



# EnBW Energie Baden-Württemberg AG

## Conference call

### First quarter of fiscal year 2010

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Energie  
braucht Impulse

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# Agenda

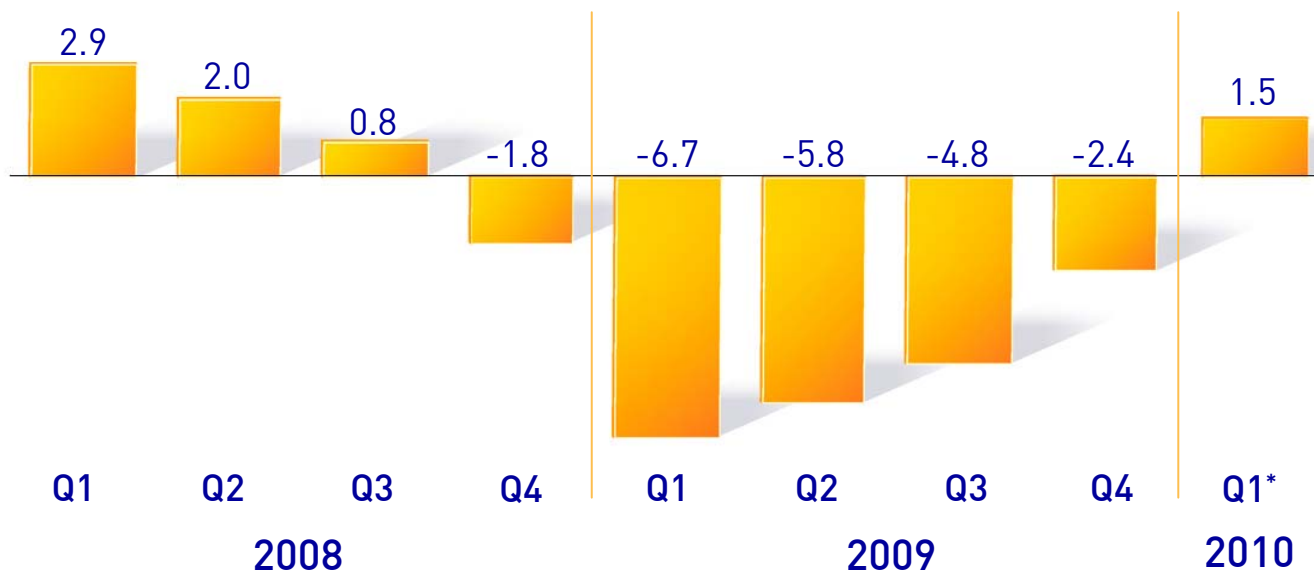


- Q1 2010: Market environment and performance drivers
- Q1 2010: Results
- 2010: Outlook

## First economic pick-up ...



Development of GDP in Germany  
Percentage change compared to prior year level



## ... and recovery in core industries in Q1 2010 ...



Index of production<sup>1</sup> (1 January 2008 = 100)



<sup>1</sup>) Measures monthly performance of producing industry; monthly production calculated on value and quantity

