

# AS Tallinna Vesi

Results of the 2<sup>nd</sup> quarter of 2020



Karl Heino Brookes  
CEO, Member of the Management Board



Kristi Ojakäär  
CFO, Member of the Management Board

# Covid-19 impact

- Company has put in place several restrictions to ensure the health and safety of our employees and customers.
- As the situation in Estonia improved significantly by June, we are able to return to our regular operations.
- The state of emergency in Estonia ended on 18 May 2020. Current infection rates remain low, but we continue to monitor the situation closely.
- Consumption has been impacted in private as well as corporate customer segments.
- Future impacts are hard to predict due to possibility of second wave of Covid-19.

# Operations Update



## Water quality

**Q2** 100.0% (2019: 99.2%)

**6m** 100% (2019: 99.5%)



## Leakage rate

**Q2** 12.7% (2019: 11.6%)

**6m** 13.9% (2019: 12.2%)



## Effluent

**100%** compliant  
(2019: 100%)



## Average duration of water interruption per property

**Q1** 3.18 h (2019: 2.67 h)

**6m** 3.05 h (2019: 2.63 h)

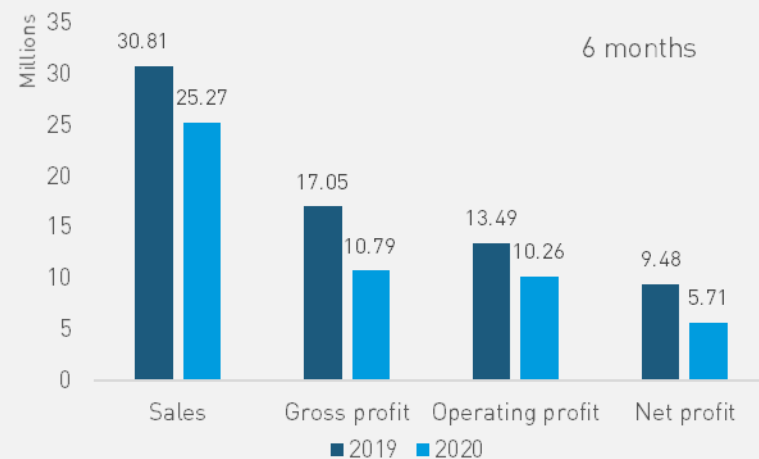
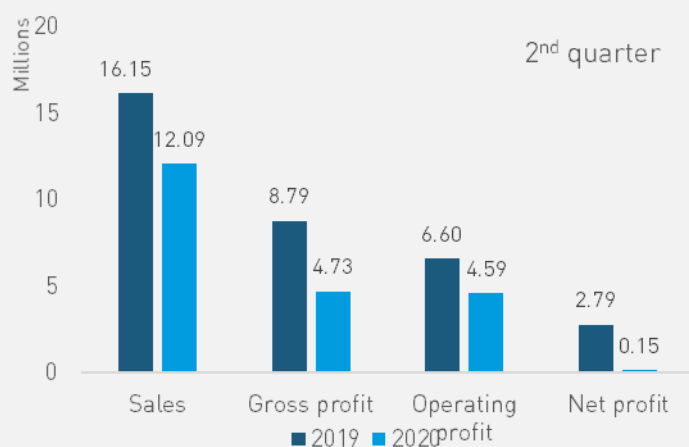


## Customer satisfaction

**Q2** 4.1 out of 5 (2019: 4.1)

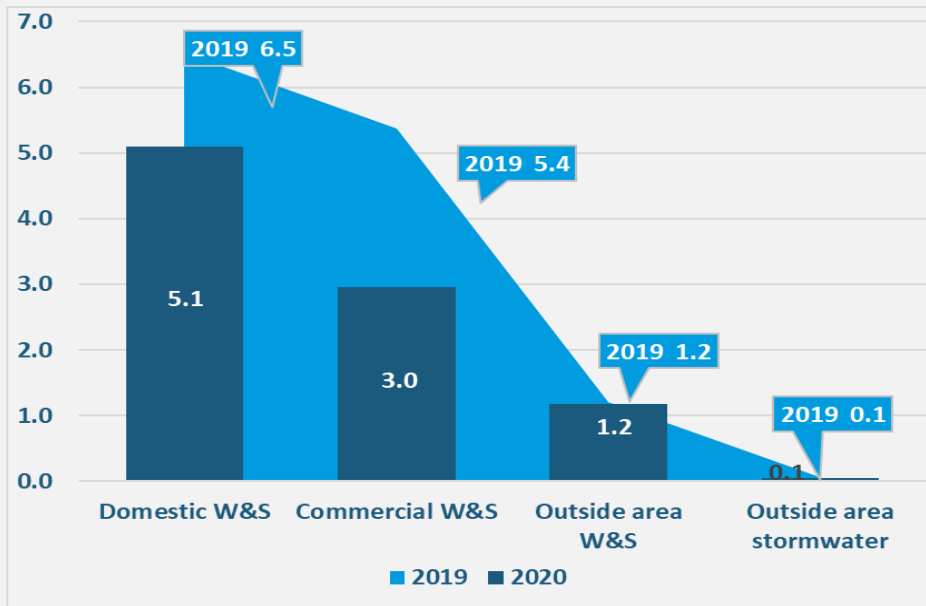
**6m** 4.05 out of 5 (2019: 4.06)

