

A photograph showing two workers in yellow safety vests and hard hats on a rooftop. One worker is in the foreground, holding a large solar panel above his head. Another worker is in the background, looking towards the camera. The roof is covered with rows of solar panels, and mountains are visible in the distance under a cloudy sky.

Analyst and Media
Conference HY 2022

Zurich, 06.09.2022

Half-year result 2022



Outlook and Strategy update

HY 2022: BKW with good half-year result

Revenue

CHF 2.3bn

+37%

EBIT

CHF 330m

+46%

Operating Net Profit

CHF 191m

+35%

High energy prices and the further expansion of the Services business characterize BKW's HY 2022

BKW continues its growth trajectory

Energy Growth



- Acquisition of wind farms in France with installed capacity of 106 MW
- Key renewables projects: Trift, Grimsel, Jeanbrenin and Tramelan

Services Growth



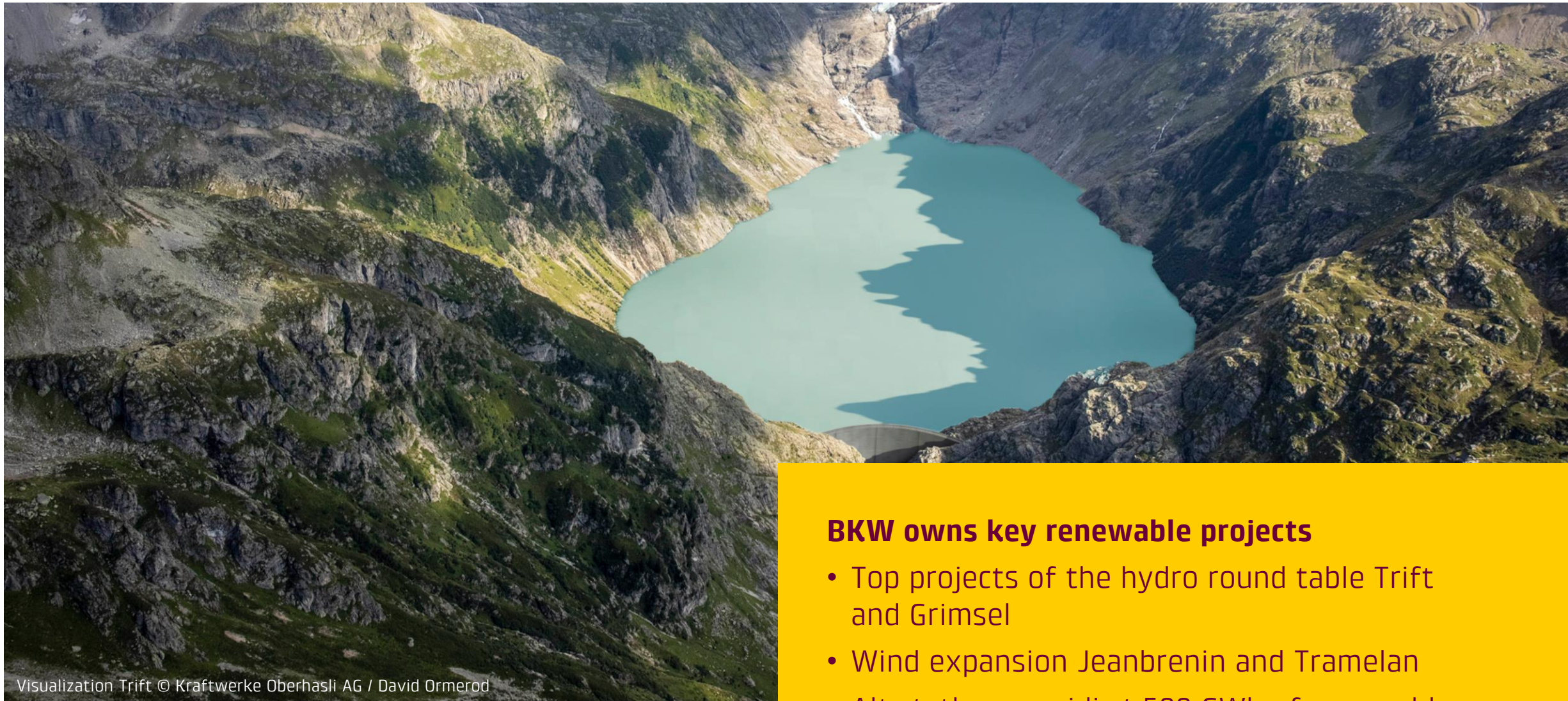
- Acquisition of UMB
- Switzerland-wide provider in the field of photovoltaic with Solstis

Grid Stability



- Grid merger BKW, AEK and onyx as of January 2022

Renewable in every way: BKW focuses on hydro, wind and photovoltaic – with integrated solutions and a stable power grid



Visualization Trift © Kraftwerke Oberhasli AG / David Ormerod

BKW owns key renewable projects

- Top projects of the hydro round table Trift and Grimsel
- Wind expansion Jeanbrenin and Tramelan
- Altogether providing 500 GWh of renewable Swiss energy



Acquisition of Solstis

- Expansion of photovoltaic in Switzerland
- Important contribution to the energy future



© BKW

Grid merger BKW, AEK and onyx as of January 2022

- Stable power grid for the energy transition
- Modernization and digitalization of the grid infrastructure

