

# AS Tallinna Vesi

Results of the 4<sup>th</sup> quarter of 2020



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CEO, Member of the Management Board



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# 2020 was an exceptional year

- Covid19 caused a lot of changes in work arrangements for safety
- Consumption has increased in private customer segment, but decreased in corporate segment
- Due to the reduced tariffs applicable since the end of 2019 and influence of virus restrictions, the Company's revenues and profits in 2020 were lower in comparison with 2019
- Number of new network connections has remained stable
- According to external forecasts, the impact of the COVID-19 pandemic will gradually start to reverse in 2021 as the vaccine is implemented
- Despite COVID-19, Tallinna Vesi had a good year in terms of many parameters, including improving operational results and executing large-scale construction projects



# Significant increase in investments

Total investments in 2020: €15.56 mln  
(€8.8 mln in 2019)



## Large-scale network projects:

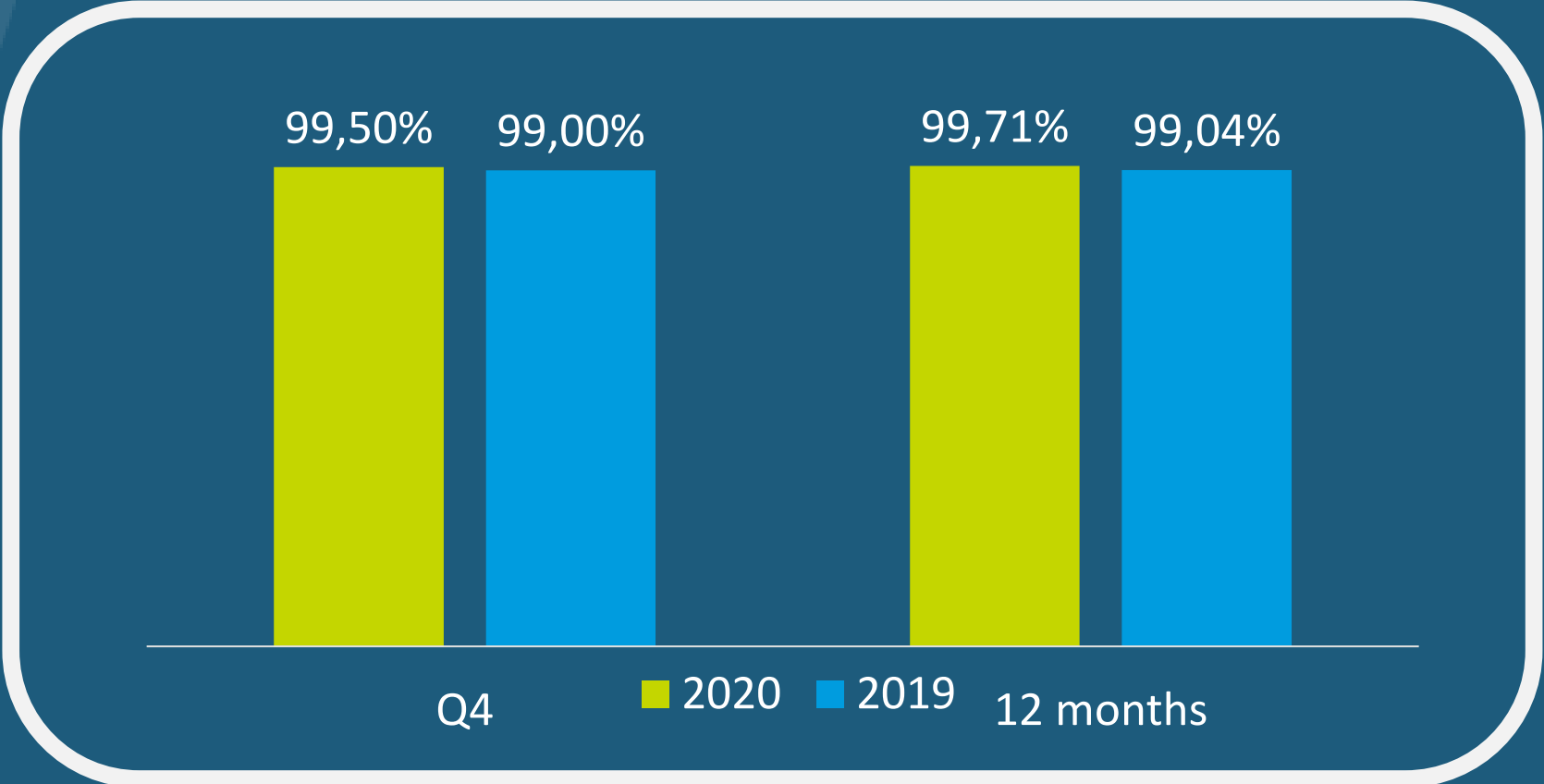
- The reconstruction of the mechanical treatment stage at **Paljassaare wastewater treatment** (the biggest recent investments, €7.6 mln 2019-2022)
- Reconstruction of the **water pipe at Punane Str** supplying residents in Lasnamäe and Maardu
- Renewing part of the **water pipe on Järvevana Rd**
- Investment into new technology and telemetry in **pumping stations in Pirita-Kose and Northern Tallinn.**
- Reconstructin of large **collector at Kadaka Blvd**



