

AS Tallinna Vesi

Interim results

9 months ended 30 September 2012

26 October 2012

Speakers



Ian Plenderleith
CEO, Chairman of the Management Board

The Privatisation Contract

Supreme Court rejected CA appeal – SA is public law contract

Admin Court to decide if SA is binding on the CA

CA, no evidence, total inconsistency in Kunda, closed court

EU – Supportive of the regulatory economics of our case

Current tariffs until court decides on legality of privatisation

Operations – ASTV has met all its contractual obligations

Average annual real rate of return 2001 – 2012 is 6.2%

Operational Highlights – 9 months of 2012

Total sales increased by 2.8%

Operating profit from main services broadly flat

Water quality 99,59%

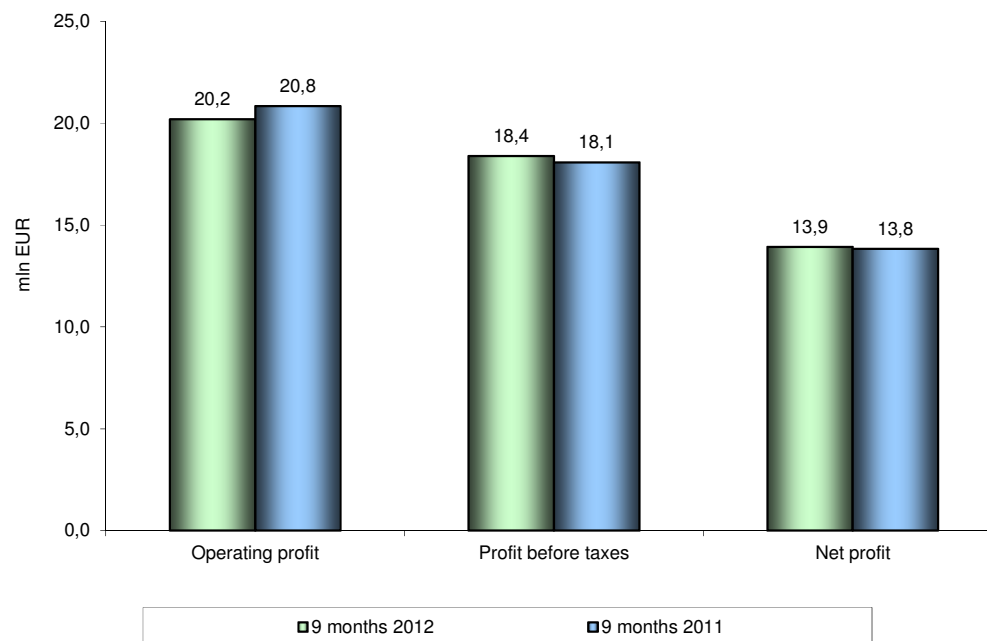
Wastewater – Cleaner Baltic Sea

Network performance - Lower leakages, less blockages

EU EMAS Nomination for Water Management

Financial Highlights in 9 mths 2012 compared to 2011

<i>mln €</i>	9 months 2012	9 months 2011	Change	Change %
Sales	39,2	38,2	1,1	2,8%
Gross profit	24,2	23,1	1,1	4,6%
Operating profit	20,2	20,8	-0,6	-3,1%
Operating profit - main business	19,9	19,7	0,2	1,1%
Net profit	13,9	13,8	0,1	0,8%



Water and Wastewater and Other Revenues

Revenues

million €	9M 2012	9M 2011	Ch. €	Ch. %
Domestic	17,8	17,7	0,1	0,5%
Commercial, in area only	14,0	13,7	0,3	2,2%
Commercial, outside area only	3,2	2,7	0,5	20,4%
Overpollution	0,6	0,6	-0,1	-8,5%
Water and wastewater total	35,5	34,7	0,9	2,5%

Volumes

million m3	9M 2012	9M 2011	Ch. %	Ch. %
Domestic	20,5	20,4	0,1	0,5%
Commercial, in area only	7,0	6,8	0,1	2,2%
Commercial, outside area only	5,0	3,9	1,1	28,0%
Water and wastewater total	32,5	31,1	1,3	4,3%

