001              | 118,094                        | 24,278                        | 142,372 | 10.21%                    | 18.52%                   | 49.93%                    | 48.53%                   | 39.86%                    | 32.96%                   |
|           |                               |                        |                     |                     |                     |                    |                                |                               |         |                           |                          |                           |                          |                           |                          |
|           |                               |                        |                     |                     |                     |                    | As of January                  | <b>/ 1, 2009</b>              |         |                           |                          |                           |                          |                           |                          |
|           | District of                   | Columbia               | Man                 | yland               | Virg                | linia              | Total<br>System                | Total<br>System               |         | Percentage                | Percentage               | Percentage                | Percentage               | Percentage                | Percentage               |
|           | Residential                   | Commercial             | Residential         | Commercial          | Residential         | Commercial         | Residential                    | Commercial                    | Total   | Residential               | Commercial               | Residential               | Commercial               | Residential               | Commercial               |
|           | A                             | В                      | С                   | D                   | E                   | F                  | G=A+C+E                        | H=B+D+F                       | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Customers | 11,915                        | 4,407                  | 59,265              | 11,509              | 45,749              | 7,931              | 116,929                        | 23,847                        | 140,776 | 10.19%                    | 18.48%                   | 50.68%                    | 48.26%                   | 39.13%                    | 33.26%                   |

