

The background of the slide features a photograph of three workers in safety gear (hard hats and high-visibility vests) installing solar panels on a roof. The workers are positioned on the left side of the frame, with one in the foreground and two slightly behind. The solar panels are the central focus, extending from the bottom right towards the top right. The sky is a clear, bright blue. A large red diagonal banner covers the bottom half of the image, containing the text.

# ROMANDE ENERGIE (RE)

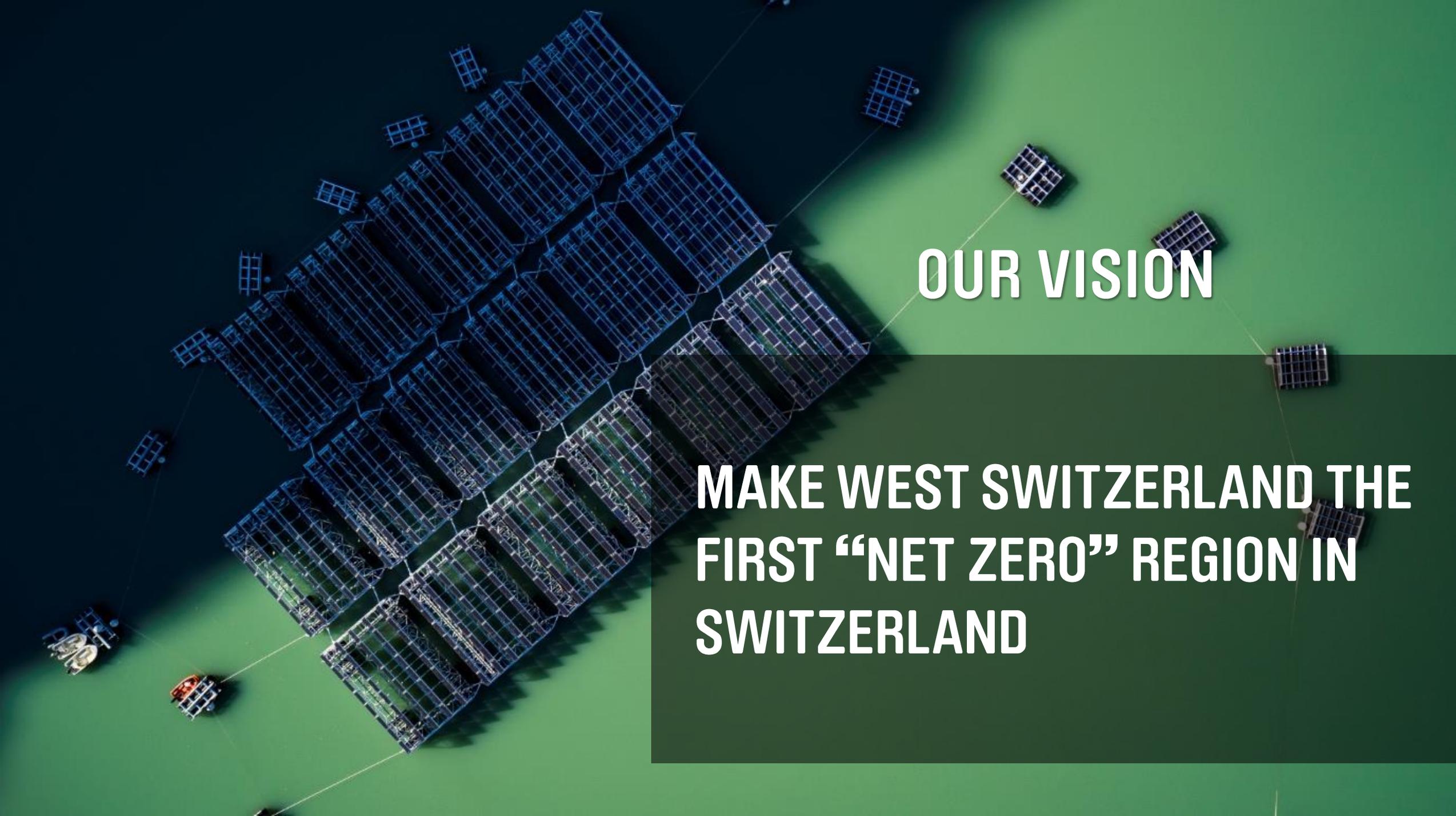
## CORPORATE PRESENTATION

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Investora – Zurich – 21 September 2022







