

Key performance indicators of the EnBW Group

Key financial and strategic performance indicators¹

in € million	2014	2013	Change in %
External revenue	21,002.5	20,544.8	2.2
Adjusted EBITDA	2,167.4	2,224.7	-2.6
Share of the adjusted EBITDA accounted for by the Sales segment in € million/in %	230.6/10.6	227.1/10.2	1.5/-
Share of the adjusted EBITDA accounted for by the Grids segment in € million/in %	886.3/40.9	961.8/43.2	-7.8/-
Share of the adjusted EBITDA accounted for by the Renewable Energies segment in € million/in %	191.4/8.8	220.2/9.9	-13.1/-
Share of the adjusted EBITDA accounted for by the Generation and Trading segment in € million/in %	899.5/41.5	839.0/37.7	7.2/-
Share of the adjusted EBITDA accounted for by Other/Consolidation in € million/in %	-40.4/-1.8	-23.4/-1.0	-72.6/-
EBITDA	2,137.3	1,999.7	6.9
Adjusted EBIT	1,290.5	1,339.5	-3.7
EBIT	0.1	1,024.1	-
Adjusted Group net profit ²	479.4	462.3	3.7
Group net profit/loss ²	-450.7	51.0	-
Earnings per share from adjusted Group net profit ² in €	1.77	1.71	3.7
Earnings per share from Group net profit/loss ² in €	-1.66	0.19	-
Cash flow from operating activities	1,775.7	1,919.1	-7.5
Free cash flow	330.2	1,168.2	-71.7
Adjusted net debt ³	7,982.6	7,271.3	9.8
Dynamic leverage ratio	3.68	3.27	12.5
Capital expenditures	1,956.7	1,108.3	76.5
Return on capital employed (ROCE) in %	10.0	9.7	3.1
Weighted average cost of capital (WACC) before tax in %	7.2	8.5	-15.3
Average capital employed	13,473.0	14,972.7	-10.0
Value added	377.2	179.7	109.9

Key non-financial performance indicators

	2014	2013
Customers goal dimension		
EnBW/Yello Brand Attractiveness Index	43/36	42/38
EnBW/Yello Customer Satisfaction Index	114/145	111/148
SAIDI (electricity) in min/year ¹	15	21
Employees goal dimension		
Employee Commitment Index (ECI) ⁴	56	58
LTIF ^{1,4}	4.3	3.7
Environment goal dimension		
Installed output of renewable energies (RE) in GW and the share of the generation capacity accounted for by RE in %	2.6/19.1	2.6/19.1

Employees of the EnBW Group^{1,5}

	31/12/2014	31/12/2013	Change in %
Employees	20,092	19,844	1.2

¹ The figures for the previous year have been restated.

² In relation to the profit/loss attributable to the equity holders of EnBW AG.

³ Includes investments held as financial assets.

⁴ Variations in the group of consolidated companies.

⁵ Number of employees excluding apprentices/trainees and excluding inactive employees.