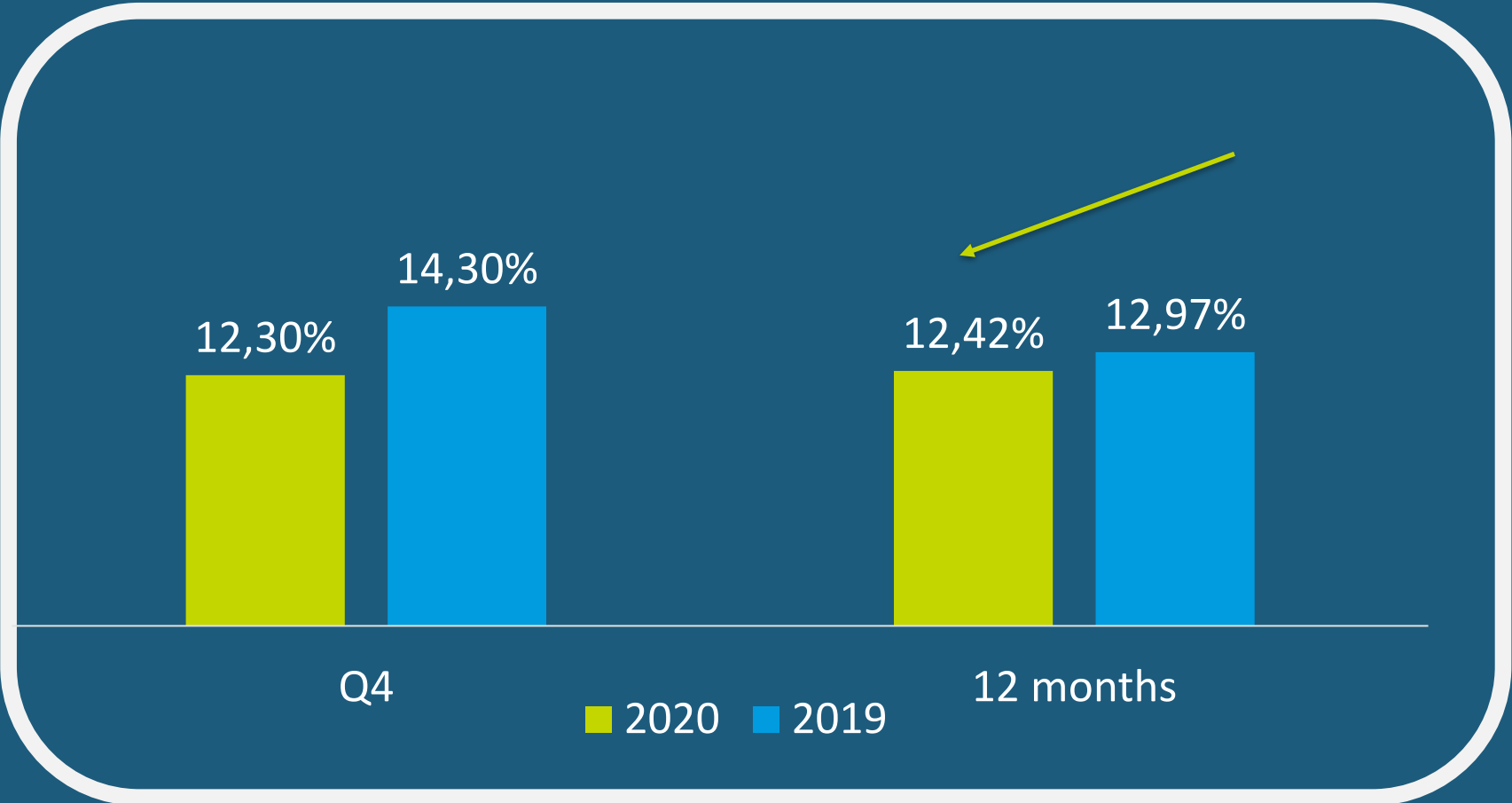


# Operational results

## WATER QUALITY



