

Vattenfall Q3 and 9M Results 2017

Magnus Hall, CEO and Stefan Dohler, CFO

Press Conference 27 October 2017



BUSINESS HIGHLIGHTS AND KEY FIGURES

- Growth in onshore wind with investment decision for Wieringermeer (180MW) and acquisition of a neighbouring project (115MW)
- Improved availability in nuclear and completion of yearly revisions
- Program launch to increase efficiency in staff functions (SEK 2 bn cost reduction target by 2020)
- Pushing the transition to electric vehicles through the EV100 initiative
- Launch of climate smarter energy solutions, InHouse (SE), Haus-Strom (DE) and solar lease (DE, NL)

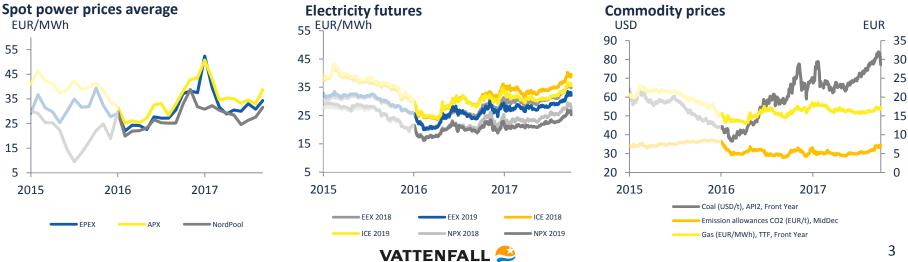
| SEK bn | 9M 2017 ¹ | Q3 2017 ¹ |
|----------------------------------|----------------------|-----------------------------|
| Net Sales | 96.8 (101.4) | 27.4 (29.7) |
| Underlying EBIT | 16.0 (14.6) | 2.8 (2.6) |
| EBIT | 12.6 (4.2) | 2.2 (2.3) |
| Profit for the period | 6.7 (1.8) | 0.8 (0.8) |
| ROCE, % ² | 4.2 (3.1) | 4.2 (3.1) |
| ROCE excl. IAC, % ² | 9.8 (8.4) | 9.8 (8.4) |
| FFO/adj net debt, % ² | 24.0 (23.9) | 24.0 (23.9) |

1) Figures for 2016 excluding divested lignite operations 2) Last 12-month value



IMPROVED PRICE DEVELOPMENT DRIVEN BY STRONGER FUEL PRICES

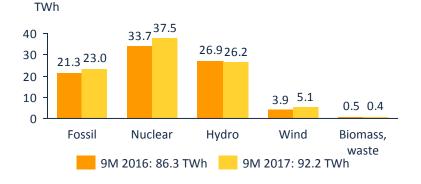
- Nordic spot prices 13% higher vs. Q3 2016, despite a higher hydrological balance
- German and Dutch spot prices were 16% and 12% higher respectively vs. Q3 2016
- Higher electricity futures as a result of recovery in fuel prices
- 31% price increase in coal, mainly due to stronger Euro vs US dollar, higher demand of imported coal in China
- Prices for CO₂ allowances rose with 30% vs. Q3 2016, gas prices slightly higher vs. Q3 2016



INCREASE IN GENERATION AND COMPETITIVE PRESSURE IN SALES

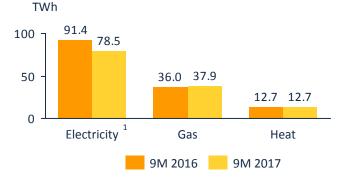
Generation increased by 5.9 TWh to 92.2 TWh

- Strong increase in nuclear power generation due to high availability
- New assets increase wind power generation
- Slightly lower hydro generation



Decrease in sales due to lower electricity sales

- Electricity sales decreased due to lower sales in Germany and France
- Gas volumes increased due to increased customer base in Germany
- Unchanged heat sales





1) Pertains to electricity sales to customers, i.e. excluding bilateral sales to Nordpool.

GROWTH IN DECENTRALISED SOLUTIONS

Declining costs for solar and batteries together with a strengthened political framework enable new customer offerings



Launch of Vattenfall InHouse, SE

Launch of **InHouse**, to tenantowner housing associations and property owners

- InHouse Heating
- InHouse Electricity
- InHouse Charging
- InHouse Smart



Launch of solar panels for tenant customers, DE & NL

New offering to tenant customers in Berlin and Hamburg to install solar panels on the roofs for self consumption → remaining demand from micro CHP



Launch of solar panels for private customers, NL & DE

Private customers to lease or buy solar panels for personal consumption trough new offering



Joined the EV100 initiative

Vattenfall joined the initiative EV100 together with 9 other multinational companies \rightarrow to exchange the entire car fleet, 3500 cars, to electrical vehicles within the next five years



LEVERAGING DIGITALISATION ACROSS THE VALUE CHAIN OF VATTENFALL



Sample initiatives ongoing in the third quarter

- Analytics platform (big data) for optimising O&M in Wind
- Virtual reality applications for advanced O&M in Nuclear



- Digitalised and predictive maintenance
- Mobile solution for field personnel





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Sales of energy and energy solutions

- Pilot blockchain peer-to-peer OTC trading platform (Enerchain)
- Automated model-based trading
- Automated back-office processes
- New CRM, billing solution and meter value management for Heat
- Automated customer interaction, e.g. AI/Chatbots
- Digital platform for managing installation/service of decentralised solutions





RENEWABLES GROWTH ON TRACK – STRENGTHENING THE ONSHORE PIPELINE

Key developments in Q3

Wieringermeer + extension, 295MW

Final investment decision for Wieringermeer

- 180 MW
- 50 turbines
- Commissioning 2019
- Acquired Wieringermeer extension
- 115 MW
- 32 turbines
- Commissioning 2019

