

# AS Tallinna Vesi

Results of the 3<sup>rd</sup> quarter of 2019



Karl Heino Brookes  
CEO, Member of the Management Board



Riina Käi  
CFO, Member of the Management Board

# Operations Update



## Water quality

**Q3** 98% compliant  
**9 months** 99.1% compliant



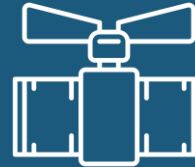
## Leakage rate

**Q3** 13.1%  
**9 months** 12.5%



## Effluent

Fully compliant, no  
pollution incidents



## Average duration of water interruption per property

**Q3** 3.07 h (2018: 3.09 h)  
**9 months** 2.83 h (2018: 3.18)



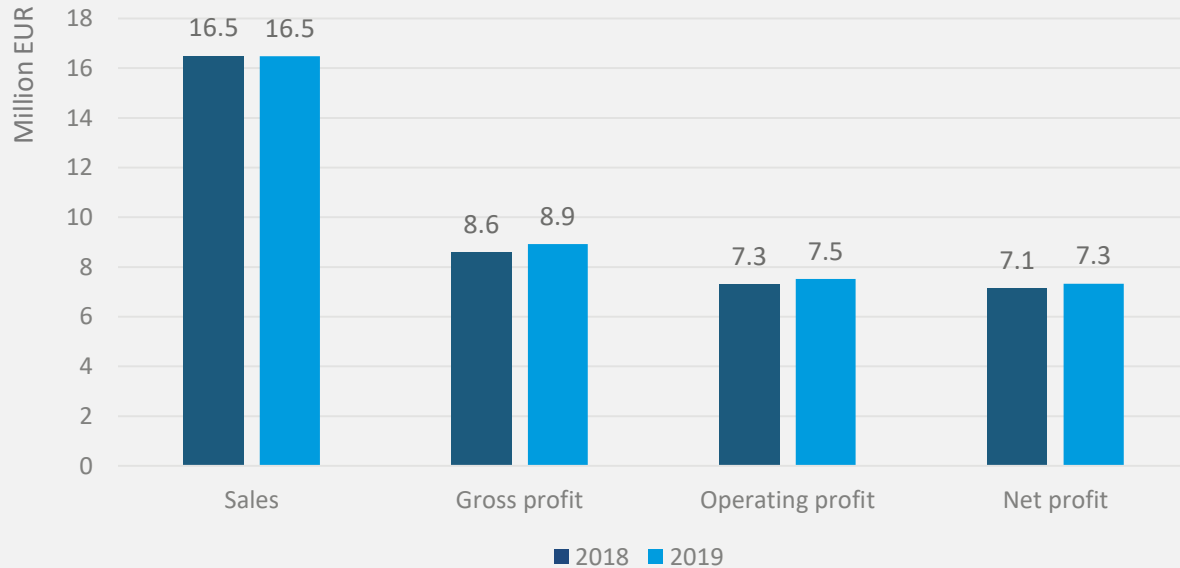
## Customer satisfaction

**Q3** 4.2 out of 5  
**9 months** 4.1 out of 5

# Tariff application

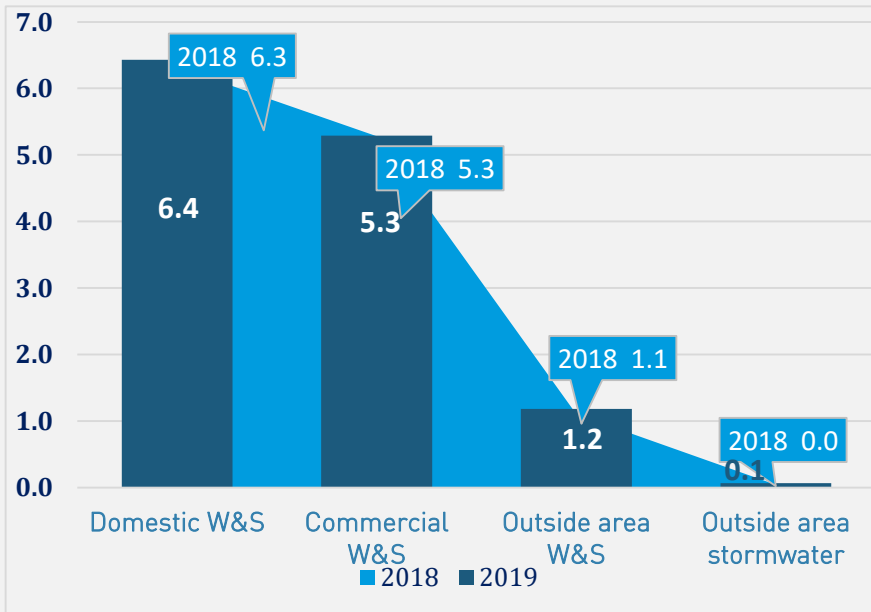
- First tariff application February 2018, taken into proceedings May 2018
- 4 December 2018 CA did not approve the water and wastewater tariffs in Tallinn and Saue.
- 2 September 2019 New tariff application to CA tariffs ca 20% lower on average
- 18 October 2019 CA approved the tariffs
- 1 December 2019 New tariffs will be effective

