

Meet the New Members Party

ALPIQ

Bulgarian-Swiss Chamber of Commerce
Sheraton Sofia Hotel Balkan, 6 March 2012





Alpiq is a leading, operationally independent European energy company with strong Swiss roots. In the service of our customers we are active in the Energy and Energy Services segments. Our solutions provide you with a competitive advantage and sustainable success.

Contents

ALPIQ

1. Core business
2. Energy
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Our core business includes the following areas:

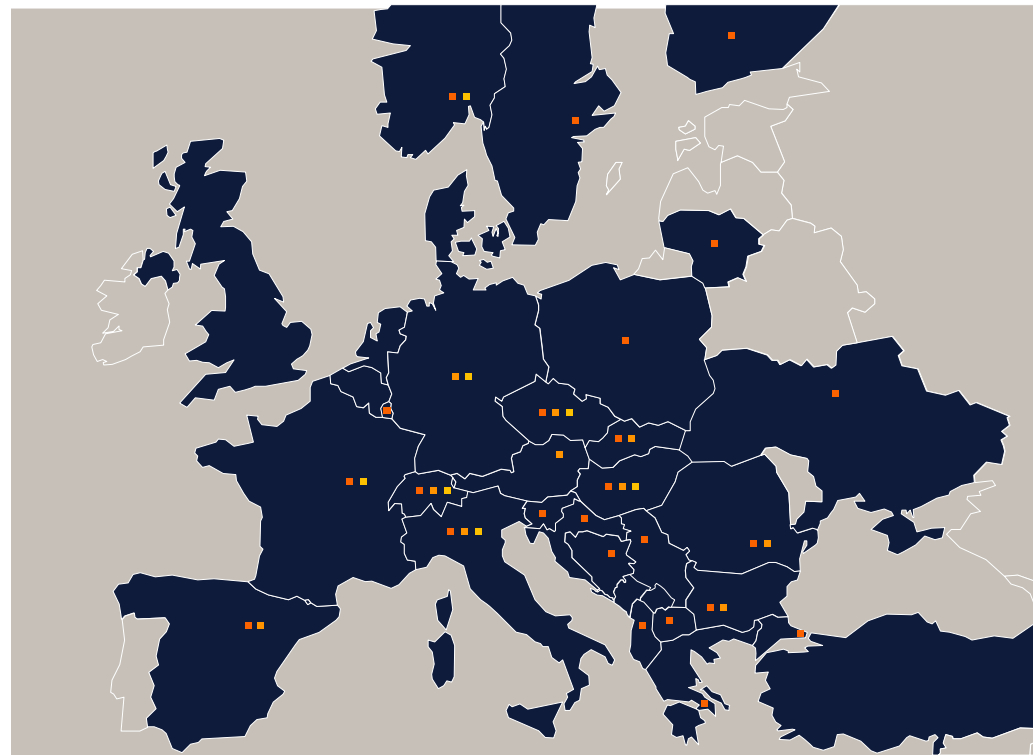
- Alpiq generates electrical energy.
- Alpiq delivers peak and base load energy to customers and operates its own transport grids.
- Alpiq trades on all energy exchanges throughout Europe.
- Alpiq sells energy and operates branches in many countries in Europe.
- Alpiq Energy Services provides all technical services related to the generation, transmission and application of energy and places great importance on increasing energy efficiency.

