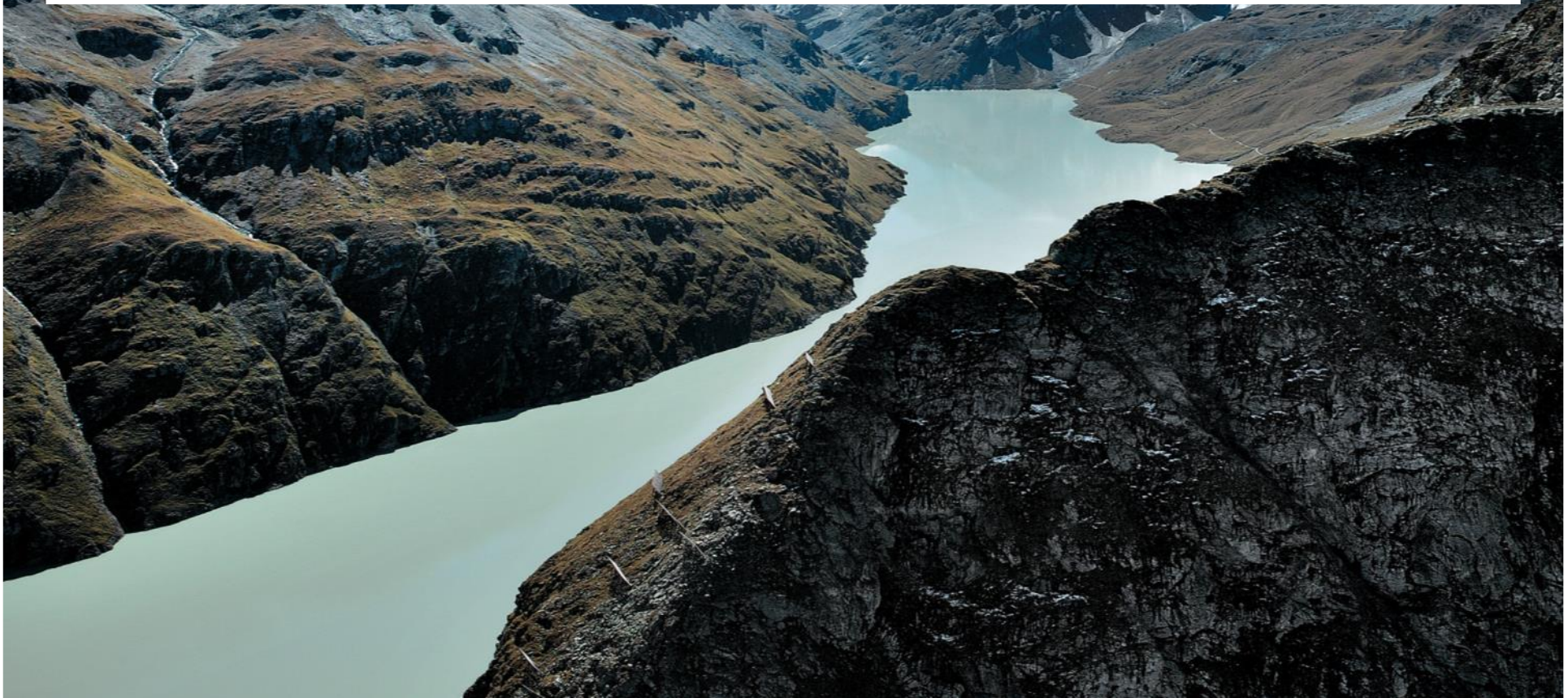


Annual Media Conference 2016

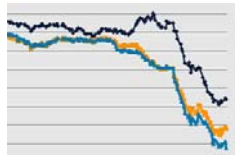
Alpiq challenged by low wholesale prices

ALPIQ

Olten, 7 March 2016



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Alpiq challenged by low wholesale prices