|           | District of | Columbia               | Mar         | yland               | Virc        | ginia               | Total<br>System        | Total<br>System       |         | Percentage                | Percentage               | Percentage                | Percentage               | Percentage                | Percentage               |
|-----------|-------------|------------------------|-------------|---------------------|-------------|---------------------|------------------------|-----------------------|---------|---------------------------|--------------------------|---------------------------|--------------------------|---------------------------|--------------------------|
|           | Residential | Commercial             | Residential | Commercial          | Residential | Commercial          | Residential            | Commercial            | Total   | Residential               | Commercial               | Residential               | Commercial               | Residential               | Commercial               |
|           | A           | В                      | С           | D                   | E           | F                   | G=A+C+E                | H=B+D+F               | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Customers | 16,232      | 4,127                  | 74,644      | 11,411              | 62,008      | 6,845               | 152,884                | 22,383                | 175,267 | 10.62%                    | 18.44%                   | 48.82%                    | 50.98%                   | 40.56%                    | 30.58%                   |
|           |             |                        |             |                     |             |                     | As of January          | y 1, 2006             |         |                           |                          |                           |                          |                           |                          |
|           | _           |                        |             |                     |             |                     | Total                  | Total                 |         | _                         | _                        | _                         | _                        | _                         | _                        |
|           |             | Columbia               |             | yland               |             | ginia<br>Commonsial | System                 | System                | Tetel   | Percentage                | Percentage               | Percentage                | Percentage               | Percentage                | Percentage               |
|           |             | Commercial<br>B        | Residential | Commercial          | Residential | Commercial<br>F     | Residential<br>G=A+C+E | Commercial<br>H=B+D+F | Total   | Residential<br>J=A/G      | Commercial<br>K=B/H      | Residential<br>L=C/G      | Commercial<br>M=D/H      | Residential<br>N=E/G      | Commercial<br>O=F/H      |
|           | ~           | D                      | 0           | D                   | L           | I                   | 0=ATOTE                |                       | 1-0111  | 0-//0                     |                          | L=0/0                     | W=0/11                   | N=L/O                     | 0-1711                   |
| Customers | 13,160      | 4,359                  | 63,438      | 10,929              | 53,195      | 6,983               | 129,793                | 22,271                | 152,064 | 10.14%                    | 19.57%                   | 48.88%                    | 49.07%                   | 40.98%                    | 31.35%                   |
|           |             |                        |             |                     |             |                     |                        |                       |         |                           |                          |                           |                          |                           |                          |
|           |             |                        |             |                     |             |                     | As of January          | y 1, 2007             |         |                           |                          |                           |                          |                           |                          |
|           | District of | Columbia               | Mar         | yland               | Virg        | ginia               | Total<br>System        | Total<br>System       |         | Percentage                | Percentage               | Percentage                | Percentage               | Percentage                | Percentage               |
|           | Residential | Commercial             | Residential | Commercial          | Residential | Commercial          | Residential            | Commercial            | Total   | Residential               | Commercial               | Residential               | Commercial               | Residential               | Commercial               |
|           | Α           | В                      | С           | D                   | E           | F                   | G=A+C+E                | H=B+D+F               | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Customers | 12,632      | 4,568                  | 59,347      | 11,963              | 49,315      | 7,754               | 121,294                | 24,285                | 145,579 | 10.41%                    | 18.81%                   | 48.93%                    | 49.26%                   | 40.66%                    | 31.93%                   |
|           |             |                        |             |                     |             |                     |                        |                       |         |                           |                          |                           |                          |                           |                          |
|           |             |                        |             |                     |             |                     | As of January          |                       |         |                           |                          |                           |                          |                           |                          |
|           |             | O a la mail da         |             |                     |             |                     | Total                  | Total                 |         | Description               | Denset                   | Dente                     | Dansat                   | Denset                    | Demo                     |
|           | Residential | Columbia<br>Commercial | Residential | yland<br>Commercial | Residential | ginia<br>Commercial | System<br>Residential  | System<br>Commercial  | Total   | Percentage<br>Residential | Percentage<br>Commercial | Percentage<br>Residential | Percentage<br>Commercial | Percentage<br>Residential | Percentage<br>Commercial |
|           | A           | B                      | C           | D                   | E           | F                   | G=A+C+E                | H=B+D+F               | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
|           |             | _                      | -           | _                   | _           | -                   |                        |                       |         |                           |                          |                           |                          |                           |                          |
| Customers | 12,061      | 4,496                  | 58,959      | 11,781              | 47,074      | 8,001               | 118,094                | 24,278                | 142,372 | 10.21%                    | 18.52%                   | 49.93%                    | 48.53%                   | 39.86%                    | 32.96%                   |
|           |             |                        |             |                     |             |                     |                        |                       |         |                           |                          |                           |                          |                           |                          |
|           |             |                        |             |                     |             |                     | As of January          | y 1, 2009             |         |                           |                          |                           |                          |                           |                          |
|           | District of | Columbia               | Mar         | yland               | Vire        | ginia               | Total<br>System        | Total<br>System       |         | Percentage                | Percentage               | Percentage                | Percentage               | Percentage                | Percentage               |
|           | Residential | Commercial             | Residential | Commercial          | Residential | Commercial          | Residential            | Commercial            | Total   | Residential               | Commercial               | Residential               | Commercial               | Residential               | Commercial               |
|           | A           | B                      | C           | D                   | E           | F                   | G=A+C+E                | H=B+D+F               | I=G+H   | J=A/G                     | K=B/H                    | L=C/G                     | M=D/H                    | N=E/G                     | O=F/H                    |
| Customers | 11,915      | 4,407                  | 59,265      | 11,509              | 45,749      | 7,931               | 116,929                | 23,847                | 140,776 | 10.19%                    | 18.48%                   | 50.68%                    | 48.26%                   | 39.13%                    | 33.26%                   |

