



Gas Marketer Licence Application

Energy Contracts Ontario Ltd. (GM)

1. Application Type

1. (a) Application Type

☐ New ☒ Renewal

1. (b) Licence Number

GM-2017-0164

1. (c) Expiry Date

August 23, 2022

2. The Applicant

2. (a) Legal Name of the Applicant

Energy Contracts Ontario Ltd. (GM)

2. (b) Business Classification

☐ Sole Proprietorship ☐ Partnership ☒ Corporation ☐ Other

2. (c) Date of Formation or Incorporation

July 04, 2012

2. (d) Province/State of Formation or Incorporation

Ontario

2. (e) Country of Formation or Incorporation

Canada

2. (f) If the applicant is an individual, are they at least 18 years old?

If the applicant is an individual, the applicant must be at least 18 years old.

☒ Yes ☐ No ☐ Not Applicable

2. (g) Head Office or Business Address of the Applicant

<u>STREET ADDRESS</u>	<u>CITY</u>	<u>PROVINCE/STATE</u>	<u>COUNTRY</u>	<u>POSTAL/ZIP CODE</u>
491 Aylmer Cres	Milton	Ontario	Canada	L9T8T4

Main Phone Number and Email Address

PHONE NUMBER

EMAIL ADDRESS

4168277597 khakimjee@energycontractsonario.com

2. (h) Please describe the applicant's current or intended line of business and business activities.

My company reviews Client's energy bills and gives recommendations to lower costs. Also, I act as an agent and broker and negotiate rates on behalf of my commercial clients. My customers buy fixed price contracts through one of my contracted vendors. We only service commercial users of energy.

3. Licence Primary Contact

The licensee shall designate a person who will act as a primary contact with the Ontario Energy Board (OEB) on matters related to the licence.

3. (a) Licence Primary Contact

<u>SALUTATION</u>	<u>LAST NAME</u>	<u>FIRST NAME</u>	<u>TITLE/POSITION</u>	<u>COMPANY</u>
Mr.	Hakimjee	Khalid	President	Energy Contracts Ontario Ltd.
<u>PHONE NUMBER</u>	<u>EMAIL ADDRESS</u>			
4168277597	khakimjee@energycontractsonario.com			

3. (b) Is the Licence Primary Contact address the same as the Head Office or Business address?

☒ Yes ☐ No

NOTE: If the Licence Primary Contact Address is not in Ontario, the applicant must also provide the contact information for service purposes in Ontario. The applicant may provide the address of an agent (an individual who is a resident of Ontario and is at least 18 years old, or a corporation that has its head office or registered office in Ontario) as the contact for service.

3. (c) Contact Information for Service in Ontario

<u>SALUTATION</u>	<u>LAST NAME</u>	<u>FIRST NAME</u>	<u>TITLE/POSITION</u>	<u>PHONE NUMBER</u>
Mr.	Hakimjee	Khalid	President	4168277597
<u>EMAIL ADDRESS</u>				
khakimjee@energycontractsonario.com				

Address for Service in Ontario

<u>STREET ADDRESS</u>	<u>CITY</u>	<u>PROVINCE/STATE</u>	<u>COUNTRY</u>	<u>POSTAL/ZIP CODE</u>
491 Aylmer Cres	Milton	Ontario	Canada	L9T 8T4

4. Application Primary Contact

The primary contact for the licence application may be a person within the applicant's organization other than the licence primary contact noted above. An applicant may also choose to designate a consultant, lawyer, etc. to be the primary contact for the licence application. The OEB will communicate with this person during the course of the application review process, but with the licence primary contact after a licence is issued.

4. (a) Is the Application Primary Contact the same as the Licence Primary Contact?

☒ Yes ☐ No

5. Customer Complaint or Inquiries Primary Contact

Provide contact information of the person to whom correspondence or communication regarding customer complaints or inquiries should be addressed. The mailing address should be in Ontario and the phone number should be listed in Ontario. The applicant should also provide a toll-free phone number for the general public to use.

5. (a) Customer Complaint or Inquiries Primary Contact

<u>SALUTATION</u>	<u>LAST NAME</u>	<u>FIRST NAME</u>	<u>TITLE/POSITION</u>	<u>COMPANY</u>
Mr.	Hakimjee	Khalid	President	Energy Contracts Ontario Ltd
<u>PHONE NUMBER</u>	<u>EMAIL ADDRESS</u>			
4168277597	khakimjee@energycontractsonario.com			

Customer Complaint or Inquiries Primary Contact Address

<u>STREET ADDRESS</u>	<u>CITY</u>	<u>PROVINCE/STATE</u>	<u>COUNTRY</u>	<u>POSTAL/ZIP CODE</u>
491 Aylmer Cres	MILTON	Ontario	Canada	L9T8T4

6. Trade Names

The electricity retailer licence authorizes the licensee to conduct business using the name under which the licence is held (i.e. the applicant's legal name). It also provides for the use of trade names by the licensee.

6. (a) Does the applicant intend to use trade names?

☐ Yes ☒ No

7. Applicant's Licensing Status and History

7. (a) Has the applicant, an affiliate of the applicant, or an associated entity (e.g. a partnership or limited partnership) ever been licensed by the OEB?

☒ Yes ☐ No

The *Business Corporations Act* definition for "affiliate" can be found at www.e-laws.gov.on.ca.