Cost reduction programme successfully implemented



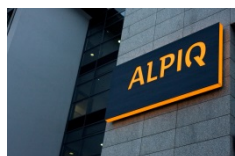
Further reduction of net debt



Targeted investments in Energy Services growth fields



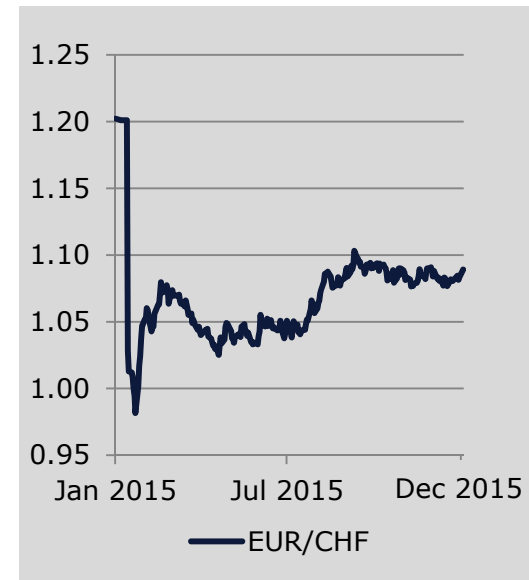
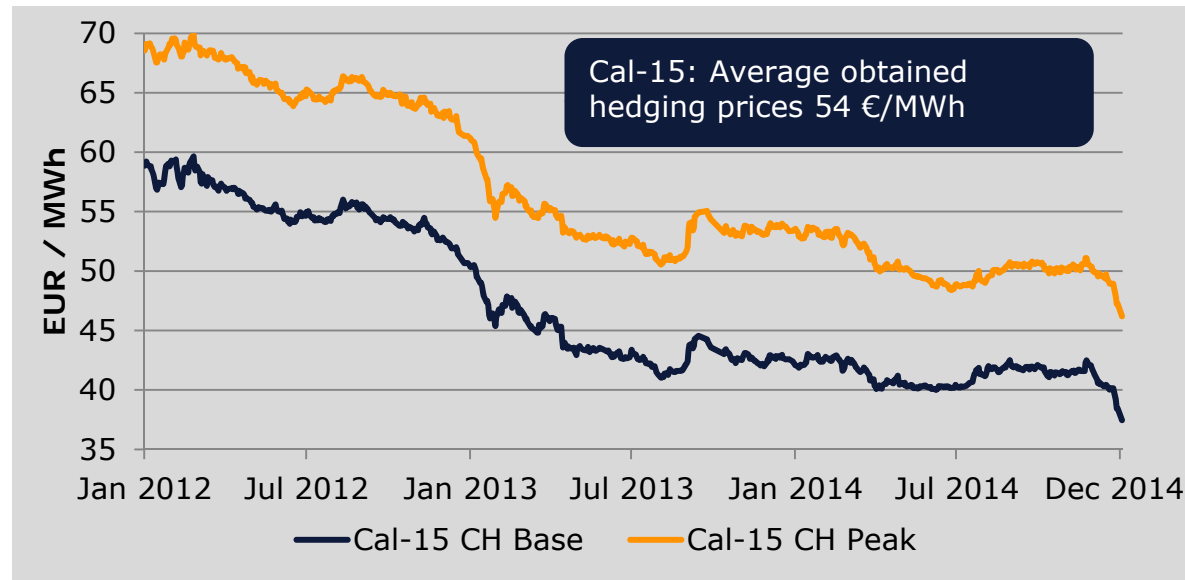
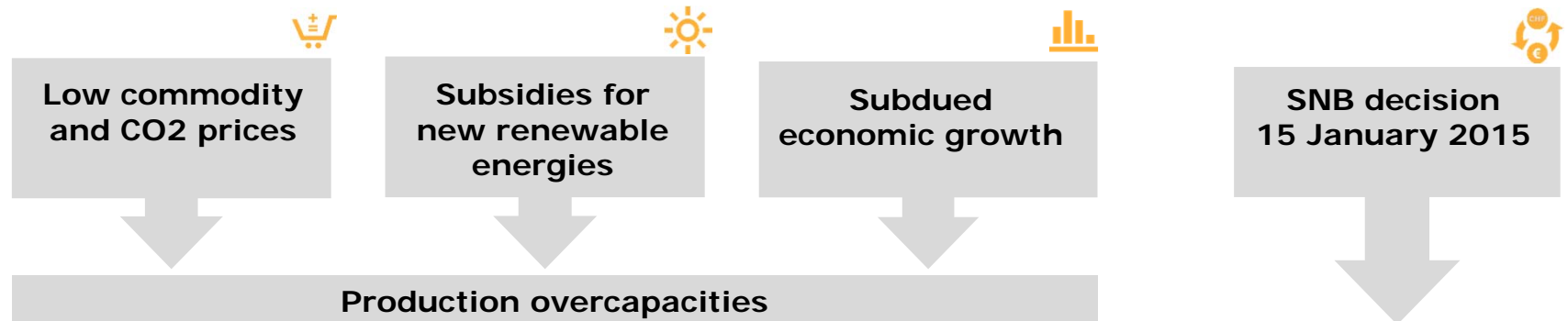
Structural measures established



BOD proposes no dividend payment to the Annual General Meeting

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Main drivers 2015



Pressure on Swiss power plants

-
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Generation

- ISO Certificate 55001: Cost reductions taking effect
- Portfolio streamlining: Complexity reduced and efficiency increased
- Pumped storage projects: FMHL+ and Nant de Drance on course



Commerce & Trading

- Origination and natural gas business: Expanded further
- 24/7 trading: Leading player in the Swiss energy market
- Eastern/South Eastern Europe: Leading position in cross-border trading



