

The background of the slide features a photograph of three workers in high-visibility vests and hard hats installing solar panels on a roof. The workers are positioned on the left side of the frame, with one worker in the foreground and two others slightly behind. The solar panels are large, rectangular, and blue, with white grid lines. They are mounted on a metal structure. The sky is a clear, bright blue. A large red diagonal banner covers the bottom half of the image, containing the company name and presentation title.

ROMANDE ENERGIE (RE)

CORPORATE PRESENTATION

Investora – Zurich – 21 September 2022







OUR VISION

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

An aerial photograph of a large-scale solar energy installation. A massive rectangular array of solar panels is laid out in a precise grid pattern on a flat, dark surface. To the left, a river flows, with several smaller, rectangular solar panel units floating on its surface. Thin lines connect these floating units to the main land-based array. The overall scene is captured in a monochromatic blue-grey tone, with a semi-transparent dark grey rectangle overlaid on the right side to provide a background for the text.

BUSINESS OVERVIEW

ROMANDE ENERGIE AT A GLANCE

1st 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)*

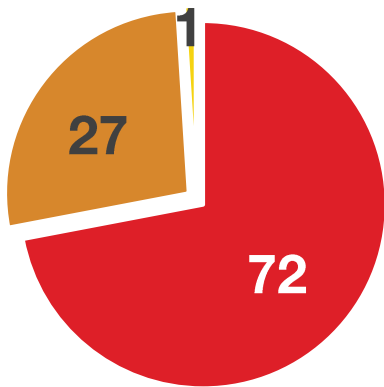
Revenues: 614
EBIT: 53



**1'200
employees**

A BALANCED BUSINESS MODEL

EBITDA in % by segment



■ Grids ■ Energy solutions ■ Energy services

A stable and risk diversified energy company with captive customers

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

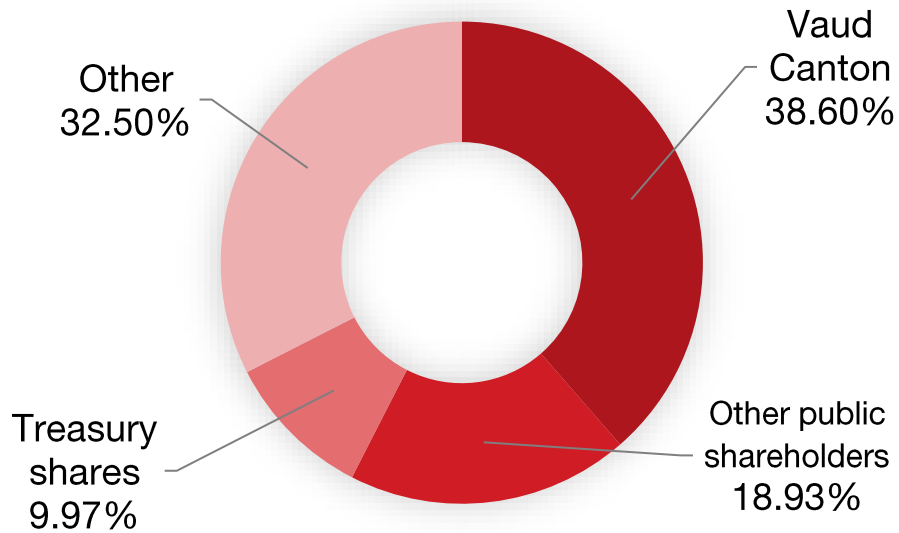
VALUE OPPORTUNITY

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%) | |

Associated companies

| | | | |
|-------------------|----------------------------------------------------------|-------------------------------------------------|-----------|
| 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 | |

