**A. APPLICANT INFORMATION**

**Exhibit A-11 "Principal Officers, Directors, & Partners"**

President:

Mirza Omercajic

Home Address & Phone Number:

4726 Main St, Skokie IL 60076

773-490-0904

Business Address:

190 S LaSalle St. Suite 2100, Chicago, IL 60603

**Exhibit A-12 "Corporate Structure,"**

Currently, Focus Energy Consultants is in the process of recruiting a principal officer and three consultants with experience in the retail electricity markets. Therefore, the corporate structure will be evolving exponentially throughout 2016. However, the primary objective was to first obtain a Power Broker Certification from ICC (Illinois Commerce Commission) and PUCO (Public Utilities Commission of Ohio). There are strong relationships with executives from Constellation Energy and Direct Energy, so they will be our first partner companies that supply energy, once we have obtained both certifications. Soon after, a relationship with Hudson Energy and various other electric/natural gas suppliers will be established as well.

Mirza Omercajic (President)

Currently Recruiting (Principal Officer)

Broker #1 Broker #2 Broker #3

**Exhibit A-13 "Company History,"**

Focus Energy Consultants is a company that will be concentrated on businesses

mostly within the Chicagoland area. Through our comprehensive market

analyses and strong supplier relationships, we are committed to fulfilling our

clients’ energy needs and helping them reduce their electricity costs. Along with

seeking quotes from various suppliers and finding the best market entry point, we

will communicate any concerns that may arise with the suppliers as well (meter

issues, overcharges on bill, etc).

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will communicate any concerns that may arise with the suppliers as well (meter

issues, overcharges on bill, etc).

Focus Energy Consultants was recently registered in Illinois after collecting all client information through networking, referrals, and the previously made strong connections I have attained throughout my professional tenure in Chicago and London. I am also the President of Energy Balance Ltd, an energy consultancy operating in London, UK that has been serving a client base of about 150 businesses since beginning operations in 2014. Through our comprehensive market analysis and strong supplier relationships, we are committed to fulfilling our clients’ energy needs and helping them reduce their electricity costs. Along with seeking quotes from various suppliers and finding the best market entry point, we will communicate any concerns that may arise with the suppliers as well (meter issues, invoice discrepancies, etc.).

**Exhibit A-14 "Articles of Incorporation and Bylaws,"**

Please see attached documentation.

**Exhibit A-15 "Secretary of State,"**

Please see attached documentation.

**B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE**

**Exhibit B-1 “Jurisdictions of Operation,”**

4/22/14 – Operations begin in the United Kingdom

3/8/16 – Preliminary approval for ICC Certification; awaiting final approval

3/22/16 – Application sent to PUCO

**Exhibit B-2 "Experience & Plans,"**

I am a 2nd Vice President and a Senior Business Analyst within the Asset Management Sector of Northern Trust. Since beginning my career at Northern Trust in 2000, I have managed a large variety of professionals and projects, as well as led the selection/hiring process in many circumstances. I have also conducted quantitative analysis of cash flows, identified future trends, and assessed risk in client acquisitions; these are all responsibilities that I have incorporated while managing Energy Balance’s operations in the UK and I plan to practice within Focus Energy.

The current client base consists of about 120 businesses within the service territories encompassed in Chicago (including surrounding suburbs), Dayton, Cincinnati, Cleveland, Columbus, Toledo, Youngstown and Lorain. The majority are ready to be signed with current contract end dates between August 2016 and March 2017. We have been working on putting this portfolio together for the past year, so everything can be setup up before PUCO and ICC are approached and subsequently the suppliers. Due to my reputation as a VP of Northern Trust with various projects completed nationwide and in the UK, I have received many leads through referrals; this is how Energy Balance progressed rapidly in the UK as well. Originally, the objective was to create a portfolio large enough to get operations started but then I stumbled across a connection who had a very bad experience with a previous broker that I could not believe. This is why I wanted to meet with each client face to face and establish a relationship beforehand, rather than just becoming a generic voice over the phone. In addition, Focus Energy Consultants will be donating a portion of the profits to various charitable organizations on a yearly basis. We have done the research and will be highly selective about the suppliers we will work with; it will be disclosed to all customers prior to them signing a contract, the fact that we will be receiving compensation from the supplier. We want to create the best customer experience possible and always maintain full transparency.

Customers will always be provided with accurate and adequate information regarding the pricing, terms and conditions of service, termination fees, and any switching fees that may arise. We also have a free invoice validation service for our customers where we check every invoice for discrepancies, provide any additional information the customer may need, and resolve all queries directly with the suppliers. All documentation regarding disconnection notices, meter installations, and changes of tenancy are also resolved by us.

**Exhibit B-3 "Summary of Experience,"**

We are currently in the application process with PUCO and the ICC, in order to acquire our Power Broker Certifications for Illinois and Ohio. Then, we will be able to begin providing services for our established client base.

In regards to previous experience with representing customers in the purchase of retail electric services, volume of clientele in the UK has been increasing substantially since Energy Balance’s foundation. Currently, we represent customers from a variety of industries; for example, a network of prominent British charter schools or reputable manufacturer. Following our company’s consistency in finding the right market entry point and showing significant work ethic for these customers, many referrals followed within that service territory and consequently spanned over to Illinois and Ohio. The range of our client base’s annual electricity usage is usually between 200,000 kWh and 5,000,000 kWh per customer.

**Exhibit B-4 "Disclosure of Liabilities and Investigations,"**

No Liabilities or Investigations.

**C. APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE**

**Exhibit C-1 “Annual Reports,”**

Exhibit C-1 is not applicable, because the company does not have any annual reports yet. Focus Energy Consultants Ltd was registered in Illinois on 2/3/16.

**Exhibit C-2 “SEC Filings,”**

Please refer to explanation for Exhibit C-1.

**Exhibit C-3 “Financial Statements,”**

Please refer to explanation for Exhibit C-1.

**Exhibit C-4 “Financial Arrangements,”**

No financial arrangements in place.

**Exhibit C-5 “Forecasted Financial Statements,”**

Please see attached.

Prepared by:

Mirza Omercajic

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773-490-0904

[info@focusenergyltd.com](mailto:info@focusenergyltd.com)

**Exhibit C-6 “Credit Rating,”**

Newly registered and therefore does not have a credit rating yet.

**Exhibit C-7 “Credit Report,”**

Newly registered and therefore does not have a credit report yet.

**Exhibit C-8 “Bankruptcy Information,”**

No bankruptcy filings.

**Exhibit C-9 “Merger Information,”**

No merger information.