

# ANNUAL REPORT 2021

FACTS. FIGURES. DATA.

# THE FUTURE HAS A HOME

The future holds clean, green energy and digital technologies. Only with these can we make the world a better place and our actions more climate-friendly. We at Salzburg AG see ourselves as the driver behind a movement set to make our state a pioneer of decarbonisation, thanks to our openness to innovation. Our repositioning from an infrastructure company to a green tech company was the right step at the right time. We understand the wishes and needs of our customers, allowing us to be a reliable partner

for them with our products and forward-looking solutions. Our success is only possible because Salzburg AG is supported by incredibly dynamic, innovative and creative employees. These are people who contribute to a greener tomorrow every day with their ideas and expertise. People who give the future a home.

# KEY FACTS 2021

## FISCAL YEAR

Revenue	1,721.3m euros
Gross fixed assets	4,307.2m euros
Ordinary business income	60.1m euros
Equity including untaxed reserves and capital improvement subsidies	897.8m euros
Total assets	1,767.6m euros
Employees as of 31 December 2020	2,319

### Energy

Electricity	Total	14,299.2 GWh
Natural gas	Total	28,314.8 GWh
District Heating	Total	975.5 GWh

# PLATFORM FOR GREEN ENERGY

As a green tech company, Salzburg AG is constantly pushing the expansion of green energy. One of our goals is to be one of the top five operators of photovoltaic systems in Austria by 2027. With customised products and services such as Solar.Top or Solar.Depot, private households are supported on their way to becoming solar power producers, as are large companies or energy communities.

The use of hydropower remains a centrepiece of energy production. The company operates 31 of its own hydropower plants, eleven of which

were certified for the first time in 2021 according to the strict criteria of the Austrian Ecolabel. Increasing the efficiency of existing plants – such as at the Rotgülden power plant in Lungau – is on the agenda for the expansion of hydropower, as are plans and preparations for new plants in Neukirchen am Großvenediger and at Stegenwald in the municipality of Werfen. The increased use of biomass and wind power are also part of the investment programme in green energy.

Switching to electric mobility is another important part of the energy

transition. After all, the mobility sector in Austria is responsible for 30 per cent of greenhouse gas emissions. Salzburg AG began building a safe and reliable charging infrastructure a decade ago. Today, the green tech company is a full-service provider for charging solutions that are powered 100 per cent by electricity from renewable sources. The Wallbox for the home is just as much a part of the portfolio as public charging stations or billing systems for companies that make e-cars available to their employees.

# OUR FUTURE IS DIGITAL

Digital applications and services require high-speed internet with broadband connections via fibre optics, TV cable or radio. As a green tech company, Salzburg AG will invest more than € 100 million by 2025 to guarantee this increasingly important infrastructure in the best possible quality for the entire state. CableLink, Salzburg AG's internet brand, regularly receives top marks in ratings from independent trade magazines. The product portfolio boasts super-fast internet that is not

only high-performance but also top quality, and able to reach the entire province. The technology for fibre-to-the-home (FTTH) is already available in more than 65 Salzburg municipalities and is being continuously expanded.

Salzburg AG's own 5G frequency, which was acquired in 2019, enables not only nationwide coverage in areas that are difficult to reach with cables, but also the establishment of micro networks limited to local areas and for special applications.

This forward-looking project was implemented in 2021 with the first 5G Indoor Campus at the Trade Fair Centre in Salzburg.

The CableLink brand stands for internet, as well as for cable TV and telephony. CableLink TV offers access to around 160 TV channels, 50 of which are HD quality. The product portfolio, which is geared towards the most modern applications, makes the telecommunications division a steadily growing business sector.

# TURNING VISION INTO GROWTH

As a green tech company, Salzburg AG consistently pursues an innovation strategy that strengthens the core business with digital solutions and visionary ideas, while at the same time keeping an eye on new markets and business areas. A prime example of this is the fast-growing corporate start-up MYFLEXBOX, founded in 2018. There are now 200 intelligent MYFLEXBOX pick-up stations across all Austrian states, with 80 locations in the Vienna area alone.

As part of its innovation strategy as a green tech enterprise, Salzburg AG

specifically looks for start-ups that can open up new opportunities for the company. For example, the third Innovation Challenge resulted in a collaboration with the data science service provider cognify GmbH, which later led to a shareholding. The Salzburg-based start-up has developed an automated solution to make energy trading more efficient and competitive.

Salzburg AG also has a stake in Öko-volt Solartechnik, a company which specialises in the planning and construction of large-scale solar energy

plants, as well as in celix Solutions, a specialist for agile transformation and IT solutions. The green tech company has also founded a subsidiary under the name of one2zero GmbH, a full-service provider that advises business customers on their path to CO<sub>2</sub> neutrality. The crowd investment platform “investing green” and Clean Energy for Tourism (CE4T), a project that uses digital technology to make winter tourism more energy-efficient, also promise potential for future growth.

