

AS Tallinna Vesi Results of operations – for the 1<sup>st</sup> half-year of 2009

Currency	Thousand kroons	
Start of reporting period	1 January 2009	
End of reporting period	30 June 2009	
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Field of activity	Production, treatment and distribution of water; storm and wastewater disposal and treatment	
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### MANAGEMENT REPORT RESULTS OF OPERATIONS - FOR THE 1<sup>st</sup> HALF-YEAR 2009

### Overview

During the first six months of 2009 the Company's total sales increased, year on year, by 3.6% to 381.7 mln EEK. The Company's profit before taxes was 172.9 mln EEK, which is a 4.0% decrease compared to the same six months of 2008. The fall in profit was due to the payment of a one off financial cost that was necessary to secure the financing for the comprehensive network extension program during 2008 to 2010. The costs of the program will be compensated to the Company over 10 years. In 2009 the Company invested 85.5 mln EEK, of which 62.2 mln EEK was invested in network extension and rehabilitation.

mln EEK	2 Q 2009	2 Q 2008	Change	6 months 2009	6 months 2008	Change
Sales	189,0	182,3	3,6%	381,7	363,2	5,1%
Gross profit	121,0	114,1	6,0%	247,0	228,9	7,9%
Gross profit margin %	64,0	62,6	2,3%	64,7	63,0	2,7%
Operating profit	107,0	101,7	5,2%	217,9	201,9	7,9%
Operating profit margin %	56,6	55,8	1,6%	57,1	55,6	2,7%
Profit before taxes	74,5	90,6	-17,7%	172,9	180,1	-4,0%
Net profit	13,4	24,4	-45,2%	111,8	113,9	-1,9%
Net profit margin %	7,1	13,4	-47,1%	29,3	31,4	-6,6%
ROA %	0,5	1,0	-45,7%	4,5	4,6	-2,7%
Debt to total capital employed	53,6	55,7	-3,9%	53,6	55,7	-3,9%

Gross profit margin – Gross profit / Net sales
Operating profit margin – Operating profit / Net sales
Net Profit margin – Net Profit / Net sales
ROA – Net profit / Total Assets
Debt to Total capital employed – Total Liabilities / Total capital employed

### **Profit and Loss Statement**

<u>2<sup>nd</sup> quarter 2009</u>

Sales

In the 2<sup>nd</sup> quarter of 2009 the Company's total sales increased, year on year, by 3.6% to 189.0 mln EEK. Sales in the main operating activity principally comprise of sales of water and treatment of wastewater to domestic and commercial customers within and outside of the service area, and fees received from the City of Tallinn for operating and maintaining the storm water system.

Sales of water and wastewater services were 174.0 mln EEK, a 4.5% increase compared to the 2<sup>nd</sup> quarter of 2008, resulting from the 12.8% increase in tariffs from 1 January 2009 for the Company's residential and commercial customers combined with the factors described below.

Included within this amount were the following changes by sectors. Within the service area, sales to residential customers increased by 8.7% to 94.8 mln EEK. Sales to commercial customers decreased by 1.3% to 68.9 mln EEK. Sales to customers outside of the service area – primarily bulk volumes of wastewater treatment services provided to the surrounding municipalities – increased by 10.7% to 6.6 mln EEK. Over pollution fees received were 3.8 mln EEK, a 5.2% increase compared to the 2<sup>nd</sup> quarter of 2008.

In the 2<sup>nd</sup> quarter of 2009, the volumes sold to residential customers dropped 3.6%. We believe that this is due to the combination of the economic recession and the fact that people have continued to move to the surrounding areas of Tallinn.

The volumes sold to commercial customers inside the service area decreased by 12.5% compared to the relevant period in 2008. The majority of the reduction in sales volumes in Tallinn is a result of the macroeconomic impact of companies reducing their production volumes and implementing efficiency measures, supplemented by companies moving to surrounding municipalities.

The sales from the operation and maintenance of the storm water and fire-hydrant system decreased by 10.0% to 11.2 mln EEK in the 2<sup>nd</sup> quarter of 2009 compared to the same period in 2008 as result of low storm water volumes compared to 2008. This is in accordance with the terms and conditions of the contract whereby the storm water and fire hydrant costs are invoiced based on actual costs and volumes treated.

### Cost of Goods Sold and Gross Margin

The cost of goods sold for the main operating activity was 68.0 mln EEK in the 2<sup>nd</sup> quarter of 2009, a decrease of 0.2 mln EEK or 0.3% from the equivalent period in 2008.

In the 2<sup>nd</sup> quarter of 2009 the Company did not achieve the beneficial 0.5 coefficient for pollution tax, and the amount of pollution tax payable was 5.7 mln EEK compared to 5.1 mln EEK in 2<sup>nd</sup> quarter of 2008. This increase in pollution tax was mainly due to the increase in tax rates year on year by 20%, partly offset by the reduction in treatment volumes. As the pollution level of the incoming sewerage has continued to increase the Company is actively analysing a range of alternatives to improve the waste water treatment processes and to use the optimum level of chemicals to achieve the 0.5 coefficient in the forthcoming quarters.