Energy Services

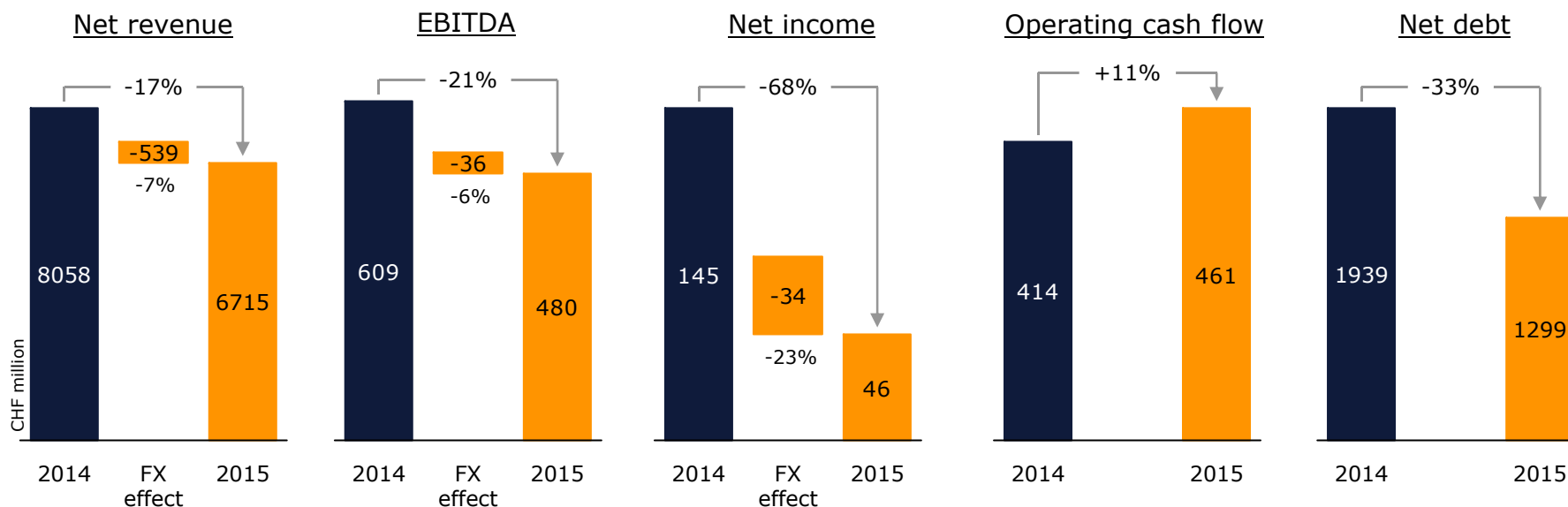
- EBITDA margin maintained; increased order volume
- Targeted investments; integration on course
- Further growth potential

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Appealing operating result despite a difficult environment



