



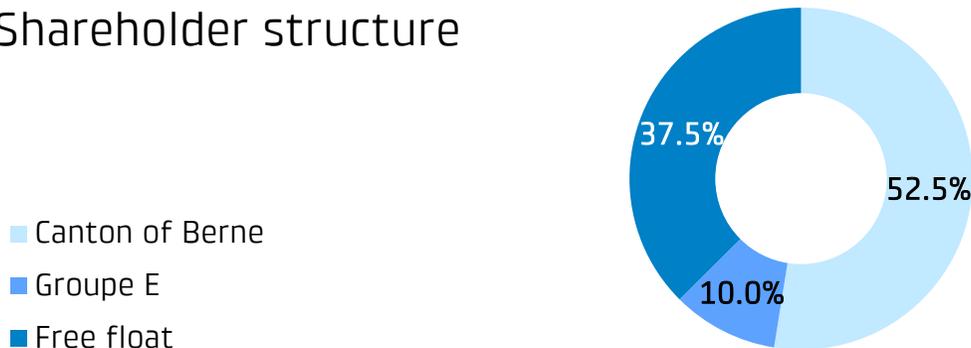
# Well-positioned in attractive markets

ZKB Swiss Equity Conference, Zürich, 6. November 2019  
Ronald Trächsel, CFO BKW

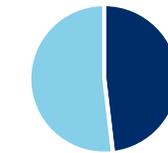
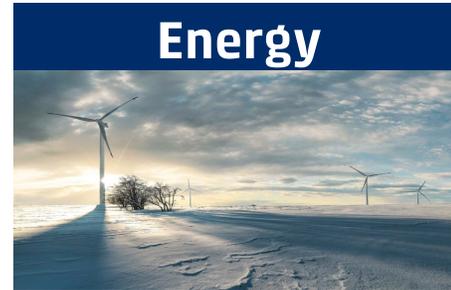
# Facts & Figures 2018

Operating revenue	CHF 2.7bn
EBIT	CHF 0.4bn
Operating cash flow	CHF 0.4bn
Liquidity	CHF 1.0bn
Equity ratio	39%
Employees	~9'500 FTE

