TALLINNA VESI

Best Investor Relations
In Baltics
1ST PLACE

Best Interactive
Investor Relations
1ST PLACE

Best Reporting Company
1ST PLACE

Best Investor Relations
According to
Market Professionals
2ND PLACE

AS Tallinna Vesi

Interim results 6 months
ended 30 June 2017

Hosted by

Tallinna Vesi

Karl Brookes
CEO, Member of the Management Board

Riina Käi
CFO, Member of the Management Board

Operations Update

Tallinna Vesi

Water quality	99.93% compliant, according 12,680 analyses of the 1,482 samples taken
Effluent	Fully compliant, no pollution incidents
Leakage rate	Cumulative water Network leakage rate in the first six months in 2017 was the lowest over the time of 13.33%
Mobile application	In the 2nd quarter 2017 AS Tallinna Vesi took into use mobile app, through which the customers can enter their water meter readings

Tariff dispute

Tallinna Vesi

Local Court Case

Dispute ongoing since 2011

On 5th June 2015, Tallinn Administrative Court dismissed AS Tallinna Vesi claim. On 11th November 2015, the Company filed the appeal to the District Court

Hearing in the District court took place in 23th January 2017. District Court dismissed AS Tallinna Vesi claim on 27th January 2017

The Company filed a cassation to the Supreme court on 27th February 2017. On 20th June Supreme court took the cassation to proceedings

International Court Case

International arbitration proceedings (ICSID) commenced in October 2014

Hearings were held in Paris, in 7th – 11th and 14th – 15th November 2016

The decision is expected from in the second half of 2017

Financial Highlights

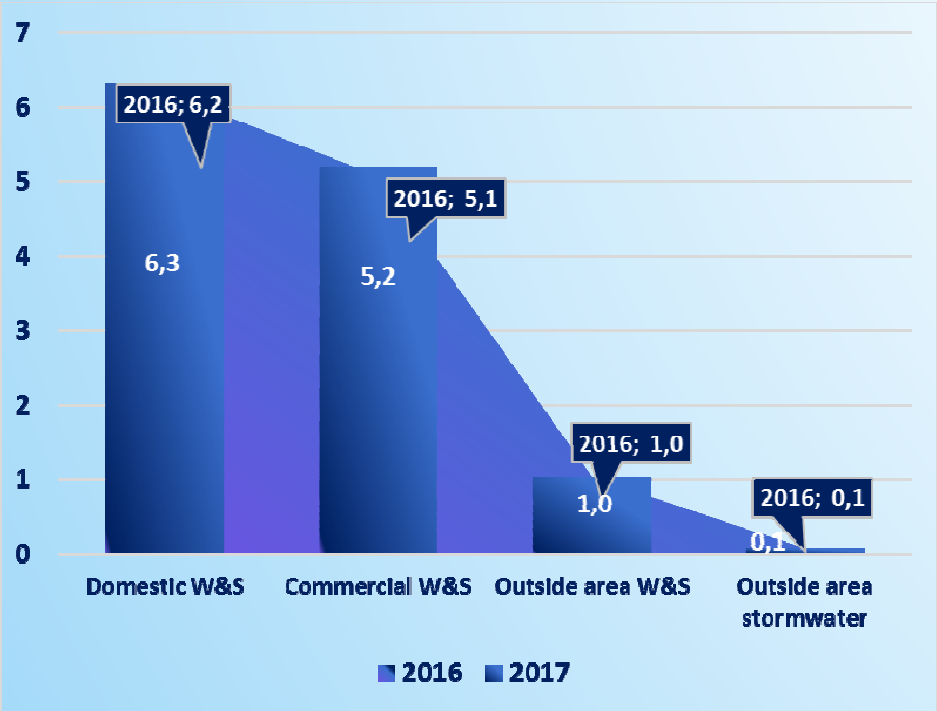
Tallinna Vesi

EUR million	Q2 2017	Q2 2016	Change %	6 months 2017	6 months 2016	Change %	12 months 2016
Sales	14,7	14,5	1,6%	28,5	28,9	-1,2%	59,0
Gross profit	**8,5**	**8,3**	**2,7%**	**16,7**	**16,6**	**0,6%**	**33,3**
Operating profit	7,2	5,8	23,0%	13,7	12,5	9,6%	24,6
Operating profit - main business	7,1	5,7	24,0%	13,5	12,2	10,6%	24,4
Net profit	**4,3**	**0,8**	**450,3%**	**10,6**	**6,4**	**65,7%**	**18,4**