**OUR VISION**

**MAKE WEST SWITZERLAND THE  
FIRST “NET ZERO” REGION IN  
SWITZERLAND**



# BUSINESS OVERVIEW

# ROMANDE ENERGIE AT A GLANCE

## 1<sup>st</sup> electricity supplier in Romandie

The guarantee of a reliable,  
sustainable and  
competitive supply

## Over 270'000 direct customers

- Of which 14'000 companies
- In Vaud, Valais, Fribourg and Geneva

## 3 Business units

Grids  
Energy services  
Energy solutions

**2021** *(in MCHF)*

Revenues: 614  
EBIT: 53

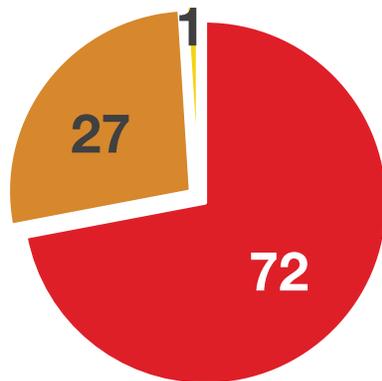


**1'200**  
employees

# A BALANCED BUSINESS MODEL

## A stable and risk diversified energy company with captive customers

EBITDA in % by segment



■ Grids ■ Energy solutions ■ Energy services

### GRIDS (37% of revenues)

- Pillar of Group's profitability and a guarantee of stability.
- Regulated margins – captive customers

### ENERGY SERVICES (22%)

- Low capex intensity
- Workforce intensive
- Growing revenues, EBIT in start up phase

### ENERGY SOLUTIONS (41%)

- Covers the full energy value chain, from generation to market
- Four main businesses:
  - Energy generation – capex intensive – IRR according to market expectations
  - Energy distribution – regulated margins for captive customers
  - Turnkey solutions – contracting business model
  - Consultancy

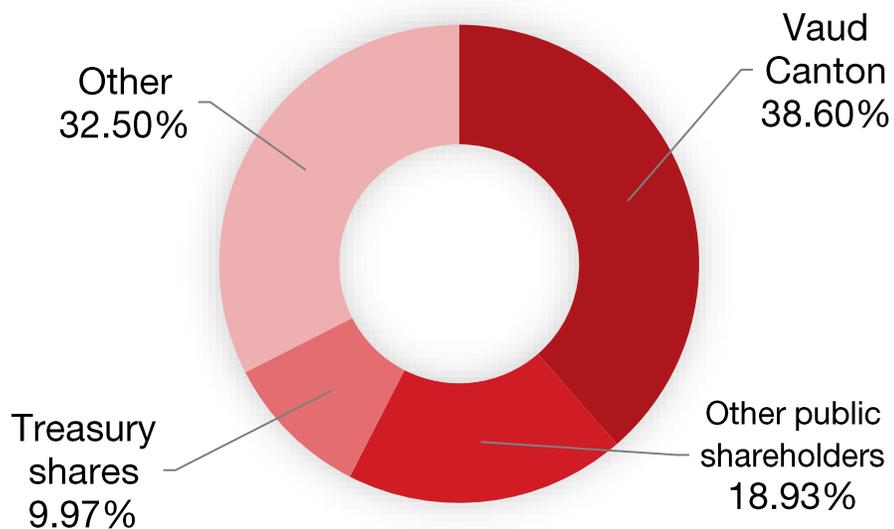
**VALUE  
OPPORTUNITY**

**One of the 2 listed energy companies  
in Switzerland**

**CHF 1.4bn  
market cap.  
on SIX**

**Stable dividend policy  
Resilient share price over time**

**Solid shareholder structure  
58% public owners**



# DIVERSIFIED ENERGY ASSETS

**A natural hedge - generation of up to 1'400 GWh**



**100% renewable – CO2 free energy**

ASSET	2021	TYPE	VALUATION
Grids	9'794 km of cables	low and medium voltage	
Energy Generation Switzerland	206 Assets / 221 MW 530 GWh	Hydro (88%) Solar (6%) Thermal (6 %)	
Energy Generation France	13 Assets / 69 MW 161 GWh	Wind (39%), Hydro (37%) and Solar (24%)	
<b>Associated companies</b>			
EOS NER SA (~30%)	41 Assets / 460 MW/ 800 GWh France, Germany, Portugal	Wind farms (77%); Solar & Power plants (23%)	CHF 1 bn*
ALPIQ (~10%)	25+ Assets / 2900 MW 4 TWh	Hydro, small scale hydro, energy storage	

