

**TARIFF**

**ATTACHMENT Q**

**PJM CREDIT POLICY**

**I. MINIMUM PARTICIPATION REQUIREMENTS**

**A. PJM Market Participation Eligibility Requirements**

To be eligible to transact in the PJM Markets, a Market Participant must demonstrate in accordance with the Risk Management and Verification processes set forth below that it qualifies in one of the following ways:

1. an “appropriate person,” as that term is defined under section 4(c)(3), or successor provision, of the Commodity Exchange Act, or;
2. an “eligible contract participant,” as that term is defined in section 1a(18), or successor provision, of the Commodity Exchange Act, or;
3. a business entity or person who is in the business of: (1) generating, transmitting, or distributing electric energy, or (2) providing electric energy services that are necessary to support the reliable operation of the transmission system, or;
4. a Market Participant seeking eligibility as an “appropriate person” providing an unlimited Corporate Guaranty in a form acceptable to PJMSettlement as described in section II.C *below* from an issuer that has at least \$1 million of total net worth or \$5 million of total assets per Market Participant for which the issuer has issued an unlimited Corporate Guaranty, or;
5. a Market Participant providing a letter of credit of at least \$5 million to PJMSettlement in a form acceptable to PJMSettlement as described in section III.B *below* that the Market Participant acknowledges is separate from, and cannot be applied to meet, its credit requirements to PJMSettlement.
6. a Market Participant providing a surety bond of at least \$5 million to PJMSettlement in a form acceptable to PJMSettlement as described in section III.C below that the Market Participant acknowledges is separate from, and cannot be applied to meet, its credit requirements to PJMSettlement.

If, at any time, a Market Participant cannot meet the eligibility requirements set forth above, it shall immediately notify PJMSettlement and immediately cease conducting transactions in the PJM Markets. PJMSettlement shall terminate a Market Participant’s transaction rights in the PJM Markets if, at any time, it becomes aware that the Market Participant does not meet the minimum eligibility requirements set forth above.

In the event that a Market Participant is no longer able to demonstrate it meets the minimum eligibility requirements set forth above, and possesses, obtains or has rights to possess or obtain, any open or forward positions in the PJM Markets, PJMSettlement may take any such action it deems necessary with respect to such open or forward positions, including, but not limited to, liquidation, transfer, assignment or sale; provided, however, that the Market Participant will, notwithstanding its ineligibility to participate in the PJM Markets, be entitled to any positive market value of those positions, net of any obligations due and owing to PJM and/or PJMSettlement.

...

### III. FORMS OF COLLATERAL

In order to satisfy their PJM credit requirements Participants may provide Collateral in a PJMSettlement-approved form and amount pursuant to the guidelines herein.

Collateral which is no longer required to be maintained under provisions of the Agreements shall be returned at the request of a Participant no later than two Business Days following determination by PJMSettlement within a commercially reasonable period of time that such Collateral is not required.

Except when an event of default has occurred, a Participant may substitute an approved PJMSettlement form of Collateral for another PJMSettlement approved form of Collateral of equal value.

...

#### **B. Letter Of Credit**

An unconditional, irrevocable standby letter of credit can be utilized to meet the Collateral requirement. As stated below, the form, substance, and provider of the letter of credit must all be acceptable to PJMSettlement.

- (i) The letter of credit will only be accepted from U.S.-based financial institutions or U.S. branches of foreign financial institutions (“financial institutions”) that have a minimum corporate debt rating of “A” by Standard & Poor’s or Fitch Ratings, or “A2” from Moody’s Investors Service, or an equivalent short term rating from one of these agencies. PJMSettlement will consider the lowest applicable rating to be the rating of the financial institution. If the rating of a financial institution providing a letter of credit is lowered below A/A2 by any rating agency, then PJMSettlement may require the Participant to provide a letter of credit from another financial institution that is rated A/A2 or better, or to provide a cash deposit. If a letter of credit is provided from a U.S. branch of a foreign institution, the U.S. branch must itself comply with the terms of this Attachment Q, including having its own acceptable credit rating.
- (ii) The letter of credit shall state that it shall renew automatically for successive one-year periods, until terminated upon at least ninety (90) days prior written notice from the issuing financial institution. If PJM or PJMSettlement receives notice from the issuing financial institution that the current letter of credit is being cancelled, the Participant will be required to provide evidence, acceptable to PJMSettlement, that such letter of credit will be replaced with appropriate Collateral, effective as of the cancellation date of the letter of credit, no later than thirty (30) days before the cancellation date of the letter of credit, and no later than ninety (90) days after the notice of cancellation. Failure to do so will constitute a default under this Attachment Q and one of more of the Agreements.

