Alternative Performance Measures

Indicator	Formula	Definition
Adjusted EBIT	Adjusted EBITDA - depreciation and amortization expenses - write-offs, revaluation and impairment losses of property, plant and equipment and intangible assets (excluding significant one-off items)	Adjusted EBIT is a profit measure, which allows for a more reliable comparison of the Group's results over time and with peers, than EBIT.
Adjusted EBIT Margin	$\frac{\text{Adjusted EBIT}}{\text{Total revenue + management adjustments (for revenues)}}$	Profitability ratio, which shows Adjusted EBIT as a percentage of revenue. The higher the indicator value, the higher the profitability of the Group.
Adjusted EBITDA	EBITDA + temporary regulatory differences + significant one-off gains or losses	EBITDA after eliminating items that are non-recurring, non-cash, related to other periods, or not related to the Group's main activities, and after adding back items that better reflect the result of the current period. It is a key measure of the Group's performance allowing for a more reliable comparison of the Group's results over time and with peers than EBITDA.
Adjusted EBITDA Margin	$\frac{\text{Adjusted EBITDA}}{\text{Total revenue + management adjustments (for revenues)}}$	Profitability ratio, which shows Adjusted EBITDA as a percentage of revenue. The higher the indicator value, the higher the profitability of the Group. The indicator is also useful for monitoring Group's efficiency. The higher the Adjusted EBITDA margin of the Group, the lower the Group's OPEX compared to Revenue, and the higher the efficiency.
Adjusted Net Profit	Adjusted EBIT + finance income – finance expenses - Income tax (expenses)/benefit - adjustments' impact on income tax	Net profit after eliminating items which are non-recurring, and/or related to other periods, and/or non-related to the main activities of the Group, and after adding back items, which better reflect the result of the current period. This is one of the key indicators that measures profitability of the Group. It is also used for computing Adjusted ROE, which is another key indicator of the Group's performance.
Adjusted Net Profit Margin	$\frac{\text{Adjusted Net Profit}}{\text{Total revenue + management adjustments (for revenues)}}$	Profitability ratio, which shows Adjusted Net Profit as a percentage of revenue. The higher the indicator value, the higher the profitability of the Group. The indicator is also useful for monitoring Group's efficiency.
Adjusted Return on Capital Employed (Adjusted ROCE)	$\frac{\text{Adjusted EBIT}}{\text{Average Capital employed at the beginning and end of the reporting period}}$	Adjusted ROCE shows how well the Group utilises its capital employed to generate adjusted profit. A higher indicator value shows higher profitability of the Group's capital employed.
Adjusted Return on Equity (Adjusted ROE)	$\frac{\text{Adjusted Net Profit}}{\text{Average equity at the beginning and end of the reporting period}}$	Profitability ratio of Adjusted Net Profit in relation to equity. Adjusted ROE is a key measure of Group's performance, showing how effectively the company is using shareholders' capital to generate profits.

