

ALPIQ

Your partner for energy and energy services
Introducing Alpiq



Alpiq is committed to partnership. This is where we focus all our energy. For us, partnership means forging lasting customer relations based on mutual interest, openness and trust. Partnership also means joining forces to achieve success. With this in mind we listen to our customers, address their needs and offer them flexible solutions. This opens up horizons that take us both forward. Alpiq's credo of partnership is the basis on which we enter into relations with customers. And unleash their entrepreneurial energy.

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- Trading and sales subsidiaries
- Energy services
- Power generation

Note: The coloured markings do not denote the number and location of the sites. They represent the field of activity in each country.

Energy for our partners' business ideas. First-class energy and know-how: Alpiq is a new leading energy company based in Switzerland and active across Europe.

Pooling traditionally strong resources

Alpiq was created at the beginning of 2009 as a result of the merger of leading Swiss energy companies Atel and EOS. We are active for our customers in the energy and energy services segments. Our solutions provide them with a competitive edge and enable their sustained success.

Our name

Alpiq is a name that reflects our personality: "Alp" stands for the Alps, situated at the heart of Europe – where our roots lie. "piq" recalls a peak, reflecting our commitment to peak performance and peak load energy in the interests of our partners. The "iq" also stands for our intelligent energy solutions.

Alpiq ...

... is one of Europe's largest energy companies
... employs more than 10,000 staff
... operates in 29 European countries
... generates around CHF 16 billion in revenue (2008)

Atel

Aare-Tessin Ltd. for Electricity was founded as a regional electrical utility in 1894, and went on to become the leading Swiss energy company. As an independent service provider, Atel was active across Europe in the generation, trading and sale of electricity. At the same time it delivered energy services related to all aspects of energy and its applications.

