NSTAR/MA Form 425 August 10, 2011

Filed by Northeast Utilities Pursuant to Rule 425

Under the Securities Act of 1933

Subject Company: NSTAR

Commission File No.: 333-170754

Williams Capital East Coast Conference AUGUST 10, 2011

4

This presentation contains statements concerning NU s expectations, beliefs, plans, objectives, goals, strategies, assumptions events, future financial performance or growth and other statements that are not historical facts. These statements are forwar statements

within the meaning of the Private Securities Litigation Reform Act of 1995. In some cases, a listener or reader can identify the forward-looking statements through the use of words or phrases such as estimate, expect, anticipate, intend, plan forecast, should, could, and other similar expressions. Forward-looking statements are based on the current expectation

assumptions or projections of management and are not guarantees of future performance. These expectations, estimates, assurprojections may very materially from actual results. Accordingly, any such statements are qualified in their entirety by referen
projections may vary materially from actual results. Accordingly, any such statements are qualified in their entirety by referer accompanied
by,
the
following
important
factors
that
could
cause
our
actual
results
to
differ
materially
from
those
contained
in
our
forward-
looking
statements,
including,
but
not
limited
to,
actions
or 
inaction
of
local,
state
and federal
regulatory and
taxing
bodies;
changes
Changes

business and economic conditions, including their impact on interest rates, bad debt expense and demand for our products and changes in weather patterns; changes in laws, regulations or regulatory policy; changes in levels and timing of capital expendit disruptions

in

the

capital

markets or

other
events
that
make
our
access
to
necessary
capital
more
difficult
or
costly;
developments
in
legal
or
public policy doctrines; technological developments; changes in accounting standards and financial reporting regulations; fluct
value of our remaining competitive contracts; actions of rating agencies; the effects and outcome of our pending merger with N
other presently unknown or unforeseen factors. Other risk factors are detailed from time to time in our reports to the Securities
Commission (SEC). Any forward-looking statement speaks only as of the date on which such statement is made, and we under
obligation to update the information contained in any forward-looking statements to reflect developments or circumstances occ
statement is made or to reflect the occurrence of unanticipated events.
This presentation references actual and projected EPS by business. EPS by business is a non-GAAP (not determined using get
accepted accounting principles) measure that is calculated by dividing the net income or loss attributable to controlling interest
business
by
the
weighted
average
diluted
NU
parent
common shares
outstanding for
the
period. Management
Management
uses
this
non-GAAP
financial  This property is a second of the
measure to evaluate earnings results and to provide details of earnings results and guidance by business. This presentation also
non-GAAP
financial
measures

referencing our

2006

\_

2010

**EPS** 

excluding

a

number

of

factors

that

affected

**GAAP** 

earnings

in

those

years.

In

addition, our 2011 earnings guidance excludes certain non-recurring charges related to merger costs we expect to incur during a non-GAAP financial measure. Management believes that these non-GAAP financial measurements are useful to investors to actual and projected financial performance and contribution of NU s businesses. Non-GAAP financial measures should not b alternatives to NU consolidated net income attributable to controlling interests or EPS determined in accordance with GAAP a NU s operating performance.

**NU Safe Harbor Provisions** 

3 Information Concerning Forward-Looking Statements Relating to the NU NSTAR Merger In addition to historical information,

this

and

There can

uncertainties.