# SPACE FOR THE BEST MINDS

Different perspectives and ways of thinking inspire and create a lot of space for creative approaches and solutions. Salzburg AG lives this diversity as an innovative technology company, with employees from 40 nations with many different mother tongues. This diversity across over 2,400 employees is a valuable basis for new approaches and ideas. Respect, appreciation and fairness characterise the way we work together. As an attractive employer, Salzburg AG offers all employees fair framework conditions so that they can

develop their talents in the best possible way, and combine work and family life. The #DIEzukunft programme promotes equal opportunities and diversity even more proactively and aims to continuously increase the percentage of female employees – especially in technical professions. The building blocks of this programme include part-time management and a new parental leave management system. The search for the best minds can only be successful if potential employees are approached at various levels. An important pillar of this is

the training of apprentices, who are offered interesting career prospects within the company after graduation. Trainee programmes for young people who have studied mathematics, information technology, natural sciences and technology offer interesting opportunities, as does the #wirsindzukunft initiative, in which Salzburg AG awards scholarships to bachelor and masters students at the Salzburg University of Applied Sciences.

# FIVE TOURIST TREASURES UNDER ONE ROOF



The SchafbergBahn Cog Railway, WolfgangseeSchifffahrt Ferries, FestungsBahn Funicular, MönchsbergAufzug Lift and the Wasser-Spiegel Museum: these five attractions will be positioned as a joint brand under the umbrella of Salzburg AG Tourismus. This coherent outward presentation increases the visibility of these day trip destinations amongst locals and guests, and creates synergies in the further development of the experiences offered. The new 5 Treasures ticket, for example, allows visitors to enjoy all five attractions in one season.

As analogue and digital experiences increasingly go hand in hand, Salzburg AG Tourismus has invested in the development of a new digital platform for all offers, including digital experiences.

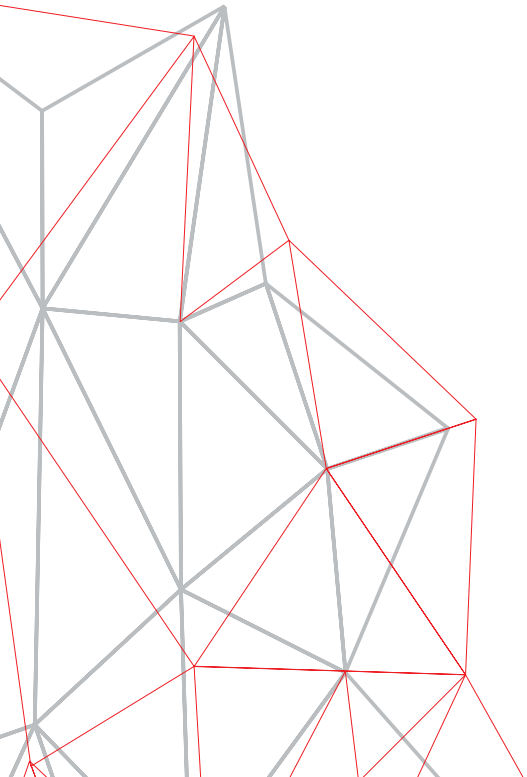
A milestone in the tourism offering is the construction of the new SchafbergBahn Experience Quarter. It will be completed by the end of 2022 and will offer space for a new museum, souvenir shop, restaurant and event zone, in addition to the actual railway station.

In 2021, the tourism sector continued to suffer greatly from the effects of the corona pandemic. Nevertheless,

the new offers increased the number of visitors across all attractions by 32 per cent compared to 2020. However, this is significantly lower than pre-pandemic levels. The absence of guests from long-distance markets had a particularly strong impact on the FestungsBahn Funicular. Compared to the period before Corona, the railway only carried around a third of the usual number of guests, with approximately 629,000 passengers. The SchafbergBahn Cog Railway and WolfgangseeSchifffahrt Ferries were able to transport more than 513,000 guests, almost 33 per cent more than in the previous year.



# THE BACKBONE OF SECURE CARE




Salzburg Netz GmbH provides the grid infrastructure for the secure supply of electricity and gas in Salzburg state. It is responsible for a 17,237-kilometre-long electricity grid and 2,077 kilometres of gas pipelines. Salzburg Netz GmbH dedicates a lot of money to continuously expand, modernise and maintain this dense network. In total, around € 105 million were invested in this area in 2021 and around 4,000 construction projects were completed. A huge task is the nationwide conversion of mechani-

cal electricity meters to intelligent digital smart meters. Throughout the state, around 470,000 devices are to be replaced – a focal point of the Austrian climate and energy strategy. In the summer of 2021, the transition from the preparatory phase to implementation took place. The rollout started in the city of Salzburg and in Flachgau. By the end of 2021, more than 25,000 smart meters had been installed in households. The nationwide switch is scheduled to be completed in 2024.

Another major project is the renewal and laying of 110 kV lines in Salzburg state. In many areas, the pylons of the new 380 kV line can be used for the 110 kV lines of Salzburg Netz GmbH. This means that previous line routes are no longer needed and can be dismantled. Intensive preparations were also made for the construction of a gas pipeline connection between Salzburg and Tyrol. The high-pressure pipeline is a transit connection within Austria and increases the security of its gas supply.

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THE GREEN TECH COMPANY