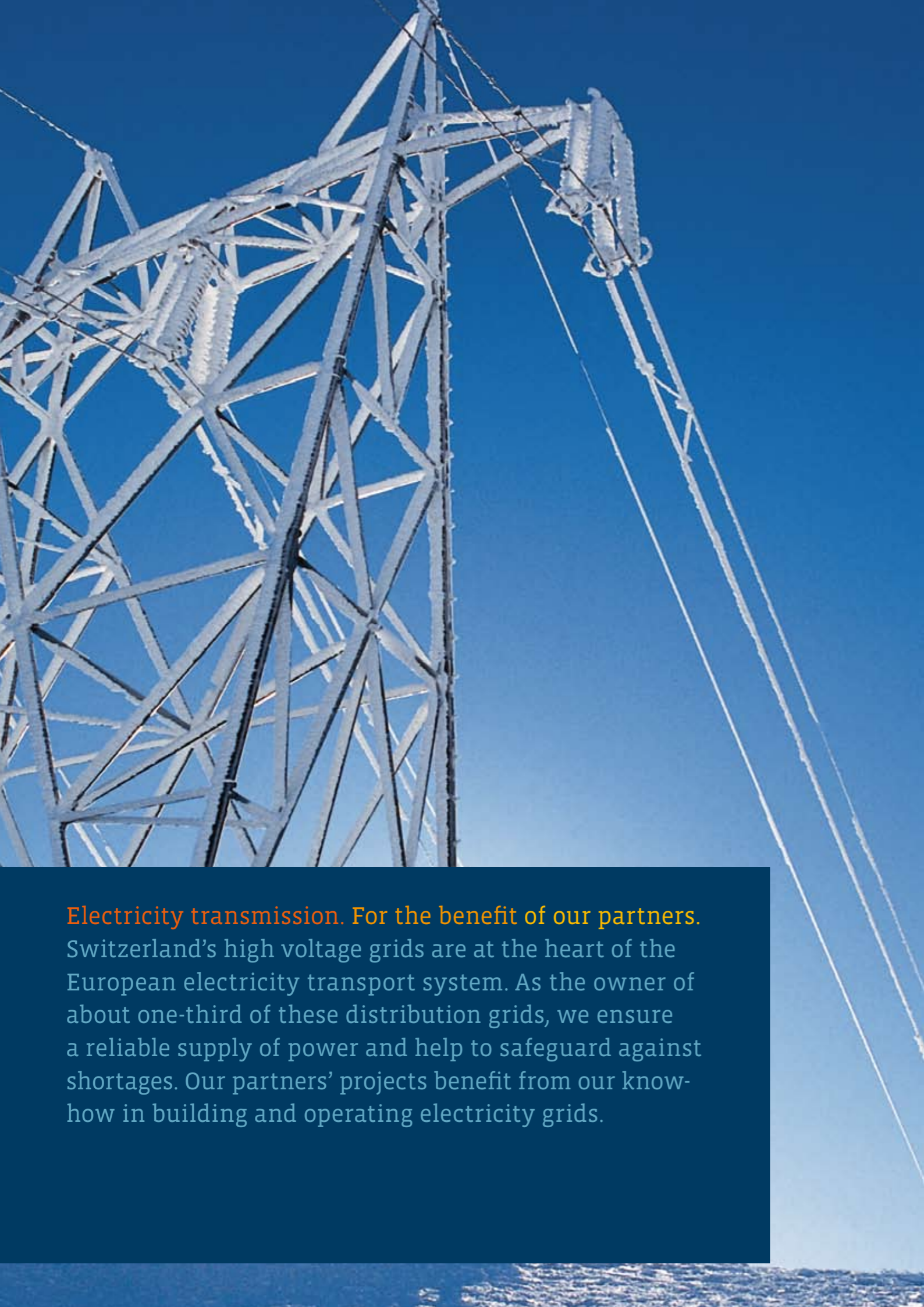
EOS

Energie Ouest Suisse was founded in 1919 by electricity companies in western Switzerland. The company operated a large number of hydroelectric power stations in western Switzerland and, coupled with its 1,000-kilometre-long high and extra-high voltage grid, peak load energy from proprietary plants and energy trading, was a key player in the European market for cross-border electricity trading.

Alpiq's principal shareholders are EOS Holding (31%), Atel's consortium of Swiss Minority Shareholders (31%) and EDF of France (25%).



Electricity generation. For the benefit of our partners. Through its own power stations, Alpiq contributes to electricity supplies in Switzerland and Europe. We generate base load energy and attractive peak load energy which we use flexibly to cover our customers' requirements. We take a responsible approach to resource management and invest in renewable energies throughout Europe.

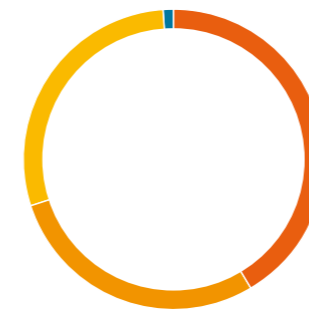


Electricity transmission. For the benefit of our partners. Switzerland's high voltage grids are at the heart of the European electricity transport system. As the owner of about one-third of these distribution grids, we ensure a reliable supply of power and help to safeguard against shortages. Our partners' projects benefit from our know-how in building and operating electricity grids.

Electricity generation and transmission

Alpiq generates electricity from hydro power, fossil fuels, nuclear energy and new renewable energy sources. Our power stations deliver an attractive mix of peak load and base load energy. As Switzerland's largest high voltage grid owner, we help to ensure the reliable supply of electricity to our customers.

Generation 2008
(Total: 21.17 TWh)



Fossil	41.5%	8.78 TWh
Hydroelectric	28.5%	6.03 TWh
Nuclear	29%	6.15 TWh
New renewable energies	1%	0.21 TWh

Electricity generation

Alpiq operates power stations in Switzerland, Italy, France, Norway, Hungary and the Czech Republic. Additional facilities are under construction in Bulgaria and Germany, among other countries. Our power plants deliver a mix of base load and peak load energy that allows us to make flexible deliveries to customers, adjusted to their changing requirements. Our large capacity of peak load energy from reservoirs plays an important role in stabilising European electricity grids.

