



Helping Clients Seize Energy Market Opportunities

**Company Overview
with Japan Market Entry Services Focus**

Boston

Atlanta

Houston

Los Angeles

London

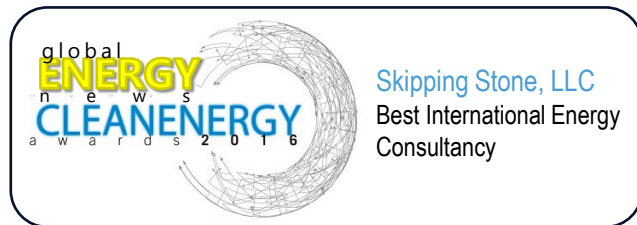
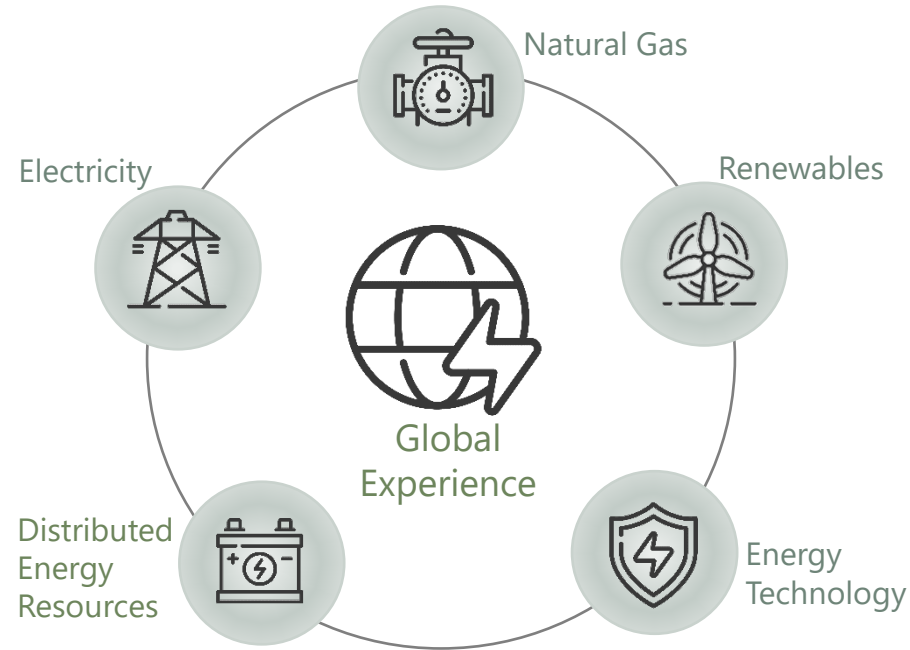
Tokyo

Singapore

Who We Are

Skipping Stone is an award-winning global energy markets strategy consulting and implementation services firm launched by former energy CEOs.

