



Press release

Synergies to provide higher-performance, more attractive energy services

Romande Energie and Alpiq have just forged a partnership in the field of energy efficiency, a key element of Switzerland's Energy Strategy 2050 and the new Vaud energy law. The two companies will now be offering a range of services across the whole of French-speaking Switzerland, including the installation of heat pumps and solar thermal panels.

Morges and Lausanne, 3 March 2014

Synergy is the keyword for the partnership signed on 28 February 2014 between Romande Energie and Alpiq InTec Romandie. With this partnership in energy services, the two companies are bundling their skills, especially when it comes to marketing, engineering, installation and customer service. The result is an optimised level of service quality and economies of scale from which the customer can benefit directly. The first example of the new strategy comes in the form of the joint promotional offers at the 2014 Habitat-Jardin exhibition (see note to editor).

Flagship service: heat pumps

The partnership will focus on the sale and installation of heat pumps. Although Romande Energie is currently the Vaud market leader in the renovation sector, its turnkey solution has, until now, been targeted exclusively at private individuals. For its part, Alpiq InTec focuses on business customers and is very active across the whole of French-speaking Switzerland.

With their combined skills and services, the two companies can offer a complete range of services aimed at both private and business customers. In addition, they have technical teams at their disposal who can guarantee any customer in French-speaking Switzerland both local contacts and quality service.

The partnership also covers the installation of solar thermal panels; other energy services could be added at a later date.

In tune with the energy market

The services offered by Romande Energie and Alpiq InTec rely on renewable energy and help contribute to more efficient use of energy resources, making them exactly in line with Switzerland's Energy Strategy 2050, which has made energy efficiency one of the key elements.

The services also allow a response to new cantonal regulations, such as those set out in the new Vaud energy law, which will come into force on 1 July 2014 and stipulates that new builds must cover at least 30% of their requirements for hot water for sanitation and 20% of their requirements for electricity using renewable energy.

Notes to editors

- 1) In accordance with the rules on ad hoc publicity in the regulations for listing on the Swiss stock exchange (SIX), this release is sent out outside the stock market opening hours.
- 2) 2014 Habitat-Jardin offers
 - Heat pump
12-year guarantee included
 - Solar thermal panels
Discount of CHF 500

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Romande Energie Group in brief

Romande Energie Group is the leading supplier of electricity in French-speaking Switzerland and, via its company Romande Energy Commerce, directly supplies more than 300,000 customers across more than 300 municipalities in the cantons of Vaud, Valais, Fribourg and Geneva. Its core business lies in the **production, distribution and marketing** of energy and in the provision of **energy services**.

The group's priorities: maintaining dialogue with its customers in order to provide them with high-quality services to meet their needs; guaranteeing a reliable and competitive energy supply; developing its own electricity production through investing primarily in renewable energy; promoting innovative energy efficiency solutions.

The policy of corporate social responsibility to which Romande Energie is committed affects all of its activities.

For more information on Romande Energie Group, go to www.romande-energie.ch

Alpiq InTec in brief

Alpiq InTec: We understand buildings

Alpiq InTec is leader in building technology throughout Switzerland with a total of 4000 employees at 80 locations. The company is active in all fields of building technology and offers a complete range of services from electrical installations, heating, ventilation, air conditioning, refrigeration and sanitation technology (HVARs), IT & TelCom, Security & Automation and right through to Technical Facility Management (TFM). In the field of energy efficiency, Alpiq EcoServices is the competent partner.

Additional information: www.alpiq-intec.ch