If yes, please provide current and expired licences.

Licensor Name	Relation to the Applicant (e.g. applicant itself, affiliate, partner, etc.)	Licence Number
Energy Contracts Ontario Ltd.	Applicant itself	GM-2017-0164
Energy Contracts Ontario Ltd.	Applicant itself	ER-2017-0165

7. (b) Does the applicant, an affiliate of the applicant, or an associated entity (e.g. a partnership or limited partnership) have any other application(s) before the OEB?

☐ Yes ☒ No

7. (c) Has the applicant, an affiliate of the applicant, or an associated entity (e.g. a partnership or limited partnership) ever undertaken energy sector activity in any other jurisdiction within North America?

☐ Yes ☒ No

8. Officers, Directors and Key Individuals

8. (a) Please confirm the number of officers, directors and key individuals in your organization.

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8. (b) In the table below, identify the key individuals that are responsible for executing the following functions for the applicant: matters related to regulatory requirements and conduct, financial matters and technical matters.

Key individuals include the Chief Executive Officer, the Chief Financial Officer, other officers and directors, partners or proprietors.

NOTES:

1. List a minimum of 3 key individuals in the table below. Additional information about each key individual is required in Section 17.
2. One of the listed key individuals must sign the completed application. See Section 19 for signing authority details.

Name of Key Individual	Email	Title/Position within Applicant's Business (or identify company if not the Applicant's Business)
Khalid Hakimjee	khakimjee@energycontractsonario.com	PRESIDENT

8. (c) If unable to provide a minimum of 3 key individuals, please explain.

I am the only one responsible in the business. No one else works in the business

9. Intended Markets and Services

9. (a) Identify the applicant's intended markets and services. Select all that apply.

- ☐ To sell or offer to sell gas to low-volume consumers (consuming 50,000m³ or less of natural gas per year) in Ontario.
- ☒ To act as an agent or broker for a gas marketer with respect to the sale or offering for sale of natural gas to low volume consumers in Ontario.
- ☒ To act as an agent or broker for low-volume consumers with respect to the sale or offering for sale of natural gas in Ontario.

9. (b) Is the applicant currently providing any of the above listed services?

☒ Yes ☐ No

9. (b_yes) If yes, provide a list of the services the applicant is currently providing.

Currently negotiating rates for commercial customers that consume over/under 50,000 m3 through my broker channel. Also, providing Energy Audit reviews.

9. (c) Please describe in detail the applicant's intended business model and product offering(s). Include details of all products the applicant intends to offer to its customers and explain how the commodity pricing will be determined for each of the applicant's product offering.

Currently, i am only servicing existing commercial customers. These are customers who i have solicited in the past 4 years and who are coming up for renewal. In addition to this, i will assist customers who have opened up additional sites. Also, customers are solicited through a referral program. Existing customers refer their friend's and families who have business' and are looking for a commodity review. I offer variable and fixed products. The term can be 1 to 5 years. The price is provided through many of the companies I broker for.

9. (d) Describe how the applicant purchases, or intends to purchase, its commodity supply, including source(s) of supply, pricing terms, hedging mechanisms and timing of purchase relative to customer supply.

I do not purchase commodity directly. I am provided pricing through my broker channel. Each company that i have partnered with will provide me pricing daily. Once the customer is acquired, my vendor is responsible for purchasing the commodity and ensuring the customer is serviced.

9. (e) Describe in detail the applicant's intended approach to customer acquisition. Please include a detailed description of the marketing/advertising campaign that has been planned to begin customer acquisition and list all sales channels intended to be used.

Currently, i am only servicing existing commercial customers. These are customers who i have solicited in the past 4 years and who are coming up for renewal. Referrals from existing customers will be entertained. In addition to this, i will assist customers who have opened up additional sites. My company does not have an advertising campaign.

9. (f) Does the applicant intend to acquire any services from the third-party providers (e.g. customer service, call centre, settlement services)?

☐ Yes ☒ No

CONFIDENTIAL SECTIONS

Information filed as part of or in support of sections 10 to 17 of this application will be treated as confidential and is not available for public view.

18. Notice

The OEB is authorized, under section 4.14 of the [OEB Act](#), to collect personal information for the purpose of carrying out its duties and exercising its powers under the OEB Act or any other Act.

The information provided both on this form and attached to this form is being collected by the OEB for the purpose of determining whether the applicant is qualified to receive the licence for which it is applying.

In order to verify the information on this form and/or determine whether the applicant is qualified to receive the licence for which it is applying, it may be necessary for the OEB to collect additional information from some or all of the following sources: federal, provincial/state, or municipal governments; licensing bodies; law enforcement agencies; credit bureaus; and banks. Only information relevant to the application or the OEB's determination of the application will be collected by the OEB.

The public official who can answer questions about the collection of the information is:

Registrar

Ontario Energy Board

P.O. Box 2319

2300 Yonge Street, 27th Floor

Toronto, ON M4P 1E4

Tel: 416-481-1967 or 1-888-632-6273

Applicants are reminded that the OEB is subject to the [Freedom of Information and Protection of Privacy Act](#) (FIPPA). FIPPA addresses circumstances in which the OEB may, upon request, be required to release information that is in its custody or under its control, and generally prohibits the OEB from releasing personal information. "Personal Information" has the meaning

given to it under FIPPA.