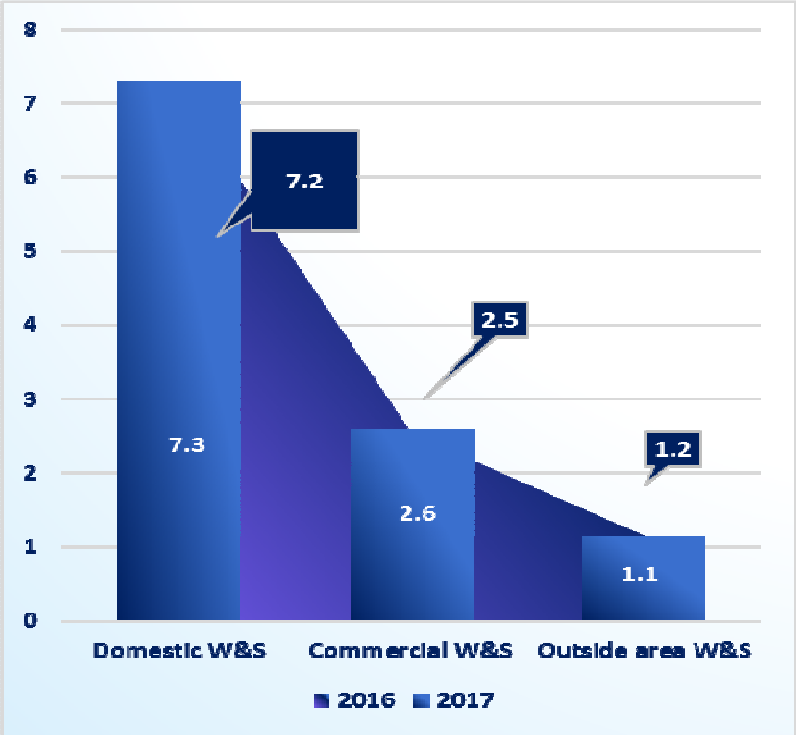
Water & Wastewater revenues in 2nd quarter