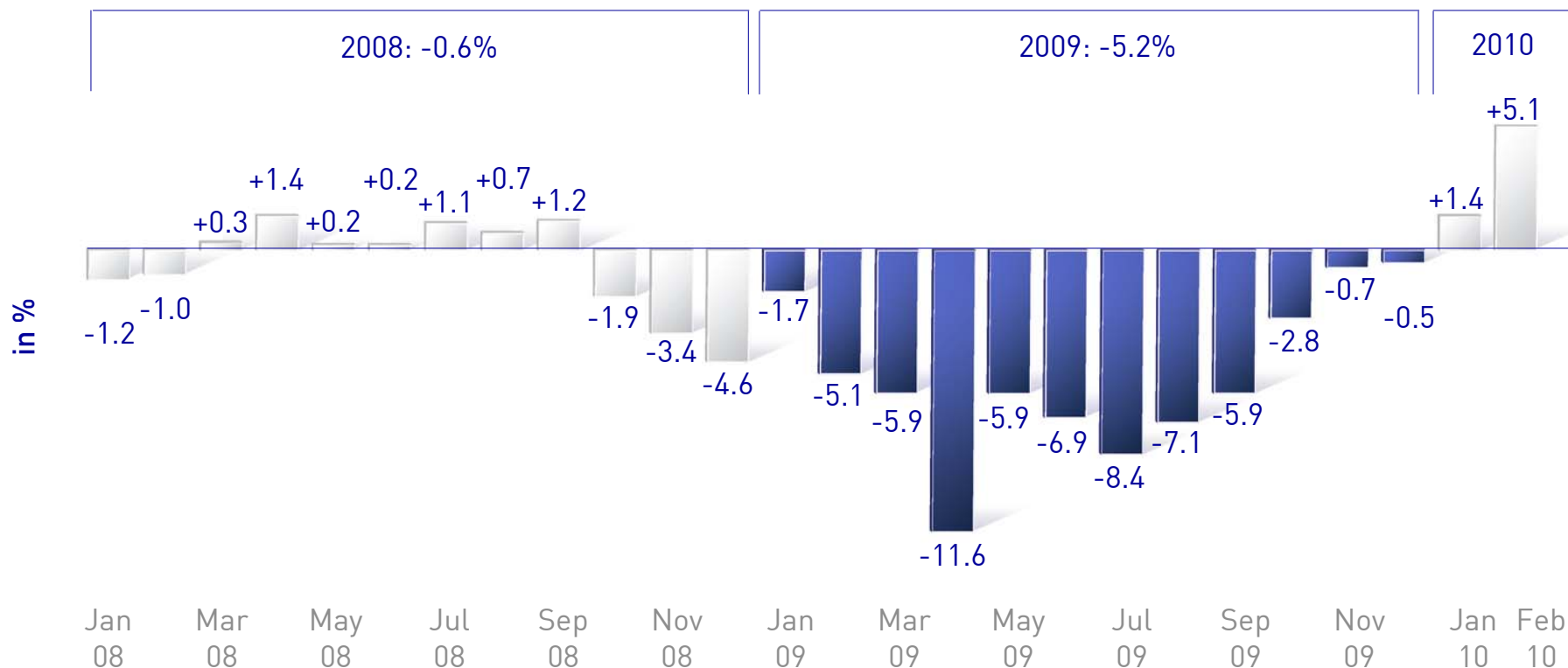
<sup>2</sup>) Includes only data for January and February 2010

Source: Statistisches Bundesamt Deutschland; World Market Monitor

## ... led to an increase of demand in the energy industry



**Development of overall electricity consumption in Germany\***  
 Variance compared to previous year (per normal working day)



## EnBW improved its results in Q1 2010 mainly due to regulated businesses and electricity upstream



### Positive performance drivers

- Electricity generation and trading
  - Improved upstream margins due to hedging policy
  - Positive consolidation effects
- Regulated Businesses
  - Increase in network user charges
  - Reduced costs for energy needed to cover grid losses
  - Lower expenses for feed-in of wind energy

### Negative performance drivers

- Gas sales:
  - Lower volumes at industry/redistributors business
- Lower income from derivatives

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## Trading activities led to an increase of electricity unit sales in the first quarter of 2010



In billions of kWh	Q1 2010	Q1 2009	Variance
<b>Electricity sales</b>	<b>38.0</b>	<b>31.9</b>	<b>+19.1%</b>
Retail customers	6.7	7.1	-5.6%
Industry and redistributors	12.3	13.5	-8.9%
Trading	19.0	11.3	+68.1%
<b>Gas sales</b>	<b>24.2</b>	<b>27.5</b>	<b>-12.0%</b>
Retail customers	6.4	6.1	+4.9%
Industry and redistributors	17.8	21.4	-16.8%

### > Business segment electricity:

- > In line with forecast reduced unit sales at industry/redistributors and retail customers businesses due to optimisation of customer portfolio and fiercer competition
- > Rising of unit sales in the trading division due to increased generation capacities as well as increased trading activities

