



14.802

# CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS SUPPLIERS

Please type or print all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-16 - Company History*). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may directly input information onto the form. You may also download the form by saving it to your local disk.

### SECTION A - APPLICANT INFORMATION AND SERVICES A-1 Applicant intends to be certified as: (check all that apply) Retail Natural Gas Aggregator ✓ Retail Natural Gas Broker ✓ Retail Natural Gas Marketer A-2 Applicant information: MP2 Energy NE, LLC Legal Name 21 Waterway Avenue, Suite 500, The Woodlands, TX 77380 Address Web site Address www.mp2energy.com 832-510-1130 Telephone No. A-3 Applicant information under which applicant will do business in Ohio: MP2 Energy NE, LLC Name Address 21 Waterway Avenue, Suite 500, The Woodlands, TX 77380 832-510-1130 Web site Address www.mp2energy.com Telephone No. A-4 List all names under which the applicant does business in North America: MP2 Energy, LLC MP2 Energy IL, LLC MP2 Energy NE, LLC MP2 Energy NJ, LLC MP2 Energy Texas, LLC

A-5 Contact person for regulatory or emergency matters:

Name Robert Douglas Title Vice President of Operations

Business Address 21 Waterway Avenue, Suite 500, The Woodlands, TX 77380

Telephone No. 832-510-1042 Fax No. 832-510-1128 Email Address robert.douglas@MP2Energy.com

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.

Technician Date Processed PR 29 2014

(CRNGS Supplier- Version 1.07) Page 1 of 7

| A-6        | Contact person for Commission Stat   | ff use in investiga                     | ting cu            | stomer comp                     | laints:  |
|------------|--|---|--------------------|---------------------------------|--|
|            | Name Carlos Zavala   |   | Title              | Vice President                  | of Customer Relations  |
|            | Business address 21 Waterway Avenue, Su  | uite 500, The Woodlan                   | ds, TX 7           | 7380                            |  |
|            | Telephone No. 832-510-1047 Fax N   | o. 832-510-1128                         |                    | Email Address                   | carlos.zavala@mp2energy.com                                    |
| <b>A-7</b> | Applicant's address and toll-free nu   | mber for custome                        | r servi            | ice and comp                    | aints  |
|            | Customer service address 21 Waterway Av  | enue, Suite 500, The N                  | Voodlan            | nds, TX 77380                   |  |
|            | Toll-Free Telephone No. 877-238-5343   | Fax No. 832-510-1                       | 128                | Email Addr                      | ess CustomerService@MP2Ene                                     |
| A-8        | Provide "Proof of an Ohio Office an<br>Revised Code, by listing name, Ohio<br>designated Ohio Employee   |   |                    |                                 |  |
|            | Name Susanne Lottie  |   | Title              | Account Manag                   | ger  |
|            | Business address 1300 East 9th Street  |   |                    |                                 |  |
|            | Telephone No. 800-925-7562 Ext: 80 Fax No  | 800-938-8343                            | Emai               | il Address susa                 | nne.lottie@walterskluwer.com                                   |
| A-9        | Applicant's federal employer identif   | ication number                          | 27356              | 6322                            |  |
| A-10       | Applicant's form of ownership: (Che  | eck one)                                |                    |                                 |  |
|            | Sole Proprietorship  | □ 1                                     | Partner            | rship                           |  |
|            | ☐ Limited Liability Partnership (LLP   | ) 🗸 1                                   | Limited            | l Liability Con                 | npany (LLC)  |
|            | ☐ Corporation  |   | Other              |                                 |  |
| A-11       | (Check all that apply) Identify each currently providing service or intended class that the applicant is currently commercial, and/or large commercial | ls to provide serv<br>y serving or inte | ice, inc<br>nds to | cluding identi<br>serve, for ex | fication of each customer<br>cample: <i>residential, small</i> |

in Section 4929.01(L)(1) of the Ohio Revised Code, means a customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within the state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside of this state. In accordance with Section 4929.01(L)(2) of the Ohio Revised Code, "Mercantile customer" excludes a not-for-profit customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or

outside this state that has filed the necessary declaration with the Public Utilities Commission.)

| f applic           |  | ed interes |                | <br>/ partic | •                             | y of  | Large Commercial / Indus Ohio's Natural Gas |
|--------------------|--|------------|----------------|--------------|-------------------------------|-------|---|
|                    | ns, for each servic<br>hat the applicant l |            |                |              |                               | oxim  | ate start date(s) and                       |
| Colu               | mbia Gas of Ohio                           |            |                |              |                               |       |   |
| A Red of the sales | Residential                                | Beginning  | Date of Serv   |              | Ladar San San                 | End D | ate   |
|                    | Small Commercial                           | Beginning  | Date of Servi  | ice          | ]                             | End D | Pate  |
|                    | Large Commercial                           | Beginning  | Date of Serv   | ice          |                               | End I | late  |
|                    | Industrial                                 | Beginning  | Date of Servi  | ce           | ]                             | End D | Pate  |
| Domi               | nion East Ohio                             |            |                |              |                               |       | •   |
|                    | Residential                                | Beginning  | Date of Servi  | ce l         |                               | End D | Pate  |
|                    | Small Commercial                           | Beginning  | Date of Servi  | ce           | Ī                             | End D | Pate  |
|                    | Large Commercial                           | Beginning  | Date of Servi  | ce i         |                               | End D |   |
|                    | Industrial                                 | Beginning  | Date of Servi  | ce           | 1                             | End D | ate   |
|                    | Energy Ohio                                |            |                |              |                               |       |   |
|                    | Residential                                | Beginning  | Date of Servi  | ce           |                               | End D | **************************************      |
|                    | Small Commercial                           |            |                |              |                               | End D |   |
|                    | Large Commercial                           | Beginning  | Date of Servi  | ce           |                               | End D | 410   |
|                    | Industrial                                 | Beginning  | Date of Servi  | ce           | ì                             | End D | Pate  |
| Vecto              | en Energy Delivery o                       | of Obio    |                |              |                               |       |   |
|                    |  |            | Date of Servi  |              | -<br>- 2247일, 2011 <b>. [</b> |       | ate   |
|                    |  |            | TIBLE OF SELVI |              | aciena 🗱 iliya 🛊              | wa v  | <b>골루</b> - 10 전 기사인다. 항공개화 15              |

A-13 If not currently participating in any of Ohio's four Natural Gas Choice Programs, provide the approximate start date that the applicant proposes to begin delivering services:

| <b>√</b> | Columbia Gas of Obio            | Diverded Start Date: | April 2012 1555 |
|----------|---------------------------------|----------------------|-----------------|
| ✓        | Dominion East Ohio              | Intended Start Date  | April 2014      |
| <b>√</b> | Duke Energy Ohio                | Intended Start Date  | September 2014  |
| ✓        | Vectren Energy Delivery of Ohio | Intended Start Date  | September 2014  |

#### PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 <u>Exhibit A-14 "Principal Officers, Directors & Partners,"</u> provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 <u>Exhibit A-15 "Corporate Structure,"</u> provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale natural gas or electricity to customers in North America.
- A-16 <u>Exhibit A-16 "Company History</u>," provide a concise description of the applicant's company history and principal business interests.
- A-17 <u>Exhibit A-17 "Articles of Incorporation and Bylaws,"</u> if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.
- A-18 Exhibit A-18 "Secretary of State," provide evidence that the applicant is currently registered with the Ohio Secretary of the State.

### SECTION B - APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

### PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- B-1 Exhibit B-1 "Jurisdictions of Operation," provide a current list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail natural gas service, or retail/wholesale electric services.
- **B-2** Exhibit B-2 "Experience & Plans," provide a current description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.
- **B-3** Exhibit B-3 "Summary of Experience," provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking to be certified to provide (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations," provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational

status or ability to provide the services it is seeking to be certified to provide.

| B-5 | Exhibit B-5 "Disclosure of Consumer Protection Violations," disclose whether the applicant,                   |
|-----|---|
|     | affiliate, predecessor of the applicant, or any principal officer of the applicant has been convicted or held |
|     | liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.    |

| <b>V</b> | No  | П | Yes |
|----------|-----|---|-----|
| 3 V I    | 710 |   |     |

If Yes, provide a separate attachment labeled as <u>Exhibit B-5</u> "Disclosure of Consumer Protection <u>Violations</u>," detailing such violation(s) and providing all relevant documents.

B-6 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation," disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas.

| <b>V</b> | No | ☐ Yes |
|----------|----|-------|
|----------|----|-------|

If Yes, provide a separate attachment, labeled as <u>Exhibit B-6 "Disclosure of Certification Denial</u>, Curtailment, Suspension, or Revocation," detailing such action(s) and providing all relevant documents.

### SECTION C - APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- C-1 Exhibit C-1 "Annual Reports," provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.
- C-2 <u>Exhibit C-2 "SEC Filings</u>," provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.
- C-3 <u>Exhibit C-3 "Financial Statements</u>," provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer-certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer-certified financial statements covering the life of the business.
- C-4 <u>Exhibit C-4 "Financial Arrangements</u>," provide copies of the applicant's current financial arrangements to conduct competitive retail natural gas service (CRNGS) as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.)
- C-5 <u>Exhibit C-5 "Forecasted Financial Statements</u>," provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRNGS operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer.

- C-6 Exhibit C-6 "Credit Rating," provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant.
- C-7 <u>Exhibit C-7 "Credit Report</u>," provide a copy of the applicant's current credit report from Experion, Dun and Bradstreet, or a similar organization.
- C-8 <u>Exhibit C-8 "Bankruptcy Information</u>," provide a list and description of any reorganizations, protection from creditors, or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or since applicant last filed for certification.
- C-9 <u>Exhibit C-9 "Merger Information</u>," provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application, or at any time as a participant in the Ohio Natural Gas Choice programs.

### SECTION D – APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- D-1 <u>Exhibit D-1 "Operations</u>," provide a current written description of the operational nature of the applicant's business. Please include whether the applicant's operations will include the contracting of natural gas purchases for retail sales, the nomination and scheduling of retail natural gas for delivery, and the provision of retail ancillary services, as well as other services used to supply natural gas to the natural gas company city gate for retail customers.
- D-2 <u>Exhibit D-2 "Operations Expertise</u>," given the operational nature of the applicant's business, provide evidence of the applicant's current experience and technical expertise in performing such operations.
- **D-3** Exhibit D-3 "Key Technical Personnel," provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

**Applicant Signature and Title** 

Sworn and subscribed before me this

day of December Month

2013 Year

Gacie L. Weign

**Print Name and Title** 

Signature of official administering oath

STACIE L. WILSON M Notary Public, State of Texas My Commission Expires March 07, 2015

commission expires on

3/07/2015

e L. Wilson



## The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service Affidavit Form (Version 1.07)

| In the Matter of the Application of  | )                  |                  |                          |
|--|--------------------|------------------|--------------------------|
| MP2 Energy NE LLC<br>for a Certificate or Renewal Certificate to Provide   | Case No.           | 14 -             | -GA-CRS                  |
| Competitive Retail Natural Gas Service in Ohio.  | )                  |                  |                          |
| County of Montgomens<br>State of Texas   |                    |                  |                          |
| - Robert Donglas   | [Affiant], being d | uly sworn/affir  | med, hereby states that: |
| (1) The information provided within the certification or cert complete, true, and accurate to the best knowledge of affice | <u>-</u> .         | plication and su | apporting information is |

- (2) The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
- (3) The applicant will timely pay any assessment made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code.
- (4) Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
- (5) Applicant will cooperate with the Public Utilities Commission of Ohio and its staff in the investigation of any consumer complaint regarding any service offered or provided by the applicant.
- (6) Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
- (7) Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.

(8) Affiant further sayeth naught.

Affiant Signature & Title

Sworn and subscribed before me this

17th day of December

Month

201ろ

Vear

Signature of Official Administering Oath

Stacie L. Wilson

**Print Name and Title** 

STACIE L. WILSON
Notary Public, State of Texes
My Commission Expires
March 07, 2018

My commission expires on

3/01/2015

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### Exhibit A-14: Principal Officers, Directors, & Partners

Listed below is the contact information for all operating members, managing partners, and principal officers.

### Jeff Starcher, CEO and Chairman of Board

21 Waterway Ave. Suite 500 The Woodlands, TX 77380 832.510.1037 Jeff.Starcher@MP2Energy.com

### Matthew Adams, President and Member of Board

21 Waterway Ave. Suite 500
The Woodlands, TX 77380
832.510.1033
Matthew.Adams@MP2Energy.com

### Trey Price, Vice President and Member of Board

21 Waterway Ave. Suite 500 The Woodlands, TX 77380 832.510.1034 Trey.Price@MP2Energy.com

### Robert Douglas, Vice President of Operations and Member of Board

21 Waterway Ave. Suite 500
The Woodlands, TX 77380
832.510.1042
Robert.Douglas@MP2Energy.com

### Carey Jordan, Vice President of Integrated Solutions

21 Waterway Ave. Suite 500

The Woodlands, TX 77380 832.510.1053 Carey.Jordan@MP2Energy.com

### Russell Schwertner, Chief System Operator

21 Waterway Ave. Suite 500
The Woodlands, TX 77380
832.510.1039
Russell.Schwertner@MP2Energy.com

### Mark Siismets, Chief Operating Officer

21 Waterway Ave. suite 500
The Woodlands, TX 77380
832.510.1040
Mark.Siismets@MP2Energy.com

### John Greene, Member of Board of Managers

21 Waterway Ave. suite 500 The Woodlands, TX 77380 832.510.1030

### Todd Creek, Member of Board of Managers

21 Waterway Ave. suite 500 The Woodlands, TX 77380 832.510.1030

### Exhibit A-15: Corporate Structure

MP2 Energy LLC is the parent company headquartered in The Woodlands, TX.

