

Helping Clients Seize Energy Market Opportunities

We Specialize in
Turning Ideas into Reality
&
Problems into Success

Boston

Houston

Los Angeles

Tokyo

Global Consulting Network

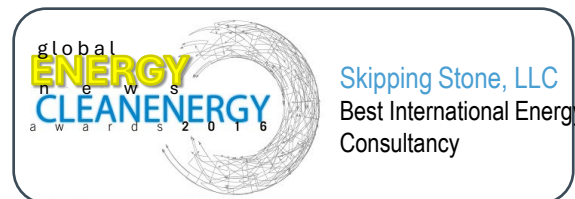
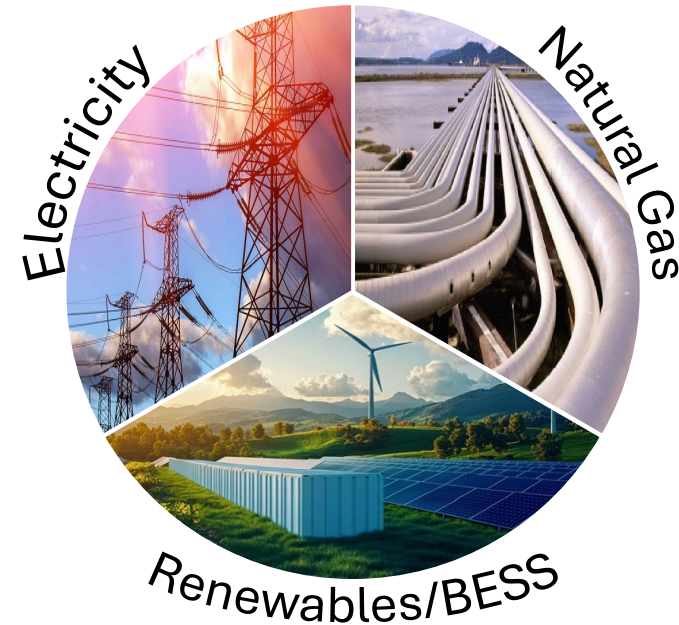
SkippingStone.com

