| Management Report

Brand Report

Guest Contribution

l Corporate Responsibility l Consolidated Management Report l Consolidated Financial Statements

Key Data

| | | 2017 | 2016 | Change % |
|---|-----------|-----------|---------------|----------|
| Profit and loss account | | | - | |
| Sales revenue | kEUR | 225,320 | 234,158 | -4 |
| Earnings before interest, taxes, depreciation and amortisation (EBITDA) | kEUR | 88,938 | 99,460 | -11 |
| Earnings before interest and taxes (EBIT) | kEUR | 73,486 | 87,129 | -16 |
| Earnings before taxes (EBT) | kEUR | 74,224 | 87,629 | -15 |
| Balance sheet (as of 31 December) | | | | |
| Non-current assets | kEUR | 347,757 | 218,862 | +59 |
| Equity | kEUR | 425,806 | 283,846 | +50 |
| Balance sheet total | kEUR | 3,561,371 | 3,721,238 | -4 |
| Core business parameters | | | | |
| Spot market | | | | |
| Power spot market volume ¹ | TWh | 543 | 535 | +1 |
| Gas spot market volume ² | TWh | 828 | 653 | +27 |
| Emissions spot market volume | mt* | 908 | 691 | +31 |
| Derivatives market | | | | |
| European Power derivatives market volume ³ | TWh | 2,822 | 3,920 | -28 |
| Gas derivatives market volume ² | TWh | 1,154 | 1,091 | +6 |
| US Commodities derivatives market volume 4 | TWh | 395 | - | n/a |
| Emissions derivatives market volume | mt* | 472 | 258 | +83 |
| Agriculturals derivatives market volume | Contracts | 65,453 | 55,838 | +17 |
| Freight derivatives market volume—futures and options | kd** | 473 | 438 | +8 |
| Company parameters | | | | |
| Trading participants | | 588 | 555 | +6 |
| Employees (balance sheet date) | | 542 | 453 | +20 |

^{*} Million tonnes

^{**} Thousand days

 $^{^{1}}$ EPEX SPOT trade volumes, including SEEPEX volumes from 17 February 2016 and PXE volumes from June 2016 onwards

² PEGAS trade volumes, including Gaspoint Nordic and PXE volumes from June 2016, CEGH from December 2016 onwards

 $^{^{\}rm 3}$ Trade volumes, including PXE volumes, from June 2016

⁴ Nodal trade volumes from May 2017