Tallinna Vesi

Revenues
EUR million



Volumes
million m³

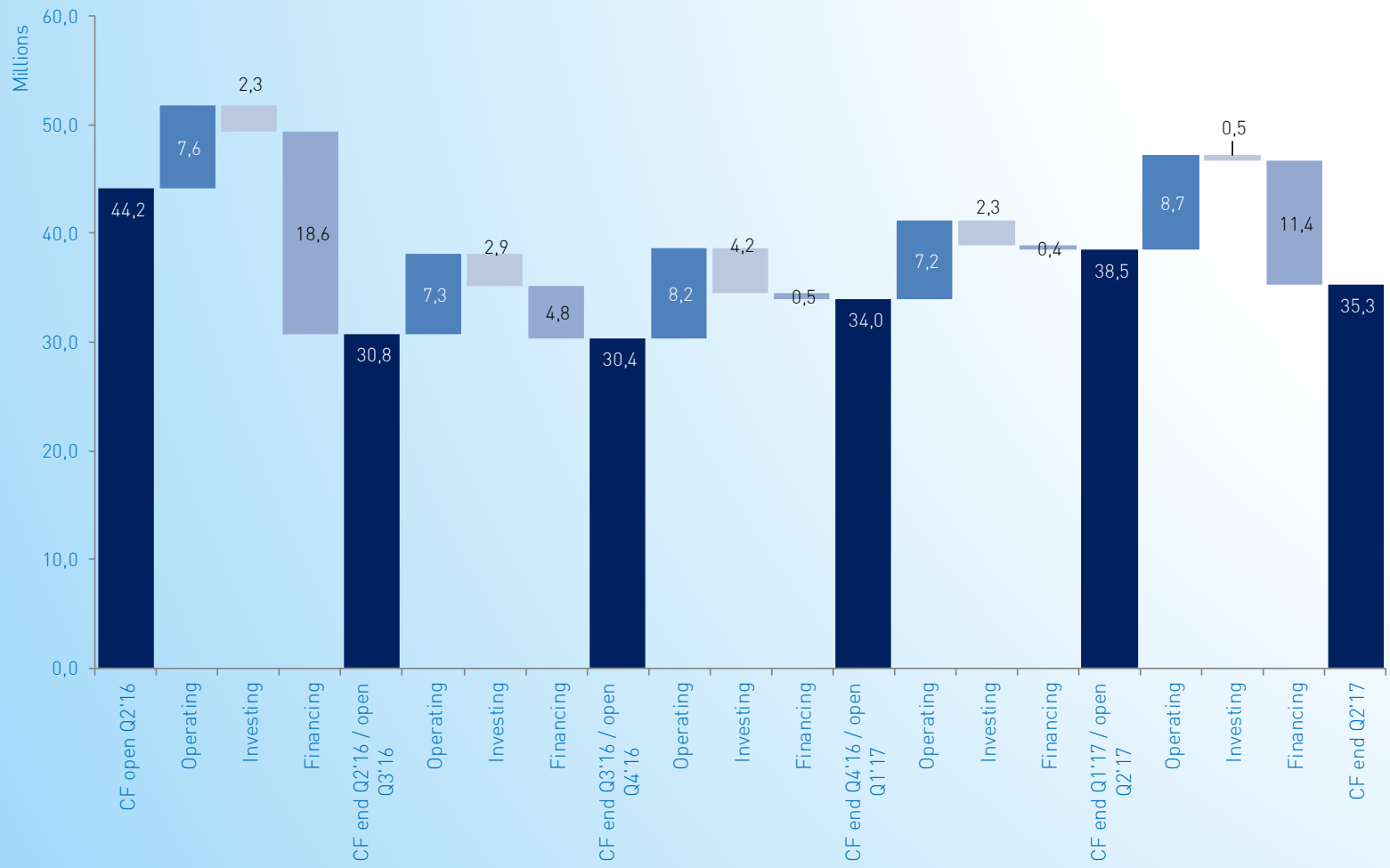


Total costs in 2nd quarter

Tallinna Vesi

EUR million	Q2 2017	Q2 2016	Change %	6 months 2017	6 months 2016	Change %	12 months 2016
Total Cost of Goods Sold (incl.)	-6,2	-6,2	-0,1%	-11,8	-12,2	3,7%	-25,7
Chemicals	-0,4	-0,3	-23,5%	-0,7	-0,6	-9,3%	-1,3
Electricity	-0,8	-0,7	-6,7%	-1,6	-1,5	-6,0%	-3,1
Pollution tax	-0,2	-0,2	14,5%	-0,5	-0,6	13,7%	-1,1
Staff costs	-1,5	-1,5	-0,6%	-2,9	-2,9	-0,4%	-5,7
Depreciation	-1,4	-1,6	14,5%	-2,7	-3,0	10,3%	-5,9
Construction service, design and asphalting	-0,7	-0,7	-8,9%	-0,9	-1,3	35,2%	-4,0
Other cost of goods sold	-1,3	-1,2	-7,2%	-2,5	-2,2	-11,2%	-4,6
Marketing, General admin costs	-1,3	-2,4	46,6%	-3,0	-4,1	27,4%	-8,2
TOTAL cost of goods sold, Marketing, Overhead	-7,5	-8,6	13,0%	-14,7	-16,3	9,6%	-33,9
Net other expenses	0,0	0,0	-29,7%	-0,1	-0,1	-18,4%	-0,5
Net financial expenses	-0,2	-0,6	60,3%	-0,4	-1,6	77,6%	-1,7

Cash position



Thank You!

Regulatory & political questions
Karl Brookes
Karl.Brookes@tvesi.ee

IR & financial questions
Riina Käi
riina.kai@tvesi.ee

Operational questions
Aleksandr Timofejev
aleksandr.timofejev@tvesi.ee

Company ph., +372 62 62 200,
E-mail tvesi@tvesi.ee

Sooner or later every investor reaches for our product.