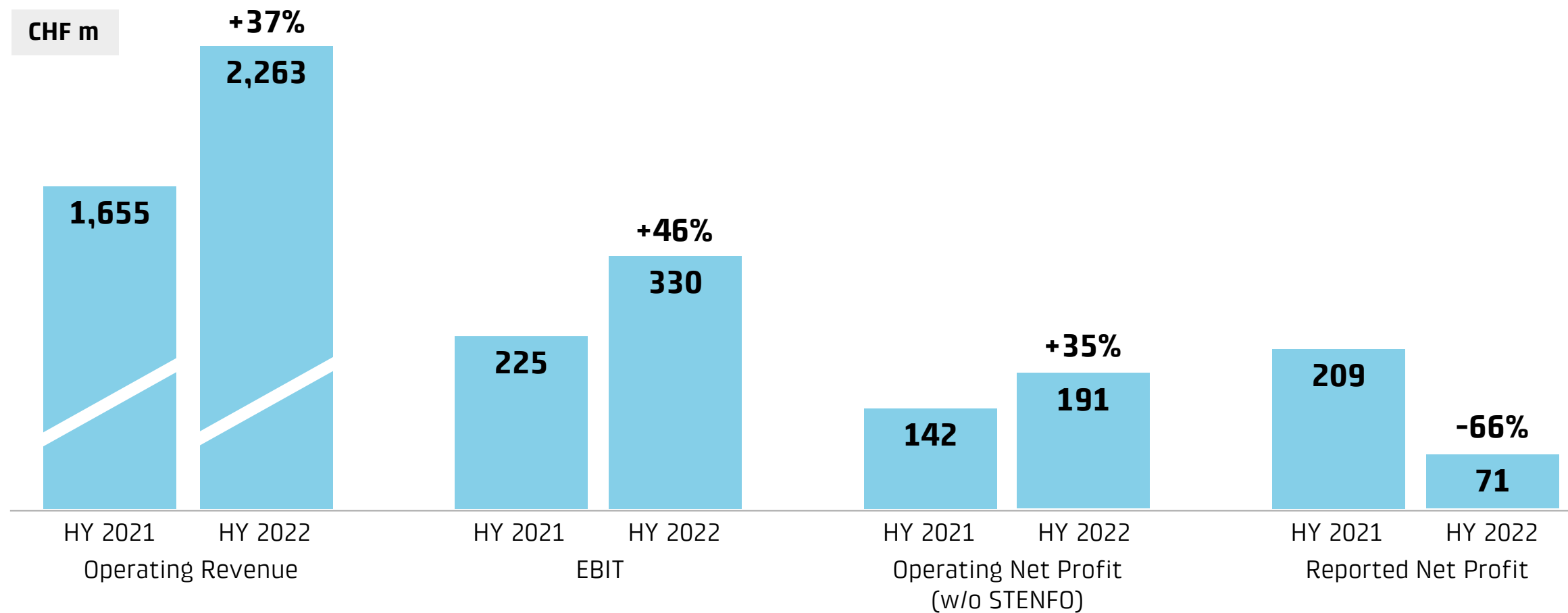
Strategic outlook

- BKW in attractive markets with structural tailwinds
- Clear ambition for 2026: EBIT > CHF 800m
- Sustained growth in Energy and Services
- Substantial expansion of renewables: > 1 GW by 2026
- Stable Grid contribution to BKW's resilience

