

# Performance indicators of the EnBW Group

## Financial and strategic performance indicators

in € million	2015	2014	Change in %
External revenue	21,166.5	21,002.5	0.8
<b>TOP</b> Adjusted EBITDA	2,109.6	2,167.4	-2.7
<b>TOP</b> Share of the adjusted EBITDA accounted for by Sales in € million/in %	255.3/12.1	230.6/10.6	10.7/-
<b>TOP</b> Share of the adjusted EBITDA accounted for by Grids in € million/in %	747.4/35.4	886.3/40.9	-15.7/-
<b>TOP</b> Share of the adjusted EBITDA accounted for by Renewable Energies in € million/in %	287.4/13.6	191.4/8.8	50.2/-
<b>TOP</b> Share of the adjusted EBITDA accounted for by Generation and Trading in € million/in %	777.3/36.8	899.5/41.5	-13.6/-
Share of the adjusted EBITDA accounted for by Other/Consolidation in € million/in %	42.2/2.1	-40.4/-1.8	-/-
EBITDA	1,918.2	2,137.3	-10.3
Adjusted EBIT	1,181.9	1,290.5	-8.4
EBIT	277.0	0.1	-
Adjusted Group net profit <sup>1,2</sup>	951.7	464.2	105.0
Group net profit/loss <sup>1,2</sup>	124.9	-465.9	-
Earnings per share from adjusted Group net profit <sup>1,2</sup> in €	3.51	1.71	105.0
Earnings per share from Group net profit/loss <sup>1,2</sup> in €	0.46	-1.72	-
Cash flow from operating activities	1,918.3	1,775.7	8.0
Free cash flow	725.8	330.2	119.8
Adjusted net debt <sup>3</sup>	6,735.5	7,982.6	-15.6
<b>TOP</b> Dynamic leverage ratio in years	3.19	3.68	-13.3
Total investments	1,461.6	1,956.7	-25.3
<b>TOP</b> Return on capital employed (ROCE) in %	9.5	10.0	-
Weighted average cost of capital before tax in %	6.9	7.2	-
Average capital employed <sup>1</sup>	13,620.4	13,423.6	1.5
Value added <sup>1</sup>	354.1	375.9	-5.8

## Non-financial performance indicators

	2015	2014	Change in %
<b>Customers goal dimension</b>			
<b>TOP</b> EnBW/Yello Brand Attractiveness Index	43/35	43/36	0.0/-2.8
<b>TOP</b> EnBW/Yello Customer Satisfaction Index	136/152	114/145	19.3/4.8
<b>TOP</b> SAIDI (electricity) in min/year	15	15	0.0
<b>Employees goal dimension</b>			
<b>TOP</b> Employee Commitment Index (ECI) <sup>4</sup>	60	56	7.1
<b>TOP</b> LTIF <sup>4</sup>	3.8	4.3	-11.6
<b>Environment goal dimension</b>			
<b>TOP</b> Installed output of renewable energies in GW and the share of the generation capacity accounted for by renewable energies in %	3.1/23.6	2.6/19.1	19.2/-
<b>Employees<sup>5</sup></b>			
	31/12/2015	31/12/2014	Change in %
Number	20,288	20,092	1.0

<sup>1</sup> The figures for the previous year have been restated.

<sup>2</sup> In relation to shares in profit/loss attributable to the shareholders of EnBW AG.

<sup>3</sup> Includes equity investments held as financial assets.

<sup>4</sup> Variations in the group of consolidated companies; see also the definition of key performance indicators on page 25.

<sup>5</sup> Number of employees excluding marginally employed persons, apprentices/trainees and inactive employees.