# EXAMPLES OF ACHIEVEMENTS IN 2022

## A strategy already being implemented

District heating: 14 projects won or in progress in 2022

Solar power generation: 120 installations in Switzerland (9 regions)

### District heating



Morges lake pipeline

### Hydro



Vuiteboeuf mini-  
hydropower plant (VD)

### Solar plan



Lyreco in Dintikon

### Romande Energie France



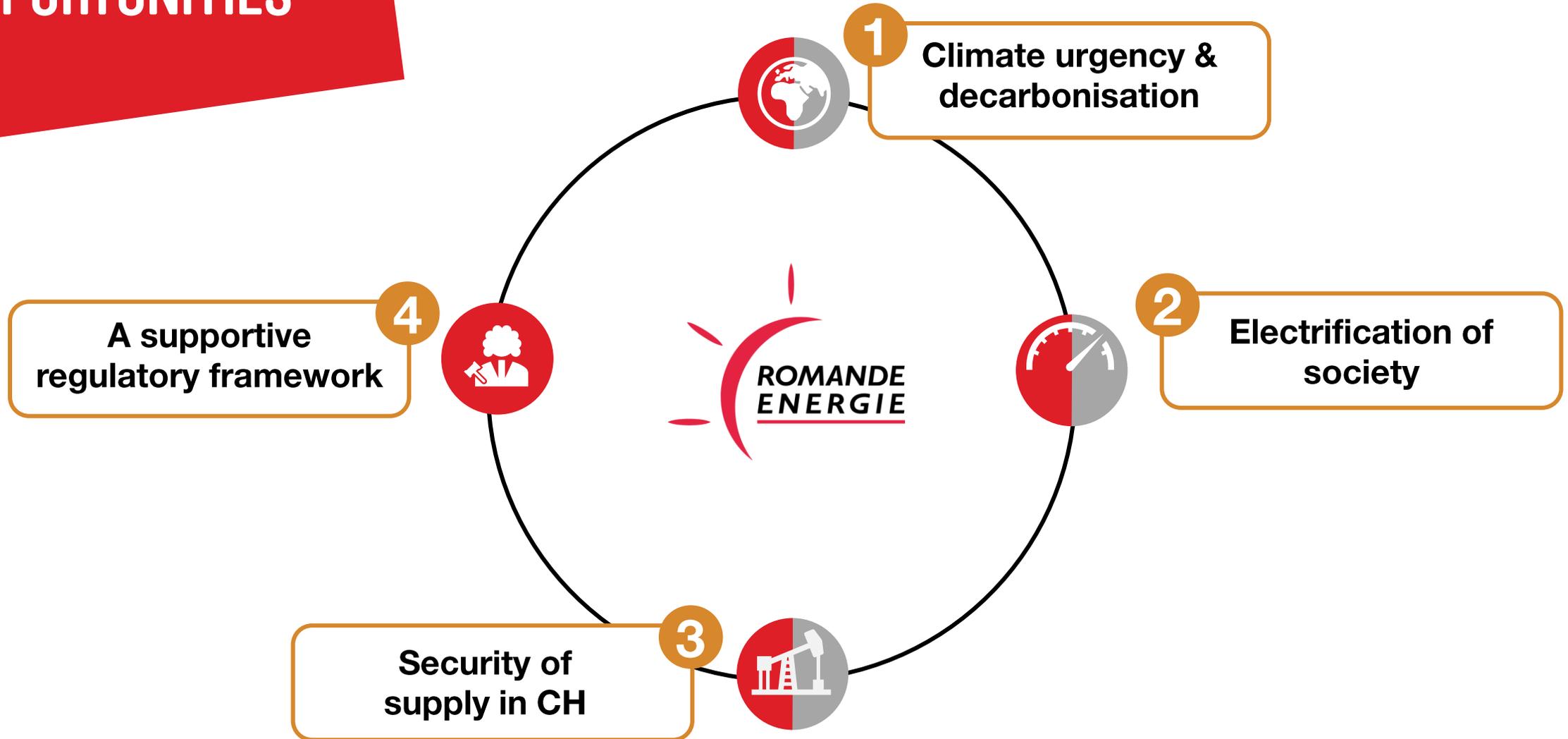
Les Mâts d'Eole

An aerial photograph of a massive concrete dam. The dam's surface is composed of large, rectangular panels, showing signs of weathering and discoloration. A prominent feature is a curved walkway or ramp that follows the outer edge of the dam, equipped with a metal railing. A single person is visible walking along this path, providing a sense of scale to the enormous structure. The water behind the dam is a deep blue-green color. The overall scene is captured from a high angle, emphasizing the curvature and scale of the dam.