|           | District of                     | Columbia                    | Man                      | yland                    | Virg                     | inia                                  | Total<br>System                                  | Total<br>System                                 |                       | Percentage                         | Percentage                        | Percentage                         | Percentage                        | Percentage                         | Percentage                        |
|-----------|---------------------------------|-----------------------------|--------------------------|--------------------------|--------------------------|---------------------------------------|--|---|-----------------------|------------------------------------|-----------------------------------|------------------------------------|-----------------------------------|------------------------------------|-----------------------------------|
|           | Residential                     | Commercial                  | Residential              | Commercial               | Residential              | Commercial                            | Residential                                      | Commercial                                      | Total                 | Residential                        | Commercial                        | Residential                        | Commercial                        | Residential                        | Commercial                        |
|           | A                               | B                           | C                        | D                        | E                        | F                                     | G=A+C+E  | H=B+D+F   | I=G+H                 | J=A/G                              | K=B/H                             | L=C/G                              | M=D/H                             | N=E/G                              | O=F/H                             |
| Customers | 16,232                          | 4,127                       | 74,644                   | 11,411                   | 62,008                   | 6,845                                 | 152,884  | 22,383  | 175,267               | 10.62%                             | 18.44%                            | 48.82%                             | 50.98%                            | 40.56%                             | 30.58%                            |
|           |                                 |                             |                          |                          |                          |                                       | As of January                                    | / 1, 2006                                       |                       |                                    |                                   |                                    |                                   |                                    |                                   |
|           | District of<br>Residential      | Commercial                  | Residential              | yland<br>Commercial      | Virg<br>Residential      | inia<br>Commercial                    | Total<br>System<br>Residential                   | Total<br>System<br>Commercial                   | Total                 | Percentage<br>Residential          | Percentage<br>Commercial          | Percentage<br>Residential          | Percentage<br>Commercial          | Percentage<br>Residential          | Percentage<br>Commercial          |
|           | A                               | В                           | С                        | D                        | E                        | F                                     | G=A+C+E  | H=B+D+F   | I=G+H                 | J=A/G                              | K=B/H                             | L=C/G                              | M=D/H                             | N=E/G                              | O=F/H                             |
| Customers | 13,160                          | 4,359                       | 63,438                   | 10,929                   | 53,195                   | 6,983                                 | 129,793  | 22,271  | 152,064               | 10.14%                             | 19.57%                            | 48.88%                             | 49.07%                            | 40.98%                             | 31.35%                            |
|           |                                 |                             |                          |                          |                          |                                       | As of January                                    |   |                       |                                    |                                   |                                    |                                   |                                    |                                   |
|           | District of                     | Columbia                    | Mary                     | yland                    | Viro                     | jinia                                 | Total<br>System                                  | Total<br>System                                 |                       | Percentage                         | Percentage                        | Percentage                         | Percentage                        | Percentage                         | Percentage                        |