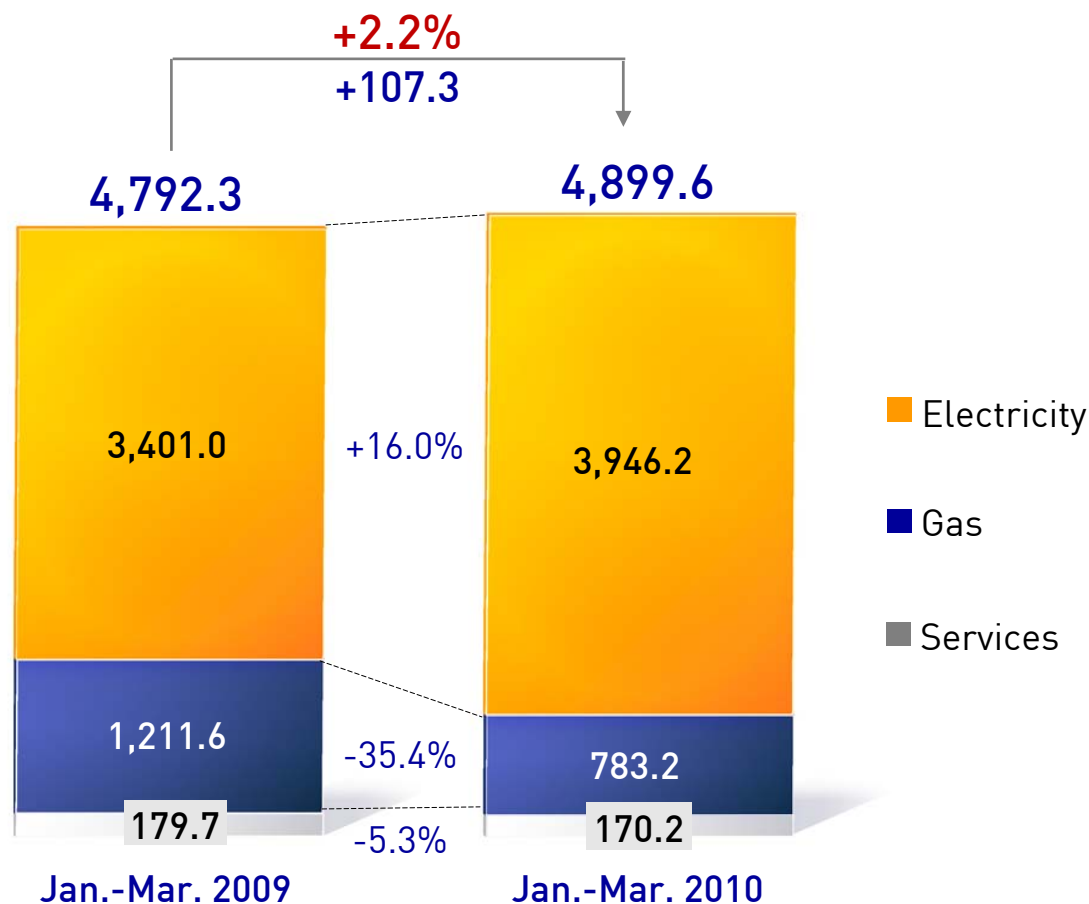
### > Business segment gas:

- > Unit sales to retail customers above prior year level due to colder winter
- > Decrease of unit sales to industry/redistributors customers due to stronger competition