# AN AMBITIOUS GROWTH STRATEGY 2021-2026

# BUSINESS OPPORTUNITIES

## Several catalysts of growth and increased profitability



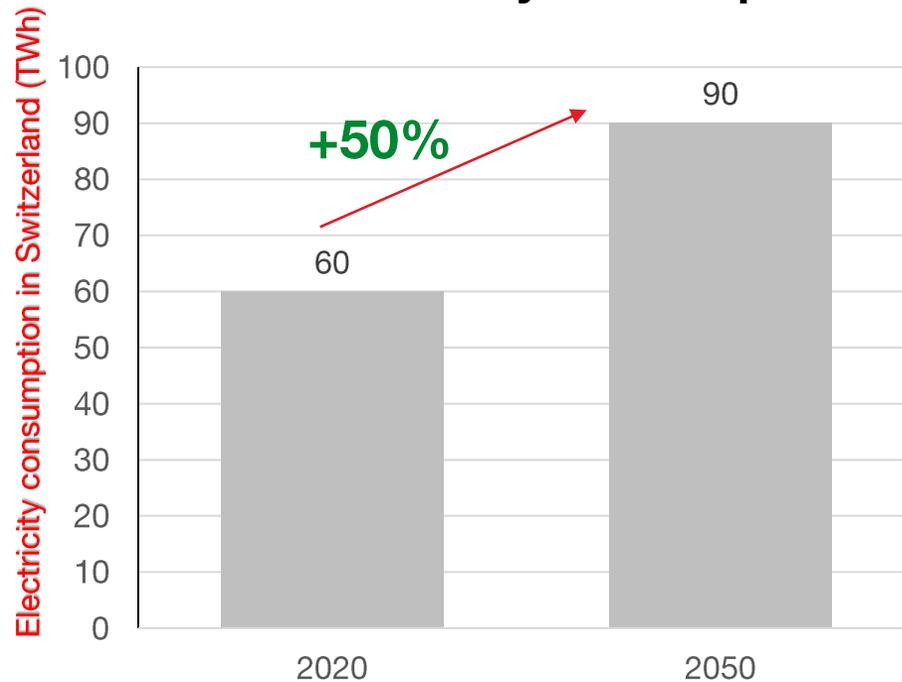
# THE 2050 ELECTRICITY EQUATION

## 2050 Swiss Energy Strategy raises questions

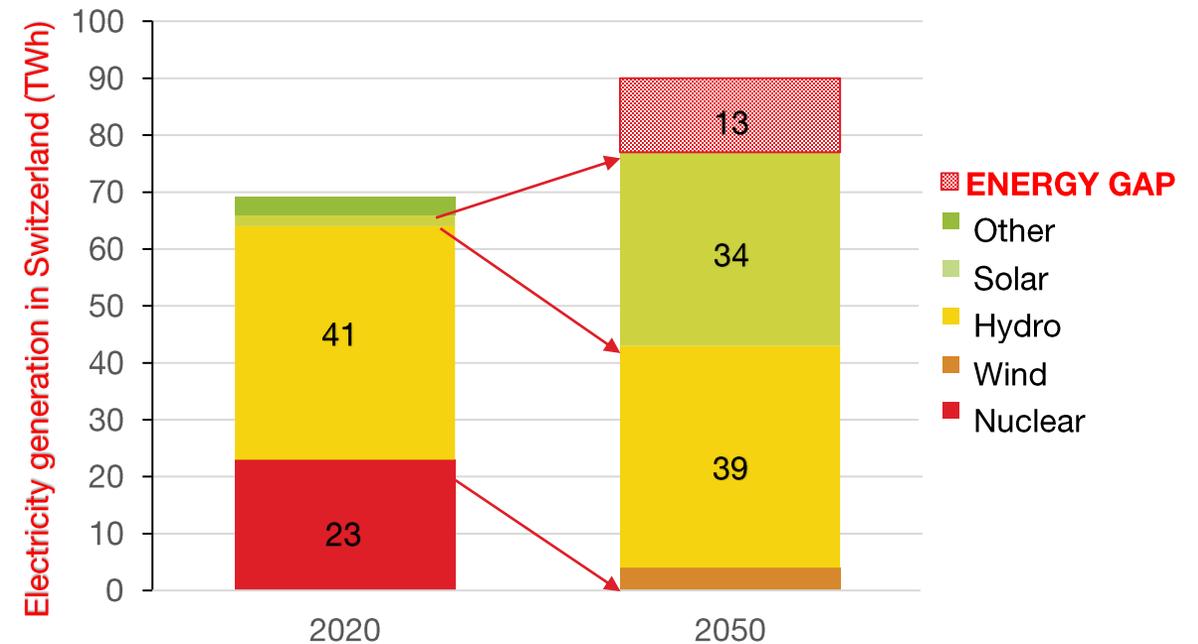
### Price instability and threat to security of supply

Supply for renewable energies has to unfold exponentially to address climate change, increased electricity consumption

### Swiss electricity consumption

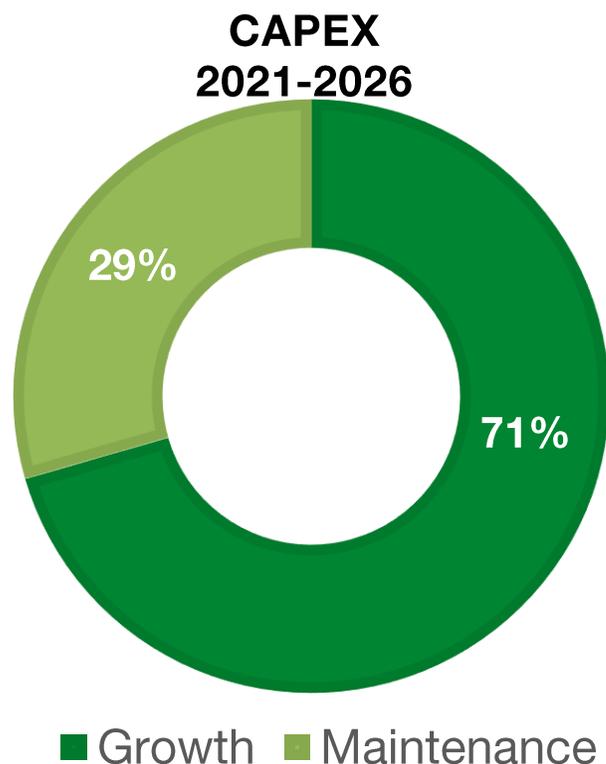


### Generation



# A CLEAR STRATEGIC DIRECTION

## A CHF 1.4 bn investment to accelerate the energy transition in Switzerland



- 1 Grid maintenance & digitalization
- 2 Swiss solar plan - contracting
- 3 Swiss district heating
- 4 Generation France
- 5 Other – mainly hydro and corporate

