



Helping Clients Seize Market Opportunities

Company Overview



CLEAN ENERGY
AWARD 2016
Best International
Energy Consultancy

Boston

Atlanta

Houston

Los Angeles

London

Tokyo

Singapore

www.skippingstone.com | www.skippingstone.jp

About Skipping Stone

We Specialize in Business Model Transformation & Growth Strategies

Skipping Stone is a global energy markets consulting, and technology services firm launched by former energy CEOs.

We work with clients across the diverse, yet intersecting, industry segments within the electric and natural gas marketplace to help clients navigate market changes, capitalize on opportunities, and manage business risks.

For more than two decades, we have assisted energy clients worldwide with thousands of successful projects and strategic initiatives.

Trusted by over 270 Energy Clients Globally

Our business model is based on a few simple principles

- We only deploy consultants that are industry veterans
- Clients don't pay for our learning curve
- We transfer our knowledge to clients
- We measure our success based on clients achieving success
- We believe in the concept of delivering more than we promised we would
- We give clients our honest opinions



Flexible Services Based on Client Needs

Our specialty is collaborating with clients on new ideas, strategies, and tactics. Once a strategy is defined, we provide an array of implementation services to help clients turn those strategies into success.



Service Delivery Models

Consulting

Time & Materials
Fixed Price
Retainer

Partnering

Shared Risk
Shared Reward
Success Defined

Advisory

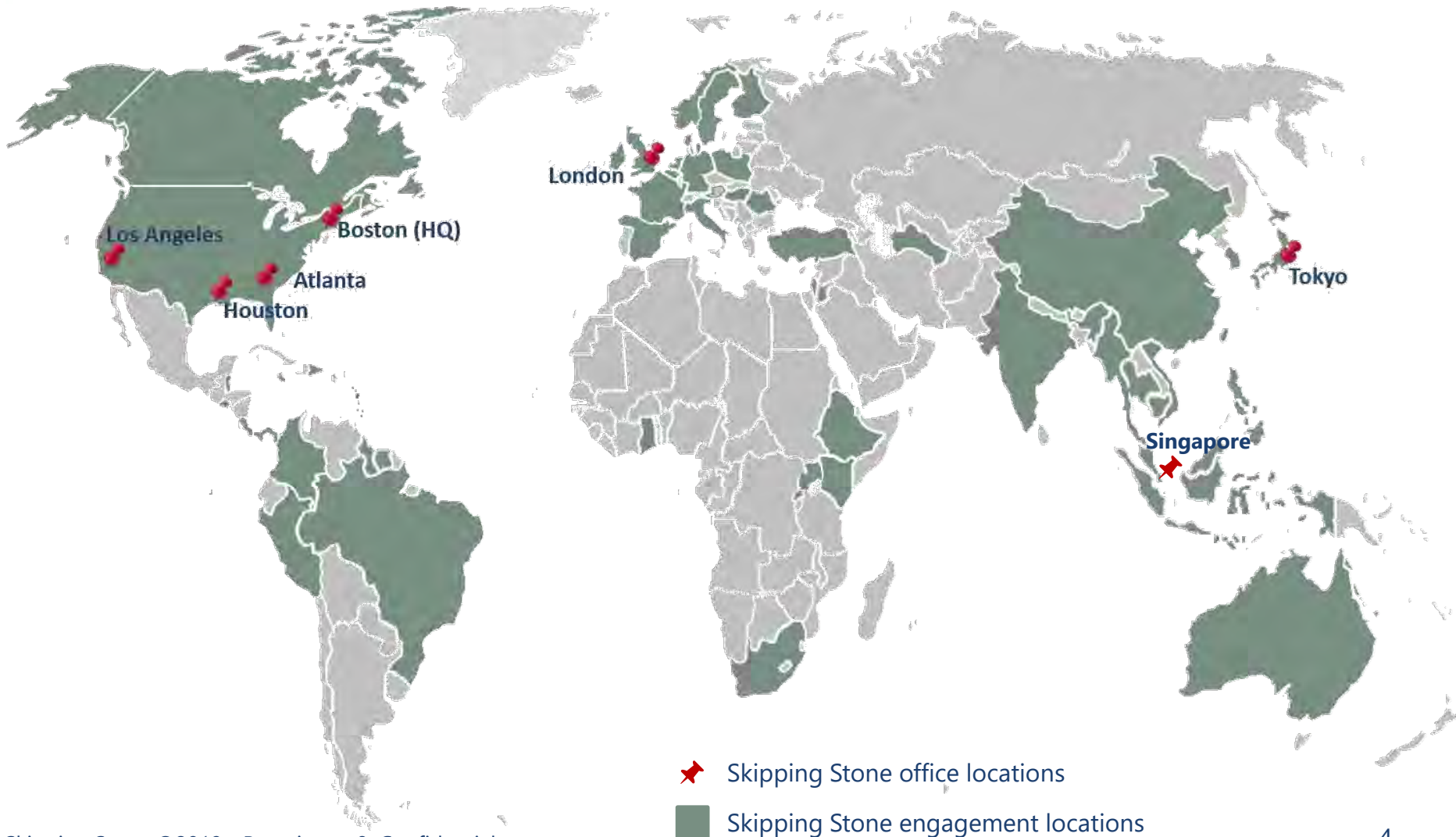
Your team does the work
We guide and teach

