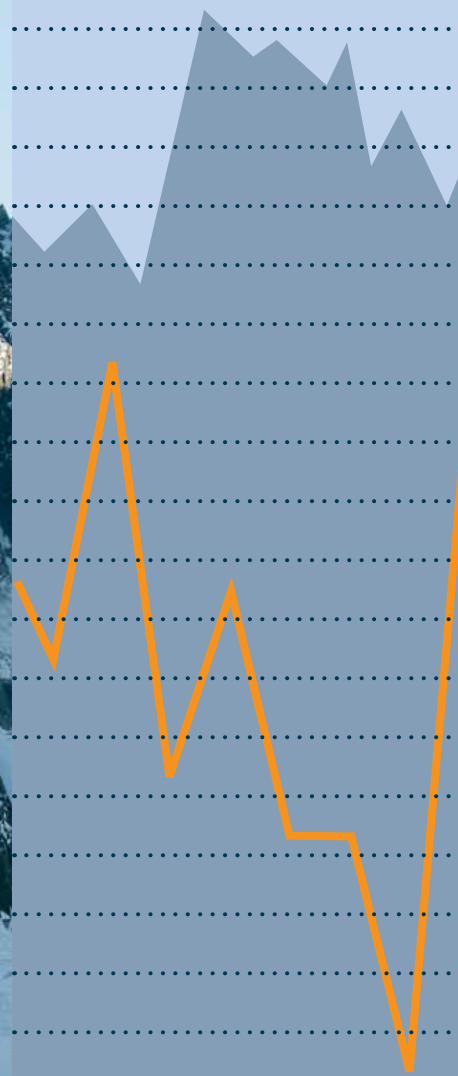


**ALPIQ**

Alpiq – your partner  
for energy and energy services  
in Central, Eastern and South Eastern Europe

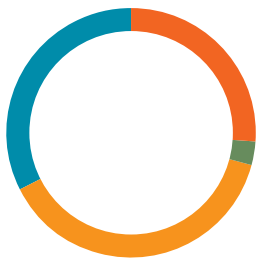




Since its foundation in 2009, Alpiq Holding Ltd. has been one of the leading energy traders and the largest service provider of energy services in Switzerland with European reach. The Group is active in Switzerland and Europe and in 2014 generated consolidated annual revenue of around CHF 8,1 billion. Alpiq specialises in electricity generation, sales and trading, as well as energy services, and is responsible for around one-third of Switzerland's electricity supplies.

# An attractive portfolio of generation capacities (≈ 6 417 MW)

Alpiq Group 2014



Generation		
<span style="color: orange;">■</span> Conventional thermal	26 %	4,249 GWh
<span style="color: green;">■</span> New renewables	3 %	541 GWh
<span style="color: orange;">■</span> Nuclear	38 %	6,238 GWh
<span style="color: blue;">■</span> Hydroelectric	32 %	5,280 GWh
<b>Total</b>		<b>16,307 GWh</b>

## Bulgaria

### Own generation

New renewable energies 73 MW

## Czech Republic

### Own generation

Thermal 593 MW

## France

### Own generation

New renewable energies 13 MW

Thermal 408 MW

## Italy

### Own generation

New renewable energies 205 MW

Thermal 318 MW

## Hungary

### Own generation

Thermal 403 MW

## Norway

### Own generation

New renewable energies 5 MW

## Spain

### Own generation

Thermal 846 MW

## Switzerland

### Own generation

Hydroelectric 2 745 MW

New renewable energies 13 MW

Nuclear 795 MW

# Power and wind generation assets in CESEE

≈ 1 068 MW, ≈ 1 700 MWth



## Csepel (HU)

CCGT  
Fuel : Gas  
403 MW, 313 MWth



## Kazanlak (BG)

Wind Power Plants  
72.5 MW



## Kladno (CZ)

Coal & Gas-fired  
Thermal PP  
524 MW, 966 MWth



## Zlín (CZ)

Coal & Gas-fired  
Heat & Power Plant  
69 MW, 414 MWth



# Central, Eastern and South Eastern Europe

## Present in 20 countries across the whole CESEE region

### Turnover $\approx$ 31 TWh

#### Czech Republic

- Energy trading portfolio
- Customer supply
- RES optimization
- CESEE Service Center
- Gas trading and supply

#### Romania

- Energy portfolio supply
- Customer supply
- Services for RES
- Gas supply

#### Baltic countries

- Cross-border optimization
- Wholesale
- Origination business and partnership with local service and reseller companies

#### Turkey

- Cross border optimization
- Wholesale activities
- Commercial services

#### Ukraine

- Imports from Ukraine to SK, HU and PL



#### Bulgaria

- Energy trading portfolio
- Cross border optimization
- Commercial services

#### Ex-Yugoslavian countries

- Energy trading portfolio
- Cross border optimization
- Commercial services

#### Hungary

- Energy trading portfolio
- Customer supply
- Portfolio optimization
- System services

#### Poland

- Energy trading portfolio
- Customer supply
- Balancing group services
- Services for RES
- Gas trading and supply

#### Competitive edge

- Sales and customer supply from Poland to Turkey
- Access to cross border transmission capacities
- Ability to quickly redirect flows if the market conditions change
- Alpiq can offer security of supply by connecting liquid with illiquid markets and capitalizing on its large international portfolio

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# Offered products and services

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Alpiq offers a broad range of products and services in the field of whole-sale and origination in CESEE, as well as end customer sales in various countries

## How we serve our customers

- Enhancing and creating liquidity for non-standard products
- Providing flexible and customized solutions
- Providing access to international energy markets
- Focusing on a long-term balanced relationship
- Taking of price and liquidity risks using our international portfolio

- Alpiq is active on all major Power Exchanges and Broker platforms in CESEE
- Participant on all cross border capacity auctions
- Concluded frame agreements with all key market players

## Physical wholesale deliveries

- Market based deliveries
- Scheduled deliveries
- Structured products (base, peak)
- Customized electricity supply per clients' needs

## Other services

Portfolio management • Cross-border optimization • Balancing circle management • Electricity portfolio strategy • Market access • Market overviews / spot analysis • Green certificates trading • Emission allowances trading • RES energy off-take • Balancing and scheduling services • Gas turbine optimization • Ancillary services

## Alpiq is the only energy company active in all CESEE countries and thus able to

- procure energy on markets which have surplus generation
- transit energy across all borders
- redirect flows if the market conditions change
- Alpiq can offer security of supply by connecting liquid with illiquid markets and capitalizing on its large international portfolio

## Interest of Alpiq in CESEE

- Execution of deals in wholesale/cross-border trades
- Tranche procurement for large industrial partners
- Conclusion of long-term power purchase agreements
- Conclusion of PPAs with RES producers / balancing and scheduling of RES
- Alpiq is open to new partnerships and opportunities across CESEE
- Gas sale and trading

[www.alpiq.com](http://www.alpiq.com)

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