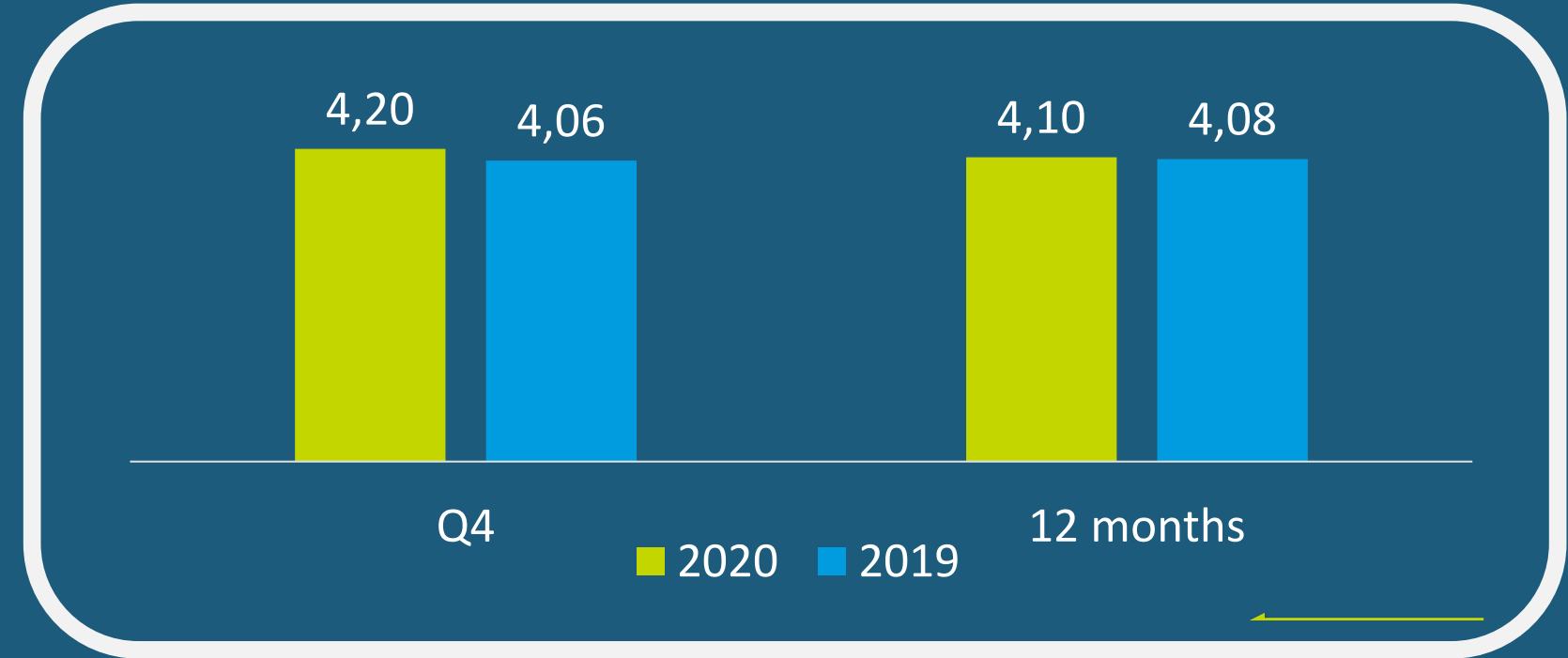
## LEAKAGE RATE



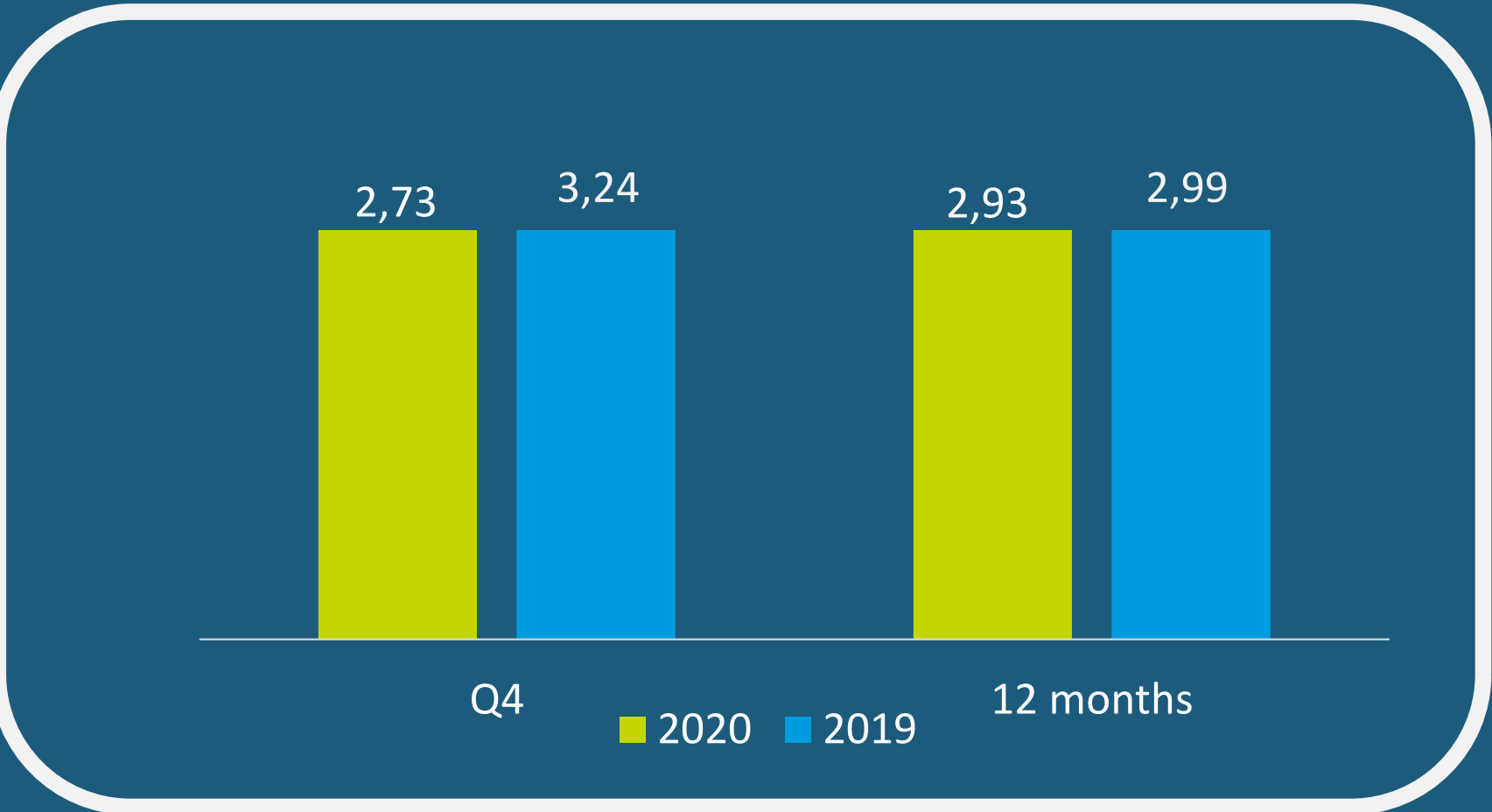