Operating result before exceptional items

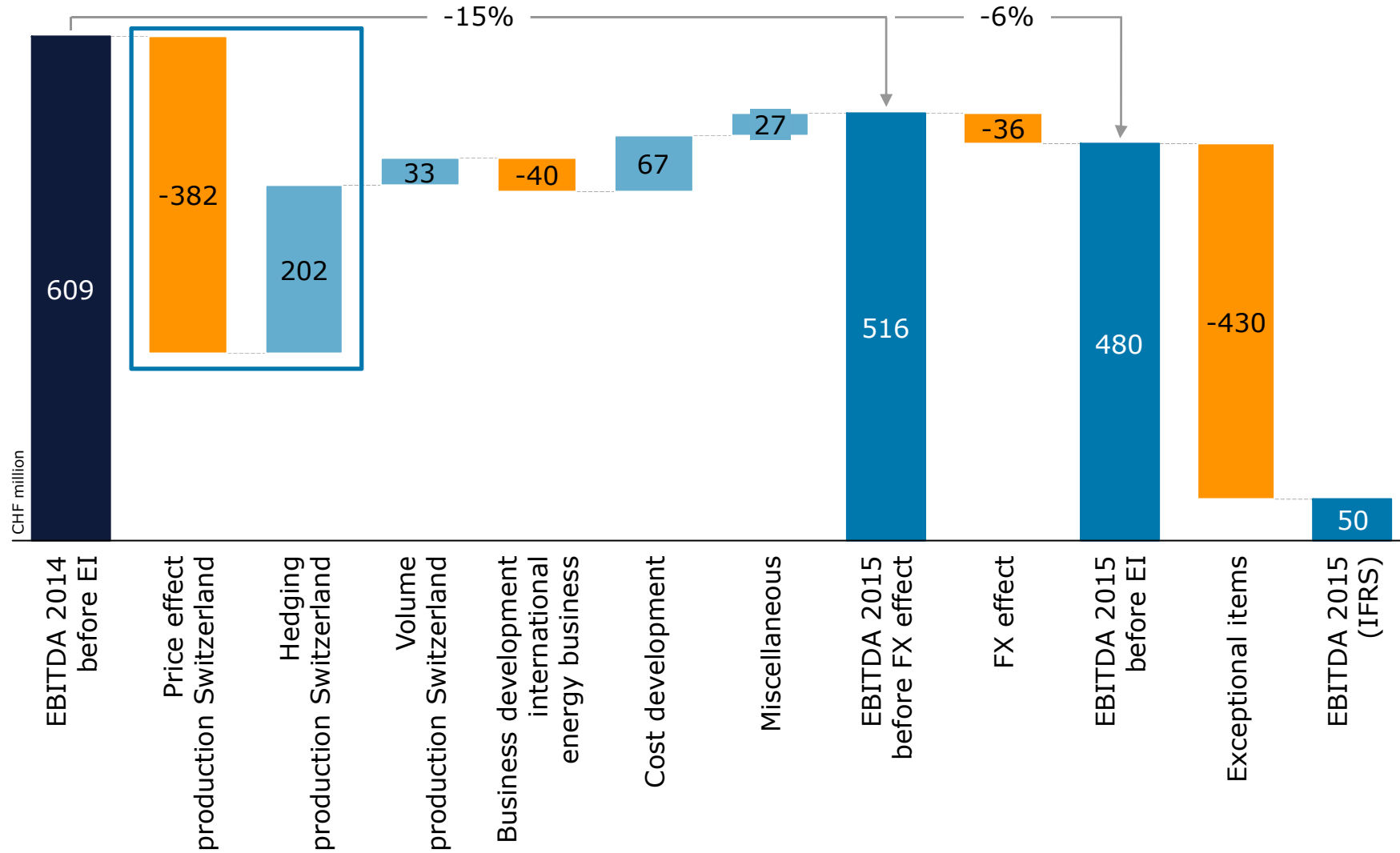


- Low wholesale prices and the strong Swiss franc burdened results
- Operating EBITDA comes in at CHF 480 million, which is CHF 129 million down year-on-year (thereof FX effect CHF 36 million)
- Net income is at CHF 46 million, down CHF 99 million due to strength of the Swiss franc and the poor performance of the nuclear funds
- Cash flow from operating activities amounts to CHF 461 million, which is CHF 47 million up year-on-year
- Net debt is at CHF 1,299 million, having been reduced by CHF 640 million through net working capital management and successful disposals

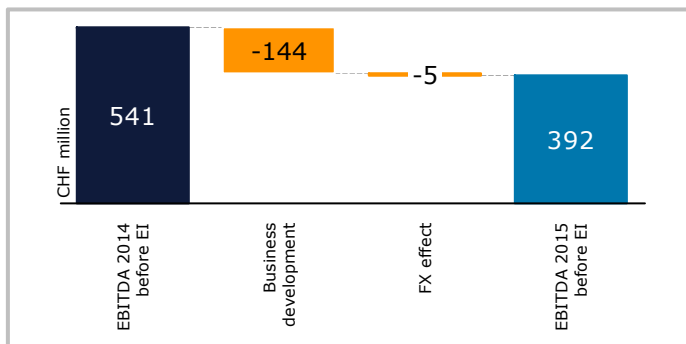
Development of EBITDA



Stringent cost management is having a positive impact

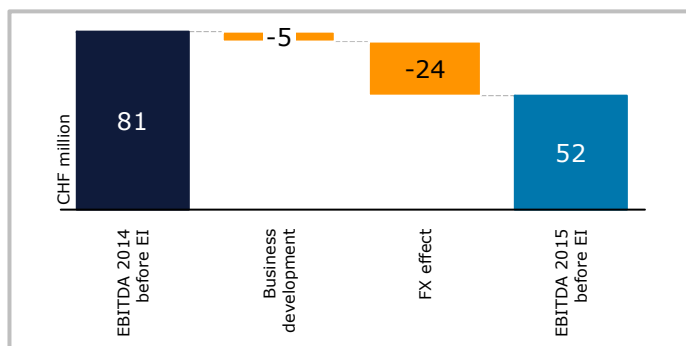


EBITDA development in the divisions



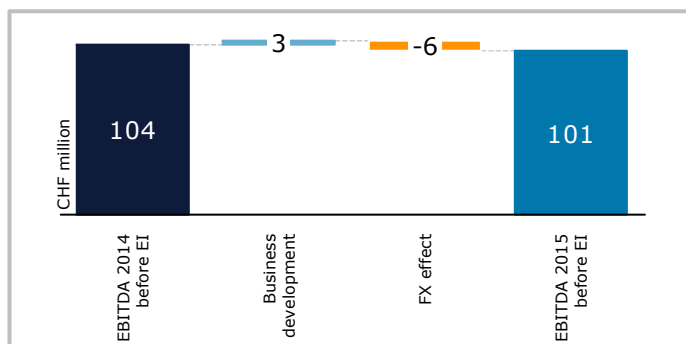
Generation

- Price-induced year-on-year decline of Swiss power plants
- International electricity generation business, adjusted for FX effects, is under year-on-year
- Renewable Energy Sources (RES) burdened by bad wind conditions
- Partially offset by positive volume effect from hydraulic power generation
- Stringent cost management is having a positive impact