Indicator	Formula	Definition
Asset Turnover	$\frac{\text{Total revenue}}{\text{Average Total assets at the beginning and end of the reporting period}}$	Efficiency ratio, which shows the effectiveness of use of the Group's assets. A higher value indicates a higher degree of effectiveness in managing the assets.
Capital Employed	Net debt + Equity	Financial metric that represents the total amount of capital used by a company to generate profits.
Current Ratio	$\frac{\text{Current assets at the end of the period}}{\text{Current liabilities at the end of the period}}$	Liquidity ratio, which shows the ability of the Group to meet its current liabilities by using its current assets and reflects the liquidity position of the Group. The higher the ratio, the better the liquidity position.
Dividend Pay-out	$\frac{\text{Dividend per Share (DPS)}}{\text{Earnings per Share (EPS)}}$	The ratio of the total amount of dividends to be paid out to shareholders relative to the net profit of the parent company. The indicator shows the percentage of earnings to be paid to shareholders via dividends.
Dividend per Share (DPS)	$\frac{\text{Total proposed dividend for the reporting period}}{\text{Weighted average numbers of nominal shares for the reporting period}}$	Profitability ratio, which shows proposed dividends for the period attributable to one ordinary nominal share. The higher the indicator value, the higher the dividends attributable to one security for the period.
Dividend Yield	$\frac{\text{DPS}}{\text{Ordinary registered shares or GDR price at the end of reporting period}}$	Profitability ratio, which shows how much a company pays out in dividends each year relative to its security price. The dividend yield is an estimate of the dividend-only return of a security investment.
Earnings per Share (EPS)	$\frac{\text{Net profit of the period attributable to equity holders of the parent company}}{\text{Weighted average numbers of nominal shares for the reporting period}}$	Profitability ratio, which shows net profit for the period attributable to equity holders of the parent to one security at the end of reporting period. The higher the indicator value, the higher the profitability attributable to one security for the period.
EBIT	EBITDA - Depreciation and amortisation - Write-offs, revaluation and impairment losses of property, plant and equipment and intangible assets	Profit measure used as a proxy for operating cash flow, after accounting for estimate of capital expenditures through depreciation and amortization expenses
EBIT Margin	$\frac{\text{EBIT}}{\text{Total revenue}}$	Profitability ratio, which shows EBIT as a percentage of revenue. The higher the indicator value, the higher the profitability of the Group.
EBITDA	Total revenue - Purchases of electricity, gas and other services - Salaries and related expenses - Repair and maintenance expenses - Other expenses	EBITDA – earnings before interest, taxes, depreciation, and amortization. Profit measure used as a proxy for operating cash flow.
EBITDA Margin	$\frac{\text{EBITDA}}{\text{Total revenue}}$	Profitability ratio, which shows EBITDA as a percentage of revenue. The higher the indicator value, the higher the profitability of the Group.

Indicator	Formula	Definition
Equity Ratio	$\frac{\text{Equity at the end of the period}}{\text{Total assets at the end of the period}}$	Leverage ratio, which shows the share of equity in the capital structure. The lower the ratio, the more the Group depends on debt financing to fund its activities.
Free Cash Flow (FCF)	EBITDA - interest paid - income tax paid + interests received - Investments + grants received + cash effect of new connection points and upgrades + cash inflow of proceeds from sale of property, plant, and equipment less gain or loss - change in net working capital	FCF is the cash flow remaining to the Group after covering operating and capital expenditures. The higher the FCF, the more cash flow is available for shareholders and lenders of the Group. If FCF is negative, the Group needs to raise additional financing to fund its operations.
Funds From Operations (FFO)	EBITDA - interest paid - income tax paid - significant one-off adjustments	FFO is the proxy for Group's cashflow after taking into account EBITDA, interest paid, and income tax paid and significant one-off adjustments (transactions unrelated to the Group's ordinary activities). FFO shows the Group's ability to generate cash from operations. This indicator is used during the credit rating review process of the Group.
FFO/Net Debt	$\frac{\text{FFO}}{\text{Net Debt}}$	FFO/Net Debt measures the Group's ability to repay its net debt from funds generated from operations. A higher indicator value shows a stronger debt repayment capacity and a more sustainable financial position. This indicator is used in the Group's credit rating review process.
Gross Debt	Non-current loans and bonds + Current loans+ Lease liabilities	Indicator shows the level of debt of the Group.
Gross Debt/Equity	$\frac{\text{Gross debt}}{\text{Equity}}$	Leverage ratio, which measures of the degree to which the Group is financing its operations through debt versus equity. The lower the indicator value, the greater the Group's ability to meet its financial liabilities and attract new debt capital. It is one of the indicators specified in the Group's dividend policy.
Investments	Additions of property, plant and equipment and intangible assets + assets acquired through the acquisition of subsidiaries + additions of other financial assets + additions of investment property + capital granted (related to the development projects with no controlling interest by the Group)+ change of prepayments for property, plant, and equipment or intangible assets – contingent considerations (business combinations) + contingent considerations paid in cash + other	Capital spent on acquiring property, plant and equipment, intangible assets, other financial assets, and investment property, prepayments for non-current assets as well as assets acquired through the acquisition of subsidiaries. This is one of the main indicators that significantly impacts the Group's cash flows and leverage levels.
Net Debt	Non-current loans and bonds + Current loans+ Lease liabilities - Cash and cash equivalents - Short-term deposits	Net debt shows the level of indebtedness of the Group if its cash and cash equivalents and short-term deposits were used to pay out the outstanding debt. Indicator is used during the credit rating review process of the Group.
Net Debt/Adjusted EBITDA	$\frac{\text{Net debt}}{\text{Adjusted EBITDA}}$	Leverage ratio, which shows how many years it would take for the Group to pay back its debt if Net Debt and Adjusted EBITDA were held constant. The lower the indicator value, the greater the Group's ability to cover its financial liabilities from the profit earned. This is one of the key indicators of the Group's leverage level.

