



AS Tallinna Vesi

Interim results
6 months ended 30 June 2013

26 July 2013

Speakers



Ian Plenderleith
CEO, Chairman of the Management Board



Riina Käi
CFO, Member of the Management Board

The Privatisation Contract

SA is public law contract – current tariff remain in place

Court proceedings started – partially closed, request of CA

CA claims illegal no evidence, total inconsistency in Kunda,

Estonian Govt approved the privatisation in 2000 and 2001

EU – Supportive of the regulatory economics of our case

Operations – ASTV has met all its contractual obligations

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

Operational Highlights – 6 months of 2013

Total sales increased by 0.2%

Operating profit from main services down 9,6%

Dividends 87 cents per share – a 3.9% increase y-o-y

Water quality 99,80%

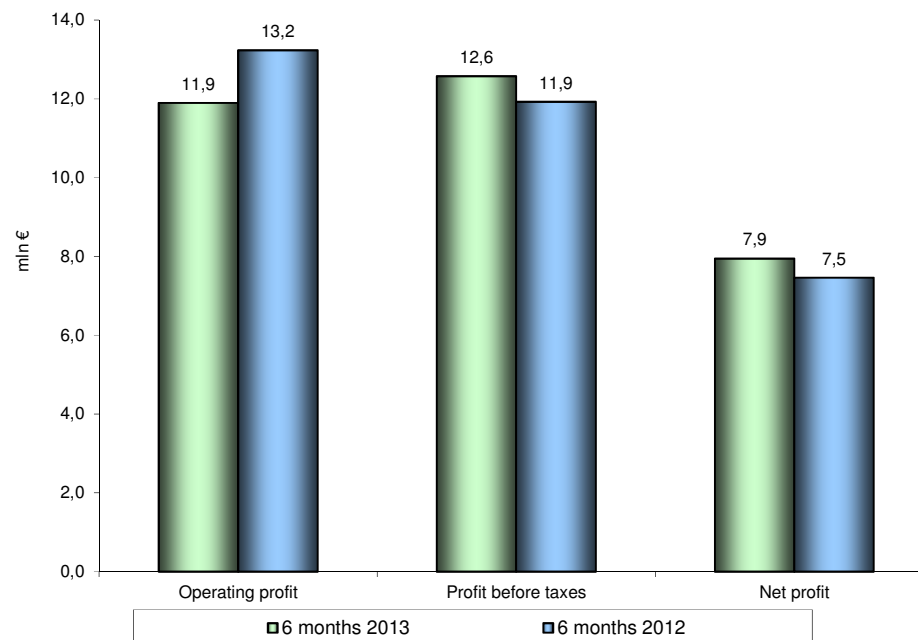
Wastewater – Cleaner Baltic Sea

Network performance – Stable low leakages,

Full ISO re-accreditation

Financial Highlights in 6 mths 2013 compared to 2012

<i>mln €</i>	6 months 2013	6 months 2012	Change	Change %
Sales	26,2	26,1	0,0	0,2%
Gross profit	14,8	16,0	-1,2	-7,5%
Operating profit	11,9	13,2	-1,3	-10,1%
Operating profit - main business	11,9	13,2	-1,3	-9,6%
Net profit	7,9	7,5	0,5	6,6%



Water and Wastewater and Other Revenues

Revenues

million €	6M2013	6M2012	Ch. €	Ch. %
Domestic	11,8	12,0	-0,1	-1,2%
Commercial, in area only	9,6	9,3	0,2	2,6%
Commercial, outside area only	2,1	2,1	0,0	-1,2%
<i>incl stormwater</i>	0,3	0,3	-0,1	-26,6%
Overpollution	0,4	0,3	0,1	24,4%
Water and wastewater total	24,0	23,8	0,2	0,7%
Stormwater	1,5	1,8	-0,3	-15,6%

Volumes

million m3	6M2013	6M2012	Ch. %	Ch. %
Domestic	13,7	13,9	-0,2	-1,2%
Commercial, in area only	4,8	4,7	0,1	2,4%
Commercial, outside area only	3,1	3,3	-0,2	-6,8%
Water and wastewater total	21,5	21,8	-0,3	-1,3%

- Around 7.9 million euros legitimately deprived 2011-2013

Total costs: 6 mths 2013 compared to 6 mths 2012

Total cost variances mln'€	2013	2012	Variance
Total Cost of Goods Sold (incl.)	11,34	10,09	1,25
Chemicals	0,85	0,75	0,10
Electricity	1,79	1,83	-0,04
Pollution tax	1,30	0,01	1,29
Other COGS	7,40	7,50	-0,10
Marketing, General admin costs	2,88	2,77	0,11
TOTAL COGS, Marketing, Overhead	14,22	12,87	1,35
Construction profit	0,00	-0,08	0,08
Net financial costs	-0,68	1,31	-1,99