MP2 Energy LLC is the parent company of MP2 Energy NE LLC, a licensed Electric Generation Supplier in the state of Pennsylvania, a licensed Electric Power Supplier in New Jersey and a licensed Competitive Retail Electric Service Provider in Ohio.

EPP LLC is wholly owned by the parent company MP2 Energy LLC and serves as a vehicle to invest in ventures outside of MP2's core business.

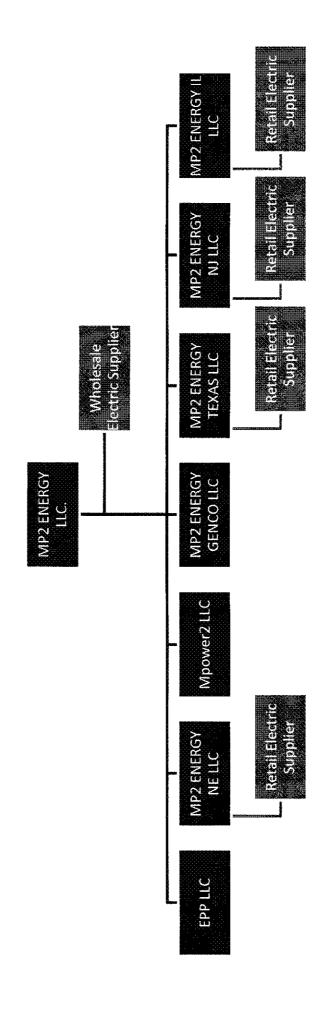
Mpower2 LLC is wholly owned by the parent company MP2 Energy LLC and manages third party assets in the ERCOT market.

MP2 Energy GENCO LLC is wholly owned by the parent company MP2 Energy LLC and manages the development, registration, and qualification of third party assets.

MP2 Energy Texas LLC is wholly owned by the parent company MP2 Energy LLC and is a licensed Retail Electric Provider in the ERCOT market.

MP2 Energy NJ LLC was originally formed and wholly owned by the parent company MP2 Energy LLC to act as an Electric Power Supplier in the State of New Jersey within the PJM market. MP2 Energy NJ LLC is in the process of pursuing dissolution.

MP2 Energy IL LLC is owned by the parent company MP2 Energy LLC and is a licensed Alternative Retail Electric Supplier in the state of Illinois within the PJM market.



### Exhibit A-16: "Company History"

MP2 Energy NE LLC (MP2ENE) is a subsidiary of MP2 Energy LLC (MP2) that is headquartered in The Woodlands, TX. MP2 is a certified Retail Electric Provider (REP) and has a 24x7 real-time desk managing over 1,100 MW of wholesale generation and ~300 MW of demand response. MP2 delivers competitive prices on energy through direct access to wholesale supply, strong credit backing, and market trading knowledge.

MP2 Energy combines technical and software expertise of REP operations with wholesale and risk management expertise to deliver a full suite of energy management services. In addition, MP2 has implemented a strategic management team that has over 100 years of commodity experience to deliver best in class risk management, back-office, billing, and a customer service platform developed specifically for serving retail loads in deregulated energy markets.

MP2 began serving retail loads in February of 2010 and since that time has grown at a rapid, but at a controlled pace, leveraging market and operational experiences to build and serve large portfolios of retail load. Since February 2010, MP2 has contracted over 14,000 meters, which 97.5% consist of Commercial & Industrial loads. We have managed our growth to ensure all facets of our operations continue to provide top performance.

### Exhibit A-17: Articles of Incorporation and Bylaws

This exhibit is not applicable to the PUCO filing for MP2 Energy LLC as MP2 Energy LLC is not an incorporated company.

Secretary of State P.O. Box 13697 Austin, TX 78711-3697 FAX: 512/463-5709

Filing Fee: \$300



### Certificate of Formation Limited Liability Company

Filed in the Office of the Secretary of State of Texas Filing #: 801323011 09/27/2010 Document #: 331305490002 Image Generated Electronically for Web Filing

### Article 1 - Entity Name and Type

The filing entity being formed is a limited liability company. The name of the entity is:

### MP2 Energy PJM LLC

### Article 2 - Registered Agent and Registered Office

☑A. The initial registered agent is an organization (cannot be company named above) by the name of:

### MP2 Energy LLC

OR

- B. The initial registered agent is an individual resident of the state whose name is set forth below:
- C. The business address of the registered agent and the registered office address is:

Street Address:

24 Waterway Ave

Suite 625 The Woodlands TX 77380

### Consent of Registered Agent

A. A copy of the consent of registered agent is attached.

OF

B. The consent of the registered agent is maintained by the entity.

### Article 3 - Governing Authority

A. The limited liability company is to be managed by managers.

OR

□B. The limited liability company will not have managers. Management of the company is reserved to the members. The names and addresses of the governing persons are set forth below:

Manager 1: (Business Name) MP2 Energy LLC

Address: 24 Waterway Ave Suite 625 The Woodlands TX, USA 77380

### Article 4 - Purpose

The purpose for which the company is organized is for the transaction of any and all lawful business for which limited liability companies may be organized under the Texas Business Organizations Code.

**Supplemental Provisions / Information** 

| [The attached addendum, if any, is incorporated herein by reference.]   |
|---|
|   |
|   |
|   |
|   |
|   |
|   |
| Organizer   |
| The name and address of the organizer are set forth below.  |
| MP2 Energy LLC 24 Waterway Ave, Suite 625, The Woodlands, TX 77380  |
| Effectiveness of Filing   |
| ☑A. This document becomes effective when the document is filed by the secretary of state.   |
| OR  |
| B. This document becomes effective at a later date, which is not more than ninety (90) days from the date of its signing. The delayed effective date is:  |
| Execution   |
| The undersigned affirms that the person designated as registered agent has consented to the appointment. The undersigned signs this document subject to the penalties imposed by law for the submission of a materially false or fraudulent instrument and certifies under penalty of perjury that the undersigned is authorized under the provisions of law governing the entity to execute the filing instrument. |
| Eric Miller   |
| Signature of Organizer  |
|   |

FILING OFFICE COPY

### Form 424

Secretary of State P.O. Box 13697 Austin, TX 78711-3697 FAX: 512/463-5709

Filing Fee: See instructions



# Certificate of Amendment

Filed in the Office of the Secretary of State of Texas Filing #: 801323011 10/26/2010 Document #: 336639540002 Image Generated Electronically for Web Filing

| Enti   | ty Information   |
|--|--|
| The filing entity is a: <b>Domestic Limited Liability</b>  | / Company (LLC)  |
|  |  |
| The name of the filing entity is: MP2 Energy PJM   | I LLC  |
| The state of the s | AND THE EMPERISHMENT AND THE COLUMN TO THE COLUMN TO THE COLUMN TH |
| The file number issued to the filing entity by the secre   | tary of state is: <u>801323011</u>   |
|  |  |
| Amen   | ndment to Name   |
| The amendment changes the formation document of tentity. The article or provision is amended to read as t  | the filing entity to change the article or provision that names the follows:   |
|  |  |
| The name of the filing entity is:  |  |
| MP2 Energy NE LLC  |  |
|  |  |
| A letter of consent, if applicable, is attached.   |  |
|  |  |
| and the second section of the second  | nent of Approval   |
| The amendment has been approved in the manner re governing documents of the entity.  | equired by the Texas Business Organizations Code and by the  |
|  |  |
| The second state of the second | iveness of Filing  |
| A. This document becomes effective when the document   | ument is filed by the secretary of state.  |
| ☐B. This document becomes effective at a later date filing by the secretary of state. The delayed effective of   | e, which is not more than ninety (90) days from the date of its date is:   |
| THE STATE OF THE S | TEXTIDES SENSEL AND AND THE TEXTING AND  |
|  | Execution  |
|  | penalties imposed by law for the submission of a materially false of perjury that the undersigned is authorized under the Texas strument.  |
| Date: October 26, 2010   | Eric Miller, <u>Member</u>   |
| <del></del>  | Signature of authorized person   |

FILING OFFICE COPY

### Exhibit A-18: Secretary of State Certificate

(Please see attached)

# \*201326201354\*

DATE: 09/20/2013

DOCUMENT ID 201326201354

D DESCRIPTION REG. OF FOR. PROFIT LIM. LIAB. CO. (LFP) FILING 125.00 EXPED .00 PENALTY

CERT .00 COPY

Receipt

This is not a bill. Please do not remit payment.

LAW OFFICE OF MATTHEW J. MUSSALLI, PC ATTN: AMANDA L. MUSSALLI 2441 HIGH TIMBERS DRIVE, STE 220 THE WOODLANDS, TX 77380

# STATE OF OHIO CERTIFICATE

# Ohio Secretary of State, Jon Husted 2231869

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

### MP2 ENERGY NE LLC

and, that said business records show the filing and recording of:

Document(s)

Document No(s):

REG. OF FOR. PROFIT LIM. LIAB. CO.

201326201354

**Effective Date: 09/18/2013** 



United States of America State of Ohio Office of the Secretary of State Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 20th day of September, A.D. 2013.

Ohio Secretary of State

### Exhibit B-1: Jurisdictions of Operation

MP2 Energy LLC is certified, licensed, registered, or otherwise authorize to provide retail electric services in the following jurisdictions:

### **ERCOT**

Location: State of Texas (Public Utility Commission of Texas)

- Licensed as of January 13, 2010
- Filed as MP2 Energy Texas LLC

### <u>PJM</u>

Location: State of Illinois (Illinois Commerce Commission)

- Licensed and approved May 1, 2013
- Filed as MP2 Energy IL LLC

Location: State of Pennsylvania (Pennsylvania Public Utility Commission)

- Licensed and approved July 24, 2012
- Filed as MP2 Energy NE LLC

Location: State of New Jersey (Board of Public Utilities)

- Licensed and approved September 18, 2013.
- Filed as MP2 Energy NJ LLC/Issued to MP2 Energy NE LLC

Location: State of Ohio (Public Utility Commission of Ohio)

- Licensed and approved December 15, 2013
- Filed as MP2 Energy NE LLC

### Exhibit B-2: Experience & Plans

### Billing

MP2 Energy currently bills over 14,000 meters every month. Our standard bill is via email, but we can provide paper copies at the customer's request (we currently mail about 4,700 bills every month). Our software allows us to customize bills in many fashions, including consolidated bills with backup sheets, consolidated bills by site locations, multiple bill recipients, etc. Our billing department can also customize our format to make the bills easily understood, although we believe our current format is very clear and concise. MP2's summary billing breaks out energy, tariffs, and any other charges, all by Meter ID and/or customer defined "location" fields in detail. Should a utility consolidated bill be the chosen format, MP2 will house all monthly billed data in its centralized databse.

### **Experience & Plans for Contracting with Customers**

Here at MP2 Energy, we value the relationship with our customers and the channel partners we work through to acquire customers and serve them efficiently. We operate through indirect sales, working through an energy broker to get our potential customers the product they need at the best possible price. We then contract with the customer through the broker and our customer service team submits the necessary orders for MP2 to serve the meters. Our customers are provided a contract to sign and then are mailed a copy of the counter-signed agreement. Our experience in serving over 1,000 customers in multiple markets and behind several utilities has given us the proficiency in contracting with our customers and dealing with multiple issues that may arise in the process of enrollment, billing, and contracting.

Our contracting process is simple and easy for customers to understand. After a thorough explanation of price and product, the customer is given a copy of the contract to sign. All contracts meticulously explicate all of the requirements contained in Section 4929.22 of the Revised Code:

We are able to make any adjustments or additions to the billing and contracting process quickly and easily if needed. Of course, the MP2 Retail Team and the Client Relations Team are available to answer any questions the customer may have before agreeing to the terms of the contract.

### **Responding to Customer Complaints**

MP2 Energy has a top-rated customer service team readily available by email, phone, or mail. Every invoice and contract sent to the customer lists the information to contact our client relations team that is easy to locate. Our team is dedicated to responding to customer inquiries, complaints, and comments immediately. MP2's record serving customers is exceptional, and we plan to continue this service in Ohio. We do not outsource client relations, and do all billing and customer service in-house at our headquarters in The Woodlands, TX. The client relations team is available at 8am-5pm (ET), Monday through Friday and is headed by Carlos Zavala (please see Exhibit D-4 for team biographies and qualifications). All points of contact are listed below:

### **MP2 Energy Customer Service**

832.510.1030

877.238.5343 (toll free)

CustomerService@MP2Energy.com

21 Waterway Avenue suite #500

The Woodlands, TX 77380

Carlos Zavala, Vice President of Customer Relations

832.510.1047

Carlos.Zavala@MP2Energy.com

### Exhibit B-3: Summary of Experience

### **Natural Gas Operations**

MP2 Energy's employees, whether through their employment at MP2 Energy or through a previous employer, have extensive experience in marketing to, providing customer service for and scheduling for all customer classes. We continue to hire individuals recruited from gas utilities, gas pipelines and other retail energy providers in order to expand our knowledge of the markets with which we aim to grow in. We marry our real-time systems with our staff's experience to ensure that all customers will receive a superior level of customer service.