Indicator	Formula	Definition
Net Debt/EBITDA	$\frac{\text{Net debt}}{\text{EBITDA}}$	The value of the indicator shows how many years it would take for the Group to pay back its debt if Net debt EBITDA were held constant. The lower the indicator value, the greater the Group's ability to cover its financial liabilities from the profit earned. This indicator is used during the credit rating review process of the Group.
Net Working Capital	Current assets (excluding non-current assets held for sale) - cash and cash equivalents - other current financial assets - short-term deposits - short term interest receivables – prepaid income tax - derivative financial instruments assets - amounts receivable on disposal of property plant and equipment + non-current receivables (excluding EPSO-G) - current liabilities (excluding non-current liabilities of assets held for sale) + current portion of non-current loans + current loans + current lease liabilities + payable income tax + current portion of deferred revenue related to new customers connection and upgrade fees + derivative financial instruments liabilities + current provision + dividends payable	Net working capital shows the amount of capital, other than that used for investing in noncurrent assets, tied in business operations. The lower the net working capital, the more efficient the Group’s operations and use of funds.
Net Working Capital/ Revenue	$\frac{\text{Net working capital}}{\text{Total revenue}}$	It is a measure of operating efficiency. The lower the indicator, the more efficient the Group’s operations and use of funds.
OPEX	Salaries and related expenses + repair and maintenance expenses + other expenses - Ineffective energy hedging result	Selling, general and administrative expense. This indicator helps management to evaluate the effectiveness of the Group's operations by monitoring the overhead expenses.
Return on Assets (ROA)	$\frac{\text{Net profit}}{\text{Average assets at the beginning and end of the reporting period}}$	ROA shows how well the Group utilizes its assets to generate profit. A higher indicator value shows higher profitability of the Group's total assets.
Return on Capital Employed (ROCE)	$\frac{\text{EBIT}}{\text{Average Capital employed at the beginning and end of the reporting period}}$	ROCE shows how well the Group utilizes its capital employed to generate profit. A higher indicator value shows higher profitability of the Group's capital employed.
Return on Equity (ROE)	$\frac{\text{Net profit}}{\text{Average equity at the beginning and end of the reporting period}}$	ROE is a measure of Group’s performance, which shows how effectively the Group is using shareholders’ capital to generate profits.

Indicator	Formula	Definition
Taxonomy CAPEX	Additions (including acquisitions through business combinations) of property, plant and equipment, intangible assets (except goodwill), investment property + additions of right-of-use assets	Capital expenditures calculated as defined by the EU Commission Delegated Regulation 2021/2178. This indicator shows capital expenditures related with additions and acquisitions through business combinations of property, plant and equipment, intangible assets (except goodwill) and investment property as well as additions of right-of-use assets and is used to calculate capital expenditure KPI under the EU Taxonomy.
Taxonomy OPEX	Repair and maintenance expenses + short-term lease expenses + IT maintenance expenses	Operational expenses calculated as defined by the EU Commission Delegated Regulation 2021/2178 (including differences described in ‘Accounting policies’ of the section ‘6.2 Environment’ under ‘Disclosures under the EU Taxonomy Regulation’). This indicator shows costs related to repairs and maintenance, short-term lease, IT maintenance expenses and is used to calculate operating expenditure KPIs under the EU Taxonomy.