# Financial highlights

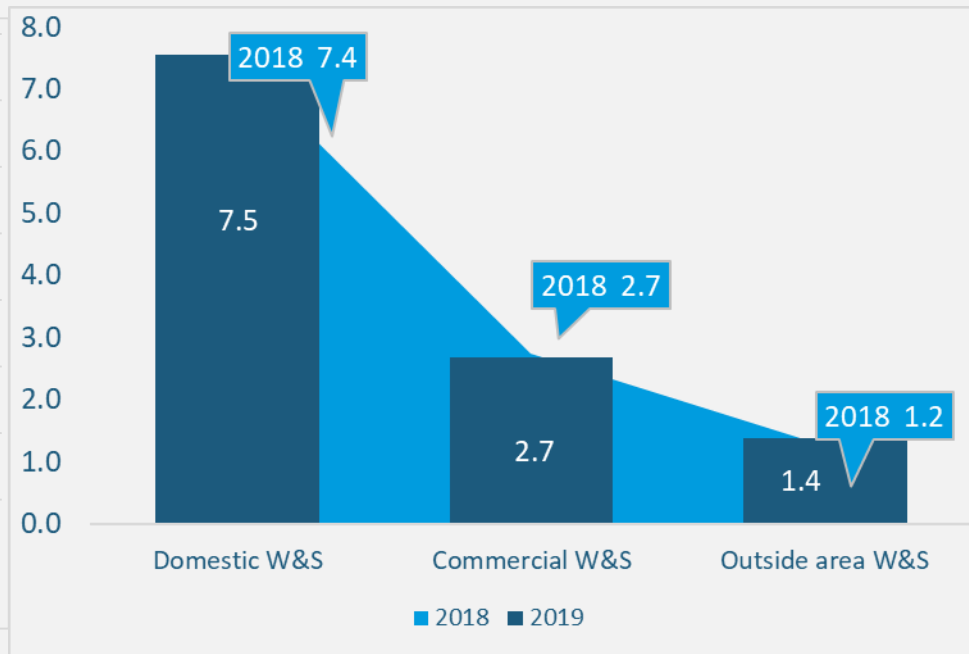


# Water & Wastewater revenues in 3<sup>rd</sup> quarter of 2019

Revenues, € million



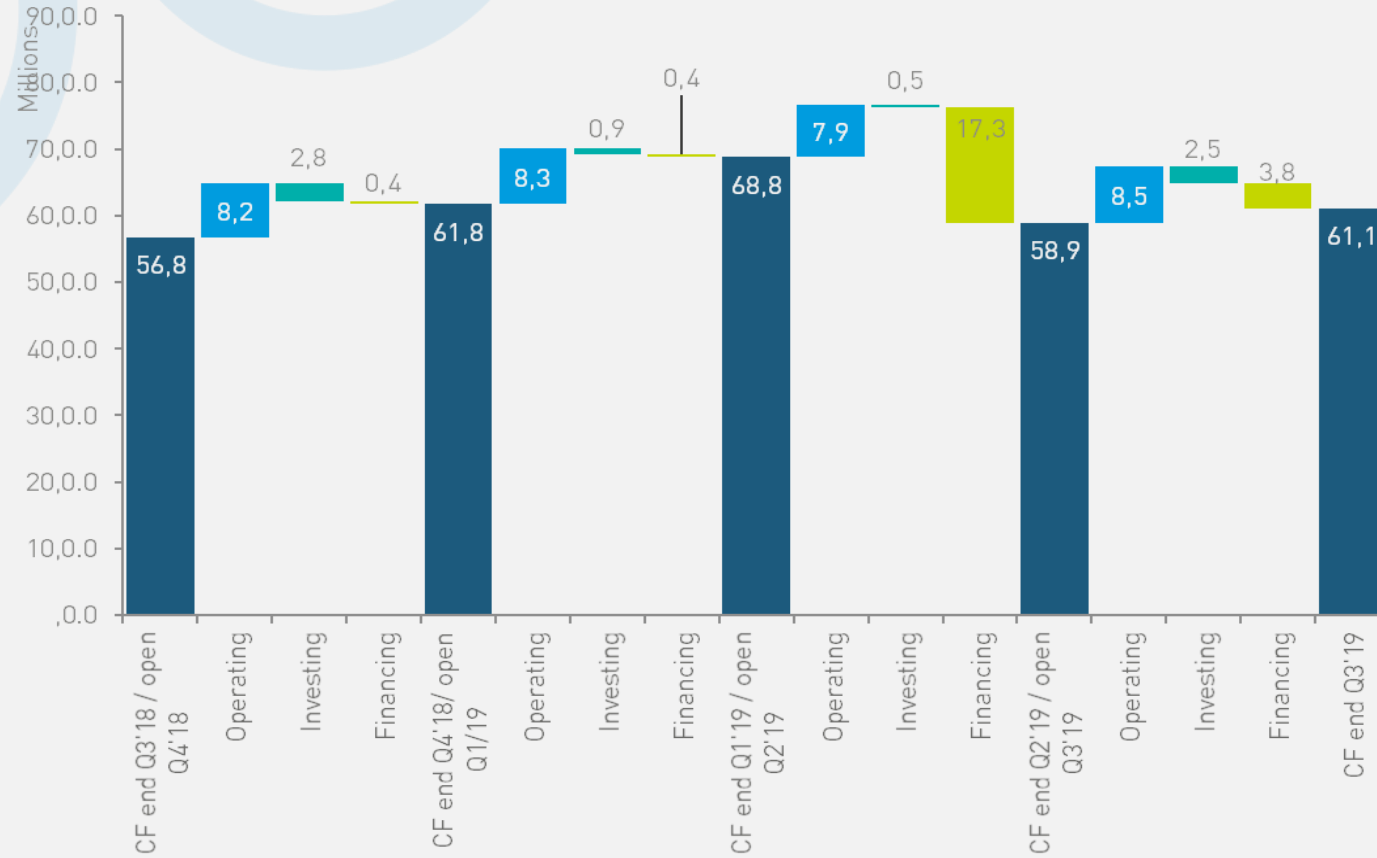
Volumes, million m<sup>3</sup>



# Total costs in the 3<sup>rd</sup> quarter in 2019

€ million	Q3 2019	Q3 2018	Change €	Change %	9 months 2019	9 months 2018	Change €	Change %
<b>Total Cost of Goods Sold (incl.)</b>	<b>-7,6</b>	<b>-7,9</b>	<b>0,3</b>	<b>4,2%</b>	<b>-21,3</b>	<b>-20,7</b>	<b>-0,6</b>	<b>-2,8%</b>
Water abstraction charges	-0,3	-0,3	0,0	-4,0%	-0,9	-0,9	0,0	-1,3%
Chemicals	-0,4	-0,5	0,0	10,0%	-1,3	-1,2	0,0	-0,6%
Electricity	-0,8	-0,6	-0,1	-23,5%	-2,6	-2,1	-0,5	-24,6%
Pollution tax	-0,2	-0,2	0,0	4,9%	-0,8	-0,7	-0,1	-10,2%
Staff costs	-1,5	-1,5	-0,1	-6,4%	-4,9	-4,7	-0,2	-4,7%
Depreciation	-1,3	-1,3	-0,1	-4,1%	-4,0	-3,8	-0,1	-3,6%
Construction service, design and asphaltting	-1,8	-2,3	0,5	21,1%	-3,5	-3,9	0,4	10,0%
Other cost of goods sold	-1,2	-1,3	0,1	7,9%	-3,5	-3,5	0,0	-0,4%
<b>Marketing, General admin costs</b>	<b>-1,2</b>	<b>-1,2</b>	<b>0,0</b>	<b>-1,9%</b>	<b>-4,7</b>	<b>-4,0</b>	<b>-0,7</b>	<b>-18,0%</b>