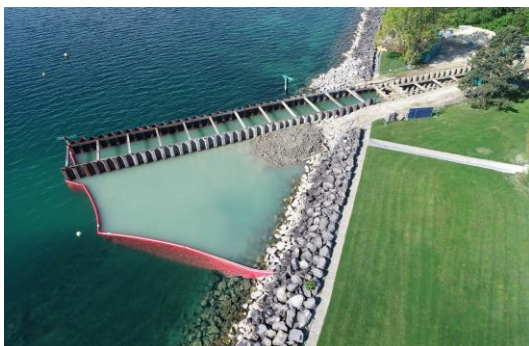
EXAMPLES OF ACHIEVEMENTS IN 2022

A strategy already being implemented

District heating: 14 projects won or in progress in 2022

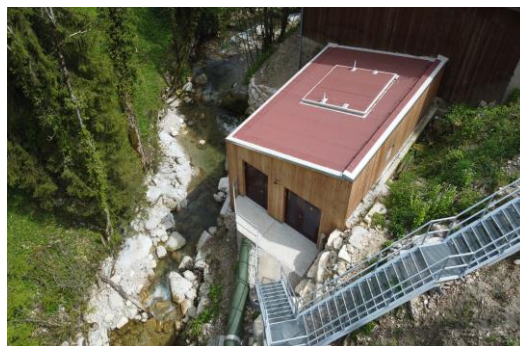
Solar power generation: 120 installations in Switzerland (9 regions)

District heating



Morges lake pipeline

Hydro



Vuiteboeuf mini-hydropower plant (VD)