Commerce & Trading

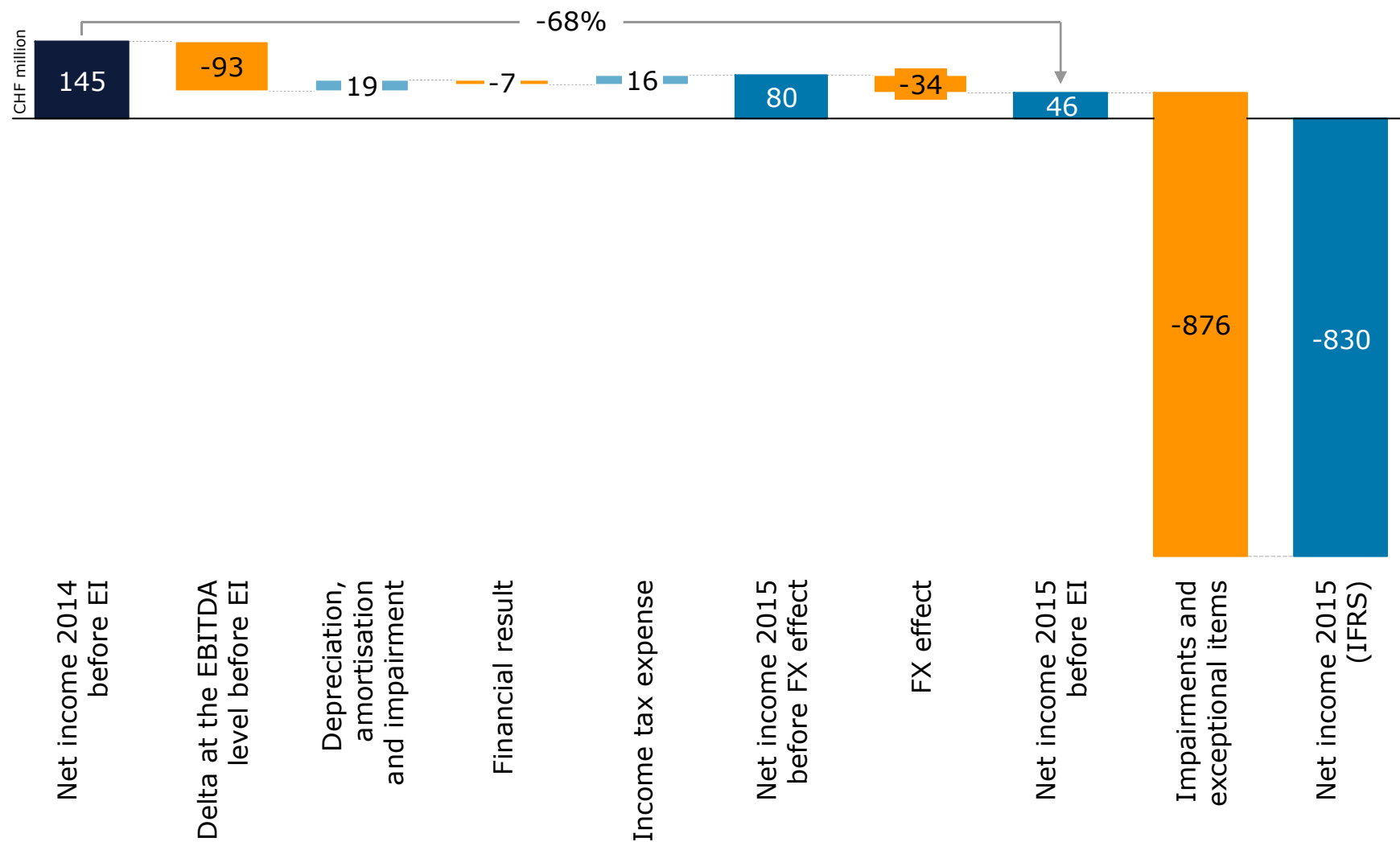
- Growing competition in the ancillary services markets puts pressure on international power plant optimisation
- The strong Swiss franc has a negative impact on the optimisation
- Wholesale business in Central and Eastern Europe, adjusted for FX effects, is on previous year's level
- International origination and natural gas business is being expanded further



