

IECA
NOVEMBER 2018
MEETING





### **OUR HISTORY**

#### Amerex Energy Services (AES) Established

AES was formed to provide energy advisory services to end-use retail clients

#### **AES Acquires CETX Energy**

CETX a Houston based company increased AES Texas client base and added key team members with knowledge of the Texas market

### **AES Expands Offices to CT, IL and OH**

With new staff acquired in Connecticut Illinois and Ohio this allowed AES to further expand their presence in the Midwest and New England market

1978

2004

2006

2009

2011

2013-2014 2015-TODAY

#### **Amerex Brokers LLC Founded**

Brokered Commodities: Heating Oil Gasoline Fuel Oil

#### **GFI Purchases Amerex**

Active in 22+ countries, GFI employs approximately 2,000 people and serves over 2,600 institutional clients, including leading investment and commercial banks, corporations, insurance companies and hedge funds

### **AES Acquires Energy Choice Solutions**

Energy Choice Solutions a Philadelphia based company increased AES Northeast and Mid-Atlantic client base and expanded the team footprint

## BGC Partners, Inc. purchases controlling interest in GFI

Formal decision to provide energy advisory services to qualified-users in Mexico





### THE NATIONAL ENERGY EXPERTS

Amerex, founded over 35 years ago, is one of the largest wholesale brokers of electricity and natural gas in the nation. Amerex Energy Services leverages this wholesale energy expertise and ongoing market awareness along with our vast retail consulting experience to advise and support hundreds of commercial, industrial, governmental and institutional entities in developing and implementing a custom energy procurement strategy that conforms precisely to their risk tolerance, financial imperatives and operational requirements.

### **Energy Procurement & Price Risk Management**

#### **Our Difference**

### Sustainability

#### **Awards**

#### **Data Management**



Electricity & natural gas

Proactive, ongoing market intelligence reporting of opportunities and regulatory analysis

Competitive RFP process to secure best pricing



Amerex is the pre-eminent wholesale energy brokerage platform in North America

Facilitates large trading volumes in Power and Gas

Amerex provides clients with price transparency across U.S. regions



Renewable supply, evaluation & assessment (solar, wind, RECs)

ENERGY STAR and GHG reporting

City/state energy benchmarking requirements









Our online portal allows access to:

Usage and cost information

Invoice collection, audits, payments

Budgeting and reporting

## AMEREX AT A GLANCE - TERM



**ELECTRIC AGREEMENTS** 

20.8 billion kWh (total contracted volume)



**UNIQUE CLIENTS** 

1,000 +



**GAS AGREEMENTS** 

24.3 mil

MMBTU (total contracted volume)



**CURRENTLY SERVE APPROX.** 

**locations across North America** 



### **DIFFERENTIATORS**

### **Wholesale Energy Broker**

Real-time access to wholesale energy prices Insights into past, current & future price direction Allows deconstruction of retail price components

Creates supplier margin compression Energy suppliers buy our data to create retail pricing curves.

### **Passion for Education**

Amerex Energy Services functions solely as the client's advocate in an ever-changing energy marketplace, providing best-in-class strategies and tactical plans to achieve and exceed our clients' business objectives.

# **Energy Procurement and Price Risk Management**

With decades of combined industry experience in energy procurement and risk management – our team has the knowledge and access to educate our clients in a wide array of areas that our competitors cannot.

### **Boutique Approach**

We offer customized solutions.
We are fully transparent with nothing left to chance.
We have intense focus on customized solutions.
We analyze data so that prices are fully disclosed & supplier verified.

### Recognition

Energy Risk Commodity Rankings 2018 Winner - Broker Power US

Energy Risk Commodity Rankings 2018 Winner - Broker Natural Gas Eastern US & Canada

Energy Risk Commodity Rankings 2018 Winner - Broker Natural Gas Western US & Canada

### **Experience & Expertise**

Team amongst the most tenured and knowledgeable in retail energy markets. Backgrounds include retail energy suppliers, utilities and other consulting firms.





### RISK MANAGEMENT

- Let those best able to deal with a particular risk do so
- Education overcomes a lot of the fear regarding risk
- There is more than just price risk shape, contract, execution, etc.
- A successful procurement allows buyer to:
  - Mitigate price risk
  - Capture optionality
  - Achieve better overall value
  - Plan for future
- Goal Capture the best risk adjusted price & most advantageous terms



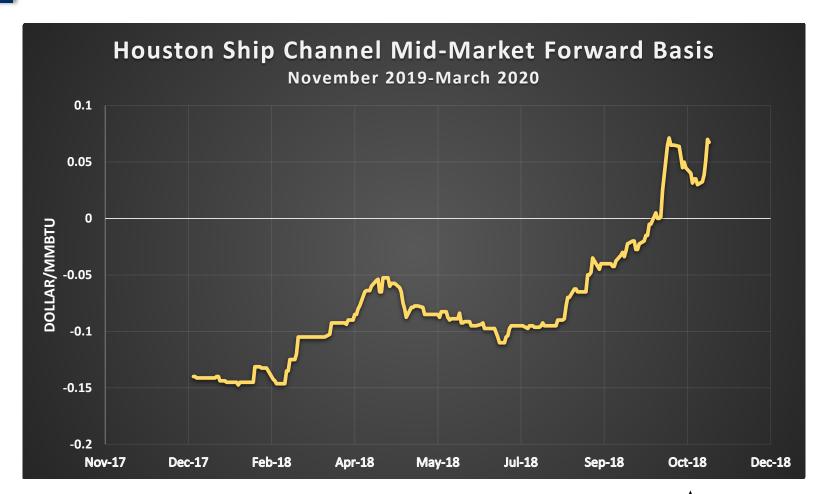


## GAS MARKET CHALLENGES

- Lack of capacity into HSC and HSC basis volatility
- Thin market in terms of futures and dailies causes financially driven volatility
- How much gas will really go to Mexico given reform's changing focus
- How will LNG be impacted by potential tariffs?

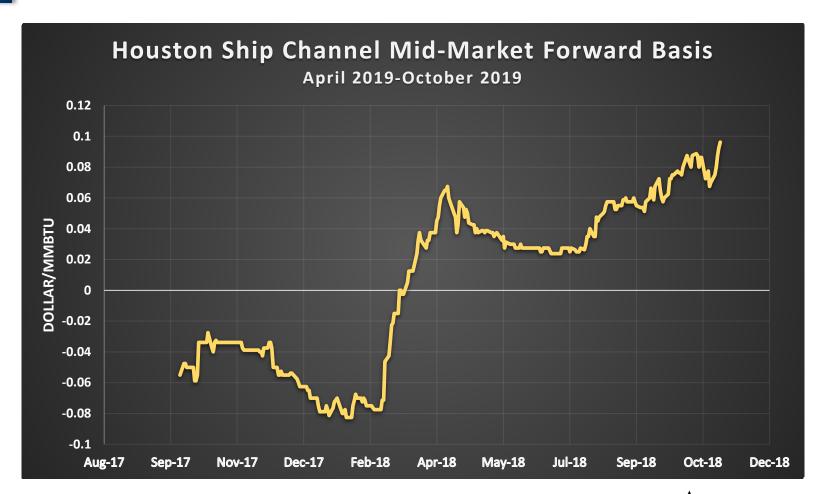


# GAS MARKET CHALLENGES





# GAS MARKET CHALLENGES









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