## Financial highlights of Q2 2020

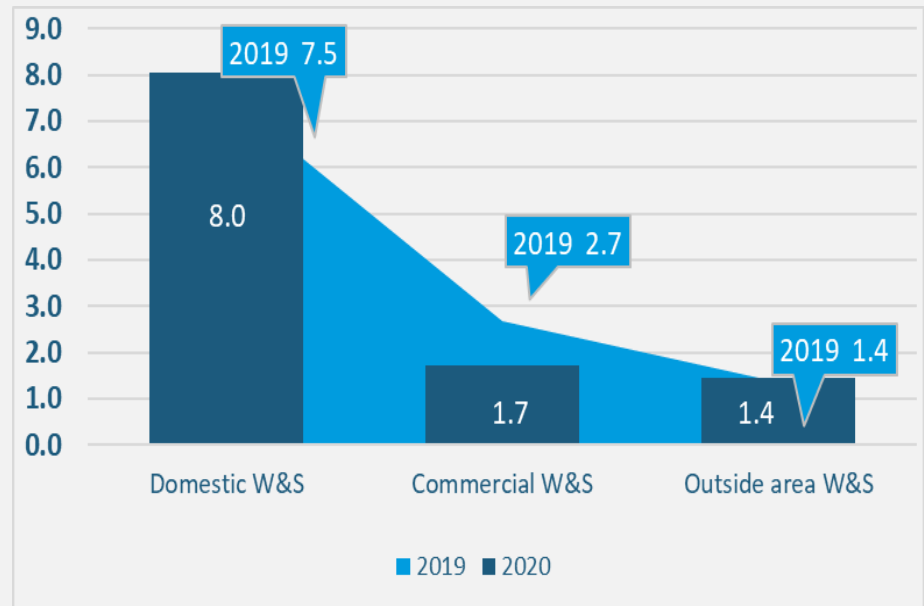


# Water & Wastewater revenues in 2<sup>nd</sup> quarter of 2020

Revenues, € million



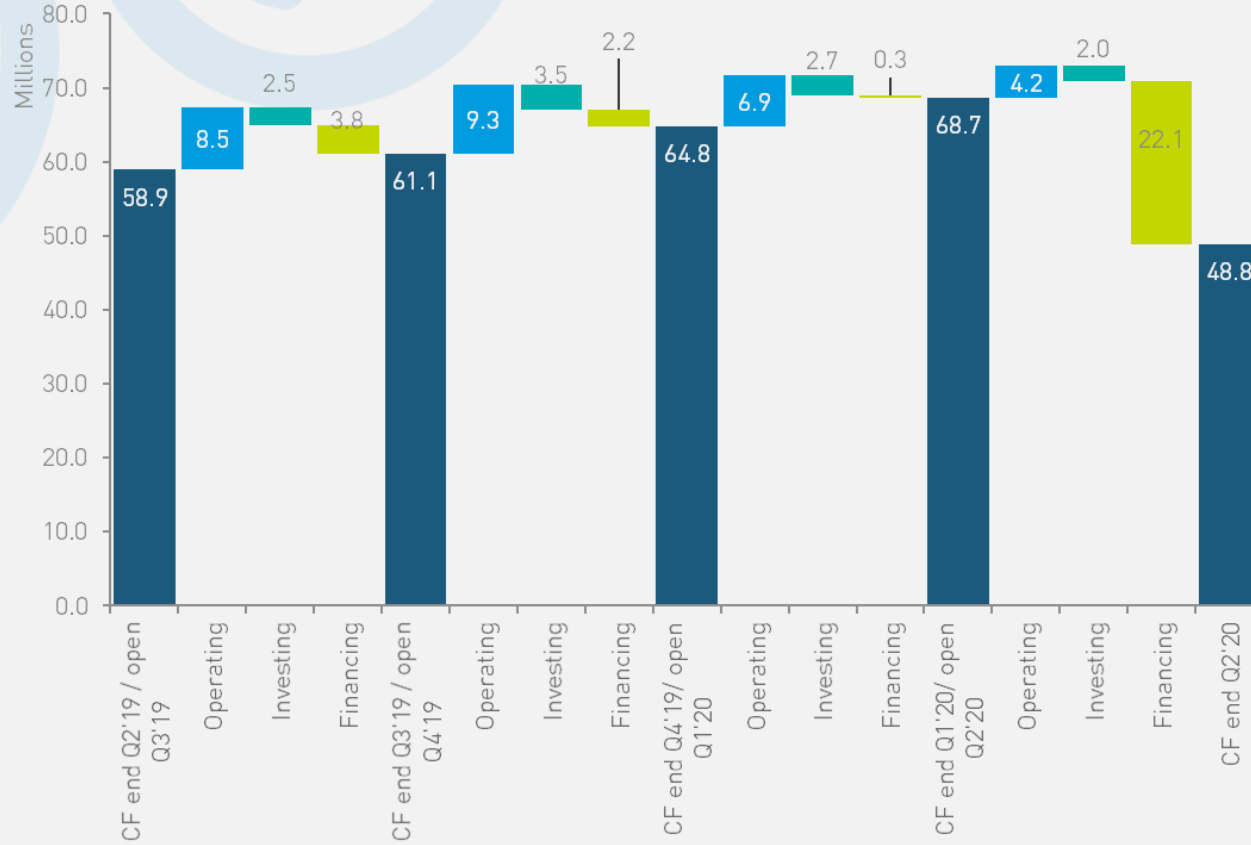
Volumes, million m<sup>3</sup>



# Total costs in the 2<sup>nd</sup> quarter in 2020

€ million	Q2 2020	Q2 2019	Change €	Change %	6 months 2020	6 months 2019	Change €	Change %
Water abstraction charges	-0.3	-0.3	0.0	1.0%	-0.6	-0.6	0.0	-2.9%
Chemicals	-0.4	-0.4	0.0	10.3%	-0.8	-0.8	0.1	8.4%
Electricity	-0.8	-0.8	0.0	1.5%	-1.8	-1.8	0.0	2.5%
Pollution tax	-0.2	-0.2	0.0	2.2%	-0.6	-0.6	0.0	1.7%
Staff costs	-1.9	-1.7	-0.2	-9.3%	-3.7	-3.3	-0.3	-9.4%
Depreciation and amortisation	-1.4	-1.3	-0.1	-4.5%	-2.7	-2.6	0.0	-1.4%
Construction services	-0.9	-1.2	0.3	23.3%	-1.8	-1.7	-0.1	-7.5%
Other cost of goods sold	-1.5	-1.3	-0.1	-9.8%	-2.6	-2.3	-0.3	-15.3%
