

Suppliers and Contestable Customers  
“Get-Together”  
for Retail Competition and Open Access

A Presentation by  
**MPower, The Retail Electricity Supplier  
of Meralco**

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# Discussion Outline

1. MPower, the Meralco Local RES
2. MPower's Experience and Expertise
3. Innovations in the New Energy Market
4. General Terms of Offers
5. Benefits to Contestable Customers

# MPOWER: The Local RES

- MPOWER is the Local Retail Electricity Supplier of Meralco
  - No RES license required
  - Retail supply for contestable customers within the Meralco franchise

# MPOWER's

## Experience and Expertise

Unparalleled experience in the industry, with 110 years of industry leadership, energy expertise and customer service.

Wholesale and Retail Electricity Services since 1903

Customer intimacy and Value-added services through Key Accounts management since 1996

Differentiated rates through the Customer Choice Programs since 2007

- Power supply portfolio management since 1903
- Major WESM participant since commercial operations began in 2006

# MPOWER is

## Innovations in the New Energy Market

### Electricity supply

We have a portfolio of sources

We manage your exposure to spot market

We manage effects of locational and congestion costs

### Competitive prices based on your consumption characteristics

Your electricity volume requirement

The time of your electricity use

The predictability of your load

### Value-added services

- Power Quality, Energy Efficiency, Technical consultancy and etc.

### Risk Management

# MPOWER

## General Terms of Offers

Scope

Contracted capacity

Contracted energy

Contract period

Tariff / Energy Price

Escalation factor /  
indices

Plant outages

Force majeure

- Pass through charges
- Other charges
- Billing
- Payment / settlement
- Disconnection
- Termination
- Liability
- Confidentiality
- Deposit

# MPOWER view of the Benefits to Contestable Customers

- Choice of Supplier
- Power to Negotiate
- Competitive Price
- Product Fit
- No-Cross Subsidies ( in energy supply)
- Choice of Source ( Supplier / Fuel)
- Visibility of Energy Prices
- Opportunity to Improve Efficiency

**MERALCO**  
**MPOWER**

*LOCAL RETAIL ELECTRICITY SUPPLIER*

**MORE THAN JUST ELECTRICITY...**

**WE** **MERALCO**  
**MPOWER** **YOUR BUSINESS!**  
*LOCAL RETAIL ELECTRICITY SUPPLIER*

**MERALCO**  
**MPOWER**  
*LOCAL RETAIL ELECTRICITY SUPPLIER*



# Thank You

## Energy Regulatory Commission

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