communication
may
contain
a
number
of
forward-looking
statements
as
defined
in
the
Private
Securities
Litigation
Reform
Act
of
1995.
Words
such
as
anticipate,
expect,
project,
intend,
plan,
believe,
and
words
and
terms
of
similar substance used in connection with any discussion of future plans, actions, or events identify forward-looking statement
Forward-looking statements relating to the proposed merger include, but are not limited to: statements about the benefits of the
proposed merger involving NSTAR and Northeast Utilities, including future financial and operating results; NSTAR s and Northeast Utilities, including future financial and operating results; NSTAR s and Northeast Utilities, including future financial and operating results; NSTAR s and Northeast Utilities, including future financial and operating results; NSTAR s and Northeast Utilities, including future financial and operating results; NSTAR s and Northeast Utilities, including future financial and operating results; NSTAR s and Northeast Utilities, including future financial and operating results; NSTAR s and Northeast Utilities, including future financial and operating results; NSTAR s and Northeast Utilities, including future financial and operating results; NSTAR s and Northeast Utilities, including future financial and operating results; NSTAR s and Northeast Utilities, including future financial and operating results; NSTAR s and Northeast Utilities, including future financial and operating results; NSTAR s and Northeast Utilities financial and operating results; NSTAR s and Northeast Utilities financial and operating results; NSTAR s and Northeast Utilities financial and operating results; NSTAR s and Northeast Utilities financial and operating results.
Utilities Utilities
plans, objectives, expectations and intentions; the expected timing of completion of the transaction; and other statements
relating to the merger that are not historical facts. Forward-looking statements involve estimates, expectations and projections
a 14
result,
are
subject
to · ·
risks

Edgar Filing: NSTAR/MA - Form 425				
be				
no				
assurance that				
actual results				
will				
not				
materially				
differ				
from				
expectations.				
Important factors could cause actual results to differ materially from those indicated by such forward-looking statements. With				
to				
the				
proposed				
merger,				
these				
factors				
include,				
but				
are				
not				
limited				
to:				
the				
risk				
that				
NSTAR				
or				
Northeast				
Utilities				
may				
be				
unable				
to				
obtain				
governmental and regulatory approvals required for the merger, or required governmental and regulatory approvals may delay				
merger				
or				
result				
in				
the				
imposition				
of				
conditions				
that				
could				
reduce				
the				

an	ticipated
	nefits
	om
th	
	erger
or	
	use
th	
	rties
_	rties
to	and on the margary the rick that a condition to electing of the margar may not be satisfied; the length of time necessary to con
	andon the merger; the risk that a condition to closing of the merger may not be satisfied; the length of time necessary to con-
	e proposed merger; the risk that the businesses will not be integrated successfully; the risk that the cost savings and any other
	nergies from the transaction may not be fully realized or may take longer to realize than expected; disruption from the transaction is a little of the district of the distric
	aking it more difficult to maintain relationships with customers, employees or suppliers; the diversion of management time of
	lated
	sues;
th	
	fect
of	
	ture
re	gulatory
or	
le	gislative
ac	tions
or	
th	e e
co	mpanies;
an	
th	
ris	
th	
th	
	edit
	tings
of	
th	
	mbined
	mpany
or its	
	bsidiaries
m be	
be	
	fferent
	om
	nat
th	
	mpanies
	pect.
Tł	nese

merger, are more fully discussed in the joint proxy statement/prospectus that is included in the Registration Statement on Form (Registration No. 333-170754) that was filed by Northeast Utilities with the SEC in connection with the merger. Additional ri

risks, as well as other risks associated with the

uncertainties

are

also

of

constitutes

prospectus

Northeast Utilities. Northeast Utilities and

ide	entified
an	d
dis	scussed
in	
NS	STAR s
an	d
No	ortheast
Ut	ilities
rej	ports
fil	ed ed
wi	th
the	
SE	CC
an	d
av	ailable
at	
the	
SE	CC s
we	bsite at www.sec.gov. Forward-looking statements included in this document speak only as of the date of this document.
NS	STAR nor Northeast Utilities undertakes any obligation to update its forward-looking statements to reflect events or circum
aft	er the date of this document.
Ac	Iditional Information and Where To Find It
Th	is communication does not constitute an offer to sell or the solicitation of an offer to buy any securities or a solicitation of
ap	proval. In connection with the proposed merger between Northeast Utilities and NSTAR, Northeast Utilities filed with the
Re	gistration Statement on Form S-4 (Registration No. 333-170754) that includes a joint proxy statement of Northeast Utilities
NS	STAR
tha	at the state of th

Edgar Filing: NSTAR/MA - Form 425
NSTAR
mailed
the
definitive
joint
proxy
statement/prospectus
to
their
respective
shareholders,
on
or
about
January
5,
2011.
Northeast
Utilities
and
NSTAR
urge
investors
and
shareholders to read the joint proxy statement/prospectus regarding the proposed merger, as well as other documents filed with
SEC,
because
they
contain
important
information.
You
may
obtain
copies
of 
all
documents
filed
with
the
SEC
regarding
this
proposed transaction free of charge at the SEC, a website (young see gov). Von may also obtain these documents free of charge from
transaction, free of charge, at the SEC s website (www.sec.gov). You may also obtain these documents, free of charge, from Utilities
website
(www.nu.com)
under

the tab

Investors

and

then

under

the

heading

"Financial/SEC

Reports.