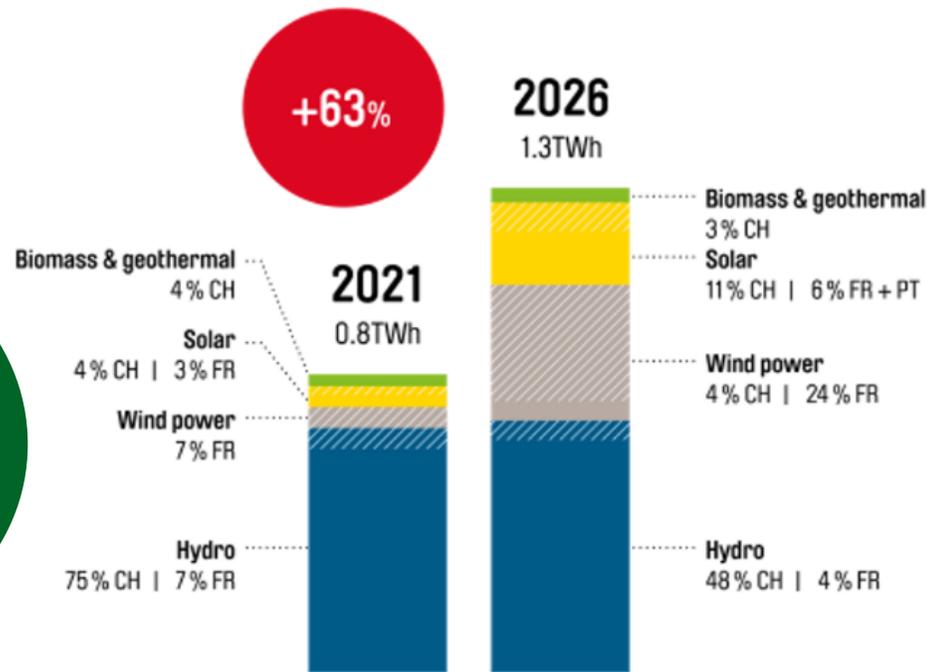
# 2021-2026 GENERATION GOALS

Build new highly profitable assets –  
electricity, thermal and new sources  
(hydrogen)