Solid BKW with favorable growth perspectives

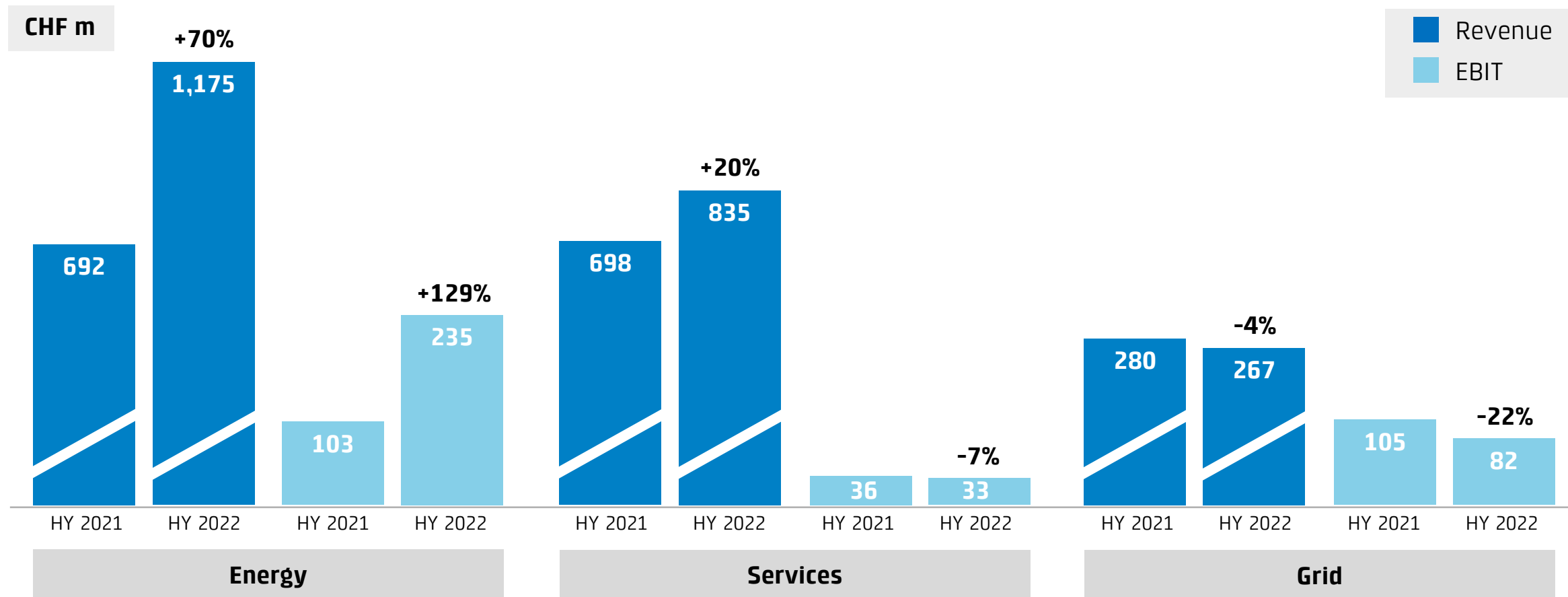
Financials HY 2022

Operating Revenue, EBIT and Net Profit



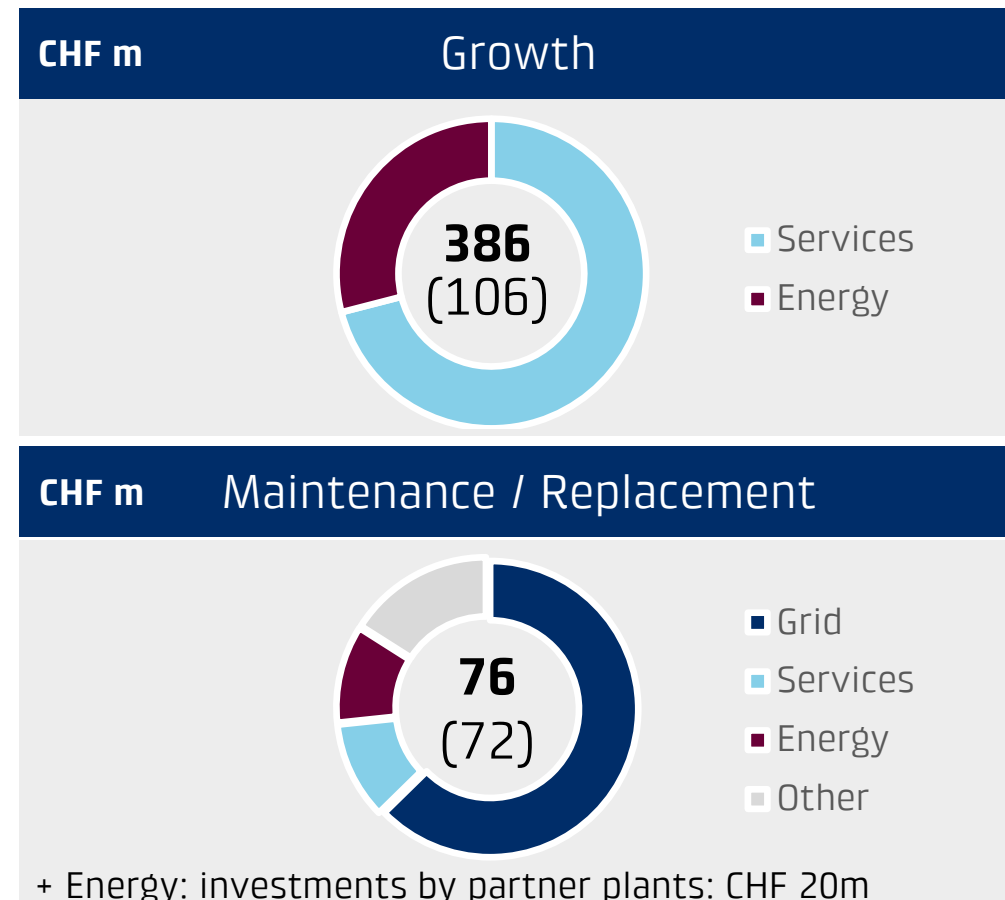
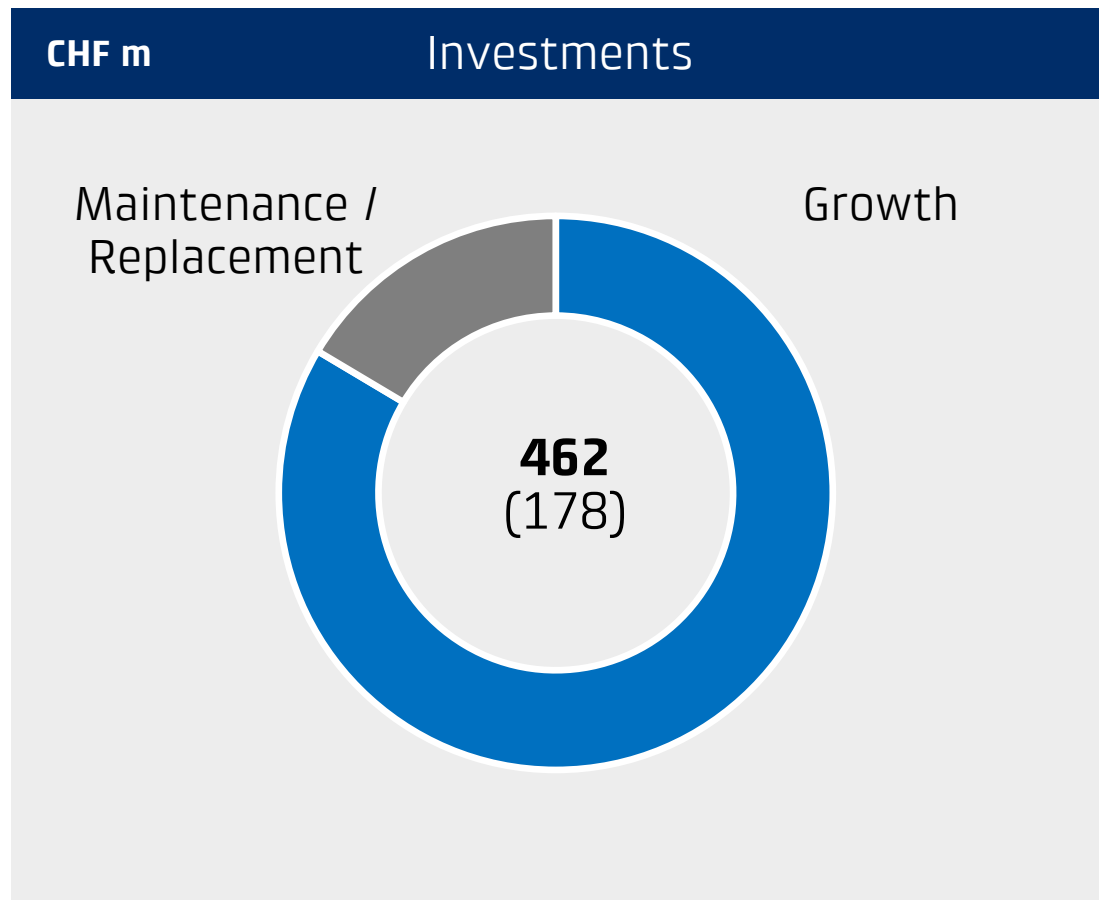
Strong growth of revenue, EBIT driven by excellent energy management, operating net profit up by 35%

Revenue and EBIT by Business Area



Significantly higher EBIT in Energy; strong growth in Services; Grid lower due to tariff reduction

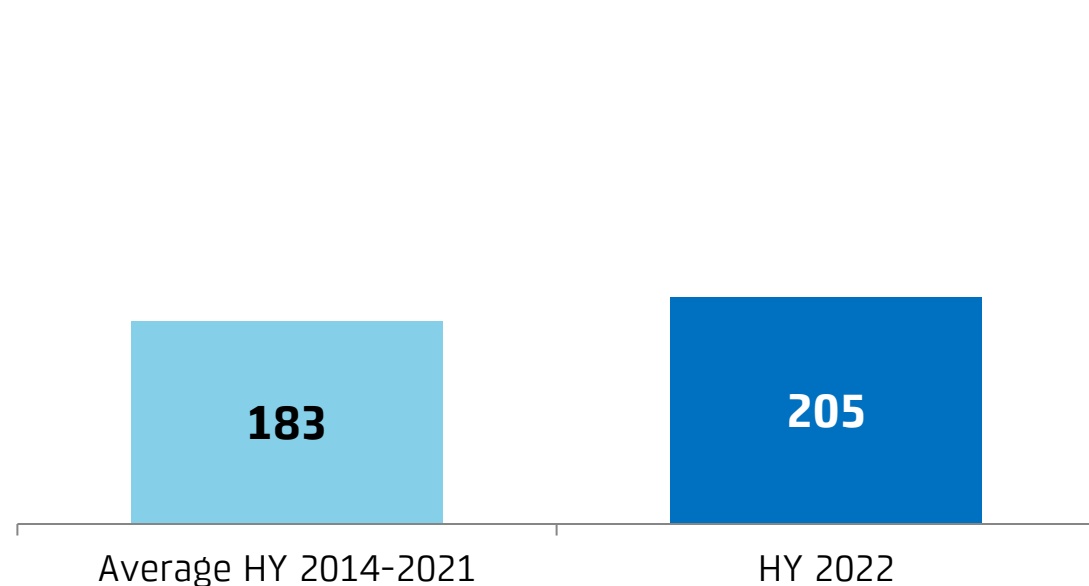
Investments in Growth and Maintenance / Replacement



