

# Multi-year overview

## Financial and strategic performance indicators

EnBW Group		2018	2017	2016	2015	2014
<b>Earnings</b>						
External revenue	in € million	20,618	21,974	19,368	21,167	21,003
<b>TOP</b> Adjusted EBITDA	in € million	2,158	2,113	1,939	2,110	2,167
EBITDA	in € million	2,090	3,752	731	1,918	2,137
Adjusted EBIT	in € million	958	999	1,025	1,182	1,291
EBIT	in € million	876	2,504	-1,663	277	0
Group net profit/loss <sup>1</sup>	in € million	334	2,054	-1,797	158	-466
Earnings per share from Group net profit/loss <sup>1</sup>	in €	1.23	7.58	-6.64	0.58	-1.72
<b>Balance sheet</b>						
Non-current assets	in € million	24,643	24,878	23,382	24,388	25,995
Total assets	in € million	39,609	38,785	38,535	38,158	38,312
Equity	in € million	6,273	5,863	3,216	5,123	4,546
Equity ratio	in %	15.8	15.1	8.3	13.4	11.9
Net financial debt	in € million	3,738	2,918	3,654	3,329	4,403
Coverage ratio ALM <sup>2</sup>	in %	51.8	53.3	60.8	74.2	- <sup>3</sup>
<b>Cash flow</b>						
Retained cash flow	in € million	999	3,050	950	1,718	- <sup>3</sup>
<b>TOP</b> Internal financing capability	in %	93.2	111.9	72.1	347.8	- <sup>3</sup>
Total investments	in € million	1,770	1,770	2,585	1,462	1,957
<b>Profitability</b>						
<b>TOP</b> Return on capital employed (ROCE) <sup>2</sup>	in %	6.5	7.3	7.8	9.5	10.0
Weighted average cost of capital before tax	in %	6.3	6.3	6.9	6.9	7.2
Average capital employed <sup>2</sup>	in € million	16,053	15,120	13,761	13,627	13,424
Value added <sup>2</sup>	in € million	32	151	124	354	376
<b>Sales</b>						
Electricity <sup>4</sup>	in billions of kWh	137	122	115	115	126
Gas	in billions of kWh	328	250	139	135	117

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EnBW Group		2018	2017	2016	2015	2014
<b>Sales</b>						
Electricity sales	in billions of kWh	37	40	44	48	48
Gas sales	in billions of kWh	57	57	54	82	72
External revenue	in € million	7,061	7,354	7,771	9,061	9,067
<b>TOP</b> Adjusted EBITDA	in € million	271	330	250	255	231
<b>Grids</b>						
External revenue	in € million	3,215	7,472	6,644	6,351	6,231
<b>TOP</b> Adjusted EBITDA	in € million	1,177	1,046	1,004	747	886
<b>Renewable Energies</b>						
Electricity sales	in billions of kWh	2	2	3	3	4
External revenue	in € million	478	508	511	447	407
<b>TOP</b> Adjusted EBITDA	in € million	298	332	295	287	191
<b>Generation and Trading</b>						
Electricity sales	in billions of kWh	97	80	68	65	75
Gas sales	in billions of kWh	272	193	85	53	45
External revenue	in € million	9,856	6,631	4,434	5,300	5,290
<b>TOP</b> Adjusted EBITDA	in € million	429	377	337	777	900

- 1 In relation to the profit/loss attributable to the shareholders of EnBW AG.
- 2 The figures for the 2017 financial year have been restated.
- 3 No figures for the comparative period 2014 are available for the new performance indicators.

## Non-financial performance indicators

EnBW Group		2018	2017	2016	2015	2014
<b>Customers and society goal dimension</b>						
<b>TOP</b> Reputation Index		51.3	52.1	50.0	48.5	- <sup>1</sup>
<b>TOP</b> EnBW/Yello Customer Satisfaction Index <sup>2</sup>		120 / 152	143 / 161	132 / 150	136 / 152	114 / 145
<b>TOP</b> SAIDI (electricity) in min./year		17	19	16	15	15
<b>Employees goal dimension</b>						
<b>TOP</b> Employee Commitment Index (ECI) <sup>3</sup>		62	60	59	60	56
<b>TOP</b> LTIF <sup>4</sup>		2.3	3.0	3.9	3.8	4.3
<b>Environment goal dimension</b>						
<b>TOP</b> Installed output of renewable energies (RE) in GW and the share of the generation capacity accounted for by RE in % <sup>5</sup>		3.7 / 27.9	3.4 / 25.8	3.1 / 23.1	3.1 / 23.6	2.6 / 19.1
<b>TOP</b> CO <sub>2</sub> intensity in g/kWh		553	556	577	606	- <sup>1</sup>

- 1 No figures for the comparative period 2014 are available for the new performance indicators.
- 2 EnBW has been working together with a new market research company since 2017. Despite using the same survey methodology and random sampling, current and earlier values are only comparable to a limited extent.
- 3 Variations in the group of consolidated companies (consideration of companies controlled by the Group [without ITOs]).
- 4 Variations in the group of consolidated companies (consideration of all employees at those companies controlled by the Group, except external agency workers and contractors).
- 5 The figures for the 2017 financial year have been restated.