You

may

also

obtain

these documents, free of charge, from NSTAR s website (www.nstar.com) under the tab 
Investor Relations. Please refer to our reports to the SEC for further details concerning the matters described in this presentation. NU Safe Harbor Provisions

4 NSTAR Safe Harbor Provisions Information Concerning Forward-Looking Statements In addition to historical

information,

presentation

this

may contain

required governmental

and

number of forward-looking statements defined in the Private Securities Litigation Reform Act of 1995. Words such as anticipate, expect, project, intend, plan, believe, and words and terms of similar substance any discussion of future plans, actions, or events identify forward-looking statements. Forward-looking statements relating to but are not limited to: statements about the benefits of the pending merger involving NSTAR and Northeast Utilities, including operating results; NSTAR s and Northeast Utilities plans, objectives, expectations and intentions; the expected timing of completion of the transaction; and other statements relating to the merger that are not historical facts. Forward-looking statements involve estimates, expecta as a result, are subject to risks and uncertainties. There can be no assurance that actual results will not materially differ from e factors could cause actual results to differ materially from those indicated by such forward-looking statements. With respect to factors include, but are not limited to: the risk that NSTAR or Northeast Utilities may be unable to obtain governmental and re for the merger, or

regulatory approvals may delay the merger result in the imposition of conditions that could reduce the anticipated benefits from the merger or cause the parties to abandon the merger; the risk that a condition to closing of the merg length of time necessary consummate the pending merger; the risk that the businesses will not be integrated successfully; the risk that the cost

savings and any other synergies from the transaction may not be fully realized or may take longer to realize than expected; distransaction making it more difficult to maintain relationships with customers, employees or suppliers; the diversion of manager issues; the effect of future regulatory or legislative actions on the companies; and the risk that the credit ratings of the combine subsidiaries may be different from what the companies expect. These risks, as well as other risks associated with the merger, at the joint proxy statement/prospectus that is included in the definitive proxy statement that was filed by NSTAR with the Security Commission (SEC) on January 5, 2011 and the Registration Statement on Form S-4 (Registration No. 333-170754) that was file with

the
SEC
in .
connection
with
the
merger.
Additional
risks
and
uncertainties
are
identified
and
discussed
in
NSTAR s
and
Northeast
Utilities
reports
filed with the SEC and available at the SEC s website at www.sec.gov. Forward-looking statements included in this docume
of this document. Neither NSTAR nor Northeast Utilities undertakes any obligation to update its forward-looking statements
circumstances after the date of this document.
Additional Information and Where to Find It
This presentation does not constitute an offer to sell or the solicitation of an offer to buy any securities. In connection with th
Northeast Utilities and NSTAR, Northeast Utilities filed with the SEC a Registration Statement on Form S-4 (Registration No
joint
proxy
statement
of
Northeast
Utilities
and
NSTAR
that
also
constitutes
a prograetus
prospectus of
Northeast
Utilities.
Northeast
Utilities
and NOTA D
NSTAR
first
mailed
the definitive joint proxy statement/prospectus to their respective shareholders, on or about January 5, 2011. Northeast Utilities

Edgar Filing: NSTAR/MA - Form 425 investors and shareholders to read the joint proxy statement/prospectus regarding the pending merger, as well as other documents filed with the SEC, because they contain important information. You may obtain copies of all documents filed with the SEC regarding this propos charge, at the SEC s website (www.sec.gov). You may also obtain these documents, free of charge, from Northeast Utilities website (www.nu.com) under the tab Investors and then

under

the			
headin	g		
"Finan	cial/SEC		
Report	s.		
You			
may			
also			
obtain			
these			
docum	ents,		
free			
of			

charge, from

NSTAR s

website (www.nstar.com) under the tab Investor Relations.