Pen y Cymoedd, 228 MW 😹

- Inauguration of Pen y Cymoedd
- 228 MW
- 76 turbines
- Vattenfall's largest onshore windfarm to date



Pen y Cymoedd, UK



LONG TERM COMMITMENT TO SWEDISH NUCLEAR

Q3 highlights and current focus

- ✓ 90% reduction of the nuclear capacity tax effective as of July 1, 2017
- ✓ 2017 revisions concluded
- ✓ Operational performance according to plan – with a strong safety & costefficiency focus
- ✓ Nuclear recruitment campaign to secure future competence

Regulatory topics

- Nuclear waste fee: proposal from the Swedish Radiation Safety Authority to the Government in October 2017
 - Forsmark: decrease by 0.6 öre/kWh to 3.3 öre/kwh
 - Ringhals: increase by 1.0 öre/kWh to 5.2 öre/kWh
 - Government decision expected before year-end
- Final repository: main hearings in the Land and Environmental Court
 - Statement to the Government expected in the beginning of 2018





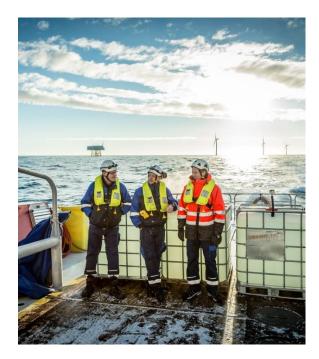
STRATEGY AND STRATEGIC TARGETS

Vattenfall is well on track to meet its strategic targets until 2020





TO POWER CLIMATE SMARTER LIVING



"At Vattenfall we exist to help all of our customers and partners power their lives in ever climate smarter ways and free from fossil fuel within one generation"



HEIDELBERGCEMENTGroup

northvolt



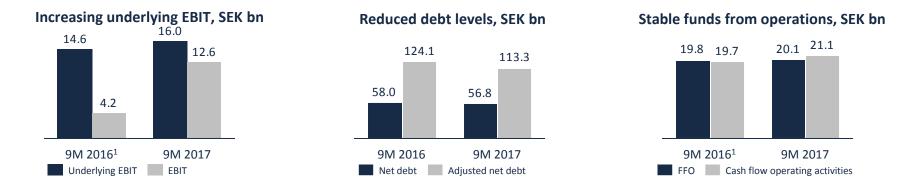


FINANCIALS

Stefan Dohler, CFO



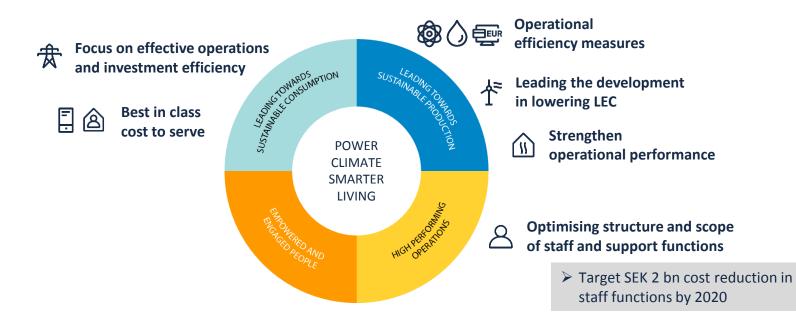
9M 2017 FINANCIAL HIGHLIGHTS



- Underlying EBIT increased by SEK 1.4 bn to SEK 16.0 bn due to increased earnings in heat, distribution and power generation
- Program launched to increase efficiency in staff functions (SEK 2 bn cost reduction target by 2020)
- FFO and debt levels stable, with FFO/adjusted net debt at 24.0%, above target of 22%
- Adjusted net debt improved with SEK 10.8 bn, mainly due to positive cash flow after investment, decrease in pension provisions and refund of nuclear fuel tax from the German government



COST REDUCTIONS ARE AN INTEGRAL PART OF OUR STRATEGY





9M AND Q3 2017 FINANCIAL OVERVIEW

Underlying operating profit is increasing owing to higher earnings mainly in heat, distribution and power generation

| SEK bn | 9M 2017 ¹ | Q3 2017 ¹ |
|---|----------------------|----------------------|
| Net Sales | 96.8 (101.4) | 27.4 (29.7) |
| EBITDA | 24.4 (23.9) | 5.9 (5.9) |
| Underlying operating profit (EBIT) | 16.0 (14.6) | 2.8 (2.6) |
| EBIT | 12.6 (4.2) | 2.2 (2.3) |
| Financial items, net | -3.4 (-4.4) | -1.3 (-1.9) |
| Profit for the period | 6.7 (1.8) | 0.8 (0.8) |
| Funds from Operations (FFO) | 20.1 (19.8) | 5.0 (5.2) |
| Cash flow operating activities | 21.1 (17.5) | 15.5 (8.9) |
| Net debt | 56.8 (58.0) | 56.8 (58.0) |
| Adjusted net debt | 113.3 (124.1) | 113.3 (124.1) |
| FFO/adjusted net debt (%) ² | 24.0 (23.9) | 24.0 (23.9) |
| Adjusted net debt/EBITDA (times) ² | 4.1(3.9) | 4.1 (3.9) |

