



Annika Viklund Head of Business Area Distribution

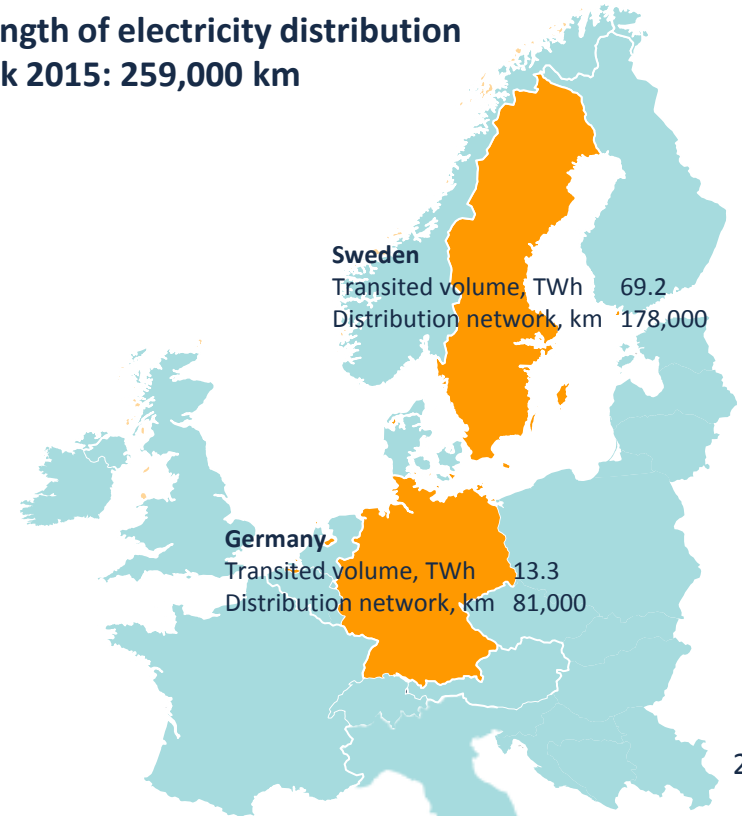
Vattenfall Capital Markets Day, Solna, 19 September 2016

FACTS AND FIGURES – BA DISTRIBUTION

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

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

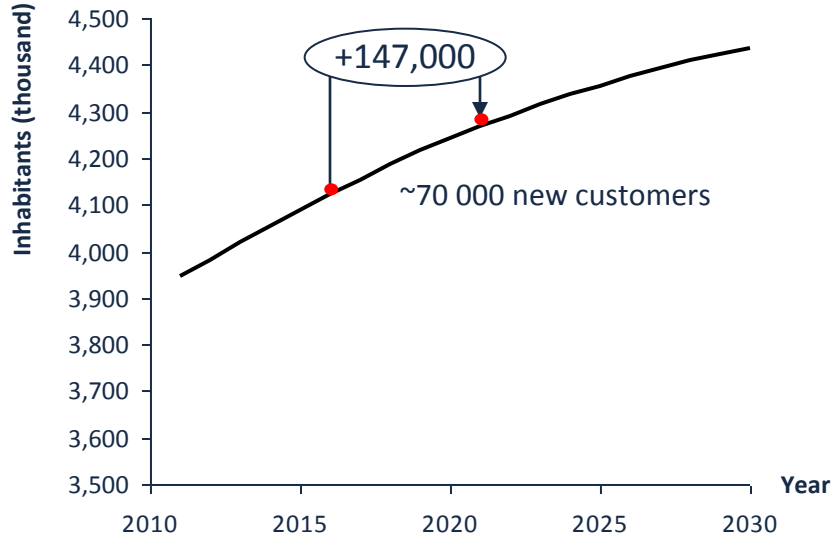
Total length of electricity distribution network 2015: 259,000 km



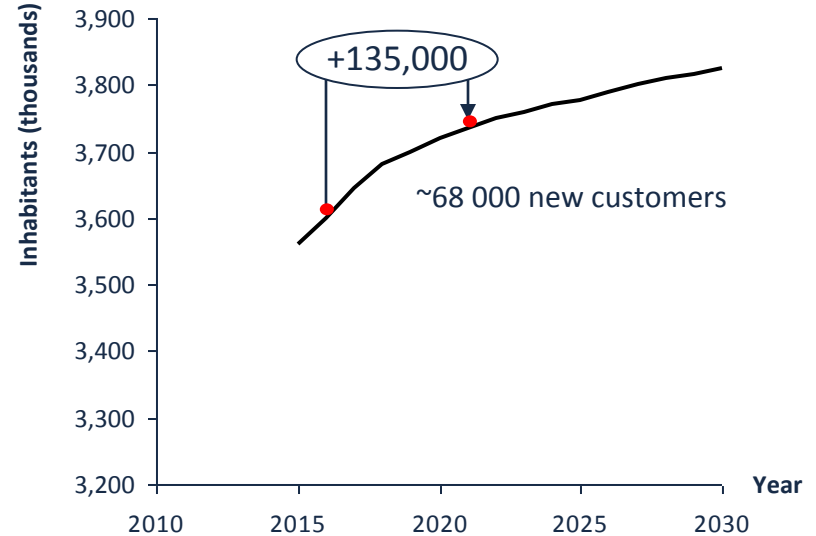
STRONG ORGANIC GROWTH IN OUR DISTRIBUTION NETWORK

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



Berlin (Germany)



*Municipalities that VF operates in

FOCUS AREAS FOR BA DISTRIBUTION

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

“An efficient electricity distributor with quality of supply exceeding stakeholders’ expectations, and an enabler of sustainable energy”

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