

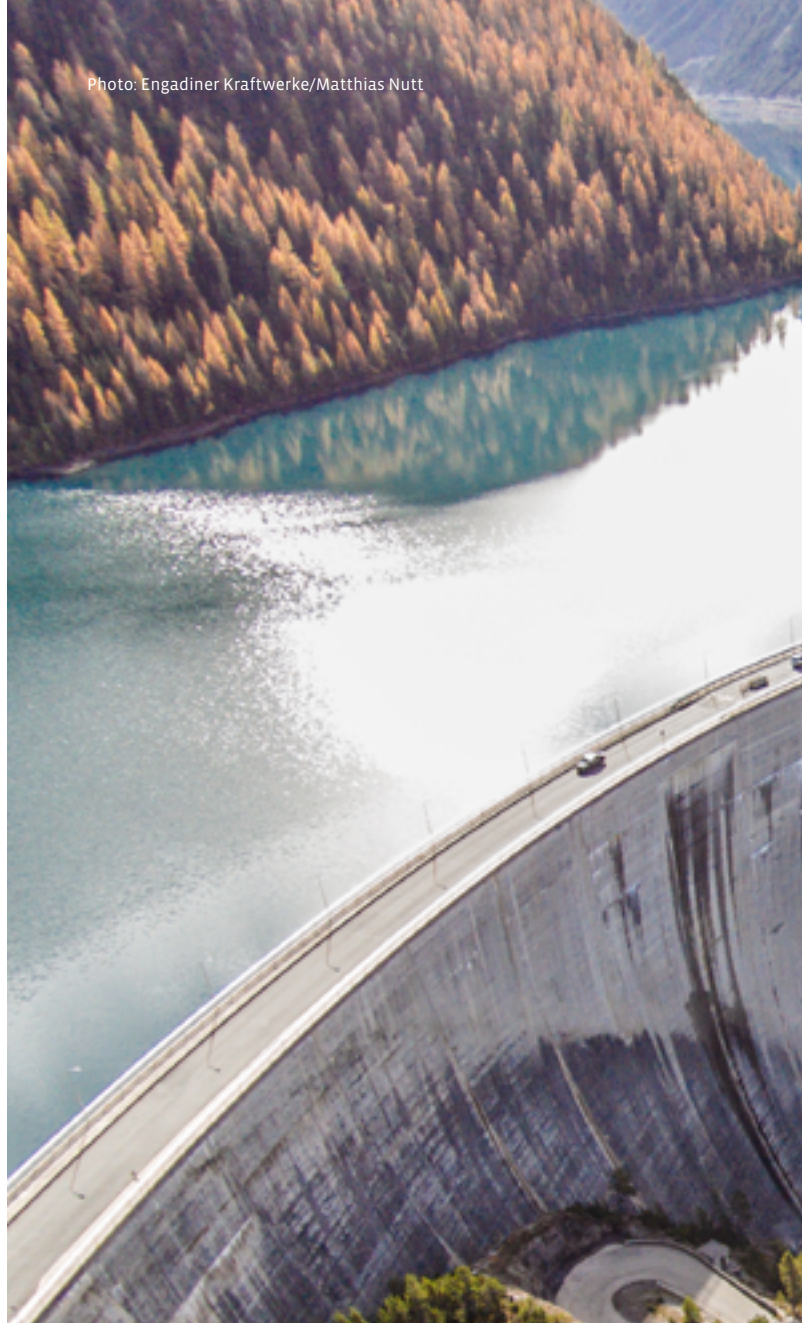
ALPIQ

Navigating the
future of energy



Navigating the future of energy

Energy plays a key role in our daily business and lives. In a time of transformation, orchestrating and optimising this vital factor is an increasingly complex task, which requires a fundamental understanding of the new energy sources. To harness the opportunities of sustainable growth, organisations must rely on intelligent and strategic partners to guide them towards the energy landscape of tomorrow and help them navigate it long-term.