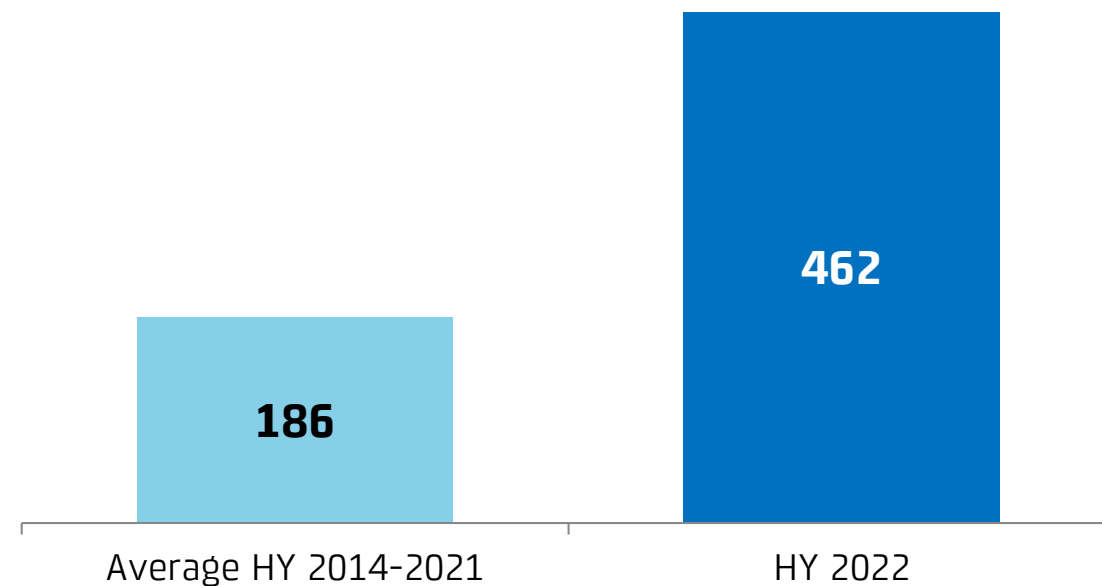
85% of Investments into growth, significant step realized in expanding new renewable portfolio

