

AMBIT CARES

ANNUAL REPORT | 2016



THE ULTIMATE CARE PACKAGE

An empty plate is an unwelcome dinner guest at the table for many families in America. Ambit Cares was created to fight hunger for the nation's 42 million people who go hungry every day. More than 13 million children live in food-insecure households, where there's not enough food to eat. It's a statistic that's hard to hear, and even harder to ignore.

Ambit Cares answered the call of our communities to give back.

HELPING OTHERS: THE HEART OF AMBIT

From the start, Ambit has been based on a very simple core value—succeeding by helping others to succeed. And for me, nothing we do embodies that philosophy better than our company-wide commitment to fighting hunger in America with Ambit Cares.

This effort brings together our Consultants, our Customers and our employees in a nationwide effort that impacts every one of our communities. Whether it's making donations, sorting items at a food bank, or serving in a local shelter, you'll find our Ambit family at work, making a real difference for people who need it.

As we look back on a successful 2016, I'm even more excited to look ahead to another year of Ambit Cares making a positive impact on the lives of others. Thanks for all you've done, and thanks for all you have yet to do.



Jere Thompson, Jr.
Co-Founder and CEO
Ambit Energy



AMBIT PEOPLE SHOWED WE CARE IN 2016

This was our first full year for Ambit Cares, and I'm happy to say 2016 was a resounding success. Our family responded in every way imaginable, with food drives, volunteer days, matching donation days and special events.

We were able to build on our beginnings from 2015, and greatly expanded our ability to fulfill our mission of ending hunger in America. We established an outstanding Board of Directors and an Ambit Cares Committee whose members bring expertise in management and fundraising, as well as an exceptional level of commitment to the cause of ending hunger in America. It has been a pleasure to work with them, and exciting to hear and share their ideas for a stronger, better Ambit Cares.

Most of all, I have enjoyed the chance to work with our many volunteers. Our colorful Ambit Cares t-shirts are becoming a regular sight at events across the country, and we are proud to both thank and honor the numerous Ambit people who are making a difference for those who are less fortunate than we are.

As we head into 2017, we can look back at a successful year of giving, and ahead knowing that we have a strong team of volunteers, a strong board, a dedicated committee and the commitment and capability to achieve even greater things in the future.

Thank you all for your generous contributions to Ambit Cares. I look forward to working with you as we continue to make a difference in the fight against hunger.



Laurie Rodriguez
Board Chairman, Ambit Cares
CFO Ambit Energy





CHANGING FACES

It can seem impossible to make an impact when there's so much to be done. But, the first full year of Ambit Cares did that and more. We extended quarterly volunteer days to volunteer weeks. We served in food pantries and banks around the country collecting, sorting and aiding in the distribution of food. We held the first Strike Out Hunger bowling tournament at AMBITION 2016, which has quickly become a Consultant-favorite event. Then, we kicked off the holiday season with Giving Tuesday where we matched donations dollar-for-dollar from Consultants, Customers and employees.

When Ambit Cares called, our Ambit Family answered. And our efforts have paid off. One full year in existence, more than 3,200 hours volunteered, \$65,000 donated and 218,000 pounds of food later, we're off to a great start as we work to change the face of hunger.

“ No one should ever go hungry! I am proud to be part of an organization that is so passionate about fighting hunger.

-- Charlotte Goldberg
Ambit Energy Employee

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A HEART TO SERVE

Our Consultants are the heart of Ambit. Their presence in the cities and towns where they live means Ambit Cares serves thousands of communities across the country, through the volunteer efforts of one Consultant at a time.



WORKING TO FIGHT HUNGER

Our employees, while small in number, support a large workforce of Consultants in a major way. They are the link between our Consultants and the Corporate office. It's that same connection that keeps Ambit Cares involved in the Dallas and Plano communities.



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I know the feeling of not being able to feed your child a full meal. The fact Ambit does something to help and allows employees to help out while on the clock is amazing.

-- Karen Arellano
Ambit Energy Employee

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BOWLING A 300 FOR HUNGER

The inaugural Strike Out Hunger bowling tournament introduced Ambit Cares to our annual AMBITION conference lineup of events. Money raised from our attendees and generous Consultant donors went to help those most affected. Ambit Cares continues to spare no expense in creating a positive impact against hunger.



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One of the greatest blessings is to give back to others.”

-- Jerwel Vincent
Marketing Consultant

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SISTERLY SERVICE

It only takes one person to make a difference. In this case, it was two. Our first Ambit Cares Achievement award went to Senior Consultants, Gail Norris and Norma Taylor from Eastland, Texas. The pair contributed countless hours to their local food pantry. The director of Eastland County Food Pantry says they're trusted volunteers who can be counted on to keep the food pantry running. It's that type of spirit that's fundamental to the mission of Ambit Cares.



