Annika Viklund
Head of Business Area Distribution

## Facts and Figures – BA Distribution

**Business Area Distribution comprises Vattenfall’s electricity distribution operations in Sweden and Germany (Berlin)**

<table>
<thead>
<tr>
<th>Metric</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>External net sales (MSEK)</td>
<td>15,355</td>
</tr>
<tr>
<td>EBIT (MSEK)</td>
<td>5,419</td>
</tr>
<tr>
<td>Underlying EBIT (MSEK)</td>
<td>5,465</td>
</tr>
<tr>
<td>Investments (MSEK)</td>
<td>4,671</td>
</tr>
<tr>
<td>Regulatory asset base (MSEK)</td>
<td>52,011</td>
</tr>
<tr>
<td>No of network customers</td>
<td>3,203,000</td>
</tr>
<tr>
<td>Transited volume (TWh)</td>
<td>82.5</td>
</tr>
<tr>
<td>Number of employees (FTE)</td>
<td>~2,700</td>
</tr>
</tbody>
</table>

**Total length of electricity distribution network 2015: 259,000 km**

- **Sweden**
  - Transited volume, TWh: 69.2
  - Distribution network, km: 178,000

- **Germany**
  - Transited volume, TWh: 13.3
  - Distribution network, km: 81,000

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*Vattenfall Capital Markets Day, 19 September 2016*
STRONG ORGANIC GROWTH IN OUR DISTRIBUTION NETWORK

Vattenfall’s grids are located in attractive areas with an increase of inhabitants which renders in an increased number of connection points/customers.

**Selected Municipalities* Sweden**

<table>
<thead>
<tr>
<th>Year</th>
<th>Inhabitants (thousands)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>3,500</td>
</tr>
<tr>
<td>2015</td>
<td>3,800</td>
</tr>
<tr>
<td>2020</td>
<td>3,900</td>
</tr>
<tr>
<td>2025</td>
<td>4,000</td>
</tr>
<tr>
<td>2030</td>
<td>4,100</td>
</tr>
</tbody>
</table>

+147,000 inhabitants

~70,000 new customers

**Berlin (Germany)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Inhabitants (thousands)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>3,200</td>
</tr>
<tr>
<td>2015</td>
<td>3,600</td>
</tr>
<tr>
<td>2020</td>
<td>3,700</td>
</tr>
<tr>
<td>2025</td>
<td>3,800</td>
</tr>
<tr>
<td>2030</td>
<td>3,900</td>
</tr>
</tbody>
</table>

+135,000 inhabitants

~68,000 new customers

*Municipalities that VF operates in*

Vattenfall Capital Markets Day, 19 September 2016
An efficient electricity distributor with quality of supply exceeding stakeholders’ expectations, and an enabler of sustainable energy

Stable cash flow and high investments

- The distribution business and its high investment level driven by growth and renewal of RAB delivers stable cash flows for the future
- The high investments are driven by population growth, higher quality ambitions and improved service level to customers

Berlin concession

- Vattenfall is competing for the Berlin concession and has handed in a final proposal
- Our experience guarantee a top-tier network operation, combining high availability and fast service with low costs for our network customers

The digital DSO

- Focus on Digitalisation, Automation and Smart Grid development
- Swedish DSOs are starting to roll out the second wave of smart meters and fully utilize the benefits
- Berlin is starting up the first roll out of smart meters and enabling new services to customers

Business development

- In Sweden, identification ongoing for suitable network areas for acquisition
- New non-regulated business

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