<b>TOTAL cost of goods sold, Marketing, Overhead</b>	<b>-8,8</b>	<b>-9,1</b>	<b>0,3</b>	<b>3,4%</b>	<b>-26,0</b>	<b>-24,7</b>	<b>-1,3</b>	<b>-5,3%</b>
<b>Net other expenses</b>	<b>-0,2</b>	<b>-0,1</b>	<b>-0,1</b>	<b>-101,0%</b>	<b>-0,3</b>	<b>-0,2</b>	<b>-0,1</b>	<b>-45,5%</b>
<b>Net financial expenses</b>	<b>-0,2</b>	<b>-0,2</b>	<b>0,0</b>	<b>-9,4%</b>	<b>-0,7</b>	<b>-0,7</b>	<b>0,0</b>	<b>6,8%</b>

# Cash position





A blue-toned background featuring a dynamic water splash on the left side, with droplets and ripples. A dark blue semi-transparent rectangle is overlaid on the right side, containing white text. In the upper right corner of this rectangle, there are faint, light blue concentric circles.

# Thank you!

Regulatory & political questions

Karl Brookes

[Karl.Brookes@tvesi.ee](mailto:Karl.Brookes@tvesi.ee)

IR & financial questions

Riina Käi

[riina.kai@tvesi.ee](mailto:riina.kai@tvesi.ee)

Operational questions

Aleksandr Timofejev

[aleksandr.timofejev@tvesi.ee](mailto:aleksandr.timofejev@tvesi.ee)

Company ph., +372 62 62 200,

E-mail [tvesi@tvesi.ee](mailto:tvesi@tvesi.ee)