|           | Residential                     | Commercial                  | Residential              | Commercial               | Residential              | Commercial                            | Residential                                      | Commercial                                      | Total                 | Residential                        | Commercial                        | Residential                        | Commercial                        | Residential                        | Commercial                        |
|           | A                               | В                           | С                        | D                        | E                        | F                                     | G=A+C+E  | H=B+D+F   | I=G+H                 | J=A/G                              | K=B/H                             | L=C/G                              | M=D/H                             | N=E/G                              | O=F/H                             |
| Customers | 12,632                          | 4,568                       | 59,347                   | 11,963                   | 49,315                   | 7,754                                 | 121,294  | 24,285  | 145,579               | 10.41%                             | 18.81%                            | 48.93%                             | 49.26%                            | 40.66%                             | 31.93%                            |
|           |                                 |                             |                          |                          |                          |                                       | As of January                                    | / 1, 2008                                       |                       |                                    |                                   |                                    |                                   |                                    |                                   |
|           |                                 |                             |                          |                          |                          |                                       | Total  | Total   |                       |                                    |                                   |                                    |                                   |                                    |                                   |
|           | District of                     |                             |                          | yland                    |                          | jinia                                 | System   | System  |                       | Percentage                         | Percentage                        | Percentage                         | Percentage                        | Percentage                         | Percentage                        |
|           | Residential                     | Commercial<br>B             | Residential<br>C         | Commercial<br>D          | Residential<br>F         | Commercial                            | Residential<br>G=A+C+E                           | Commercial<br>H=B+D+F                           | Total                 | Residential<br>J=A/G               | Commercial<br>K=B/H               | Residential<br>L=C/G               | Commercial<br>M=D/H               | Residential<br>N=E/G               | Commercial<br>O=F/H               |
|           | Α.                              | D                           | 0                        | D                        | L                        | I                                     | 0-ATOTE  |   | 1-0+11                | 5-7/0                              | IX=D/III                          | L=0/0                              |                                   | N=L/O                              | 0=1711                            |
| Customers | 12,061                          | 4,496                       | 58,959                   | 11,781                   | 47,074                   | 8,001                                 | 118,094  | 24,278  | 142,372               | 10.21%                             | 18.52%                            | 49.93%                             | 48.53%                            | 39.86%                             | 32.96%                            |
|           |                                 |                             |                          |                          |                          |                                       | As of January                                    |   |                       |                                    |                                   |                                    |                                   |                                    |                                   |
|           | District of<br>Residential<br>A | Columbia<br>Commercial<br>B | Mary<br>Residential<br>C | yland<br>Commercial<br>D | Virg<br>Residential<br>E | <mark>inia<br/>Commercial</mark><br>F | Total<br>System<br><u>Residential</u><br>G=A+C+E | Total<br>System<br><u>Commercial</u><br>H=B+D+F | <b>Total</b><br>I=G+H | Percentage<br>Residential<br>J=A/G | Percentage<br>Commercial<br>K=B/H | Percentage<br>Residential<br>L=C/G | Percentage<br>Commercial<br>M=D/H | Percentage<br>Residential<br>N=E/G | Percentage<br>Commercial<br>O=F/H |
| Customers | 11,915                          | 4,407                       | 59,265                   | 11,509                   | 45,749                   | 7,931                                 | 116,929  | 23,847  | 140,776               | 10.19%                             | 18.48%                            | 50.68%                             | 48.26%                            | 39.13%                             | 33.26%                            |