### **Experience in ERCOT**

MP2 Energy is a Registered Level IV Qualified Scheduling Entity (QSE) with ERCOT and also a Load Serving Entity (LSE). MP2 Energy manages over 1100 MW of wholesale power generation and over 300 MW of wholesale demand response for our customers. Since we began serving Load in ERCOT in February of 2010, MP2 Energy has contracted over 14,000 Meter IDs and we now serve a peak load of over 450 MW with load contracts flowing through August of 2018. At MP2 Energy, Customer Service is truly one of our absolute top priorities and we know that short term gains are wiped out if you can't deliver on expectations. We can confidently say that we deliver absolute best in class customer service across the board. MP2 is able to operate our systems and process from anywhere in the world with an internet connection.

### **Experience in PJMISO**

MP2 Energy has recently been authorized to serve electricity loads in the states of Illinois, New Jersey and Pennsylvania. As of September 2013, MP2 Energy has a less than 10 MW peak load representing a half a dozen customers within the PJM footprint. We will continue to expand our retail operations in PJM using the experience we gained successfully serving electricity loads in ERCOT. Customer service will remain a top priority as we expand in the PJM market and will fulfill our goals and responsibilities to deliver a competitive product coupled with our outstanding reputation of risk management, experience, and first-rate customer service.

### Exhibit B-4: Disclosure of Liabilities and Investigations

Since its inception, there have been no rulings, judgments, contingent liabilities, revocations of authority, or regulatory investigations that would inhibit MP2 Energy NE LLC or its parent company, MP2 Energy LLC from providing competitive retail electric services in Ohio.

### Exhibit B-5: Disclosure of Consumer Protection Violations

MP2 Energy LLC, it affiliates, and principal officers have not been convicted or held liable for fraud or any violation of consumer protection or antitrust laws in the past five years.

### Exhibit B-6: Disclosure of Certification Denial, Curtailment, Suspension, or Revocation

MP2 Energy LLC and its affiliates have not had any certification, licenses, or applications to provide retail or wholesale natural gas service denied, curtailed, suspended, revoke, or cancelled within the past two years.

### Exhibit C-1: Annual Reports

MP2 Energy NE LLC was formed in September of 2010. As an entity, MP2 Energy NE LLC has been inactive until calendar year 2013. Therefore, no annual reports exist. Exhibit C-3 provides audited financial statements that include MP2 Energy LLC and all subsidiaries.

### Exhibit C-2: SEC Filings

MP2 Energy NE LLC nor its affiliates or subsidiaries are registered with the Securities and Exchange Commission (SEC). MP2 Energy NE LLC and its parent company, MP2 Energy LLC are privately held companies and not required to file with the SEC.

### Exhibit C-3: Financial Statements

### Exhibit C-3: Financial Statements

The attached document serves as the financial statement for MP2 Energy LLC, the parent company of MP2 Energy NE LLC.



### MP2 ENERGY LLC AND SUBSIDIARIES

Consolidated Financial Statements

December 31, 2012 and 2011

(With Independent Auditors' Report Thereon)

### Exhibit C-4: Financial Arrangements

The information included in exhibit C-4 is proprietary and confidential information filed under a Motion for Protective Order.

### **Exhibit C-5: Forecasted Financial Statements**

The information included in exhibit C-5 is proprietary and confidential information filed under a Motion for Protective Order.

### Exhibit C-6: Credit Rating

MP2 Energy has partnered with Pacific Summit Energy to provide financial backing and wholesale credit in support of MP2's retail operations. Pacific Summit Energy (PSE) is a wholly owned subsidiary of Sumitomo Corporation, a Tokyo, Japan based global company that is double "A" rated by both S&P and Moody's, and traces its roots to over 400 years ago. Sumitomo is Japan's 3<sup>rd</sup> largest *Kieretsu*, the Japanese equivalent of a conglomerate, such as General Electric in America, with large banking, trading, manufacturing, and distribution interests. Sumitomo is a geographically diverse firm representing many different business types across the globe with over \$30 Billion in annual revenue and over \$80 Billion in assets. Sumitomo has diverse interests in metals, infrastructure, chemicals and refining, liquefied natural gas, media, retail, etc. (<a href="http://www.sumitomocorp.co.jp/english/business/index.html">http://www.sumitomocorp.co.jp/english/business/index.html</a>) Pacific Summit Energy is Sumitomo's North American Natural Gas and Power Marketing arm, trading and providing credit within the natural gas, liquefied natural gas, and power spaces.

Pacific Summit Energy provides credit and financial support to MP2 Energy under a strict risk management policy which, very uniquely, allows MP2 to leverage PSE and Sumitomo's credit and balance sheet with all of the major wholesale power trading counterparties in ERCOT. This allows MP2 to blend our unique and best in class expertise, risk management, and wholesale trading expertise with one of the best credit positions within the ERCOT market. Our counterparties directly face Sumitomo for credit around transactions. This agreement, unlike many of our competitors, allows the Principals of MP2 to act as agent on behalf of Pacific Summit Energy to procure power from an array of all of the most active counterparties in ERCOT, as opposed to having a single wholesale provider that we are held captive to. We procure power and gas through this structure from all of the most active ERCOT participants including NRG, TXU, Direct Energy, JP Morgan, BNP Paribas, and Shell. This arrangement permits MP2 manage its own risk and power positions, ensuring that power is purchased at the lowest cost alternative in the wholesale marketplace, and that the day to day deal flow and power trading market knowledge that can be gleaned is shared across our office and allows our people to be much closer to the market than at any other Retail Electricity Provider shop.

Sumitomo financial statements and credit rating are attached at the end of this response.

## **Credit Ratings**

(As of March, 2012)

| Rating Agency                           | Long-term Debt | Short-sem<br>Debt |
|---|----------------|-------------------|
| 🝇 Moody's Investors Service             | AZ             | P-1               |
| 🦏 Standard & Poor's                     | A              | A-1               |
| Rating and Investment Information, Inc. | AA-            | a-1+              |

Please refer to their homepages for further information such as credit rating definitions

Source: http://www.sumitomocorp.co.jp/english/ir/financial/rating/

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| 1. Rey Financial indicators                              |                      |                      |                      |                      |                  | ;                |                  | (100 millions of yen) |
|--|----------------------|----------------------|----------------------|----------------------|------------------|------------------|------------------|-----------------------|
|  | GG Plan              |                      |                      | FOCUS'10             |                  | (x)              |                  | BBB02014              |
|  | FY2007<br>(U.S.GAAP) | FY2008<br>(U.S.GAAP) | FY2009<br>(U.S.GAAP) | FY2010<br>(U.S.GAAP) | FY2010<br>(IFRS) | FY2011<br>(IFRS) | FY2012<br>(IFRS) | FY2013 1Q<br>(IFRS)   |
| Profit for the year attribulable to owners of the parent | 2,389                | 2,151                | 1,552                | 2,027                | 2,002            | 2,507            | 2,325            | 609                   |
| Total assets   | 75,714               | 70,162               | 71,378               | 72,693               | 72,305           | 72,268           | 78,328           | 79,996                |
| Equity attributable to owners of the parent              | 14,927               | 13,531               | 15,837               | 16,199               | 15,705           | 16,891           | 20,528           | 21,837                |
| Equity attributable to owners of the parent ratio (%)    | 19.7                 | 19.3                 | 22.2                 | 22.3                 | 21.7             | 23.4             | 26.2             | 27.3                  |
| Interest-bearing liabilities (gross)                     | 37,097               | 37,027               | 36,007               | 37,529               | 37,674           | 36,138           | 38,614           | 38,710                |
| Interest-bearing liabilities (net)                       | 32,476               | 31,868               | 27,818               | 30,418               | 30,563           | 27,867           | 29,303           | 29,929                |
| Debt-equity ratio (gross) (times)                        | 2.5                  | 2.7                  | 2.3                  | 2.3                  | 2.4              | 2.1              | 1.9              | 1.8                   |
| Debt-equity ratio (net) (times)                          | 2.2                  | 2.4                  | 8.                   | 6.1                  | <b>6</b> .       | 1.6              | 1.4              | 1.4                   |
| Working capital  | 9,904                | 7,951                | 9,920                | 10,242               | 11,462           | 13,173           | 13,703           | 13,915                |
|  |                      |                      |                      |                      |                  |                  |                  |                       |

| ndicators   |  |
|-------------|--|
| Related I   |  |
| Stock Price |  |
| 4           |  |

| 2. Stock Price Related Indicators                               |                 |                      |                      |                      |                      |                  |                  | 1                | (yeu)               |
|---|-----------------|----------------------|----------------------|----------------------|----------------------|------------------|------------------|------------------|---------------------|
|   |                 | FY2007<br>(U.S.GAAP) | FY2008<br>(U.S.GAAP) | FY2009<br>(U.S.GAAP) | FY2010<br>(U.S.GAAP) | FY2010<br>(IFRS) | FY2011<br>(IFRS) | FY2012<br>(IFRS) | FY2013 1Q<br>(IFRS) |
| Stock price of Sumitomo Corporation (clos                       | (closing price) | 1,313                | 843                  | 1,075                | 1,189                | 1,189            | 1,196            | 1,178            | 1,237               |
|   | (highest)       | 2,445                | 1,658                | 1,113                | 1,297                | 1,297            | 1,284            | 1,276            | 1,616               |
|   | (lowest)        | 1,221                | 556                  | 811                  | 874                  | 874              | 875              | 984              | 1,101               |
| Nikkei stock average (dosing price)                             | 1               | 12,525.54            | 8,109.53             | 11,089.94            | 9,755.10             | 9,755.10         | 10,083,56        | 12,397.91        | 13,677.32           |
| Shares of common stock issued (unit: thousand)                  |                 | 1,250,603            | 1,250,603            | 1,250,603            | 1,250,603            | 1,250,603        | 1,250,603        | 1,250,603        | 1,250,503           |
| Earnings per share attributable to owners of the parent (basic) |                 | 192.51               | 172.06               | 124.15               | 162.18               | 150.17           | 200.52           | 185.92           | 48.68               |

Nots) We prepared consolidated financial statements in accordance with International Financial Reporting Standards (IFRSs) from the facial year ended March 31, 2011. The date of transition to IFRSs was April 1, 2009.
We sstablished quantitative largets in our medium-term management plan based on U.S.GAAP until the facal year ended March 31, 2011. For reacters' convenience, we disclose the consolidated financial information based on U.S.GAAP and IFRSs for the facal year ended March 31, 2011.

### 3-1. Consolidated Statements of Income (U.S.GAAP)

(100 millions of yen)

|  | FY2007<br>full year | FY2008<br>full year | FY2009<br>full year | FY2010*<br>full year |
|--|---------------------|---------------------|---------------------|----------------------|
| Revenues:  | , an your           | ian your            | .mii youi           | Tall your            |
| Sales of tangible products                               | 30,407              | 28,333              | 23,366              | 25,254               |
| Sales of services and others                             | 6,302               | 6,783               | 5,475               | 5,766                |
| Total revenues   | 36,709              | 35,116              | 28,842              | 31,020               |
| Cost:  | •                   |                     | •                   |                      |
| Cost of tangible products sold                           | (25,517)            | (23,429)            | (18,994)            | (20,340)             |
| Cost of services and others                              | (1,847)             | (2,335)             | (2,052)             | (2,045)              |
| Total cost   | (27,364)            | (25,763)            | (21,047)            | (22,385)             |
| Gross profit   | 9,345               | 9,352               | 7,795               | 8,635                |
| Other income (expenses):                                 |                     |                     |                     |                      |
| Selling, general and administrative expenses             | (6,694)             | (6,544)             | (6,392)             | (6,475)              |
| Provision for doubtful receivables                       | (111)               | (175)               | (198)               | (164)                |
| Impairment losses on long-lived assets                   | (135)               | (147)               | (47)                | (52)                 |
| Gain (loss) on sale of property and equipment, net       | 35                  | (4)                 | 98                  | 22                   |
| Interest income  | 283                 | 216                 | 154                 | 136                  |
| Interest expense   | (711)               | (577)               | (395)               | (292)                |
| Dividends  | 153                 | 146                 | 113                 | 100                  |
| Gain on marketable securities and other investments, net | 949                 | 45                  | 329                 | 138                  |
| Equity in earnings of associated companies, net          | 569                 | 900                 | 761                 | 922                  |
| Other, net   | (7)                 | (16)                | 15                  | (35)                 |
| Total other income (expenses)                            | (5,669)             | (6,156)             | (5,563)             | (5,700)              |
| Income before income taxes                               | 3,676               | 3,196               | 2,233               | 2,936                |
| Income taxes   | (1,198)             | (963)               | (618)               | (812)                |
| Net income   | 2,478               | 2,233               | 1,615               | 2,124                |
| Net income attributable to noncontrolling interests      | (89)                | (83)                | (63)                | (96)                 |
| Net income attributable to Sumitomo Corporation          | 2,389               | 2,151               | 1,552               | 2,027                |
| Basic Profit   | 1,971               | 2,430               | 1,514               | 2,164                |
| Total trading transactions                               | 114,846             | 107,500             | 77,672              | 83,504               |
| Operating income   | 2,541               | 2,634               | 1,205               | 1,996                |
|  | •                   |                     |                     |                      |

### 4. Consolidated Statements of Comprehensive Income (Loss) (U.S.GAAP)

(100 millions of yen)

|  | FY2007<br>full year | FY2008<br>full year | FY2009<br>full year | FY2010*<br>full year |
|--|---------------------|---------------------|---------------------|----------------------|
| Net income   | 2,478               | 2,233               | 1,615               | 2,124                |
| Net unrealized holding gains (losses) on securities available-for-sale | (1,353)             | (1,093)             | 558                 | (433)                |
| Foreign currency translation adjustments                               | (588)               | (1,695)             | 305                 | (769)                |
| Net unrealized gains (losses) on derivatives                           | 27                  | (122)               | 28                  | 29                   |
| Pension liability adjustments  | (115)               | (256)               | 209                 | (138)                |
| Comprehensive income (loss)  | 449                 | (932)               | 2,714               | 812                  |
| Comprehensive income (loss) attributable to noncontrolling interests   | (54)                | 20                  | (81)                | (60)                 |
| Comprehensive income (loss) attributable to Sumitomo Corporation       | 395                 | (912)               | 2,632               | 752                  |

Note) The Companies adopted ASC 810 "Consolidation" (formerly SFAS 160) and changed the certain presentation.