## EFFLUENT

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

## CUSTOMER SATISFACTION

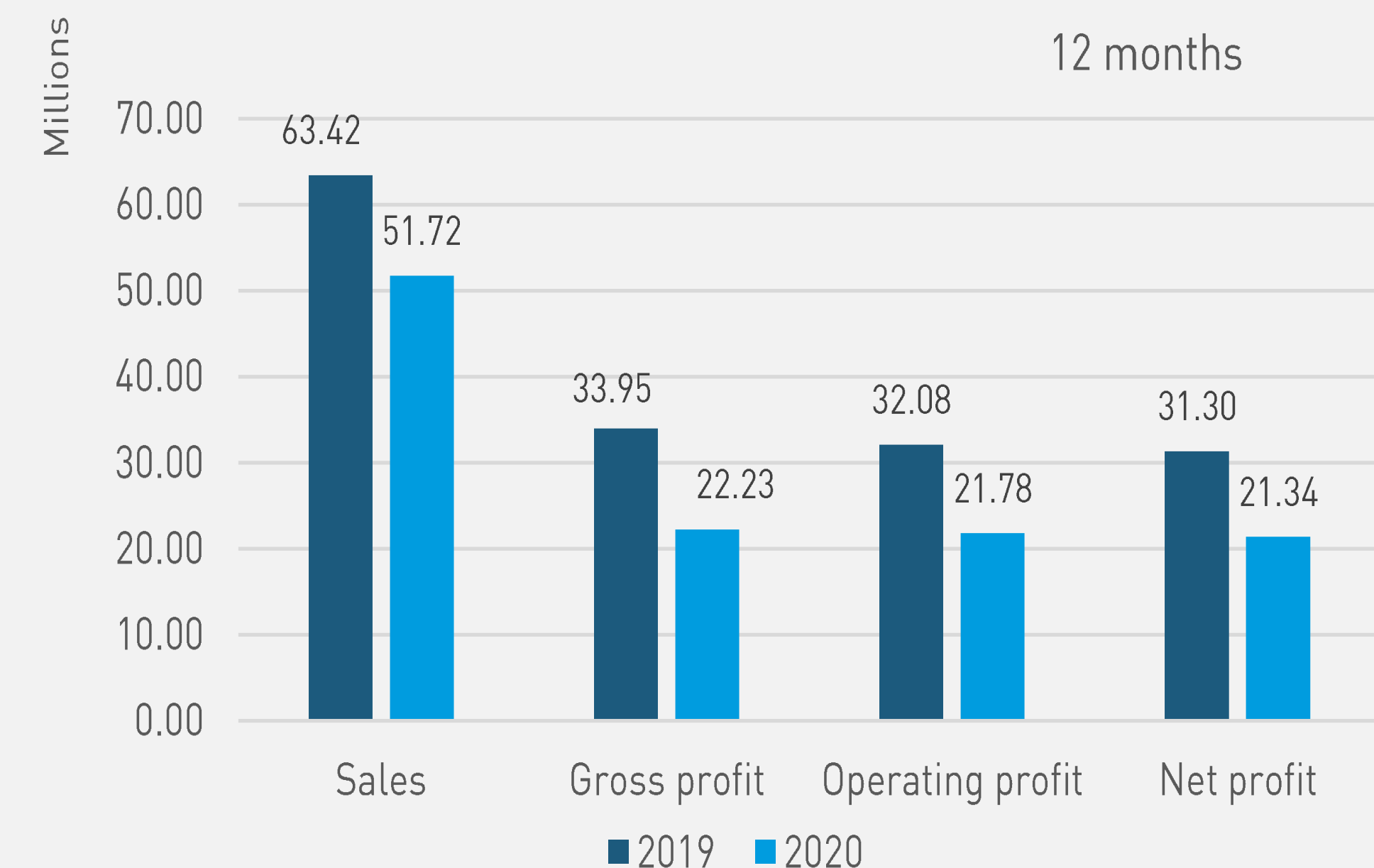
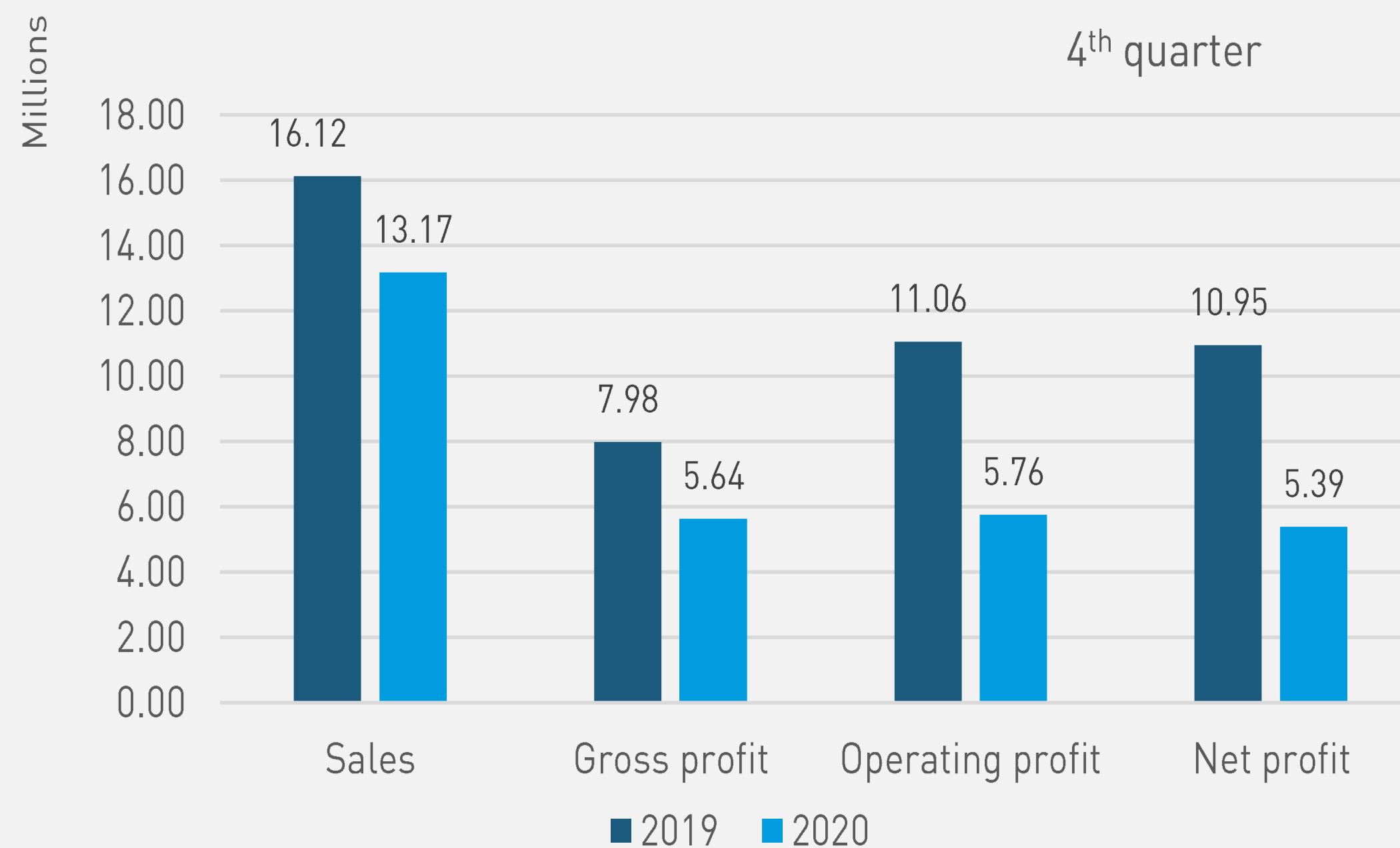