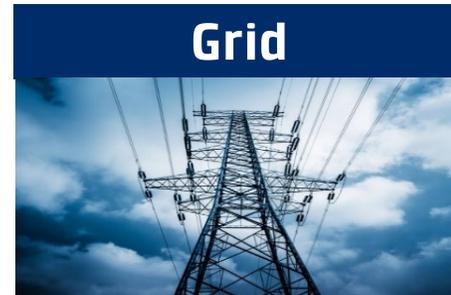
## Shareholder structure



## Business areas



~900

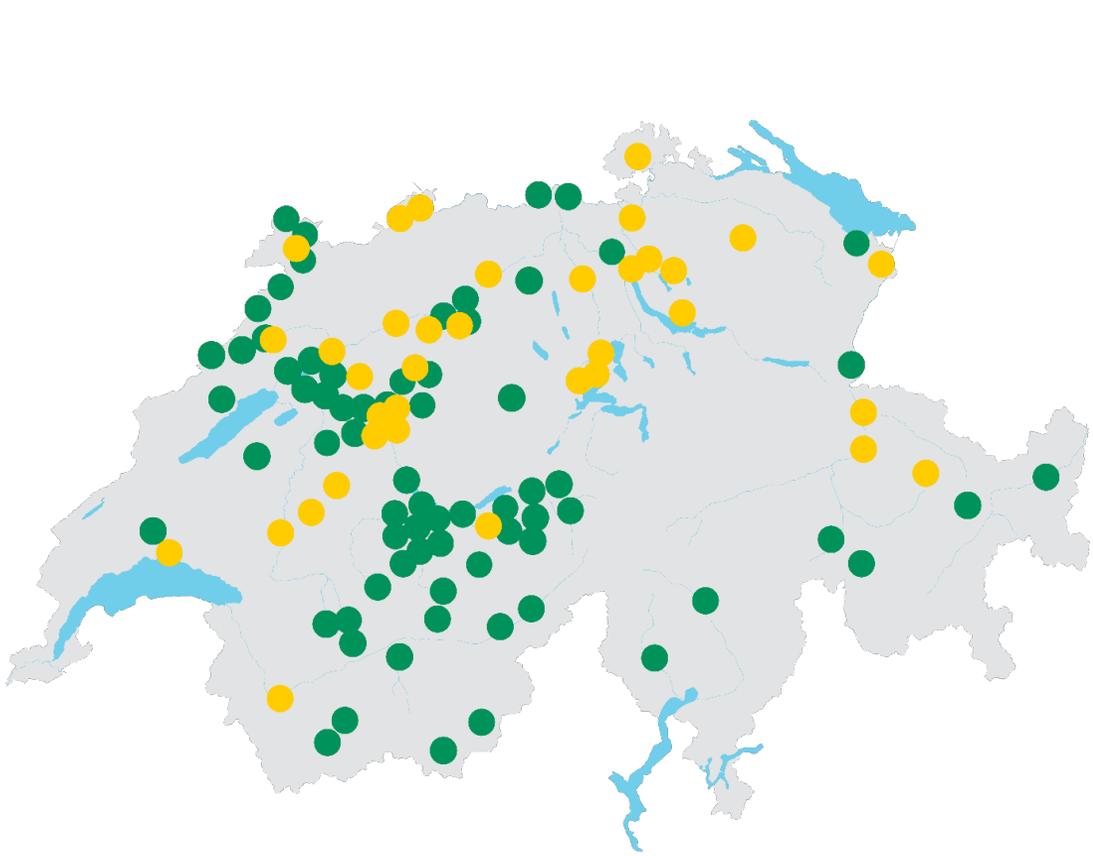


~700

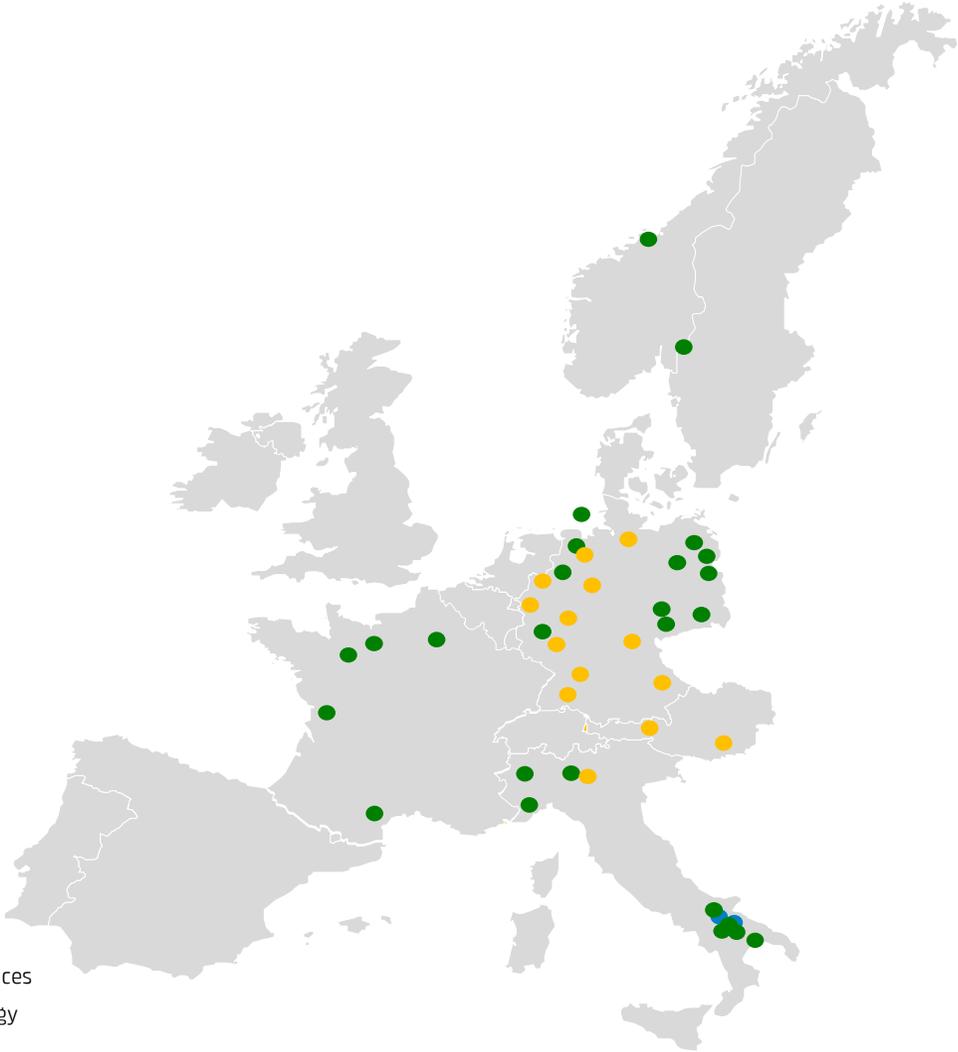


~7'500

# Growth in Switzerland and in international markets



- Services
- Energy



- Services
- Energy