5 Topics for Today

Merger update

Current results

NU

Current

results

--

NSTAR

Transmission update

Regulatory update

6 Merger Update

7
A Compelling Combination
Creates Largest Utility
Company in New England
Significant infrastructure investment
opportunities combined with balance sheet
strength provides for substantial growth

#### potential

Larger, diverse and better positioned to support economic growth and state public policy initiatives in New England Expected to be accretive to earnings in Year 1, provides an enhanced total shareholder return proposition Enhances service quality capabilities for the largest customer base in New England Highly experienced and complementary leadership team with proven track record NSTAR Electric Service Area NSTAR Gas Service Area Northeast Utilities Electric Service Area Northeast Utilities Gas Service Area Combined Service Territory

3 million electric customers

500,000 natural gas customers

4,500 miles electric transmission

72,000 miles electric distribution

6,300 miles gas distribution

ME

NY

VT

NH

MA RI

Key Merger Terms Timing / Approvals: Expected to close in the fourth quarter of 2011 Headquarters: Dual Hartford and Boston

Company Name:

Northeast Utilities

Consideration:

100% stock

Exchange Ratio:

1.312 shares of Northeast Utilities per NSTAR share

Pro Forma Ownership:

56% Northeast Utilities shareholders

44% NSTAR shareholders

Pro Forma Dividend:

Following close, dividend increase for Northeast Utilities

shareholders

Dividend parity for NSTAR shareholders

Governance:

Chuck Shivery to be non-executive Chairman

Tom May to be President and CEO

14 Board members

7 nominated by Northeast Utilities including Chuck Shivery

7 nominated by NSTAR including Tom May

Balanced Terms and Governance

9
Status of Merger Approvals
Securities and Exchange Commission
Shareholders
Department of Justice
Federal Communications Commission
Federal Energy Regulatory Commission

Maine DPUC
Massachusetts DPU
Nuclear Regulatory Commission
Approvals Received
Applications Pending
Connecticut PURA
New Hampshire PUC
Determined Not To
Have Jurisdiction

10 Massachusetts Hearings on Merger

Hearings ended July 28

Net benefits study anticipates \$784M in net savings over 10 years Elimination of duplicative efforts

Adoption of best practices Attrition/retirements 350 positions over time

Attorney General s focus: Customer benefits

Other interveners

focus: Environmental benefits, labor impacts

DOER s motion to stay proceedings

Briefing schedule established

Final

briefs

due

by

September

19

th

Companies continue integration work focused on Day 1 readiness

11 Connecticut Developments

DPUC has twice ruled no jurisdiction over merger

Office

of

Consumer

Counsel

and

merchant

plant

owners

appeals

to

CT

**Superior Court** 

Proposed Bill 1140

oversight of M&A transactions

Senate and House did not address before session ended in June

New Energy Legislation

Revamped regulatory structure

Department of Energy and Environmental Protection (DEEP)

Three-member Public Utilities Regulatory Authority (PURA) Utilities can build up to 10 MW of renewable generation

Legislative revocation of economic recovery bond authorization

12 Current Results -NU

13 \$82.1

\$158.2

\$1.1

\$75.0

\$200.9

-\$4.5

\$86.9 \$118.5 -\$20.0 \$0.0 \$20.0 \$40.0 \$60.0 \$80.0 \$100.0 \$120.0 \$140.0 \$160.0 \$180.0 \$200.0 \$220.0 1H 2010

NU

1H 2011

Strong First Half Earnings

Distribution/Generation

Transmission

Parent/Other

Total

\*Excludes \$9.5 million of after-tax merger-related expenses in 2011

\*

\*

14 \$28.1

\$19.0

\$5.2

\$22.7

\$23.7

\$9.7

\$37.5 \$47.6 \$0.0 \$5.0 \$10.0 \$15.0 \$20.0 \$25.0 \$30.0 \$35.0 \$40.0 \$45.0 \$50.0 CL&P **PSNH WMECO** Yankee Gas 1H 2010 1H 2011

