

AS Tallinna Vesi

Results of the 3rd 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
- The infection rates of “second wave” have been rather stable in Estonia (except for the couple of last days)
- Consumption has increased in private customer segment, but decreased in corporate segment
- Commercial consumption showed some signs of recovery in the third quarter
- Future impacts are hard to predict due to increasing infections in neighbouring countries, in Europe and worldwide

Operations Update



Water quality

Q3 99.3% (2019: 98%)

9m 99.8% (2019: 99.1%)



Leakage rate

Q3 9.6% (2019: 13.1%)

9m 12.5% (2019: 12.5%)



Effluent

100% compliant
(2019: 100%)



Average duration of water interruption per property

Q3 2.83 h (2019: 3.07 h)

9m 2.99 h (2019: 2.83 h)



Customer satisfaction

Q3 4.1 out of 5 (2019: 4.2)

9m 4.1 out of 5 (2019: 4.1)

Reconstruction of the water main on Punane street

- Will enhance the reliability of water supply service provided to more than 100,000 residents in Lasnamäe and Maardu areas
- Construction works in Q3 and Q4 '2020
- Investment over €1 million

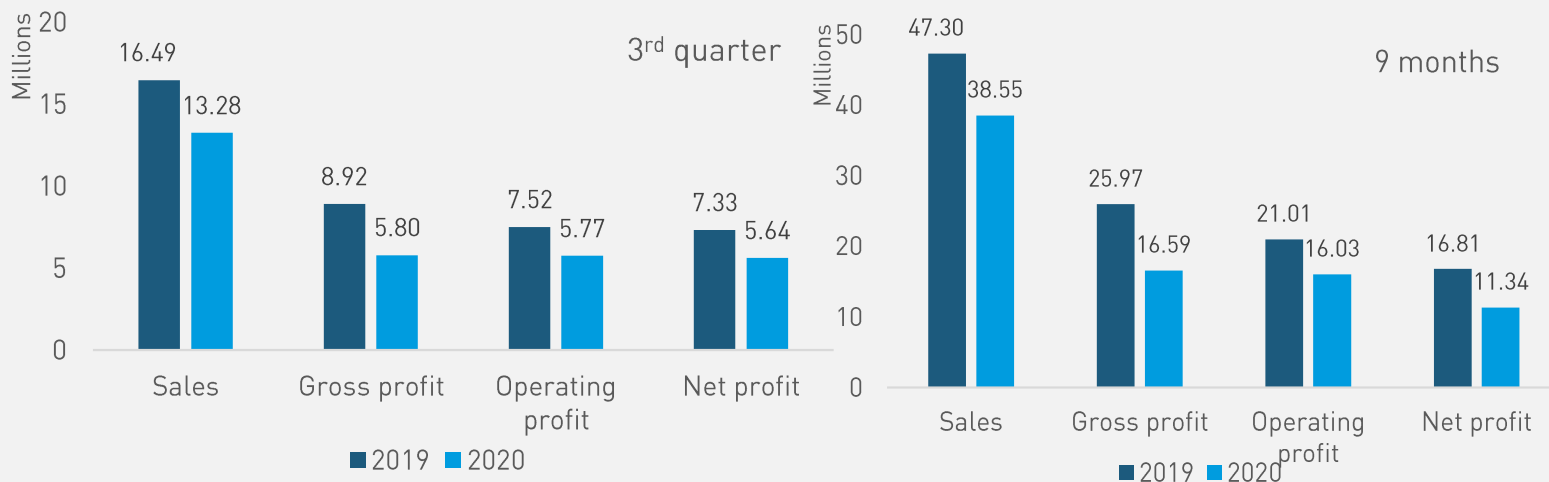


Reconstruction of the mechanical treatment stage at Wastewater Treatment Plant

- One of the largest investments made by Tallinna Vesi in the last decade
- Will enhance the current treatment process
- Construction works Q4'2019 – Q4'2021
- Investment €7.6 million