# BKW business areas

## Energy



Generation (capacity: ~3'700 MW), trading, sales

Revenue:	CHF 1,300m
EBIT:	CHF 140m
Employees:	900 FTE

## Grid



Distribution grid: ~22'000km

Revenue:	CHF 550m
EBIT:	CHF 190m
Employees:	700 FTE

## Services

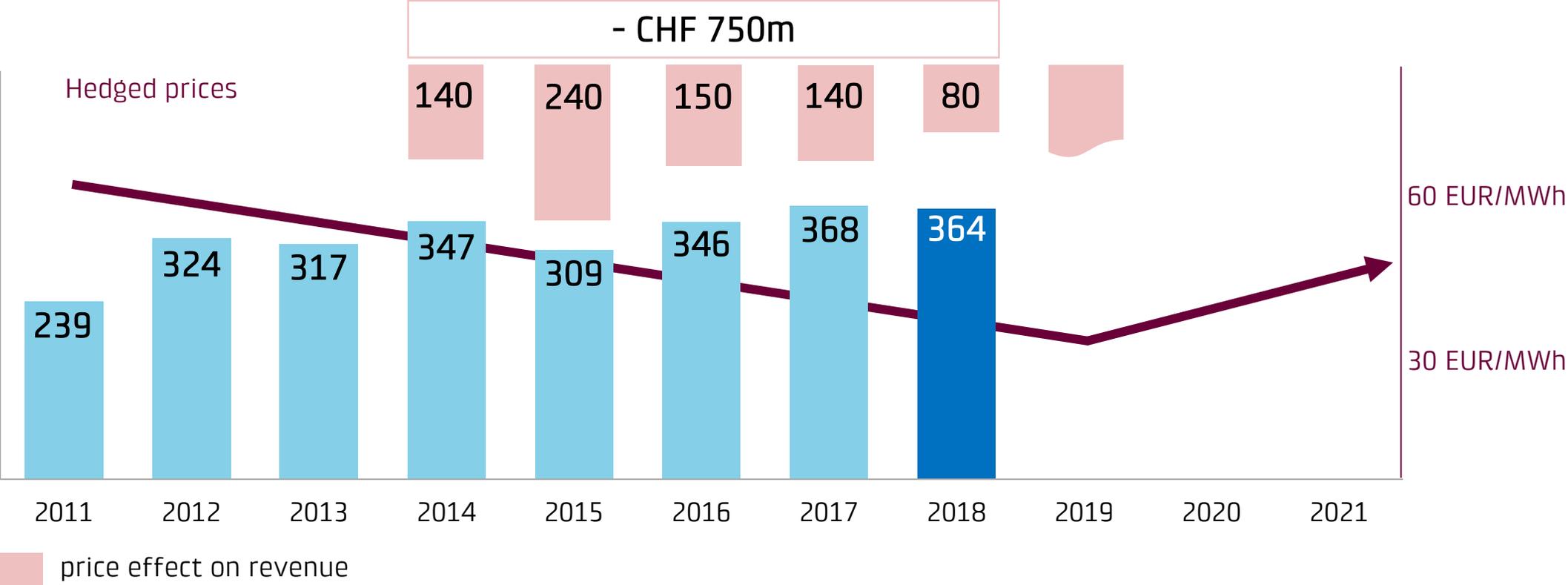


Services around infrastructure

Revenue:	CHF 880m
EBIT:	CHF 60m