<b>Total Cost of Goods Sold</b>	<b>-7.4</b>	<b>-7.4</b>	<b>0.0</b>	<b>0.0%</b>	<b>-14.5</b>	<b>-13.8</b>	<b>-0.7</b>	<b>-5.2%</b>
<b>Marketing, General admin costs</b>	<b>-1.3</b>	<b>-2.1</b>	<b>0.8</b>	<b>37.7%</b>	<b>-2.7</b>	<b>-3.5</b>	<b>0.8</b>	<b>21.8%</b>
<b>TOTAL cost of goods sold, Marketing, Overhead</b>	<b>-8.7</b>	<b>-9.5</b>	<b>0.8</b>	<b>8.5%</b>	<b>-17.2</b>	<b>-17.3</b>	<b>0.0</b>	<b>0.3%</b>
<b>Net other income(+)/ expenses(-)</b>	<b>1.2</b>	<b>-0.1</b>	<b>1.2</b>	<b>1861.2%</b>	<b>2.2</b>	<b>-0.1</b>	<b>2.3</b>	<b>3714.8%</b>
<b>Net financial expenses</b>	<b>-0.1</b>	<b>-0.3</b>	<b>0.2</b>	<b>68.4%</b>	<b>-0.2</b>	<b>-0.5</b>	<b>0.3</b>	<b>57.9%</b>

# Cash position





# Thank you!

Regulatory & political questions

Karl Brookes

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

IR & financial questions

Kristi Ojakäär

[kristi.ojakaar@tvesi.ee](mailto:kristi.ojakaar@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)