Operating Cash Flow and Investments / Acquisitions

CHF m Operating Cash Flow*



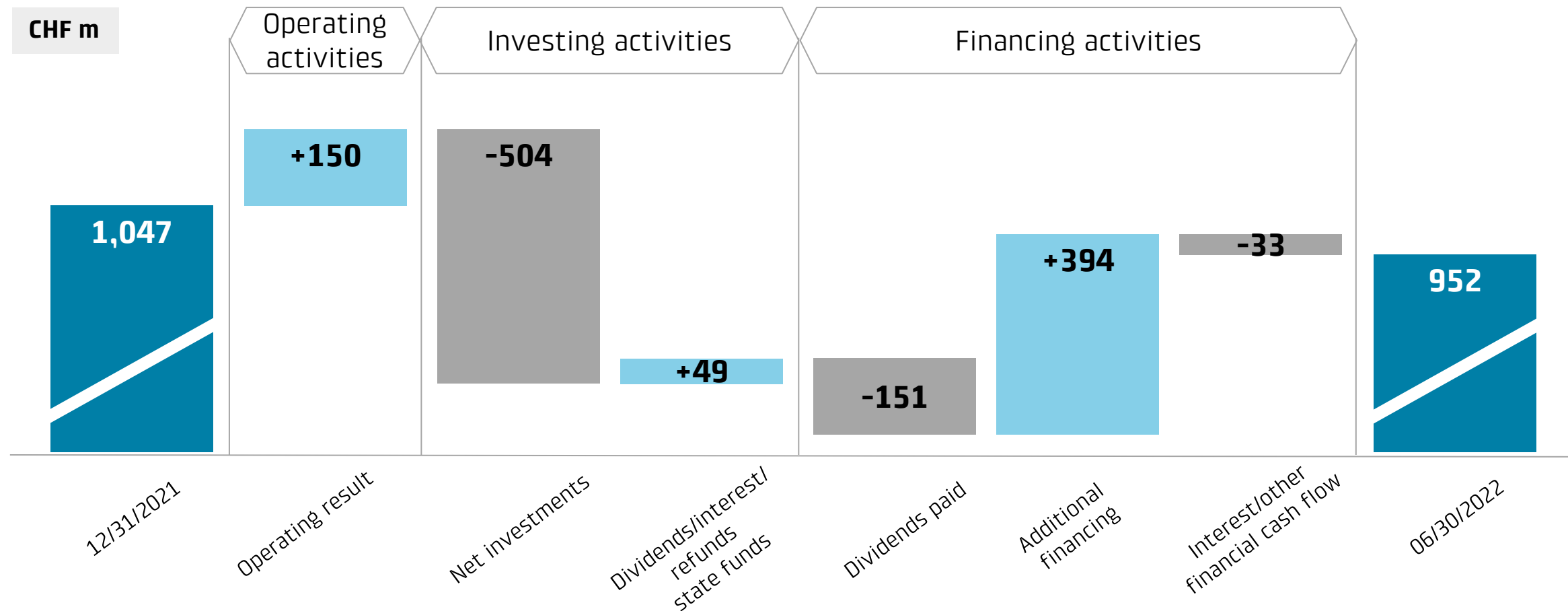
CHF m Investments / Acquisitions



* w/o payments for decommissioning / disposal KKM

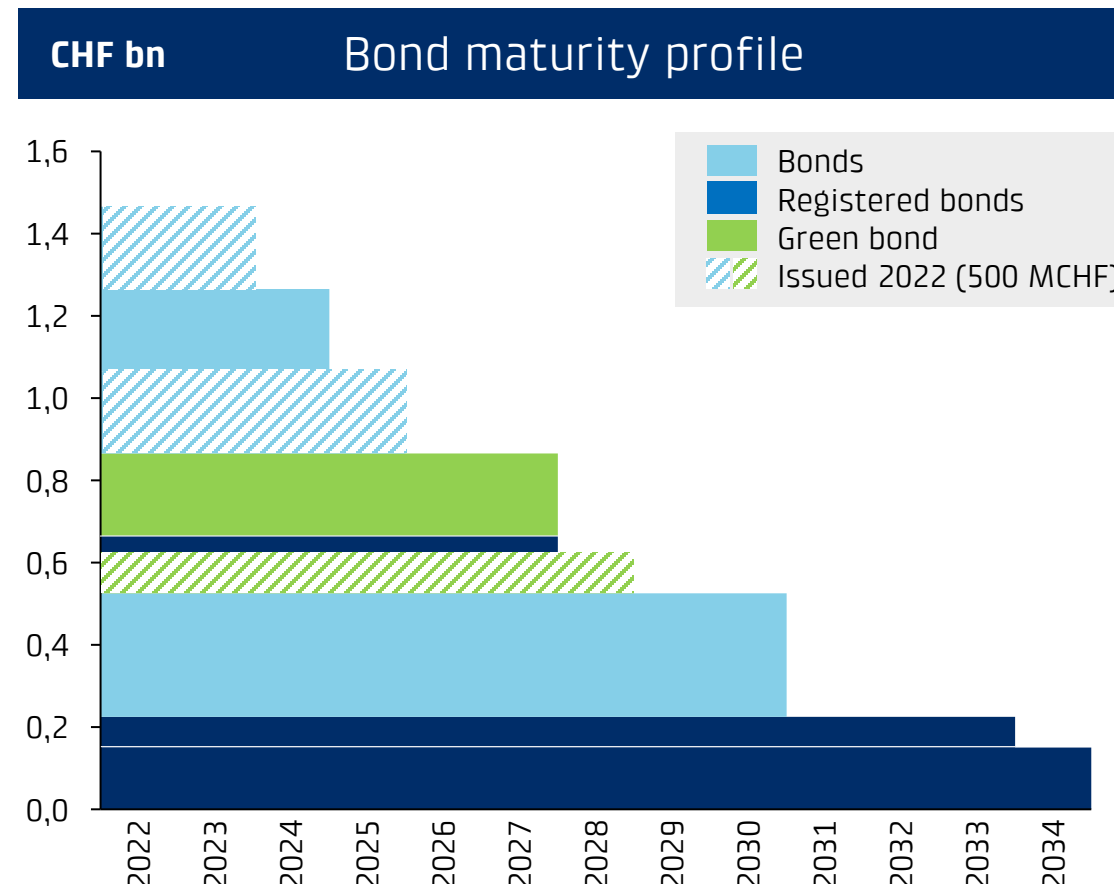
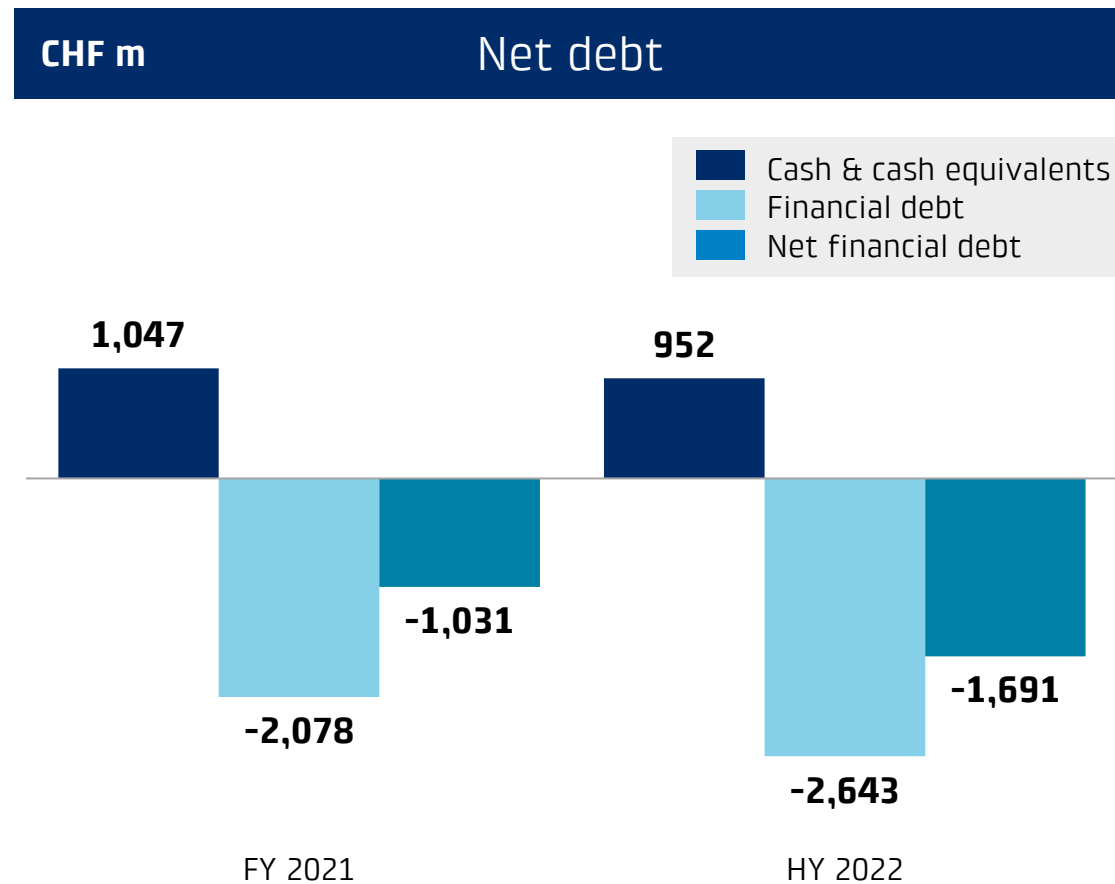
Operating Cash Flow and investing activities above long-term average