- (iii) PJM will post on its web site an acceptable standard form of a letter of credit that should be utilized by a Participant choosing to submit a letter of credit to establish credit at PJM. If the letter of credit varies in any way from the standard format, it must first be reviewed and approved by PJMSettlement. All costs associated with obtaining and maintaining a letter of credit and meeting the Attachment Q provisions are the responsibility of the Participant.
- (iv) PJMSettlement may accept a letter of credit from a financial institution that does not meet the credit standards of this Attachment Q provided that the letter of credit has third-party support, in a form acceptable to PJMSettlement, from a financial institution that does meet the credit standards of this Attachment Q.

### C. Surety Bond

An unconditional, irrevocable surety bond can be utilized to meet the Collateral requirement for Market Participants and Transmission Customers. As stated below, the form, substance, and provider of the surety bond must all be acceptable to PJMSettlement.

- (i) An acceptable surety bond must be payable immediately upon demand without prior demonstration of the validity of the demand. The surety bond will only be accepted from a U.S. Treasury-listed approved surety that has either (i) a minimum corporate debt rating of “A” by Standard & Poor’s or Fitch Ratings, or “A2” from Moody’s Investors Service, or an equivalent short term rating from one of these agencies, or (ii) a minimum insurer rating of “A” by A.M. Best. PJMSettlement will consider the lowest applicable rating to be the rating of the surety. If the rating of a surety providing a surety bond is lowered below A/A2 by any rating agency, then PJMSettlement may require the Participant to provide a surety bond from another surety that is rated A/A2 or better, or to provide another form of Collateral.
- (ii) The surety bond shall have an initial period of at least one year, and shall state that it shall renew automatically for successive one-year periods, until terminated upon at least ninety (90) days prior written notice from the issuing surety. If PJM or PJMSettlement receives notice from the issuing surety that the current surety bond is being cancelled, the Participant will be required to provide evidence, acceptable to PJMSettlement, that such surety bond will be replaced with appropriate Collateral, effective as of the cancellation date of the surety bond, no later than thirty (30) days before the cancellation date of the surety bond, and no later than ninety (90) days after the notice of cancellation. Failure to do so will constitute a default under this Attachment Q and one of more of the Agreements enabling PJMSettlement to immediately demand payment of the full value of the surety bond.
- (iii) PJM will post on its web site an acceptable standard form of a surety bond that should be utilized by a Participant choosing to submit a surety bond to establish credit at PJM. If the surety bond varies in any way from the standard format, it

must first be reviewed and approved by PJMSettlement. PJM shall not accept any surety bond that varies in any material way from the standard format. All costs associated with obtaining and maintaining a surety bond and meeting the Attachment Q provisions are the responsibility of the Participant.

(iv) PJM shall not accept surety bonds with an aggregate value greater than \$10/20 million dollars (\$10/20,000,000) issued by any individual surety on behalf of any individual Participant.

(v) PJM shall not accept surety bonds with an aggregate value greater than \$50/100 million dollars (\$50/100,000,000) issued by any individual surety.

**DC. PJM Administrative Charges**

Collateral held by PJMSettlement shall also secure obligations to PJM for PJM administrative charges, and may be liquidated to satisfy all such obligations in event of default.

**ED. Collateral Held by PJM**

PJMSettlement's credit requirements are applicable as of the effective date of the filing on May 5, 2010 by PJM and PJMSettlement of amendments to *this* Attachment Q. Collateral submitted by Participants and held by PJM shall be held by PJM for the benefit of PJMSettlement.

#### **IV. CREDIT REQUIREMENTS FOR SCREENED TRANSACTIONS**

##### **A. Virtual and Export Transaction Screening**

##### **1. Credit for Virtual and Export Transactions**

Export Transactions and Virtual Transactions both utilize Credit Available for Virtual Transactions to support their credit requirements.

