

## 1.01 Overview of Group management performance and definition of alternative performance measures

Operating APMs and investments (mn€)	Dec 18	Dec 17	Abs. change	% change
<b>Revenues</b>	<b>6,134.4</b>	<b>5,612.1</b>	<b>+522.3</b>	<b>+9.3%</b>
<b>Ebitda</b>	<b>1,031.1</b>	<b>984.6</b>	<b>+46.5</b>	<b>+4.7%</b>
Ebitda/revenues	16.8%	17.5%	-0.7 p.p.	
<b>Ebit</b>	<b>510.1</b>	<b>479.3</b>	<b>+30.8</b>	<b>+6.4%</b>
Ebit/revenues	8.3%	8.5%	-0.2 p.p.	
<b>Net profit</b>	<b>296.6</b>	<b>266.8</b>	<b>+29.8</b>	<b>+11.2%</b>
Net profit/revenues	4.8%	4.8%	+0.0 p.p.	
<b>Net investments *</b>	<b>431.8</b>	<b>396.2</b>	<b>+35.6</b>	<b>+9.0%</b>

Operating APMs  
and investments

\* for the data used in calculating investments, see notes 13, 14, 15 and 16 of the explanatory notes and paragraph 1.01.02 of the Overview of Group management performance.

Financial APMs (mn€)	Dec 18	Dec 17	Abs. change	% change
Net non-current assets	5,905.1	5,780.6	+124.5	+2.2%
Net working capital	115.4	23.2	+92.2	+397.3%
Provisions	(588.2)	(574.8)	-13.4	-2.3%
Net invested capital	5,432.3	5,229.0	+203.3	+3.9%
<b>Net debt</b>	<b>(2,585.6)</b>	<b>(2,523.0)</b>	<b>-62.6</b>	<b>-2.5%</b>

Financial APMs

Operating-financial APMs	Dec 18	Dec 17	Abs. change
<b>Net debt/Ebitda</b>	<b>2.51</b>	<b>2.56</b>	<b>-0.1</b>
<b>Ffo/Net debt</b>	<b>27.0%</b>	<b>25.8%</b>	<b>+1.2 p.p.</b>
Roi	9.4%	9.2%	+0.2 p.p.
Roe	10.4%	9.9%	+0.5 p.p.
Cash Flow	3.2	154.7	-151.4

Operating-  
financial APMs

The Hera Group uses alternative performance measures (APMs) to convey as effectively as possible information concerning trends in the profitability of the businesses in which it operates, as well as its equity and financial situation. In accordance with the guidelines published on 5 October 2015 by the European securities and markets authority (Esma/2015/1415) and in keeping with the provisions of Consob communication no. 92543 of 3 December 2015, the content of and the criteria used in defining the APMs used in this financial statement are explained below.

Alternative  
performance  
measures (APMs)