## As of January 1, 2010

|           |             |            |             |            |             |            | Total       | Total      |         |             |            |             |            |             |            |
|-----------|-------------|------------|-------------|------------|-------------|------------|-------------|------------|---------|-------------|------------|-------------|------------|-------------|------------|
|           | District of | Columbia   | Mary        | land       | Virg        | jinia      | System      | System     |         | Percentage  | Percentage | Percentage  | Percentage | Percentage  | Percentage |
|           | Residential | Commercial | Residential | Commercial | Residential | Commercial | Residential | Commercial | Total   | Residential | Commercial | Residential | Commercial | Residential | Commercial |
|           | А           | В          | С           | D          | E           | F          | G=A+C+E     | H=B+D+F    | I=G+H   | J=A/G       | K=B/H      | L=C/G       | M=D/H      | N=E/G       | O=F/H      |
| Customers | 12,589      | 4,757      | 67,887      | 12,170     | 49,807      | 9,172      | 130,283     | 26,099     | 156,382 | 9.66%       | 18.23%     | 52.11%      | 46.63%     | 38.23%      | 35.14%     |

# District of Columbia, Maryland, and Virginia Customer Choice Program

## As of January 1, 2011

| Customers | District of<br>Residential<br>A<br>12,865 | Commercial<br>B<br>4,672    | Mary<br>Residential<br>C<br>72,689 | <mark>/land<br/>Commercial</mark><br>D<br>12,381 | Virg<br>Residential<br>E<br>49,519 | inia<br>Commercial<br>F<br>9,150 | Total<br>System<br><u>Residential</u><br>G=A+C+E<br>135,073 | Total<br>System<br>Commercial<br>H=B+D+F<br>26,203 | <b>Total</b><br>I=G+H<br>161,276 | Percentage<br>Residential<br>J=A/G<br>9.52% | Percentage<br>Commercial<br>K=B/H<br>17.83% | Percentage<br>Residential<br>L=C/G<br>53.81% | Percentage<br>Commercial<br>M=D/H<br>47.25% | Percentage<br>Residential<br>N=E/G<br>36.66% | Percentage<br>Commercial<br>O=F/H<br>34.92% |
|-----------|---|-----------------------------|------------------------------------|--|------------------------------------|----------------------------------|---|--|----------------------------------|---|---|--|---|--|---|
|           |   |                             |                                    |  |                                    |                                  | As of January   | / 1, 2012  |                                  |   |   |  |   |  |   |
|           | District of<br>Residential<br>A           | Columbia<br>Commercial<br>B | Mar<br>Residential<br>C            | <mark>/land<br/>Commercial</mark><br>D           | Virg<br>Residential<br>E           | inia<br>Commercial<br>F          | Total<br>System<br><u>Residential</u><br>G=A+C+E            | Total<br>System<br>Commercial<br>H=B+D+F           | <b>Total</b><br>I=G+H            | Percentage<br>Residential<br>J=A/G          | Percentage<br>Commercial<br>K=B/H           | Percentage<br>Residential<br>L=C/G           | Percentage<br>Commercial<br>M=D/H           | Percentage<br>Residential<br>N=E/G           | Percentage<br>Commercial<br>O=F/H           |
| Customers | 13,592                                    | 4,664                       | 76,915                             | 12,238   | 49,419                             | 9,143                            | 139,926   | 26,045   | 165,971                          | 9.71%                                       | 17.91%                                      | 54.97%                                       | 46.99%                                      | 35.32%                                       | 35.10%                                      |
|           |   |                             |                                    |  |                                    |                                  | As of January   | / 1, 2013  |                                  |   |   |  |   |  |   |
|           | District of                               | Columbia                    | Mary                               | /land  | Virg                               | inia                             | Total<br>System   | Total<br>System                                    |                                  | Percentage                                  | Percentage                                  | Percentage                                   | Percentage                                  | Percentage                                   | Percentage                                  |
|           | Residential<br>A                          | Commercial<br>B             | Residential<br>C                   | Commercial<br>D                                  | Residential<br>E                   | Commercial<br>F                  | Residential<br>G=A+C+E                                      | Commercial<br>H=B+D+F                              | Total<br>I=G+H                   | Residential<br>J=A/G                        | Commercial<br>K=B/H                         | Residential<br>L=C/G                         | Commercial<br>M=D/H                         | Residential<br>N=E/G                         | Commercial<br>O=F/H                         |
| Customers | 14,995                                    | 4,461                       | 81,668                             | 12,248   | 48,322                             | 8,984                            | 144,985   | 25,693   | 170,678                          | 10.34%                                      | 17.36%                                      | 56.33%                                       | 47.67%                                      | 33.33%                                       | 34.97%                                      |
|           |   |                             |                                    |  |                                    |                                  | As of January   | / 1, 2014  |                                  |   |   |  |   |  |   |
|           | District of                               | Columbia                    | Mar                                | yland  | Virg                               | inia                             | Total<br>System   | Total<br>System                                    |                                  | Percentage                                  | Percentage                                  | Percentage                                   | Percentage                                  | Percentage                                   | Percentage                                  |