Employees:	~7,500 FTE

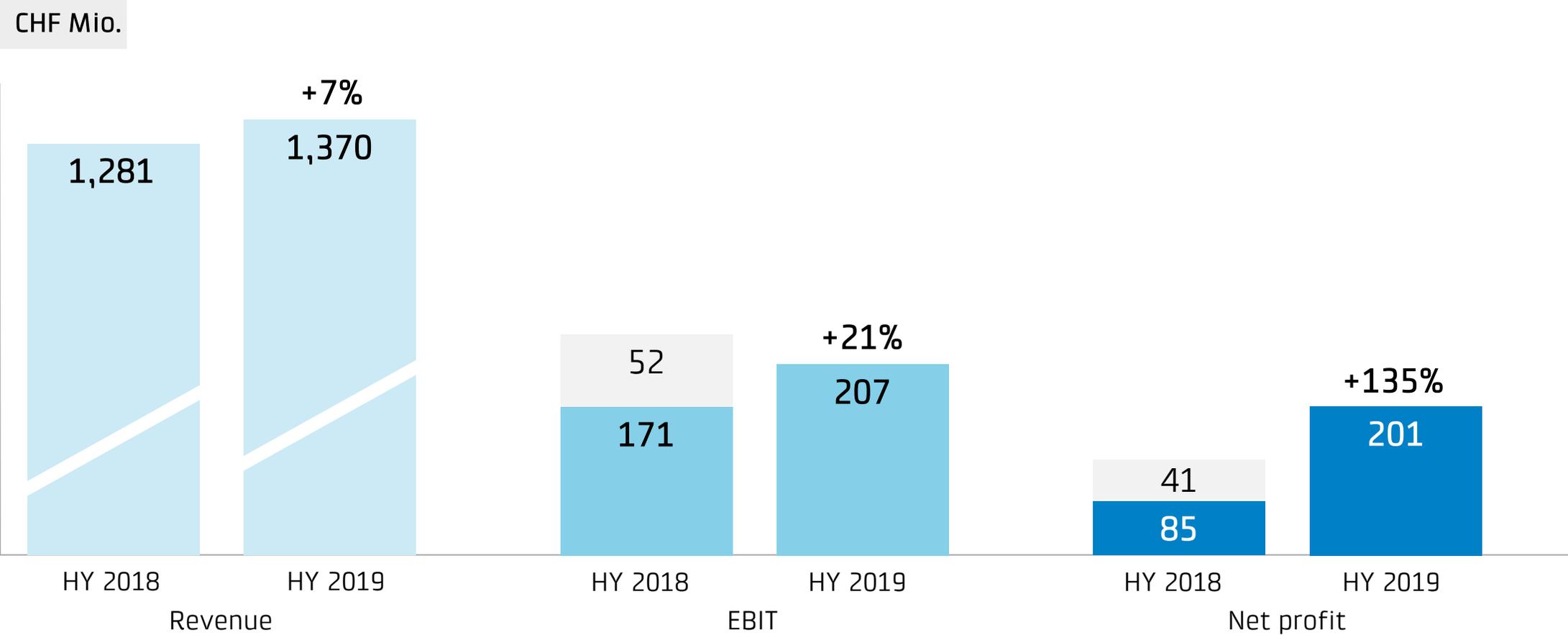
# EBIT development (comparable) / price effect on revenue

CHF m



Negative price effect on revenue (CHF 750m since 2014) largely compensated on EBIT-level

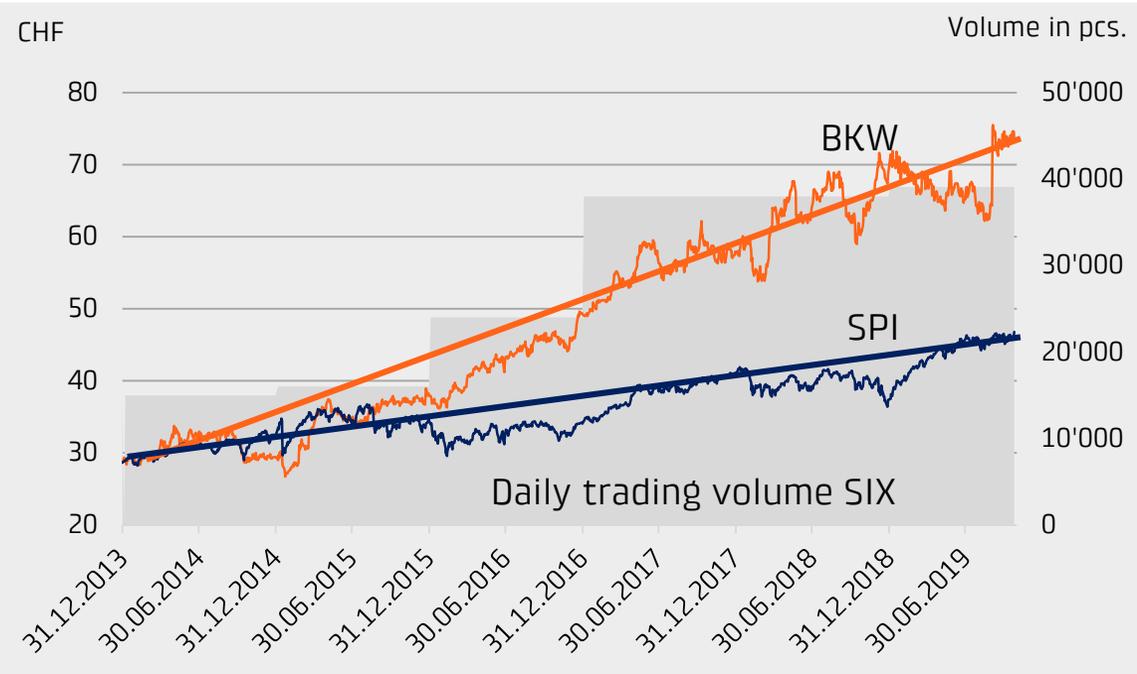
# Strong half-year figures: guidance FY 2019 increased