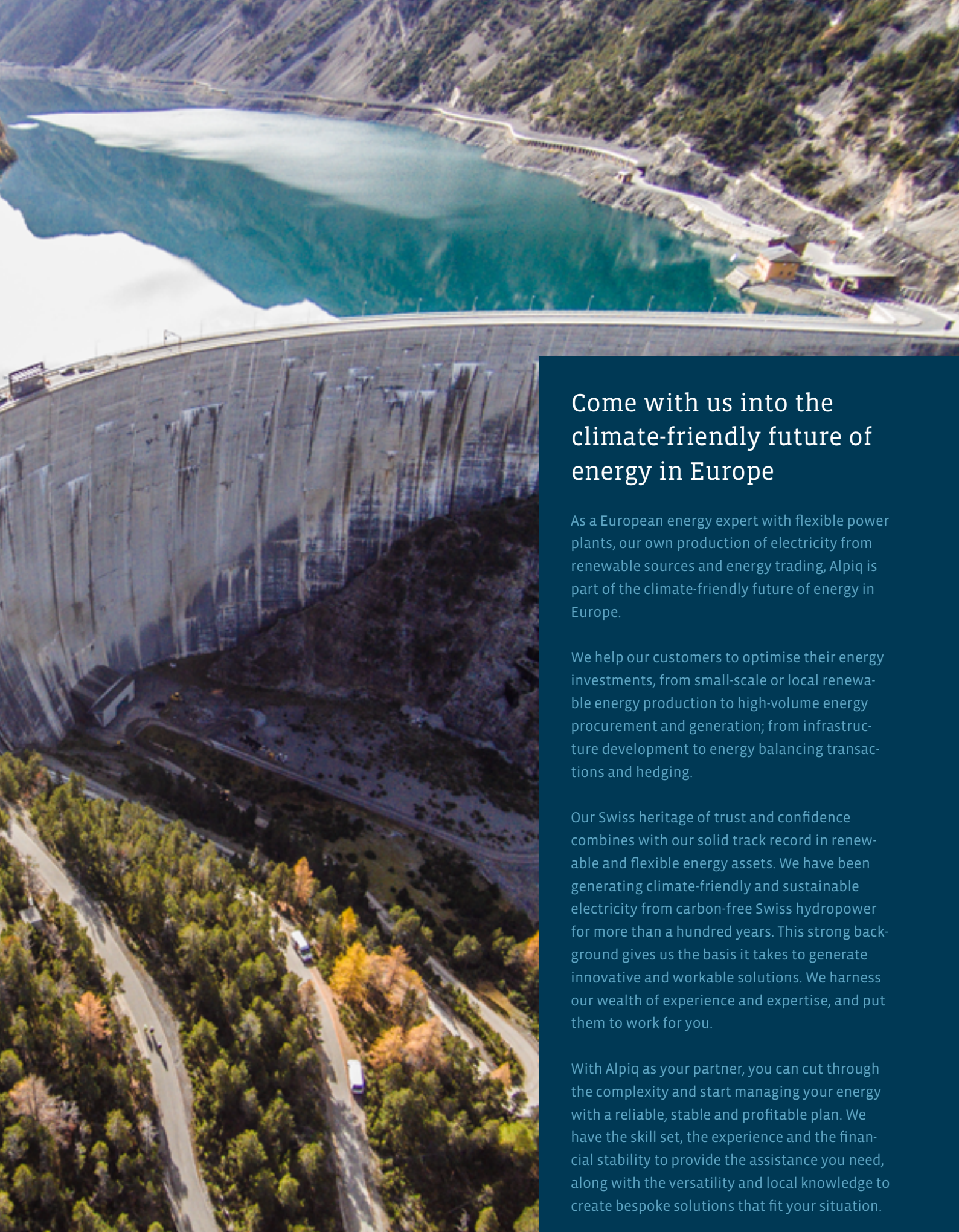


Confidence and clarity in a complex environment

- As a renewable energy plant operator, how do you turn the variability of your supply into an asset?
- How do you create predictability from uncertainty?
- As a procurement manager for an industrial consumer, how do you secure the price and cost certainty your business needs?
- As an energy trading house, where do you find the hedging and balancing tools you need to manage your risk?
- As a municipal utility or small-scale generator, how can you access the markets while managing your assets and maximising their value?

The answers are all in the same place. Whatever the variables and unpredictability of your situation, Alpiq can help you mitigate the risk factors and design a customised solution that is right for your assets, your market and your bottom line.





Come with us into the climate-friendly future of energy in Europe

As a European energy expert with flexible power plants, our own production of electricity from renewable sources and energy trading, Alpiq is part of the climate-friendly future of energy in Europe.