9 projects  
won in 2021

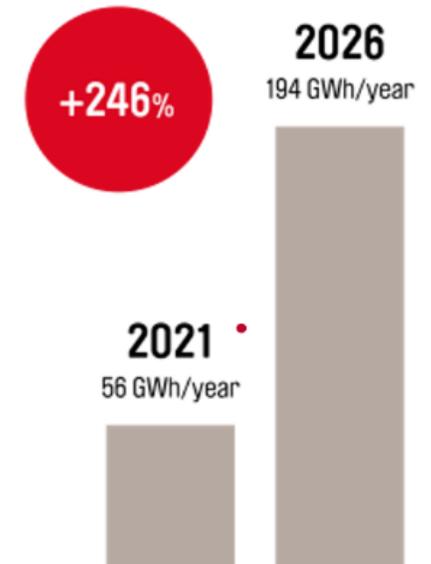
2021  
+ 23 assets

## Power generation



Expected change in 100% renewable production mix

## Thermal generation



Growth in district heating  
& geothermal

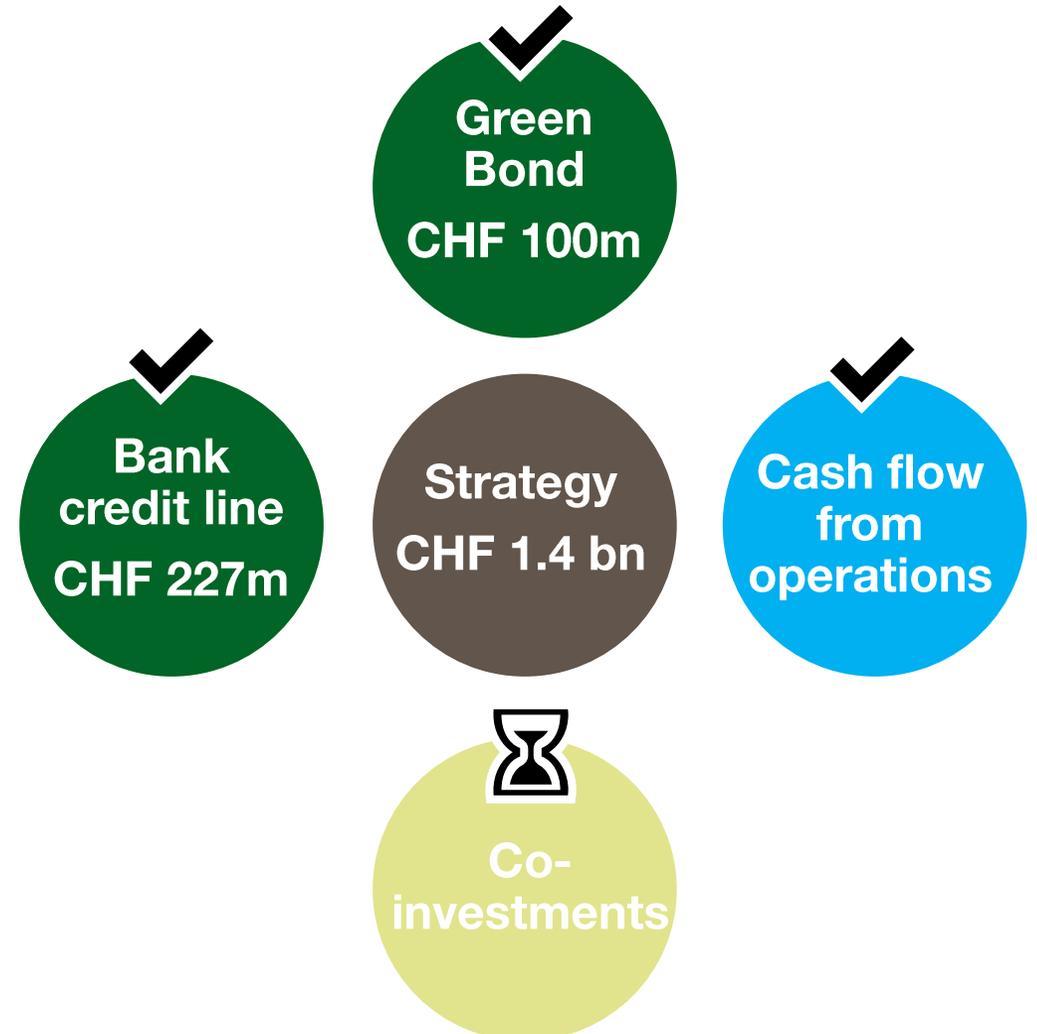
# A WELL FINANCED STRATEGY

## A strong financial basis and funding structure to implement its growth strategy

**1** Cash flow generation of around CHF 150 mio per year

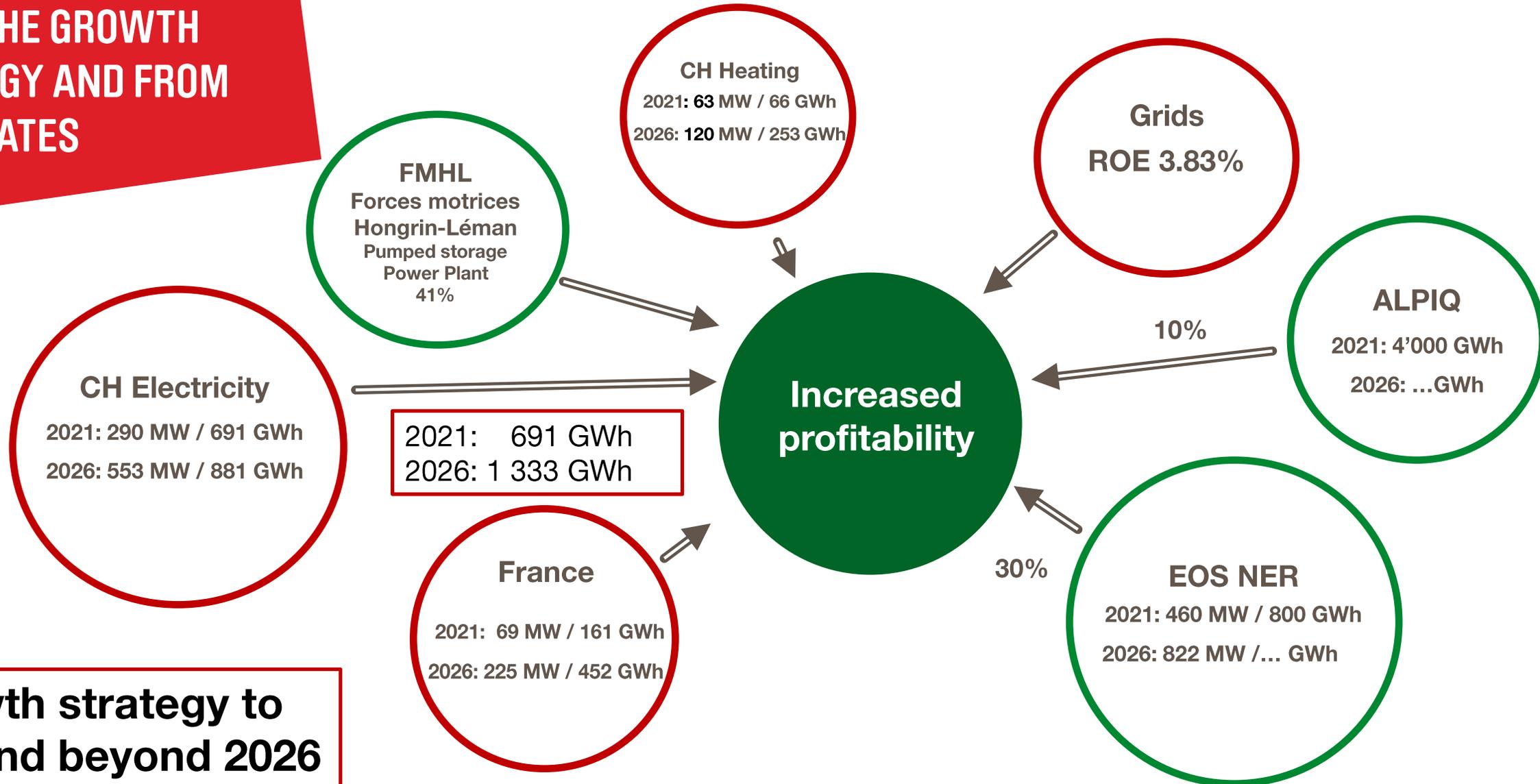
**2** Secured green bond of CHF 100 mio

**3** Secured credit lines of CHF 227 mio



# Diversification, resilience and cash-flow generation

**INCREASED RETURNS  
FROM THE GROWTH  
STRATEGY AND FROM  
ASSOCIATES**



**Growth strategy to  
expand beyond 2026**