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



We Have A Global Reach



25+ Years
of Service



57
Countries



300+
Consultants

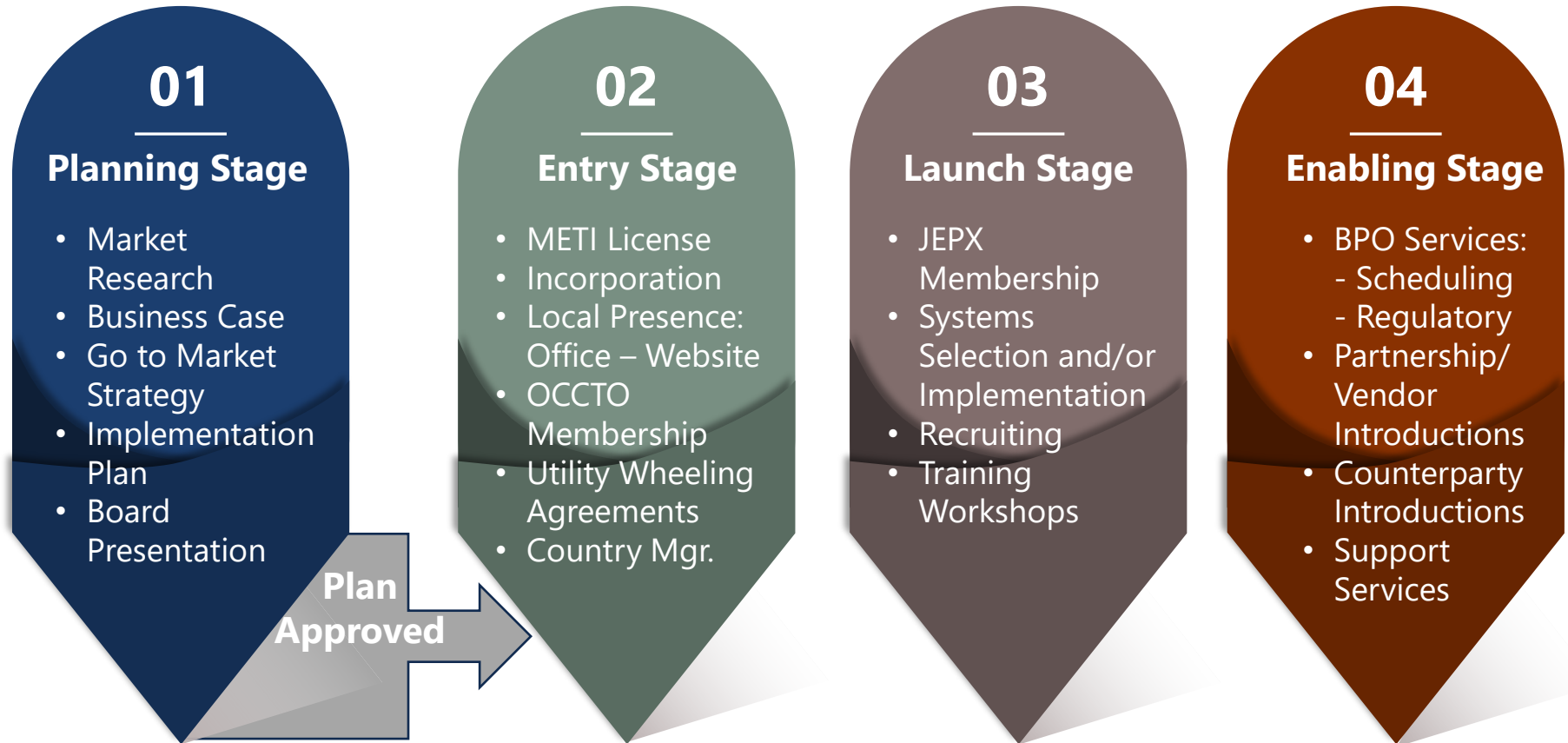


300+
Clients



1,000's of Successful
Engagements





We utilize a collaborative knowledge sharing approach.

Market Research

100 Topic Checklist

- Market Rules
- Regulatory
- Legal/Contracts
- Finance/Tax
- Market Sizing
- Renewables
- PPA/VPPA
- Legal Requirements
- Technology Info

Pick as many topics as you need. Comprehensive report in English with video review meetings.

Go To Market Strategy

- Target Customer Definition
- Competitive Analysis
- Marketing Plan
- Operational Requirements
- System Requirements
- In House – Outsource Options & Strategy
- Risk Assessment
- Pros/Cons Assessment

A collaborative approach to test your assumptions against our experience.

Business Case

- Japan Cost Assumptions
- Staffing Compensation
- Inhouse vs Outsourcing
- Outsourcing Costs
- Retail Margin Analysis
- Tariff Analysis
- P&L Scenarios
- Cash Flow Analysis

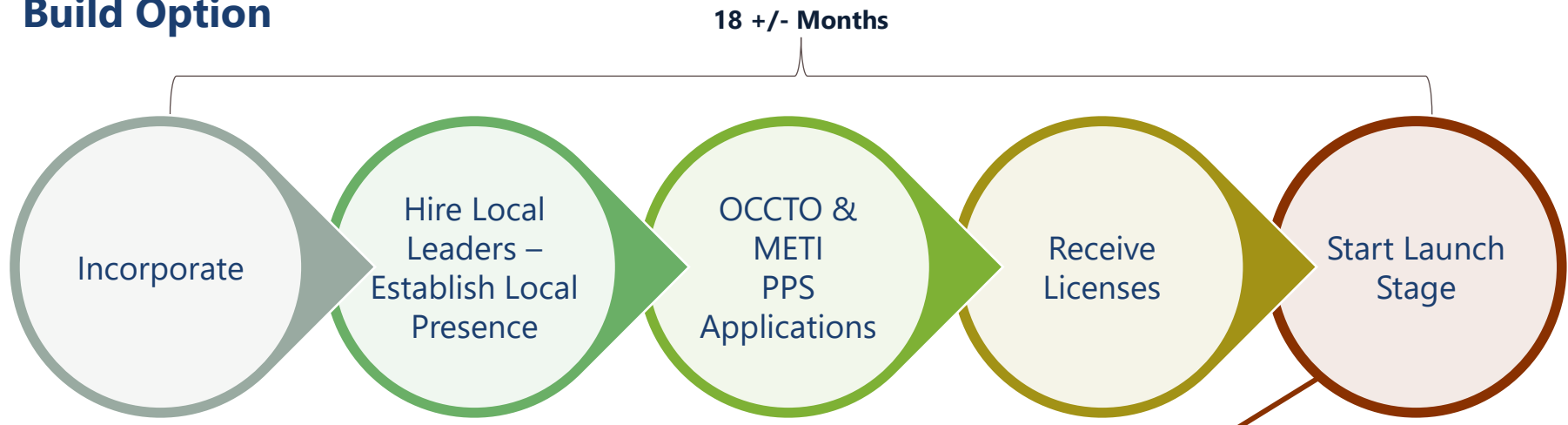
Implementation Planning

- Timeline and Dependencies
- Project Plan
- Inhouse vs Outsourcing
- Technology Aspects
- Resource Requirements
- Vendor Introductions
- Legal – Tax – Etc.