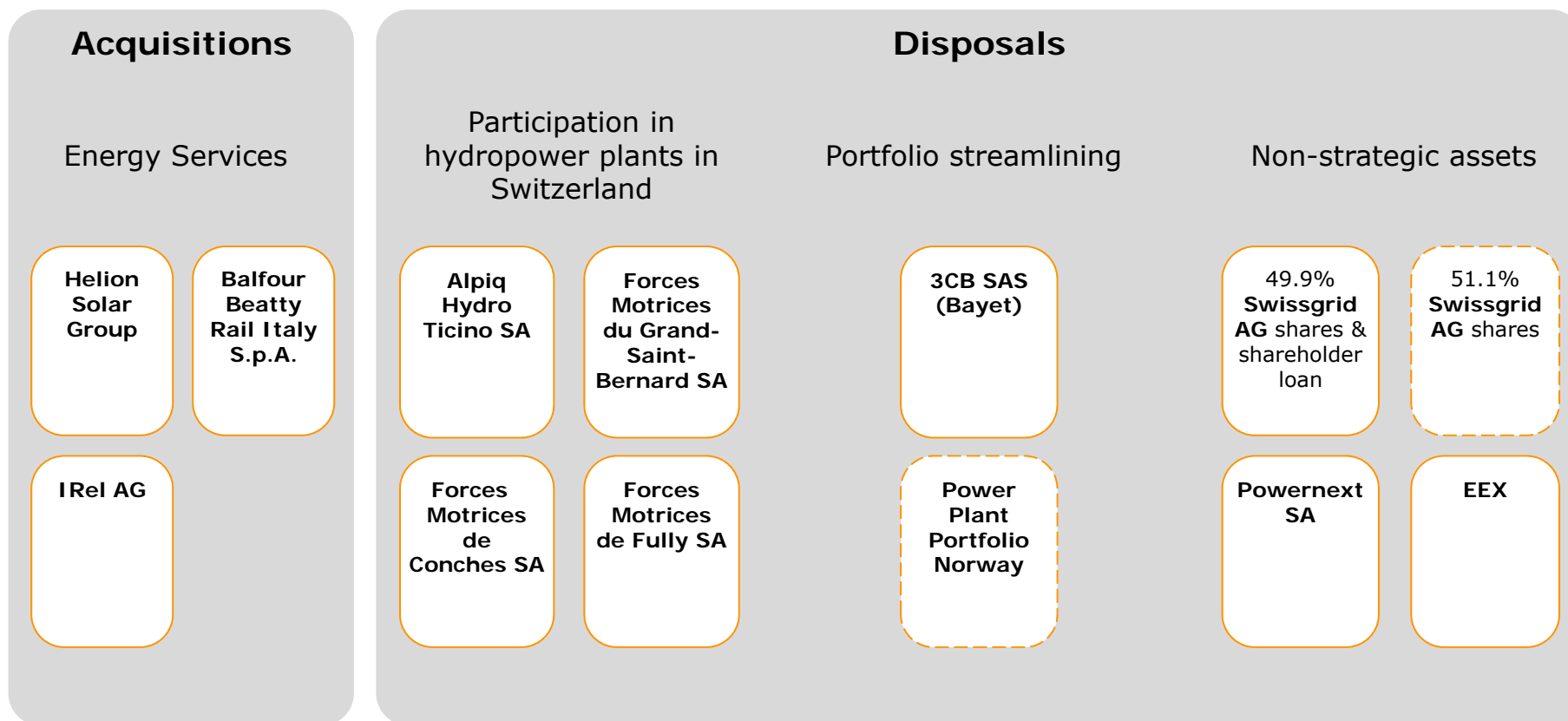
Energy Services

- Order inflows are up year-on-year
- Positive EBITDA development affected by FX effect
- EBITDA margin at 6.6% remains stable on previous year's level
- Integration of acquisitions on track