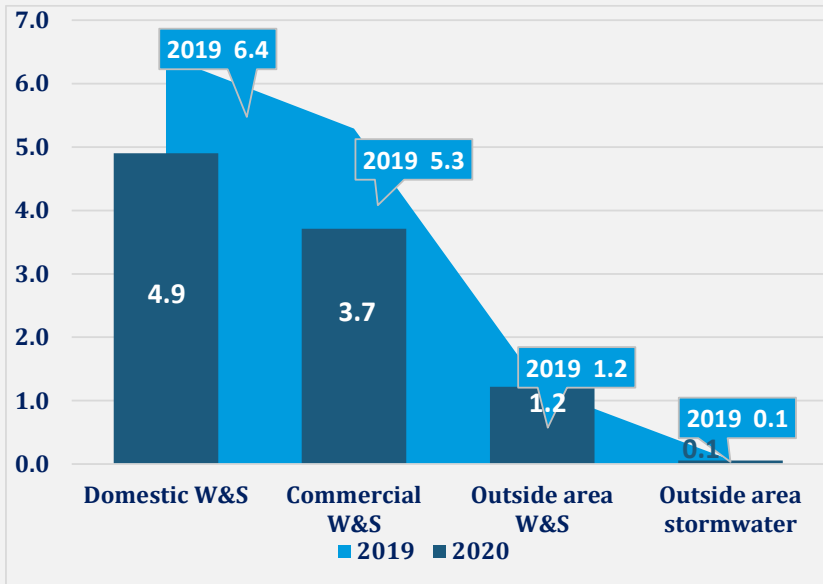


Financial highlights of Q3 2020

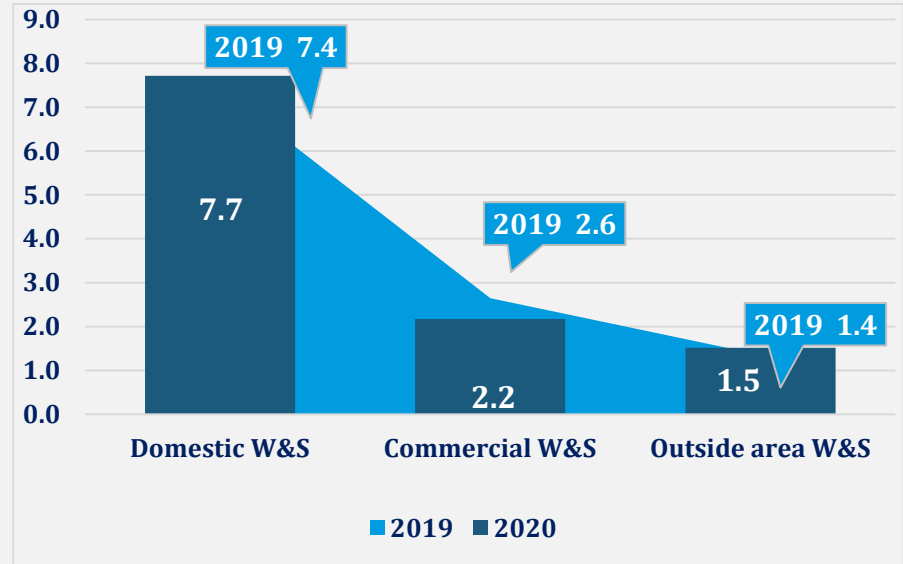


Water & Wastewater revenues in 3rd quarter of 2020

Revenues, € million



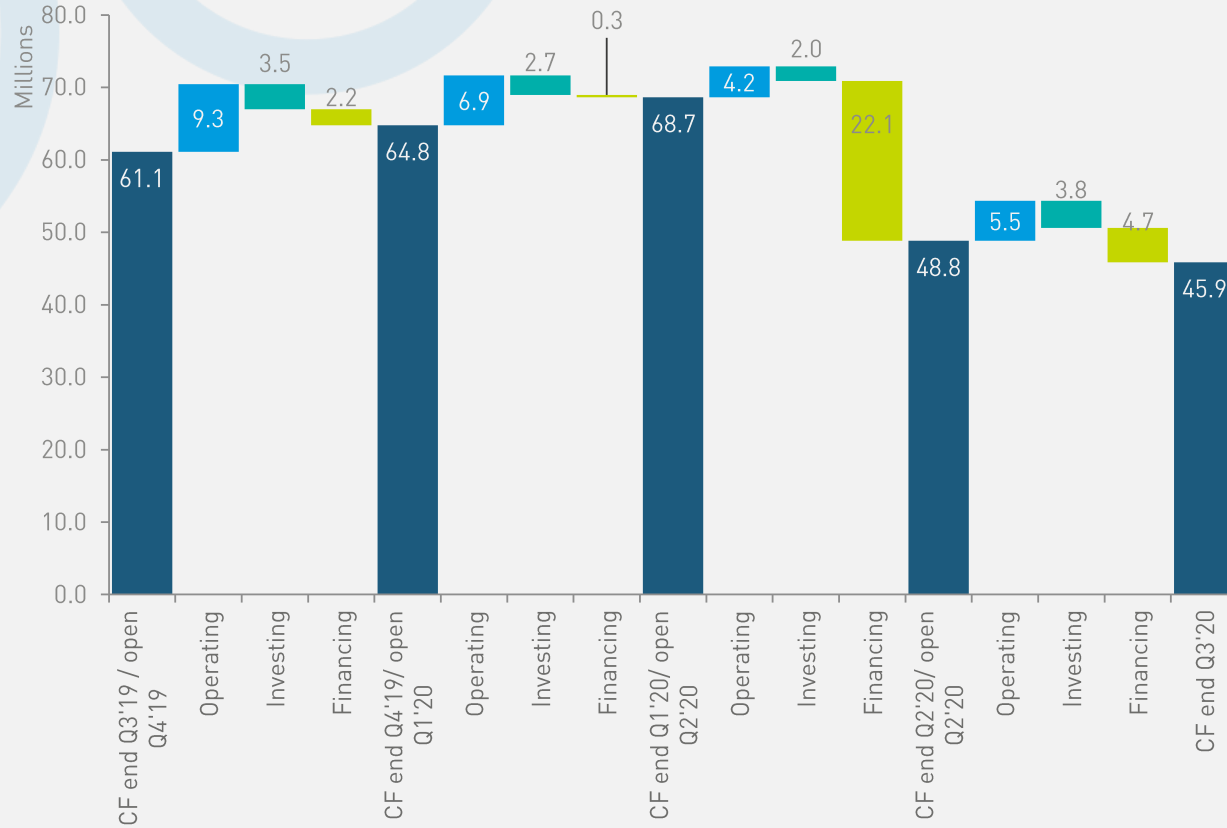
Volumes, million m³



Total costs in the 3rd quarter in 2020

€ million	Q3 2020	Q3 2019	Change €	Change %	9 months 2020	9 months 2019	Change €	Change %
Water abstraction charges	-0.3	-0.3	0.0	1.0%	-0.9	-0.9	0.0	-1.7%
Chemicals	-0.4	-0.4	0.0	7.6%	-1.2	-1.3	0.1	8.3%
Electricity	-0.7	-0.8	0.0	6.0%	-2.5	-2.6	0.1	3.5%
Pollution tax	-0.2	-0.2	0.0	-7.2%	-0.8	-0.8	0.0	-0.5%
Staff costs	-1.6	-1.5	-0.1	-6.7%	-5.3	-4.9	-0.4	-8.6%
Depreciation and amortisation	-1.4	-1.3	-0.1	-5.8%	-4.1	-4.0	-0.1	-2.9%
Construction services	-1.4	-1.8	0.4	21.4%	-3.2	-3.4	0.3	7.4%
Other cost of goods sold	-1.4	-1.2	-0.2	-14.3%	-4.0	-3.5	-0.5	-15.0%
Total Cost of Goods Sold	-7.5	-7.6	0.1	1.2%	-22.0	-21.3	-0.6	-2.9%
Marketing, General admin costs	-1.2	-1.2	0.0	-0.7%	-4.0	-4.7	0.8	16.0%
TOTAL cost of goods sold, Marketing, Overhead	-8.7	-8.8	0.1	0.9%	-25.9	-26.0	0.1	0.5%
Net other income(+)/ expenses(-)	1.2	-0.2	1.4	706.2%	3.4	-0.3	3.6	1423.0%
Net financial expenses	-0.1	-0.2	0.1	30.5%	-0.3	-0.7	0.3	50.2%

Cash position



Dividend policy

Tallinna Vesi aims to distribute 50%-80% of the annual profit as dividends. Dividend payments shall be assessed annually considering Tallinna Vesi's earnings, investment needs, liquidity position and long-term financial objectives.



Thank you!

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

IR & financial questions
Kristi Ojakäär
kristi.ojakaar@tvesi.ee

Operational questions
Aleksandr Timofejev
aleksandr.timofejev@tvesi.ee

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