

# ANNUAL REPORT 2015





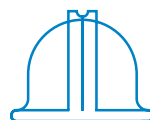
2015 has been another very challenging year: Oil prices have remained low, over the last few years decreasing by more than 50%. The natural gas prices in Europe were falling as well and our industry finds itself in a position not seen for many years.



However, SET Swiss Energy Trading AG was able once again to successfully strengthen its market position and continue on its forward-looking course in 2015. Revenues and Earnings remained at similar levels compared to last year. SET continues to be on a steady profitable path. Our clear focus on niche markets and specialties helped to dampen some of the negative global influences. We do however foresee a further decline in the margins and combined with the low price environment, these factors will be the prime challenges during 2016. Whilst opportunities in the physical market continue to exist, we are increasingly vigilant in respect of counterparty risks as current price levels will inevitably test some market participants.



Nevertheless, SET is looking with a lot of confidence into the future. Our very lean structure combined with a highly efficient, dynamic organization gives us the necessary confidence to successfully manage the challenges of the future. The strong focus on adding value to our customers and the development of new niche products will help to achieve our goals.

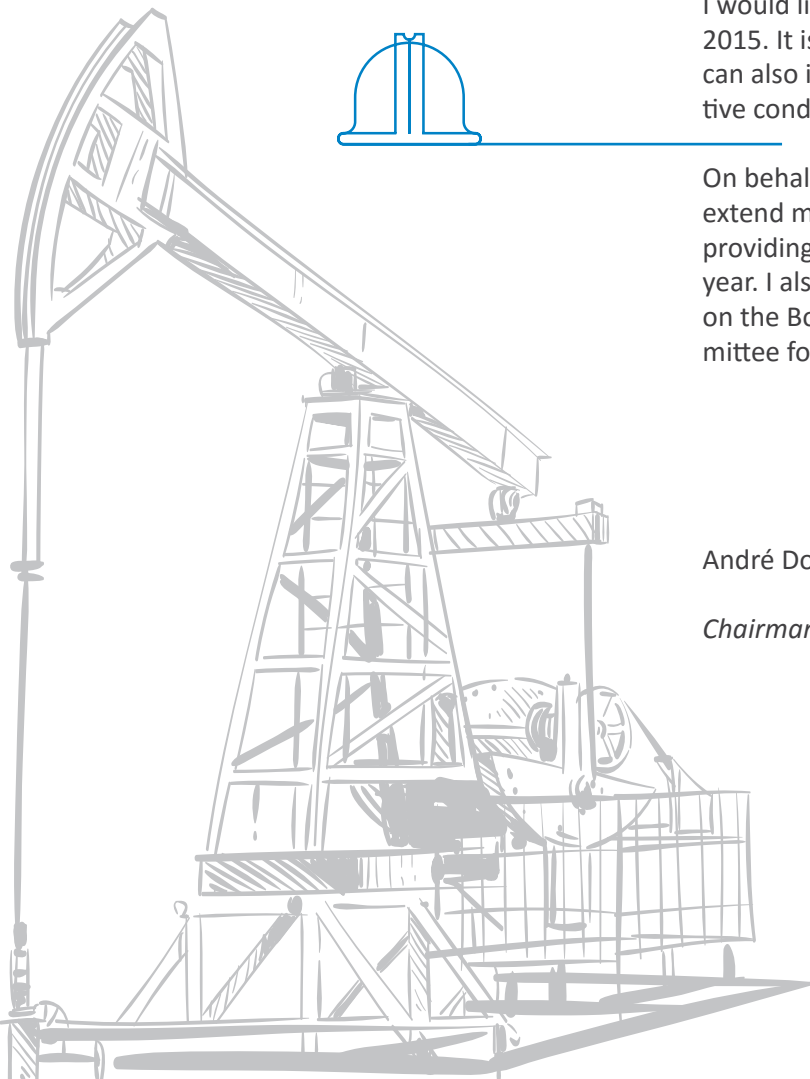


I would like to thank all of our customers for supporting us in 2015. It is our utmost priority to serve you the best way we can also in 2016 by offering you innovative products at attractive conditions for your needs to be successful.

On behalf of the entire Board of Directors I would like to extend my thanks to the entire SET team and its Delegate for providing an excellent job during a hectic and challenging year. I also would like to extend my thanks to my colleagues on the Board of Directors and the members of our risk committee for their continued support and excellent cooperation.