\* We established quantitative targets in our medium-term management plan based on U.S.GAAP until the fiscal year ended March 31, 2011. For readers' convenience, we disclose the consolidated financial information based on U.S. GAAP for the fiscal year ended March 31, 2011.

# 3-2. Consolidated Statements of Comprehensive Income (IFRS)

|  | FY2009    | FY2010      | FY2011       | (100<br>FY2012 | millions of ven)<br>FY2013 |
|--|-----------|-------------|--------------|----------------|----------------------------|
|  | full year | full year   | full year    | full year      | 1Q                         |
| Revenues   |           | <del></del> | <del> </del> | <del></del>    |                            |
| Sales of tangible products   | 23,261    | 25,255      | 25,570       | 24,324         | 6,531                      |
| Sales of services and others   | 5,507     | 5,746       | 7,040        | 5,839          | 1,446                      |
| Total revenues   | 28,767    | 31,002      | 32,610       | 30,162         | 7,978                      |
| Cost   |           |             |              |                |                            |
| Cost of tangible products sold   | (18,974)  | (20,322)    | (20,669)     | (20,036)       | (5,401)                    |
| Cost of services and others  | (2,042)   | (2,040)     | (2,753)      | (1,857)        | (406)                      |
| Total cost   | (21,017)  | (22,362)    | (23,422)     | (21,893)       | (5,807)                    |
| Gross profit   | 7,751     | 8,640       | 9,188        | 8,270          | 2,171                      |
| Other Income (expenses)  |           |             |              |                |                            |
| Selling, general and administrative expenses   | (6,506)   | (6,607)     | (6,864)      | (6,571)        | (1,720)                    |
| Impairment losses on long-lived assets   | (100)     | (199)       | (133)        | (160)          | (1)                        |
| Gain (loss) on sale of property, plant and equipment, net  | 94        | 22          | 44           | 103            | 5                          |
| Other, net   | 15        | (22)        | (36)         | (16)           | 2                          |
| Total other income (expenses)  | (6,497)   | (6,805)     | (6,990)      | (6,645)        | (1,713)                    |
| Operating profit   | 1,254     | 1,835       | 2,199        | 1,625          | 458                        |
| Finance income (costs)   |           |             |              |                |                            |
| Interest income  | 158       | 139         | 139          | 133            | 31                         |
| Interest expense   | (406)     | (320)       | (290)        | (291)          | (79)                       |
| Dividends  | 113       | 100         | 112          | 134            | 41                         |
| Gain (loss) on securities and other investments, net   | 357       | 95          | 148          | 515            | 36                         |
| Finance income (costs), net  | 222       | 14          | 109          | 492            | 29                         |
| Share of profit of investments accounted   |           |             |              |                |                            |
| for using the equity method  | 744       | 956         | 1,106        | 1,074          |                            |
| Profit before tax  | 2,220     | 2,805       | 3,414        | 3,190          | 770                        |
| Income tax expense   | (526)     | (707)       | (777)        | (753)          | (143)                      |
| Profit for the year (period)   | 1,694     | 2,098       | 2,637        | 2,437          | 626                        |
| Profit for the year (period) attributable to:  |           |             |              |                |                            |
| Owners of the parent   | 1,654     | 2,002       | 2,507        | 2,325          | 609                        |
| Non-controlling interests  | 40        | 96          | 130          | 112            | 18                         |
| Other comprehensive income   |           |             |              |                |                            |
| Item that will not be reclassified to profit or loss Financial assets measured at fair value through |           |             |              |                |                            |
| other comprehensive income   | -         | (395)       | (14)         | 326            | 196                        |
| Remeasurements of defined benefit pension plans  | 175       | (139)       | (120)        | (16)           | (14)                       |
| Share of other comprehensive income of investments   |           |             | , , ,        |                |                            |
| accounted for using the equity method  | -         | 7           | 46           | 17             | 11                         |
| Items that may be reclassified subsequently to profit or loss  |           | (5==)       | (A.W.W.)     |                | 700                        |
| Exchange differences on translating foreign operations   | 385       | (877)       | (675)        | 1,826          | 762                        |
| Cash-flow hedges Share of other comprehensive income of investments                                  | (17)      | 49          | 20           | (20)           | 23                         |
| accounted for using the equity method  | 70        | (11)        | 2            | (0)            | 5                          |
| Available-for-sale securities  | 553       | -           | -            | -              |                            |
| Other comprehensive income, net of tax   | 1,166     | (1,366)     | (741)        | 2,132          | 984                        |
| Comprehensive income for the year (period)   | 2,859     | 732         | 1,896        | 4,569          | 1,610                      |
| Comprehensive Income for the year (period) attributable to:  |           |             |              |                |                            |
| Owners of the parent   | 2,803     | 664         | 1,800        | 4,398          | 1,571                      |
| Non-controlling interests  | 56        | 68          | 96           | 171            | 39                         |
| Total trading transactions*1   | 77,574    | 83,494      | 82,730       | 75,027         | 19,412                     |
| Basic Profit*2   | 1,512     | 2,205       | 2,515        | 2,165          | 568                        |

Note1) We have prepared consolidated financial statements in accordance with International Financial Reporting Standards ("IFRSs") since the fiscal year ended March 31, 2011. The date of transition to IFRSs was April 1, 2009.

Note2) The Companies adopted revised IAS 1 "Presentation of Financial Statements" and changed the presentation of other comprehensive income. The prior year amounts are reclassified accordingly.

<sup>\*1</sup> Total trading transactions represents the gross transaction volume of trading activities, or the nominal aggregate value of the transactions for which the Companies act as a principal or as an agent. Total trading transactions is a measure commonly used by Japanese trading companies.
It is not to be construed as equivalent to, or a substitute for, sales or revenues under IFRSs.

<sup>\*2</sup> Calculation: (Gross profit+Selling, general and administrative expenses (excluding provision for doubtful receivables)+ (interest expense, net of interest income + Dividends) x (1-Tax rate)+ Share of profit of investments accounted for using the equity method

|   | FY2007         | FY2008         | FY2009         | FY2010*        |
|---|----------------|----------------|----------------|----------------|
|   | March 31, 2008 | March 31, 2009 | March 31, 2010 | March 31, 2011 |
| Current assets:   |                |                |                |                |
| Cash and cash equivalents                                     | 4,568          | 5,114          | 8,138          | 7,043          |
| Time deposits   | 54             | 45             | 51             | 68             |
| Marketable securities   | 199            | 190            | 53             | 52             |
| Receivables-trade   |                |                |                |                |
| Notes and loans   | 2,423          | 1,886          | 2,102          | 2,249          |
| Accounts  | 17,821         | 13,040         | 12,049         | 11,797         |
| Associated companies  | 1,093          | 1,159          | 1,076          | 1,097          |
| Allowance for doubtful receivables                            | (148)          | (165)          | (262)          | (245)          |
| Inventories   | 7,562          | 8,401          | 6,768          | 7,033          |
| Deferred income taxes   | 393            | 340            | 342            | 499            |
| Advance payments to suppliers                                 | 739            | 949            | 685            | 640            |
| Assets held for sale  | -              | -              | -              | -              |
| Other current assets  | 2,534          | 2,790          | 2,117          | 2,048          |
| Total current assets  | 37,238         | 33,748         | 33,119         | 32,283         |
| Investments and long-term receivables:                        |                |                |                |                |
| Investments in and advances to associated companies           | 8,836          | 8,934          | 9,367          | 12,239         |
| Other investments   | 6,552          | 4,503          | 5,228          | 4,308          |
| Long-term receivables   | 8,328          | 7,456          | 7,330          | 8,015          |
| Allowance for doubtful receivables                            | (221)          | (331)          | (245)          | (186)          |
| Total investments and long-term receivables                   | 23,495         | 20,562         | 21,679         | 24,375         |
| Property and equipment, at cost less accumulated depreciation | 9,971          | 10,551         | 11,244         | 11,031         |
| Prepaid expenses, non-current                                 | 478            | 435            | 708            | 485            |
| Deferred income taxes, non-current                            | 142            | 362            | 254            | 222            |
| Other assets  | 4,390          | 4,523          | 4,373          | 4,297          |
| Total   | 75,714         | 70,182         | 71,378         | 72,693         |
| Current liabilities:  |                |                |                |                |
| Short-term debt   | 6,251          | 7,922          | 4,534          | 3,078          |
| Current maturities of long-term debt                          | 4,289          | 3,828          | 4,813          | 5,286          |
| Payables-trade  |                |                |                |                |
| Notes and acceptances   | 846            | 637            | 485            | 509            |
| Accounts  | 11,592         | 8,304          | 9,210          | 8,917          |
| Associated companies  | 267            | 349            | 207            | 314            |
| Income taxes  | 374            | 281            | 310            | 336            |
| Accrued expenses  | 1,015          | 856            | 914            | 898            |
| Advances from customers                                       | 1,073          | 1,224          | 1,131          | 1,039          |
| Liabilities associated with assets held for sale              | -              | -              | -              | -              |
| Other current liabilities                                     | 1,627          | 2,396          | 1,595          | 1,665          |
| Total current liabilities                                     | 27,334         | 25,797         | 23,199         | 22,040         |
| Long-term debt, less current maturities                       | 30,120         | 28,213         | 29,385         | 31,738         |
| Accrued pension and retirement benefits                       | 141            | 200            | 192            | 209            |
| Deferred income taxes, non-current                            | 1,893          | 1,383          | 1,656          | 1,361          |
| Equity  | 1,000          | 1,000          | 1,000          | 7,001          |
|   |                |                |                |                |
| Sumitomo Corporation shareholders' equity:                    | 0.450          | 0.400          | 0.400          | 0.400          |
| Common stock  | 2,193          | 2,193          | 2,193          | 2,193          |
| Additional paid-in capital                                    | 2,910          | 2,913          | 2,886          | 2,883          |
| Retained earnings   | 477            | 477            | 477            | 177            |
| Appropriated for legal reserve                                | 177            | 177            | 177<br>12 346  | 177            |
| Unappropriated  | 9,431          | 11,094         | 12,346         | 13,986         |
| Accumulated other comprehensive income (loss)                 | 228            | (2,834)        | (1,754)        | (3,029)        |
| Treasury stock, at cost                                       | (12)           | (11)           | (11)           | (11)           |
| Total Sumitomo Corporation shareholders' equity               | 14,927         | 13,531         | 15,837         | 16,199         |
| Noncontrolling interests                                      | 1,299          | 1,058          | 1,109          | 1,146          |
| Total equity  | 16,227         | 14,589         | 16,947         | 17,345         |
| Total   | 75,714         | 70,182         | 71,378         | 72,693         |

Note) The Companies have adopted ASC 810 "Consolidation" (formerly SFAS 160) since FY2009. In accordance with ASC 810, the Companies included noncontrolling interests, which were previously referred to as "minority interests" and classified between total liabilities and stockholders' equity on the consolidated balance sheets, as a part of total equity. The prior year end amounts are reclassified to conform to ASC 810.

\* We established quantitative targets in our medium-term management plan based on U.S. GAAP until the fiscal year ended March 31, 2011.

For readers' convenience, we disclose the consolidated financial information based on U.S. GAAP for the fiscal year ended March 31, 2011.