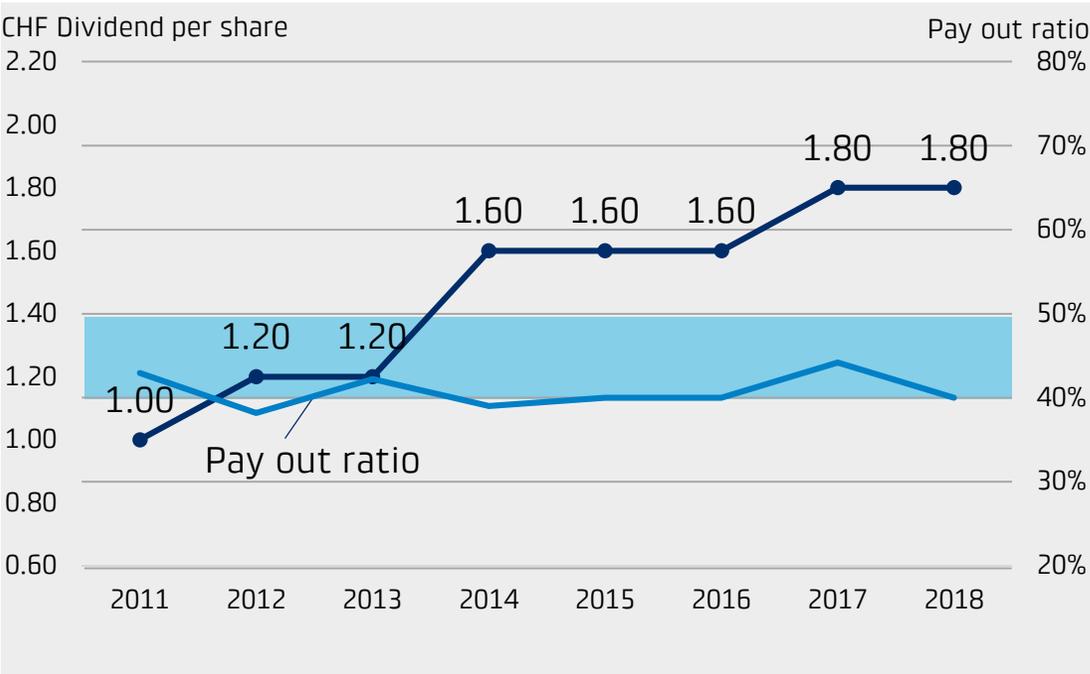
Significant increase on all levels

# Share price development and dividends

## Share price



## Dividends



Annual total shareholder return of 25% since implementation of strategy

Strategy

# BKW growth strategy contributes to society needs and sustainability

Megatrends lead to growing needs for BKW expertise in attractive and expanding markets

Climate change

A photograph showing parched, cracked earth with small green plants growing in the crevices, symbolizing the effects of climate change.

Urbanisation

An aerial view of a densely packed urban area with colorful buildings and a mix of architectural styles.

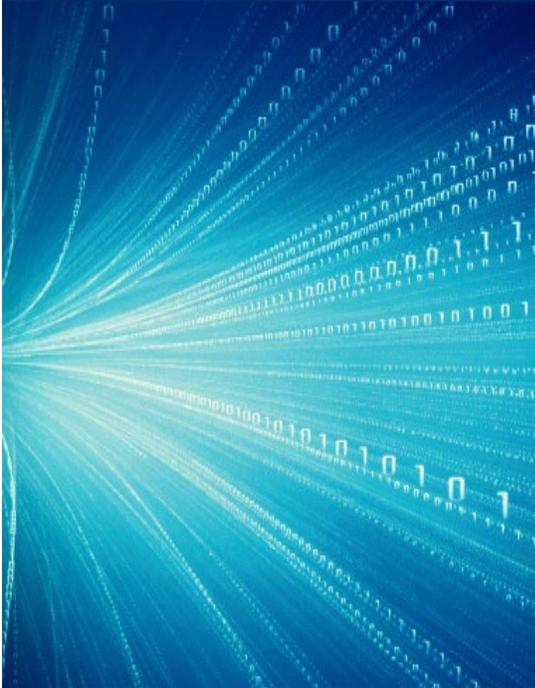
Digitalisation

A person's hands holding a smartphone, with a futuristic digital interface overlaid, showing data points and glowing lines.

Renewables and infrastructures for an energy hungry world

A landscape view of several wind turbines in a field under a cloudy sky, representing renewable energy infrastructure.

Flexibility for volatile and decentralised energy

A digital graphic showing glowing blue lines and binary code (0s and 1s) flowing across the screen, representing data and energy flexibility.

Resource efficiency for urban living and infrastructures

A night-time aerial view of a city with lights reflecting on a body of water, illustrating urban living and infrastructure.



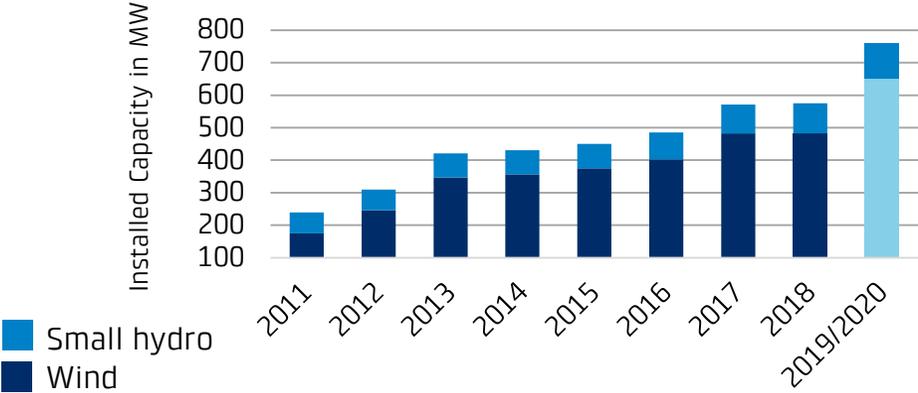
Renewables &  
infrastructures  
for an energy  
hungry world