Active throughout Europe



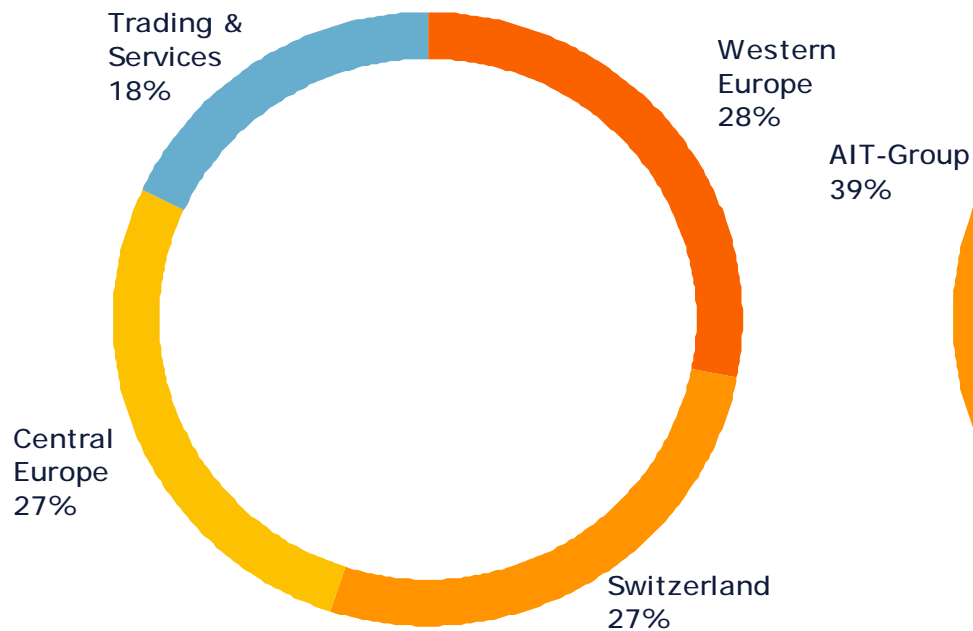
- One of Europe's largest energy companies
- Active in 33 European countries
- Trading and sales companies in 24 countries
- Accumulated revenue of around CHF 14.1 billion (2010)
- More than 10 000 employees
- Registered office: Neuchâtel

- Trading and sales companies
- Energy Services
- Electricity generation



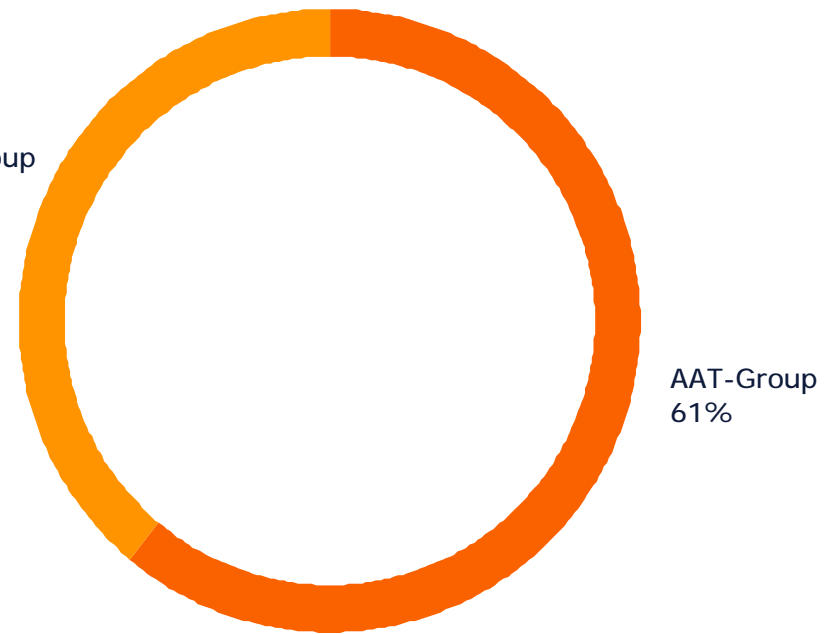
Energy

Revenue CHF 12 012 million (85%)



Energy Services

Revenue CHF 2122 million (15%)