Chemical costs were 5.4 mln EEK, representing a 17.7% decrease compared to the corresponding period in 2008. This result is the combination of volumes treated, chemicals dosed and the favorable price impact.

Electricity costs increased by 1.5 mln EEK or 24.0% in the 2<sup>nd</sup> quarter of 2009 compared to the 2<sup>nd</sup> quarter of 2008 due to higher electricity prices.

Salary expenses decreased in the 2<sup>nd</sup> quarter of 2009, year on year, by 0.6 mln EEK or 3.5% due to some reduction in the performance related pay accrual.

Depreciation charges increased in the 2<sup>nd</sup> quarter of 2009 by 0.1 mln EEK or 0.2% year on year.

Transport costs decreased by 0.8 mln EEK, or 16.6% year on year, due to the combination of the reduction in fuel prices and reduced rates for rental machines.

Other cost of goods sold in the main operating activity stayed on the same level year on year. As a result of the successful negotiation of long term contracts the applicable unit rates were reduced for a number of support services and maintenance contracts.

As a result of all of the above the Company's gross profit for the 2<sup>nd</sup> quarter of 2009 was 121.0 mln EEK, which is an increase of 6.9 mln EEK, or 6.0%, compared to the gross profit of 114.1 mln EEK for the 2<sup>nd</sup> quarter of 2008.

### Operating Costs and Operating Margin

Marketing expenses decreased by 0.5 mln EEK to 2.6 mln EEK during the 2<sup>nd</sup> quarter of 2009 compared to the corresponding period in 2008. This is partly the result of the cost savings, balanced by the minor increase in depreciation charges.

Mainly as a consequence of lower services costs the General administration expenses decreased by 1.4 mln EEK to 12.8 mln EEK in the  $2^{nd}$  quarter of 2009 year on year.

Via successful negotiation of a range of outsourced service contracts new, beneficial rates have been achieved for the most of the cost items. The management's target is to achieve further efficiencies through a thorough review of processes and work organization.

### Other net income/expenses

Income/expenses from constructions and government grants totaled a net income of 5.2 mln EEK, in the 2<sup>nd</sup> quarter of 2009 compared to a net income of 4.7 mln EEK in the 2<sup>nd</sup> quarter of 2008. The rest of the other income/expenses totaled an expense of 3.8 mln EEK in the 2<sup>nd</sup> quarter of 2009 compared to an income of 0.1 mln EEK in the 2<sup>nd</sup> quarter of 2008, mainly due to slightly worsened debt collection. Still more than 99% of debt is collected in a timely manner.

As a result of all of the above the Company's operating profit for the 2<sup>nd</sup> quarter of 2009 was 107.0 mln EEK, an increase of 5.3 mln EEK compared to an operating profit of 101.7 mln EEK achieved in the 2<sup>nd</sup> quarter of 2008. Compared to the operating profit in the 2<sup>nd</sup> quarter of 2008, the operating profit has increased 5.2%.

### Financial expenses

Net Financial expenses were 32.5 mln EEK in the 2<sup>nd</sup> quarter of 2009, which is an increase of 21.4 mln EEK or 193.4% compared to the 2<sup>nd</sup> quarter of 2008. The Company's interest costs have decreased by 23.5% compared to the 2<sup>nd</sup> quarter of 2008 as result of the reduction in Euribor rates. The financial costs were higher than in 2008 due to a one off payment of unwinding costs of 27 mln EEK, as explained below. The increase in expenses is partially offset by an increase in financial income earned during the 2<sup>nd</sup> quarter of 2009, as a result of a more favourable cash position and higher deposit rates.

The Company finalised the loan negotiations and concluded a 313 mln EEK (equal to 20 mln EUR), 10-year maturity loan agreement with the Nordic Investment Bank on the 9<sup>th</sup> of April. The necessity for this additional loan resource was triggered by the comprehensive 3-year network expansion program, the costs of which will be compensated to the Company over a period of ten years. The new capex loan agreement triggered the full repayment of the EBRD loan in May 2009. The EBRD

loan was hedged with a fixed interest rate, therefore we incurred unwinding costs of 27 mln EEK related to the early repayment of the loan and low Euribor rates.

All loan agreements are currently based on a floating interest rate. To mitigate the interest rate risk the Company concluded fixed interest rate swap agreements worth 45 mln EUR with forward start dates in the 2<sup>nd</sup> quarter of 2009. For a base amount of 30 mln EUR the forward start date activates on 29 November 2009 and for the balance of 15 mln EUR the forward start date activates on 28 May 2010.

The current total available loan facility is 95 mln EUR, from which we have drawn down 75 mln EUR. The current weighted average interest margin is 0.55%, for the total available facility the margin is 0.67%.

### Profit Before Tax

The Company's profit before taxes for the 2<sup>nd</sup> quarter of 2009 was 74.5 mln EEK, which is 16.1 mln EEK lower than the profit before taxes of 90.6 mln EEK for the 2<sup>nd</sup> quarter of 2008.