# Strong renewables portfolio

## Strong position in large scale hydro production

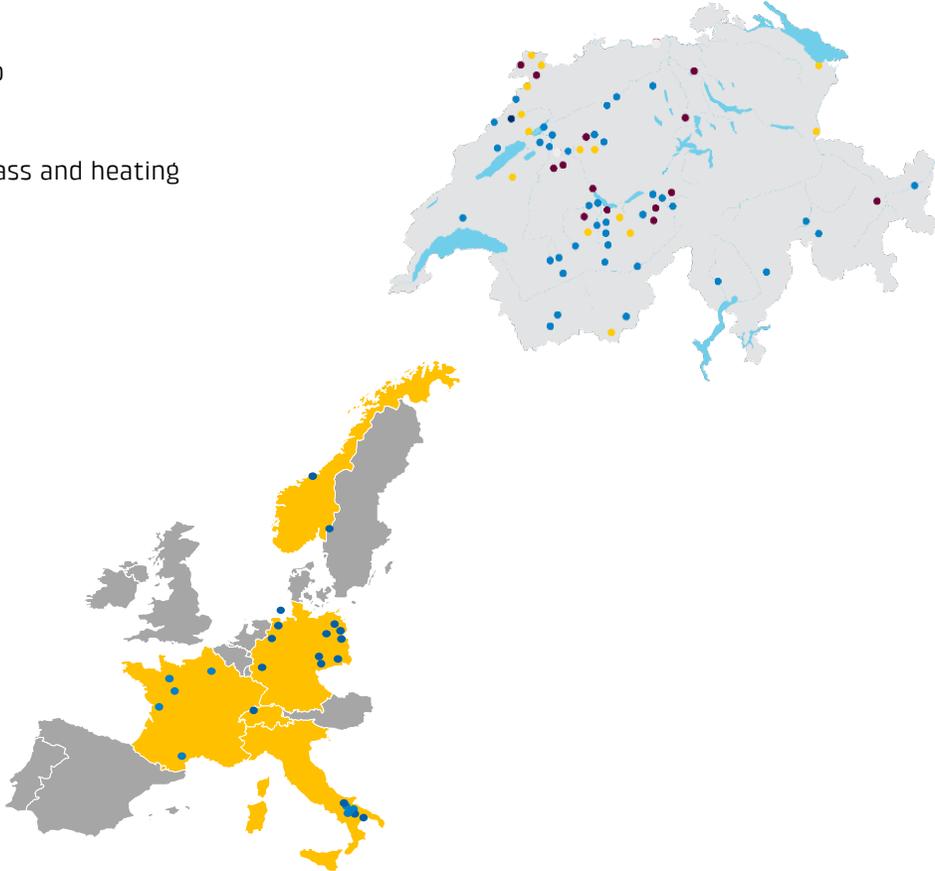
- Installed capacity: 1'600 MW
- Production volume per year: 3.5 TWh
- Run-of-river, storage and pump-storage power plants

## Growth in wind and small hydro



## Diversified portfolio of renewable energy production (regulation / weather impact)

- Hydro
- PV
- Wind
- Biomass and heating



# BKW is the first SIX-listed company to launch a green bond in CHF

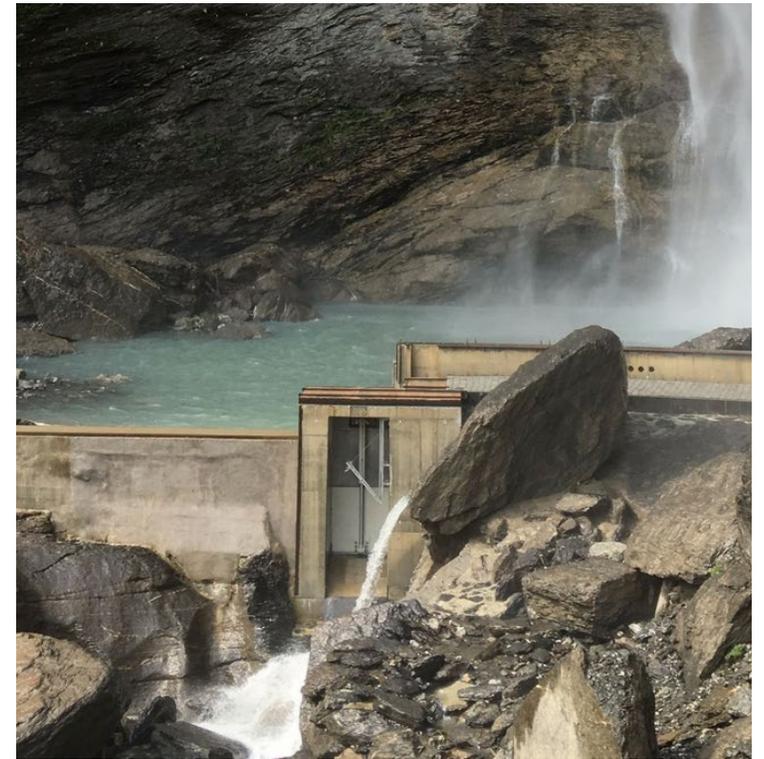
Wind parks in Norway



Wind parks in France



Small hydro power plants in Switzerland



Strong demand in the financial market: BKW green bond was 4.5 times oversubscribed

# Nuclear power plant Mühleberg decommissioning: major project risks mitigated



Installed capacity: 373 MW  
 Production volume p.a.: ~3 TWh

 Project plan on time

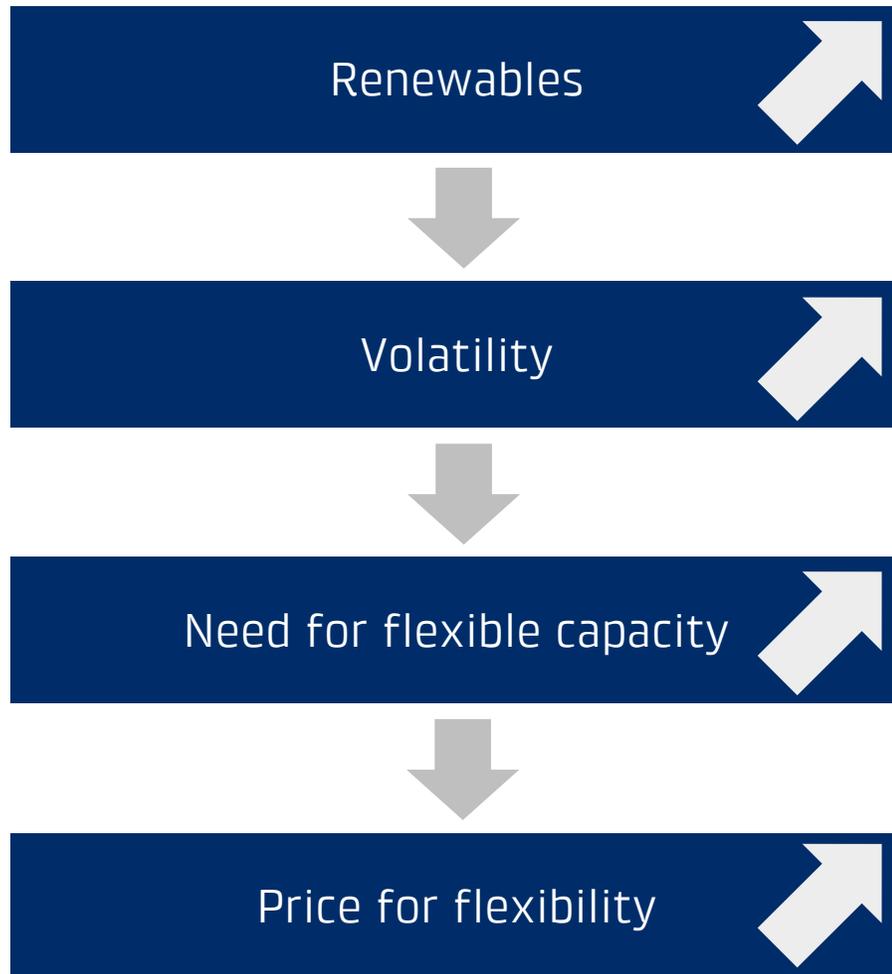
Phase	Cost estimation	Provision as at 30.06.19
Decommissioning	CHF 0.9bn	CHF 0.9bn
Disposal	CHF 1.4bn	CHF 0.7bn
<b>Total</b>	<b>CHF 2.3bn</b>	<b>CHF 1.6bn</b>