NU First Half Earnings in Distribution/Generation Up

Sharply

15

NU Cash Flows Also Have Risen Significantly

\$0

\$100

\$200

\$300

\$400

\$500 \$600 \$700 \$800 \$900 \$1,000 2006 2007 2008 2009 2010 2011E \*Excludes payment of \$400 million of taxes due to November 2006 generation sale \$234 \$424 \$389\* \$900 -\$950 \$745 \$833

### 16

NU Weather-Adjusted Retail Sales Trends

- -2.8
- -2.1
- -1.8
- -0.6
- 0.4

CL&P 2007 2008 2009 2010 2011 YTD -1.4 -1.8 -0.2 -1.6 0.6 2007 2008 2009 2010 2011 YTD **PSNH** -0.6 -0.6 -3.4 -3.5 -0.4 WMECO 2007 2008 2009 2010 2011 YTD 3.4 6.2 6.6 5.0 3.1 2007 2008

2009 2010 2011 YTD

Yankee Gas (firm)

17
2009 and 2010 Results and Standalone 2011 Guidance 2009
Actual
2010
Actual
Revised 2011

#### Guidance

NU Consolidated EPS

(GAAP)

\$1.91

\$2.19

\$2.10 -

\$2.20

Distribution/Generation

\$0.92

\$1.16

\$1.30 -

\$1.35

Transmission

\$0.95

\$1.00

\$1.05

\$1.10

Competitive

\$0.09

\$0.05

N/A

NU Parent/Other

(\$0.05)

(\$0.05)\*

(\$0.05)\*\*

NU Consolidated EPS

(Non-GAAP)

\$1.91

\$2.16\*

\$2.30

\$2.40\*\*

\*

Excludes a 0.09/share fourth quarter non-recurring tax gain at NU Parent and approximately 0.06 of NU-NSTAR merger related expenses that were recorded in the fourth quarter.

<sup>\*\*</sup>Excludes \$0.20/share of expected NU-NSTAR merger-related costs. Includes competitive results.

18 Current Results -NSTAR

NSTAR
Solid Results For Q2-2011
Q2- 2010 EPS before one-time gain
0.58
\$
DPU order - transition revenues adjustment (2010)

0.03 Increase in gas sales (+15.4%) Increase in transmission revenue 0.01 Energy efficiency revenues 0.01 Decrease in common shares outstanding 0.01 Telecommunications operations 0.01 0.08 Increase in depreciation and property taxes (0.02)Decrease in electric sales (-1.8%) (0.02)Increase in operations and maintenance (0.01)Absence of earnings from discontinued operations (0.01)(0.06)0.02 Q2-2011 EPS before merger-related costs 0.60 Merger-related costs, net

(0.01)

\$0.59

Reported Q2-2011 EPS

20 Premier Service Territory Now & For Merged NU

Solid, diverse customer base Solid, diverse customer base

Sales growth better than U.S. Sales growth better than U.S. overall

Positive outlook for economy Positive outlook for economy

21

J.D. Power Survey Recognizes Customer Service Efforts

Company A

Company B

Company C

Company D

NSTAR

- Company E
- Company F
- Company G
- Company H
- Company I
- EAST LARGE AVERAGE
- Company J
- Company K
- Company L
- Company M
- Company N
- Company O
- Company P

22

Transmission Update

23 NSTAR System Has Significant Transmission Investment Ahead

Transmission Rate Base is expected to double within 5 years to approximately \$1.6 billion

### Growth/reliability spending averages \$100 million per year

#### Incremental Major Projects:

Cape

Cod

Line

\$120

million

(2011-2012)

Boston

345kV

Connection

\$45-\$50

million

(2014-2015)

Mid

Cape

Line

\$25-\$30

million

(2013-2014)

Northern Pass

\$280 million

(2014-2016)

24
Southwest Connecticut
Reliability:
Projects Complete
1
Connecticut Borders (MA, RI):
NEEWS Projects Under Way

```
Transmission Business Strategy: Major Initiatives
Expanding Across Wider New England Geography
NPT
HVDC

Northern Pass Transmission
(NPT) Line between Quebec and
New Hampshire
Renewables & Clean Energy
(ME/NH/VT)

Projects in Development/
High Wind potential areas

4
Potential Wind Sites
```