PJMSettlement does not require a Market Participant to establish separate or additional credit for submitting Virtual or Export Transactions; however, once transactions are submitted and accepted by PJM, PJMSettlement may require credit supporting those transactions to be held until the transactions are completed and their financial impact incorporated into the Market Participant's Obligations. If a Market Participant chooses to establish additional Collateral and/or Unsecured Credit Allowance in order to increase its Credit Available for Virtual Transactions, the Market Participant's Working Credit Limit for Virtual Transactions shall be increased in accordance with the definition thereof. The Collateral and/or Unsecured Credit Allowance available to increase a Market Participant's Credit Available for Virtual Transactions shall be the amount of Collateral and/or Unsecured Credit Allowance available after subtracting any credit required for Minimum Participation Requirements, FTR, RPM or other credit requirement determinants defined in this Attachment Q, as applicable.

If a Market Participant chooses to provide additional Collateral in order to increase its Credit Available for Virtual Transactions PJMSettlement may establish a reasonable timeframe, not to exceed three months, for which such Collateral must be maintained. PJMSettlement will not impose such restriction on a deposit unless a Market Participant is notified prior to making the deposit. Such restriction, if applied, shall be applied to all future deposits by all Market Participants engaging in Virtual Transactions.

A Market Participant may increase its Credit Available for Virtual Transactions by providing additional Collateral to PJMSettlement. PJMSettlement will make a good faith effort to make new Collateral available as Credit Available for Virtual Transactions as soon as practicable after confirmation of receipt. In any event, however, Collateral received and confirmed by noon on a Business Day will be applied (as provided under this Attachment Q) to Credit Available for Virtual Transactions no later than 10:00 am on the following Business Day. Receipt and acceptance of wired funds for cash deposit shall mean actual receipt by PJMSettlement's bank, deposit into PJMSettlement's customer deposit account, confirmation by PJMSettlement that such wire has been received and deposited, and entry into PJM's credit system. Receipt and acceptance of letters of credit or surety bonds shall mean receipt of the original letter of credit or surety bond, or amendment thereto, confirmation from PJMSettlement's credit and legal staffs that such letter of credit or surety bond, or amendment thereto, conforms to PJMSettlement's requirements, which confirmation shall be made in a reasonable and practicable timeframe, and entry into PJM's credit system. To facilitate this process, bidders submitting additional Collateral for the purpose of increasing their Credit Available for Virtual Transactions are advised to submit such Collateral well in advance of the desired time, and to specifically notify PJMSettlement of such submission.

A Market Participant wishing to submit Virtual or Export Transactions must allocate within PJM's credit system the appropriate amount of Credit Available for Virtual Transactions to the virtual and export allocation sections within each customer account in which it wishes to submit such transactions.

**Attachment Q**  
*Appendix I*

**PJM MINIMUM PARTICIPATION CRITERIA**  
OFFICER CERTIFICATION FORM

<b>Participant Name:</b> _____ ( <b>"Participant"</b> )
---

I, \_\_\_\_\_, a duly authorized officer of Participant, understanding that PJM Interconnection, L.L.C. and PJMSettlement, Inc. ("PJMSettlement") are relying on this certification as evidence that Participant meets the minimum requirements set forth in the PJM Open Access Transmission Tariff ("PJM Tariff"), *Attachment Q* hereby certify that I have full authority to represent on behalf of Participant and further represent as follows, as evidenced by my initialing each representation in the space provided below:

1. All employees or agents transacting in markets or services provided pursuant to the PJM Tariff or PJM Amended and Restated Operating Agreement ("PJM Operating Agreement") on behalf of the Participant have received appropriate<sup>1</sup> training and are authorized to transact on behalf of Participant. \_\_\_\_\_
2. Participant has written risk management policies, procedures, and controls, approved by Participant's independent risk management function<sup>2</sup> and applicable to transactions in the PJM Markets in which it participates and for which employees or agents transacting in markets or services provided pursuant to the PJM Tariff or PJM Operating Agreement have been trained, that provide an appropriate, comprehensive risk management framework that, at a minimum, clearly identifies and documents the range of risks to which Participant is exposed, including, but not limited to credit risks, liquidity risks and market risks. \_\_\_\_\_
3. An FTR Participant must make either the following 3.a. or 3.b. additional representations, evidenced by the undersigned officer initialing either the one 3.a. representation or the six 3.b. representations in the spaces provided below:
  - 3.a. Participant transacts in PJM's FTR markets with the sole intent to hedge congestion risk in connection with either obligations Participant has to serve load or rights Participant has to generate electricity in the PJM Region ("physical

<sup>1</sup> As used in this representation, the term "appropriate" as used with respect to training means training that is (i) comparable to generally accepted practices in the energy trading industry, and (ii) commensurate and proportional in sophistication, scope and frequency to the volume of transactions and the nature and extent of the risk taken by the participant.