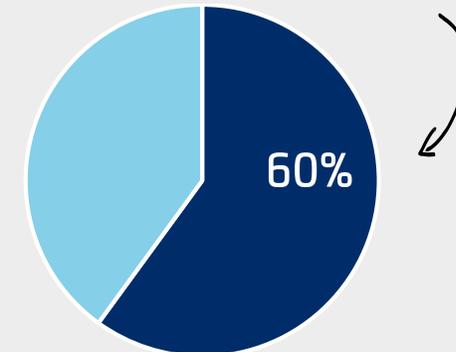


Flexibility for  
volatile and  
decentralised  
energy

# BKW's flexible power plants increase value creation



## High share of flexible energy production



Capacity installed and under construction: 3.2 GW

High share of flexibility market in Switzerland due to

- Advantageous geographical location  
→ competitive prices
- High flexibility

# Trading competence generates value from volatile markets

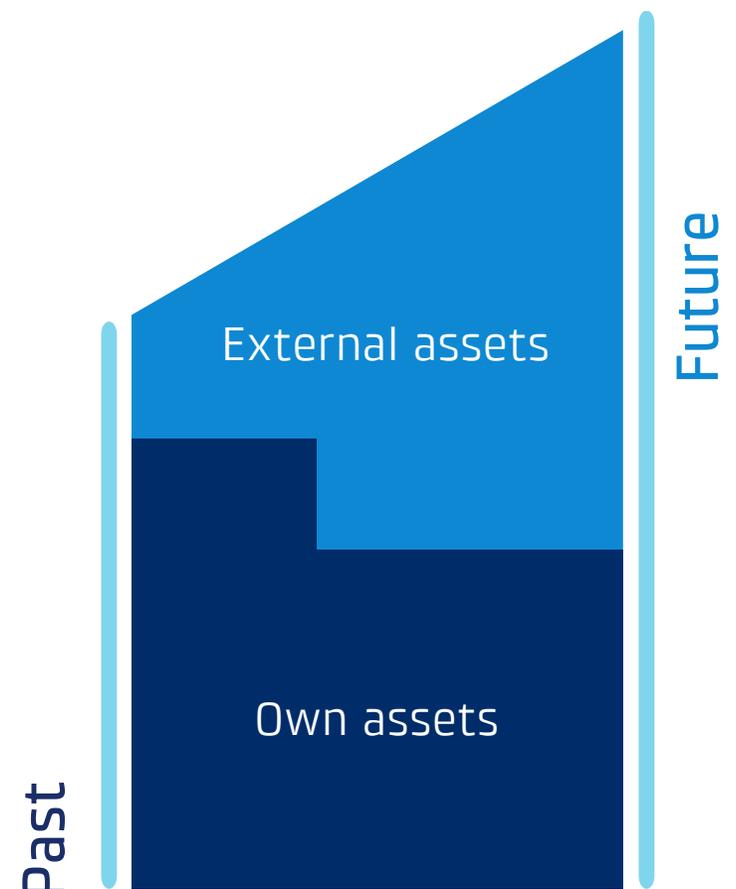
Increasing focus on short-term trading



Inflexible assets made flexible

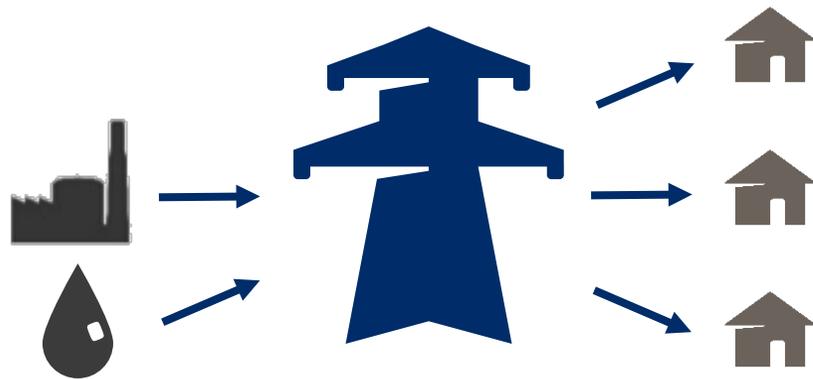


Trading services increase tradeable portfolio

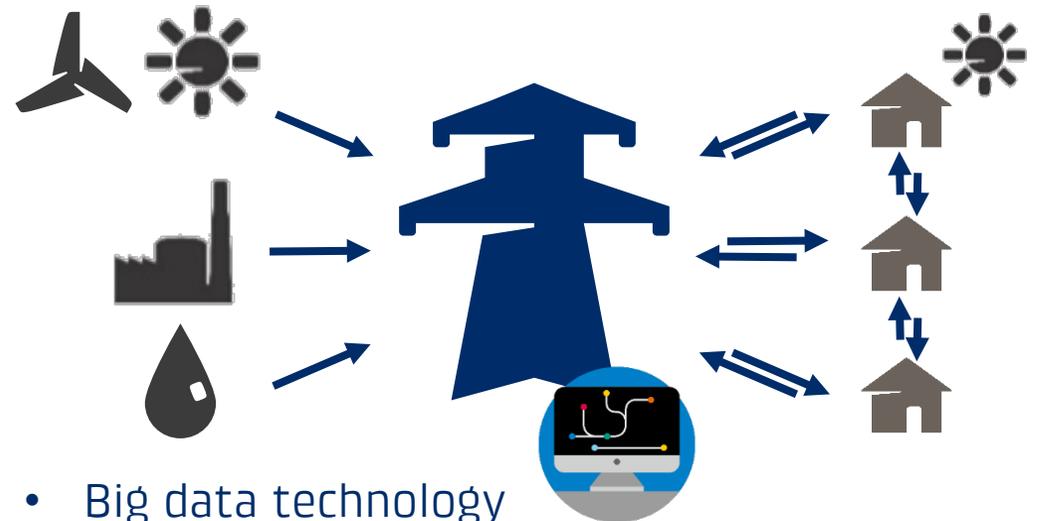


# Grid technology for decentralised energy systems

Past



Future



- Big data technology
- Communications technology for smart meters

Flexibility for BKW's and third party grids

An aerial night photograph of a city, likely Oslo, Norway, showing a dense urban landscape with numerous lights from buildings and streets. The city is situated on a hillside overlooking a body of water. A large blue circle is overlaid on the right side of the image, containing white text.

Resource  
efficiency for  
urban living and  
infrastructures

# BKW Services portfolio

## Engineering



planning/ consulting	installation	maintenance
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Energy, infrastructure and environmental projects

Revenue 2018: CHF ~300m  
 Employees 11.2019: ~3,000

## Infra services



planning/ consulting	installation	maintenance
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Electricity, water and telecom grids

Revenue 2018: CHF ~220m  
 Employees 11.2019: ~1,300

## Building solutions



planning/ consulting	installation	maintenance
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Integrated services around buildings

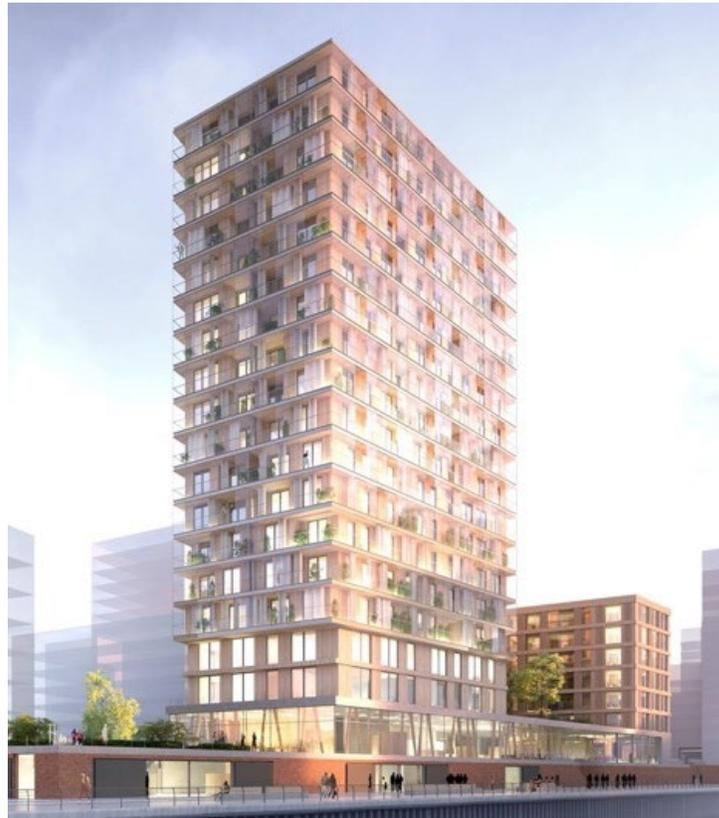
Revenue 2018: CHF ~300m  
 Employees 11.2019: ~3,200