We help our customers to optimise their energy investments, from small-scale or local renewable energy production to high-volume energy procurement and generation; from infrastructure development to energy balancing transactions and hedging.

Our Swiss heritage of trust and confidence combines with our solid track record in renewable and flexible energy assets. We have been generating climate-friendly and sustainable electricity from carbon-free Swiss hydropower for more than a hundred years. This strong background gives us the basis it takes to generate innovative and workable solutions. We harness our wealth of experience and expertise, and put them to work for you.

With Alpiq as your partner, you can cut through the complexity and start managing your energy with a reliable, stable and profitable plan. We have the skill set, the experience and the financial stability to provide the assistance you need, along with the versatility and local knowledge to create bespoke solutions that fit your situation.

European strengths with local expertise

We operate offices with local experts in key European markets. This commitment means you can rely on us to be there when you need us – on the ground, in your market, for the long haul. And you can be confident that the energy solution we create for you meets your particular requirements and complies with your regulatory environment. At the same time, Alpiq's pan-European outlook and broad footprint mean you benefit fully from the advantages of scale.

Because you need a partner who understands your unique situation and also sees the big picture. And brings the versatility and flexibility to deliver a made-to-order solution for you.



We partner with our customers and navigate towards the sustainable energy landscape of tomorrow

Alpiq partners with all types and sizes of energy producers and consumers. Are you a biogas or solar farm owner/operator looking to maximise your returns? A procurement manager for an industrial plant after a better and greener energy supply deal? An energy trading house wanting to diversify risk? A power generator with a need to manage output variability? A developer wishing to invest in renewable energy? A municipal utility seeking marketing services?

Alpiq is involved in every area of the energy market and we can help you to optimise any aspect of those operations. By partnering with Alpiq, you get the security only an established and technically versed partner can provide – with a full range of services and the solid financial footing to provide long-term dependability.

Whatever your energy management requirements, Alpiq works with you to set up a customised solution that is right for you. Read on to see some examples of how we can help you optimise your energy assets and benefit from the services we provide in the areas of Risk Management, Flexibility, Energy Asset Management and Power Purchase Agreements (PPAs).



Alpiq Energy Asset Management

When variability is certain, certainty is priceless

One of the key problems faced by any green energy producer, from the individual wind farm owner to the regional utility company, is the

You need an efficient asset management and maintenance model that gives you certainty.

fluctuation in output – the difficulty of balancing supply against demand. The same considerations come into play for renewable energy

developers and investors – how to establish market-access routes and arrangements that provide assurance against the inherent risks. And gain certainty from an unpredictable supply. Especially if you do not have the knowledge and experience in house.

You need an efficient asset management and maintenance model that gives you certainty. Alpiq is the ideal partner to create one with

With Alpiq managing your assets, you can:

- get control over the administrative complexities, including providing and managing access to energy markets
- increase predictability in the cash flow and return on your investments
- consult with a dedicated local partner
- meet all regulatory requirements and sustainability targets
- lower your investment costs thanks to better financing.

you. Because we understand the entire life cycle of power plants and how they fit into the value-added chain.

Alpiq operates its own portfolio of power plants right across Europe. So when you partner with us, all of that asset management expertise is at your disposal. As your partner, we harness our knowledge of the energy sector and in-depth

technical expertise to configure the processes that will keep your assets performing the way you need them to. You can hand over the administrative tasks and optimisation of the performance parameters to us. Or let us manage profitability and risks over the entire life cycle of your facility. We even have our own proprietary asset management model that was the first in the world to be certified to ISO 55 001.



Alpiq Risk Management

Controlling the unknown

Managing risk in the energy business is an aspect of interest to almost every market player. As a buyer or seller of energy at any level and in any capacity – whether as an energy trader or a physical producer or consumer – controlling price and availability risk is essential to your business success.

Alpiq has the products to support your goals and the skills to manage risk and improve your bottom line.

Bring Alpiq on board as your energy expert. We have the level of energy and market expertise you would expect from an operator that has been in the business for more than a century,

and a well-established cross-border trading background coupled with a sound financial structure and a diversity of assets and interests. That gives you the security and stability you need for long-term risk management. At the same time, we are agile and versatile enough to configure truly bespoke solutions. Your portfolio manager will always give you individual attention and remain attuned to your needs.