<sup>2</sup> As used in this representation, a Participant's "independent risk management function" can include appropriate corporate persons or bodies that are independent of the Participant's trading functions, such as a risk management committee, a risk officer, a Participant's board or board committee, or a board or committee of the Participant's parent company.



transactions”) and monitors all of the Participant’s FTR market activity to endeavor to ensure that its FTR positions, considering both the size and pathways of the positions, are either generally proportionate to or generally do not exceed the Participant’s physical transactions, and remain generally consistent with the Participant’s intention to hedge its physical transactions.\_\_\_\_\_

- 3.b. On no less than a weekly basis, Participant values its FTR positions and engages in a probabilistic assessment of the hypothetical risk of such positions using analytically based methodologies, predicated on the use of industry accepted valuation methodologies.\_\_\_\_\_

Such valuation and risk assessment functions are performed either by persons within Participant’s organization independent from those trading in PJM’s FTR markets or by an outside firm qualified and with expertise in this area of risk management.\_\_\_\_\_

Having valued its FTR positions and quantified their hypothetical risks, Participant applies its written policies, procedures and controls to limit its risks using industry recognized practices, such as value-at-risk limitations, concentration limits, or other controls designed to prevent Participant from purposefully or unintentionally taking on risk that is not commensurate or proportional to Participant’s financial capability to manage such risk.\_\_\_\_\_

Exceptions to Participant’s written risk policies, procedures and controls applicable to Participant’s FTR positions are documented and explain a reasoned basis for the granting of any exception.\_\_\_\_\_

Participant has provided to PJMSettlement, in accordance with *Tariff, Attachment Q*, section I.B, a copy of its current governing risk management policies, procedures and controls applicable to its FTR trading activities.\_\_\_\_\_

If the risk management policies, procedures and controls applicable to Participant’s FTR trading activities submitted to PJMSettlement were submitted prior to the current certification, Participant certifies that no substantive changes have been made to such policies, procedures and controls applicable to its FTR trading activities since such submission.\_\_\_\_\_

4. Participant has appropriate personnel resources, operating procedures and technical abilities to promptly and effectively respond to all PJM communications and directions.\_\_\_\_\_
5. Participant has demonstrated compliance with the Minimum Capitalization criteria set forth in *Tariff, Attachment Q* that are applicable to the PJM Market(s) in which Participant transacts, and is not aware of any change having occurred or being imminent that would invalidate such compliance.\_\_\_\_\_

6. All Participants must certify and initial in at least one of the four sections below:
- a. I certify that Participant qualifies as an “appropriate person” as that term is defined under section 4(c)(3), or successor provision, of the Commodity Exchange Act or an “eligible contract participant” as that term is defined under section 1a(18), or successor provision, of the Commodity Exchange Act. I certify that Participant will cease transacting in PJM’s Markets and notify PJMSettlement immediately if Participant no longer qualifies as an “appropriate person” or “eligible contract participant.” \_\_\_\_\_

If providing financial statements to support Participant’s certification of qualification as an “appropriate person:”

I certify, to the best of my knowledge and belief, that the financial statements provided to PJMSettlement present fairly, pursuant to such disclosures in such financial statements, the financial position of Participant as of the date of those financial statements. Further, I certify that Participant continues to maintain the minimum \$1 million total net worth and/or \$5 million total asset levels reflected in these financial statements as of the date of this certification. I acknowledge that both PJM and PJMSettlement are relying upon my certification to maintain compliance with federal regulatory requirements. \_\_\_\_\_

If providing financial statements to support Participant’s certification of qualification as an “eligible contract participant:”

I certify, to the best of my knowledge and belief, that the financial statements provided to PJMSettlement present fairly, pursuant to such disclosures in such financial statements, the financial position of Participant as of the date of those financial statements. Further, I certify that Participant continues to maintain the minimum \$1 million total net worth and/or \$10 million total asset levels reflected in these financial statements as of the date of this certification. I acknowledge that both PJM and PJMSettlement are relying upon my certification to maintain compliance with federal regulatory requirements. \_\_\_\_\_