The Company recorded 61.1 mln EEK income tax as the result of 230.0 mln EEK dividends distributed in the  $2^{nd}$  quarter of 2009.

### Results for the $1^{st}$ six months of 2009

During the first six months of 2009 the Company's total sales increased, year on year, by 5.1% to 381.7 mln EEK. Sales of water and wastewater treatment were 351.0 mln EEK, a 4.8% increase compared to the six months of 2008.

The Company's profit before taxes for the six months of 2009 was 172.9 mln EEK, which is 7.2 mln EEK lower than the profit before taxes of 180.1 mln EEK in the relevant period in 2008. Lower profit before taxes for the six months of 2009 compared to 2008 is due to the one-off impact of the financial costs discussed above, worth 27 mln EEK.

The Company's net profit for the six months of 2009 was 111.8 mln EEK, which is 2.1 mln EEK lower than the net profit of 113.9 mln EEK in the equivalent period in 2008.

### **Balance sheet**

During the six months of 2009 the Company invested 85.5 mln EEK into fixed assets. Non-current assets were 2,175.7 mln EEK at 30 June 2009. Current assets decreased by 18.0 mln EEK to 329.4 mln EEK in the first six months of the year, customer receivables increased by 5.3 mln EEK. During the six months of 2009 cash at bank decreased by 22.5 mln EEK.

Current liabilities decreased by 25.1 mln EEK to 167.3 mln EEK in the first six months of the year. This was mainly due to decreases in the Current portion of long-term borrowings by 78.9 mln EEK, as a result of the repayment of the loan, an increase in Trade payables by 40.4 mln EEK, and an increase in Customer prepayments by 1.2 mln EEK.

The Company continues to maintain its leverage level within its target range of 50% with total liabilities to total capital employed of 53.6% as of 30 June 2009. Long-term liabilities stood at 1,174.8 mln EEK at the end of June 2009, consisting almost entirely of the outstanding balance of three long-term bank loans.

### **Cash flow**

During the six months of 2009, the Company generated 194.6 mln EEK of cash flows from operating activities, a decrease of 39.6 mln EEK compared to the corresponding period in 2008. The reduction in operating cash flows was explained by the payment of the discussed one off financial costs, in addition the first quarter of 2008 was positively impacted by proceeds of some big services invoices issued at end of 2007. Underlying operating profit still continues to be the main driver for growth.

In the first six months of 2009 net cash inflows from investing activities were 13.3 mln EEK, which is 15.1 mln EEK less than in 2008. This was mainly due to the change in constructions compensation mechanism that resulted from the 30 November 2007 agreement signed with the local municipality. In the 1<sup>st</sup> quarter of 2008 the Company received compensation for 2007 constructions. In 2009 the Company invested 85.5 mln EEK – 62.2 mln EEK on networks (including 43.9 mln EEK on extension and developments), 7.8 mln EEK at Paljassaare wastewater treatment plant and sludge treatment, 3.0 mln EEK on water quality (Ülemiste water treatment plant and raw water) and 12.5 mln EEK for other investments (IT, capital maintenance, meters, etc).

The cash outflows from financing activities were 230.3 mln EEK during the first six months of 2009 compared to a cash outflow of 249.0 mln EEK during the same six months of 2008, representing the payouts of the dividend. The Company repaid and fully refinanced the loan of EBRD due to the need to finance the extensive network extension program and related investment outflows until 2011, as explained above.

As a result of all of the above factors, the total cash outflow in the six months of 2009 was 22.5 mln EEK compared to a cash inflow of 13.5 mln EEK in the six months of 2008. Cash and cash equivalents stood at 207.4 mln EEK as at 30 June 2009.

### **Employees**

At the end of the 2<sup>nd</sup> quarter of 2009, the total number of employees was 332 compared to 314 at the end of the 2<sup>nd</sup> quarter of 2008. The full time equivalent (FTE) was respectively 315 in 2009 compared to the 303 in 2008. The increase in FTE is due to the design, project management and supervision needs of the network extension program and partly supplemented by the need for the employees to provide the extra services under the trademark "Veemees" launched in 2008.

### **Dividends and share performance**

Based on the results of the 2008 financial year, the Company paid 230,010,000 EEK of dividends. Of this 10,000 EEK was paid to the owner of the B-share and 230,000,000 EEK, i.e. 11.50 EEK per share to the owners of the A-shares. The dividends were paid out on 12 June 2009, based on the list of shareholders, which was fixed on 01 June 2009.

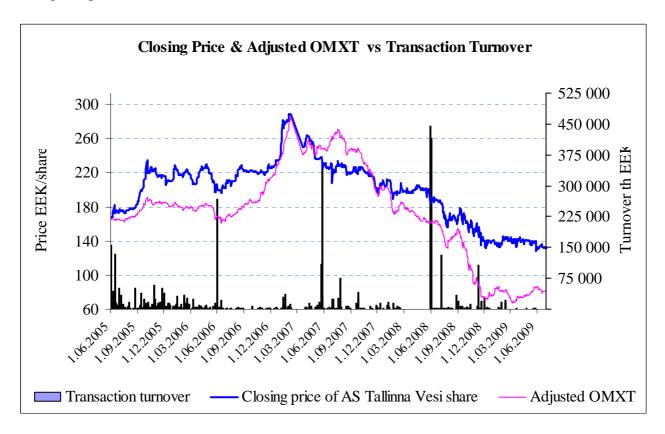
AS Tallinna Vesi is listed on OMX Main Baltic Market with trading code TVEAT and ISIN EE3100026436.