| Customers | District of<br>Residential<br>A<br>12,865 | Commercial<br>B<br>4,672    | Mary<br>Residential<br>C<br>72,689 | <mark>/land<br/>Commercial</mark><br>D<br>12,381 | Virg<br>Residential<br>E<br>49,519 | inia<br>Commercial<br>F<br>9,150 | Total<br>System<br><u>Residential</u><br>G=A+C+E<br>135,073 | Total<br>System<br>Commercial<br>H=B+D+F<br>26,203 | <b>Total</b><br>I=G+H<br>161,276 | Percentage<br>Residential<br>J=A/G<br>9.52% | Percentage<br>Commercial<br>K=B/H<br>17.83% | Percentage<br>Residential<br>L=C/G<br>53.81% | Percentage<br>Commercial<br>M=D/H<br>47.25% | Percentage<br>Residential<br>N=E/G<br>36.66% | Percentage<br>Commercial<br>O=F/H<br>34.92% |
|-----------|---|-----------------------------|------------------------------------|--|------------------------------------|----------------------------------|---|--|----------------------------------|---|---|--|---|--|---|
|           |   |                             |                                    |  |                                    |                                  | As of January   | v 1, 2012  |                                  |   |   |  |   |  |   |
|           | District of<br>Residential<br>A           | Columbia<br>Commercial<br>B | Mar<br>Residential<br>C            | <mark>/land<br/>Commercial</mark><br>D           | Virg<br>Residential<br>E           | inia<br>Commercial<br>F          | Total<br>System<br><u>Residential</u><br>G=A+C+E            | Total<br>System<br>Commercial<br>H=B+D+F           | <b>Total</b><br>I=G+H            | Percentage<br>Residential<br>J=A/G          | Percentage<br>Commercial<br>K=B/H           | Percentage<br>Residential<br>L=C/G           | Percentage<br>Commercial<br>M=D/H           | Percentage<br>Residential<br>N=E/G           | Percentage<br>Commercial<br>O=F/H           |
| Customers | 13,592                                    | 4,664                       | 76,915                             | 12,238   | 49,419                             | 9,143                            | 139,926   | 26,045   | 165,971                          | 9.71%                                       | 17.91%                                      | 54.97%                                       | 46.99%                                      | 35.32%                                       | 35.10%                                      |
|           |   |                             |                                    |  |                                    |                                  | As of January   | v 1, 2013  |                                  |   |   |  |   |  |   |
|           | District of                               | Columbia                    | Mary                               | /land  | Virg                               | inia                             | Total<br>System   | Total<br>System                                    |                                  | Percentage                                  | Percentage                                  | Percentage                                   | Percentage                                  | Percentage                                   | Percentage                                  |
|           | Residential<br>A                          | Commercial<br>B             | Residential<br>C                   | Commercial<br>D                                  | Residential<br>E                   | Commercial<br>F                  | Residential<br>G=A+C+E                                      | Commercial<br>H=B+D+F                              | Total<br>I=G+H                   | Residential<br>J=A/G                        | Commercial<br>K=B/H                         | Residential<br>L=C/G                         | Commercial<br>M=D/H                         | Residential<br>N=E/G                         | Commercial<br>O=F/H                         |
| Customers | 14,995                                    | 4,461                       | 81,668                             | 12,248   | 48,322                             | 8,984                            | 144,985   | 25,693   | 170,678                          | 10.34%                                      | 17.36%                                      | 56.33%                                       | 47.67%                                      | 33.33%                                       | 34.97%                                      |
|           |   |                             |                                    |  |                                    |                                  | As of January   | <i>ı</i> 1, 2014                                   |                                  |   |   |  |   |  |   |
|           | District of                               | Columbia                    | Mar                                | yland  | Virg                               | inia                             | Total<br>System   | Total<br>System                                    |                                  | Percentage                                  | Percentage                                  | Percentage                                   | Percentage                                  | Percentage                                   | Percentage                                  |

