



# Media Kit

## Company Snapshot

**Founded: 1978**

**Location:**  
**Houston**

**Markets:**  
**Natural Gas, Power, Emissions**

**Employees: 115**

**Products:**  
**XCheck confirmation processing, Amerex Data**

**Services:**  
**Amerex Energy Services, Consulting**

**Joint Projects:**  
**ConfirmHub, EnergyCurves, EnergyMarks**

## Company Overview

Amerex offers liquidity, timely execution, information and a client network of more than 1,000 firms and thousands of traders and risk management professionals.

From Houston, Amerex offers customers a broad range of deep and liquid markets. Each day, the Amerex team of more than 130 professionals broker an average of 270 billion cubic feet of natural gas and ten million megawatt hours of electrical power. Amerex is a market leader in environmental commodities with brokerage services offered since 2001. In 2004, Amerex entered the retail power market as a consultant for the electricity needs of commercial customers.

Amerex is now part of GFI Group ("GFIG"), a leading inter-dealer broker with a significant presence in the global OTC energy derivatives markets.

## Markets

**Natural Gas** - Amerex operates deep and liquid physical and financial natural gas markets at all the major market hubs throughout the U.S. and Canada. Amerex natural gas markets offer a broad variety of traded instruments that include basis, fixed price, index and swing swaps; physical and financial options; EFP's and both long and short term forwards. Amerex has been an innovative pioneer in the North American natural gas markets since 1990 and as of December 2006, brokered an average of 270 billion cubic feet of natural gas each business day.

**Power** - Amerex operates deep and liquid physical and financial electrical power markets at all the major market hubs throughout the U.S. Amerex has been an innovative pioneer in the North American electrical power markets since 1996. As of December 2006, Amerex brokered an average of ten million megawatt hours of electrical power each business day.

Continued power deregulation across the United States has brought many new participants to the market both increasing market liquidity and requiring continued innovation and adaptation. Amerex Power markets meet the needs of customers around the world with efficient price discovery, ease of trade execution and timely market assessments.

**Emissions** - Amerex began brokering emission allowances in 2001 with a focus on U.S. Federal SO<sub>2</sub> and NO<sub>x</sub> forwards and options. In 2002 we expanded our service offerings to include multiple regional markets such as HGB NO<sub>x</sub>. Since that time the traded emissions markets have continued to expand as more and more states are required to implement pollution reduction plans as part of the Federal program.

Today Amerex brokers all the U.S. Federal and regional emissions markets including NO<sub>x</sub>, SO<sub>2</sub>, HGB NO<sub>x</sub>, ERCs, DERCs and RECs. Amerex offers both long and short term forwards as well as options in each of these products and is an industry leader in structured emissions transactions.

## Data Services



Amerex has built an extensive database of market prices. Amerex Data offers comprehensive, daily, indicative price reports covering the North American gas, power, and emissions markets.

- Daily closing prices for a broad range of energy markets
- Monthly, seasonal, and calendar year tenors
- FASB compliant bid/ask format
- Regional Granularity
- Customer Specific Reports
- Delivery in a multitude of popular messaging formats
- Easy to manage enterprise wide subscription fee solutions
- Natural Gas: 66 locations; Tenors to 2013
- Electric Power: 134 instruments; Tenors to 2015
- Emissions: SO<sub>2</sub>, NO<sub>x</sub>, RECs; Tenors to 2015

Amerex offers free one-week data trials to prospective customers at [www.amerexdata.com](http://www.amerexdata.com).



EnergyCurves combines the end of day indicative price reports of Amerex, ICAP, Prebon, and TFS into one comprehensive and standard product for gas and power mark-to-market valuations. Consisting of reports with thirty-six month tenors in power and gas, EnergyCurves is fast becoming a market standard for North American energy trading companies. [www.energycurves.com](http://www.energycurves.com)



EnergyMarks provides the most comprehensive and accurate blend of daily updates and historical data on North American OTC natural gas and electric power markets. With its comprehensive database, EnergyMarks is the source for daily and historical transactional data. Offering over one million market transactions, dating back to 1994 for gas and 1996 for power, EnergyMarks delivers the data you can count on. [www.energymarks.com](http://www.energymarks.com)



In response to customer demand, Amerex lead a collaboration with Prebon Energy and ICAP Energy to form ConfirmHub LLC. ConfirmHub members now include Amerex, GFI Group, ICAP Energy, and Prebon Energy. TFS and Spectron have signed letters on intent to become ConfirmHub members. This new venture offers customers a secure, web-based, single point of contact to receive all trade confirmations executed by any of the member companies. Trade confirmations delivered through ConfirmHub are uniform in all respects.