As of 30 June 2009 AS Tallinna Vesi shareholders, with a direct holding over 5%, were:

United Utilities (Tallinn) BV	35.3%
City of Tallinn	34.7%
Credit Suisse Securities (Europe) Ltd Prime Brokerage A/C Prime	5.76%
Brokerage Clients	
HSBC Bank Plc Re Parvus European Absolute Opportunities Master	5.46%
Fund	

Parvus AM has declared that their shareholding in the clients' accounts exceeds 10% and AKO Capital has declared their indirect ownership above 5% of the share capital.

At the end of the quarter, 30 June 2009, the closing price of the AS Tallinna Vesi share was 131.43 EEK (8.40 EUR), which is a 6.7% decrease compared to the closing price of 140.82 EEK (9.00 EUR) at the beginning of quarter. During the same period the OMX Tallinn index rose by 11.6% during the quarter.



### Operational highlights in the six months of 2009

- The Company secured the long term loan facility in the 2<sup>nd</sup> quarter of 2009. The comprehensive negotiations with commercial banks and investment banks started a year ago and were finalised with the securities transfer agreements at the end of May 2009. We have increased the available loan facility from 1,173 mln EEK (equal to 75 mln EUR) to 1,486 mln EEK (equal to 95 mln EUR). The necessity for this additional loan resource was triggered by the extensive 3-year network expansion program, the costs of which will be compensated to the Company over a period of ten years.
- By the end of the 2<sup>nd</sup> quarter the Company signed all needed appendixes to implement the 30-years Maardu's operating agreement from 1<sup>st</sup> July 2009, to provide water, wastewater

and operations and maintenance. This will provide the citizens of Maardu with an access to Tallinna Vesi's EU compliant water and wastewater. This contract is the first of its kind and demonstrates the willingness of other cities and municipalities to partner with Tallinna Vesi for the benefit of their communities.

- In June the IR Magazine UK and Continental Europe Awards named the Company the best listed company in the field of investor relations among the companies listed on the Tallinn Stock Exchange.
- The Company has shared the 1<sup>st</sup> and 2<sup>nd</sup> place within the Corporate Social Responsibility ranking of 49 Estonian companies achieving a magnificent 93% score. This is a great accolade for the high quality service offered, the knowledge sharing and experience of employees and excellent results in environmental and work environment performance.
- Due to fall in sales volumes it has been a challenging half-year for the Company. We are still pleased to report that the cost efficiency programs we have initiated and successful contract negotiations have enabled us to compensate the fall in revenues.

### Additional information:

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Unaudited Interim Condensed Financial Statements for the 1st half-year of financial year 2009 ended 30 June 2009

### MANAGEMENT CONFIRMATION

The Management Board of AS Tallinna Vesi (hereinafter the company) has prepared the interim accounts in the form of condensed financial statements for the 1st half-year of financial year 2009 ended 30 June 2009. The interim accounts have not been reviewed by the auditors.

The condensed financial statements for the 1st half-year of financial year 2009 ended 30 June 2009 have been prepared following the accounting policies and the manner of presenting the information in line with the International Financial Reporting Standards as adopted by the EU. The condensed financial statements provide a true and fair view of the assets, liabilities, financial position and profit of the company. During the preparation of condensed financial statements, the Management has made no changes in critical estimates that would have cast a significant impact on the results.

The interim management report gives a true and fair view of the main events that occured during the first 6 months of the financial year and of their effect to the condensed financial statements. It includes the description of the main risks and unclear aspects that can, based on the sensible judgement of the Management Board, have an impact on the company during the remaining 6 months of the financial year.

The significant transactions with related parties are disclosed in the interim accounts.

All material subsequent events that occurred by the interim accounts preparation date of 16 July 2009 have been assessed as part of this review.

The company is carrying on its activities as a going concern.

Ian John Alexander Plenderleith

Chairman of the Management Board

Chief Executive Officer

Siiri Lahe

Member of the Management Board

Chief Financial Officer

**David Nigel Hetherington** 

Member of the Management Board

Chief Operating Officer

16 July 2009

### CONDENSED STATEMENTS OF FINANCIAL POSITION

(thousand EEK)