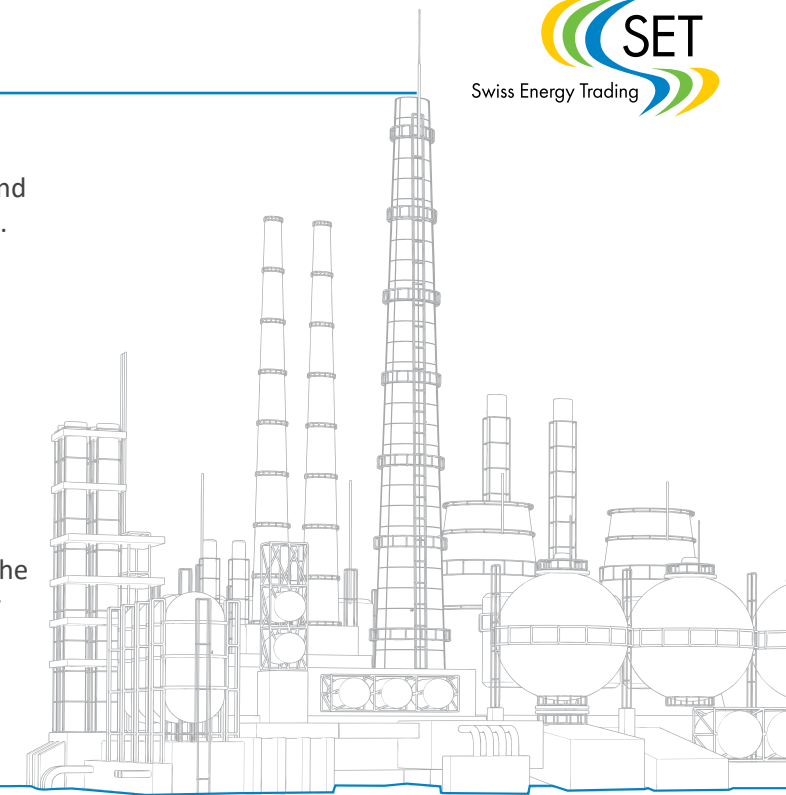
André Dosé

*Chairman of the Board*



SET Swiss Energy Trading AG (SET) is a well-known, young and strongly growing energy trading company situated in Zürich. SET is developing products and services for the European energy market which are not only meeting the needs of its shareholders but also customers all over Europe. The service-oriented performance, highly qualified and motivated employees, as well as modern customer-oriented energy solutions make SET an attractive business partner.

SET belongs 100% to Swissgas, which has a long tradition in the Swiss natural gas market with procuring natural gas for Switzerland and transporting it to its shareholders all over the country. Swissgas presents a strong partner and support for SET.