SkippingStone.co.jp

Who We Are

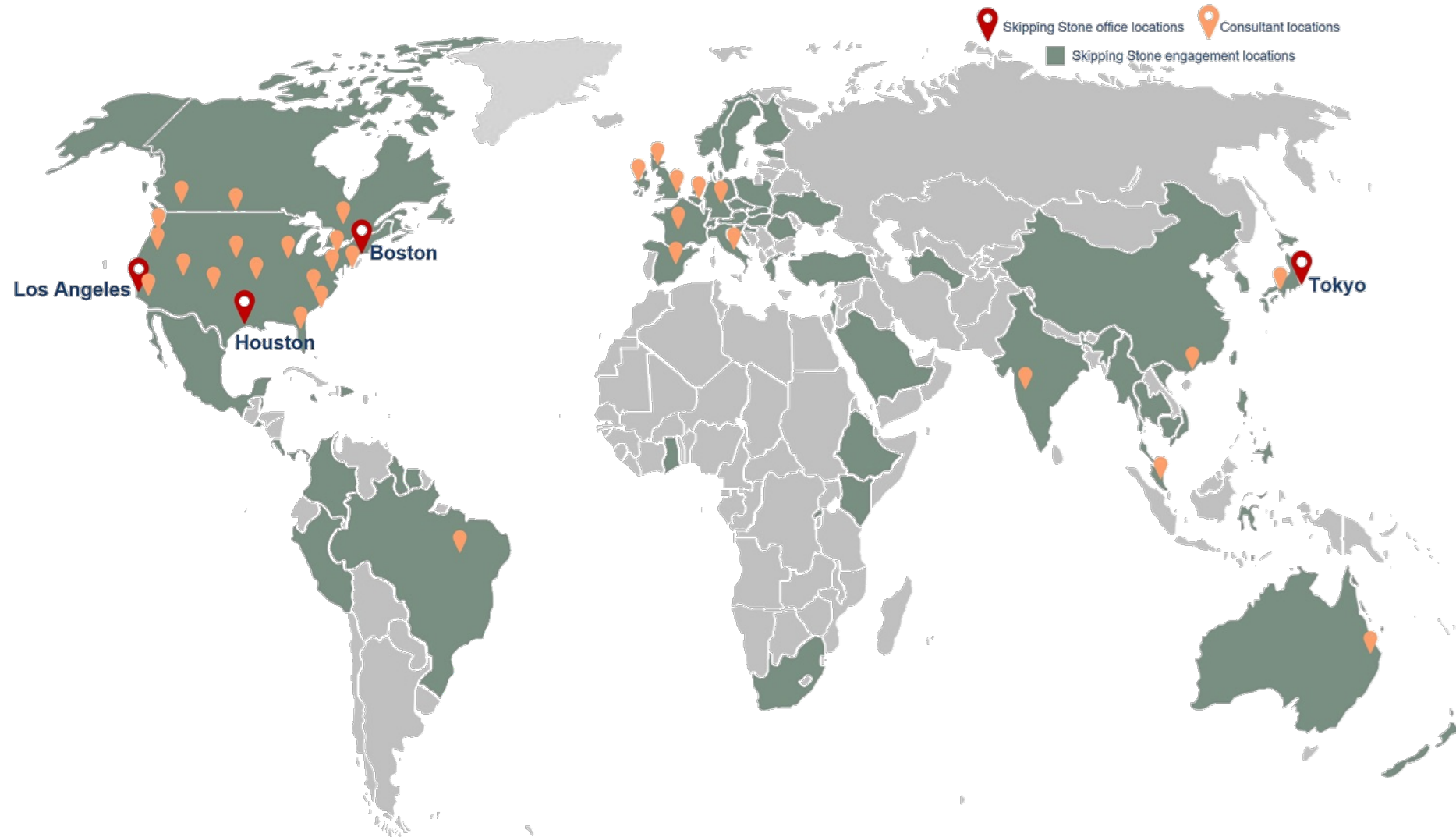
Skipping Stone’s *Leadership Team* is former CEOs and energy entrepreneurs who have successfully built and grown energy and technology businesses. In addition, our global team of resources and partners all have years of energy market experience.

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

For over 30 years and thousands of engagements with more than 300 energy clients globally, Skipping Stone has provided a wide variety of consulting services through a unique approach that utilizes only industry-experienced veterans.



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, COO

35+ 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

Taiichi Asano

President, Japan

45+ Yrs. in Corporate Leadership

Industry Experience

Executive Director, Ecoplexus
Executive Officer, Influx
Director, Mitsui



- Infrastructure Investment
- Business Development
- Energy Transition
- New Market Entry

Eric Alam

President, N.A.

30+ Yrs. in Energy

Industry Experience

CEO RPD Energy
EVP Sales Viridity Energy
EVP Sales & Operations World Energy



- Environment & Energy Innovation Award
- Smart Energy Decisions Top Project Award
- Invited Signatory to UN Energy 24/7CFE Compact
- Successful completion of three company turnarounds

We are the “go to” people.

Our business model is based on a few simple principles:

- We deploy consultants who 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

Our specialty is collaborating on new ideas, strategies, and tactics, and then providing an array of implementation services to turn those strategies into success.



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.