Development of net income



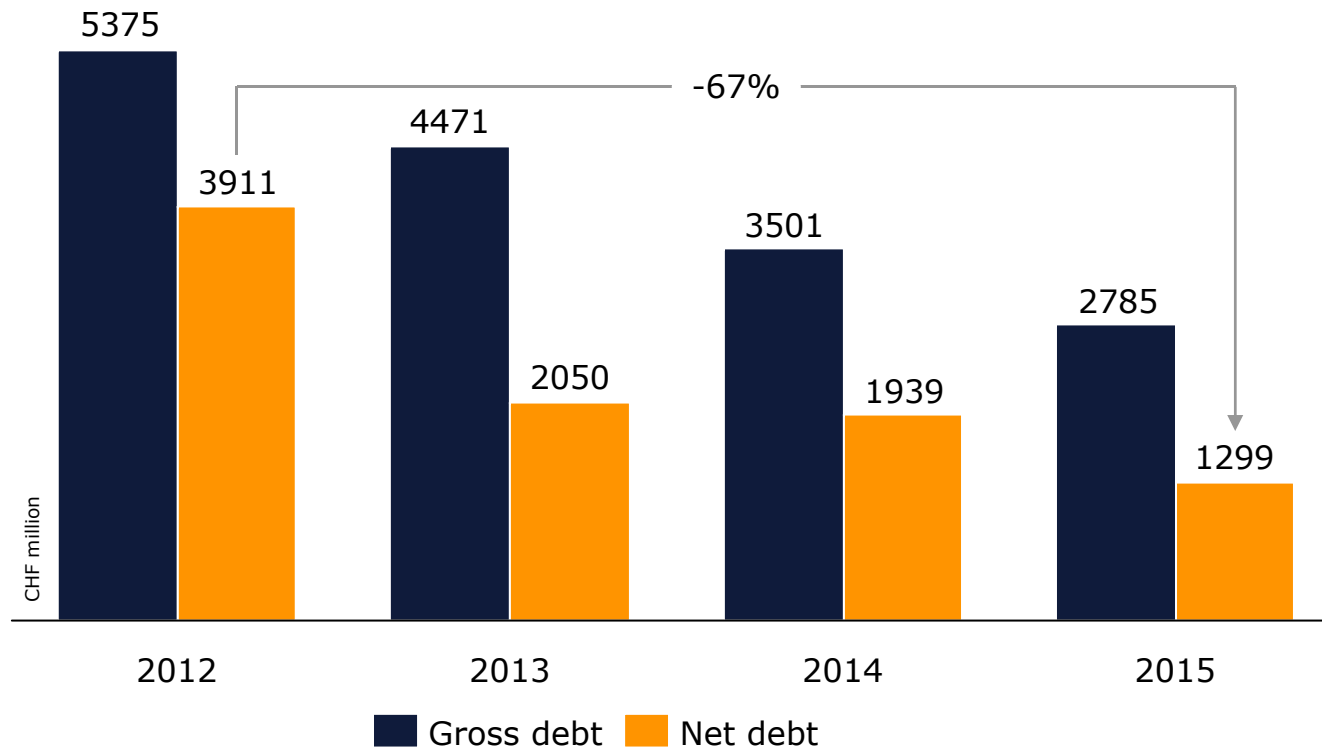
Acquisitions/disposals 2015



— Transactions signed & closed

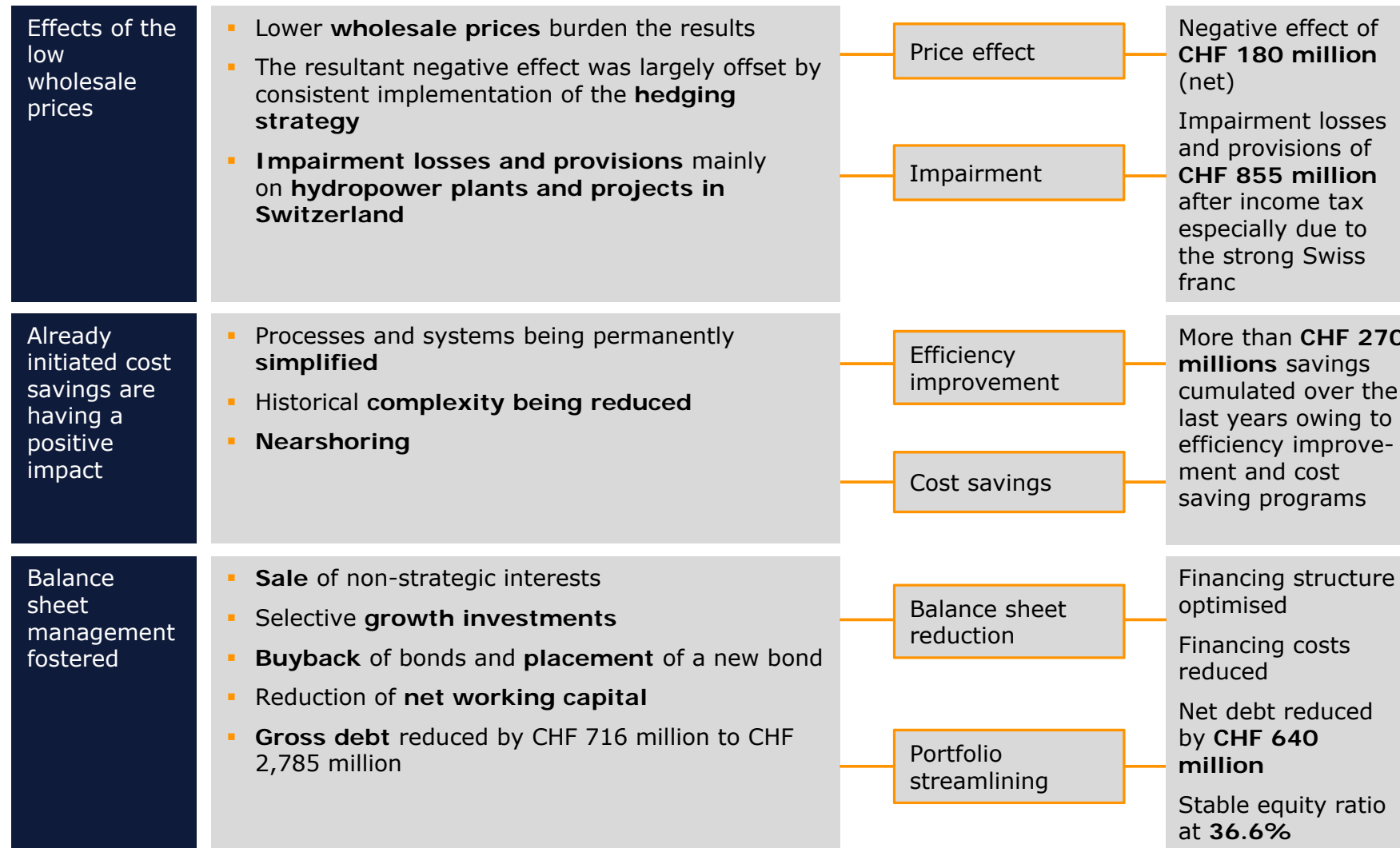
- - - Transactions signed; not yet closed

Continuous improvement of the debt situation



- Gross debt additionally reduced by CHF 165 million owing to bond buyback
- Sound liquidity of around CHF 1.5 billion (previous year: CHF 1.6 billion)
- Net debt further reduced by CHF 640 million to around CHF 1.3 billion
- Net debt/EBITDA before exceptional items is at a stable 2.7x (previous year: 3.2x)