## AVERAGE INTERRUPTION



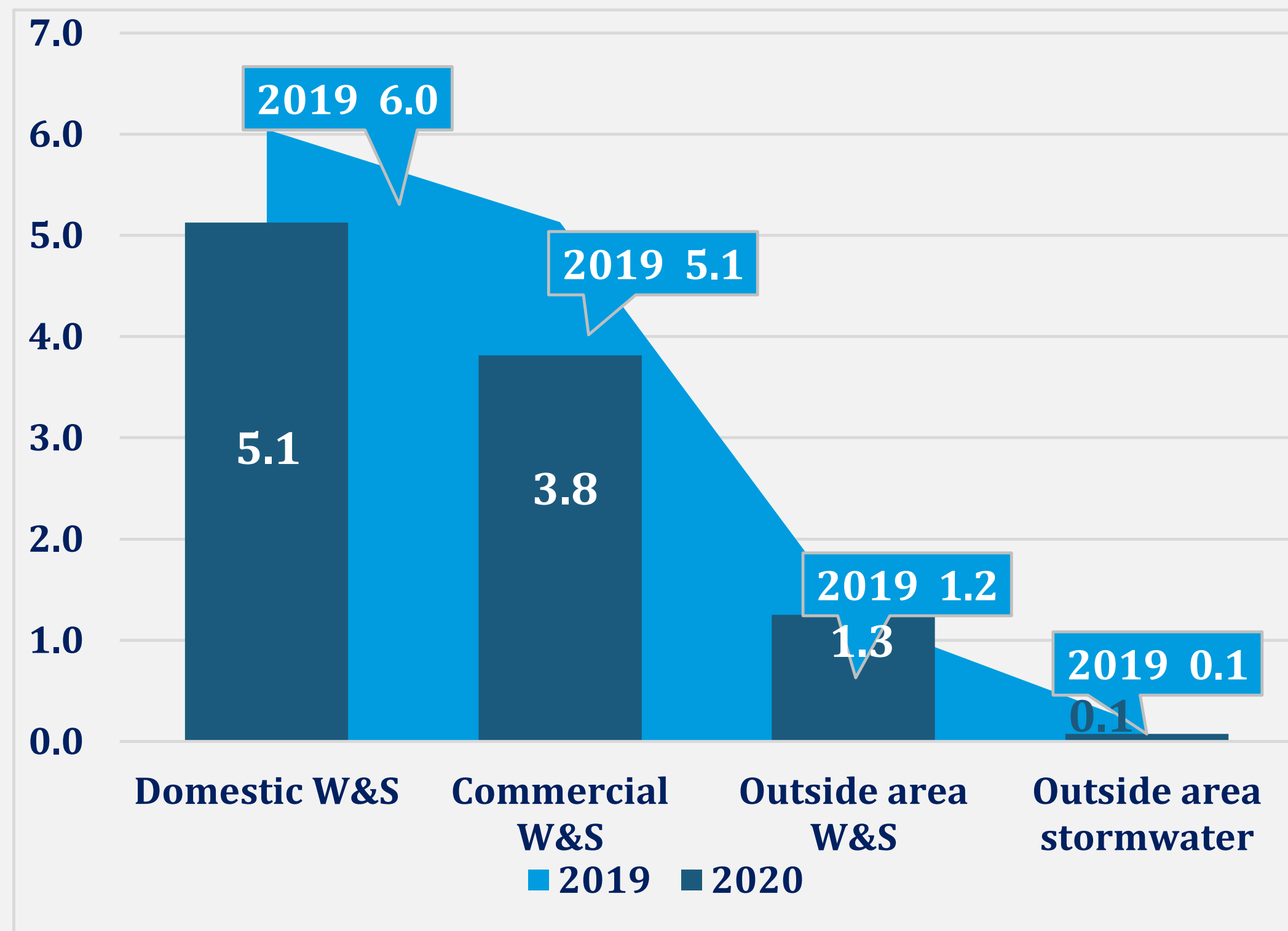
Average duration of water interruptions per property in hours