1) 2016 figures excluding divested lignite operations

2) Last 12-month values



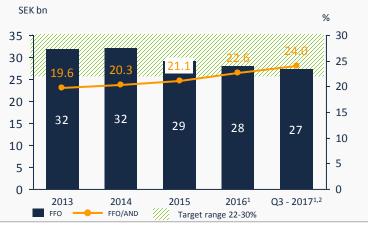
A STABLE FINANCIAL PERFORMANCE ENABLES OUR TARGETED RENEWABLES GROWTH

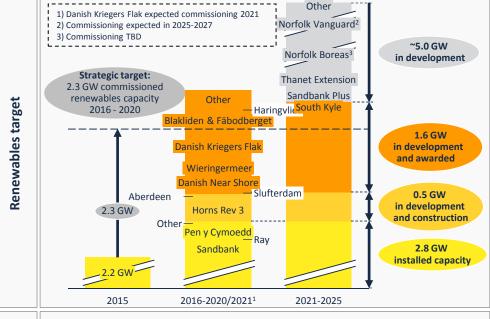
Service provider

VATTENFALL ڪ

Stabilised FFO after the drop mainly due to weakening market conditions

- FFO/AND at 24.0% is now above target level of 22%
- Enabling further investments in renewables
 - Strategic target of 2.3 GW commissioned renewables capacity 2016-2020





Vattenfall markets more than 4.4 GW as a service provider with the ambition to expand further. Latest contract was a direct marketing contract for Deutsche Bucht.

FFO/AND excluding lignite operations

ITEMS AFFECTING COMPARABILITY

| SEK bn | 9M 2017 | Q3 2017 |
|--|--------------|-------------|
| Capital gains | 0.6 (2.1) | 0.0 (0.0) |
| Capital losses | -0.0 (-0.1) | -0.0 (-0.0) |
| Impairment losses | -0.4 (-9.1) | - (-0.1) |
| Reversed impairment losses | 0.0 (-) | 0.0 (-) |
| Provisions | -0.6 (0.1) | - (0.1) |
| Unrealised changes in the fair value of energy derivatives | -3.7 (-3.4) | -0.6 (-0.1) |
| Unrealised changes in the fair value of inventories | -0.2 (0.6) | 0.4 (-0.0) |
| Restructuring costs | -0.3 (-0.3) | -0.2 (-0.0) |
| Other items affecting comparability | 1.2 (-0.4) | -0.2 (-0.3) |
| Total | -3.4 (-10.4) | -0.6 (-0.4) |

- Unrealised changes in the fair value of energy derivatives and inventories SEK -3.9 bn
- Capital gains of SEK 0.6 bn mainly due to sale of shares in Waste incineration plants
- Provisions of SEK -0.6 bn mainly because of change of discount rate for Ringhals
- Other items refer mainly to the refund of nuclear fuel tax (SEK 1.8 bn)



UNDERLYING EBIT PER OPERATING SEGMENT

| SEK bn | 9M 2017 ² | Q3 2017 ² |
|-----------------------|----------------------|----------------------|
| Customers & Solutions | 1.2 (1.4) | 0.2 (0.3) |
| Power Generation | 8.1 (7.5) | 2.5 (2.1) |
| Wind | 0.8 (0.5) | -0.3 (-0.1) |
| Heat | 2.4 (1.7) | -0.3 (-0.5) |
| Distribution | 4.5 (3.7) | 1.1 (1.0) |
| Other ¹ | -0.8 (-0.1) | -0.3 (-0.2) |
| Eliminations | -0.2 (-0.2) | -0.1 (-0.1) |
| Total | 16.0 (14.6) | 2.8 (2.6) |

- Customer & Solutions: decrease by SEK 0.2 bn due to lower margins
- Power Generation: increase by SEK 0.6 bn mainly due to higher realised results from trading
- Wind: increase by SEK 0.3 bn following new capacity added (Sandbank, Pen y Cymoedd, Ray)
- Heat: increase by SEK 0.7 bn in subsidy for gas fired CHP plants incl. retroactive compensation in 2017 for 2016
- Distribution: underlying operating profit increased by SEK 0.7 bn as a result of a higher gross margin resulting from positive price effects

1) "Other" pertains mainly to all Staff functions,

including Treasury and Shared Service Centres

2) 2016 figures excluding divested lignite operations



FINANCIAL TARGETS

On an underlying basis Vattenfall meets its financial targets

| Financial metric | Target ² | 9M 2017 | 9M 2016 ³ |
|--|---------------------|------------|----------------------|
| Return on Capital Employed (ROCE) ¹ (ROCE excl. items affecting comparability) | 9% | 4.2 9.8 | 3.1 8.4 |
| FFO/adjusted net debt ¹ | 22-30% | 24.0 | 23.9 |
| Net debt/equity | 50-90% | 62.4 | 66.8 |
| Dividend policy (% of the year's profit after tax) | 40-60% | - | - |

1) Last 12-months value

2) Financial targets are set and reviewed by the owner for a business cycle-period

3) Excluding divested lignite operations



CONTINUED STRONG LIQUIDITY POSITION

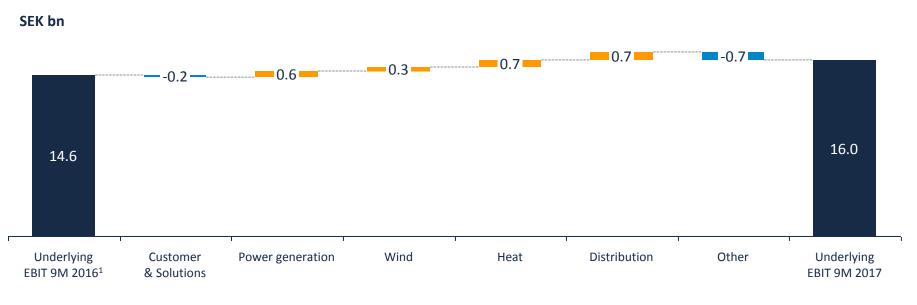
| Group liquidity | SEK bn | Committed credit facilities | Facility size | SEK bn |
|--|--------|------------------------------|---------------|--------|
| Cash and cash equivalents | 12.4 | RCF (maturity Dec 2021) | EUR 2.0 bn | 19.3 |
| Short term investments | 21.8 | Total undrawn | | 19.3 |
| Reported cash, cash equivalents & short term investments | 34.2 | | | |
| Unavailable liquidity ¹ | -7.1 | Debt maturities ² | | SEK bn |
| Available liquidity | 27.0 | Within 90 days | | 4.0 |
| | | Within 180 days | | 4.2 |