# Competencies in BKW network of services enable intelligent, comprehensive infrastructure solutions

Innovative building solutions



Intelligent urban planning

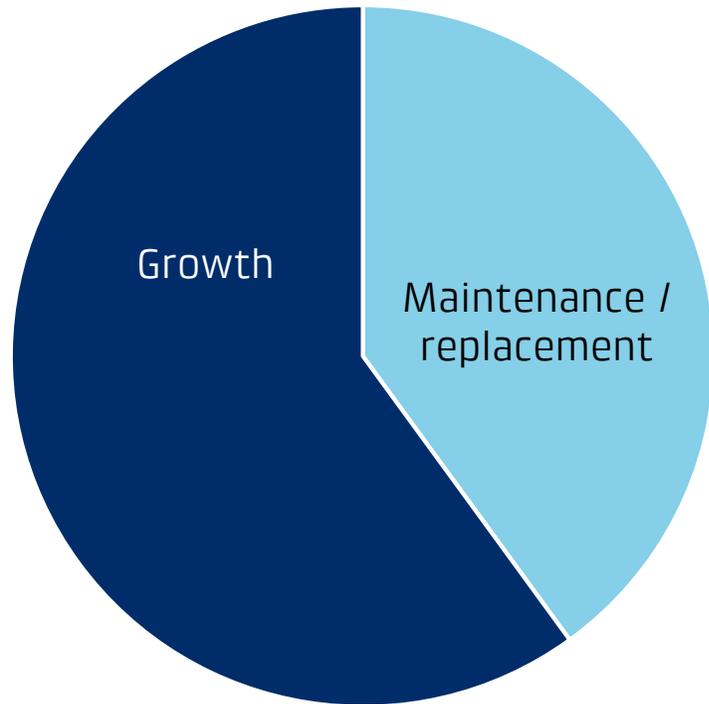


Smart infrastructures

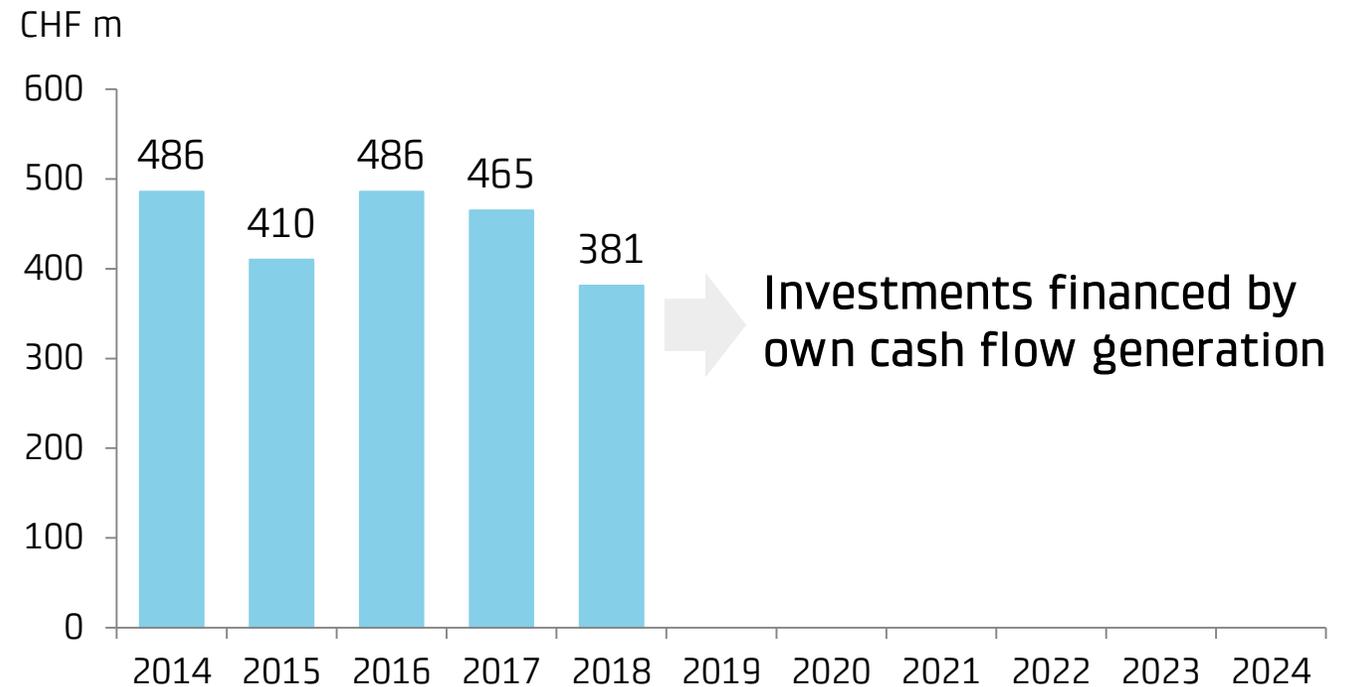


# Strategy execution: investments in growth, financed by own funds

CHF 2bn until 2024

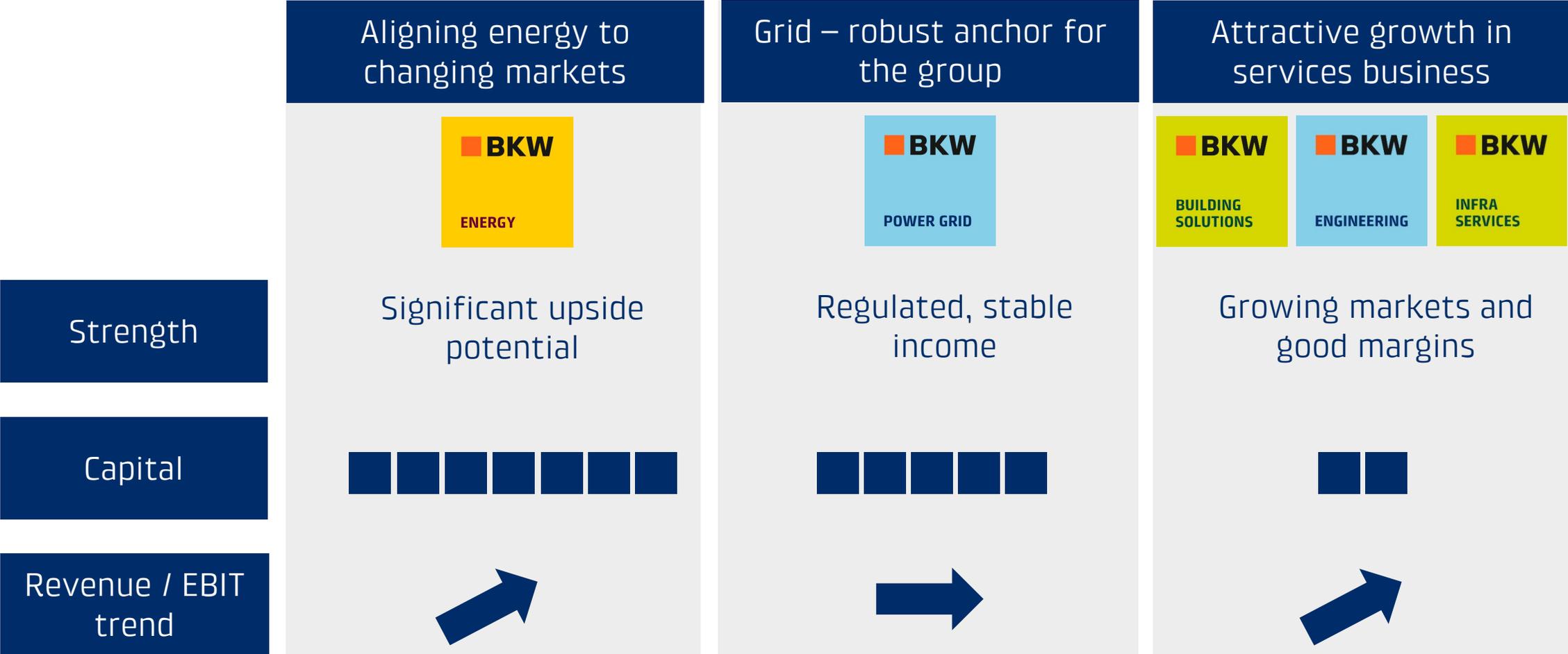


Funds from operations



Significant investment program – growth in services and renewable energies

# BKW strong business model: growth and robustness



Questions?



# Disclaimer

This presentation contains forward-looking statements which are made on the basis of current expectations and assumptions. These forward-looking statements involve certain risks and uncertainties that could cause actual results to differ materially from those contained in the forward-looking statements. Potential risks and uncertainties include, among others, such factors as market and economic conditions, governmental regulations, competitive conditions, interest rates and fluctuation in currency exchange rates. Although BKW believes that its expectations reflected in any such forward-looking statement are based upon reasonable assumptions, it can give no assurance that those expectations will be achieved. BKW undertakes no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise.