



For Immediate Release

Skipping Stone Opens Tokyo Office

Los Angeles, CA – May 7, 2014 – Skipping Stone announced today the opening of their Tokyo, Japan office and the addition of Sumitaka Matsumoto, who will head Japanese market development activities for Skipping Stone. Sumitaka Matsumoto is currently coordinating Japan's OpenADR Alliance activities and has been engaged in various energy related projects for the past three years.

Skipping Stone has assisted clients in navigating energy market changes, capitalize on growth opportunities and solving business problems in some 20 countries around the world for almost two decades, including the International Energy Agency's (IEA) Demand Side Management Programme addressing wholesale electricity market issues in 12 countries including the development of demand response programs. Skipping Stone has been working with TEPCO and other Japanese firms through relationships developed through the Peak Load Management Association (PLMA) and elsewhere. The company's model and success derives from exclusively utilizing energy industry veterans on all their client engagements.

"With Japan's planned opening of its retail markets, demand response initiatives and pending wholesale market, the timing is excellent for Skipping Stone to provide its expertise developed from years of experience working with a variety of clients through U.S. and other countries deregulation activities," stated Peter Weigand, Skipping Stone CEO. "Our ability to provide Japanese energy market participants with strategy development, planning, market assessments, training and provide knowledge on lessons learned in the U.S. will hopefully be of value as Japan reshapes its energy market."

"Japan has been studying the U.S. energy markets, and others, for some time in preparation for changing our energy market structure," adds Sumitaka Matsumoto, Director of Skipping Stone Japan Operations. "I believe there will be many opportunities for Skipping Stone to provide a variety of Japanese energy companies the benefit of its deep working knowledge of U.S. markets and lessons learned across its extensive client base. I'm excited to be able to bring such expertise to Japan."

About Skipping Stone

Skipping Stone provides energy clients market assessment, strategy development and strategy fulfillment services, including outsourcing, recruiting, M&A support, technology services and energy training. Our specialty is collaborating with clients on ideas, strategies and tactics and then providing the array of complementary services required to turn those ideas into successes. Energy market verticals include natural gas and electricity retail and wholesale markets, demand response, renewables, energy management and energy technologies. Skipping Stone has served over 250 clients globally since 1996.

For more information, visit www.skippingstone.com.

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