- SEK 17.2 bn have been paid out to the German nuclear energy fund, and the available liquidity amount to SEK 27.0 bn
- Despite the large payment, the liquidity of Vattenfall remains strong
- 1) German nuclear "Solidarvereinbarung" 3.3 SEK bn, Margin calls paid (CSA) 2.9
 - SEK bn, Insurance "Provisions for claims outstanding" 1.0 SEK bn
- 2) Excluding loans from minority owners and associated companies



DEVELOPMENT OF UNDERLYING EBIT 9M 2017

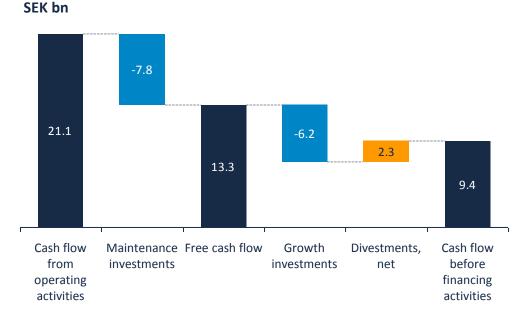
Improvement following higher contribution mainly from heat, power generation and distribution operations





CASH FLOW DEVELOPMENT 9M 2017

Positive cash flow from operating activities



- Increase in FFO by SEK 0.3 bn to SEK 20.1 bn
- Cash flow from operating activities is SEK 21.1 bn, working capital has a positive impact by SEK 1.0 SEK
- Growth investments mainly related to renewables

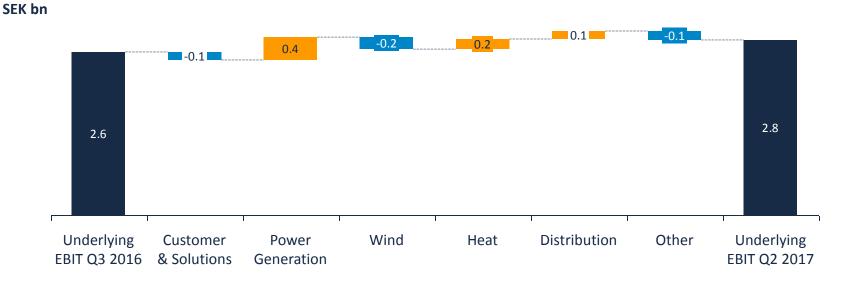


APPENDIX



DEVELOPMENT OF UNDERLYING EBIT Q3 2017

Power generation and heat are the main contributors to the small positive development

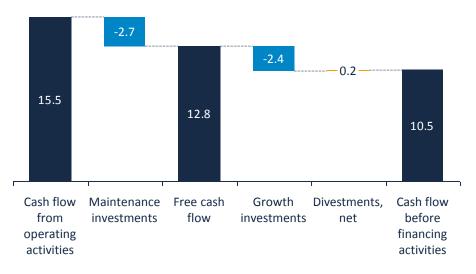




CASH FLOW DEVELOPMENT Q3 2017

Healthy cash flow from operating activities, supported by positive changes in working capital

SEK bn



- FFO decreased by SEK 0.1 bn due to higher tax paid in 2017
- Changes in working capital have a positive impact by SEK 10.5 bn on cash flow from operating activities mainly due to changes in margin calls, lower receivables in BA Customer & Solutions and BA Heat
- Net cash flow from investing activities is SEK -4.9 bn
- Adjusted net debt decreases following positive cash flow before financing activities