## AMEREX ENERGY SERVICES

Deregulation of the North American electrical power markets created an urgent need for energy users to begin to effectively manage their energy costs. In 2004, Amerex extended its industry leading services from the wholesale energy markets to large retail customers throughout the United States.

Electricity is no longer cheap and no longer simple. Electricity users are now faced with an often bewildering complexity of pricing options. Drawing on 30 years experience, experts at Amerex will custom tailor a power procurement strategy for each customer. The knowledge base found at Amerex Energy Services is unrivaled.

### **how we fit into the deregulation puzzle...**

Deregulation fostered a market that for most consumers was at best unfamiliar and in many cases, completely alien. Customers who switched Retail Electric Providers (REPs) had the perception of savings because of "Price to Beat". "Price to Beat" was developed by the Public Utility Commission to encourage choice. In Texas, legislature established rules for pricing and service that fostered competition. This experience, however, has created an expectation of saving money at every re-negotiation of power procurement, something that might not occur. Prices are now allowed to find their market-defined levels. The retail consumer must now be aware of what they can and cannot do. Understanding the consequences of how they price their power usage is essential. Very few organizations have the knowledge or experience to make those calls and need qualified, unbiased counsel. This is the role of Amerex Energy Services. Our allegiance is to the customer and procurement strategy is individual. Amerex Energy Services provides advocacy for the customer. This includes the use of proprietary analytical tools, review of billing issues, development of pricing alternatives, and continuously seeking new ways to manage risk.

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Michael Cosgrove  
President



Michael Cosgrove began his career with Amerex in 1981 as a trainee with the firm's New Jersey office and quickly excelled as a broker of North American and international crude oil. In 1986, Mr. Cosgrove became a partner in the firm and Managing Director of Amerex's European operations. In 1989, Mr. Cosgrove founded Amerex Futures Limited, a member of the London Clearing House and International Petroleum Exchange. Since that time, Mr. Cosgrove has focused on developing Amerex businesses worldwide. Working with firms on every continent, he has assisted clients in both emerging and established markets with the development of innovative risk management and trading programs. In 2003, Mr. Cosgrove was named Chief Executive Officer of the Amerex North American Companies. In 2004, Mr. Cosgrove was named to the EnergyRisk Hall of Fame. In 2006, Amerex became a part of GFI Group, Inc. Mr. Cosgrove now serves as President of the Amerex division of GFI.

Clay Davis  
Senior Operating Officer

Clay Davis joined Amerex in 1996 as an electrical power broker. Since that time, he has been instrumental in building the Amerex North American Power desk into an industry leader. Mr. Davis has played a key role in both starting and operating new businesses within Amerex including the emissions desk and Amerex Energy Services. Mr. Davis is currently responsible for all operations within Amerex. Prior to joining Amerex, Mr. Davis worked in institutional fixed income sales for Oppenheimer & Co. and Masterson Moreland Sauer and Whisman.



“Leadership...Commitment”

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**Mike Prokop**  
Executive Vice President



Mike Prokop began his commodity brokerage career in New York in 1985, where he became a partner in the Merrill Lynch Energy Group. In 1991, he moved to Houston to form a merchant banking and brokerage operation for a division of the National Commercial Bank of Saudi Arabia. Mr. Prokop joined Amerex in 1994 and was made a Managing Partner in 1998. Mr. Prokop now oversees the market data business at Amerex, as well as the company's clearing, governmental affairs, and marketing activities. Mr. Prokop represents Amerex on the Committee of Chief Risk Officers ("CCRO") as well as the Commodity Futures Trading Commission's new Energy Markets Advisory Committee ("EMAC"). He currently serves on the Board of Directors of The Global Energy Management Institute at the University of Houston's C.T. Bauer School of Business. In addition, Mr. Prokop has played a leading role in the development of industry initiatives such as the Energy Data Hub, where he also serves on its Board of Directors. Mr. Prokop is a recognized industry leader for issues involving market clearing, energy data and market transparency.

**Paul Puchot**  
General Counsel

Paul Puchot brings 25 years of varied experience to his position as General Counsel for Amerex. Mr. Puchot's background includes many years in private law practice engaged in corporate, tax and bankruptcy matters for clients ranging from small entrepreneurs to large institutions. Following a stint in a Fortune 100 energy company, Mr. Puchot joined Amerex. At Amerex, Mr. Puchot handles legal matters including general corporate, regulatory, employment issues, litigation matters, and assisting the business units in satisfying customer requirements. The growth of environmental commodities has spurred a great deal of innovation and discovery in the markets. Mr. Puchot has been instrumental in breaking new ground within this dynamic market segment. Through insight and commitment, Mr. Puchot has been a leader in bringing clarity and structure to this growing business.



**"Credibility...Stability"**

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