Source: 2010 Annual Report

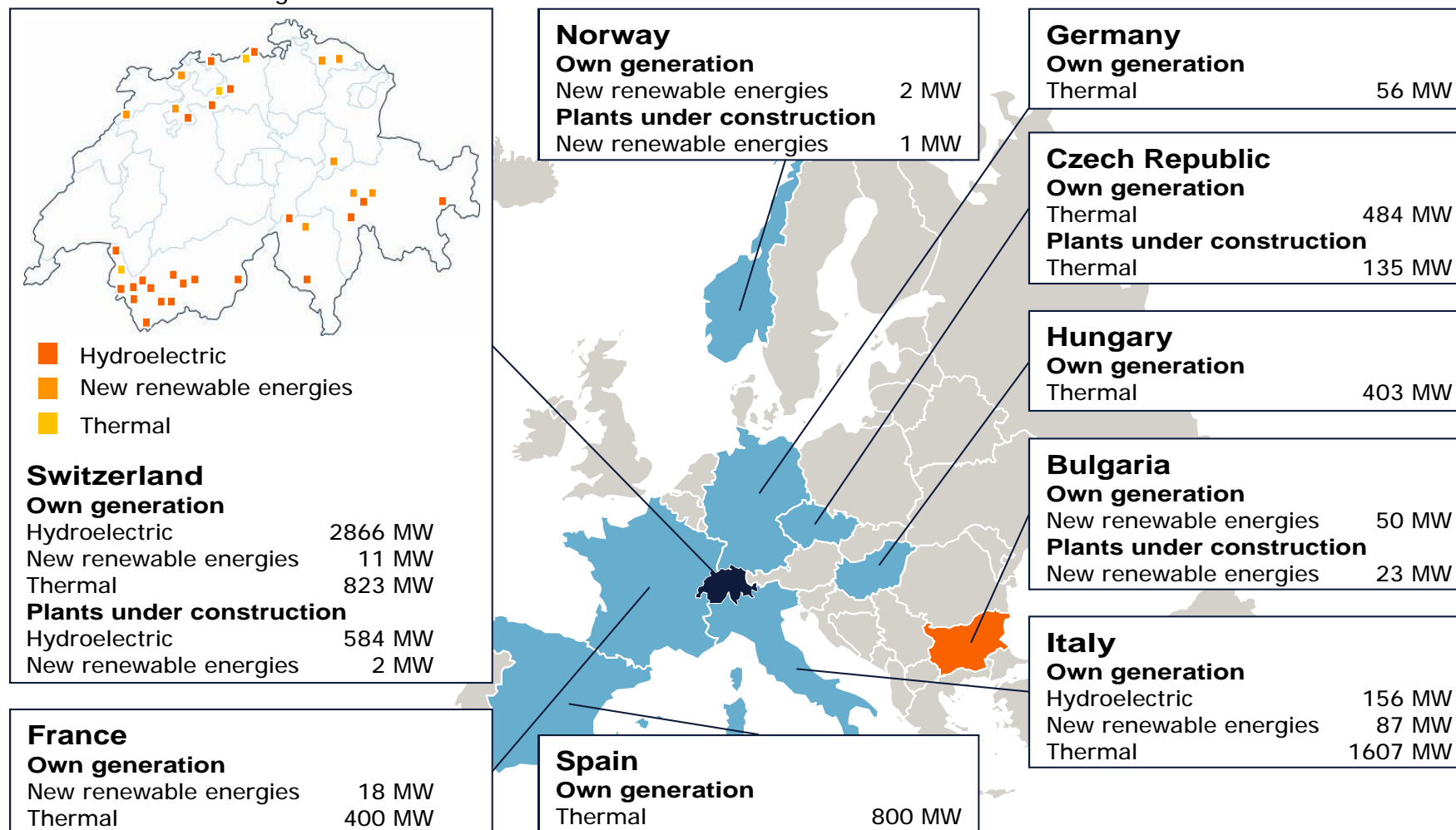
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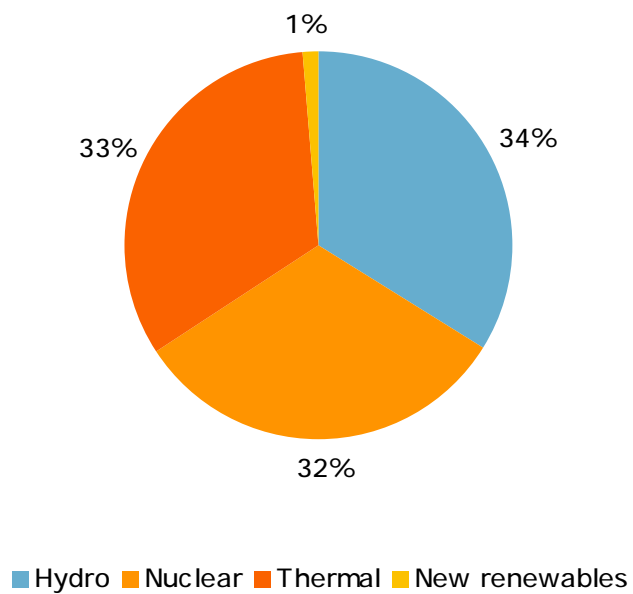
An attractive portfolio of generation capacities (≈7763 MW)