# Financial highlights of 4<sup>th</sup> quarter 2020

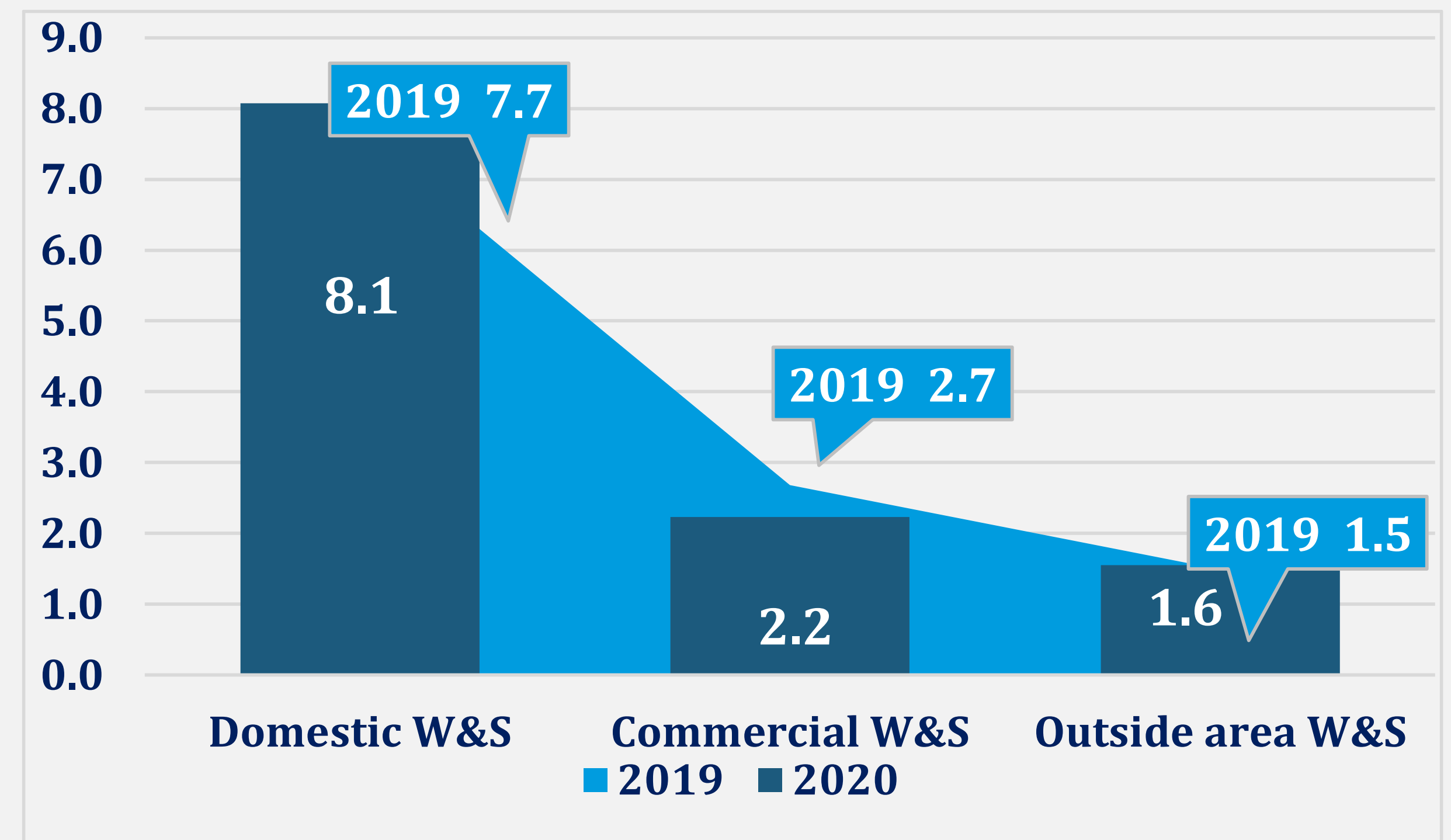


# Water & Wastewater revenues in 4<sup>th</sup> quarter of 2020

Revenues, € million



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

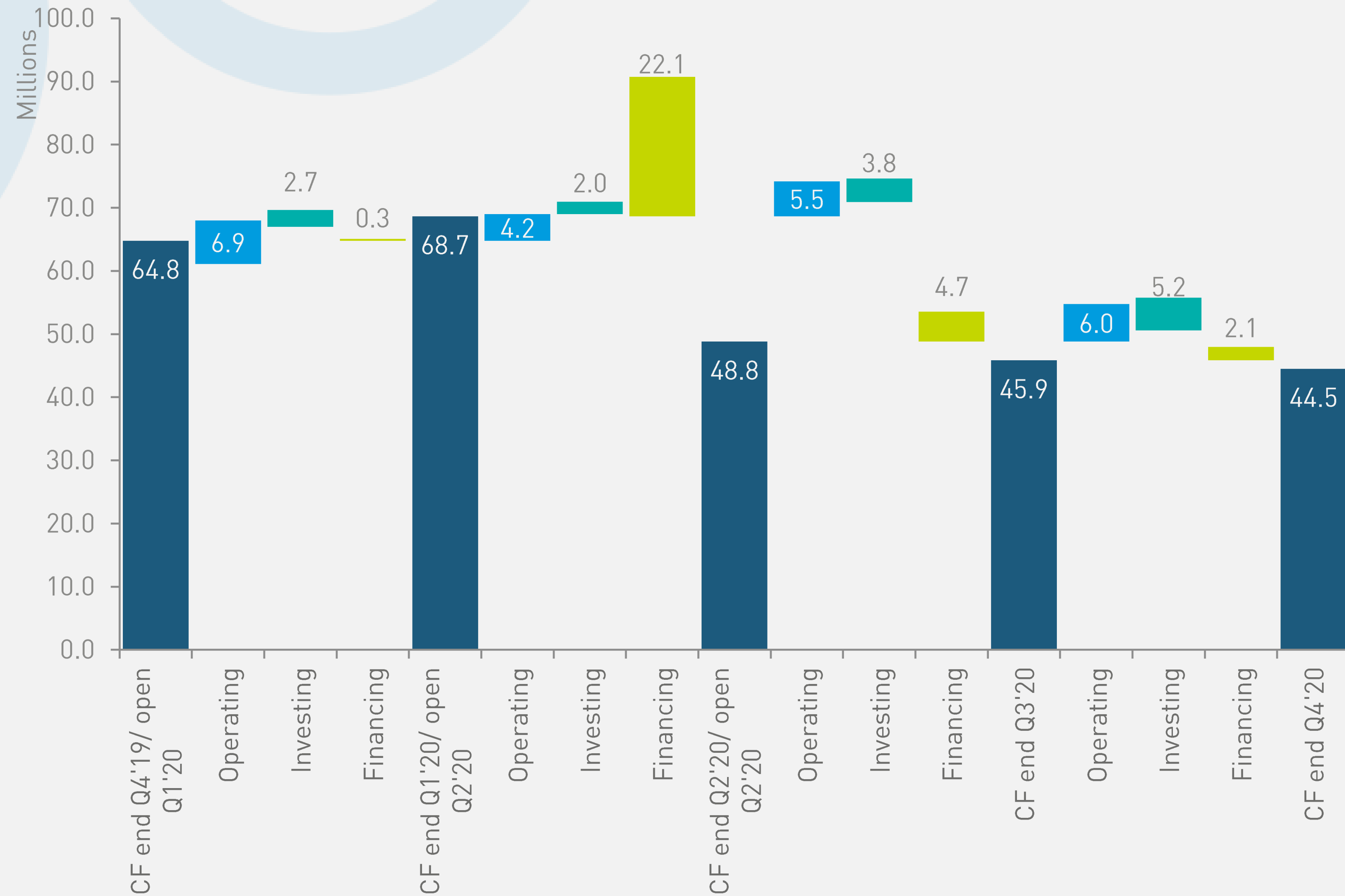


# Total costs in the 4<sup>th</sup> quarter in 2020

€ million	Q4 2020	Q4 2019	Change €	Change %	12 months 2020	12 months 2019	Change €	Change %
Water abstraction charges	-0.3	-0.3	0.0	-1.3%	-1.2	-1.2	0.0	-1.5%
Chemicals	-0.4	-0.4	0.0	-1.5%	-1.6	-1.7	0.1	5.8%
Electricity	-0.8	-1.0	0.2	22.4%	-3.3	-3.6	0.3	8.7%
Pollution tax	-0.2	-0.3	0.1	34.4%	-1.0	-1.1	0.1	9.2%
Staff costs	-1.9	-1.7	-0.2	-13.2%	-7.2	-6.6	-0.6	-9.8%
Depreciation and amortisation	-1.5	-1.5	0.0	0.9%	-5.5	-5.4	-0.1	-1.9%
Construction services	-1.1	-1.7	0.6	35.5%	-4.3	-5.1	0.8	16.5%
Other cost of goods sold	-1.4	-1.3	-0.1	-6.1%	-5.4	-4.8	-0.6	-12.5%
<b>Total Cost of Goods Sold</b>	<b>-7.5</b>	<b>-8.1</b>	<b>0.6</b>	<b>7.4%</b>	<b>-29.5</b>	<b>-29.5</b>	<b>0.0</b>	<b>-0.1%</b>
<b>Marketing, General admin costs</b>	<b>-1.1</b>	<b>-1.4</b>	<b>0.3</b>	<b>23.0%</b>	<b>-5.0</b>	<b>-6.1</b>	<b>1.1</b>	<b>17.6%</b>