## Revenue exceeded prior year level in line with significant volume increase in electricity segment



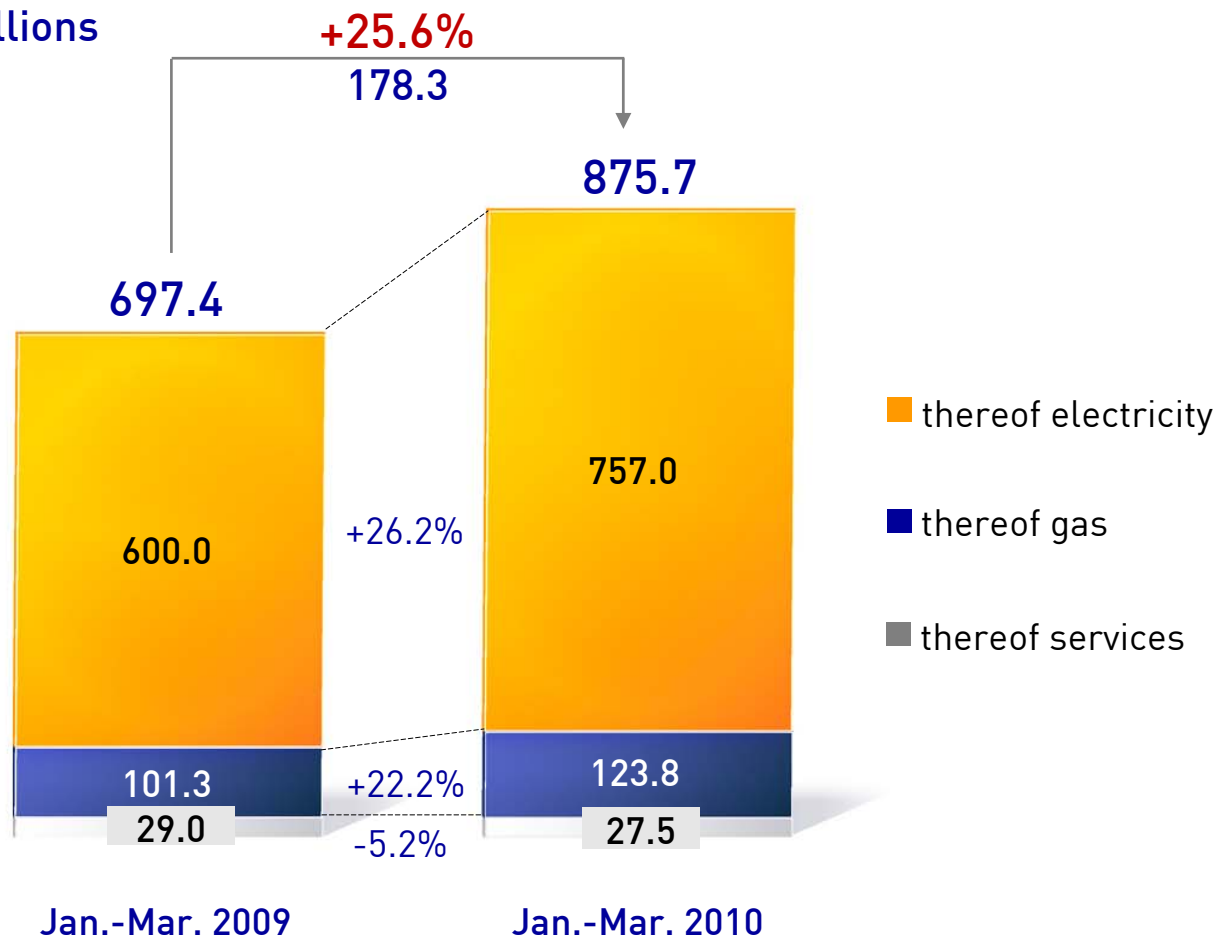
Revenue in € millions



## Higher adjusted EBIT due to regulated activities and more focused sales



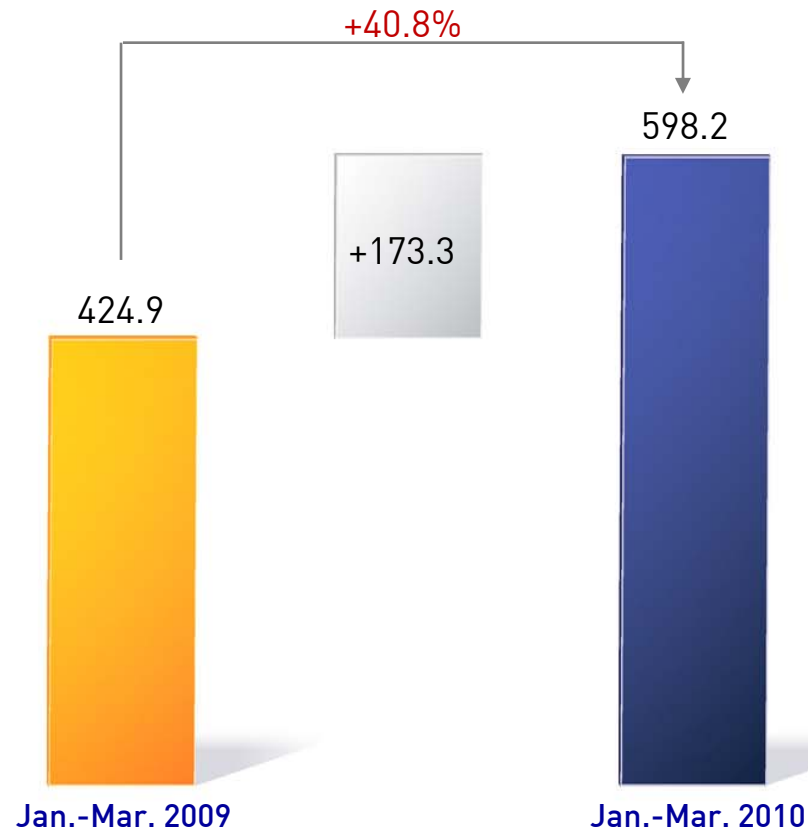
Adjusted EBIT in € millions