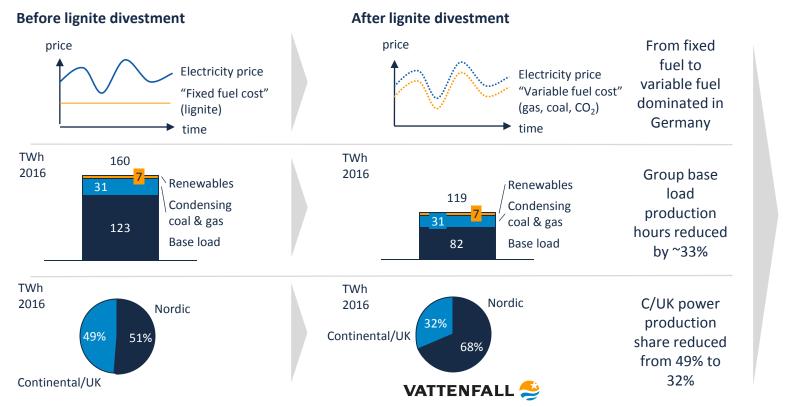
IMPAIRMENT HISTORY 2009 – 9M 2017

| SEK bn | | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 9M 2017 | Total |
|---|------------------|------|------------------|------------------|------------------|------------------|-------------------|------|------|------------|-------|
| | Thermal assets | | 4.3 ¹ | 0.4 ² | 8.6 ² | 14.7 | 2.6 | | 2.8 | | 33.4 |
| The Netherlands | Trading | | | | | 6.5 ¹ | 10.0 ¹ | | 0.7 | | 17.2 |
| | Other | 1.2 | 1.2 | | | 1.5 ² | 1.9 | | | | 5.8 |
| | Thermal assets | | | 0.3 | | 4.3 | 5.7 | 19.2 | 26.1 | | 55.6 |
| Cormany | Nuclear assets | | | 10.5 | | | | | | | 10.5 |
| Germany | Transmission | | 5.1 | | | | | | | | 5.1 |
| | Other | | | | | 0.1 | 1.1 | 0.3 | 2.3 | 0.4 | 4.2 |
| | Renewable assets | | | | | | 1.4 | | 0.1 | | 1.5 |
| The Nordic Countries | Thermal assets | 4.1 | | | | 3.0 | | 0.1 | | | 7.2 |
| The Norale Countries | Nuclear assets | | | | | | | 17.0 | 0.4 | | 17.4 |
| | Other | | | | | | | | 0.3 | | 0.3 |
| UK | Renewable assets | | | | | | 1.1 | 0.2 | | | 1.3 |
| Not allocated | | 0.2 | 0.5 | 0.1 | | | | | | | 0.8 |
| Impairment Liberia | | | | | 1.3 | | | | | | 1.3 |
| Impairments; shares in Enea S.A. Poland | | | | | 2.4 | | | | | | 2.4 |
| Impairments; shares in Brokdorf and Stade | 1 | | | | | | | | 1.1 | | 1.1 |
| Impairments | | 5.5 | 11.1 | 11.3 | 12.3 | 30.1 | 23.8 | 36.8 | 33.8 | 0.4 | 165.1 |
| Reversed impairment losses | | -1.3 | -1.3 | -0.4 | 0.0 | 0.0 | 0.0 | -0.5 | -0.9 | 0.0 | -4.4 |
| Impairments (net) | | 4.2 | 9.8 | 10.9 | 12.3 | 30.1 | 23.8 | 36.3 | 32.9 | 0.4 | 160.7 |

Impairment of goodwill
Impairment of assets and goodwill



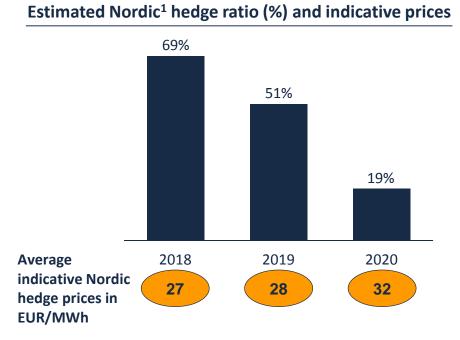
ADAPTING THE HEDGE STRATEGY TO CHANGING POWER PRICE EXPOSURE



- Lower hedge ratio
- Hedging primarily Nordic exposure
- Hedging closer to delivery

PRICE HEDGING

Vattenfall continuously hedges its future electricity generation through sales in the forward and futures markets. Spot prices therefore have only a limited impact on Vattenfall's earnings in the near term.



| Market quoted | | ice impact o efore tax, M | | Observed yearly volatility |
|------------------|---------|------------------------------|----------|----------------------------------|
| | 2018 | 2019 | 2020 | , |
| Electricity | +/- 789 | +/- 1084 | +/- 1084 | 4 20% - 26% |
| Coal | -/+ 286 | -/+ 269 | -/+ 25 | 7 28% - 31% |
| Gas | -/+ 678 | -/+ 572 | -/+ 56 | 5 15% - 27% |
| CO ₂ | -/+ 117 | -/+ 125 | -/+ 152 | 2 53% - 54% |

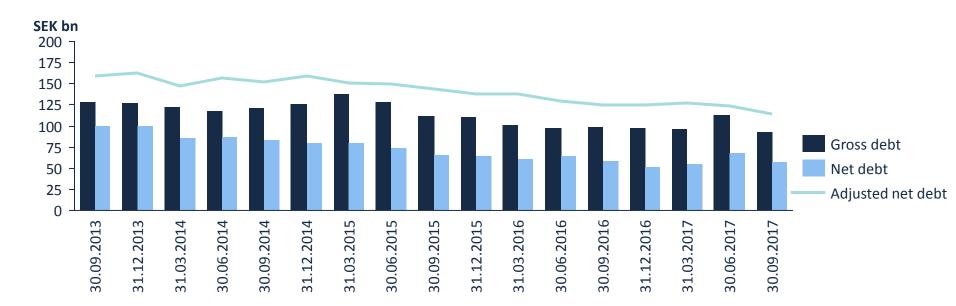
1) Nordic: SE, DK, NO, FI

2) Continental: GE, NL, UK

3) The denotation +/- entails that a higher price affects operating profit favourably, and -/+ vice versa



DEBT DEVELOPMENT

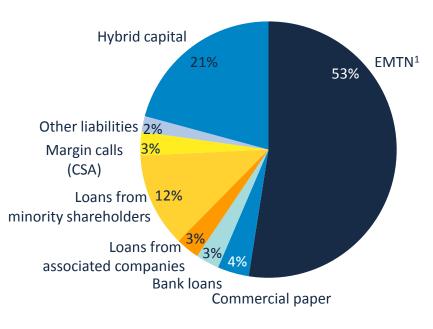


Net debt increased by SEK 6.1 bn compared with the level at 31 Dec. 2016. Adjusted net debt improved by SEK 11.5 bn, compared with the level at 31 Dec. 2016. For the calculation of adjusted net debt, see slide 32.



