

# AS Tallinna Vesi

Interim results  
6 months ended 30 June 2010

*23 July 2010*

# Speakers

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Ian Plenderleith  
CEO, Chairman of the Management Board



Stephen Howard  
CFO, Member of the Management Board

# Highlights – First six months of 2010

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Sales from main operating activity increased by 1.4%

6% decrease in operating profit from main business

Full compliance with LoS

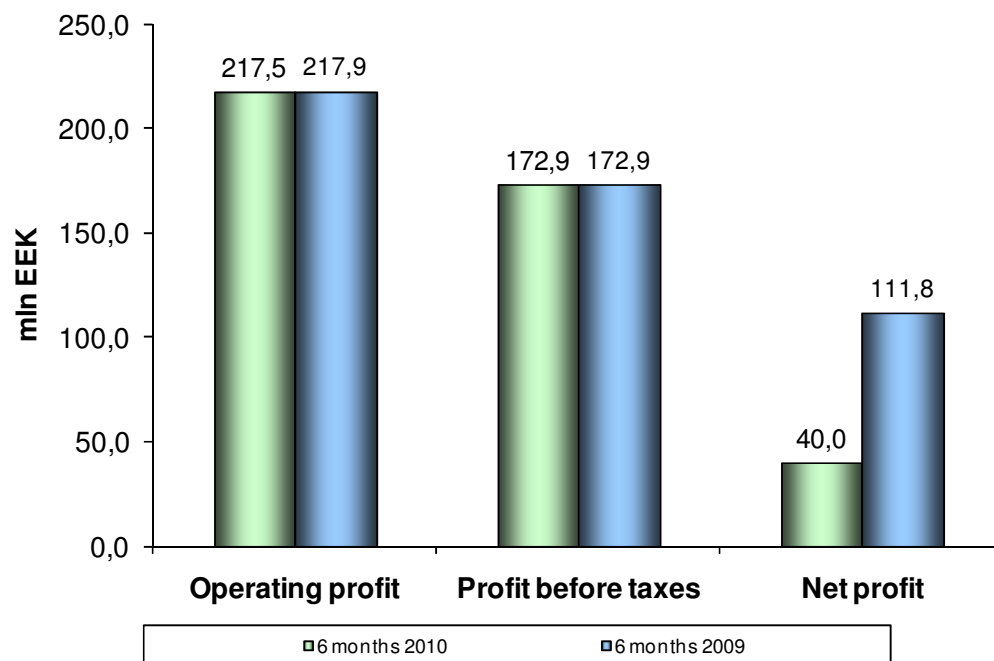
Q2 – Nitrogen failure at WwTP

Dividends paid – 500m EEK

Continued threat from proposed legislation

# Financial Highlights in 6 mths 2010 compared to 2009

| <i>mln EEK</i>                   | 6 months<br>2010 | 6 months<br>2009 | Change | Change % |
|----------------------------------|------------------|------------------|--------|----------|
| Sales                            | 387,0            | 381,7            | 5,3    | 1,4%     |
| Gross profit                     | 233,7            | 247,0            | -13,4  | -5,4%    |
| Operating profit                 | 217,5            | 217,9            | -0,4   | -0,2%    |
| Operating profit - main business | 196,6            | 209,2            | -12,6  | -6,0%    |
| Net profit                       | 40,0             | 111,8            | -71,8  | -64,2%   |



# Water and Wastewater and other revenues

## Revenues

| million EEK                       | 6 M 2010     | 6 M 2009     | Ch. EEK    | Ch. %       |
|-----------------------------------|--------------|--------------|------------|-------------|
| Domestic                          | 186,7        | 191,6        | -4,9       | -2,5%       |
| Commercial, in area only          | 133,0        | 138,9        | -5,9       | -4,3%       |
| Commercial, outside area only     | 27,8         | 12,9         | 14,9       | 115,6%      |
| Overpollution                     | 7,2          | 7,6          | -0,4       | -5,6%       |
| <b>Water and wastewater total</b> | <b>354,7</b> | <b>351,0</b> | <b>3,7</b> | <b>1,1%</b> |

## Volumes

| million m3                        | 6 M 2010    | 6 M 2009    | Ch. M3     | Ch. %       |
|-----------------------------------|-------------|-------------|------------|-------------|
| Domestic                          | 13,7        | 14,0        | -0,2       | -1,6%       |
| Commercial, in area only          | 4,2         | 4,4         | -0,1       | -3,2%       |
| Commercial, outside area only     | 2,8         | 1,5         | 1,3        | 83,6%       |
| <b>Water and wastewater total</b> | <b>20,8</b> | <b>19,9</b> | <b>0,9</b> | <b>4,6%</b> |