Solar plan



Lyreco in Dintikon

Romande Energie France



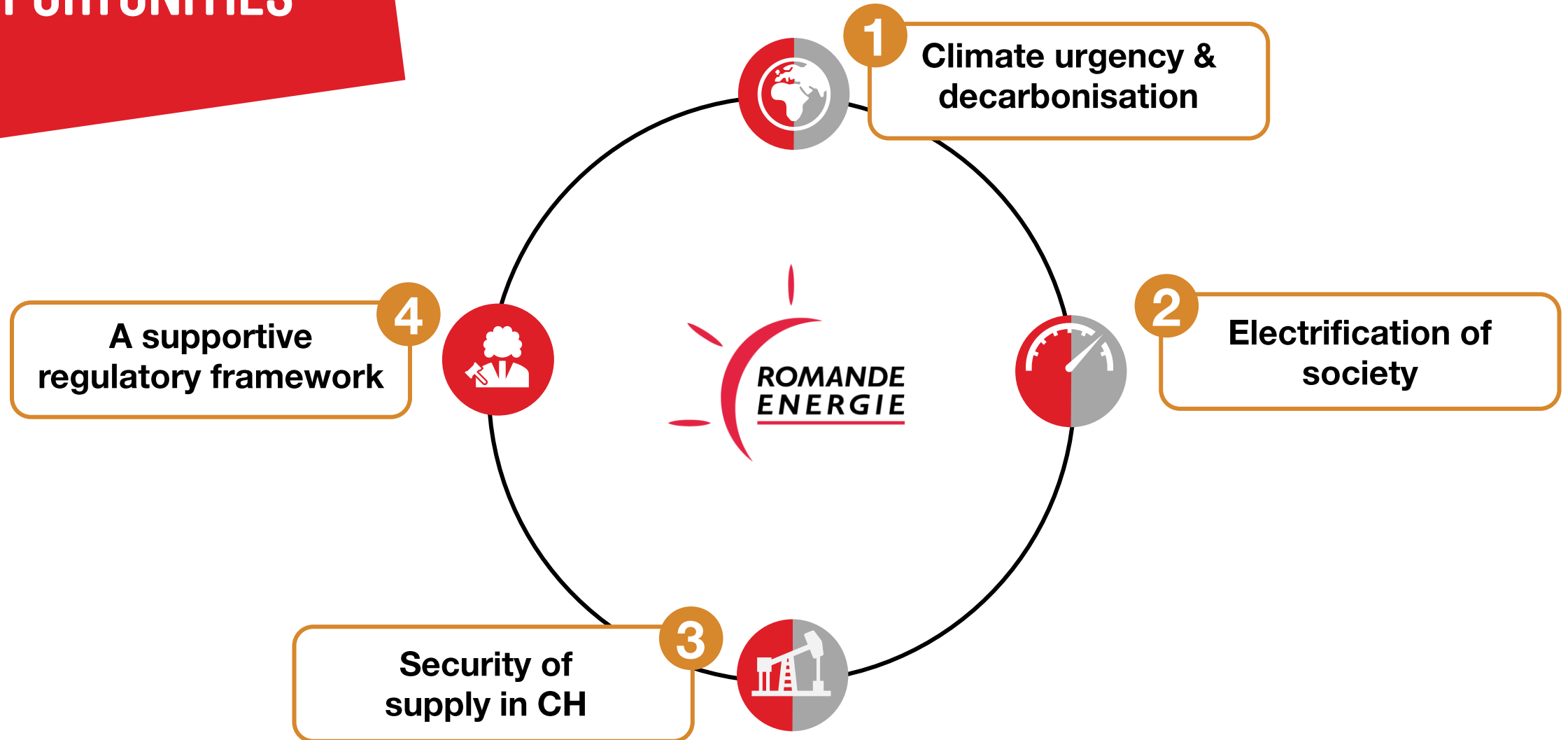
Les Mâts d'Eole

A high-angle, aerial photograph of a massive concrete dam. The dam's face is composed of large, rectangular concrete panels, showing signs of weathering and discoloration. A curved walkway with a metal railing runs along the top of the dam. A person is walking on this walkway, providing a sense of scale. The water behind the dam is a deep blue-green color.