- b. I certify that Participant has provided an unlimited Corporate Guaranty in a form acceptable to PJM as described in *Tariff, Attachment Q*, section II.C from an issuer that has at least \$1 million of total net worth or \$5 million of total assets per Participant for which the issuer has issued an unlimited Corporate Guaranty. I certify that Participant will cease transacting PJM’s Markets and notify PJMSettlement immediately if issuer of the unlimited Corporate Guaranty for Participant no longer has at least \$1 million of total net worth or \$5 million of total assets per Participant for which the issuer has issued an unlimited Corporate Guaranty. \_\_\_\_\_

I certify that the issuer of the unlimited Corporate Guaranty to Participant continues to have at least \$1 million of total net worth or \$5 million of total assets per

Participant for which the issuer has issued an unlimited Corporate Guaranty. I acknowledge that PJM and PJMSettlement are relying upon my certifications to maintain compliance with federal regulatory requirements. \_\_\_\_\_

- c. I certify that Participant fulfills the eligibility requirements of the Commodity Futures Trading Commission exemption order (78 F.R. 19880 – April 2, 2013) by being in the business of at least one of the following in the PJM Region as indicated below (initial those applicable):
1. Generating electric energy, including Participants that resell physical energy acquired from an entity generating electric energy: \_\_\_\_\_
  2. Transmitting electric energy: \_\_\_\_\_
  3. Distributing electric energy delivered under Point-to-Point or Network Integration Transmission Service, including scheduled import, export and wheel through transactions: \_\_\_\_\_
  4. Other electric energy services that are necessary to support the reliable operation of the transmission system: \_\_\_\_\_

Description only if c(4) is initialed:

---

Further, I certify that Participant will cease transacting in the PJM Markets and notify PJMSettlement immediately if Participant no longer performs at least one of the functions noted above in the PJM Region. I acknowledge that PJM and PJMSettlement are relying on my certification to maintain compliance with federal energy regulatory requirements. \_\_\_\_\_

- d. I certify that Participant has provided a letter of credit of \$5 million or more to PJMSettlement in a form acceptable to PJMSettlement as described in *Tariff, Attachment Q*, section III.B that the Participant acknowledges cannot be utilized to meet its credit requirements to PJMSettlement. I acknowledge that PJM and PJMSettlement are relying on the provision of this letter of credit and my certification to maintain compliance with federal regulatory requirements. \_\_\_\_\_

- e. I certify that Participant has provided a surety bond of \$5 million or more to PJMSettlement in a form acceptable to PJMSettlement as described in *Tariff, Attachment Q*, section III.C that the Participant acknowledges cannot be utilized to meet its credit requirements to PJMSettlement. I acknowledge that PJM and PJMSettlement are relying on the provision of this surety bond and my certification to maintain compliance with federal regulatory requirements. \_\_\_\_\_

7. I acknowledge that I have read and understood the provisions of *Tariff*, Attachment Q applicable to Participant's business in the PJM Markets, including those provisions describing PJM's minimum participation requirements and the enforcement actions available to PJM Settlement of a Participant not satisfying those requirements. I acknowledge that the information provided herein is true and accurate to the best of my belief and knowledge after due investigation. In addition, by signing this certification, I acknowledge the potential consequences of making incomplete or false statements in this Certification. \_\_\_\_\_

Date: \_\_\_\_\_

\_\_\_\_\_  
(Signature)

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

**TARIFF**

**PART I**

**I. COMMON SERVICE PROVISIONS**

References to section numbers in this Part I refer to sections of this Part I, unless otherwise specified.

...

**Two options depending on which, if any, proposal is ultimately endorsed by the members:**

**Collateral:**

“Collateral” shall be a cash deposit, including any interest, or letter of credit or surety bond in an amount and form determined by and acceptable to PJMSettlement, provided by a Participant to PJMSettlement as security in order to participate in the PJM Markets or take Transmission Service.

**Or**

**Collateral:**

“Collateral” shall be a cash deposit, including any interest, or letter of credit in an amount and form determined by and acceptable to PJMSettlement, provided by a Participant to PJMSettlement as security in order to participate in the PJM Markets or take Transmission Service. “Collateral” shall also include surety bonds, except for the purpose of satisfying the FTR Credit Requirement, in which case only a cash deposit or letter of credit will be acceptable.

...

**Net Sell Position:**

~~“Net Sell Position” shall mean the amount of Net Obligation when Net Obligation is negative.~~

...

**Total Net Sell Position:**

~~“Total Net Sell Position” shall mean all unpaid billed Net Sell Positions plus any unbilled Net Sell Positions accrued to date, as determined by PJMSettlement on a daily basis.~~