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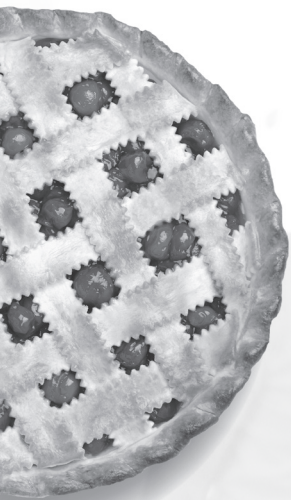
I am proud to be part of an organization that cares.

-- Gail Norris
Senior Consultant

Working with this program has made me so grateful for all I have.

-- Norma Taylor
Senior Consultant

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PITCHING PIES FOR AMBIT CARES

It's always a good time when you're throwing and tasting pies. Corporate office employees raised money tossing pies for cash at a few members of the Leadership team for Ambit Cares. There was also a pie baking contest with the top three winners taking home prizes in three categories. This fundraiser was a cake walk for raising money and benefitting Ambit Cares.



“It has made me feel more humble and grateful to work for a company that has helped others in so many ways.”

-- Leslie Rivera
Ambit Energy Employee

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THE GIVING IMPACT

We're excited about our impressive start in our first full year. These are the ways Ambit Cares contributed in 2016.



3,292
VOLUNTEER
HOURS



557
PROGRAM PARTICIPANTS



218,474
POUNDS OF FOOD

TOTAL DONATIONS



\$65,495

BOARD GOVERNANCE

BOARD OF DIRECTORS



Jere Thompson, Jr.

Co-Founder and Chief Executive Officer, Ambit Energy

Jere Thompson, Jr. co-founded Ambit Energy in 2006 in response to new opportunities created by energy deregulation. Under his leadership, Ambit has grown from a start-up to a leading national retail energy provider operating in 16 states and the District of Columbia, with \$1.4 billion in sales in 2015.



Chris Chambless

Co-Founder and Chief Marketing Officer, Ambit Energy

As Co-Founder and Chief Marketing Officer for Ambit Energy, Chris Chambless leads the company's effort to acquire residential and small business Customers in deregulated electricity and gas markets through a growing base of independent entrepreneurs who are learning from him how to tell a great story.



John Burke

Chief Information Officer, Ambit Energy

John Burke is the Chief Information Officer and one of the founding partners of Ambit Energy. He is responsible for all system software development and support and oversees Ambit's security and infrastructure systems.



Laurie Rodriguez

Chief Financial Officer, Ambit Energy | Board Chairman, Ambit Cares

Laurie Rodriguez is the Chief Financial Officer of Ambit Energy and has served in that capacity since 2011. She is responsible for overseeing the company's Finance Department, including Accounting, Tax, Revenue Assurance, Financial Planning and Analysis, Risk Management and Energy Trading, Billing and Transaction Management, Credit and Collections, Legal and Regulatory Compliance, Human Resources, Fulfillment, and Facilities.

BOARD GOVERNANCE

BOARD OFFICERS

Todd Brock

Senior Vice President of Accounting & Finance, Ambit Energy

Todd Brock has been at Ambit Energy for more than 5 years, most recently serving as the Vice President and Controller. In addition to this role, he is also responsible for the billing and transaction management functions of the company. Todd is a licensed Certified Public Accountant.

Julie Jacob

Treasury Director, Ambit Energy

Julie Jacob leads the Treasury Department for Ambit Energy and has been with the company since 2011. She brings more than 20 years of cash and risk management experience and is responsible for its banking, lending and risk management services and relationships.

Patricia Zacharie

Vice President of Legal and Regulatory Affairs, Ambit Energy
Board Secretary, Ambit Cares

Patricia Zacharie is the Vice President of Legal and Regulatory Affairs at Ambit Energy. She is responsible for the company's management of legal and regulatory compliance functions. Patricia has been a licensed attorney in Texas for more than 20 years and has served as in-house counsel for more than 10 years. Patricia also serves as the Board Secretary for Ambit Cares.

Eric Johnstone

Vice President of Marketing and Field Services, Ambit Energy

Eric Johnstone is the Vice President of Marketing and Field Services for Ambit Energy. He leads the company's marketing communications, advertising, digital and social media, public relations, audio/visual and creative design teams. Additionally, he acts as a field development leader with more than 10 years' experience supporting the success of Ambit Consultants.

Anna Batman

Senior Manager of Content Marketing, Ambit Energy
Director, Ambit Cares

Anna Batman is responsible for Ambit Energy's online presence on social media and manages the company's public relations and digital marketing strategies. Since its inception in 2015, she has also spearheaded Ambit Cares' program direction and is passionate about spreading the mission to fight hunger.

COMMITTEE MEMBERS

Ann-Marie Nanny
Anna Batman
Aron Steven
Brian Jones
Irene Irving
Jamye Johnson

Krista Flowers
Katherine Nguyen
Katie Koch
Michkel Cain
Stephen Smith

TAKING THE NEXT STEP

We made great strides with Ambit Cares this year. And there's more work to be done. The fight goes on because one in seven people still face hunger. We know that with your help and support, Ambit Cares will continue to make change in our communities.

AMBIT
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