Our drive to step up investments in peak load energy is opening up promising business opportunities. One of our main priorities is to ensure the optimal usage of hydro power, as exemplified by the Nant de Drance pumped storage power station in the Valais. Alpiq is currently working on more than 100 projects for small hydroelectric power stations in Switzerland and Norway. We are also involved in wind power wherever the climate conditions are appropriate.

Electricity transmission

Alpiq transports electricity reliably to customers. As the largest grid owner, we own around one-third of Switzerland's transmission grids. Thanks to our "electricity highways", we deliver peak load energy from storage power stations and base load energy to our customers.



Electricity sales. For the benefit of our partners. Alpiq offers municipal utilities and industrial customers tailor-made solutions for their energy procurement needs. We are well acquainted with local markets, products and procurement options. Our customers benefit from customised solutions that draw on this know-how.



Electricity trading. For the benefit of our partners.

As an independent energy trader, Alpiq provides large customers with access to electricity exchanges. Acting as an “energy bank”, we handle trading on their behalf. And deliver models that allow them to optimise their energy procurement. Our partners benefit from our expertise in portfolio and risk management.

Energy trading and electricity sales

Alpiq is active on all major European electricity exchanges and trading platforms. We operate a network of sales companies across Europe. Thanks to close collaboration between our trading and sales activities, customers benefit from individual solutions.

Energy sales 2008
(excl. speculative transactions)
Total: 129.5 TWh



Switzerland	10.8%	14 TWh
Western Europe	25.8%	33.4 TWh
Central Europe	16.5%	21.4 TWh
Trading	46.9%	60.7 TWh

Energy trading

Alpiq trades in electricity, gas, coal and oil products, standardised and structured products, and emissions certificates. As well as conducting transactions on European energy exchanges and engaging in bilateral trading, we are continually expanding our leading role as an independent energy trader within Europe. In our business model, trading combines the value-adding stages of generation and sales with the liberalised wholesale market. Our mission is to support trading and sales in key markets with generation from our own power stations, in order to assure electricity procurement and reduce risk.