AN AMBITIOUS GROWTH STRATEGY 2021-2026

BUSINESS OPPORTUNITIES

Several catalysts of growth and increased profitability



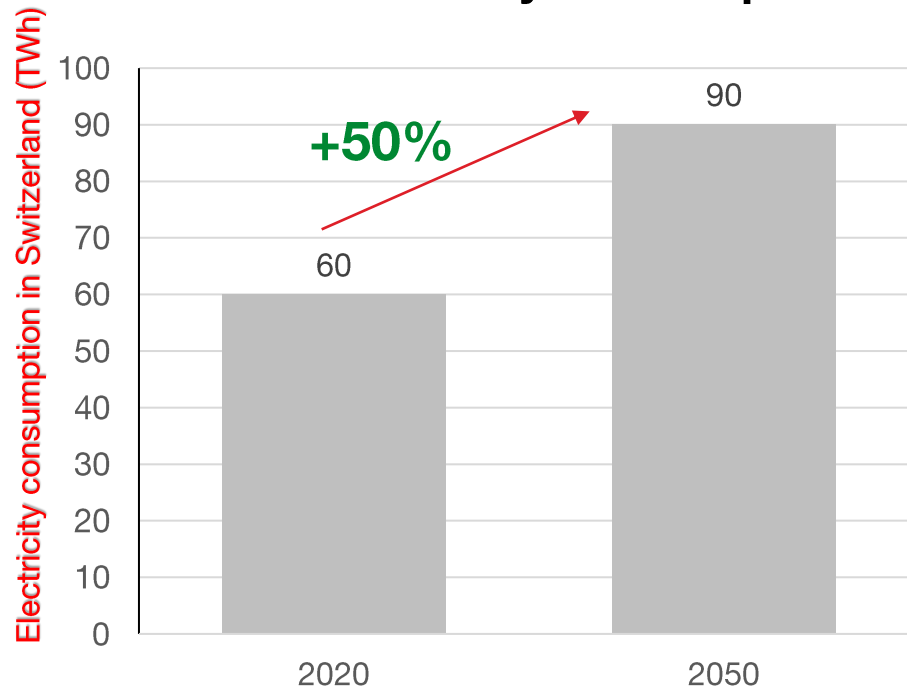
THE 2050 ELECTRICITY EQUATION

2050 Swiss Energy Strategy raises questions

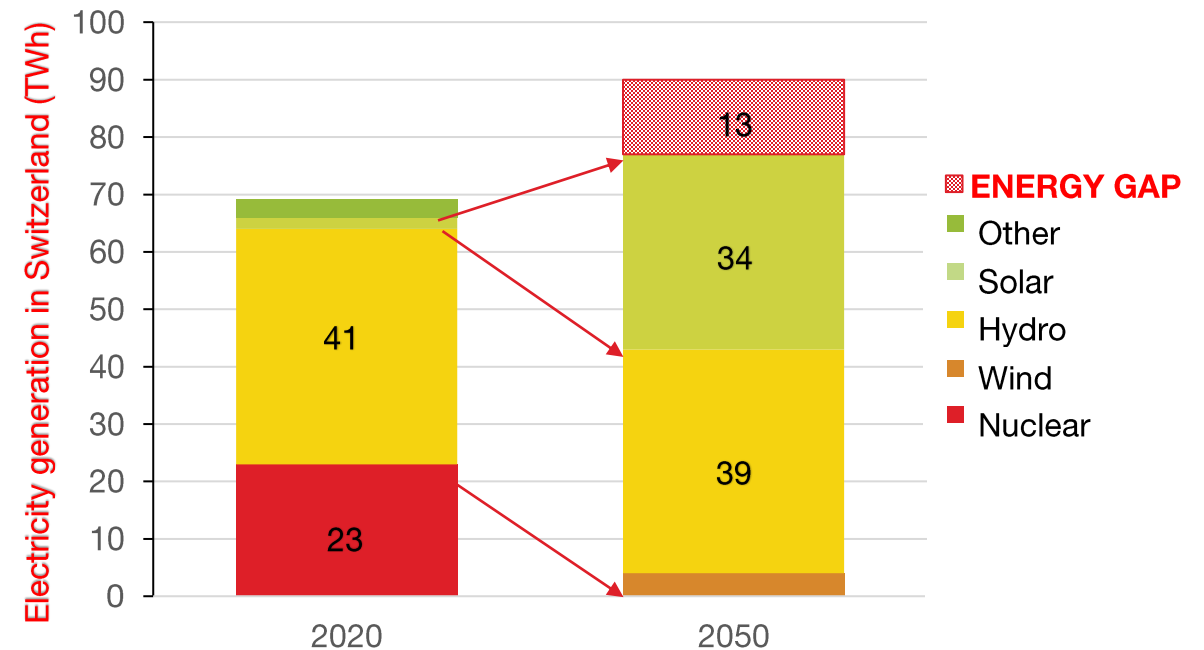
Price instability and threat to security of supply

