

NorthWestern Energy  
Electric Utility - State of South Dakota  
Pro Forma Year Ending December 31, 2012  
Derivation of Increased Rates and Proof of Revenue

Line	Description	----- Present Rates -----			----- Proposed Rates -----			Revenue Change	
		Billing Units	Rate	Revenue	Billing Units	Rate	Revenue	\$	%
1	<u>Rate 70SO</u>								
2	<u>Summer</u>								
3	Customer Charge	8	\$4.00	\$32	8	\$20.00	\$160	\$128	400.00%
4	Power Factor Charge Revenue			\$1,581			1,794	213	13.49%
5	On-Peak Energy	0	\$0.12442	0	0	\$0.14256	0	0	0.00%
6	Off-Peak Energy	8,500	\$0.00842	72	8,500	\$0.01093	93	21	29.81%
7	Sub-total Summer	8,500		\$1,684	8,500		\$2,047	\$363	21.52%
8	Booked to Billed Revenue Ratio			144.561%			144.56%		
9	Booked Base Rate 70SO Revenue			\$2,435			\$2,959	\$524	21.52%
10	<u>Off-Peak Rate</u>								
11	Customer Charge	16	\$4.00	\$64	16	\$20.00	\$320	\$256	400.00%
12	Power Factor Charge Revenue			2,171			2,463	292	13.46%
13	On-Peak Energy	0	\$0.12442	0	0	\$0.14256	0	0	0.00%
14	Off-Peak Energy	28,006	0.00842	236	28,006	\$0.01093	306	70	29.81%
15	Sub-total Off-Peak	28,006		\$2,471	28,006		\$3,089	\$618	25.03%
16	Booked to Billed Revenue Ratio			68.676%			68.68%		
17	Booked 70SO Revenue			\$1,697			\$2,121	\$425	25.03%
18	<u>Annual Total 70SO</u>								
19	Customer Charge	24		\$96	24		\$480	\$384	400.00%
20	Power Factor Charge Revenue			3,752			4,257	505	13.47%
21	On-Peak Energy	0		0			0	0	0.00%
22	Off-Peak Energy	36,506		307	36,506		399	92	29.81%
23	Sub-total 70SO	36,506		\$4,155	36,506		\$5,136	\$981	23.61%
24	Booked to Billed Revenue Ratio			99.438%			98.92%		
25	Booked 70SO Revenue			\$4,132			\$5,081	\$949	22.96%

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Line	Description	----- Present Rates -----			----- Proposed Rates -----			Revenue Change	
		Billing Units	Rate	Revenue	Billing Units	Rate	Revenue	\$	%
1	<u>Rate 70SP</u>								
2	<u>Summer</u>								
3	Customer Charge	8	\$4.00	\$32	8	\$20.00	\$160	\$128	400.00%
4	Power Factor Charge Revenue			87			98	11	12.98%
5	On-Peak Energy	3,211	\$0.12442	400	3,211	\$0.14256	458	58	14.58%
6	Off-Peak Energy	0	\$0.00842	0	0	\$0.01093	0	0	0.00%
7	Sub-total Summer	3,211		\$518	3,211		\$716	\$198	38.11%
8	Booked to Billed Revenue Ratio			95.574%			95.574%		
9	Booked 70SO Revenue			\$495			\$684	\$189	38.11%
10	<u>Off-Peak Rate</u>								
11	Customer Charge	16	\$4.00	\$64	16	\$20.00	\$320	\$256	400.00%
12	Power Factor Charge Revenue			30			34	4	13.03%
13	On-Peak Energy	10,142	\$0.12442	1,262	10,142	\$0.14256	1,446	184	14.58%
14	Off-Peak Energy	0	0.00842	0	0	\$0.01093	0	0	0.00%
15	Sub-total Off-Peak	10,142		\$1,356	10,142		\$1,800	\$444	32.74%
16	Booked to Billed Revenue Ratio			93.930%			93.930%		
17	Booked 70SO Revenue			1,274			\$1,691	\$417	32.74%
18	<u>Annual Total 70SP</u>								
19	Customer Charge	24		\$96	24		\$480	\$384	400.00%
20	Power Factor Charge Revenue			117			180	63	53.84%
21	On-Peak Energy	13,353		1,661	13,353		1,904	242	14.58%
22	Off-Peak Energy	0		0	0		0	0	0.00%
23	Sub-total 70SO	13,353		\$1,874	13,353		\$2,563	\$689	36.77%
24	Booked to Billed Revenue Ratio			94.385%			92.641%		
25	Booked 70SO Revenue			\$1,769			\$2,375	\$606	34.24%