Information without long-term contracts

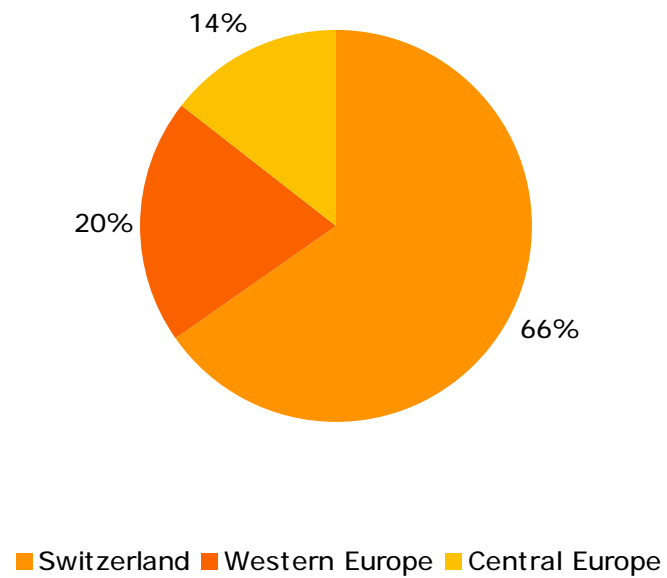


Source: 2010 Annual Report

Power generation 2010 [GWh] by type



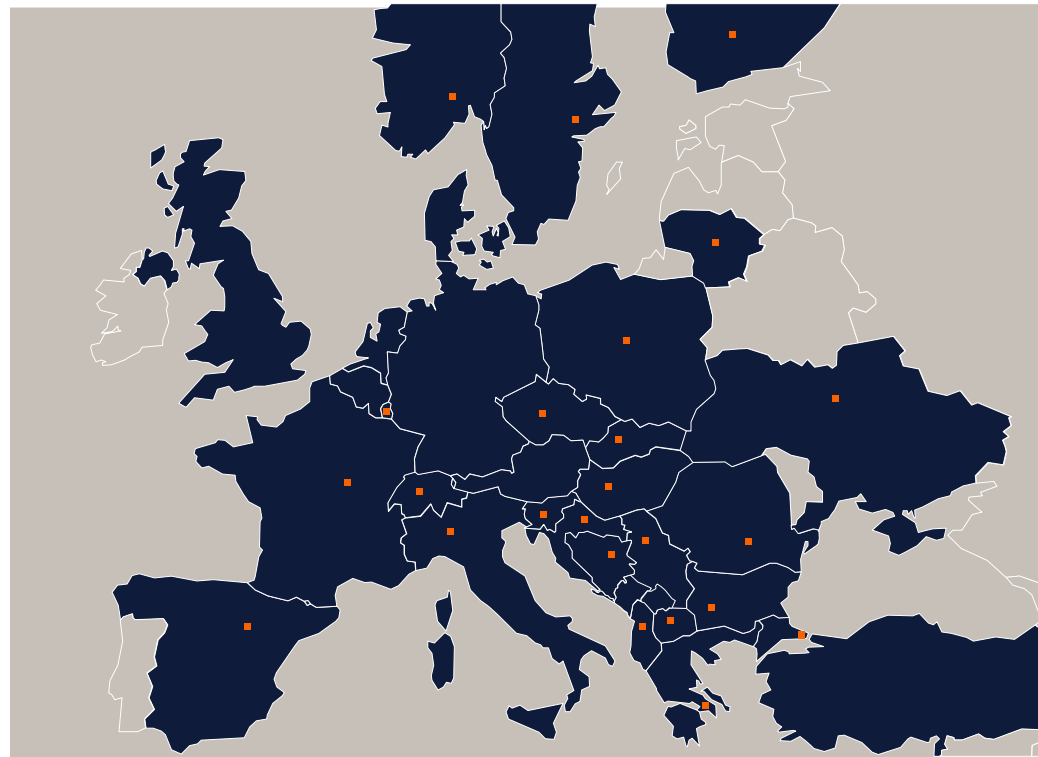
Power generation 2010 [GWh] by region



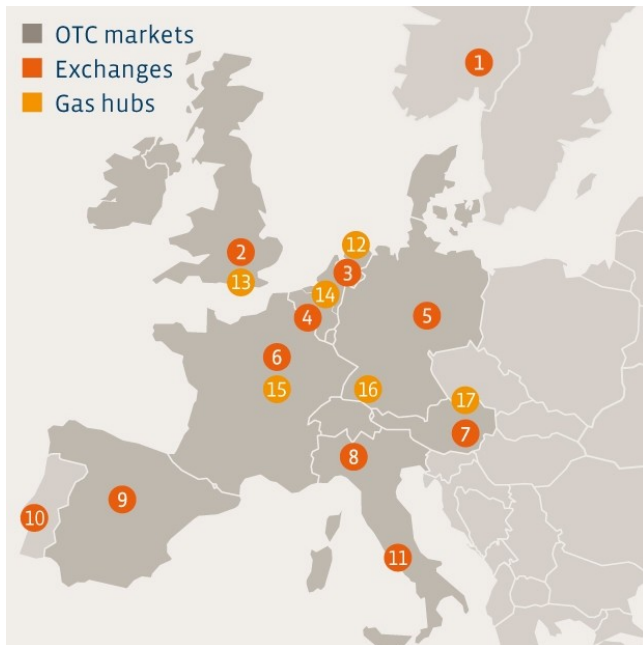
Sales companies in Europe



Alpiq operates 24 sales companies throughout Europe and is active in 33 countries.



We trade at all European energy exchanges and gas hubs



Optimisation & Trading transacts the trading activities of the Alpiq Group and is one of Europe's leading asset-backed and multi-commodity energy traders.

- Deals per year: $\approx 40\ 000$
- Counterparties: ≈ 250
- Employees: ≈ 200

Exchanges		Gas hubs
1. Nord Pool	7. EXAA	12. TTF
2. ICE, APX	8. Borsa Italiana	13. NBP
3. APX Endex	9. OMEL	14. Zhub
4. Belpex	10. OMIP	15. PEG
5. EEX	11. GME	16. EGT
6. EPEX, BlueNext		17. CEGH

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Energy Services Segment active in four business areas

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- Transport technology
- Building technology
- Power and Industrial plant engineering
- Energy supply technology

Sample Projects



Rail technology: Gotthard base tunnel (consortium lead)

Planning, installation and commissioning of rail technology in the 52-km-long tunnel

Construction time: 2009-2017



Building technology: Swarovski HQ – Zürich

Planning and installation of facility management system for electrical and sanitary installations

Construction time: 2009-2010

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Alpiq in Bulgaria: Wholesale trading and sales

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- Active in Bulgaria for more than 10 years
- A leading company in the wholesale and cross-border trading
- Supplying electricity to eligible customers since 2008

Alpiq in Bulgaria: Proprietary production

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50 MW wind farm Vetrocom was commissioned at the end of 2010. Extension of 23 MW is under construction.

Project awarded the title "Investor of the year 2010" by the Bulgarian Ministry of Economy, Energy and Tourism.

"First Class Investor" Certificate awarded in 2009.

A photograph of a snowy mountain landscape. In the foreground, a large, complex metal lattice tower, likely a power transmission tower, stands prominently. The tower is covered in snow and is set against a clear blue sky. In the background, two skiers are visible on a snowy slope, moving towards the right. The sun is visible in the distance, creating a bright glow and casting long shadows. The overall scene conveys a sense of ruggedness and service in a high-altitude environment.

Alpiq – Think Energy. Think Service.

Thank you!

ALPIQ

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