➤ 12 month CPI increase 3.8%

Renewal of SWAP

Two SWAP contracts were concluded in May 2013

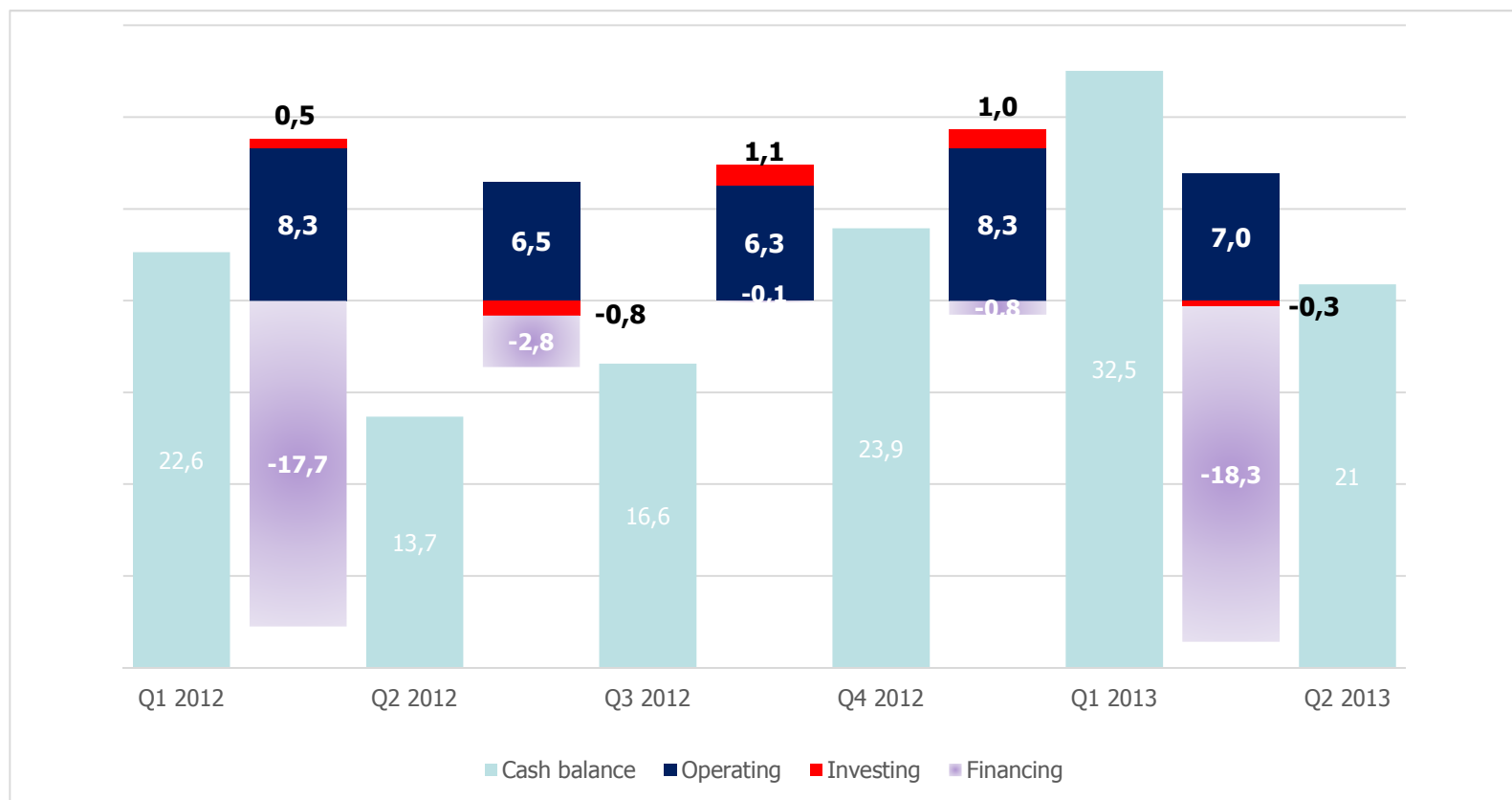
Total amount 30 mln euros, 15 euros each

Periods 2013-2018 and 2015-2018

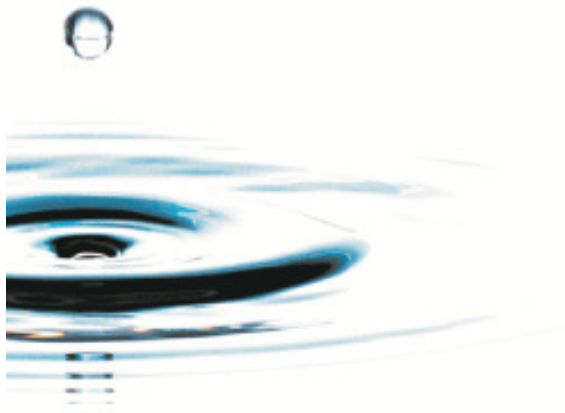
Average interest 0.92%

Average for the contracts wo new contracts 2,8%

Cash Position



- Cash balance by more than 7.2 mln euros higher y-o-y



Thank You!

AS Tallinna Vesi

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