		as of	30 June	as of 31 December
ASSETS	Note	2009	2008	2008
CURRENT ASSETS				
Cash and equivalents	2	207 364	191 892	229 860
Customer receivables, accrued income and prepaid expenses	_	117 894	122 021	112 638
Inventories		3 111	4 107	3 760
Non-current assets held for sale		1 057	1 109	1 140
TOTAL CURRENT ASSETS		329 426	319 129	347 398
NON-CURRENT ASSETS				
Property, plant and equipment	3	2 130 584	2 118 935	2 168 225
Intangible assets	3	45 131	44 813	43 428
TOTAL NON-CURRENT ASSETS		2 175 715	2 163 748	2 211 653
TOTAL ASSETS		2 505 141	2 482 877	2 559 051
LIABILITIES AND EQUITY				
CURRENT LIABILITIES				
Current portion of long-term borrowings		3 937	82 942	82 843
Trade and other payables		127 627	165 778	87 270
Short-term provisions		3 693	2 486	2 486
Prepayments and deferred income		32 045	47 854	19 797
TOTAL CURRENT LIABILITIES		167 302	299 060	192 396
NON-CURRENT LIABILITIES				
Borrowings		1 174 055	1 084 474	1 084 642
Other payables		735	121	735
TOTAL NON-CURRENT LIABILITIES		1 174 790	1 084 595	1 085 377
TOTAL LIABILITIES		1 342 092	1 383 655	1 277 773
EQUITY				
Share capital		200 001	200 001	200 001
Share premium		387 000	387 000	387 000
Statutory legal reserve		20 000	20 000	20 000
Retained earnings		556 048	492 221	674 277
TOTAL EQUITY		1 163 049	1 099 222	1 281 278
TOTAL LIABILITIES AND EQUITY		2 505 141	2 482 877	2 559 051

Unaudited Interim Condensed Financial Statements for the 1st half-year of financial year 2009 ended 30 June 2009

### CONDENSED STATEMENTS OF COMPREHENSIVE INCOME

(thousand EEK)

		Q	uarter 2		6 months	for the year ended 31 December
	Note	2009	2008	2009	2008	2008
Revenue	4	188 959	182 344	381 717	363 231	719 923
Costs of goods sold	6	-68 004	-68 225	-134 686	-134 376	-272 752
GROSS PROFIT	_	120 955	114 119	247 031	228 855	447 171
Marketing expenses	6	-2 597	-3 061	-6 010	-6 434	-12 310
General administration expenses	6	-12 758	-14 194	-26 898	-28 721	-54 546
Other income/ expenses (-)	7	1 424	4 823	3 746	8 215	25 045
OPERATING PROFIT		107 024	101 687	217 869	201 915	405 360
Financial income	8	5 993	5 382	11 917	9 201	15 606
Financial expenses	8	-38 491	-16 460	-56 863	-31 011	-58 805
PROFIT BEFORE TAXES		74 526	90 609	172 923	180 105	362 161
Income tax on dividends	9	-61 142	-66 193	-61 142	-66 193	-66 193
NET PROFIT FOR THE PERIO	DD _	13 384	24 416	111 781	113 912	295 968
Attributable to:						
Equity holders of A-shares		13 374	24 406	111 771	113 902	295 958
B-share holder		10	10	10	10	10
Earnings per A share (in kroons)	10	0,67	1,22	5,59	5,70	14,80
Earnings per B share (in kroons)	10	10 000	10 000	10 000	10 000	10 000

Unaudited Interim Condensed Financial Statements for the 1st half-year of financial year 2009 ended 30 June 2009

## CONDENSED CASH FLOW STATEMENTS

(thousand EEK)

				for the year ended 31 December
	Note	6 n 2009	nonths 2008	2008
CASH FLOWS FROM OPERATING ACTIVITIES	Note	2009	2008	2008
Operating profit		217 869	201 915	405 360
Adjustment for depreciation/amortisation	3	44 833	44 394	89 669
Adjustment for profit from government grants and connection fees		-8 680	-8 188	-27 920
Other finance expenses	8	-33 616	-803	-1 614
Profit from sale of property, plant and equipment, and intangible	Ü	00 010	002	1 011
assets		-132	-6	-455
Expensed property, plant and equipment		0	0	-19
Change in current assets involved in operating activities		-5 983	18 556	22 780
Change in liabilities involved in operating activities		6 999	6 556	906
Interest paid		-26 698	-28 275	-57 569
Total cash flow from operating activities		194 592	234 149	431 138
CASH FLOWS FROM INVESTING ACTIVITIES				
Acquisition of property, plant and equipment, and intangible assets		-94 937	-118 539	-332 407
Compensations received for construction of pipelines		98 426	137 039	250 190
Proceeds from sale of property, plant and equipment, and intangible		121	8	480
Interest received		9 648	9 825	16 906
Total cash flow used in investing activities		13 258	28 333	-64 831
CASH FLOWS FROM FINANCING ACTIVITIES				
Received short-term loans		156 466	0	0
Repayment of short-term loans		-156 466	0	0
Received long-term loans		544 501	0	42 246
Repayment of long-term loans		-544 837	0	-41 910
Dividends paid	9	-230 010	-249 010	-249 010
Income tax on dividends	9	0	0	-66 193
Total cash flow used in financing activities		-230 346	-249 010	-314 867
Change in cash and cash equivalents		-22 496	13 472	51 440
CASH AND EQUIVALENTS AT THE BEGINNING OF THE PERIOD		229 860	178 420	178 420
CASH AND EQUIVALENTS AT THE END OF THE PERIOD	2	207 364	191 892	229 860