|   |               | FY2009         | FY2010         | FY2011         | FY2012         | FY2013        |
|---|---------------|----------------|----------------|----------------|----------------|---------------|
|   | April 1, 2009 | March 31, 2010 | March 31, 2011 | March 31, 2012 | March 31, 2013 | June 30, 2013 |
| ASSETS  |               |                | <del></del>    |                |                |               |
| Current assets:                                   |               |                |                |                |                |               |
| Cash and cash equivalents                         | 5,118         | 8,143          | 7,043          | 8,219          | 9,245          | 8,712         |
| Time deposits                                     | 45            | 51             | 68             | 52             | 66             | 68            |
| Marketable securities                             | 190           | 53             | 52             | 205            | 297            | 350           |
| Trade and other receivables                       | 16,226        | 15,127         | 15,114         | 15,144         | 14,709         | 14,808        |
| Other financial assets                            | 831           | 678            | 686            | 482            | 557            | 669           |
| Inventories                                       | 8,322         | 6,702          | 6,988          | 7,071          | 7,705          | 8,064         |
| Advance payments to suppliers                     | 2,716         | 2,836          | 3,332          | 2,177          | 1,258          | 1,298         |
| Other current assets                              | 2,168         | 1,763          | 1,608          | 1,553          | 1,632          | 1,899         |
| Total current assets                              | 35,615        | 35,352         | 34,893         | 34,903         | 35,469         | 35,867        |
| Non-current assets:                               |               |                |                |                |                |               |
| Investments accounted for using the equity method | 7,503         | 8,168          | 11,010         | 12,467         | 14,906         | 15,555        |
| Other investments                                 | 4,496         | 5,220          | 4,463          | 4,769          | 5,210          | 5,390         |
| Trade and other receivables                       | 6,500         | 6,084          | 6,224          | 6,457          | 6,641          | 6,729         |
| Other financial assets                            | 626           | 537            | 535            | 750            | 971            | 921           |
| Property, plant and equipment                     | 8,084         | 8,383          | 8,134          | 6,069          | 8,220          | 8,489         |
| Intangible assets                                 | 3,606         | 3,617          | 3,490          | 3,316          | 2,798          | 2,821         |
| Investment property                               | 2,200         | 2,443          | 2,377          | 2,156          | 2,640          | 2,791         |
| Biological assets                                 | -             | -              | -              | -              | 113            | 110           |
| Prepaid expenses                                  | 435           | 697            | 498            | 361            | 467            | 450           |
| Deferred tax assets                               | 640           | 569            | 681            | 1,020          | 894            | 875           |
| Total non-current assets                          | 34,090        | 35,718         | 37,412         | 37,365         | 42,859         | 44,129        |
| Total assets                                      | 69,705        | 71,070         | 72,305         | 72,268         | 78,328         | 79,996        |
| LIABILITIES AND EQUITY                            |               |                |                |                |                |               |
| Current liabilities:                              |               |                |                |                |                |               |
| Bonds and borrowings                              | 11,786        | 9,458          | 8,504          | 6,323          | 6,957          | 7,170         |
| Trade and other payables                          | 9,715         | 10,458         | 10,262         | 11,023         | 10,807         | 10,731        |
| Other financial liabilities                       | 1,061         | 878            | 921            | 546            | 602            | 689           |
| Income tax payables                               | 279           | 306            | 335            | 278            | 198            | 175           |
| Accrued expenses                                  | 819           | 864            | 882            | 917            | 1,015          | 898           |
| Advances from customers                           | 2,523         | 2,188          | 1,994          | 1,810          | 1,574          | 1,608         |
| Provisions  | 42            | 39             | 59             | 84             | 63             | 51            |
| Other current liabilities                         | 1,184         | 534            | 472            | 749            | 551            | 631           |
| Total current llabilities                         | 27,408        | 24,725         | 23,431         | 21,730         | 21,766         | 21,953        |
| Non-current liabilities:                          |               |                |                |                |                |               |
| Bonds and borrowings                              | 25,364        | 26,658         | 29,170         | 29,815         | 31,657         | 31,540        |
| Trade and other payables                          | 1,066         | 1,268          | 1,181          | 1,087          | 1,059          | 1,206         |
| Other financial liabilities                       | 671           | 524            | 340            | 368            | 385            | 376           |
| Accrued pension and retirement benefits           | 213           | 201            | 188            | 256            | 385            | 381           |
| Provisions  | 143           | 144            | 174            | 228            | 380            | 376           |
| Deferred tax liabilities                          | 966           | 1,178          | 1,001          | 771            | 936            | 1,067         |
| Total non-current liabilities                     | 28,422        | 29,973         | 32,053         | 32,526         | 34,803         | 34,946        |
| Total liabilities                                 | 55,830        | 54,698         | 55,484         | 54,256         | 56,569         | 56,898        |
| Equity:   |               |                |                |                |                |               |
| Common stock                                      | 2,193         | 2,193          | 2,193          | 2,193          | 2,193          | 2,193         |
| Additional paid-in capital                        | 2,918         | 2,891          | 2,889          | 2,824          | 2,693          | 2,694         |
| Treasury stock                                    | (11)          | (11)           | (11)           | (10)           | (2)            | (2            |
| Other components of equity                        | 120           | 1,099          | (48)           | (630)          | 1,730          | 2,675         |
| Retained earnings                                 | 7,636         | 9,160          | 10,682         | 12,514         | 13,914         | 14,278        |
| Equity attributable to owners of the parent       | 12,855        | 15,333         | 15,705         | 16,891         | 20,528         | 21,837        |
| Non-controlling interests                         | 1,019         | 1,040          | 1,116          | 1,121          | 1,231          | 1,261         |
| Total equity                                      | 13,875        | 16,372         | 16,821         | 18,012         | 21,759         | 23,098        |
| Total liabilities and equity                      | 69,705        | 71,070         | 72,305         | 72,268         | 78,328         | 79,996        |

Note) We have prepared consolidated financial statements in accordance with International Financial Reporting Standards ("IFRSs") since the fiscal year ended March 31, 2011. The date of transition to IFRSs was April 1, 2009.

| Operating activities:  Net income  Adjustments to reconcile net income to net cash provided by operating activities:  Depreciation and amortization  Provision for doubtful receivables  Impairment losses on long-lived assets  (Gain) loss on sale of property and equipment, net  Gain on marketable sacurities and other investments, net  Equity in earnings of associated companies, less dividends received  (Increase) decrease in receivables  (Increase) decrease in inventories  (Decrease) Increase in payables  Other, net  Net cash provided by operating activities  3  Investing activities:  Changes in:  Property, equipment and other assets  Marketable securities and investments  Loans and other receivables  Time deposits  Net cash used in investing activities  (2  Free Cash Flows:  Financing activities:  Changes in:  Short-term debt  Long-term debt  Cash dividends paid  Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  |                   |                     | •                   | • •                  |
|---|-------------------|---------------------|---------------------|----------------------|
| Net income  Adjustments to reconcile net income to net cash provided by operating activities:  Depreciation and amortization  Provision for doubtful receivables  Impairment losses on long-lived assets  (Gain) loss on sale of property and equipment, net  Gain on marketable securities and other investments, net  Equity in earnings of associated companies, less dividends received  (Increase) decrease in receivables  (Increase) decrease in inventories  (Decrease) increase in payables  Other, net  Net cash provided by operating activities  3  Investing activities:  Changes in:  Property, equipment and other assets  (4  Marketable securities and investments  Loans and other receivables  Time deposits  Net cash used in investing activities  (2  Free Cash Flows:  Financing activities:  Changes in:  Short-term debt  Long-term debt  Cash dividends paid  Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents  Net increase in cash and cash equivalents  Net increase in cash and cash equivalents  Net increase in cash and cash equivalents      | Y2007<br>ull year | FY2008<br>full year | FY2009<br>full year | FY2010*<br>full year |
| Adjustments to reconcile net income to net cash provided by operating activities:  Depreciation and amortization  Provision for doubtful receivables Impairment losses on long-lived assets (Gain) loss on sale of property and equipment, net Gain on marketable securities and other investments, net Equity in earnings of associated companies, less dividends received (Increase) decrease in receivables (Increase) decrease in inventories (Decrease) increase in payables Other, net  Net cash provided by operating activities  Investing activities: Changes in: Property, equipment and other assets Marketable securities and investments Loans and other receivables Time deposits  Net cash used in investing activities  (2  Free Cash Flows: Financing activities: Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents  Net increase in cash and cash equivalents |                   |                     |                     |                      |
| Depreciation and amortization Provision for doubtful receivables Impairment losses on long-lived assets (Gain) loss on sale of property and equipment, net Gain on marketable securities and other investments, net Equity in earnings of associated companies, less dividends received (Increase) decrease in receivables (Increase) decrease in inventories (Decrease) increase in payables Other, net  Net cash provided by operating activities  Investing activities: Changes in: Property, equipment and other assets Marketable securities and investments Loans and other receivables Time deposits  Net cash used in investing activities  Financing activities: Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents  Net increase in cash and cash equivalents included in assets  | 2,478             | 2,233               | 1,615               | 2,124                |
| Provision for doubtful receivables Impairment losses on long-lived assets (Gain) loss on sale of property and equipment, net Gain on marketable securities and other investments, net Equity in earnings of associated companies, less dividends received (Increase) decrease in receivables (Increase) decrease in inventories (Decrease) increase in payables Other, net  Net cash provided by operating activities  Investing activities: Changes in: Property, equipment and other assets (4 Marketable securities and investments Loans and other receivables Time deposits  Net cash used in investing activities  Financing activities: Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents  Net increase in cash and cash equivalents included in assets   |                   |                     |                     |                      |
| Impairment losses on long-lived assets (Gain) loss on sale of property and equipment, net Gain on marketable securities and other investments, net Equity in earnings of associated companies, less dividends received (Increase) decrease in receivables (Increase) decrease in inventories (Decrease) increase in payables Other, net  Net cash provided by operating activities  Investing activities: Changes in: Property, equipment and other assets  Marketable securities and investments Loans and other receivables Time deposits  Net cash used in investing activities  Free Cash Flows:  Financing activities: Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents Net increase in cash and cash equivalents included in assets   | 1,466             | 1,575               | 1,662               | 1,615                |
| (Gain) loss on sale of property and equipment, net Gain on marketable securities and other investments, net Equity in earnings of associated companies, less dividends received (Increase) decrease in receivables (Increase) decrease in inventories (Decrease) increase in payables Other, net  Net cash provided by operating activities  3 Investing activities: Changes in: Property, equipment and other assets (4 Marketable securities and investments Loans and other receivables Time deposits  Net cash used in investing activities  (2 Free Cash Flows: Financing activities: Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents Net increase in cash and cash equivalents included in assets  | 111               | 175                 | 198                 | 164                  |
| Gain on marketable securities and other investments, net  Equity in eamings of associated companies, less dividends received (Increase) decrease in receivables (Increase) decrease in inventories (Decrease) increase in payables Other, net  Net cash provided by operating activities  3 Investing activities: Changes in: Property, equipment and other assets (4 Marketable securities and investments Loans and other receivables Time deposits  Net cash used in investing activities  Free Cash Flows:  Financing activities: Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents Net increase in cash and cash equivalents included in assets   | 135               | 147                 | 47                  | 52                   |
| Equity in earnings of associated companies, less dividends received  (Increase) decrease in receivables  (Increase) decrease in inventories  (Decrease) increase in payables  Other, net  Net cash provided by operating activities  3  Investing activities:  Changes in:  Property, equipment and other assets  (4  Marketable securities and investments  Loans and other receivables  Time deposits  Net cash used in investing activities  (2  Free Cash Flows:  Financing activities:  Changes in:  Short-term debt  Long-term debt  Cash dividends paid  Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents  Net increase in cash and cash equivalents included in assets   | (35)              | 4                   | (98)                | (22)                 |
| (Increase) decrease in receivables (Increase) decrease in inventories (Decrease) increase in payables Other, net  Net cash provided by operating activities  Changes in: Property, equipment and other assets (4 Marketable securities and investments Loans and other receivables Time deposits  Net cash used in investing activities  (2 Free Cash Flows: Financing activities: Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents  Net increase in cash and cash equivalents included in assets   | (949)             | (45)                | (329)               | (138)                |
| (Increase) decrease in inventories (Decrease) increase in payables Other, net  Net cash provided by operating activities  Investing activities: Changes in: Property, equipment and other assets (4 Marketable securities and investments Loans and other receivables 1 Time deposits  Net cash used in investing activities (2 Free Cash Flows: Financing activities: Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents Net increase in cash and cash equivalents included in assets  | (170)             | (387)               | (423)               | (285)                |
| (Decrease) increase in payables Other, net  Net cash provided by operating activities  Investing activities: Changes in: Property, equipment and other assets (4 Marketable securities and investments Loans and other receivables 1 Time deposits Net cash used in investing activities (2 Free Cash Flows:  Financing activities: Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents Net increase in cash and cash equivalents included in assets   | (36)              | 3,796               | 761                 | (925)                |
| Net cash provided by operating activities  Investing activities: Changes in: Property, equipment and other assets (4 Marketable securities and investments Loans and other receivables 1 Time deposits Net cash used in investing activities (2 Free Cash Flows: Financing activities: Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents Net increase in cash and cash equivalents included in assets   | (414)             | (1,312)             | 1,575               | (700)                |
| Net cash provided by operating activities  Investing activities: Changes in: Property, equipment and other assets (4 Marketable securities and investments Loans and other receivables 1 Time deposits  Net cash used in investing activities (2 Free Cash Flows:  Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents Net increase in cash and cash equivalents included in assets  | 700               | (2,652)             | 701                 | (4)                  |
| Investing activities: Changes in: Property, equipment and other assets (4 Marketable securities and investments Loans and other receivables 1 Time deposits  Net cash used in investing activities (2 Free Cash Flows:  Financing activities: Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents Net increase in cash and cash equivalents included in assets   | (49)              | (46)                | (604)               | 542                  |
| Changes in: Property, equipment and other assets (4 Marketable securities and investments Loans and other receivables 1 Time deposits  Net cash used in investing activities (2  Free Cash Flows:  Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents Net increase in cash and cash equivalents included in assets  | 3,237             | 3,488               | 5,104               | 2,422                |
| Property, equipment and other assets  Marketable securities and investments  Loans and other receivables  Time deposits  Net cash used in investing activities  (2  Free Cash Flows:  Changes in:  Short-term debt  Long-term debt  Cash dividends paid  Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents  Net increase in cash and cash equivalents included in assets  |                   |                     |                     |                      |
| Marketable securities and investments  Loans and other receivables  Time deposits  Net cash used in investing activities  (2  Free Cash Flows:  Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents  Net increase in cash and cash equivalents included in assets  |                   |                     |                     |                      |
| Loans and other receivables  Time deposits  Net cash used in investing activities  (2  Free Cash Flows:  Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents Net increase in cash and cash equivalents included in assets  | 4,330)            | (2,687)             | (1,645)             | (1,814)              |
| Time deposits  Net cash used in investing activities (2  Free Cash Flows:  Financing activities:  Changes in:  Short-term debt  Long-term debt  Cash dividends paid  Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents  Net increase in cash and cash equivalents included in assets  | (268)             | (436)               | 415                 | (2,759)              |
| Net cash used in investing activities (2  Free Cash Flows:  Financing activities:  Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents Net increase in cash and cash equivalents included in assets  | 1,624             | 518                 | 636                 | (402)                |
| Free Cash Flows:  Financing activities: Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents Net increase in cash and cash equivalents included in assets   | (7)               | (9)                 | 0                   | (23)                 |
| Financing activities: Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents Net increase in cash and cash equivalents included in assets  | 2,980)            | (2,615)             | (594)               | (4,998)              |
| Changes in: Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents Net increase in cash and cash equivalents included in assets  | 256               | 873                 | 4,510               | (2,576)              |
| Short-term debt Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents Net increase in cash and cash equivalents included in assets   |                   |                     |                     |                      |
| Long-term debt Cash dividends paid Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents Net increase in cash and cash equivalents included in assets   |                   |                     |                     |                      |
| Cash dividends paid  Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents  Net increase in cash and cash equivalents included in assets  | 382               | 2,350               | (3,382)             | (1,033)              |
| Payment to and from noncontrolling interests and others, net  Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents  Net increase in cash and cash equivalents included in assets   | 889               | (1,418)             | 2,299               | 3,103                |
| Net cash provided by (used in) financing activities  Effect of exchange rate changes on cash and cash equivalents  Net increase in cash and cash equivalents included in assets   | (449)             | (488)               | (300)               | (388)                |
| Effect of exchange rate changes on cash and cash equivalents  Net increase in cash and cash equivalents included in assets  | (743)             | (502)               | (118)               | (42)                 |
| Net increase in cash and cash equivalents included in assets  | 79                | (58)                | (1,501)             | 1,640                |
|   | (158)             | (269)               | 15                  | (160)                |
|   | 23                | <u>-</u>            | _                   | -                    |
| Net (decrease) increase in cash and cash equivalents  | 200               | 545                 | 3,025               | (1,095)              |
| Cash and cash equivalents, beginning of year 4  | 4,368             | 4,568               | 5,114               | 8,138                |
| Cash and cash equivalents, end of period 4  | 4,568             | 5,114               | 8,138               | 7,043                |

Note) The Companies adopted ASC 810 "Consolidation" (formerly SFAS 160) since FY2009. FY2007 and FY2008 amounts are reclassified to conform to ASC 810.