25 NEEWS Projects Advance Current Status Report Greater Springfield Reliability Project

Substation construction commenced in MA in Dec. 2010; in CT in July/August 2011

Commenced overhead site work in MA in February 2011

Commence overhead construction in CT in early 2012 following receipt of environmental permits

Projected in-service: late 2013

Total projected NU cost: \$718 million

Interstate Reliability Project

Joint project with National Grid (NU in CT; NGrid in MA & RI)

ISO-NE confirmed need in August 2010

File siting application in CT in late 2011

Siting decisions in 2013

Commence construction: late 2013/early 2014

Projected in-service: late 2015

Total projected NU cost: \$218 million

Central Connecticut Reliability Project

Expected review to be completed and needs identified in late 2011 with specific projects identified in late 2012

Total projected NU cost: \$301 million

SPRINGFIELD HARTFORD 345-kV Substation Generation Station 345-kV ROW 115-kV ROW Central Connecticut

Reliability Project

Interstate

Reliability Project

Greater Springfield Reliability Project

26 Northern Pass Transmission a \$1.1 Billion Capital Investment

To be owned by Northern Pass Transmission LLC

-

NU (75%) and NSTAR (25%)

1,200 MW transfer capability

Northern terminus at Des Cantons (Québec), southern terminus in Franklin (New Hampshire)

Québec terminal will convert the power from AC to DC (rectifier)

US terminal will convert the power from DC to AC (inverter)

345kV AC leg from Franklin to Deerfield, NH

TSA signed in October 2010 and accepted by FERC on February 11, 2011

Permitting process began October 14, 2010 with U.S. DOE application comment period recently extended; U.S. Forest Service application filed June 28

New Hampshire Senate voted June 2 to re-refer eminent domain bill

Capital cost estimate for US segment: \$1.1 billion

completion projected for fall 2016
Des Cantons
HVDC Line
HVDC Converter
Station
345-kV Line
Existing Deerfield
Substation
Deerfield

Franklin

### 27

Review of FERC-Approved Transmission ROEs

10.00%

10.50%

11.00%

11.50%

12.00%

, , ,
12.50%
13.00%
13.50%
Local Network
Service
Regional
Network Service
Base
2005-2008
Regional
Projects
M-N
Underground
NEEWS
Northern Pass
NU s Local Network Service Tariff ROE
NE RTO Incentive adder of 50 basis points on PTF assets
ISO-NE Planned Regional PTF projects in-service before 1/1/09
Middletown-Norwalk Advanced Tech. underground cable system
125 basis point NEEWS incentive
142 basis point Northern Pass incentive
11.14%
13.10%
12.89%
12.56%
12.64%
11.64%

28 Regulatory Update

29 Improved Results Due In Part to Resolution of All Three Electric Distribution Rate Cases

Five-year settlement approved by NHPUC on 6/28/2010

\$45.5 million increase on 7/1/10 in addition to 8/1/09 temporary increase of \$25.6 million

\$2.3 million decrease on 7/1/11

2012 & 2013 projected increases of \$9.5 million & \$11.1 million

Authorized ROE remains 9.67%

Recovery of ice storm costs over 7 years

Trailing 12-month ROE = 10.3%

Final decision 6/30/2010

\$63.4 million increase effective 7/1/10

\$38.5 million increase effective 7/1/11

Authorized 9.4% ROE at 6/30/10

49.2% equity in capital structure

Initial increase deferred until 1/1/11

Capex plan approved

Trailing 12-month ROE = 9.8% PSNH CL&P

Final decision 1/31/11

\$16.8 million increase effective 2/1/11

Authorized 9.6% ROE

Decoupling approved

\$2.1 million write-off taken in fourth quarter 2010

Trailing 12-month ROE = 6.5% WMECO

30 Yankee Gas Rate Decision Less Supportive The Good

Supported full projected cost of Waterbury to Wallingford line

Supported ramp-up to \$40 million annual spending for pipeline replacement

Authorized capital structure of 52.2% equity; 47.8%

debt

The Not So Good

8.83% authorized ROE

First-year rate cut of about \$0.5 million; second-year increase of \$6.7 million