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

Swiss electricity consumption

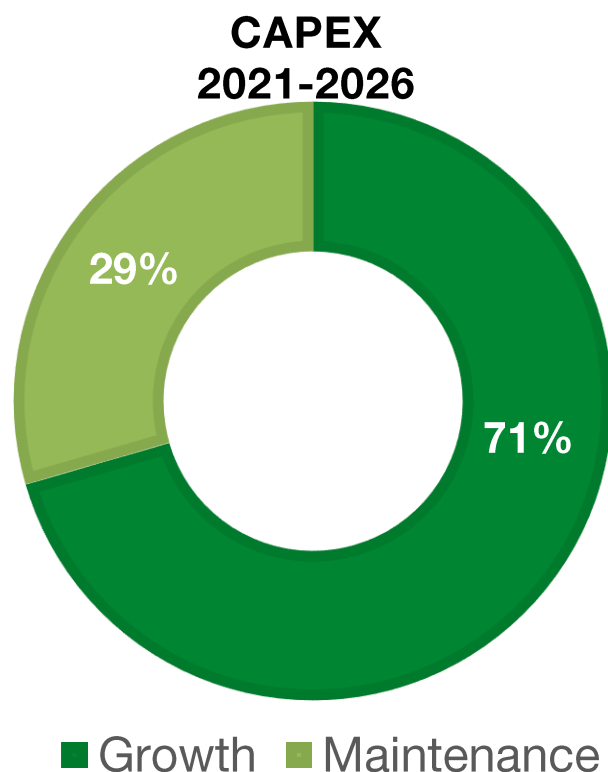


Generation



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

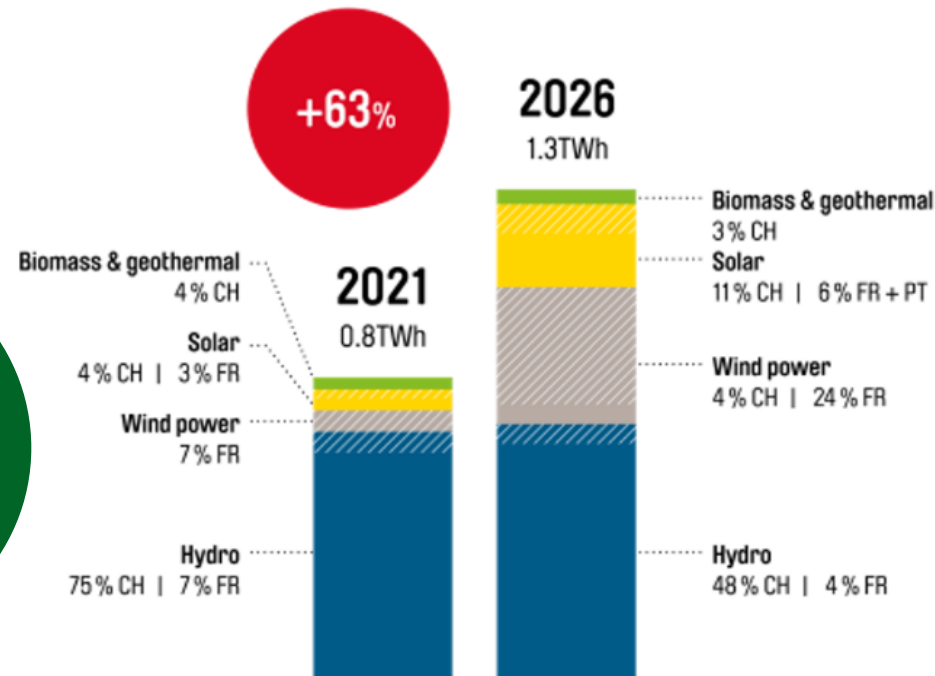
2021-2026 GENERATION GOALS

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

9 projects
won in 2021

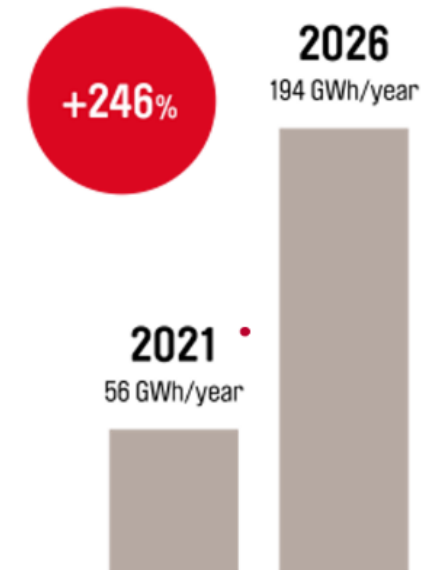
2021
+ 23 assets

Power generation



Expected change in 100% renewable production mix