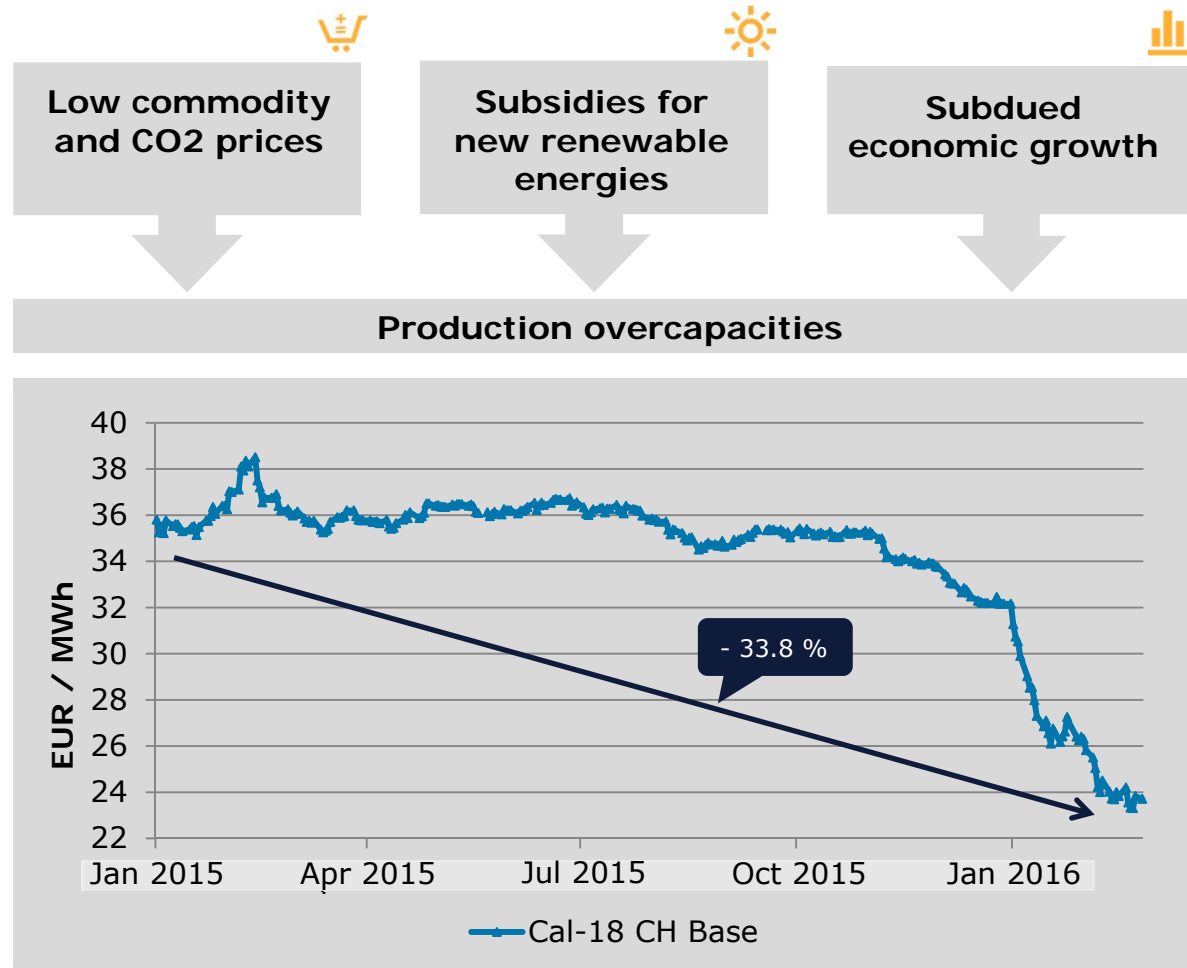
Follow through with stringent cost and balance sheet management to maintain capital market viability



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Group transformation

Wholesale prices drop once again



Pressure on Swiss power plants intensified

Group transformation: Regulatory framework conditions distort the market



Group transformation

Structural measures



Opening up to 49% of the hydropower portfolio

- Reduce dependency on wholesale prices
- Domestic and foreign investors
- Swiss utilities



Divestment of non-strategic assets

- Portfolio streamlining
- Reduce complexity, increase efficiency



Commerce & Trading, Energy Services

- Both areas with innovative solutions
- Cost leader
- Growth potential

Ensuring capital market viability

Hydropower portfolio

- Attractive, flexible hydropower portfolio
- Large storage capacity, suitable for ancillary services
- Installed capacity: approx. 2,700 MW
- Average annual production: approx. 5 TWh



12 storage power plants

- 2,500 MW capacity



1 pumped storage power plant

- 94 MW capacity



5 run-of-river power plants

- 120 MW capacity

Recognise Swiss hydropower as a renewable energy



- Structure duties more flexibly
- Review financing models
- Introduce time-limited market premium
- Quota model as option in the long term

You ask. We answer.



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Organisation at 31 December 2015



- 1) Member of the Executive Board
- 2) Richard Rogers succeeded Andreas Richner as Head Communications & Public Affairs a.i. on 4 February 2016.
- 3) The Strategy & Development functional unit was wound down as of 31 January 2016.

Financial Calendar 2016



7 March 2016	Annual Results 2015 Annual Results Media and Financial Analyst Conference
28 April 2016	Annual General Meeting of Alpiq Holding AG
26 August 2016	Interim Results 2016 Media Breakfast and Analyst Conference Call

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In particular, these include statements regarding management goals, financial result trends, profit margins, costs, returns on equity, risk management or the competitive situation, and which are speculative in their nature. Terms such as "expect", "assume", "target", "goals", "projects" "intend", "plan", "believe", "attempt", "estimate" and their variations, as well as similar expressions, serve to clarify long-term statements. These statements are based on our current assessments, as well as certain assumptions, and, therefore, bear risks and uncertainties to some degree.

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