## Adjusted group net profit in line with adjusted EBIT



### Adjusted group net profit in € millions\*



\* In relation to the profit attributable to the shareholders of EnBW AG

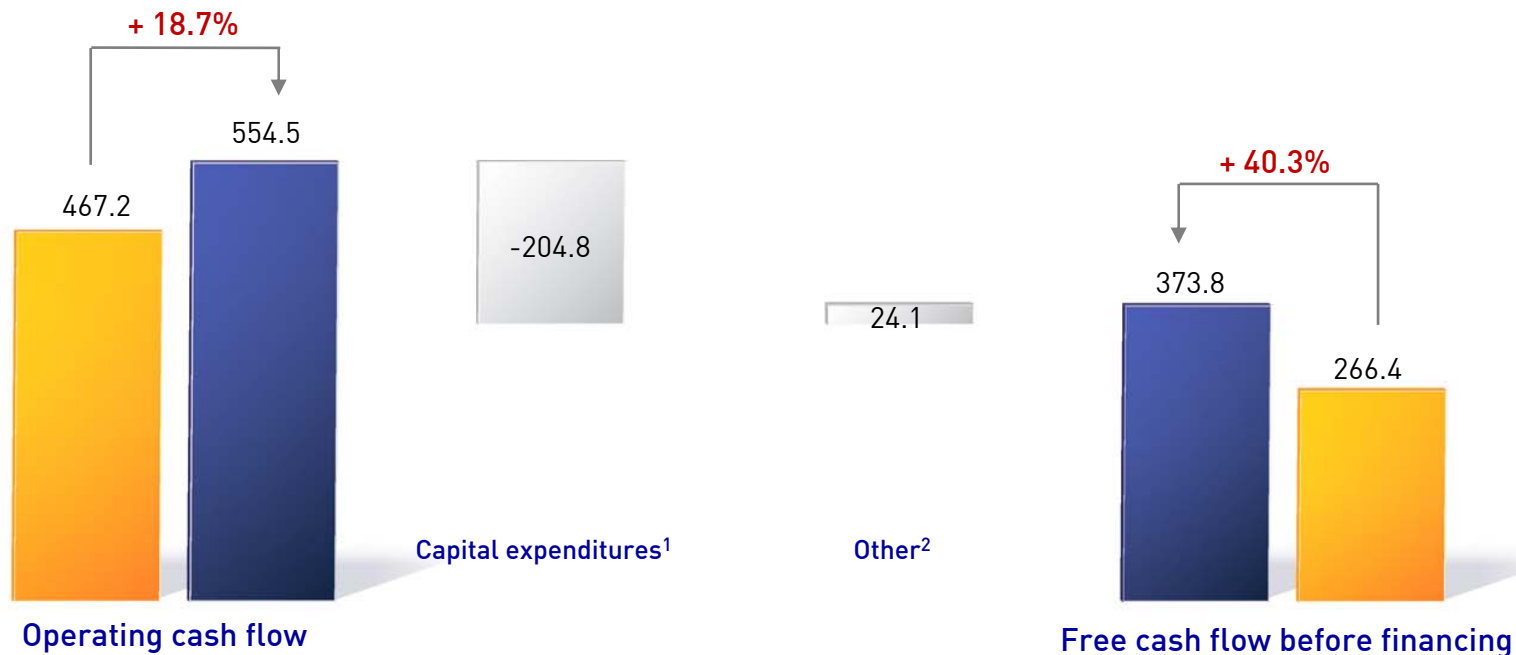
## Operating cash flow increased slightly in light of higher EBITDA and increase in assets/liabilities from operating activities