Thermal generation



Growth in district heating
& geothermal

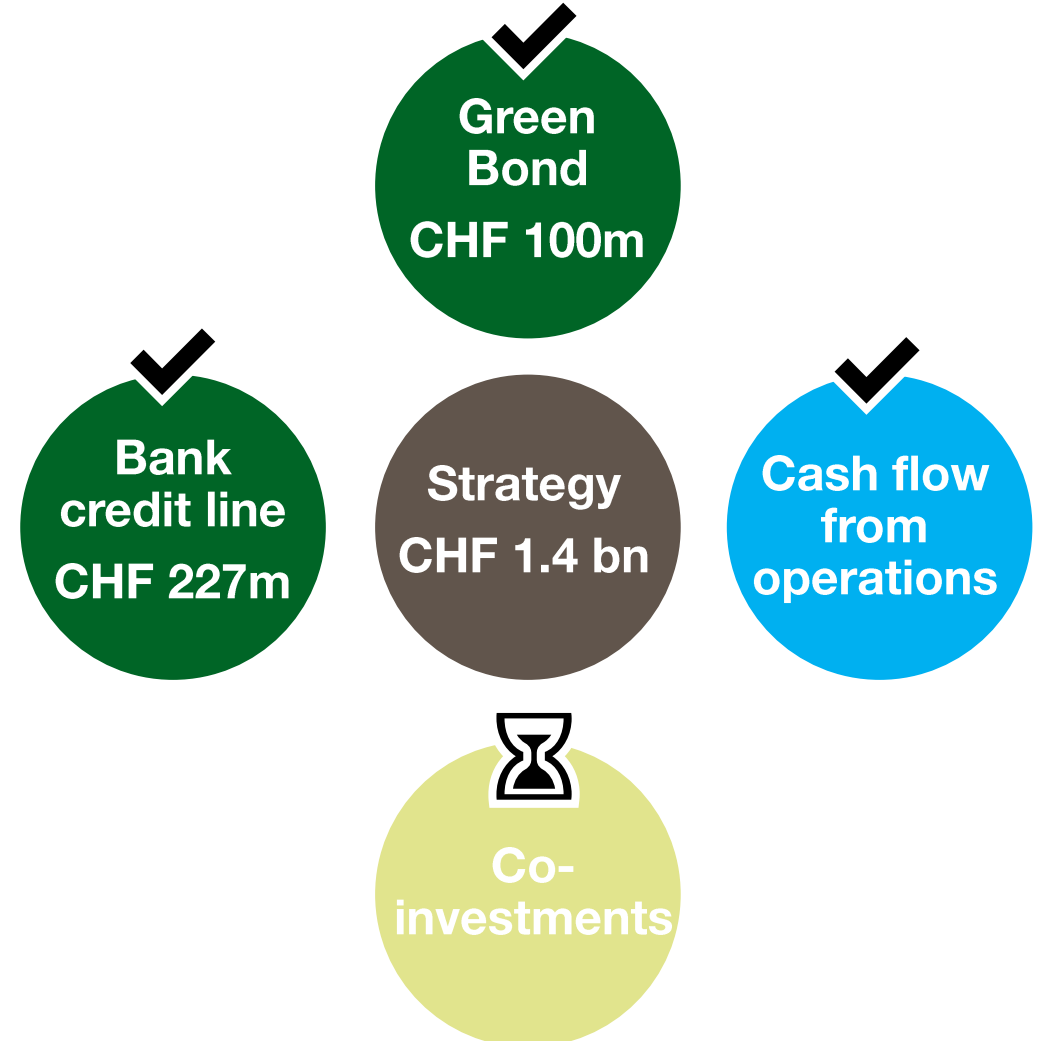
A WELL FINANCED STRATEGY

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

1 Cash flow generation of around CHF 150 mio per year

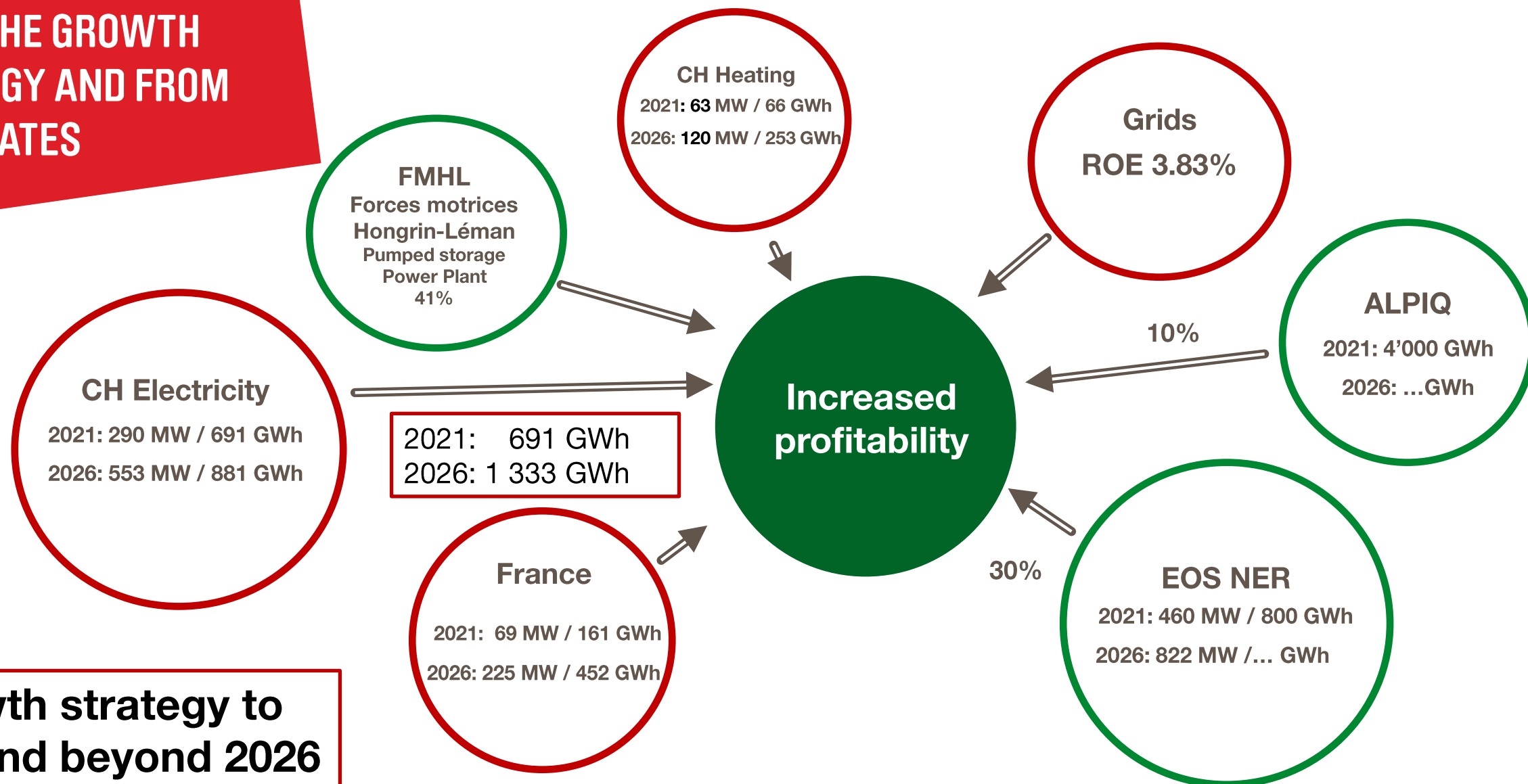
2 Secured green bond of CHF 100 mio

3 Secured credit lines of CHF 227 mio



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

Diversification, resilience and cash-flow generation



OUR SUSTAINABILITY APPROACH

Sustainability at the heart of Romande Energie

3 sustainable development pillars



CREATE LASTING VALUE FROM
SEVERAL SOURCES



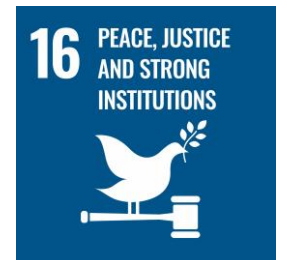
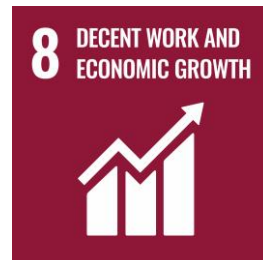
INCREASE STAKEHOLDER
BUY-IN



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 Swisstainable 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



Christian PETIT 

CEO

christian.petit@romande-energie.ch 

+41 21 802 97 00 