

**Helping Clients  
Seize Energy Market  
Opportunities**

**Japan Market Services Focus**

**Boston**

**Houston**

**Los Angeles**

**Tokyo**

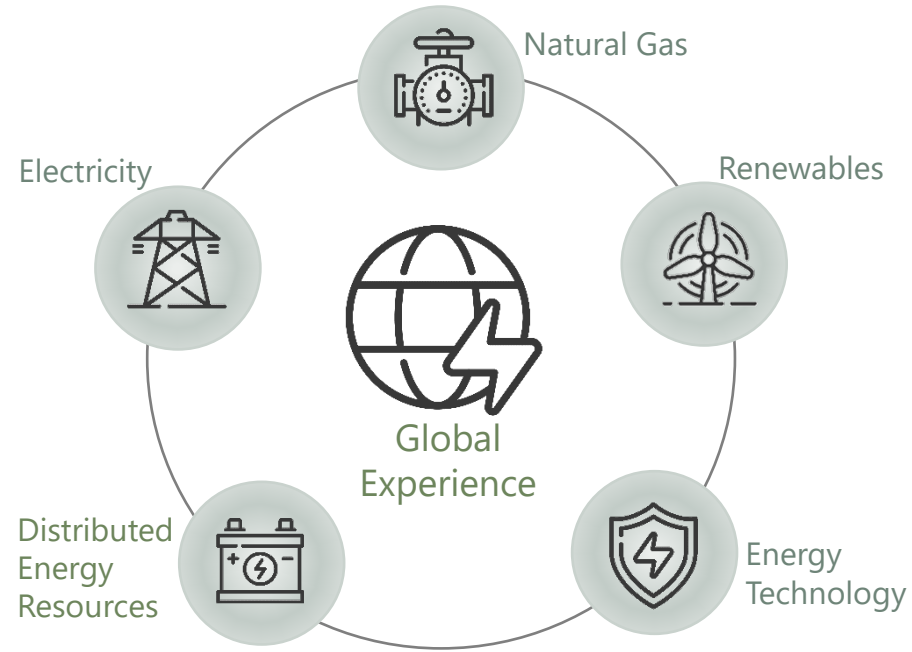
[www.skippingstone.com](http://www.skippingstone.com)

[www.skippingstone.co.jp](http://www.skippingstone.co.jp)