With our customised risk management solutions, we can help:

- manage the risks and benefits in your portfolio
- exploit all the market advantages in line with the level of risk you are comfortable with
- take advantage of market developments to optimise your revenue
- optimise your energy procurement on an ongoing basis
- navigate the market together with local experts implementing the right solutions tailored to your needs.



Alpiq Power Purchase Agreements

Security of planning

A power purchase agreement (PPA) with Alpiq can connect energy asset owners such as renewable energy plant operators, utility companies or infrastructure developers and investors with high-volume consumers such as industrial plants, data centres and large retailers.

If you are on the supply side of the equation – especially as a producer of renewable energy – a power purchase agreement gives you not only long-term income predictability but can also be a valuable instrument to make the asset independent of subsidies and regulatory changes

An energy purchase agreement with Alpiq gives you:

- a customised arrangement that is designed to meet your specific needs
- an all-inclusive, tailored solution
- access to hedging/risk management to improve your risk profile
- competitive pricing
- a dedicated, local contact person to advise you
- a straightforward, transparent contract
- clear, efficient invoicing and other back-office processes.

or finance new projects. If you are looking to procure energy, a PPA gives you cost certainty over an extended period.

With Alpiq as your PPA partner, you get all the stability of a major player in Switzerland, combined with the versatility and flexibility of our locally-based operations throughout Europe. So you work with a solution-oriented team on the ground who understand your market, backed up by all the reliability of a well-established pan-European organisation. In terms of technical expertise, we also operate our own power generation plants – which means we have the know-how to manage your assets, too.

Your PPA with Alpiq includes everything you need to manage your power and your risks reliably. As a counterparty in the contract – not a broker – we work with you until together we have achieved a win-win situation.

How a PPA can work for you

Whether you generate renewable or other energy, or are seeking to purchase more renewable energy, a PPA with Alpiq balances your risk, eliminates the guesswork and sets you up with a reliable arrangement.

How exactly can it add value to your long-term project? One good example is our collaboration in Spain for renewable energy investments. Our client, an independent asset manager, was seeking a reliable, long-term purchaser for the output from a solar PV development in southern Spain supplying more than 20,000 households with green energy. The power purchase agreement



we put together delivered all the benefits the client was looking for, helping to optimise their

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revenues and manage the risks. Alpiq has been strongly committed to the Spanish market for

nearly a decade and is targeting further growth in the region, where it remains very close to renewable energy generators and cogeneration plants. So the investor could see that we knew the market from top to bottom, and we were there for the long haul. In fact, the client was so satisfied with the agreement with Alpiq that the two partners have since signed another long-term PPA for a second solar project.

Alpiq Flexibility Management

Profiting from variability

The distinguishing feature of today's energy market with its diversity of generators and progressive transition to renewable sources is the variability of the supply.

With renewable energy plants now the most important source of power in Europe, outperforming conventional fossil fuelled plants by a substantial margin, a new challenge arises as the variation in output causes price fluctuations on the electricity markets and pushes the power grids to the limits of their adaptability.

When managed right, that variability can be transformed into an important revenue stream for all kinds of energy asset owners – from large institutional investors to smaller farmers generating electricity from their backyards from wind and biogas assets.

No matter where you are in the renewables value chain, no matter how big or how small your operation, you can get more out of your assets with Alpiq as your partner, helping you to manage your flexibility. As originators, we help navigate in the complex energy environment and are your route into the market.

Standard direct marketing vs. customised trading products

How do standard flexibility-management products work? Look at biogas, for example, for which we have designed a one-of-a-kind product. We offer a fixed, guaranteed price for the energy our customers generate, and in return we can distribute it according to what the market tells us is needed at any given time.

Another set of tools that helps manage risk are our structured trading products. These are customised arrangements in which we are a counterparty. If you are a utility, trading house, industrial actor, energy supplier or other market participant, you can leverage Alpiq's trading expertise, financial strength and stability to adequately manage your risk in this environment.

For additional Alpiq services and solutions, please go to www.alpiq.com.



A nighttime photograph of a city street. In the background, a large, modern building with many lit windows stands against the dark sky. In the foreground, a multi-lane road is visible, with long, horizontal light trails from vehicles creating a sense of motion. The overall color palette is dominated by the warm orange and yellow of the city lights and the cool blue of the night sky.

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