## Free cash flow increased due to higher operating cash flow



€ millions    ■ Jan.-Mar. 2009    ■ Jan.-Mar. 2010

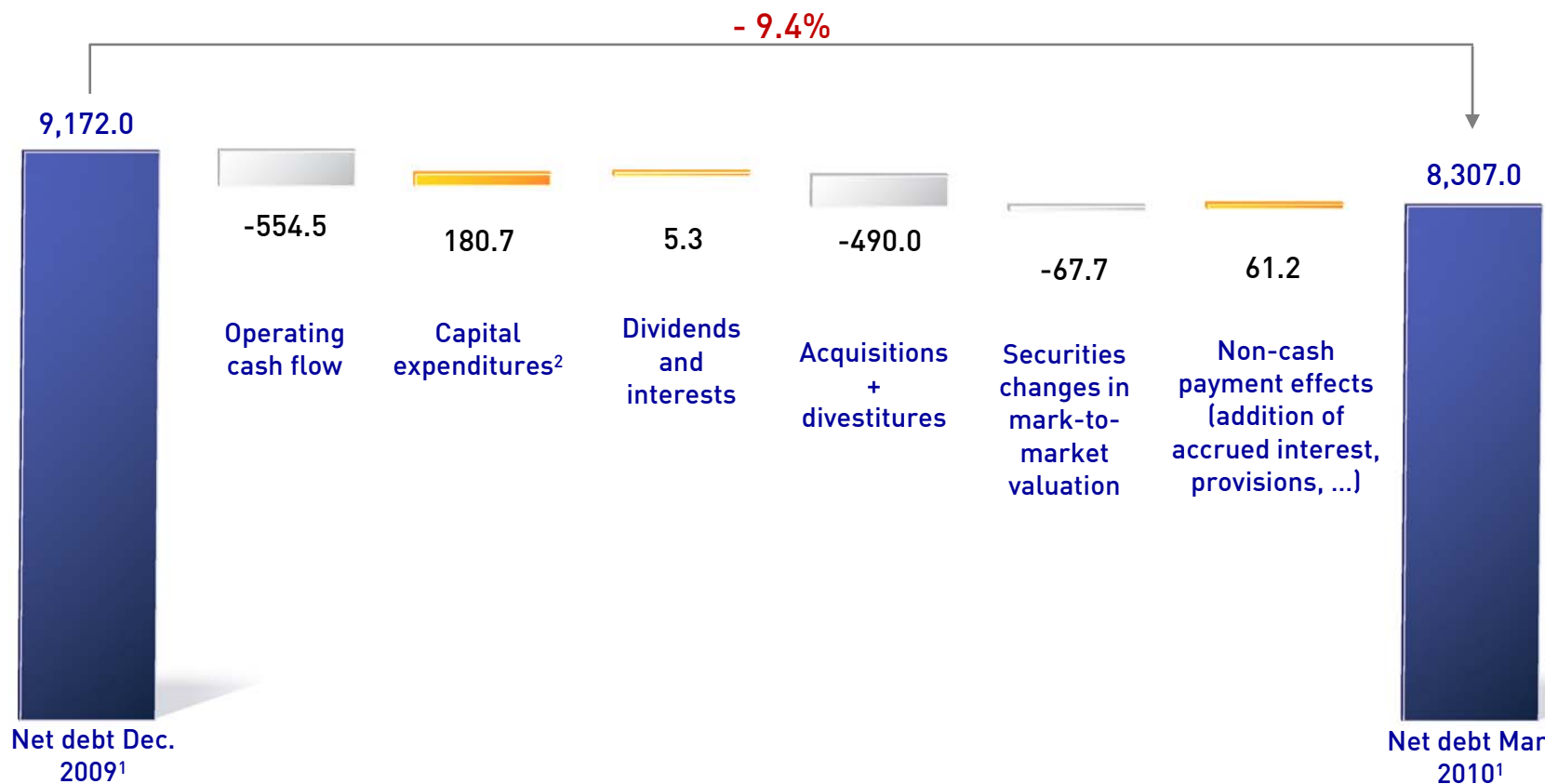


<sup>1</sup> For intangible assets and property, plant and equipment  
<sup>2</sup> Cash received from disposals of intangible assets and property, plant and equipment as well as cash received from construction cost and investment subsidies

# The sale of GESO led to a significant decrease of net debt



€ millions



<sup>1</sup> Adjusted for valuation effects from interest-induced hedging transactions

<sup>2</sup> For intangible assets and property, plant and equipment (net); include also cash received from disposals of intangible assets and property, plant and equipment as well as cash received from construction cost and investment subsidies

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## Outlook 2010: Despite good results in Q1 EnBW remains cautiously optimistic



EnBW	Figures 2009 in € millions <sup>1</sup>	Actual forecast for 2010 <sup>2</sup>
Adjusted EBIT: electricity	1,721.8	slightly rising (0 to 3%)
Adjusted EBIT: gas	152.0	falling (double-digit)
Adjusted EBIT: energy and environmental services	86.2	rising (double-digit)
Adjusted EBIT: group	1,793.9	stable (-1 to +1%)

## Key messages Q1 2010



- Good start into fiscal year 2010, but EnBW remains cautiously optimistic
- Results of Q1 2010 show
  - EnBW's strong performance in electricity upstream business
  - Increasing profitability of EnBW's regulated businesses