## MAIN FACTS

Headquarter



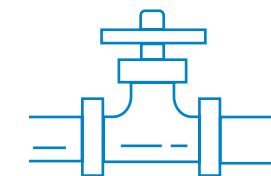
Zürich

Foundation



2009  
March

Shareholders



100%  
owned by Swissgas AG

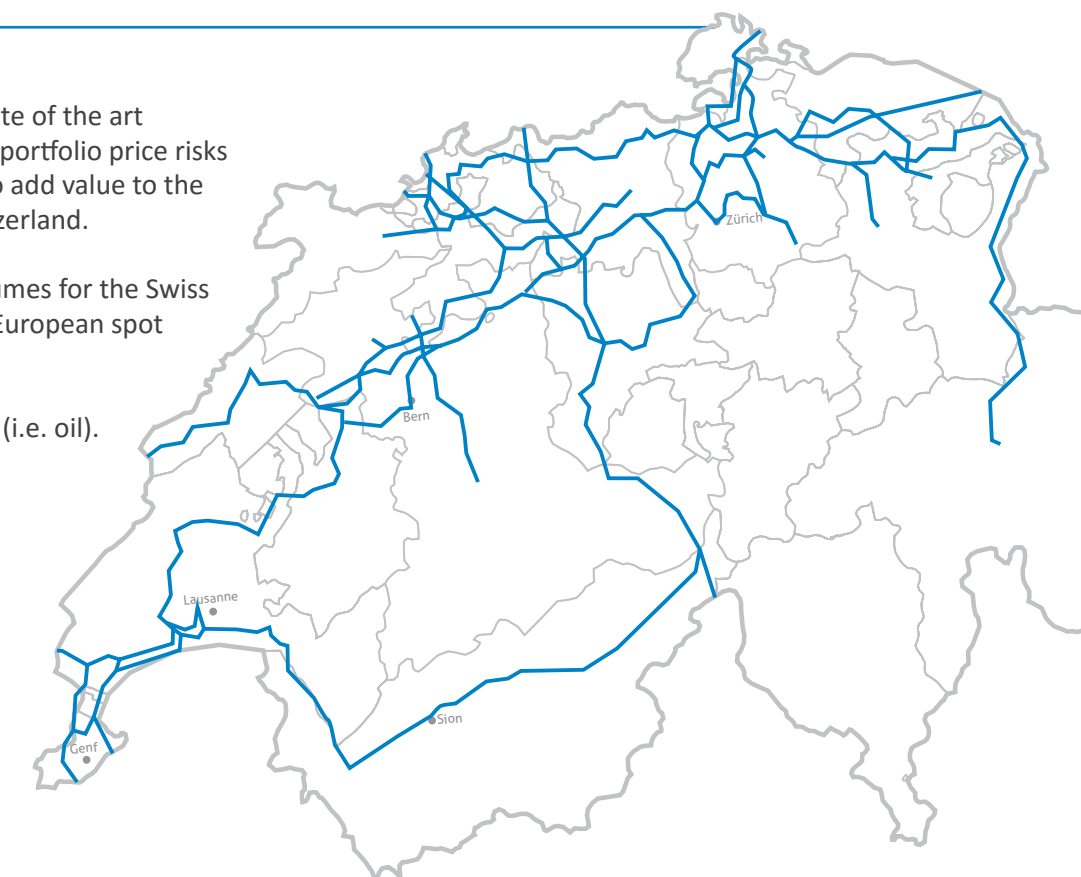
Share capital

40

Mio CHF

## BUSINESS OF SET

- Provide market access and state of the art hedging services, i.e. manage portfolio price risks on behalf of clients in order to add value to the industries in and outside Switzerland.
- Purchase and sales of gas volumes for the Swiss Gas Industry involved on the European spot markets.
- Trading of other commodities (i.e. oil).



Turnover- natural gas

**197** Mio EUR

Traded volume- natural gas

**28.9** TWh

MARKETS WHERE SET ACTIVE IS

European Natural Gas

Oil

NCG

Brent Crude

Wallbach

WTI

TTF

Gasoil

PEG

Fueloil

RANGE OF PRODUCTS OFFERED BY SET

# MARKET ACCESS

MARKET INFORMATION

PORTFOLIO MANAGEMENT

# HEDGING PRODUCTS

TAILOR-MADE PRODUCTS

The trading year 2015 was another successful year for SET. The trading volume has increased in comparison with year 2014 due to more opportunities emerging in the market. Main focus lied on the market access for SET's shareholders and providing them with complementary risk management and hedging services. The customers of SET value the individual approach with the tailor-made products designed exactly for their needs. These products are available for the customers in the majority of European gas hubs.

SHAREHOLDERS OF SET

**EGO**

Erdgas Ostschweiz AG

**EGZ**

Erdgas Zentralschweiz AG

**GVM**

Gasverbund Mittelland AG

**GAZNAT**

Gaznat SA

**SWISSGAS**



BOARD OF DIRECTORS – OVERVIEW

The Board of Directors of SET is formed by its shareholders. Traditionally, four meetings were held in the year 2015.