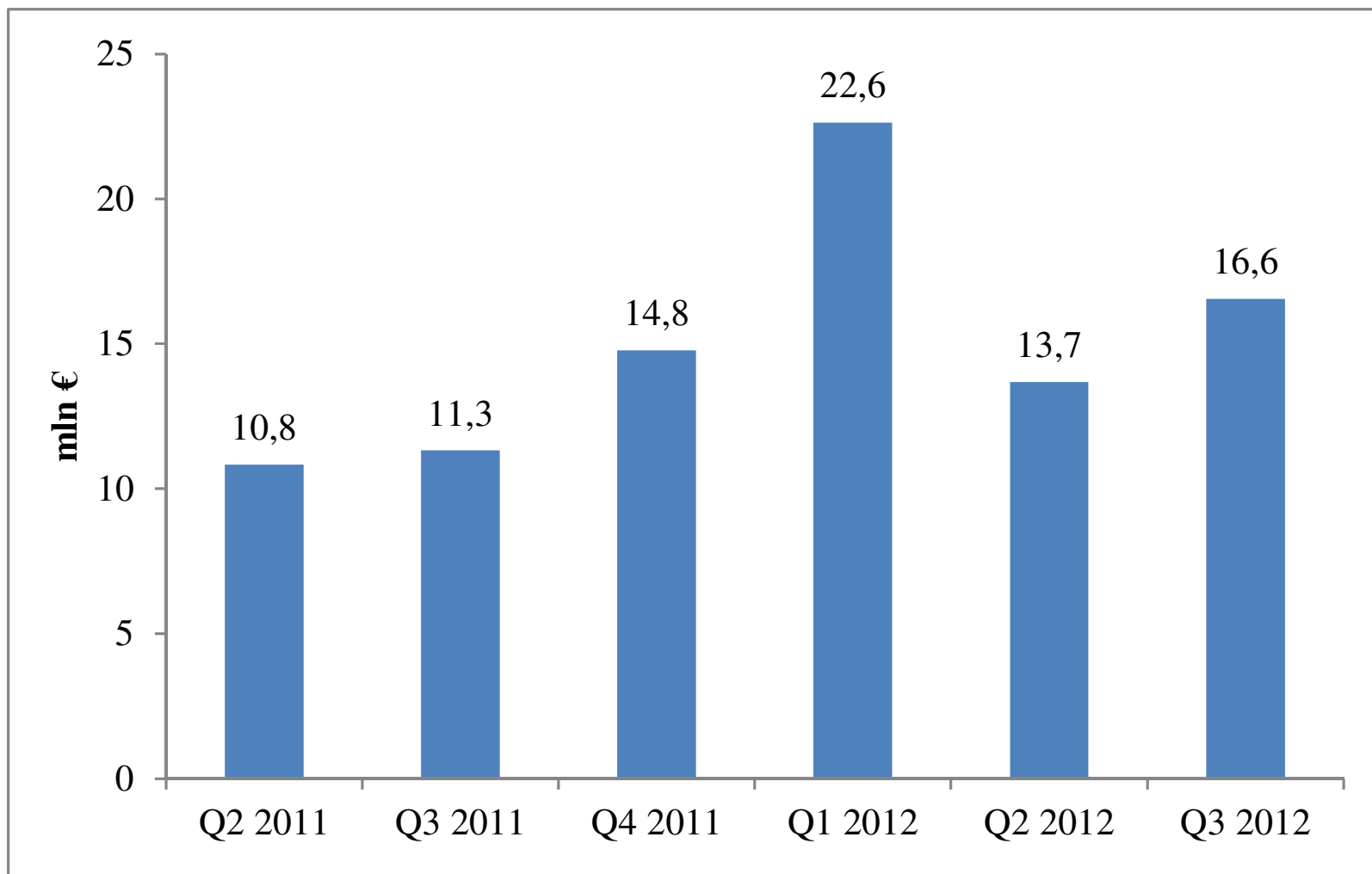
- Around 4.2 million euros legitimately deprived 2011-2012

Total costs: 9 mths 2012 compared to 9 mths 2011

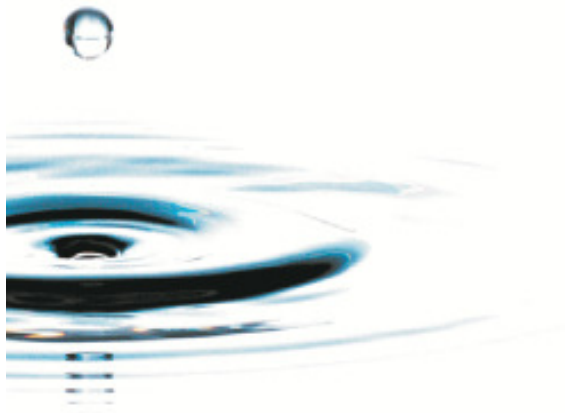
Total cost variances mln'€	2012	2011	Variance
Total Cost of Goods Sold (incl.)	15,01	15,03	0,0
Chemicals	1,21	1,00	0,2
Electricity	2,73	2,15	0,6
Pollution tax	0,17	0,74	-0,6
Other COGS	2,84	3,38	-0,5
Marketing, General admin costs	4,11	3,65	0,5
TOTAL COGS, Marketing, Overhead	19,12	18,68	0,4
Construction profit	-0,27	-1,13	0,9
Net financial cost	1,80	2,76	-1,0

➤ 12 month CPI increase 3.9%

Cash Position



- Cash balance by more than 5.2 mln euros higher y-o-y



Thank You!

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