\* We established quantitative targets in our medium-term management plan based on U.S.GAAP until the fiscal year ended March 31, 2011.

For readers' convenience, we disclose the consolidated financial information based on U.S. GAAP for the fiscal year ended March 31, 2011.

# 6-2. Consolidated Statements of Cash Flows (IFRS)

|   |                     |                     |                     |                     | illions of yen) |
|---|---------------------|---------------------|---------------------|---------------------|-----------------|
|   | FY2009<br>full year | FY2010<br>full year | FY2011<br>full year | FY2012<br>full year | FY2013          |
| Operating activities:   |                     |                     |                     |                     |                 |
| Profit for the year (period) Adjustments to reconcile profit for the year (period) to net cash from operating activities: | 1,694               | 2,098               | 2,637               | 2,437               | 626             |
| Depreciation and amortization   | 1,651               | 1,606               | 1,551               | 941                 | 251             |
| Impairment losses on long-lived assets  | 100                 | 199                 | 133                 | 160                 | 1               |
| Finance (income) costs, net   | (222)               | (14)                | (109)               | (492)               | (29)            |
| Share of profit of investments accounted for using the equity method  | (744)               | (956)               | (1,106)             | (1,074)             | (284)           |
| (Gain) loss on sale of property, plant and equipment, net   | (94)                | (22)                | (44)                | (103)               | (5)             |
| Income tax expense  | 526                 | 707                 | 777                 | 753                 | 143             |
| (Increase) decrease in inventories  | 1,565               | (721)               | (326)               | (64)                | (169)           |
| Decrease (increase) in trade and other receivables  | 1,298               | (466)               | (815)               | 1,546               | 317             |
| (Increase) decrease in prepaid expenses   | 22                  | (107)               | (35)                | (200)               | (52)            |
| (Decrease) increase in trade and other payables   | 652                 | (27)                | (58)                | (1,081)             | (420)           |
| Other, net  | (1,410)             | (100)               | (700)               | (22)                | (29)            |
| Net cash from operating activities  | 5,038               | 2,195               | 1,904               | 2,803               | 352             |
| Investing activities:   |                     |                     |                     |                     |                 |
| Changes in:   |                     |                     |                     |                     |                 |
| Property, plant, equipment and other assets   | (667)               | (736)               | (500)               | (1,552)             | (501)           |
| Marketable securities and investments   | 414                 | (2,778)             | 257                 | (313)               | 44              |
| Loans receivables   | (263)               | (1,180)             | (114)               | . 3                 | (136)           |
| Net cash used in investing activities   | (516)               | (4,694)             | (357)               | (1,862)             | (593)           |
| Free Cash Flows:  | 4,523               | (2,499)             | 1,547               | 941                 | (242)           |
| Financing activities:   |                     |                     |                     |                     |                 |
| Changes in:   |                     |                     |                     |                     |                 |
| Short-term debt   | (3,382)             | (1,110)             | 721                 | 261                 | 94              |
| Long-term debt  | 2,293               | 3,098               | (478)               | 267                 | (217)           |
| Cash dividends paid   | (300)               | (388)               | (550)               | (638)               | (263)           |
| Payment to and from non-controlling interests and others, net   | (124)               | (42)                | (26)                | (137)               | (20)            |
| Net cash (used in) from financing activities  | (1,513)             | 1,559               | (333)               | (247)               | (405)           |
| Net (decrease) increase in cash and cash equivalents  | 3,010               | (940)               | 1,214               | 694                 | (647)           |
| Cash and cash equivalents at the beginning of year  | 5,118               | 8,143               | 7,043               | 8,219               | 9,245           |
| Effect of exchange rate changes on cash and cash equivalents  | 16                  | (160)               | (38)                | 332                 | 114             |
| Cash and cash equivalents at the end of year (period)   | 8,143               | 7.043               | 8,219               | 9,245               | 8,712           |

Note) We have prepared consolidated financial statements in accordance with International Financial Reporting Standards ("IFRSs") since the fiscal year ended March 31, 2011. The date of transition to IFRSs was April 1, 2009.

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| 7-1. Quarterly information (IFRS)                         |            |           |         | Į        |         |         |           |         |                  |            |         | (100 millions of yen) |
|---|------------|-----------|---------|----------|---------|---------|-----------|---------|------------------|------------|---------|-----------------------|
|   |            | FY2010    | 10      |          |         | FY2011  | 1         |         |                  | FY2012     | 2       |                       |
|   | Φ          | 20        | 30      | 40       | 10      | 20      | 30        | 4       | ā                | 20         | g       | 40                    |
| Revenues:   |            |           |         |          |         |         |           |         | •                |            |         |                       |
| Sales of tangible products                                | 6,218      | 6,075     | 6,311   | 6,651    | 6,490   | 6,312   | 6,220     | 6,548   | 6,035            | cca'c      | 218,6   | 6,821                 |
| Sales of services and others                              | 1,513      | 1,391     | 1,401   | 1,442    | 1,730   | 1,896   | 1.593     | 1,820   | 1,378            | 1,486      | 1,386   | 1,589                 |
| Total revenues  | 7,730      | 7,466     | 7,712   | 8,094    | 8,221   | 8,208   | 7,813     | 8,368   | 7,413            | 7,141      | 7,198   | 8,410                 |
| Cost:   |            |           |         |          |         |         |           |         |                  |            |         |                       |
| Cost of tangible products sold                            | (4,998)    | (4,922)   | (5,042) | (5,360)  | (5,203) | (5,098) | (4,956)   | (5,412) | (4,942)          | (4,716)    | (4,834) | (5,544)               |
| Cost of services and others                               | (564)      | (454)     | (485)   | (537)    | (602)   | (716)   | (604)     | (724)   | (434)            | (497)      | (445)   | (481)                 |
| Total cost  | (5,562)    | (5,376)   | (5,527) | (5,897)  | (5,912) | (5,814) | (2,560)   | (8,136) | (5,376)          | (5,213)    | (5,279) | (6,025)               |
| Gross profit  | 2,169      | 2,090     | 2,185   | 2,196    | 2,308   | 2,394   | 2,253     | 2,233   | 2,037            | 1,928      | 1,919   | 2,386                 |
| Other income (expenses):                                  |            |           |         |          |         |         |           |         |                  |            |         |                       |
| Selling, general and administrative expenses              | (1,621)    | (1,615)   | (1,610) | (1,761)  | (1,650) | (1,686) | (1,665)   | (1,864) | (1,587)          | (1,585)    | (1,525) | (1,874)               |
| Impairment losses on long-lived assets                    | (0)        | 0         | 9       | (198)    | •       | 6)      | (8)       | (116)   | (81)             | 0          | 9       | (79)                  |
| Gain (loss) on sale of property, plant and equipment, net | 4          | -         | 16      | <b>-</b> | 4       | (8)     | ^         | 40      | 99               | 2          | 33      | 7                     |
| Other net   | æ          | (3)       | Ξ       | (24)     | 16      | (3)     | ල         | (46)    | 2                | (10)       | 23      | (31)                  |
| Total other income (expenses)                             | (1,611)    | (1,617)   | (1,595) | (1,982)  | (1,630) | (1,706) | (1,668)   | (1,985) | (1,600)          | (1,594)    | (1,469) | (1,982)               |
| Operating profit  | 558        | 473       | 290     | 214      | 678     | 889     | 585       | 248     | 437              | 334        | 450     | 403                   |
| Finance Income (costs):                                   |            |           |         |          |         |         |           |         |                  |            |         |                       |
| Interest income   | 30         | 4         | સ       | 35       | 37      | 56      | 35        | 14      | 29               | 33         | 88      | 36                    |
| Interest expense  | (88)       | (82)      | (73)    | (74)     | (1)     | (1)     | (69)      | (99)    | (70)             | (7)        | (65)    | (85)                  |
| Dividends   | 4          | ြတ        | 33      | 15       | 44      | 5       | 27        | 70      | 25               | 27         | 8       | 38                    |
| Gain (loss) on securities and other investments, net      | <b>6</b> E | 25        | 35      | (31)     | 143     | 54      | 112       | (132)   | 99               | 457        | 15      | (23)                  |
| Finance income (costs), net                               | 25         | 20        | 25      | (26)     | 147     | (9)     | 106       | (138)   | 75               | 443        | 1       | £                     |
| Share of profit of investments accounted                  |            | 46        |         |          | 27.6    |         | 200       | ,<br>]  | ž                |            | 350     | ę ę                   |
| tor using the equity method                               | 007        | 277       | 607     | 100      | Cir.    | 350     |           |         | 3                |            | 8 8     | 3 6                   |
| Profit before tax   | <b>3</b>   | 749       | 877     | 366      | 1,100   | 1,002   | 920       | 392     | 2                | 1,051      | 723     | 672                   |
| Income tax expense  | (200)      | (193)     | (179)   | (135)    | (210)   | (293)   | (204)     | E       | (244)            | (520)      | 8       | (201)                 |
| Profit for the period                                     | 642        | 527       | 869     | 231      | 890     | 3       | 716       | 322     | 200              | 831        | 635     | 471                   |
| Profit for the period attributable to:                    |            |           |         |          |         |         |           |         |                  |            |         |                       |
| Owners of the parent                                      | 614        | 503       | 673     | 212      | 836     | 679     | 929       | 316     | 487              | 807        | 265     | 439                   |
| Non-controlling interests                                 | 28         | 23        | 25      | 19       | 2       | 30      | <b>\$</b> | 9       | 12               | 24         | 43      | 33                    |
| Other comprehensive income:                               |            |           |         |          |         |         |           |         |                  |            |         |                       |
| Exchange differences on translating foreign operations    | (304)      | (428)     | (130)   | 94       | 27      | (551)   | (636)     | 485     | 254              | <b>6</b> 7 | 900     | 1,619                 |
| Financial assets measured at fair value through           | (808)      | ä         | Ş       | (88)     | ē       | (325)   | (436)     | 358     | (283)            | (410)      | 348     | 171                   |
|   | (00)       | 3 3       | 9 9     | (S) 6    | 0 6     | (607)   | () ()     | 3       | (54)             | ( <u>)</u> | ) i     |                       |
| Cash-flow hedges  | (57)       | <b>47</b> | ≘ :     | 9        | S :     | (67)    | 2 ;       | ‡ :     | (re)             | t (        | C 5     | <b>v</b> (            |
| Actuarial gains (losses) on defined benefit pension plans | <u>\$</u>  | 15        | 15      | (102)    | 9       | (36)    | (94)      | 9       | ( <del>2</del> ) | ø          | S<br>N  | (S)                   |
| Share of other comprehensive income of investments        | •          | (36)      | (10)    | 14       | -       | ^       | (61)      | 106     | (12)             | (36)       | 38      | 26                    |
| Other comprehensive income net of tax                     | (982)      | (402)     | (136)   | (33)     | 14      | (849)   | (915)     | 1.010   | (116)            | (783)      | 1.039   | 1.993                 |
| Commentation of the property of the property of           | (453)      | 175       | 563     | 198      | 903     | (140)   | (199)     | 1 331   | 383              | 48         | 1.673   | 2.465                 |
| Comprehensive income for the period attributable to:      |            |           |         |          |         |         |           |         |                  |            |         |                       |
| Owners of the parent                                      | (183)      | 115       | 54      | 186      | 854     | (171)   | (201)     | 1,319   | 352              | 4          | 1,625   | 2,382                 |
| Non-controlling interests                                 | 38         | £         | 16      | 12       | 90      | 32      | 2         | 13      | 31               | 80         | 49      | 83                    |
| Total trading transactions                                | 20,245     | 20,877    | 20,837  | 21,535   | 20,434  | 21,290  | 20,231    | 20,775  | 18,884           | 18,481     | 17,828  | 19,834                |
| Rasic Profit  |            | 499       | 611     | 512      | 189     | 712     | 593       | 530     | 530              | 884        | 513     | 634                   |
| CASIC TIOIL   |            |           | ;       |          |         |         |           |         |                  |            |         |                       |