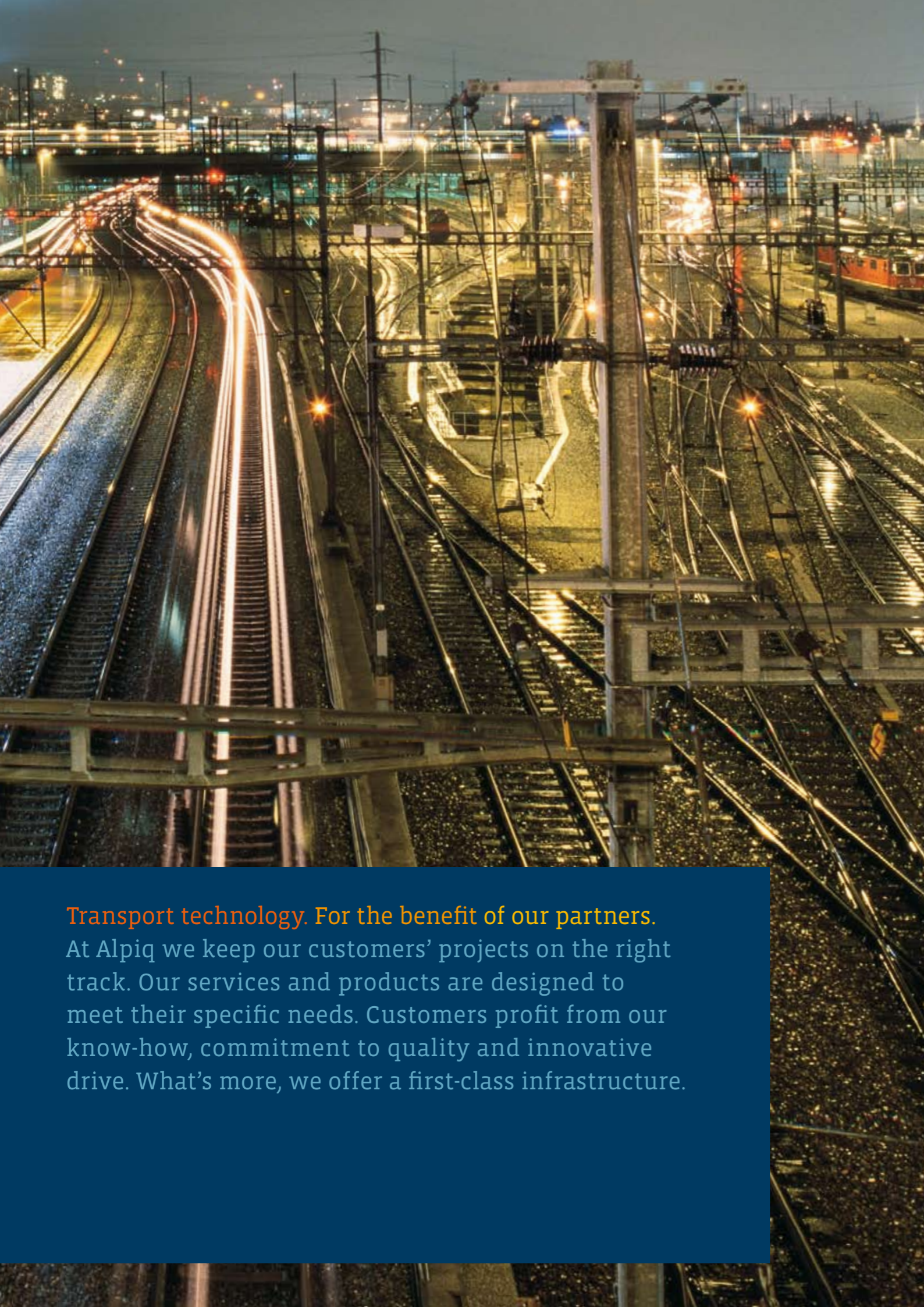
Electricity sales

We develop flexible offerings for our customers, tailored to their specific needs. We supply them with base load energy or deliver energy that meets their consumption needs at any given time. Customers have the choice between the conventional mix of thermal and hydraulic energy, or green energy from small hydroelectric power stations and wind farms. In addition to full supply and schedule delivery, we offer specialised products which are, for example, derived from the exchange price. Because our sales companies in 23 European countries are familiar with the special characteristics of each country, they have their finger on the pulse of the market and are close to the customer.



Building services. For the benefit of our partners.

Thanks to our full-service offerings, customers can plan and install technical facility management systems for zero-defect operations. At the same time the value of their property is enhanced thanks to our maintenance services and low servicing costs, coupled with minimum carbon emissions and high energy efficiency.



Building services and transport technology

Alpiq offers customers energy-efficient building services all from a single source. Offerings range from electrical technology to communication systems – from the initial consultation to after-sales maintenance. Our transport technology solutions keep road and rail traffic on the right track, ensuring a smooth, trouble-free journey.

Building technology

Modern buildings are brimming with electrical energy. Our comprehensive technology harnesses this to deliver high-level comfort combined with minimal energy consumption. Services cover electrical technology, heating, ventilation, air conditioning and sanitary engineering, security and automation technology, and information and communication technology. Offerings are modular in design and range from individual services to turnkey solutions, tailored at all times to meet our customers' individual needs. We also take care of technical facility management, including servicing and renovation.

Transport technology

Alpiq has a wealth of experience and know-how in railway technology: We develop, plan and build catenary lines and install power supply and cabling systems for railways, trams and trolley buses as well as integrated systems for railway safety and security. Our road traffic offerings include traffic control systems, traffic and parking management systems, and electrical equipment for motorways and tunnels. In energy technology we are the partners of choice for substation construction, earth drilling technology, cable installation and cable duct excavation, electrical energy and information distribution, and overhead line installation. These services are backed by a solid infrastructure that includes locomotives, construction trains, road-rail vehicles, overhead wiring maintenance vehicles, cable pulling and earth drilling equipment.

