



Positive performance in a competitive environment in 2018

The hydroelectric sector services provider HYDRO Exploitation SA had a satisfactory year in 2018. Its anticipated decline in turnover was managed successfully. The company is now focusing on the development of maintenance services 4.0.

HYDRO Exploitation SA generated turnover of CHF 74.3 million in 2018 (compared with CHF 79.4 million in 2017). The anticipated 5% decrease occurred in a challenging economic context for the hydroelectricity market. However, almost all the decline was offset by the increase in turnover of 22.4% compared with 2017, generated with clients whose plants are operated by other firms. This confirms not only HYDRO Exploitation SA's skills but also the pertinence of the approach it has taken to specific services for the past several years, and fully justifies the expansion of its sales force. Careful control of costs helped it to achieve an operating profit (EBITA) of CHF 3.2 million (CHF 3.4 million in 2017) and net profits of CHF 310,000 (CHF 616,000 in 2017).

Over the last year, the company managed over 1,600 contracts. HYDRO Exploitation SA focused its efforts on the development of "digitised" services, including the introduction of a maintenance 4.0 solution. This was a brand-new project, aimed at developing new solutions to communicate remotely with connected objects, using a minimal amount of energy. Its range of flexible offers allowing clients to adapt the level of maintenance according to their performance requirements again proved successful, providing an optimal response to clients' needs in line with their resources.

In 2018, HYDRO Exploitation SA provided numerous specialists in engineering, set-up, project management, commissioning and safety to support the construction of the Nant de Drance pumped-storage plant.

No significant changes are expected in the electricity market in 2019. The flexibility of HYDRO Exploitation SA's approach, coupled with the quality of its services, will ensure it remains competitive over the long term.

Based in Sion, HYDRO Exploitation SA was formed in 2002 par Grande Dixence SA, EOS Holding SA and FMV SA – joined by Romande Energie Holding SA in 2007 and Les Forces Motrices de la Gougra SA in 2011 – to operate and maintain hydroelectric power plants. As at 31.12.2018, the company employed 403 staff in locations ranging from the Haut-Valais to the Jura Vaudois. Together, they operate 47 hydroelectric plants, producing more than 16% of Swiss hydroelectric energy.

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