Unaudited Interim Condensed Financial Statements for the 1st half-year of financial year 2009 ended 30 June 2009

## CONDENSED STATEMENTS OF CHANGES IN EQUITY

(thousand EEK)

	Share capital	Share premium	Statutory legal reserve	Retained earnings	Total equity
as of 31 December 2007	200 001	387 000	20 000	627 319	1 234 320
					_
Dividends	0	0	0	-249 010	-249 010
Net profit of the financial year	0	0	0	295 968	295 968
as of 31 December 2008	200 001	387 000	20 000	674 277	1 281 278
as of 31 December 2007	200 001	387 000	20 000	627 319	1 234 320
Dividends	0	0	0	-249 010	-249 010
Net profit of the financial period	0	0	0	113 912	113 912
as of 30 June 2008	200 001	387 000	20 000	492 221	1 099 222
as of 31 December 2008	200 001	387 000	20 000	674 277	1 281 278
D' ' I	0	0	0	220.010	220.010
Dividends	0	0	0	-230 010	-230 010
Net profit of the financial period	0	0	0	111 781	111 781
as of 30 June 2009	200 001	387 000	20 000	556 048	1 163 049

Unaudited Interim Condensed Financial Statements for the 1st half-year of financial year 2009 ended 30 June 2009

### NOTES TO THE INTERIM FINANCIAL STATEMENT

(thousand EEK)

### NOTE 1. ACCOUNTING PRINCIPLES

The interim accounts have been prepared according to International Financial Reporting Standards as adopted by the EU. The same accounting policies are followed in the interim financial statements as in the most recent annual financial statements. The interim report is prepared in accordance with IAS 34 Interim Financial Reporting.

### NOTE 2. CASH AND CASH EQUIVALENTS

	as of 30 June		as of 31 December
	2009	2008	2008
Cash in hand and in bank	4 369	3 188	1 551
Short-term deposits	202 995	188 704	228 309
Total cash and cash equivalents	207 364	191 892	229 860

for the 1st half-year of financial year 2009 ended 30 June 2009 Unaudited Interim Condensed Financial Statements

# NOTES TO THE INTERIM FINANCIAL STATEMENT

(thousand EEK)

NOTE 3. PROPERTY, PLANT AND EQUIPMENT, AND INTANGIBLE ASSETS

	Pro	Property, plant a	and equipment	<b>.</b>		Assets in progress	rogress		Intangib	Intangible assets	
	Land and buildings	Facilities	Machinery and equipment	Other equipment	Construction in progress	Construction in progress - unfinished pipelines	Prepayment for fixed assets	Unfinished intangible assets	Development costs	Acquired licenses and other intangible assets	Total property, plant and equipment and intangible assets
as of 31 December 2007											
Acquisition cost	364 188	2 134 970	566 408	17 708	45 253	90 057	5 399	2 781	19 006	66 817	3 312 587
Accumulated depreciation	-63 393	-673 373	-342 016	-11 514	0	0	0	0	-12 980	-23 706	-1 126 982
Book value	300 795	1 461 597	224 392	6 194	45 253	90 057	5 399	2 781	6 026	43 111	2 185 605
Transactions in the period 01.01.2008 - 31.12.2008											
Acquisition in book value	0	0	0	0	113 524	189 651	0	3 082	0	0	306 257
Write off and sale of property, plant and equipment, and intenrible access in book value	783	5	01	C				C			ALC
Commenced by conformat ments		1				106 707					COC 301
Compensated by government grants	0	0		0 !	0	797 091-	0	0 1	0 -0 -	0	797 091-
Reclassification	3 925	100 384	31 701	1 149	-136 695	-1 452	-3 546	-3 137	5 873	-2 736	-4 534
Depreciation	-4 221	-38 023	-34 635	-1 218	0	0	0	0	-8 931	-2 641	699 68-
Total transactions in the period 01.01.2008 - 31.12.2008	-13	62 373	-2 953	69-	-23 171	1 917	-3 546	-55	-3 058	-5 377	26 048
as of 31 December 2008											
Acquisition cost	368 045	2 234 538	585 674	18 373	22 082	91 974	1 853	2 726	17 742	62 372	3 405 379
Accumulated depreciation	-67 263	-710 568	-364 236	-12 247	0	0	0	0	-14 774	-24 638	-1 193 726
Book value	300 782	1 523 970	221 438	6 126	22 082	91 974	1 853	2 726	2 968	37 734	2 211 653
Transactions in the period 01.01.2009 - 30.06.2009											
Acquisition in book value	0	0	0	0	34 747	43 867	0	206 9	0	0	85 521
Write off and sale of property, plant and equipment, and intangible assets in book value	0	0	ю	ń	0	0	0	0	0	0	0
Compensated by government grants	0	0	0	0	0	-76 185	0	0	0	0	-76 185
Reclassification	2 985	099 6	6666	83	-22 748	-72	-348	-8 000	1 535	6 465	-441
Depreciation	-2 098	-19 444	-17 498	-589	0	0	0	0	-1 099	-4 105	-44 833
Total transactions in the period 01.01.2009 - 30.06.2009	887	-9 784	-7 496	-509	11 999	-32 390	-348	-1 093	436	2 360	-35 938
as of 30 June 2009											
Acquisition cost	371 032	2 244 130	593 064	17 548	34 081	59 584	1 505	1 633	14 796	72 539	3 409 912
Accumulated depreciation	-69 360	-729 945	-379 122	-11 932	0	0	0	0	-8 476	-35 362	-1 234 197
Book value	301 669	1 514 186	213 942	5 617	34 081	59 584	1 505	1 633	3 404	40 094	2 175 715

