

# Performance indicators of the EnBW Group

## Financial and strategic performance indicators

in € million	2018	2017	Change in %
External revenue	20,617.5	21,974.0	-6.2
<b>TOP</b> Adjusted EBITDA	2,157.5	2,113.0	2.1
<b>TOP</b> Share of adjusted EBITDA accounted for by Sales in € million/in %	270.6/12.5	330.0/15.6	-18.0/-
<b>TOP</b> Share of adjusted EBITDA accounted for by Grids in € million/in %	1,176.9/54.5	1,045.9/49.5	12.5/-
<b>TOP</b> Share of adjusted EBITDA accounted for by Renewable Energies in € million/in %	297.7/13.8	331.7/15.7	-10.3/-
<b>TOP</b> Share of adjusted EBITDA accounted for by Generation and Trading in € million/in %	428.6/19.9	377.1/17.8	13.7/-
Share of adjusted EBITDA accounted for by Other/Consolidation in € million/in %	-16.3/-0.7	28.3/1.4	-/-
EBITDA	2,089.6	3,752.4	-44.3
Adjusted EBIT	957.5	998.8	-4.1
EBIT	875.8	2,504.0	-65.0
Adjusted Group net profit <sup>1</sup>	438.3	793.3	-44.7
Group net profit <sup>1</sup>	334.2	2,054.1	-83.7
Earnings per share from Group net profit in € <sup>1</sup>	1.23	7.58	-83.7
Retained cash flow	999.1	3,050.3	-67.2
<b>TOP</b> Internal financing capability in %	93.2	111.9	-16.7
Total investments	1,769.9	1,770.3	0.0
Net financial debt	3,738.4	2,917.8	28.1
Coverage ratio ALM in % <sup>2</sup>	51.8	53.3	-
<b>TOP</b> Return on capital employed (ROCE) in % <sup>2</sup>	6.5	7.3	-
Weighted average cost of capital before tax in %	6.3	6.3	-
Average capital employed <sup>2</sup>	16,053.3	15,119.9	6.2
Value added <sup>2</sup>	32.1	151.2	-78.8

## Non-financial performance indicators

	2018	2017	Change in %
<b>Customers and society goal dimension</b>			
<b>TOP</b> Reputation Index	51.3	52.1	-1.5
<b>TOP</b> EnBW/Yello Customer Satisfaction Index	120/152	143/161	-16.1/-5.6
<b>TOP</b> SAIDI (electricity) in min./year	17	19	-10.5
<b>Employees goal dimension</b>			
<b>TOP</b> Employee Commitment Index (ECI) <sup>3</sup>	62	60	3.3
<b>TOP</b> LTIF <sup>4</sup>	2.3	3.0	-23.3
<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>2</sup>	3.7/27.9	3.4/25.8	8.8/8.1
<b>TOP</b> CO <sub>2</sub> intensity in g/kWh	553	556	-0.5

## Employees of the EnBW Group<sup>5</sup>

	31/12/2018	31/12/2017	Change in %
Employees	21,775	21,352	2.0
Full-time equivalents <sup>6</sup>	20,379	19,939	2.2

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 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 Number of employees excluding apprentices/trainees and inactive employees.

6 Converted into full-time equivalents.