

AS Tallinna Vesi

Interim results

9 months ended 30 September 2011

28 October 2011

Speakers



Ian Plenderleith
CEO, Chairman of the Management Board



Siiri Lahe
CFO, Member of the Management Board

The Privatisation Contract

EU Complaint – Unilateral breach of contract

2011 tariff application – not analysed but rejected by CA

CA uses a decree to attempt to reduce tariffs by 29%

No economic or legal analysis of the contract

CA claims that the privatisation was illegal

Operations – ASTV has met all its contractual obligations

Financial - Average annual real rate of return 2001 – 2011
is 6.2%

Operational Highlights – Nine months of 2011

Sales volumes have started to increase - sales up by 2.5%

Operating profit increased by 2.3%

Completion of the Biofilter construction

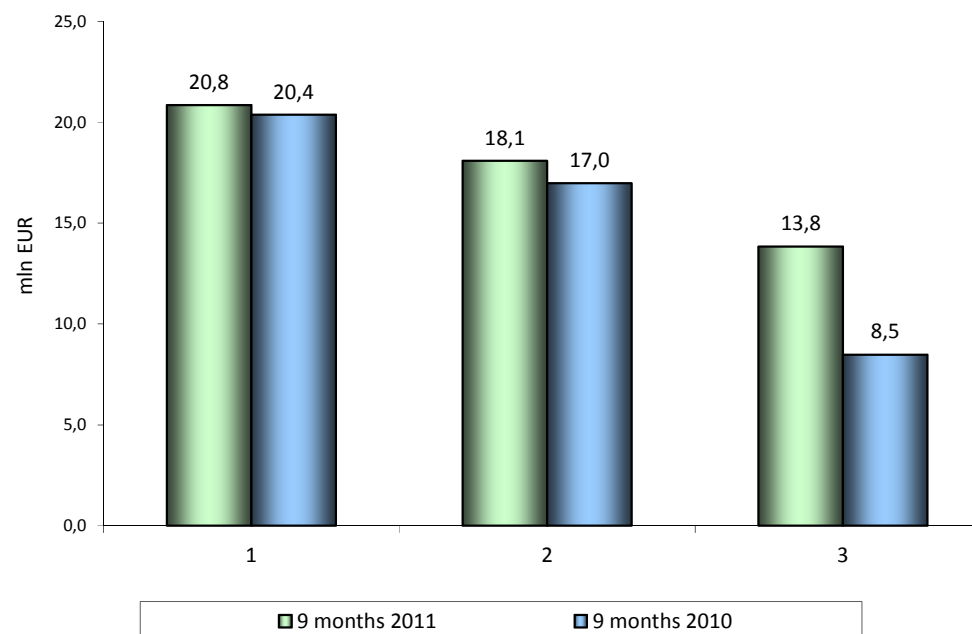
Best ever environmental performance

Water quality 99.64%

Network performance - Lower leakages, less blockages

Financial Highlights in 9 mths 2011 compared to 2010

<i>mln EUR</i>	9 months 2011	9 months 2010	Change	Change %
Sales	38,2	37,2	0,9	2,5%
Gross profit	23,1	22,2	1,0	4,4%
Operating profit	20,8	20,4	0,5	2,3%
Operating profit - main business	19,7	18,7	1,1	5,6%
Net profit	13,8	8,5	5,4	63,2%



Water and Wastewater and other revenues

Revenues

million EUR	9M 2011	9M 2010	Ch. EUR	Ch. %
Domestic	17,7	17,8	-0,1	-0,4%
Commercial, in area only	13,7	12,8	0,9	6,9%
Commercial, outside area only	2,7	2,6	0,1	4,0%
Overpollution	0,6	0,7	-0,1	-8,9%
Water and wastewater total	34,7	33,8	0,9	2,5%

Volumes

million m ³	9M 2011	9M 2010	Ch. %	Ch. %
Domestic	20,4	20,5	0,0	-0,1%
Commercial, in area only	6,8	6,3	0,5	7,6%
Commercial, outside area only	3,9	3,9	0,0	-0,8%
Water and wastewater total	31,1	30,7	0,4	1,4%