| Customers | District of<br>Residential<br>A<br>12,865 | Columbia<br>Commercial<br>B<br>4,672 | Mary<br>Residential<br>C<br>72,689 | yland<br>Commercial<br>D<br>12,381 | Virg<br>Residential<br>E<br>49,519 | inia<br>Commercial<br>F<br>9,150 | Total<br>System<br><u>Residential</u><br>G=A+C+E<br>135,073 | Total<br>System<br>Commercial<br>H=B+D+F<br>26,203 | <b>Total</b><br>I=G+H<br>161,276 | Percentage<br>Residential<br>J=A/G<br>9.52% | Percentage<br>Commercial<br>K=B/H<br>17.83% | Percentage<br>Residential<br>L=C/G<br>53.81% | Percentage<br>Commercial<br>M=D/H<br>47.25% | Percentage<br>Residential<br>N=E/G<br>36.66% | Percentage<br>Commercial<br>O=F/H<br>34.92% |
|-----------|---|--------------------------------------|------------------------------------|------------------------------------|------------------------------------|----------------------------------|---|--|----------------------------------|---|---|--|---|--|---|
|           |   |                                      |                                    |                                    |                                    |                                  | As of January   | 1, 2012  |                                  |   |   |  |   |  |   |
| Customers | District of<br>Residential<br>A<br>13,592 | Columbia<br>Commercial<br>B<br>4,664 | Mary<br>Residential<br>C<br>76,915 | yland<br>Commercial<br>D<br>12,238 | Virg<br>Residential<br>E<br>49,419 | inia<br>Commercial<br>F<br>9,143 | Total<br>System<br>Residential<br>G=A+C+E<br>139,926        | Total<br>System<br>Commercial<br>H=B+D+F<br>26,045 | <b>Total</b><br>I=G+H<br>165,971 | Percentage<br>Residential<br>J=A/G<br>9.71% | Percentage<br>Commercial<br>K=B/H<br>17.91% | Percentage<br>Residential<br>L=C/G<br>54.97% | Percentage<br>Commercial<br>M=D/H<br>46.99% | Percentage<br>Residential<br>N=E/G<br>35.32% | Percentage<br>Commercial<br>O=F/H<br>35.10% |
|           |   |                                      |                                    |                                    |                                    |                                  | As of January   | 1, 2013  |                                  |   |   |  |   |  |   |
|           | District of<br>Residential<br>A           | Columbia<br>Commercial<br>B          | Mary<br>Residential<br>C           | yland<br>Commercial<br>D           | Virg<br>Residential<br>E           | inia<br>Commercial<br>F          | Total<br>System<br><u>Residential</u><br>G=A+C+E            | Total<br>System<br><u>Commercial</u><br>H=B+D+F    | Total<br>I=G+H                   | Percentage<br>Residential<br>J=A/G          | Percentage<br>Commercial<br>K=B/H           | Percentage<br>Residential<br>L=C/G           | Percentage<br>Commercial<br>M=D/H           | Percentage<br>Residential<br>N=E/G           | Percentage<br>Commercial<br>O=F/H           |
| Customers | 14,995                                    | 4,461                                | 81,668                             | 12,248                             | 48,322                             | 8,984                            | 144,985   | 25,693   | 170,678                          | 10.34%                                      | 17.36%                                      | 56.33%                                       | 47.67%                                      | 33.33%                                       | 34.97%                                      |
|           |   |                                      |                                    |                                    |                                    |                                  | As of January<br>Total                                      | 1, 2014<br>Total                                   |                                  |   |   |  |   |  |   |
|           | District of                               | Columbia                             | Mar                                | yland                              | Virg                               | inia                             | System  | System   |                                  | Percentage                                  | Percentage                                  | Percentage                                   | Percentage                                  | Percentage                                   | Percentage                                  |

|           |             |            |             |            |             |            | Total       | Total      |         |             |            |             |            |             |            |
|-----------|-------------|------------|-------------|------------|-------------|------------|-------------|------------|---------|-------------|------------|-------------|------------|-------------|------------|
|           | District of | Columbia   | Mary        | /land      | Virg        | jinia      | System      | System     |         | Percentage  | Percentage | Percentage  | Percentage | Percentage  | Percentage |
|           | Residential | Commercial | Residential | Commercial | Residential | Commercial | Residential | Commercial | Total   | Residential | Commercial | Residential | Commercial | Residential | Commercial |
|           | A           | В          | С           | D          | E           | F          | G=A+C+E     | H=B+D+F    | I=G+H   | J=A/G       | K=B/H      | L=C/G       | M=D/H      | N=E/G       | O=F/H      |
|           |             |            |             |            |             |            |             |            |         |             |            |             |            |             |            |
| Customers | 15,780      | 4,644      | 90,171      | 12,495     | 45,523      | 8,898      | 151,474     | 26,037     | 177,511 | 10.42%      | 17.84%     | 59.53%      | 47.99%     | 30.05%      | 34.17%     |
|           |             |            |             |            |             |            |             |            |         |             |            |             |            |             |            |