**André Dosé**

President

**René Bautz**

Vice-president

**Hans-Jakob Graf**

Member of the BoD

**Hans Wach**

Member of the BoD

**Ruedi Rohrbach**

Member of the BoD

**Kurt Lüscher**

Member of the BoD

MANAGEMENT OF SET

**André Dosé**

President

**Ruedi Rohrbach**

Delegate of the BoD

**Nicolai von Kistowski**

Head of Trading



## BALANCE SHEET

### ASSETS

	12/31/2015 CHF	12/31/2014 CHF
<b>Current Assets</b>		
<b>Liquid Assets</b>	<b>9,637,010.61</b>	<b>8,104,063.07</b>
Other accounts receivable	5,904,364.56	3,043,879.60
Accounts receivable (close companies and shareholders)	11,692,179.17	4,026,780.22
<b>Accounts receivable</b>	<b>17,596,543.73</b>	<b>7,070,659.82</b>
Prepayments	151,955.97	197,566.42
<b>Prepayments</b>	<b>151,955.97</b>	<b>197,566.42</b>
Market assessment derivative instruments	0.00	84,274.22
Other prepaid expenses	118,246.10	109,375.80
<b>Prepaid expenses</b>	<b>118,246.10</b>	<b>193,650.02</b>
<b>Total current assets</b>	<b>27,503,756.41</b>	<b>15,565,939.33</b>
<b>Fixed Assets</b>		
Other Long-term financial investments	11,000,000.00	11,000,000.00
<b>Long-term financial investments</b>	<b>11,000,000.00</b>	<b>11,000,000.00</b>
<b>Furnishings</b>	<b>38,120.00</b>	<b>30,411.29</b>
<b>Telecommunication, software</b>	<b>76,053.10</b>	<b>157,113.00</b>
<b>Non paid-in share capital</b>	<b>20,000,000.00</b>	<b>20,000,000.00</b>
<b>Total Fixed Assets</b>	<b>31,114,173.10</b>	<b>31,187,524.29</b>
<b>TOTAL ASSETS</b>	<b>58,617,929.51</b>	<b>46,753,463.62</b>

### LIABILITIES AND EQUITY

<b>Current liabilities</b>		
Other accounts payable	13,111,979.87	4,348,878.46
Accounts payable (close companies and shareholders)	3,998,256.82	2,585,772.22
<b>Accounts payable</b>	<b>17,110,236.69</b>	<b>6,934,650.68</b>
Other short-term liabilities to third parties	1,465,450.85	390,201.35
<b>Short-term liabilities to third parties</b>	<b>1,465,450.85</b>	<b>390,201.35</b>
Market assessment derivative instruments	450,503.24	0.00
Other accounts received in advance	69,777.50	102,337.20
<b>Accounts received in advance</b>	<b>520,280.74</b>	<b>102,337.20</b>
<b>Provisions</b>	<b>15,000.00</b>	<b>15,000.00</b>
<b>Total current outside capital</b>	<b>19,110,968.28</b>	<b>7,442,189.23</b>
<b>Total outside capital</b>	<b>19,110,968.28</b>	<b>7,442,189.23</b>
<b>Equity</b>		
<b>40.000 registered shares at a nominal value of CHF 1.000 each</b>	<b>40,000,000.00</b>	<b>40,000,000.00</b>
<b>Accumulated losses</b>	<b>-493,038.77</b>	<b>-688,725.61</b>
Loss carried forward from previous year	-688,725.61	-984,040.52
Annual profit/loss	195,686.84	295,314.91
<b>Total equity</b>	<b>39,506,961.23</b>	<b>39,311,274.39</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>58,617,929.51</b>	<b>46,753,463.62</b>

## INCOME STATEMENT

	2015 CHF	2014 CHF
Sales of gas and options	168,988,628.33	141,860,748.18
Mark to market assessment	-534,777.46	-318,054.66
<b>Trading income</b>	<b>168,453,850.87</b>	<b>141,542,693.52</b>
Fees	1,500,000.00	1,500,000.00
<b>Total income</b>	<b>169,953,850.87</b>	<b>143,042,693.52</b>
Purchase of gas and options	167,958,993.87	140,762,732.52
<b>Total revenues</b>	<b>1,994,857.00</b>	<b>2,279,961.00</b>
Personnel expenses	821,775.85	839,593.80
Other operating costs	983,417.33	980,786.06
<b>EBITDA</b>	<b>189,663.82</b>	<b>459,581.14</b>
Depreciations	111,471.19	195,202.75
<b>EBIT</b>	<b>78,192.63</b>	<b>264,378.39</b>
Financial earnings / various non operating income	180,114.32	177,520.62
Financial expenses / various non operating expenses	25,486.11	112,232.60
<b>Financial results</b>	<b>154,628.21</b>	<b>65,288.02</b>
<b>EBT</b>	<b>232,820.84</b>	<b>329,666.41</b>
Taxes	37,134.00	34,351.50
<b>Annual profit/loss</b>	<b>195,686.84</b>	<b>295,314.91</b>