Liquidity



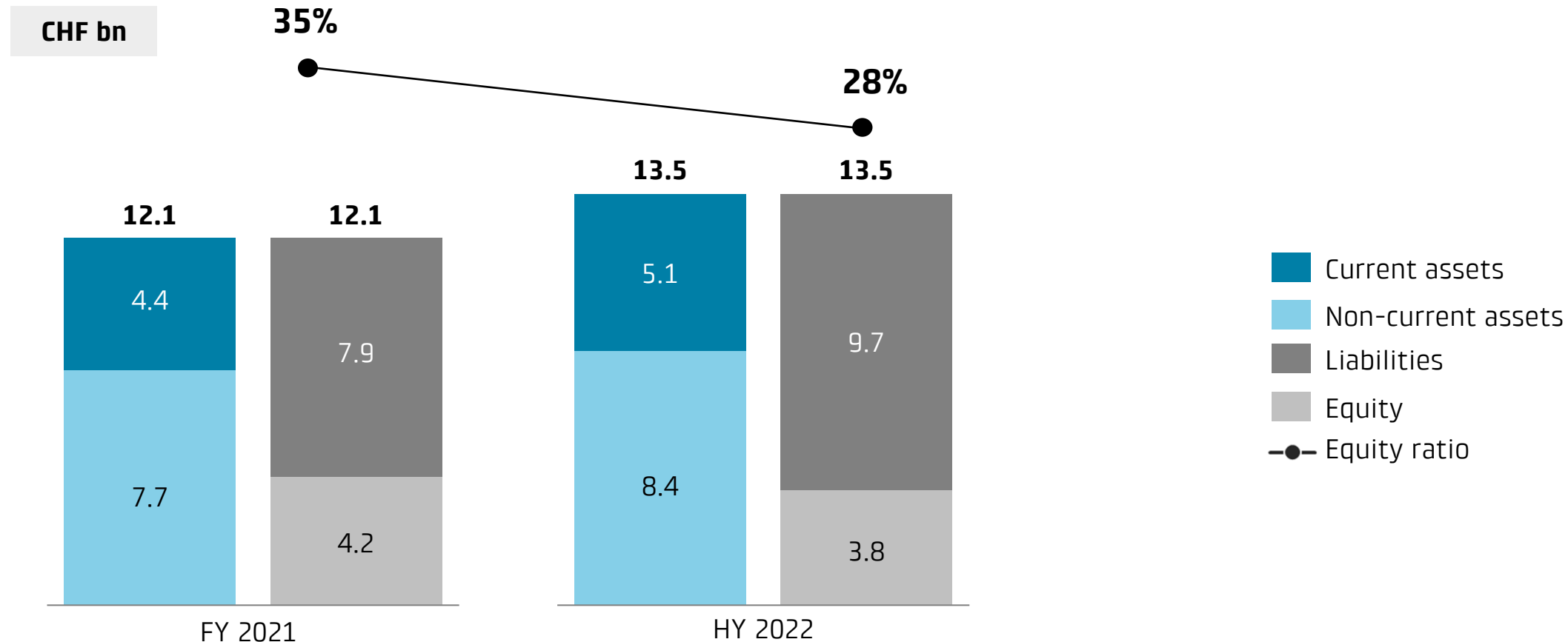
Strong and stable liquidity, high debt capacity thanks to strong credit rating

Financial situation



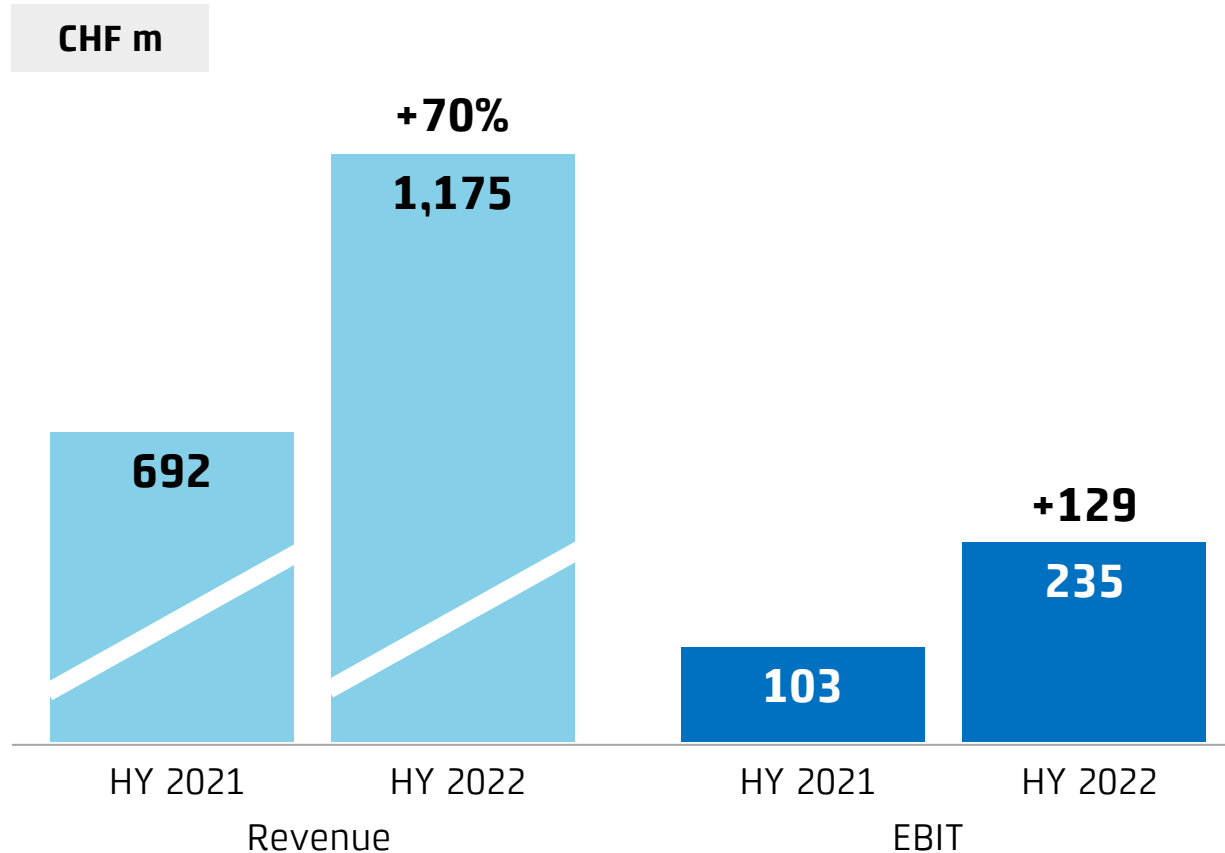
Financial and operational flexibility ensured at all times

Balance Sheet



Increasing energy prices lead to higher balance sheet total, equity ratio at 28%

Energy



Key Points

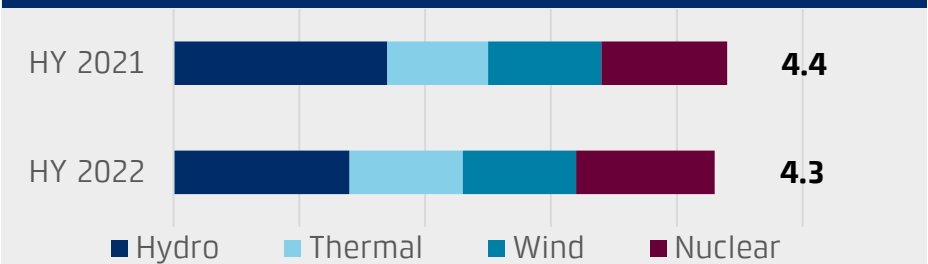
Revenue:

- higher energy prices
- higher thermal production
- higher sales volume

EBIT:

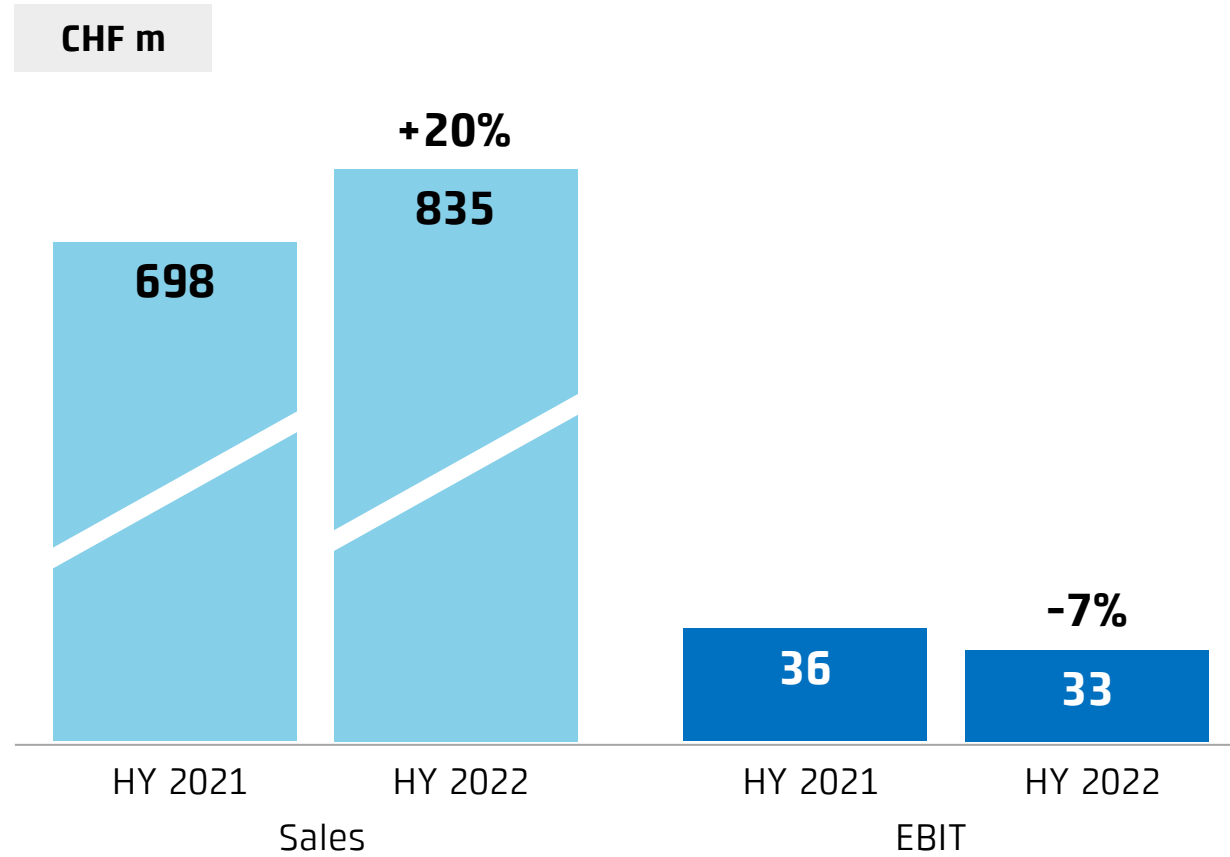
- higher priced ancillary services
- successful energy management

Production Mix (Volumes in TWh)



Higher revenue driven by continuously increasing energy prices and changes in production and sales mix

Services



Key Points

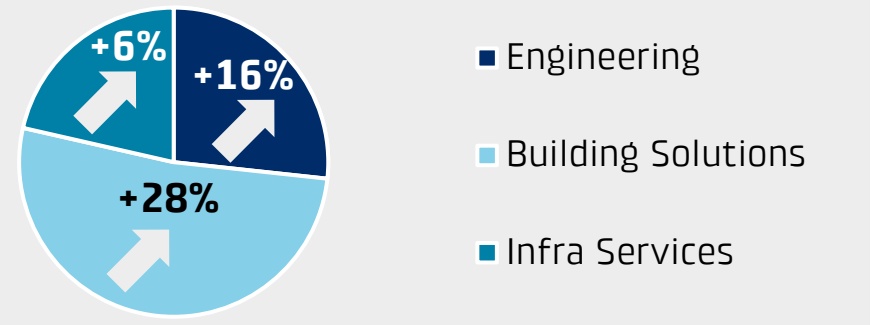
Strong sales increase

- organic growth
- acquisition of UMB group

EBIT negatively impacted by

- difficulties in material supply chain
- price increases not yet passed on

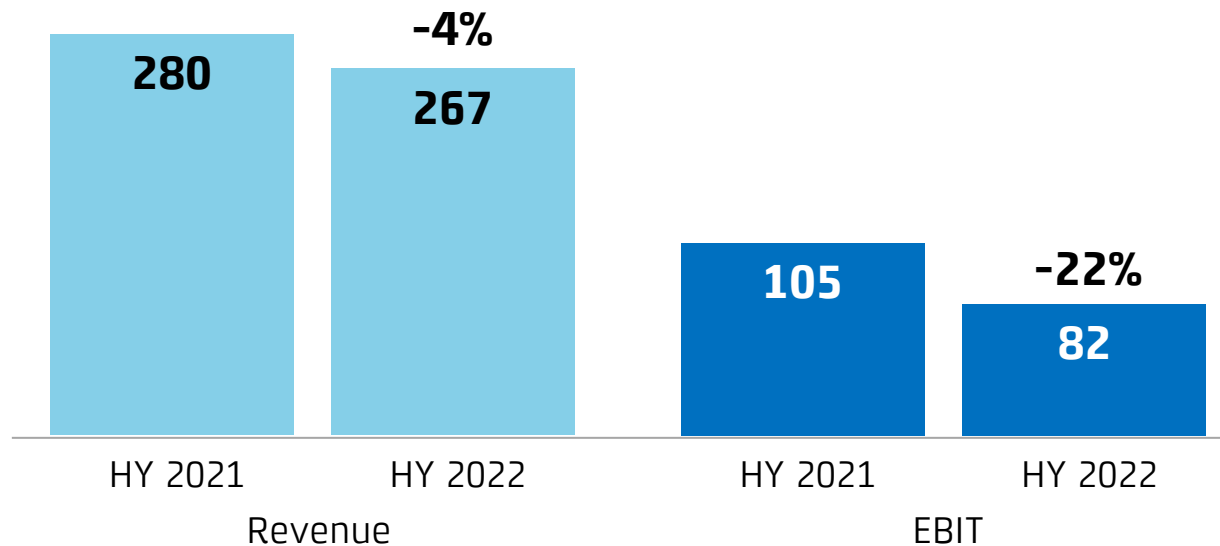
Sales Breakdown



Newly acquired companies significantly contribute to strong sales growth

Grid

CHF m



Key Points

Revenue

- lower feed-through volume due to higher temperatures
- announced decrease in tariffs