# 8. Segment Information

(100 millions of yen) Share of profit of investments accounted for **Gross profit** using the equity method FY2011 FY2012 FY2011 FY2012 FY2013 FY2013 1Q full year 1Q full year 1Q full year full year Metal Products 669 158 50 14 56 16 652 180 Transportation & Construction 1,495 252 222 272 87 1,203 305 64 Systems 5 Environment & Infrastructure 514 123 540 141 32 8 42 Media, Network, Lifestyle Related 3,155 732 2,812 671 242 59 250 85 Goods & Services Mineral Resources, Energy, 1,190 260 856 214 419 49 307 56 Chemical & Electronics Domestic Regional Business Units 2 8 376 89 382 94 9 3 and Offices Overseas Subsidiaries and Branches 1,790 435 1,848 573 137 33 115 25 Corporate and Eliminations 1 (13)(24)(7) (6) 2 23 8 9,188 2,037 8,270 1,106 231 1,074 284 Consolidated 2,171

|  |           | he year (pe<br>owners of t | riod) attribu<br>he parent | itable to |           | Basic p | rofit*    |        |  |
|--|-----------|----------------------------|----------------------------|-----------|-----------|---------|-----------|--------|--|
|  | FY2011    | FY20                       | 12                         | FY2013    | FY2011    | FY20    | )12       | FY2013 |  |
|  | fuil year | 1Q                         | full year                  | 1Q        | full year | 1Q      | full year | 1Q     |  |
| Metal Products                                       | 153       | 42                         | 152                        | 62        | 179       | 45      | 177       | 57     |  |
| Transportation & Construction Systems                | 405       | 120                        | 448                        | 151       | 477       | 104     | 455       | 140    |  |
| Environment & Infrastructure                         | 108       | 18                         | 124                        | 30        | 92        | 22      | 116       | 21     |  |
| Media, Network, Lifestyle Related Goods & Services   | 511       | 89                         | 689                        | 97        | 451       | 95      | 411       | 107    |  |
| Mineral Resources, Energy,<br>Chemical & Electronics | 908       | 136                        | 469                        | 116       | 776       | 122     | 447       | 89     |  |
| Domestic Regional Business Units<br>and Offices      | 50        | 9                          | 54                         | 17        | 60        | 12      | 62        | 17     |  |
| Overseas Subsidiaries and Branches                   | 489       | 159                        | 485                        | 110       | 427       | 111     | 394       | 102    |  |
| Corporate and Eliminations                           | (117)     | (86)                       | (96)                       | 24        | 52        | 18      | 103       | 35     |  |
| Consolidated   | 2,507     | 487                        | 2,325                      | 609       | 2,515     | 530     | 2,165     | 568    |  |

|   |                         | Total assets            |                        |
|---|-------------------------|-------------------------|------------------------|
|   | FY2011<br>March 31,2012 | FY2012<br>March 31,2013 | FY2013<br>June 30,2013 |
| Metal Products  | 6,482                   | 6,712                   | 6,539                  |
| Transportation & Construction<br>Systems              | 11,663                  | 12,642                  | 12,781                 |
| Environment & Infrastructure                          | 6,068                   | 5,750                   | 5,695                  |
| Media, Network, Lifestyle Related<br>Goods & Services | 18,157                  | 17,892                  | 17,572                 |
| Mineral Resources, Energy,<br>Chemical & Electronics  | 12,044                  | 13,709                  | 14,100                 |
| Domestic Regional Business Units and Offices          | 4,171                   | 3,539                   | 3,353                  |
| Overseas Subsidiaries and Branches                    | 11,520                  | 15,562                  | 16,152                 |
| Corporate and Eliminations                            | 2,164                   | 2,522                   | 3,805                  |
| Consolidated  | 72,268                  | 78,328                  | 79,996                 |

Note) On April 1, 2013, we reorganized our product-based business units from seven to five after strategically reviewing them from the perspectives of business fields and functions. Accordingly, from this fiscal year, the operating segments have been changed. The segment information of the previous year has also been reclassified.

<sup>\*</sup> Calculation of basic profit: (Gross profit + Selling, general and administrative expenses (excluding provision for doubtful receivables)
+ Interest expense, net of interest income + Dividend) x (1-Tax rate) + Share of profit of investments accounted for using the equity method
Tax rate used in calculating basic profit: FY2011 41%, FY2012 and FY2013 38%

# Exhibit C-7: Credit Report

(Please see attached)



Live Report: MP2 ENERGY LLC

D-U-N-S® Number: 83-305-2819

Endorsement/Billing Reference: scott.price@mp2energy.com

D&B Address

Address

21 Waterway Ave Ste 500

The Woodlands,TX -

77380

832 239-5152 Phone

Fax

Location Type Headquarters

Web

Endorsement: scott.price@mp2energ y.com

## **Company Summary**

Currency: Shown in USD unless otherwise indicated

#### Score Bar

PAYDEX®

Commercial Credit Score Class

2

Financial Stress Score Class

Credit Limit - D&B Conservative 35,000.00

D&B Rating

1R2

### **Trade Payments**

Currency: Shown in USD unless otherwise indicated

#### **D&B PAYDEX®**

The D&B PAYDEX is a unique, weighted indicator of payment performance based on payment experiences as reported to D&B by trader references. Learn more about the D&B PAYDEX

Timeliness of historical payments for this company.

**Current PAYDEX is** 

Equal to generally within terms ( Pays more promptly than the average for its industry of 5 days beyond

16

n

100 %

0.00%

terms)

Industry Median is

Equal to 5 days beyond terms

**Payment Trend currently** 

Unchanged, compared to payments three months ago

Indications of slowness can be the result of dispute over merchandise, skipped involces etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Total payment Experiences in D&Bs File (HQ) Payments Within Terms (not weighted) Trade Experiences with Slow or Negative Payments(%)

**Total Placed For Collection** 

High Credit Average 11,635 Largest High Credit55,000Highest Now Owing20,000Highest Past Due0

D&B PAYDEX®: 80 @

(Lowest Risk:100; Highest Risk:1)

When weighted by amount, payments to suppliers average generally within terms

3-Month D&B PAYDEX®: 80 @

(Lowest Risk:100; Highest Risk:1)

Based on payments collected over last 3 months.

When weighted by amount, payments to suppliers average within terms

#### **D&B PAYDEX® Comparison**

### **Current Year**

PAYDEX® of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Electric services, management services, based on SIC code 4911.

### Shows the trend in D&B PAYDEX scoring over the past 12 months.

|                    | 10/12 | 11/12 | 12/12 | 1/13 | 2/13 | 3/13 | 4/13 | 5/13 | 6/13 | 7/13 | 8/13 | 9/13 |
|--------------------|-------|-------|-------|------|------|------|------|------|------|------|------|------|
| This Business      | 80    | 80    | 80    | 80   | 80   | 80   | 80   | 80   | 80   | 80   | 80   | 80   |
| Industry Quartiles |       |       |       |      |      |      |      |      |      |      |      |      |
| Upper              |       |       | 80    |      |      | 80   |      |      | 80   | ,    |      |      |
| Median             |       |       | 77    |      |      | 77   |      |      | 77   |      | ,    |      |
| Lower              |       |       | 70    |      |      | 70   |      | _    | 70   |      |      |      |

Current PAYDEX for this Business is 80 , or equal to generally within terms The 12-month high is 80 , or equal to GENERALLY WITHIN terms The 12-month low is 80 , or equal to GENERALLY WITHIN terms

### Previous Year

Shows PAYDEX of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Electric services, management services, based on SIC code 4911.

| Previous Year      | 09/11<br>Q3'11 | 12/11<br>Q4'11 | 03/12<br>Q1 <sup>1</sup> 12 | 06/12<br>Q2 <sup>1</sup> 12 |
|--------------------|----------------|----------------|-----------------------------|-----------------------------|
| This Business      | UN             | 61             | 80                          | 80                          |
| Industry Quartiles |                |                |                             |                             |
| Upper              | 80             | 80             | 80                          | 80                          |
| Median             | 77             | <b>7</b> 7     | 77                          | 77                          |
| Lower              | 70             | 70             | 70                          | 70                          |

Based on payments collected over the last 4 quarters.

Current PAYDEX for this Business is 80, or equal to generally within terms. The present industry median Score is 77, or equal to 5 days beyond terms industry upper quartile represents the performance of the payers in the 75th percentile industry lower quartile represents the performance of the payers in the 25th percentile.

### Payment Habits

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms. Provides number of experiences to calculate the percentage, and the total credit value of the credit extended.

|                | # Payment Experiences |        | •            | s Within Terms   |
|----------------|-----------------------|--------|--------------|--|
| Over 100,000   | C                     | O      | 0%           | 19. akt 19. 27500005. Tokkov syk se i i redhe ni Amerik Markovik Boko veletekileri i res - upp petiti i dele i |
| 50,000-100,000 | 1                     | 55,000 | 100%         |  |
| 15,000-49,999  | 2                     | 50,000 | 100%         |  |
| 5,000-14,999   | 1                     | 10,000 | 100%         |  |
| 1,000-4,999    | o                     | 0      | 0%           |  |
| Under 1,000    | 6                     | 1,350  | 1 <b>00%</b> |  |

Based on payments collected over last 24 months.

All Payment experiences reflect how bills are paid in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

### **Payment Summary**

- There are 16 payment experience(s) in D&Bs file for the most recent 24 months, with 9 experience(s) reported during the last three month
  period.
- . The highest Now Owes on file is 20,000 . The highest Past Due on file is 0

Below is an overview of the companys currency-weighted payments, segmented by its suppliers primary industries:

|                          | Total<br>Revd<br>(#)         | Total<br>Amts  | Largest High<br>Credit   | Within<br>Terms<br>(%)   | Days Slow<br><31 31-60 61-90 90><br>(%) (%) |   |   |   |
|--------------------------|------------------------------|--|--|--|---|---|---|---|
| Top Industries           | angerer or the second second | and the state of t | The state of the s | The Control of the State of the State of the Control of the State of t |   |   |   |   |
| Business consulting      | 3                            | 90,000   | 55,000   | 100  | 0   | 0 | 0 | 0 |
| Telephone communictns    | 2                            | 550  | 500  | 100  | 0   | 0 | 0 | 0 |
| Single family homes      | 1                            | 25,000   | 25,000   | 100  | 0   | 0 | 0 | 0 |
| Whol electrical equip    | 1                            | 250  | 250  | 100  | Ċ   | 0 | ¢ | 0 |
| Photocopying service     | 1                            | 250  | 250  | 100  | 0   | 0 | 0 | 0 |
| Data processing svcs     | 1                            | 250  | 250  | 100  | 0   | 0 | 0 | 0 |
| Lithographic printing    | 1                            | 50   | 50   | 100  | 0   | 0 | 0 | 0 |
| Other payment categories |                              |  |  |  |   |   |   |   |
| Cash experiences         | 5                            | 900  | 500  |  |   |   |   |   |
| Payment record unknown   | 1                            | 500  | 500  |  |   |   |   |   |
| Unfavorable comments     | 0                            | 0  | 0  |  |   |   |   |   |
| Placed for collections   | 0                            | N/A  | 0  |  |   |   |   |   |
| Total in D&B's file      | 16                           | 117,750  | 55,000   |  |   |   |   |   |

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Indications of slowness can be result of dispute over merchandise, skipped invoices etc.

### Detailed payment history for this company

| Date<br>Reported<br>(mm/yy) | Paying Record | High Credit | Now Owes | Past Due | Selling<br>Terms | Last Sale<br>Within<br>(month) |  |
|-----------------------------|---------------|-------------|----------|----------|------------------|--------------------------------|--|
| 08/13                       | Ppt           | 250         | 250      | 0        | N30              | 1 mo                           |  |
|                             | Ppt           | 250         | 50       | 0        |                  | 1 mo                           |  |

|       | Ppt        | 50     |        |               | 1 mo     |
|-------|------------|--------|--------|---------------|----------|
| 07/13 | Ppt        | 500    | 0      | O             | 1 mo     |
|       | Ppt        | 50     | 0      | 0             | 1 mo     |
| 06/13 | (006)      | 500    |        | Cash<br>accor |          |
|       | (007)      | 250    |        | Cash<br>accor |          |
|       | (800)      | 50     |        | Cash<br>accor |          |
|       | (009)      | 50     |        | Cash          |          |
| 11/12 | (010)      | 50     |        | Cash<br>accor |          |
| 07/12 | <b>Ppt</b> | 250    | O      | 0             | 4-5 mos  |
| 02/12 | Ppt        | 10,000 | 10,000 | 0 N7          | 2-3 mos  |
| 01/12 | Ppt        | 55,000 | 0      | 0 N30         | 1 mo     |
|       | Ppt        | 25,000 | 0      | 0 N30         | 1 mo     |
|       | Ppt        | 25,000 | 20,000 | 0 N30         | 1 mo     |
| 12/11 | (016)      | 500    | 0      | 0             | 6-12 mos |

Payments Detail Key: red - 30 or more days beyond terms

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc. Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

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# Exhibit C-8: Bankruptcy Information

MP2 Energy LLC and its affiliates and subsidiaries have not filed bankruptcy since inception of the company in 2009, nor have there been any reorganizations or protections filed from creditors.