# OUR SUSTAINABILITY APPROACH

## Sustainability at the heart of Romande Energie

### 3 sustainable development pillars



CREATE LASTING VALUE FROM SEVERAL SOURCES



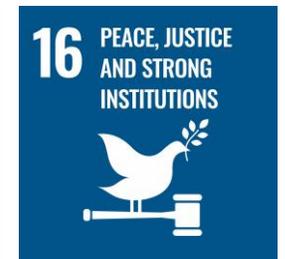
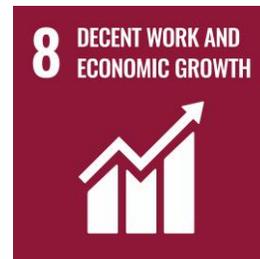
INCREASE STAKEHOLDER BUY-IN



CUT GREENHOUSE GAS EMISSIONS

- Definition of 2 environmental KPI aligned with the energy transition (carbon intensity and CO2 savings)
  - 5% decrease in carbon intensity per year between 2020 and 2026
  - CO2 savings from 72 to 509 ktCO2eq in 2026 on customer side
- 2021 Sustainability Report in compliance with the GRI Standards - 2022 CDP compliance
- Signatory of Sustainable Leaders Charter, an initiative sponsored by Swiss Leaders and CEC European Managers
- All energy production assets in CH with Swisustainable labels

### 8 sustainable development goals firmly anchored in our strategy



# RESILIENT, AMBITIOUS AND PERFORMING

## RE STRENGTHS AND ASSETS

1. Stable and risk diversified
2. Recurring revenue
3. A natural hedge
4. Strategy to harness increased returns
5. CHF 1.4 bn to expand in renewable energies
6. External financing secured
7. Not financially exposed to the climate transition

**Sustainable  
with positive  
impact on  
revenues and  
EBIT**

## BUSINESS & MARKETS OPPORTUNITIES

1. Price / security of supply
2. Urgency to decarbonize
3. Renewable energies
4. Low-carbon solutions
5. Electricity to grow to 70% of the world energy mix by 2050
6. Companies accelerating the energy and climate transition
7. Sustainable business models

# Q&A – DISCUSSION



# THANK YOU FOR YOUR ATTENTION



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