- Other main business revenues 32.3 mln EEK, by 1.6 mln EEK or 5.2% higher y-o-y

# Costs: 6 mths 2010 compared to 6 mths 2009

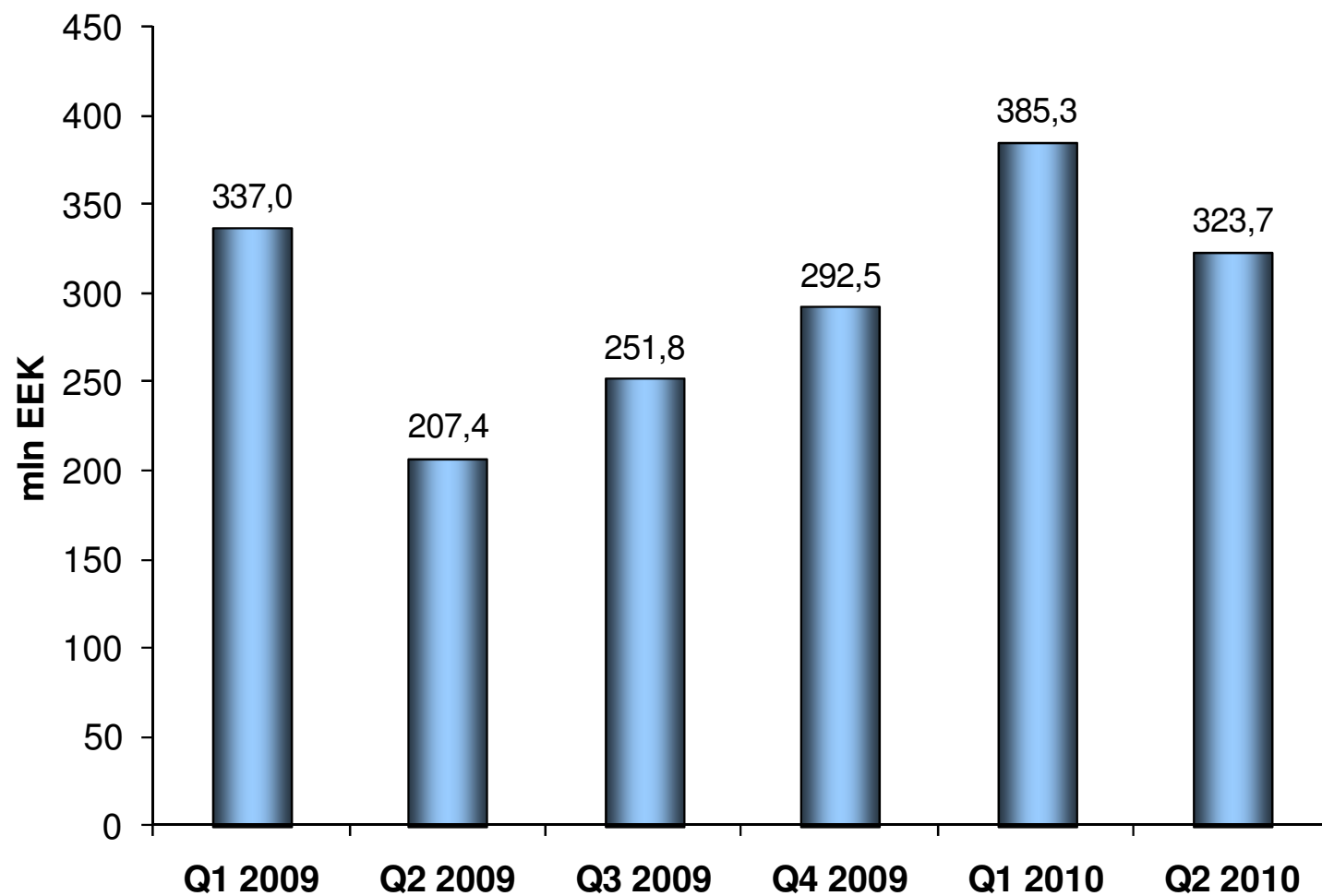
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## **Underlying cost base 10.3 mln Kroons higher than six months of 2009**

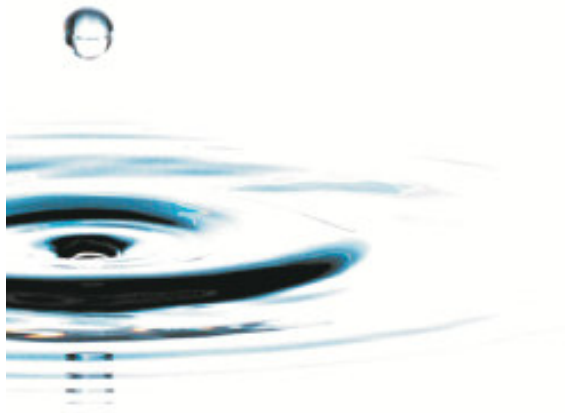
- COGS – main operating activities by 13.9% or 18.7 mln EEK higher y-o-y, 10.3mln or 7.7% higher excluding the costs related to the Maardu's operations.
- Higher costs due mainly to electricity costs and pollution taxes.
- Marketing costs in line with 2009
- Administration costs in line with 2009
- Other net revenues 12.9 mln EEK higher
- Net Financial costs 0.3 mln EEK lower

# Cash Position

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- Cash balances by 31.2m'EEK higher than as of 31 December 2009



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Thank You!

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Tallinna Vesi 

The logo for Tallinna Vesi, featuring the company name in a grey serif font above a stylized blue wave graphic.