## As of January 1, 2015

|           |             |            |             |            |             |            | Total       | Total      |         |             |            |             |            |             |            |
|-----------|-------------|------------|-------------|------------|-------------|------------|-------------|------------|---------|-------------|------------|-------------|------------|-------------|------------|
|           | District of | Columbia   | Mary        | land       | Virg        | jinia      | System      | System     |         | Percentage  | Percentage | Percentage  | Percentage | Percentage  | Percentage |
|           | Residential | Commercial | Residential | Commercial | Residential | Commercial | Residential | Commercial | Total   | Residential | Commercial | Residential | Commercial | Residential | Commercial |
|           | A           | В          | С           | D          | E           | F          | G=A+C+E     | H=B+D+F    | I=G+H   | J=A/G       | K=B/H      | L=C/G       | M=D/H      | N=E/G       | O=F/H      |
|           |             |            |             |            |             |            |             |            |         |             |            |             |            |             |            |
| Customers | 16,456      | 4,623      | 95,607      | 13,370     | 46,387      | 9,273      | 158,450     | 27,266     | 185,716 | 10.39%      | 16.96%     | 60.34%      | 49.04%     | 29.28%      | 34.01%     |
|           |             |            |             |            |             |            |             |            |         |             |            |             |            |             |            |

## As of January 1, 2016

|           | District of      | Columbia        | Mary             | land            | Virg             | jinia           | Total<br>System        | Total<br>System       |         | Percentage           | Percentage          | Percentage           | Percentage          | Percentage           | Percentage          |
|-----------|------------------|-----------------|------------------|-----------------|------------------|-----------------|------------------------|-----------------------|---------|----------------------|---------------------|----------------------|---------------------|----------------------|---------------------|
|           | Residential<br>A | Commercial<br>B | Residential<br>C | Commercial<br>D | Residential<br>E | Commercial<br>F | Residential<br>G=A+C+E | Commercial<br>H=B+D+F | Total   | Residential<br>J=A/G | Commercial<br>K=B/H | Residential<br>L=C/G | Commercial<br>M=D/H | Residential<br>N=E/G | Commercial<br>O=F/H |
| Customers | 15,690           | 4,555           | 97,534           | 13,518          | 46,074           | 9,785           | 159,298                | 27,858                | 187,156 | 9.85%                | 16.35%              | 61.23%               | 48.52%              | 28.92%               | 35.12%              |

# As of May 1, 2016

|           | District of      | Columbia        | Mary             | land            | Virg             | jinia           | Total<br>System        | Total<br>System       |         | Percentage           | Percentage          | Percentage           | Percentage          | Percentage           | Percentage          |
|-----------|------------------|-----------------|------------------|-----------------|------------------|-----------------|------------------------|-----------------------|---------|----------------------|---------------------|----------------------|---------------------|----------------------|---------------------|
|           | Residential<br>A | Commercial<br>B | Residential<br>C | Commercial<br>D | Residential<br>E | Commercial<br>F | Residential<br>G=A+C+E | Commercial<br>H=B+D+F | Total   | Residential<br>J=A/G | Commercial<br>K=B/H | Residential<br>L=C/G | Commercial<br>M=D/H | Residential<br>N=E/G | Commercial<br>O=F/H |
| Customers | 15,430           | 4,624           | 96,533           | 13,651          | 45,768           | 9,917           | 157,731                | 28,192                | 185,923 | 9.78%                | 16.40%              | 61.20%               | 48.42%              | 29.02%               | 35.18%              |

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