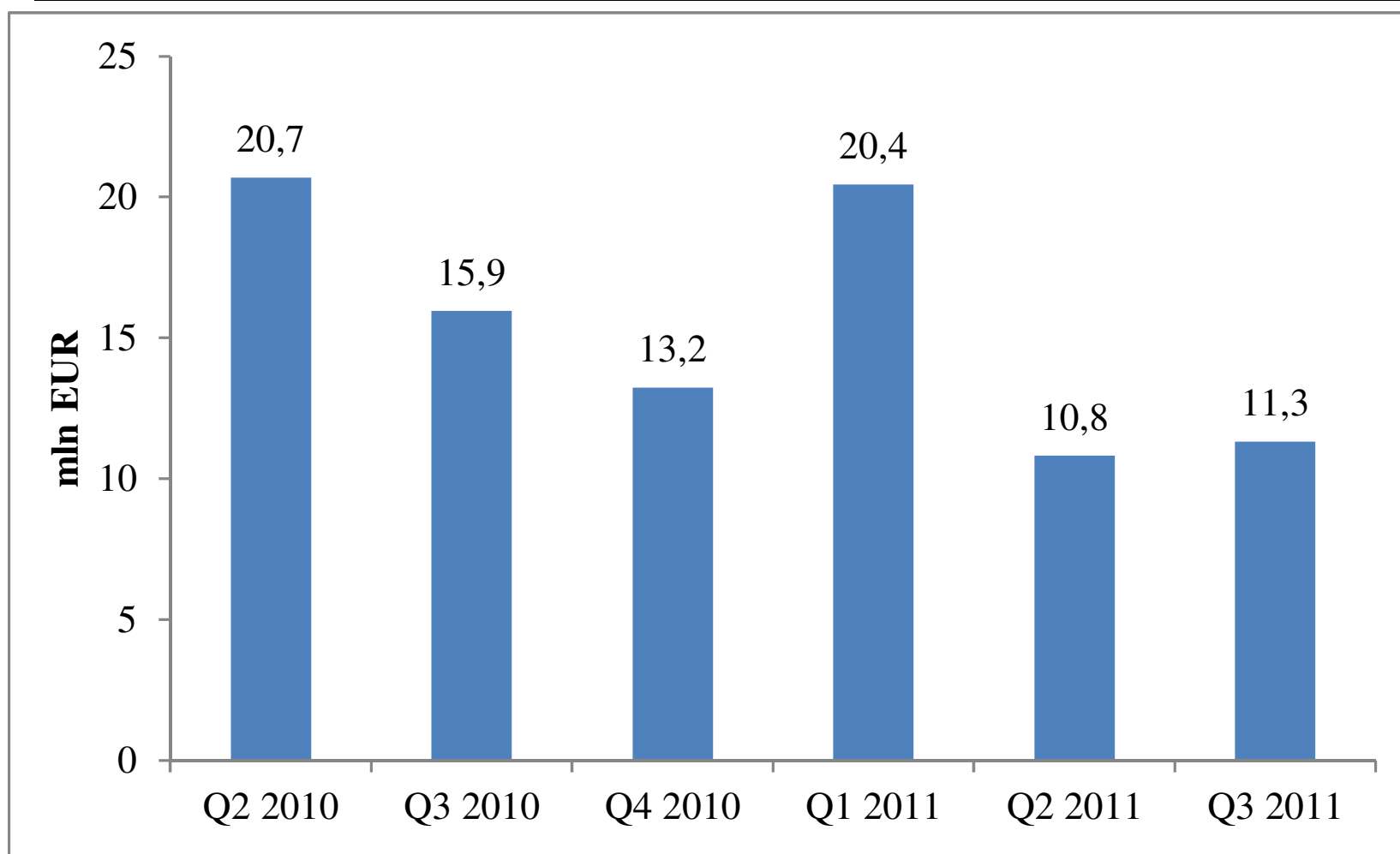
- Around 1 million euros legitimately deprived

Costs: 9 mths 2011 compared to 9 mths 2010

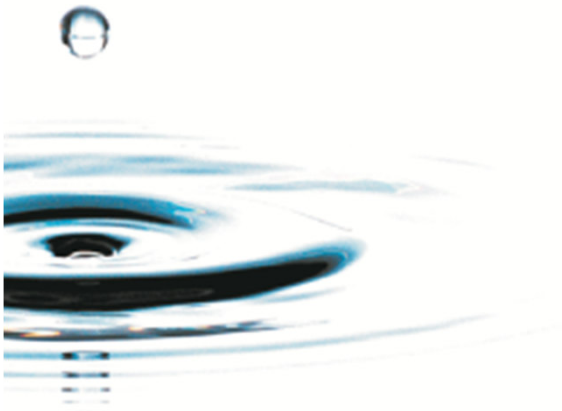
9 mths 2010	2011 m'EUR	2010 m'EUR	Δ m'EUR	Δ %
Costs of goods sold	15,0	15,1	0,0	-0,1%
Marketing	0,6	0,6	0,0	-2,4%
Overhead	3,1	2,6	0,5	17,3%
Net Other income	1,4	1,4	-0,1	-3,5%
Net financial costs	2,8	3,4	-0,6	23,1%

➤ CPI increase 5.2% yoy

Cash Position



➤ Cash balance by 4.6 mln euros lower y-o-y



Thank You!

AS Tallinna Vesi
Ädala 10, Tallinn

Tanel Pihel +372 6262 228, tanel.pihel@tvesi.ee

Siiri Lahe+ 372 6262 262, siiri.lahe@tvesi.ee

Company Ph: +372 6262 200, Email: tvesi@tvesi.ee

Tallinna Vesi


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