Performance indicators of the EnBW Group

Financial and strategic performance indicators

in € million	2017	2016	Change in %
External revenue	21,974.0	19,368.4	13.5
TOP Adjusted EBITDA	2,113.0	1,938.9	9.0
TOP Share of adjusted EBITDA accounted for by Sales in € million/in %	330.0/15.6	249.7/12.9	32.2/–
TOP Share of adjusted EBITDA accounted for by Grids in € million/in %	1,045.9/49.5	1,004.1/51.8	4.2/–
TOP Share of adjusted EBITDA accounted for by Renewable Energies in € million/in %	331.7/15.7	295.3/15.2	12.3/–
TOP Share of adjusted EBITDA accounted for by Generation and Trading in € million/in %	377.1/17.8	337.2/17.4	11.8/–
Share of adjusted EBITDA accounted for by Other/Consolidation in € million/in %	28.3/1.4	52.6/2.7	-46.2/–
EBITDA	3,752.4	730.7	–
Adjusted EBIT	998.8	1,024.5	-2.5
EBIT	2,504.0	-1,662.9	–
Group net profit/loss[1]	2,054.1	-1,797.2	–
Earnings per share from Group net profit/loss in €[1]	7.58	-6.64	–
Retained cash flow	3,050.3	949.5	–
Retained cash flow II	1,529.5	949.5	61.1
Net (cash) investments	1,367.1	1,316.9	3.8
TOP Internal financing capability in %	111.9	72.1	55.2
Net financial debt[2]	2,917.8	3,653.8	-20.1
Coverage ratio ALM in %[2]	52.9	60.8	–
TOP Return on capital employed (ROCE) in %[2]	7.3	7.8	–
Weighted average cost of capital before tax in %	6.3	6.9	–
Average capital employed[2]	15,146.1	13,760.9	10.1
Value added[2]	151.5	123.8	22.4

Non-financial key performance indicators

	2017	2016	Change in %
Customers and society goal dimension			
TOP Reputation Index	52.1	50.0	4.2
TOP EnBW/Yello Customer Satisfaction Index[3]	143/161	132/150	8.3/7.3
TOP SAIDI (electricity) in min./year	19	16	18.8
Employees goal dimension			
TOP Employee Commitment Index (ECI)[4]	60	59	1.7
TOP LTIF[4]	3.0	3.9	-23.1
Environment goal dimension			
TOP Installed output of renewable energies (RE) in GW and the share of the generation capacity accounted for by RE in %	3.4/25.9	3.1/23.1	9.7/12.1
TOP CO_2 intensity in g/kWh	556	577	-3.6

Employees of the EnBW Group[5]

	31/12/2017	31/12/2016	Change in %
Employees	21,352	20,409	4.6
Full-time equivalents[6]	19,939	18,923	5.4

1 In relation to the profit/loss attributable to the shareholders of EnBW AG.
2 The figures for the previous year have been restated.
3 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.
4 Variations in the group of consolidated companies; see also the definition of key performance indicators on page 30.
5 Number of employees excluding marginally employed persons, apprentices/trainees and inactive employees.
6 Converted into full-time equivalents.