

DIS Case Number: 19-1575-GA-AGG

Section A: Application Information

Section B: Applicant Managerial Capability and Experience

Section C: Applicant Financial Capability and Experience

C-3. Forecasted financial statements

Provide two years of forecasted income statements **based solely on the applicant's anticipated business activities in the state of Ohio.**

Include the following information with the forecast: a list of assumptions used to generate the forecast; a statement indicating that the forecast is based solely on Ohio business activities only; and the name, address, email address, and telephone number of the preparer of the forecast.

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-month periods with totals for revenues, expenses, and projected net incomes for both periods. Please show revenues, expenses, and net income (revenues minus total expenses) that is expected to be earned and incurred in **business activities only in the state of Ohio** for those periods.

If the applicant is filing for both an electric certificate and a natural gas certificate, please provide a separate and distinct forecast for revenues and expenses representing Ohio electric business activities in the application for the electric certificate and another forecast representing Ohio natural gas business activities in the application for the natural gas certificate.



File(s) attached

Section D: Applicant Technical Capacity

Application Attachments



Public Utilities Commissions of Ohio
180 E Broad Street
Columbus, OH 43126
2/5/2024
RE: Case No. 19-1575-GA-AGG

Dear Public Utilities Commission of Ohio,

TMGES, INC., is making a supplemental filing of C-3 to the Case Docket No. 19-1575-GA-AGG.

Sincerely,

A handwritten signature in black ink, appearing to read 'Merrill Mangalasseril', is written over a faint, light blue circular watermark.

Merrill Mangalasseril
CEO
TMGES, INC., d/b/a Ananta Energy Source
360 Sycamore Ridge Way
Columbus, OH 43230
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TMGES, INC, d/b/a Ananta Energy Source

The forecasted income statement based solely upon Ohio natural gas business activities

	Current Year 2024	Forecast YR 1 2025	Forecast YR 2 2026
Revenue			
Ohio Electric Brokering Revenue	\$38,932.40	\$44,772.26	\$51,488.10
Expenses			
Total Expenses	\$10,666.47	\$7,999.85	\$7,999.85
Taxes			
Provision for Income Taxes	\$5,935.85	\$7,722.21	\$9,132.53
Net Income (Loss)	\$22,330.09	\$29,050.20	\$34,355.72

Assumptions

1. TMGES, INC., d/b/a Ananta Energy Source is currently working on 2023 accounting and closing out the books, so the following assumptions are based on our actual Ohio natural gas (NG) sales (\$37,078.48) derived from our CRM in 2023.
2. TMGES, INC., d/b/a Ananta Energy Source is conservatively estimating a 5% increase for our current year 2024 (\$38,932.40) from our actual Ohio natural gas (NG) sales (\$37,078.48). For the year 2025, and 2026, Ananta is estimating a 15% growth in sales for our Ohio NG sector due to demand from many of our existing electricity customers who are beginning to ask more about NG savings. Currently more than 80% of our electricity procurement customers are still floating on the variable choice programs, so there are many commercial customers in our pipeline who are beginning to address NG as well.
3. 2024 Expenses are based on our most recent completed year in accounting, 2022 (\$533,323.65). We can estimate that 2% of our total expenses were dedicated towards Ohio Natural Gas marketing and management. Hence, our expenses related to Ohio natural gas procurement in our current year 2024 are estimated to be \$10,666.47. Most of our efforts were focused on electricity for the last two years (2022-2023). We're scaling back this current year (2024) by reducing overhead from both marketing and labor, which should yield a 25% reduction in expenses for 2025 and 2026, with the objective to maintain low overhead for the upcoming years.

Forecast prepared by:

Merrill Mangalasseril

CEO of TMGES, INC., d/b/a Ananta Energy Source

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Case No(s). 19-1575-GA-AGG

Summary: In the Matter of the Application of TMGES Inc