<b>TOTAL cost of goods sold, Marketing, Overhead</b>	<b>-8.6</b>	<b>-9.5</b>	<b>0.9</b>	<b>9.7%</b>	<b>-34.5</b>	<b>-35.5</b>	<b>1.1</b>	<b>3.0%</b>
<b>Net other income(+)/ expenses(-)</b>	<b>1.2</b>	<b>4.5</b>	<b>-3.3</b>	<b>73.5%</b>	<b>4.6</b>	<b>4.2</b>	<b>0.4</b>	<b>-8.7%</b>
<b>Net financial expenses</b>	<b>-0.1</b>	<b>-0.1</b>	<b>0.0</b>	<b>-2.7%</b>	<b>-0.4</b>	<b>-0.8</b>	<b>0.3</b>	<b>42.7%</b>



# Cash position



# Highlights of 2020

Fast and  
effective  
reaction in  
Corona crisis

Significant  
increase in  
investments  
(**€15.65 mln**)

Continuously  
improved  
operational results  
**Leakage rate  
12.42%**

**€20 mln**  
dividends  
paid out

Dividend  
policy



# 28 January 2021:

Tallinna Vesi acquired a subsidiary to enter the market of new products

- ASTV acquired a 100% ownership in a private limited company **ASTV Green Energy OÜ**
- The main business activity of the company is initially gas production
- Potential future opportunity: entry to the biomethane production market, additional opportunities being analysed





# Thank you!

Regulatory & political questions

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