As of 31 December 2008 there were no contracts for financial lease.

For the period ended 30 June the net balance sheet value of finance leases was 5 792 thousand kroons for 2009.

Unaudited Interim Condensed Financial Statements for the 1st half-year of financial year 2009 ended 30 June 2009

## NOTES TO THE INTERIM FINANCIAL STATEMENT

(thousand EEK)

NOTE 4. REVENUE	Q	Quarter 2	(	f months	for the year ended 31 December
	2009	2008	2009	2008	2008
Revenues from main operating activities					
Total water supply and waste water disposal service, incl:	174 020	166 559	351 025	335 046	658 305
Private clients, incl:	<u>94 755</u>	<u>87 178</u>	<u>191 592</u>	<u>175 995</u>	<u>346 836</u>
Water supply service	52 845	48 657	106 788	98 273	193 688
Waste water disposal service	41 910	38 521	84 804	77 722	153 148
Corporate clients, incl:	<u>68 924</u>	<u>69 862</u>	<u>138 937</u>	139 812	<u>271 231</u>
Water supply service	38 900	39 201	77 706	77 804	150 669
Waste water disposal service	30 024	30 661	61 231	62 008	120 562
Outside service area clients, incl:	<u>6 571</u>	<u>5 936</u>	<u>12 902</u>	<u>12 179</u>	<u>26 401</u>
Water supply service	668	509	1 282	1 006	2 160
Waste water disposal service	5 903	5 427	11 620	11 173	24 241
Overpollution fee	<u>3 770</u>	<u>3 583</u>	<u>7 594</u>	<u>7 060</u>	<u>13 837</u>
Stormwater treatment and disposal service	10 539	11 863	22 079	21 219	46 158
Fire hydrants service	672	595	1 344	1 185	2 687
Other works and services	3 728	3 327	7 269	5 780	12 773
Total revenue	188 959	182 344	381 717	363 230	719 923

100 % of AS Tallinna Vesi revenue was generated within the Estonian Republic.

				fo	or the year ended
NOTE 5. STAFF COSTS	Q	uarter 2	6	months	31 December
	2009	2008	2009	2008	2008
Salaries and wages	-15 763	-16 487	-34 020	-34 187	-66 330
Social security and unemployment insurance taxation	-5 250	-5 491	-11 331	-11 397	-22 093
Staff costs total	-21 013	-21 978	-45 351	-45 584	-88 423
Number of employees at the end of reporting period			332	314	327

## NOTES TO THE INTERIM FINANCIAL STATEMENT

(thousand EEK)

### NOTE 6. COST OF GOODS SOLD, MARKETING AND GENERAL ADMINISTRATIONS EXPENSES

	Qua	arter 2	6 r	for nonths	the year ended 31 December
	2009	2008	2009	2008	2008
Cost of goods sold					
Tax on special use of water	-2 800	-2 715	-5 565	-5 424	-10 804
Chemicals	-5 401	-6 561	-9 111	-11 016	-22 841
Electricity	-7 909	-6 376	-16 063	-13 852	-29 759
Pollution tax	-5 734	-5 112	-9 037	-7 983	-17 010
Staff costs	-15 367	-15 932	-32 537	-32 489	-63 516
Development	0	-2	-23	-24	-26
Depreciation and amortization	-20 367	-20 321	-40 875	-40 601	-82 081
Transport	-4 092	-4 907	-8 410	-9 547	-19 693
Other costs of goods sold	-6 334	-6 299	-13 065	-13 440	-27 022
Total cost of goods sold	-68 004	-68 225	-134 686	-134 376	-272 752
Marketing expenses					
Staff costs	-979	-1 390	-2 488	-2 936	-5 417
Depreciation and amortization	-1 302	-1 285	-2 603	-2 489	-5 065
Other marketing expenses	-316	-386	-919	-1 009	-1 828
Total cost of marketing expenses	-2 597	-3 061	-6 010	-6 434	-12 310
General administration expenses					
Staff costs	-4 667	-4 656	-10 326	-10 159	-19 490
Depreciation and amortization	-694	-642	-1 355	-1 304	-2 523
Other general administration expenses	-7 397	-8 896	-15 217	-17 258	-32 533
Total cost of general administration expenses	-12 758	-14 194	-26 898	-28 721	-54 546