Equity Participation

We invest with you
Capital
Services in Kind

We Have A Global Reach

50+ Countries 300+ Consultants 1,000's of Successful Client Engagements



Global Leadership Team



Peter Weigand
CEO

30+ Yrs in Energy

Industry Experience
CEO Commerce Energy
COO ACN Europe
COO TransEnergy

- PennWell Top 50 Most Influential in Energy Markets
- Inc. 500 Fastest Growing – 3 Times
- Commerce Energy IPO
- 22+ M&A Deals
- 8 Boards of Directors
- Japan Market Expert



Greg Lander
President, US

30+ Yrs in Energy

Industry Experience
CEO TransCapacity
CEO Landmark
President Citizens Gas

- Founder of NAESB and Board Member
- FERC Advisor
- Lead Gas Industry Deregulation
- Invented Pipeline Capacity Market
- 30+ M&A Deals



John P.W. Brown, VI
Partner

25+ Yrs in Energy Tech

Industry Experience
Director PwC
Global VP Allegro
COO NewEnergy Assoc.

- > 300 Energy Technology Implementations
- Two-time winner Energy Risk Magazine "1st in Project Delivery"
- Founded and Sold Energy Trading & Risk Management Software Business



Shuichi Kishida
President, Japan

30 Yrs in Energy

Industry Experience
Managing Director,
XOOM Energy Japan
Various Exec Positions,
Mitsubishi Corp

- International trading, investment, projects
- Energy retails and wholesales
- Build & Managing Start-up company
- Global LNG business
- International partner alliance



Ross Malme
Partner

30+ Yrs in Intl. Energy

Industry Experience
Director Schneider
Director Schlumberger
Director Enron
CEO RETX

- Global Demand Response Study -IEA
- Invented Wireless AMR
- Chairman PLMA
- Global Expert Smart Grid
- US Gov. Global Energy Advisor



Hiroshi Okuyama
EVP

30+ Yrs in Energy Risk Management

Industry Experience
President Unicom Intn'l
Multiple leadership roles
with Nissan Securities

- Commodity Trading
- Futures Markets
- Risk Management
- Clearing, Intn'l & Japan Markets

Other Skipping Stone Business Units



SKED is our power scheduling and regulatory reporting service. We provide these services on a BPO model focused on physical wholesale trading and generator clients. Whether you require both services or just one, we are flexible to either provide full outsourced services or act as a risk-managed backup service for your in-house team.



Capacity Center is a natural gas pipeline information services company. Our proprietary technology platform and data center is connected to over 100 interstate pipelines in the U.S. We gather, process, and analyze capacity transaction and operational data from every pipeline and provide this information to clients for use in trading, price discovery, market analysis, and many other purposes.



Skipping Stone created the Demand Response Free Library in 2011 as a collection of articles, white papers, presentations, and reports designed to keep you educated and informed about the Demand Response Industry. Today we're seeing Smart Buildings, Grids, and Cities, and terms like DER, DERMS, and IoT... so we've grown our library to help you grow your knowledge.



Angel capital fund for start-up companies entering the international energy markets.

It Starts With Building a Relationship

We would like to get to know you and explore how we might collaborate to seize market opportunities for you.

Knowledge
Sharing

Opportunity
Discussion

Steps &
Definition

Draft
Proposal

Fit to Client
Needs

Project
Kickoff

Peter Weigand, Chairman & CEO

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"Hiring Skipping Stone is like renting entrepreneurs, they really understood how to get our ideas off the drawing board and into the market."

CEO - Energy Management
Systems Company

"Like many others, I have been burned spending money on consultants with little to show for it. Skipping Stone has truly been a unique experience. I started as a skeptic, and now I am a believer."

SVP - Utility Company

"One of the things I really like about Skipping Stone is they make introductions to their other clients when they sense there is a mutually beneficial opportunity and strategic fit. They call it client knitting, I call it an unexpected benefit."

CEO - Retail & Trading Co.