Transport technology. For the benefit of our partners.

At Alpiq we keep our customers' projects on the right track. Our services and products are designed to meet their specific needs. Customers profit from our know-how, commitment to quality and innovative drive. What's more, we offer a first-class infrastructure.



**Energy supply and communication technology.
For the benefit of our partners.**

Because we are a full-service provider with local presence, our customers benefit from one-stop shopping for all their technical needs. We develop solutions with sustainable advantages, based on state-of-the-art energy supply and communication technologies.



Energy generation and plant engineering, energy supply technology and communication technology

Alpiq offers customers technical services for infrastructure plants along the entire process chain of energy generation, transmission, distribution and usage. To this end we support you with comprehensive telecommunication solutions.

Energy generation and plant engineering

Alpiq plans and builds facilities for electricity, hot water and steam generation as well as refrigeration – and further develops them. To this end we manage part of the operations of large-scale power stations. We offer the entire spectrum from planning, design, commissioning, operational management and documentation to maintenance and repairs. We also conduct analyses and profitability calculations. Our plant engineering services build complete installations for the chemical and petrochemical industry. We also implement industrial supply systems and fire protection systems, as well as maintaining and servicing industrial plants.

Energy supply and communication technology

Alpiq manages the construction and upgrading of modern supply infrastructures. Our know-how helps to ensure the reliable transmission of electricity, water, gas and heating power. Services range from planning, design, routing, assembly and commissioning to the maintenance and documentation of power supply grids at all voltage levels, and pipe installation. In the communication technology field, we deliver services for grid operators and transport operators, covering all network levels and technologies from mobile communications to cable installations. We also deliver and install complete system technologies.

Power generation and engineering. For the benefit of our partners.

Alpiq is a highly experienced general technical contractor for power station construction – from individual systems for large-scale conventional and nuclear power stations, to turnkey unit heating power stations. Customers know they can place their trust in our interdisciplinary know-how, reliability and commitment to quality.



Alpiq in the community

Alpiq is conscious of its responsibility as an energy company active throughout Europe. This awareness is reflected in our actions and our dialogue with all stakeholder groups. Quality, reliability and a social conscience are just as much part of our guiding principles as a responsible personnel policy.

**Dialogue on the future of electricity.
For the benefit of the public.**

Alpiq maintains an online presence with its dialogue platform immergenugstrom.ch. This website on the future of Swiss electricity provides the latest facts and background on energy security, and addresses key issues. Aimed at a broad audience, the platform invites online visitors to engage in an objective, open and constructive debate on energy.

immergenugstrom.ch

Lasting relationships

Mindful of its responsibility towards the community and the environment, Alpiq is committed to lasting relationships with customers, partners, shareholders, employees and the public. Mutual interest and trust are the basis of our successful partnerships. Further training opportunities for our employees, and programmes to promote junior talents, are key pillars of our culture. With this in mind, we invest in quality management and workplace safety. Our power plants are equipped with state-of-the-art technology and comply with rigorous safety standards.

We draw on our regional presence throughout Europe to conduct dialogue with all stakeholder groups. Wherever we are present, we support sports clubs, cultural events and social institutions. In so doing, Alpiq helps to boost development and enhance the quality of life in these regions.

Environmental commitment

Alpiq is committed to energy generation that is in line with country-specific conditions and in tune with the environment. We manage resources carefully and reduce emissions. At the same time we promote renewable energies and optimise energy efficiency.

Alpiq is the partner of choice for energy and energy services. We simplify energy management for our customers, enable them to plan with assurance and enhance their flexibility. As partners, we sustainably enhance our customers' strengths and help to shape their future, leaving them free to focus on their core business. All these factors make a partnership with Alpiq well worth while. We unleash the entrepreneurial energies of our customers.