# 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



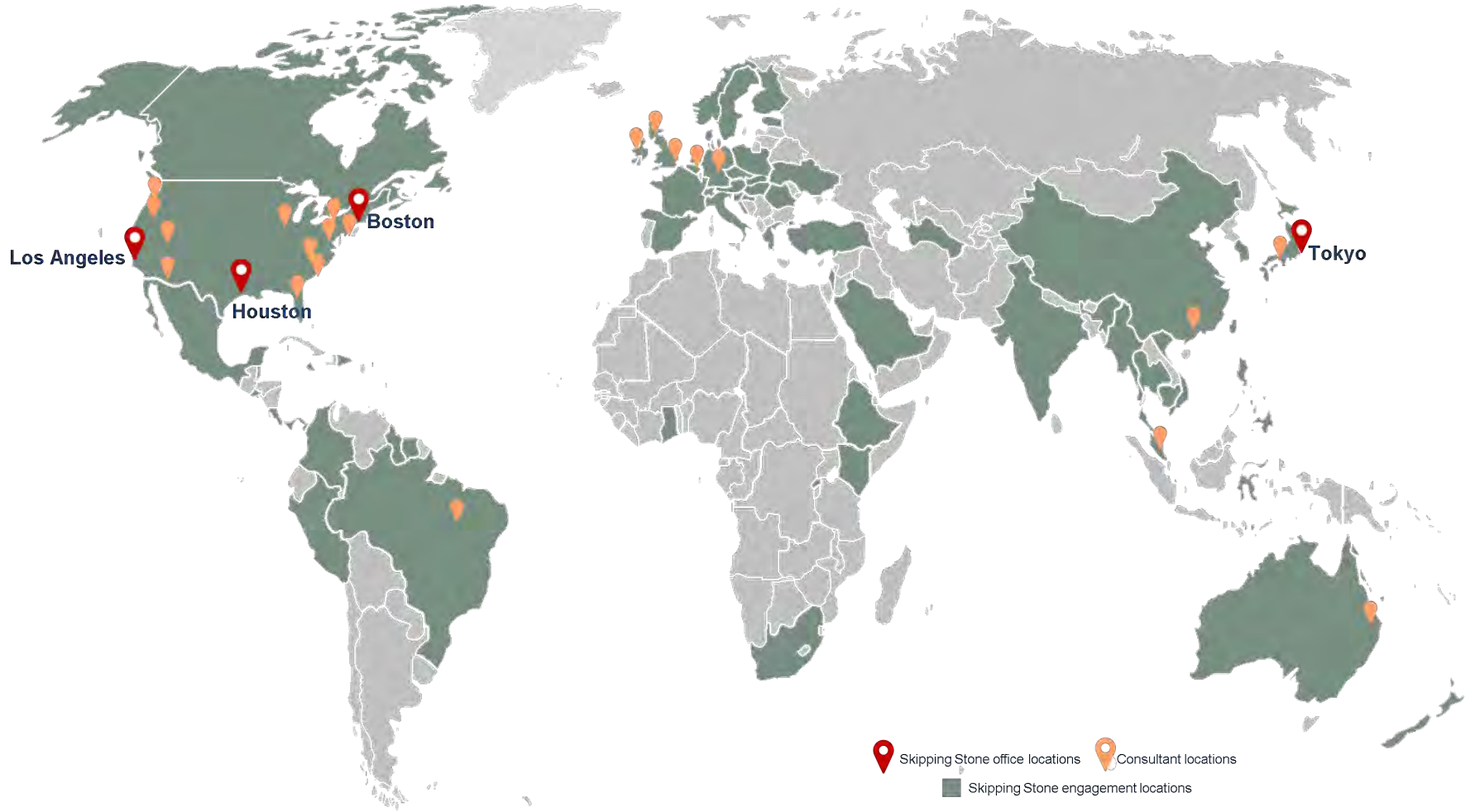
300+  
Consultants



300+  
Clients



1,000's of Successful  
Engagements



## 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



## 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



Skipping Stone, GK – Established in Japan, August 2014

From a full business plan to being a sounding board, we apply our market knowledge and wide variety of energy industry relationships to deliver value.

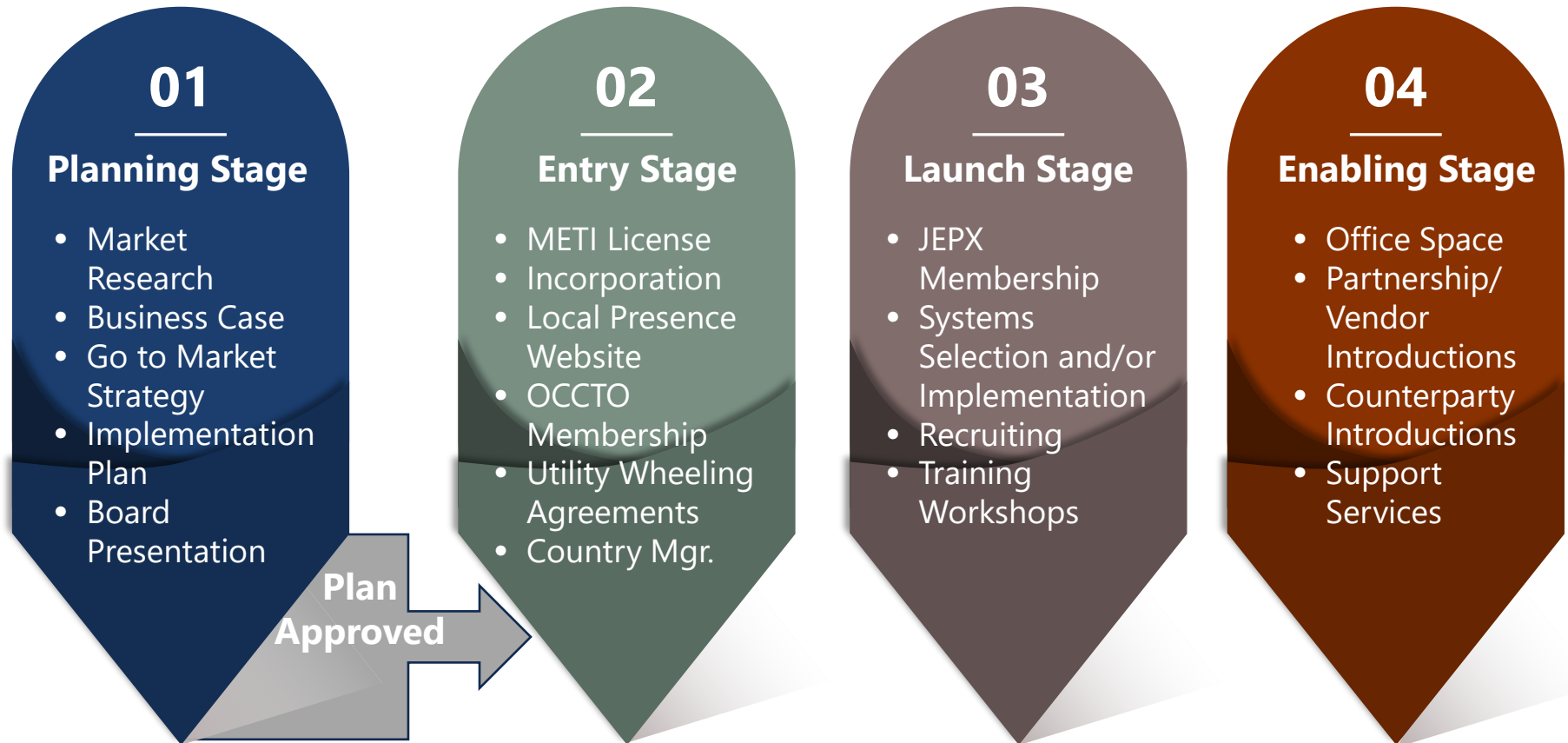
Sample Advisory Engagements have Included:

- Strategic planning collaboration
- Business cases and plans
- Economic analysis
- Organization structuring
- Management team reviews
- New product/service launch planning
- Board presentation assistance
- M&A
- Recruiting
- Competitive positioning
- Market awareness campaigns
- Project management

Flexible engagement structures

- Hourly - Fixed Price - Retainer - Time Block





**If you are already in Japan, you may be interested in Stage 2, 3, or 4 Services**

**METI License Options: Apply from scratch –or – Acquire a licensed company**

## Set Up

- METI License
- OCCTO Membership
- Wheeling Agreements
- JEPX Membership
- Training Manuals

## Analytics

- Data Sources
- JEPX Database
- Forecasting
- Forward Curve
- Vendors

## Recruiting

- Traders
- Analysts
- Schedulers
- Back Office

## Counterparties

- Introductions
  - Retailers
  - Utilities
  - Generators
  - Trading Firms
  - Brokers

## Outsource Services

- Scheduling
- Compliance Filing
- JEPX Deal Entry

We also host events during Japan Power Week and other trading community gatherings





## Policies & Procedures

Policies, procedures, manuals, organizational alignment, trading controls, oversight set up & rules



## Organizational Controls

Risk training, business unit interaction, risk tolerances, delegation of authority & job descriptions



## Transaction Design

Types of trades, term deal structuring, hedging strategies and implementation



## Risk Systems

Energy trading & risk management (ETRM) system requirements & vendor selection



## Project Management

System implementation, project planning and execution, timelines, budget management



## Mediation

Dispute resolution, third party validation, data analytics, problem identification and plan

We provide a wide variety of research.



- ❖ Data Sourcing
- ❖ Database Development
- ❖ JEPX Historical Prices
- ❖ Generation Data
- ❖ Demand Data
- ❖ Customer Opinions
- ❖ Competitors
- ❖ Trading Trends
- ❖ Utility Strategy
- ❖ Renewable Adoption
- ❖ 101 Market Questions Report
- ❖ Compliance Requirements
- ❖ Scheduling Requirements
- ❖ JEPX Requirements
- ❖ Retail Laws

**Our Market Rules research is very detailed,  
available in English, and has a training option**

## Business Process Outsourcing Services

- **Scheduling Services**
  - JEPX
  - OCCTO
  - Wheeling
- **Regulatory Compliance Filing**
  - Filing and compliance of monthly, quarterly, and annual required reports
- **JEPX Deal Entry**
  - We do the deal entry based on your directions

## Market Presence Services

- **Office Space**
  - Furnished with conference rooms, admin, internet, etc.
- **Marketing**
  - Websites
  - PR
  - Trade Shows
- **Contract Resources**
  - Country Manager
  - Business Development

## Support Services

- Translation Services
- Travel Coordination
- Business Etiquette Guide
- Vendor Introductions
  - Legal
  - Accounting
  - HR
- Event Planning

**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 Core Team of Energy Experts



Katsuya Shirakawa  
Senior Consultant



Akiyoshi Yoshizawa  
Senior Consultant



Yayoi Horaguchi  
Senior Consultant



Risa Nakayama ■  
Consultant

**We Utilize Our Network Of Over 30  
Independents & Subcontractors For Specific  
Expertise Requirements**

# 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 explore how we might collaborate to help you achieve success.**

**Peter Weigand**  
**Chairman & CEO**

+1 248-635-5405

[peterw@skippingstone.com](mailto:peterw@skippingstone.com)

**Hiroshi Okuyama**  
**President, Japan**

+81 3-6435-6600

[hokuyama@skippingstone.com](mailto: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