# Exhibit C-9: Merger Information

MP2 Energy NE LLC and its parent company, MP2 Energy LLC, have not undergone any dissolutions, mergers, or acquisitions since their inceptions.

# Exhibit D-1: Operations

MP2 Energy NE LLC will operate in Ohio as a Retail Natural Gas Provider with plans to schedule retail gas for delivery. In order to support operations as a Retail Natural Gas Provider, MP2 will engage in scheduling with Natural Gas Producers, both local, regional and national. Unless otherwise provided as an on-system source of supply by the local gas utility or an offsystem source of supply due to the acceptance of a capacity release program, MP2 Energy does not plan on procuring additional sources of contracted storage capacity.

# Exhibit D-2: Operations Expertise

MP2 Energy NE LLC has a 24 hour real-time operations desk led by Robert Douglas and Russell Schwertner. MP2 Energy NE is a qualified member of PJM, which enables MP2 Energy NE to facilitate all market-based transactions. MP2's Operations team will use the PJM market information system to effectively schedule electricity loads in PJM.

MP2's experience and expertise lies in the team. Please see below for the real-time team biographies and qualifications.

# Robert Douglas

Robert is the Vice President of Operations at MP2 Energy. Robert's energy experience has ranged from working with the Department of Energy (DOE), providing technical and operational solutions, to operations and software solutions expertise for the largest wholesale energy market players. Robert's market neutral experience has afforded him the opportunity to work with a vast array of market participants, therefore allowing him the ability to understand the challenges and develop solutions for Generator Operators, Load Serving Entities, Loads Acting as a Resource, and Trading Firms.

Robert's career in energy commenced at ESO, Inc. (ESO), where he managed grants from the DOE as the Director of Housing and Energy Services. At ESO, Robert was charged with leading a team of 25 to provide energy efficiency and weatherization services to low income families in San Jose, CA and neighboring communities. Later, Robert moved on to APX, Inc. where he worked within the 24x7 Operations group and the Business Development team. In Operations, Robert provided services (scheduling, dispatch, tagging) for multiple market participants that range from firms that engage in solely counterparty transactions to firms that represent complex portfolios. Robert later transitioned to Business Development, where he was responsible for ensuring timely delivery of operational and technical solutions. In this role, Robert focused on scheduling, settlement, SCADA system implementation, and registration/qualification of Qualified Scheduling Entities (QSE). Robert brings a dynamic perspective to MP2 Energy as he understands the needs of Wholesale Generation Asset Managers as well as the technology that supports MP2's efficient power plant, demand response, and retail operations. Robert is a graduate of Morehouse College with a B.A. in Business Administration and Marketing.

# Russell Schwertner

Russell Schwertner is the Chief System Operator at MP2 Energy. Russell has over 10 years of system operations experience working at The Electric Reliability Council of Texas (ERCOT). Russell has a thorough technical understanding of energy markets with a focus on operations and reliability. Prior to joining MP2, Russell was a Senior Outage Coordinator with ERCOT leading the long term outage group, coordinating the complex transmission and generation projects between the Planning, Engineering and System Operation departments. His studies and analysis of the ERCOT grid provide an in depth knowledge of congestion management, thermal and voltage overloads, and the effects of planned and forced outages. He also spent 5 years on the ERCOT Frequency Desk in charge of frequency control, DC tie tagging, and emergency and short supply operations. Prior to work at ERCOT, Russell was a System Operator for The Lower Colorado River Authority (LCRA) starting as a Generation Operator with equal time on the Transmission and Security Desk. Russell is a NERC Certified Reliability Coordinator.

# Exhibit D-3: Key Technical Personnel

Jeff Starcher, CEO

<u>Jeff.Starcher@MP2Energy.com</u>

832.510.1037

Jeff has over 21 years of experience in the Independent Power industry with a wealth of expertise in the areas of Project Development, Project Finance, IPO's, Structured Finance, Demand Side Management Structured Transactions, Power Plant Operations, Asset Management Origination, Wholesale Origination, End User Sales and Marketing, and SEC Reporting and Accounting. Jeff holds a BBA in Finance and BBA in Accounting from Texas A&M University.

Prior to co-founding MP2 Energy, Jeff was a Sr. Vice-President at Eagle Energy Partners which was later bought by Lehman Brothers. Jeff was responsible for originating over 80% of Eagle's ERCOT based Wholesale Power Plant Management book. Prior to Eagle, he was one of the principals and founders of Mpower Energy Services LP and Mpower Retail Energy LP, both of which were ultimately sold to Eagle Energy Partners. Mpower was the largest independent (non-utility affiliated) Retail Electric Provider in the US with over 800 MW of peak load MPower was also a Level IV QSE representing over 200 MW of wholesale power generation for customers. Prior to Mpower, Jeff spent two years in Austin representing Dynegy's commercial interests in the development of the ERCOT Protocols (the rules of the deregulated power market) and directed two 20 person teams to develop the wholesale and retail systems necessary for Dynegy to participate in the deregulated ERCOT market. Jeff saw the opportunity to more fully utilize the systems that the team built and co-founded Dynegy's third-party asset optimization business (power plant management). Jeff was also Dynegy's business manager for four cogeneration plants in California and Nevada. This experience provided invaluable insight into aero-derivative and Frame based plant operations and optimization side of the power generation business. Earlier in his career, Jeff developed and financed the Indian Queens Project -Destec Energy's first international merchant power plant (London, England). Prior to that assignment he was based in Paris and co-developed Destec's largest IPP the Terneuzen Project in The Netherlands.

# Matthew Adams, President

Matthew.Adams@MP2Energy.com

832.510.1033

Matthew leverages 12+ years of experience within the energy market having led efforts at a generation company, retail energy provider, and Investment Bank backed Energy trading desks. Most recently Matthew led ERCOT marketing and structuring at Credit Suisse in

Houston where he marketed innovative long term structured products to bridge the gap between wind project hedges and load within West Texas. Prior to joining Credit Suisse, Matthew headed Occidental Petroleum's ERCOT origination desk where he developed commercial strategies and executed some of the first demand side management structures in the U.S. Prior to Occidental, Matthew was responsible for several revenue streams at MPower Energy, from structuring and pricing complex load transactions, to facilitating demand response programs. Earlier in his career, Matthew developed the Calpine Energy Services risk management group for power and natural gas. This experience provided the foundation and deep understanding of the power and natural gas markets that Matthew utilized in his later roles. Matthew holds a BBA in Finance from Sam Houston State University, an MBA in Finance from University of North Texas and Series 7 certification.

# Trey Price, Vice President

Trey.Price@MP2Energy.com

832.210.1034

Trey's career began at MPower Energy Services as a real time plant operator, managing and scheduling wholesale generation assets, demand response loads, and MPower's significant retail load through MPower's Level IV QSE. Trey later assumed the role of managing the Retail power sales desk, negotiating and executing contracts. Trey moved with MPower as it was sold to Champion Energy Services and again later to Eagle Energy Partners. Through those transitions, Trey was a top business generator and leader in the organization, participating in the development of innovative Retail Power products and structures. Trey joined Credit Suisse Energy's ERCOT team in 2008, responsible for power scheduling, load analysis, weather, transmission, and regulatory issues that affected market pricing and function. Trey is a graduate of the McCombs School of Business at the University of Texas at Austin with a BBA in Finance and holds a Series 7 license.

## Mark Siismets, COO

Mark.Siismets@MP2Energy.com

832.510.1040

Mark has over 25 years of business management experience, over 23 of those years being in the electricity market. He began his career in the energy industry with Destec Energy, Inc. as a Business Manager, developing profit improvement plans and managing the business activities of a \$60 million natural gas-fired cogeneration plant. He then spent two years at Enron International

in Asset Management. In 2002, Mark became a co-founder of MPower Energy Services, LLC, where he created and managed a REP and Level IV QSE. The company grew to serve 3,000 customers with over 650 MW of load during his tenure. MPower was sold to Champion Energy in September 2006 where Mark worked as a Senior Vice President for two years before joining EDF Trading North America, LLC as the Senior Vice President of Power Business Development. Mark joined the MP2 Energy team in February of 2013 as the Chief Operating Officer. Mark brings with him a wealth of expertise in business management, direction, and knowledge in operating in the retail electric industry. Mark graduated Texas A&M University with a Bachelor of Science in Mechanical Engineering and earned a Master of Business Administration from the University of Texas at Austin.

# Robert Douglas, Vice President of Operations

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832.510.1042

Robert is the Vice President of Operations at MP2 Energy. Robert's energy experience has ranged from working with the Department of Energy (DOE), providing technical and operational solutions, to operations and software solutions expertise for the largest wholesale energy market players. Robert's market neutral experience has afforded him the opportunity to work with a vast array of market participants, therefore allowing him the ability to understand the challenges and develop solutions for Generator Operators, Load Serving Entities, Loads Acting as a Resource, and Trading Firms.

Robert's career in energy commenced at ESO, Inc. (ESO), where he managed grants from the DOE as the Director of Housing and Energy Services. At ESO, Robert was charged with leading a team of 25 to provide energy efficiency and weatherization services to low income families in San Jose, CA and neighboring communities. Later, Robert moved on to APX, Inc. where he worked within the 24x7 Operations group and the Business Development team. In Operations, Robert provided services (scheduling, dispatch, tagging) for multiple market participants that range from firms that engage in solely counterparty transactions to firms that represent complex portfolios. Robert later transitioned to Business Development, where he was responsible for ensuring timely delivery of operational and technical solutions. In this role, Robert focused on scheduling, settlement, SCADA system implementation, and registration/qualification of Qualified Scheduling Entities (QSE). Robert brings a dynamic perspective to MP2 Energy as he understands the needs of Wholesale Generation Asset Managers as well as the technology that supports MP2's efficient power plant, demand response, and retail operations. Robert is a graduate of Morehouse College with a B.A. in Business Administration and Marketing.

# Russell Schwertner, Chief System Operator

Russell.Schwertner@MP2Energy.com

832.510.1039

Russell Schwertner is the Chief System Operator for MP2 Energy. Russell has over 10 years of system operations experience working at The Electric Reliability Council of Texas (ERCOT). Russell has a thorough technical understanding of GRID operations with a focus on operations and reliability. Most recently, Russell was a Senior Outage Coordinator with ERCOT leading the long term outage group, coordinating the complex transmission and generation projects between the Planning, Engineering and System Operation departments. His studies and analysis of the ERCOT grid provide an in depth knowledge of congestion management, thermal and voltage overloads, and the effects of planned and forced outages. He also spent 5 years on the ERCOT Frequency Desk in charge of frequency control, DC tie tagging, and emergency and short supply operations. Prior to work at ERCOT, Russell was a System Operator for The Lower Colorado River Authority (LCRA) starting as a Generation Operator with equal time on the Transmission and Security Desk. Russell is a NERC Certified Reliability Coordinator and an ERCOT Certified System Operator.

# Carey Jordan, Senior Vice President of Project Development & Integrated Solutions

Carey.Jordan@MP2Energy.com

832.510.1053

Mr. Jordan has over 30 years of utility and de-regulated market experience in systems operations, trading, retail, marketing and structured origination. He spent 16 years with Central and South West Corporation in system operations, as well as transmission and distribution operations. From March of 1997 to February of 2009 he was Vice President of Origination at Calpine Corporation in senior management roles over real-time operations, trading, and Sales and Marketing. At Calpine he was responsible for growing the real-time desk that managed over 7000MW of generation in the ERCOT market, then as the Vice President responsible for sales and marketing, managed a team of 20 originators nationwide. Carey was responsible for Calpine's start-up retail efforts in Calpine Power America and grew the retail book to be the largest non-affiliate REP in ERCOT with +700Mw of load. In March 2009, Mr. Jordan joined Shell as Vice President of Business Development for Shell Energy North America.

Josh Weiser, Vice President of Finance & Accounting

# Josh.Weiser@MP2Energy.com

832.510.1031

Mr. Weiser operates as the Vice President of Finance and Accounting as well as our financial controller at MP2 Energy. He retains a Bachelor of Science in Entrepreneurship from the University of Arizona as well as a Master of Business Administration from the University of Notre Dame. Josh has over 20 years of experience in the business financial sector, and joined MP2 in 2011. At MP2, Josh manages day-to-day treasury, accounting, and finance operations. He has implemented new accounting procedures that are more transparent and accurate. Josh's work has also developed our Customer Service team into a more efficient accounts receivable department.

# Carlos Zavala, Vice President of Customer Relations

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832.510.1047

As Vice President of Customer Relations at MP2 Energy, Carlos brings over 16 years experience with Public Relations, Personnel Management, and Project Management. In addition to the aforementioned, Carlos is a Subject Matter Expert as it pertains to implementation of controls and policies of pro-active customer management rather than the typical retro-active approach.

Prior to joining MP2 Energy, Carlos served as Operations Manager at The Club at Carlton Woods. In addition to his success on the Golf Course, Carlos was charged with developing the Operational Infrastructure to support what has now become one of the top courses in the state of Texas. Carlos' standard of excellence and competitive nature resonates well within the executive leadership of MP2 Energy. Carlos' vision for MP2 Energy is to couple superior Customer Service with MP2 Energy's best in class product offerings to achieve a high rate of customer retention.

# Douglas Campbell, Senior IT Director

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832.510.1048

Douglas Campbell has over 20 years of experience in software development, network administration, and web development. He began his career as a software engineer at Medtronic, moving to UPS as a Senior Software Engineer, developing custom EDI and data integration solutions. He worked as a Principal Engineer at Yes! Tech Today, Inc. for 13 years before

joining the MP2 Energy team at its inception in March of 2010. Doug handles everything from server and network configuration to implementation of business continuity practices, and designs and implements web applications.