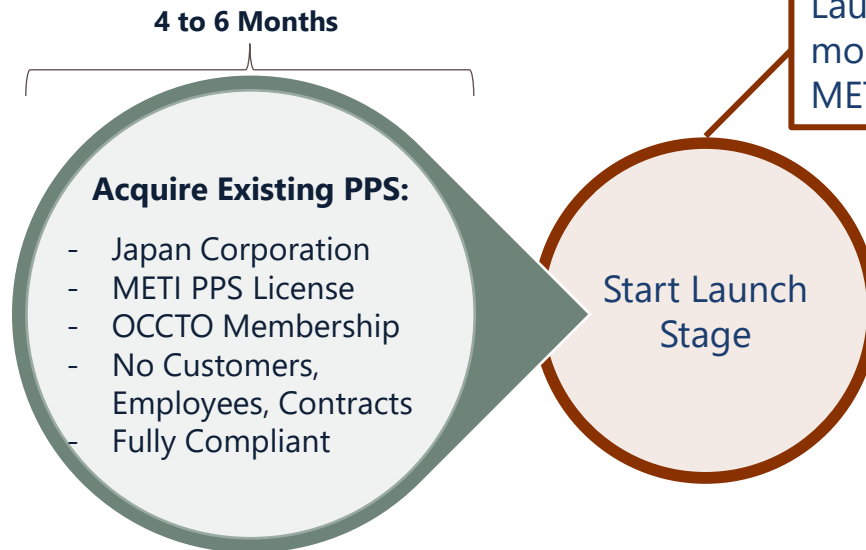
BOD Presentation Assistance



Build Option



Buy Option



Launch Stage takes about 2-4 months and cannot start until METI license completion.

If Build option is selected Skipping Stone can assist with every step in the process.

If Buy option is selected, Skipping Stone has PPS licensed companies for sale.



Flex Launch Services

There are many subparts to the lists shown here.

We also have a flex services arrangement to “fill in the blanks” with tasks defined by you.

If flex services are not fully utilized, then fees are refunded.

Business Process Outsourcing Services

- Scheduling Services
 - JEPX
 - OCCTO
 - Wheeling
- Regulatory Compliance Filing
 - Filing and compliance of monthly, quarterly, and annual required reports
- The Energy Center
 - Furnished office space with conference facilities

Partnership/Vendor Introductions

- Law Firms
- Tax Firms
- Payroll Firms
- Accounting Firms
- Visa Agents
- Real Estate Brokers
- Tech Services

Counterparty Introductions

- Utilities
- Trading Firms
- IPPs
- Retailers
- Renewables
- BESS
- DR

Support Services

- Translation Services
- Travel Coordination
- Contract Resources
- Business Development
- Marketing & PR
- Market Awareness
- Event Planning

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



- NAESB Founder and Board Member
- FERC Advisor
- Led 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 Associates



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



Hiroshi Okuyama

President, Japan

30+ Yrs. in Energy Risk Management

Industry Experience

President Unicom International
Multiple leadership roles with Nissan Securities



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



We are the "go to" people.

Our business model is based on a few simple principles:

- We deploy consultants that are energy 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 there is a beginning and an end to every engagement
- We give clients our honest opinions

Hiroshi Okuyama ■

President

30+ Years in Risk Mgmt. & Trading

Industry Experience

Global Commodities

Futures Markets

Risk Management



- President of a Global Trading Company
- Built & Managed International Growth
- Risk Management Expertise
- International relationships
- Years in US Market Leadership Role

■
Bilingual

A Diverse Team of Energy Experts



Katsuya Shirakawa
Senior Consultant



Akiyoshi Yoshizawa
Senior Consultant



Yayoi Horaguchi
Senior Consultant



Risa Nakayama ■
Consultant



Soichiro Minami ■
Analyst

Not Pictured

Rod Cramblit, Recruiting Director ■

Steve Rousseau, Sr. Consultant

Brad Larkin, Financial Analyst ■

Kota Fukushi, Scheduling

Seiichiro Nagai, Scheduling ■

Steven Thomas, Sr. Consultant ■

Takeshi Saka, Sr. Consultants ■

Ryutaro, Sameshima, Sr. Consultant ■

Tomio Okachi, Sr. Consultant ■

Partial List of Japan Clients

Retail Market Entry Clients



Japan Clients



Wholesale Market Entry Clients



Technology Clients



We Start with Building a Relationship

We would like to get to know you and explore how we might collaborate to help you achieve success.

Peter Weigand
Chairman & CEO

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peterw@skippingstone.com

Hiroshi Okuyama
President, Japan

+81 3-6435-6600

hokuyama@skippingstone.com

“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

“We thought we could figure out how to enter the Japan market on our own. We retained Skipping Stone, and it became obvious how much we didn't know. Without them I don't think we would have been successful.”

CEO – Trading Company