



Electricity Wholesaler Licence Application

Northland Power Energy Marketing Inc.

1. Application Type

1. (a) Application Type

☐ New ☒ Renewal

1. (b) Licence Number

EW-2018-0342

1. (c) Expiry Date

March 20, 2024

2. The Applicant

2. (a) Legal Name of the Applicant

Northland Power Energy Marketing Inc.

2. (b) Business Classification

☐ Sole Proprietorship ☐ Partnership ☒ Corporation ☐ Other

2. (c) Date of Formation or Incorporation

September 13, 2018

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

Street Address: 30 St. Clair Ave West, Suite 300

City: Toronto

Province/State: ON

Country: Canada

Postal/Zip Code: M4V3A1

Website: www.northlandpower.com

Main Phone Number and Email Address

Phone Number: 416-962-6262

Email Address: mike.zajmalowski@northlandpower.com

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

Northland Power Energy Marketing Inc. (NPEM) is a subsidiary of Northland Power Inc. NPEM primary function is to facilitate the marketing/trading of natural gas and power within Canada to support its business mandate.

Established in 1987, Northland Power Inc. is one of Canada's first independent power producers that has achieved a remarkable growth trajectory. Headquartered in Toronto, Canada, with global offices in eight countries, Northland owns or has an economic interest in 3 GW (net 2.6 GW) of operating generating capacity and a significant inventory of early to mid-stage development opportunities encompassing approximately 20 GW of potential capacity.

Publicly traded since 1997, our common shares trade on the Toronto Stock Exchange under the symbol NPI.

Our senior leadership and management have over 200 years of combined experience in the energy industry. Our 1,339 employees work out of the Toronto Corporate office and at our various global offices, project sites and operating facilities.

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

Salutation: Mr.

Last Name: Zajmalowski

First Name: Michael

Title/Position: Director - Market Operations, Regulatory & Compliance

Company: Northland Power Inc.

Phone Number: 416.779.4620

Email Address: mike.zajmalowski@northlandpower.com

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

☒ Yes ☐ No

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. Trade Names

The electricity wholesaler 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.

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

☒ Yes ☐ No

If yes, please provide a list of trade names the applicant intends to use.

NPEM

6. Applicant's Licensing Status and History

6. (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.

Licensee Name	Relation to the Applicant (e.g. applicant itself, affiliate, partner, etc.)	Licence Number
Electricity Wholesaler	Applicant Itself	EW-2018-0342
Electricity Generator	Parent	EG-2023-0152
Electricity Wholesaler	Affiliate	EW-2019-0086

6. (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

If yes, please provide other applications.

Applicant Name	Relation to the Applicant	Type of Application	OEB File Number
Northland Power Energy Marketing (US) Inc.	Affiliate	Electricity Wholesaler	EWLA00063

6. (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

If yes, please provide information about activities in other jurisdictions.

Company Name	Relation to the Applicant	Jurisdiction	Business Activity	Name of Licensing Body and Licence/Registration No. (if applicable)
Northland Power Energy Marketing Inc.	Applicant itself	Alberta	Natural Gas Export	Alberta Energy Regulatory - GR 2020-076

Company Name	Relation to the Applicant	Jurisdiction	Business Activity	Name of Licensing Body and Licence/Registration No. (if applicable)
Northland Power Energy Marketing (US) Inc.	Affiliate	Canada	Electricity Exporter	National Energy Board - Export Permit - EPE-445
Northland Power Energy Marketing (US) Inc.	Affiliate	United States - New York	Wholesale Generator - Trader	NYISO Market Participant
Northland Power Inc.	Parent	Canada	Electricity Exporter	National Energy Board - Export Permit - EPE-423

6. (d) Is the applicant, an affiliate of the applicant, or an associated entity (e.g. a partnership or limited partnership) an Independent Electricity System Operator (IESO) market participant?

☒ Yes ☐ No

If yes, please provide information on the IESO market participant(s) below.

Registered IESO Organization Name	Relation to the Applicant	Participant/Program/Service
Northland Power Energy Marketing Inc.	Applicant Itself	Financial Market
Northland Power Energy Marketing (US) Inc.	Affiliate	Energy Trader, Financial Market
Northland Power Inc.	Parent	Generator

7. Officers, Directors and Key Individuals

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

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7. (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 13.
2. One of the listed key individuals must sign the completed application. See Section 15 for signing authority details.

Name of Key Individual	Email	Title/Position within Applicant's Business (or identify company if not the Applicant's Business)
Carsten Hansen	carsten.hansen@northlandpower.com	Director
Pauline Alimchandani	pauline.alimchandani@northlandpower.com	Director

Name of Key Individual	Email	Title/Position within Applicant's Business (or identify company if not the Applicant's Business)
Michelle Chislett	michelle.chislett@northlandpower.com	Officer
Yonni Fushman	yonni.fushman@northlandpower.com	Officer

8. Intended Markets and Services

The [Ontario Energy Board Act, 1998](#), (OEB Act), defines "ancillary services" as services necessary to maintain the reliability of the IESO-controlled grid, including frequency control, voltage control, reactive power and operating reserve services.

Identify the applicant's intended markets and services. Select any that apply.

8. (a) To purchase electricity or ancillary services in the IESO-administered markets.

☒ Yes ☐ No

If yes, please select all that apply.

☒ Energy Trader ☐ Consumer ☐ Other

8. (b) To sell electricity or ancillary services in the IESO-administered markets.

☒ Yes ☐ No

If yes, please select all that apply.

☒ Energy Trader ☐ Consumer ☐ Other

8. (c) Other Markets and Services. Select all that apply.

- ☒ To purchase electricity or ancillary services directly from generator.
- ☒ To sell electricity or ancillary services to wholesalers.
- ☐ To sell electricity or ancillary services to distributors (i.e. standard supply services).
- ☐ To sell electricity or ancillary services to electricity retailers.
- ☒ To sell electricity or ancillary services to persons outside of the Ontario Market.
- ☐ To sell electricity to a consumer, defined as a person who uses for the person's own consumption, electricity that the person did not generate. If the applicant selects this item, the applicant may require a retailer licence. The electricity retailer application form along with information regarding when a retailer licence is required can be found on OEB's [Apply for a licence](#) page. If required, the electricity retailer application should be filed as soon as possible.

CONFIDENTIAL SECTIONS

Information filed as part of or in support of sections 9 to 13 of this application will be treated as confidential and is not available for public view.

14. 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.