Request was \$29.1 million increase Year One and \$10.3 million increase Year Two

Numerous disallowed costs

Imputation of \$1.6 million of merger savings Year One and \$3 million in Year Two

Motion

for

Reconsideration

Filed

With

the

**PURA** 

Reconsideration

was

granted

August

2

. - -

ADIT

impacts only

31 NSTAR Rate Cases

Effective January 1, 2006 to December 31, 2012

Customers

overall delivery rates flat

Annual inflation-adjusted distribution rate change offset by transition charge

Allowed ROE of 10.5% (8.5% to 12.5% band)

Recovery of Incremental Safety & Reliability Program Costs

Included new service quality and additional service programs

Last rate case effective November 1, 1991 Electric Gas

Appendix

33

NU

Improved Earnings Have Resulted in Rising

Dividends

\$0.00

\$0.25

\$0.50

```
$0.75
$1.00
$1.25
$1.50
$1.75
$2.00
$2.25
$2.50
$2.75
2006
2007
2008
2009
2010
2011E
0.0%
10.0%
20.0%
30.0%
40.0%
50.0%
60.0%
70.0%
62.5%
48.7%
44.3%
49.7%
$2.16
$1.86
$1.16
$1.59
$0.825
$0.775
$0.725
$0.95
Payout ratios
EPS
Dividends paid/declared per share
Excludes net income of competitive businesses, one-time CL&P tax reduction
Excludes litigation settlement charge
Excludes NU tax settlement, NSTAR merger costs
$1.91
$1.025
47.5%
$2.30 -
2.40
```

```
$1.10
5
4
Excludes NSTAR merger costs
5
Based on first, second and third quarter rate of
$0.275
1
2
3
```

34 2006 2011 NU Consolidating EPS GAAP / Non-GAAP Reconciliation 2006 Actual 2007 Actual 2008 Actual

## 2009 Actual 2010 Actual 2011 Guidance Distribution/Generation \$0.80 \$0.94 \$0.96 \$0.92 \$1.16 \$1.30 \$1.35 Transmission 0.39 0.53 0.89 0.95 1.00 1.05 1.10 Total Regulated 1.19 1.47 1.85 1.87 2.16 2.35 2.45 NU Parent/Other (0.03)0.04 (0.07)(0.05)(0.05)(0.05)Total Regulated and Parent \$1.16 \$1.51 \$1.78 \$1.82 \$2.11 \$2.30 \$2.40 Competitive (0.63)0.08 0.08 0.09 0.05 N/A

NU Consolidated Operating

## Results (Non-GAAP) \$0.53 \$1.59 \$1.86 \$1.91 \$2.16 \$2.30 \$2.40 CL&P Income Tax Reduction 0.48 N/A N/A N/A N/A N/A Gain on Sale of Competitive Generation 2.04 N/A N/A N/A N/A N/A Litigation Charge N/A N/A (0.19)N/A N/A N/A NU-NSTAR Merger Expenses N/A N/A N/A N/A (0.06)(0.20)NU Tax Settlement N/A N/A N/A N/A 0.09 N/A NU Consolidated (GAAP) \$3.05 \$1.59 \$1.67 \$1.91

\$2.19

\$2.10 -\$2.20

NSTAR 20 Consecutive Years of Operating Earnings Growth

35

\$2.37

2007

2008

\$2.07

\$2.22

2009

2010

\$2.56

\$2.60 -

\$2.75

2011

Guidance

2006

\$1.93

## 36

**NSTAR** 

Consistent, Above Average Dividend Growth

13 Consecutive Years of Increase

\$1.30

\$1.40

\$1.50

37 NSTAR Total Shareholder Return Outperforms the Industry Only Company in Any Industry to Deliver 14 Consecutive Years of Positive Total Shareholder Return 1996

2010

\$1,000

\$2,000

\$3,000

\$4,000

\$5,000

\$6,000

S&P 500

Utility Index NSTAR