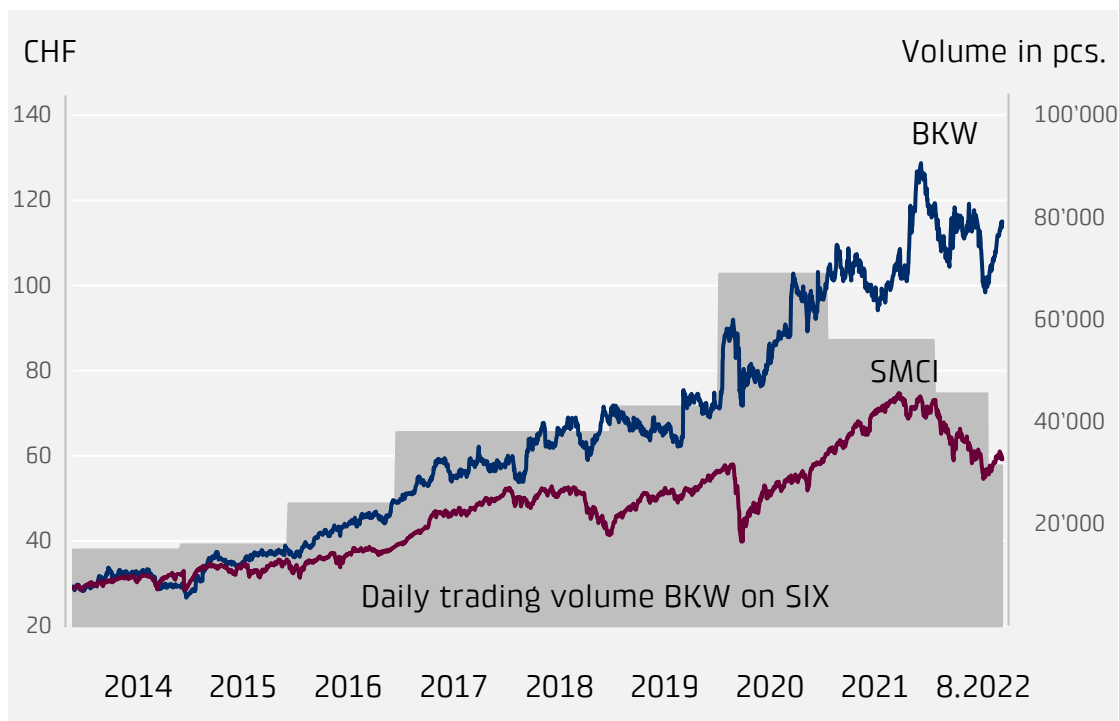
EBIT

- higher cost for physical grid losses
- higher upstream cost (Swissgrid)
- higher equity income from Swissgrid

Solid contribution on lower level, continued investment in modernization

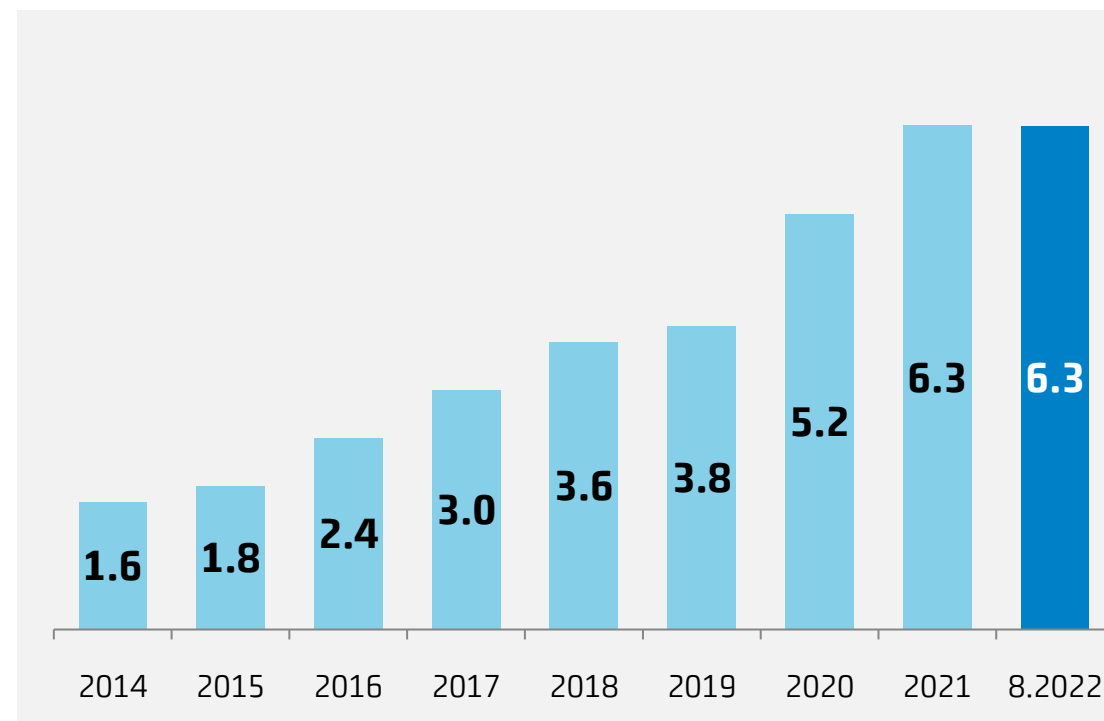
Share Price and Market Capitalization

Share Price



CHF bn

Market capitalization



Total shareholder return 430% since 2014

Outlook 2022

BKW confirms guidance in the range of CHF 460 to 500m.

Political and economic developments in the second half year considerably uncertain:



Trading: increasing energy prices



Production volumes hydro



Production nuclear power plants in France



© Peter Neusser

Questions

Thank you for
your attention

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.