BREAKDOWN OF GROSS DEBT

Total debt: SEK 91.9bn (EUR 9.5bn) External market debt: SEK 78.6bn (EUR 8.1bn)

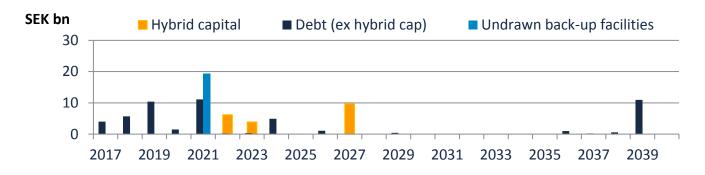


| Debt issuing programmes | Size (EUR bn) | Utilisation (EUR bn) |
|-------------------------|------------------|-------------------------|
| EUR 10bn Euro MTN | 10.0 | 4.6 |
| EUR 2bn Euro CP | 2.0 | 0.7 |
| SEK 15bn Domestic CP | 1.6 | 0 |
| Total | 13.6 | 5.3 |

- All public debt is issued by Vattenfall AB
- The main part of debt portfolio has no currency exposure that has an impact on the income statement. Debt in foreign currency is either swapped to SEK or booked as hedge against net foreign investments.
- No structural subordination
- 1) EMTN = Euro Medium Term Notes



DEBT MATURITY PROFILE¹



| | 30 Sep. 2017 | 31 Dec. 2016 |
|--|--------------|--------------|
| Duration (years) | 5.1 | 5.6 |
| Average time to maturity (years) | 7.8 | 8.5 |
| Average interest rate (%) | 4.5 | 4.4 |
| Net debt (SEK bn) | 56.8 | 50.7 |
| Available group liquidity (SEK bn) | 27.0 | 36.3 |
| Undrawn committed credit facilities (SEK bn) | 19.3 | 19.1 |

 Loans from associated companies, minority owners, margin calls received (CSA) and valuation at fair value are excluded and currency derivatives for hedging debt in foreign currency are included.



REPORTED AND ADJUSTED NET DEBT

| Reported net debt (SEK bn) | 30 Sep. 2017 | 31 Dec. 2016 |
|--|-----------------|-----------------|
| Hybrid capital | -18.9 | -19.2 |
| Bond issues and commercial papers and liabilities to credit institutions | -54.7 | -55.8 |
| Liabilities to associated companies | -2.6 | -2.8 |
| Liabilities to minority shareholders | -10.6 | -10.1 |
| Other liabilities | -5.1 | -8.8 |
| Total interest-bearing liabilities | -91.9 | -96.7 |
| Reported cash, cash equivalents & short- term investments | 34.2 | 43.3 |
| Loans to minority owners of foreign subsidiaries | 0.9 | 2.7 |
| Net debt | -56.8 | -50.7 |

 Of which: German nuclear "Solidarvereinbarung" 3.3 Margin calls paid (CSA) 2.9 Insurance "Provisions for claims outstanding" 1.0

| 31 Dec. 2016 | Adjusted net debt (SEK bn) | 30 Sep. 2017 | 31 Dec. 2016 | |
|-----------------|---|-------------------|-------------------|--|
| -19.2 | Total interest-bearing liabilities | -91.9 | -96.7 | |
| -55.8 | 50% of Hybrid capital | 9.5 | 9.6 | |
| -55.8 | Present value of pension obligations | -39.6 | -40.6 | |
| -2.8 | Wind & other environmental provisions | -5.4 | -4.4 | |
| -10.1 | Provisions for nuclear power (net) | -25.4 | -41.9 | |
| -8.8 | Margin calls received | 3.1 | 4.0 | |
| -96.7 | Liabilities to minority owners due to consortium agreements | 9.5 | 9.0 | |
| 43.3 | = Adjusted gross debt | -140.3 | -161.0 | |
| 2.7 | Reported cash, cash equivalents & short-term investments | 34.2 | 43.3 | |
| -50.7 | Unavailable liquidity | -7.1 ¹ | -7.0 ¹ | |
| | = Adjusted cash, cash equivalents & short-term investments | 27.0 | 36.3 | |
| | = Adjusted net debt | -113.3 | -124.7 | |
| VATTENFALL 😂 3 | | | | |

NUCLEAR PROVISIONS

| Reactor | Net capacity (MW) | Start (year) | Vattenfall share (%) | Vattenfall provisions, SEK bn (IFRS accounting) | Vattenfall provisions, SEK bn (pro rata) | Sw nuclear waste fund SEK bn (Vattenfall pro rata share) |
|--------------------|----------------------|--------------|-------------------------|--|---|--|
| Ringhals 1 | 879 | 1976 | 70.4 | | | |
| Ringhals 2 | 809 | 1975 | 70.4 | | | |
| Ringhals 3 | 1,070 | 1981 | 70.4 | | | |
| Ringhals 4 | 942 | 1983 | 70.4 | Total Ringhals: 27.0 | Total Ringhals: 27.0 ¹ | |
| Forsmark 1 | 984 | 1980 | 66.0 | | | |
| Forsmark 2 | 1,120 | 1981 | 66.0 | | | |
| Forsmark 3 | 1,170 | 1985 | 66.0 | Total Forsmark: 23.4 | Total Forsmark: 15.4 | |
| Total Sweden | 6,974 | - | | 50.5 ² | 42.6 ² | 32.1 ³ |
| Brunsbüttel | 771 | 1977 | 66.7 | 11.0 | 7.3 | |
| Brokdorf | 1,410 | 1986 | 20.0 | 0 | 5.7 | |
| Krümmel | 1,346 | 1984 | 50.0 | 6.5 | 6.5 | |
| Stade ⁴ | 640 | 1972 | 33.3 | 0 | 2.7 | |
| Total Germany | 4,167 | - | - | 17.4 | 17.6 | |
| Total SE & DE | 11,141 | | | 67.9 | 60.2 | |

1) Vattenfall is 100% liability of Ringhals decommissioning, while owning only 70.4%

2) Total provisions in Sweden (IFRS accounting) include provisions of SEK 0.2 bn related to Ågesta

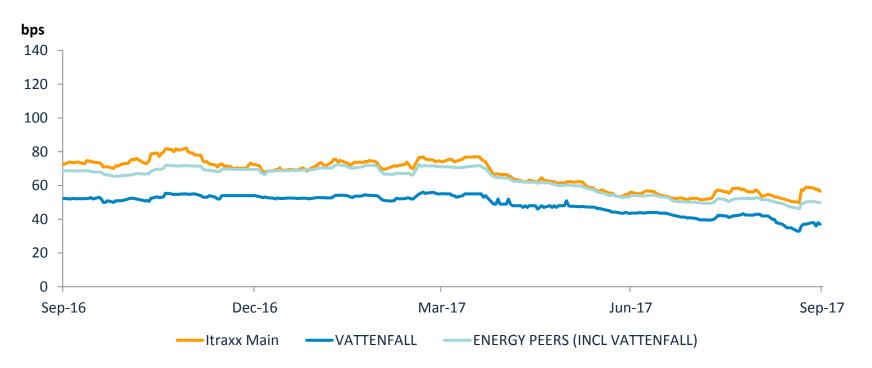
3) Vattenfall's share of the Nuclear Waste Fund (book value). IFRS consolidated value is SEK 38.3 bn.