### NOTE 7. OTHER INCOME / EXPENSES

	Qua	6 m	fo onths	for the year ended 31 December	
	2009	2008	2009	2008	2008
Profit from connection fees	368	717	1 942	1 960	4 430
Profit from government grant	4 850	4 003	6 738	6 228	23 490
Other income / expenses (-)	-3 794	103	-4 934	27	-2 875
Total other income / expenses	1 424	4 823	3 746	8 215	25 045

Unaudited Interim Condensed Financial Statements for the 1st half-year of financial year 2009 ended 30 June 2009

### NOTES TO THE INTERIM FINANCIAL STATEMENT

(thousand EEK)

NOTE 8. FINANCE INCOME AND EXPENSES	Quarter 2		6 months		for the year ended 31 December
	2009	2008	2009	2008	2008
Interest income	5 993	5 382	11 917	9 201	15 606
Interest expense	-10 590	-16 070	-23 247	-30 208	-57 191
Other financial expenses	-27 901	-390	-33 616	-803	-1 614
Total finane income / expenses	-32 498	-11 078	-44 946	-21 810	-43 199
NOTE 9. DIVIDENDS	Quarter 2		6 months		Year ended 31 December
	2009	2008	2009	2008	2008
Dividends declared during the period	230 010	249 010	230 010	249 010	249 010
Dividends paid during the period	230 010	249 010	230 010	249 010	249 010
Income tax on dividends paid	-61 142	-66 193	-61 142	-66 193	-66 193
Income tax accounted for	-61 142	-66 193	-61 142	-66 193	-66 193
Paid-up dividends per shares:					
Dividends per A-share (in kroons)	11,50	12,45	11,50	12,45	12,45
Dividends per B-share (in kroons)	10 000	10 000	10 000	10 000	10 000

The income tax rates were 21/79 in 2009 and 2008.

### NOTE 10. EARNINGS PER SHARE

		6	months	for the year ended 31 December	
Earnings per share:	2009	2008	2009	2008	2008
Net profit for the period ended 31.12 minus B-share preference rights (in kroons)	13 374	24 406	111 771	113 902	295 958
Weighted average number of ordinary shares for the purposes of basic earnings per share (in pieces)	20 000 000	20 000 000	20 000 000	20 000 000	20 000 000
Earnings per A share (in kroons)	0,67	1,22	5,59	5,70	14,80
Earnings per B share (in kroons)	10 000	10 000	10 000	10 000	10 000

Diluted earnings per share for the periods ended 30 June 2009 and 2008 and 31 December 2008 do not vary significantly from the earnings per share figures stated above.

Unaudited Interim Condensed Financial Statements for the 1st half-year of financial year 2009 ended 30 June 2009

### NOTES TO THE INTERIM FINANCIAL STATEMENT

(thousand EEK)

### NOTE 11. RELATED PARTIES

Transactions with related parties are considered to be transactions with members of the Supervisory Board and Management Board, their relatives and the companies in which they hold majority interest and transactions with shareholder having the significant influence. Dividend payments are indicated in the Statement of Changes in Equity.

### Shareholders having the significant influence

Balances recorded in working capital on the balance	as of 30 June		as of 31 December	
sheet of the Company 20	009	2008	2008	
Accounts receivable 25 0	)03	21 499	24 935	
Accrued income	0	13 291	0	
Prepayments and deferred income 64	191	0	0	
Accounts payable - short-term trade and other payables 5 9	974	8 549	3 972	

	Quarter 2		6 months		for the year ended 31 December	
	2009	2008	2009	2008	2008	
Transactions with the related parties						
Sales services	11 211	12 458	23 422	22 404	48 845	
Compensations received from the local governments for						
constructing new pipelines	40 761	44 972	79 890	69 406	159 310	
Purchase of administrative and consulting services	3 969	5 113	9 143	10 696	20 585	
Management Board fees excluding social tax	645	524	1 290	1 127	2 295	
Supervisory Board fees excluding social tax	150	150	300	300	500	

The fees disclosed above are contractual payments made by the Company to the management board members. In addition to this the board members have also received direct compensations from the companies belonging to the group of United Utilities (Tallinn) B.V. as overseas secondees.

The market prices were implemented in transactions with related parties.

### Company shares belonging to the Management Board members

As at report generation date Siiri Lahe owned 700 AS Tallinna Vesi shares.

Unaudited Interim Condensed Financial Statements for the 1st half-year of financial year 2009 ended 30 June 2009

### NOTES TO THE INTERIM FINANCIAL STATEMENT

### NOTE 12. LIST OF SUPERVISORY BOARD MEMBERS

Robert John Gallienne Chairman of the Supervisory Board Leslie Anthony Bell Member of the Supervisory Board Matti Hyyrynen Member of the Supervisory Board Andrew James Prescott Member of the Supervisory Board Elmar Sepp Member of the Supervisory Board Mart Mägi Member of the Supervisory Board Rein Ratas Member of the Supervisory Board Valdur Laid Member of the Supervisory Board Deniss Boroditš Member of the Supervisory Board