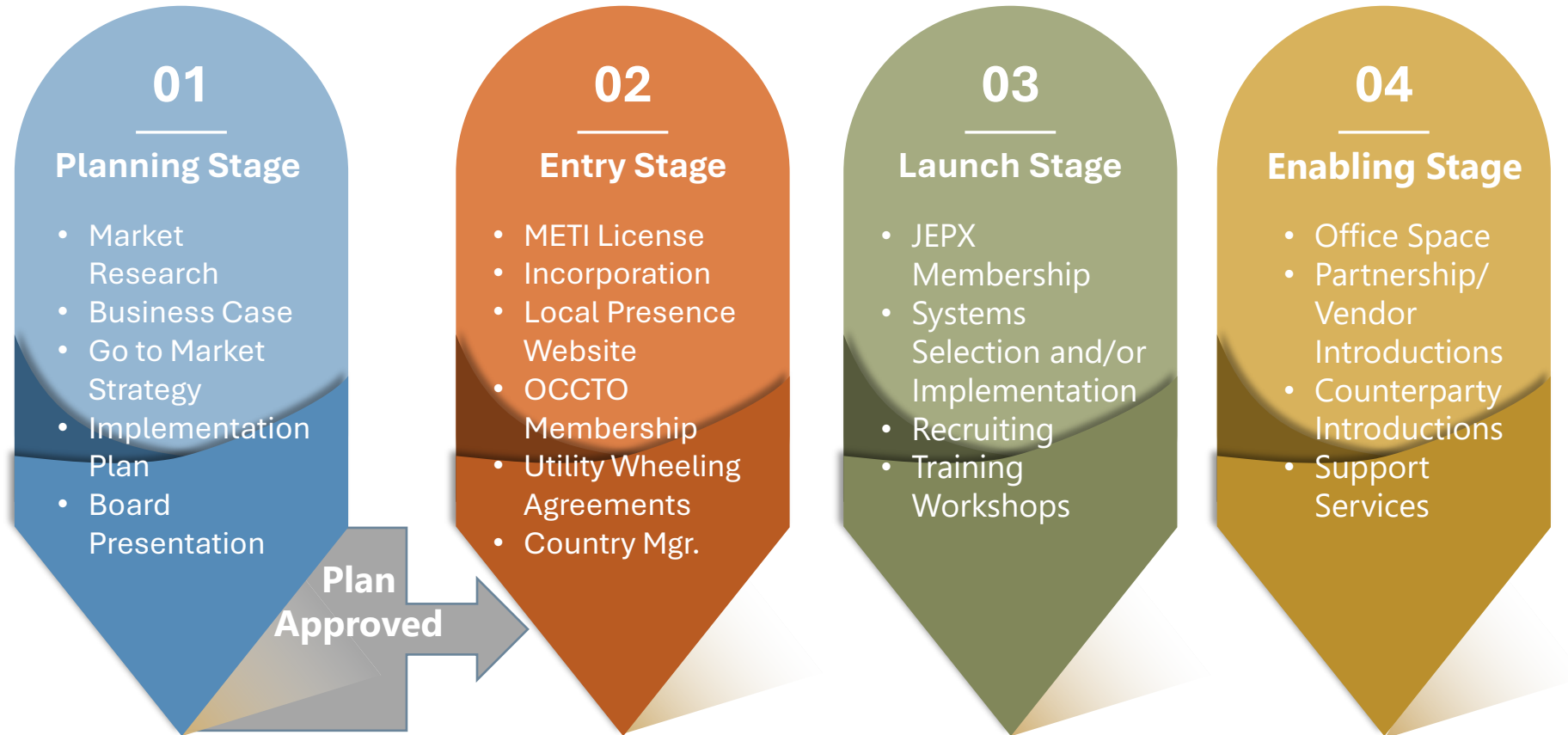
Sample Advisory Engagements have Included:

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

Flexible engagement structures

- Hourly - Fixed Price - Retainer - Time Block

Market Entry Stages & Services



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.



**Market
Analytics**

- ❖ Data Sourcing
- ❖ Database Development
- ❖ JEPX Historical Prices
- ❖ Generation Data
- ❖ Demand Data



Surveys

- ❖ Customer Opinions
- ❖ Competitors
- ❖ Trading Trends
- ❖ Utility Strategy
- ❖ Renewable Adoption



**Market
Rules**

- ❖ 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

Taiichi Asano ■

President

45+ Years in Corporate Leadership

Industry Experience

Executive Director, Ecoplexus

Executive Officer, Influx

Director, Mitsui



- Infrastructure Investment
- Business Development
- Energy Transition
- New Market Entry

■
Bilingual

A Core Team of Energy Experts



Hajime Yamaguchi ■

Senior Energy
Marketing Manager



Akiyoshi Yoshizawa

Senior Consultant



Yayoi Horaguchi

Senior Consultant



Risa Nakayama ■

Consultant

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

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
CEO

+1 248-635-5405

peterw@skippingstone.com

Taiichi Asano
President (Japan)

+81 50-7103-7338

tasano@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

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

CEO – Retail & Trading Company