4) Stade is being dismantled



STABLE CDS SPREAD DEVELOPMENT

CDS spread 5-years





DECREASED PENSION PROVISIONS

| | 30 Sept 2017 | 31 Dec 2016 | Impact (SEK bn) |
|---------|-----------------|----------------|--------------------|
| Sweden | 2.75% | 2.75% | - |
| Germany | 2.00% | 1.75% | -1.3 |

 Following the increase in market rates, the discount rate for German pension provisions is increased by 25 bp, which decreased provisions by SEK 1.3 bn



CAPITAL EXPENDITURES

| Continuing operations SEK bn | 9M 2017 | Q3 2017 | FY 2016 |
|--|--------------------|------------------|---------|
| Electricity generation | 5.9 (9.4) | 1.8 (4.9) | 13.1 |
| CHP/Heat | 1.7 (1.7) | 0.6 (0.7) | 3.1 |
| Electricity networks | 3.2 (3.0) | 1.1 (1.1) | 5.2 |
| Other | 3.2 (0.3) | 1.6 (0.0) | 0.5 |
| Total | 14.0 (14.4) | 5.1 (6.7) | 21.9 |
| - of which maintenance and replacement | 7.8 (6.5) | 2.7 (2.3) | 10.4 |
| - of which growth | 6.2 (7.8) | 2.4 (4.4) | 11.5 |



KEY DEVELOPMENTS IN CORE MARKETS

Overall

- Increase in underlying EBIT
- Launch of efficiency program within staff functions

United Kingdom

Inaguaration of Pen y Cymoedd

• Launch of InHouse

The Netherlands

- FID for Wieringemeer 180MW
- Acquisition Wieringemeer extension 115MW
- Private customers can now lease solar panels for private consumption

Germany

- HausStrom initated, offering tentant customers in Berlin and Hamburg to install solar panels on their roof for self consumption
- Private customers can now lease or buy solar panels for private consumption



WIND - INSTALLED CAPACITY (MW¹) Q3 2017

| | Onshore ² | Offshore | Total |
|-----------------|----------------------|----------|-------|
| United Kingdom | 396 | 590 | 986 |
| Denmark | 245 | 158 | 403 |
| The Netherlands | 241 | 108 | 349 |
| Sweden | 255 | 121 | 376 |
| Germany | 19 | 636 | 655 |
| Total (MW) | 1,156 | 1,613 | 2,769 |

Onshore

Offshore

% Vattenfall ownership

- Capacity in operation: total capacity of the wind 1) farms that Vattenfall has an ownership in. Minority shares included as 100%
- 5 MW Solar 2)
- 3) Kulle (1 MW), Stenkyrka (1 MW), Ruuthsbo (1 MW)

| United Kingdom – ROC sc | heme | Denmark – FIT scheme | | The Netherlands – MEP/SD | E(+) |
|-------------------------------------|------|---------------------------|-----|--------------------------|------|
| Thanet | 300 | Horns Rev 1 (60%) | 158 | NoordzeeWind (50%) | 108 |
| Ormonde (51%) | 150 | <mark>–</mark> Klim (98%) | 67 | Prinses Alexia | 122 |
| Kentish Flats | 90 | Nørrekær Enge 1 (99%) | 30 | Eemmeerdijk | 17 |
| Kentish Flats Extension | 50 | Rejsby Hede | 23 | Irene Vorrink | 17 |
| Pen Y Cymoedd | 228 | Hagesholm | 23 | Jaap Rodenburg | 17 |
| Ray | 54 | Nørre Økse Sø | 17 | Windpoort (40%) | 13 |
| Edinbane | 41 | Tjæreborg Enge | 17 | Hoofdplaatpolder (70%) | 10 |
| Clashindarroch | 37 | Hollandsbjerg | 17 | Reyndersweg (50%) | 9 |
| Swinford | 22 | Bajlum (89%) | 15 | Echteld | 8 |
| Parc Cynog incl. Solar ² | 9 | DræbyFed | 9 | De Bjirmen | 6 |
| Pendine | 5 | <mark>Ry</mark> å | 8 | Oom Kees (12%) | 6 |
| Installed capacity (MW) | 986 | Ejsing (97%) | 7 | <mark>–</mark> Oudendijk | 5 |
| Sweden – certificate sche | me | Nordjyllandsværket | 6 | Mariapolder | 5 |
| Lillgrund | 111 | Lyngmose | 5 | Hiddum Houw | 4 |
| Utgrunden | 10 | Vellingmærsk | 1 | Enkhuizen | 2 |
| Stor-Rotliden | 78 | Installed capacity (MW) | 403 | Installed capacity (MW) | 349 |
| Högabjär-Kärsås (50%) | 38 | Germany – EEG scheme | | | |
| Höge Väg (50%) | 38 | DanTysk (51%) | 288 | | |
| Hjuleberg (50%) | 36 | Sandbank (51%) | 288 | | |
| Juktan (50%) | 29 | alpha ventus (26%) | 60 | | |
| Östra Herrestad | 16 | Jänschwalde | 12 | | |
| Näsudden | 11 | Westküste (20%) | 7 | | |
| Hedeskoga | 6 | Installed capacity (MW) | 655 | | |
| Other assets ³ | 3 | | | | |
| Installed capacity (MW) | 376 | | | | |
| VA | TTEN | IFALL 叁 | | | |



PIPELINE OF KEY WIND FARMS 5 CORE COUNTRIES

| | Country | Name | No. of Turbines | Capacity (MW) ¹ | Support scheme | Awarded | Duration of support | Owner- ship (%) | Commissioning | Current status |
|-----------------|---------|----------------------------|--------------------|-------------------------------|-------------------|---------|------------------------|--------------------|---------------|--|
| In construction | UK | Aberdeen | 11 | 92 | ROC | Х | 20 yrs | 100 | 2018 | Under construction |
| | DK | Horns Rev 3 | 49 | 407 | FIT | Х | 50.000hrs | 100 | 2019 | Under construction |
| | NL | Slufterdam | 8 | 29 | SDE+ | Х | 15yrs | 100 | 2018 | Under construction |
| | | | | Total 528 I | ww | | | | | |
| | Country | Name | No. of Turbines | Capacity (MW) ¹ | Support scheme | Awarded | Duration of support | Owner- ship (%) | Commissioning | Current status |
| | NL | Wieringermeer | 50 | 180 | SDE+ | Х | 15 yrs | 100 | 2019 | Investment decision taken |
| | NL | Wieringermeer ext. | 32 | ~115 | SDE+ | Х | 15 yrs | 100 | 2019 | Procurement |
| | SE | Blakliden + Fäbodberget | 84 | ~350 | Certs | N/A | 15 yrs | 100 | 2021 | Procurement, preparing for grid investment decision |
| In development | NL | Moerdijk | 7 | ~28 | SDE+ | Х | 15 yrs | 100 | 2019 | Procurement |
| muevelopment | NL | Haringvliet | 6 | ~21 | SDE+ | Х | 15 yrs | 100 | 2019 | Procurement |
| | DE | Forst Briesnig | 5 | 16 | FIT (old EEG) | Х | 20 yrs | 100 | 2018 | Procurement |
| | NL | Nieuwe Hemweg | 6 | ~20 | SDE+ | | 15 yrs | 100 | 2020 | Applied for subsidy |
| | UK | South Kyle | ~50 | ~170 | None | N/A | N/A | 100 | 2021 | Preparing for procurement |
| | DK | NK II | 40 | ~120 | None | N/A | N/A | 100 | 2020 | EIA expected in March 2018 |
| | SE | Velinga | 12 | ~40 | Certs | N/A | 15 yrs | 100 | 2021 | Procurement H1 2018 |
| | NL | Hollandse Kust | 90 | 756 | FIT | | 20 yrs | | 2023 | Awaiting final tender rules |
| Onshore | DK | Danish Near Shore | 41 | 344 | FIT | Х | 50.000hrs | 100 | 2020 | Tender won & concession signed |
| Olisitore | DK | Danish Kriegers Flak | 72 | 605 | FIT | Х | 50.000hrs | 100 | 2021 | Tender won & concession signed |
| Offshore | DE DE | Sandbank Plus | ~15 | <250 | FIT (new EEG) | | 20 yrs | 100 | 2024 | Participate in next tender |
| | UK | Thanet Extension | 34 | 340 | CFD | | 15 yrs | 100 | 2021 | Concept/Early planning |
| | UK | Norfolk Vanguard | 120-180 | 1,800 | CFD | | 15 yrs | 100 | 2025-2027 | Concept/Early planning |
| | UK | Norfolk Boreas | 120-180 | 1,800 | CFD | | 15 yrs | 100 | TBD | Concept/Early planning |

Total ~7GW



PIPELINE OF SOLAR AND BATTERIES

| | Country | Name | Capacity (MW) | Support scheme | Awarded | Duration of support | Owner- ship (%) | Commissioning | Current status |
|-----------------|---------|------------------|------------------|--|---------|------------------------|--------------------|---------------|--|
| | NL | Battery @ Alexia | 3 | Primary Control Reserve (PCR) | weekly | | 100 | 2018 | Preparing for commissioning |
| In construction | υк | Battery @ PyC | 22 | Enhanced Frequency response (EFR) and Capacity Mechanism (CM) | Х | 1-4 yrs EFR 5-15 CM | 100 | 2018 | Construction |
| In development | υк | Ray | 10 | Enhanced Frequency response (EFR) and Capacity Mechanism (CM) | х | 1-4 yrs EFR 5-15 CM | 100 | 2019 | Development ongoing, permit received |
| | NL | Velsen | 2,0 | SDE+ | Х | Full-load yrs | 100 | 2018 | Preparing for investment decision |
| | NL | Eemshaven | 5,5 | SDE+ | Х | Full-load yrs | 100 | 2018 | Preparing for investment decision |
| | NL | Hemweg | 2,3 | SDE+ | Х | Full-load yrs | 100 | 2018 | Preparing for investment decision |
| | NL | Haringvliet | 36 | SDE+ | | Full-load yrs | 100 | 2019 | Permit received, preparing for bid |
| | NL | Floriade | 4 | SDE+ | | Full-load yrs | 100 | 2018 / 2019 | Preparing for bid |
| | NL | Wieringermeer | 28 | SDE+ | | Full-load yrs | 100 | 2019 | Early development, preparing for permit |
| | NL | Oudendijk | 20 | SDE+ | | Full-load yrs | 100 | 2019 | Early development, preparing for permit |
| | | _ | Total 132,8 | | | | | | |

Battery

Solar PV

