

# AS Tallinna Vesi

Results for the 4th quarter of 2023  
2 February 2024





Aleksandr Timofejev  
CEO

Member of the Management Board



Taavi Gröön  
CFO

Member of the Management Board

# Presenters



# Highlights of the Q4 2023

- Sales €15.52 million
  - Net profit €2.98 million
  - Investments into assets 12.09 € million
  - Drinking water quality 99.7%
  - Wastewater effluent quality 100%
- 
- Ice pigging 141 km's (12 months)
  - Smart meters 40.6% (12 months)



# Investment projects

Investments into the network:

- In 12 months of 2023, we have reconstructed 27.2 km of network
- The pipes were renovated on Jõe and Pronksi streets, Vana-Kalamaja str, Tehnika Str etc.
- Construction of wastewater connection points for chain houses of Mustamäe and Lasnamäe

## Investments into water and wastewater treatment plants

- Reconstruction of digesters at Wastewater Treatment Plant
- Installation of cogeneration plant at Wastewater Treatment Plant
- Reconstruction of filters in B building at Water Treatment Plant
- Reconstruction of clarifiers in A building at Water Treatment Plant



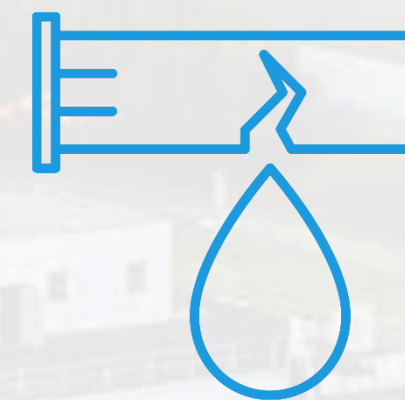


# Operations update



## Water quality

Q4: %: 99.7% (2022: 99.5%)  
12 m: 99.9% (2022: 99.8%)



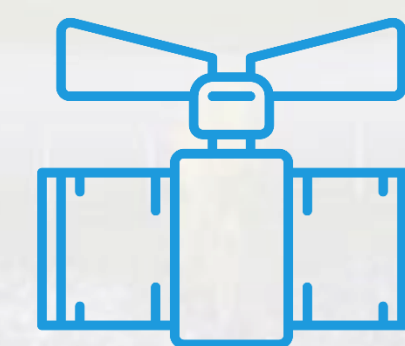
## Leakage rate

Q4: % 11.35% (2022: 15.3%)  
12 m: 12.93% (2022: 16.0%)



## Effluent

Q4: 100% compliant (2022: 100%)  
12 m: 100% compliant (2022: 100%)



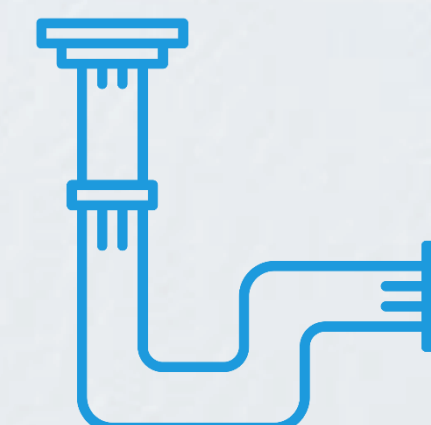
## Average duration of water interruption per property

Q4: 2 h 52 m (2022: 3 h)  
12 m: 2 h 55 m (2022: 3 h 10 m)



## Customer satisfaction

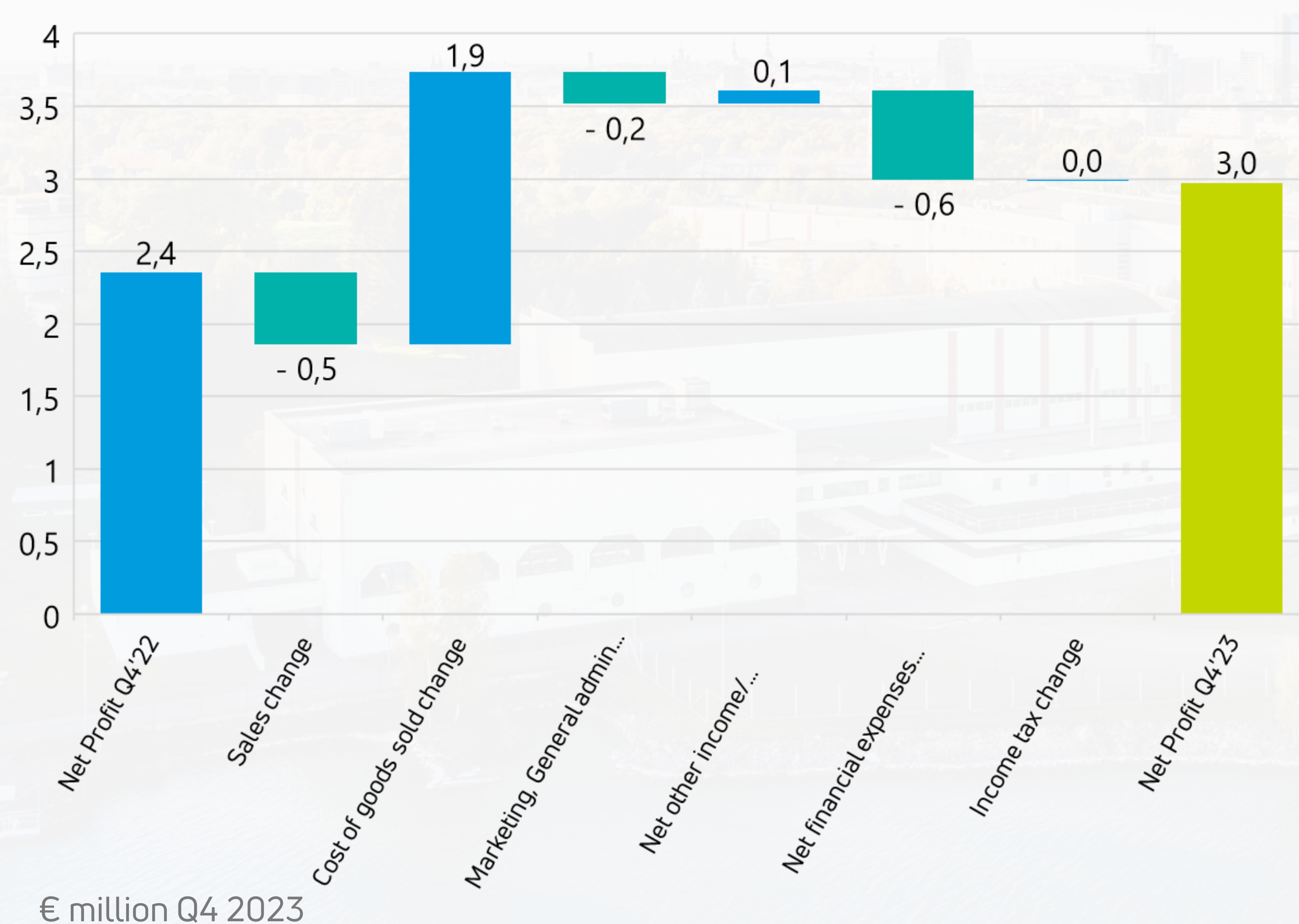
Q4: 4 out of 5 (2022: 4.1)  
12 m: 3.9 out of 5 (2022: 4.3)



## Rehabilitation of networks

12 m: 27.2 km (2022: 19.0 km)

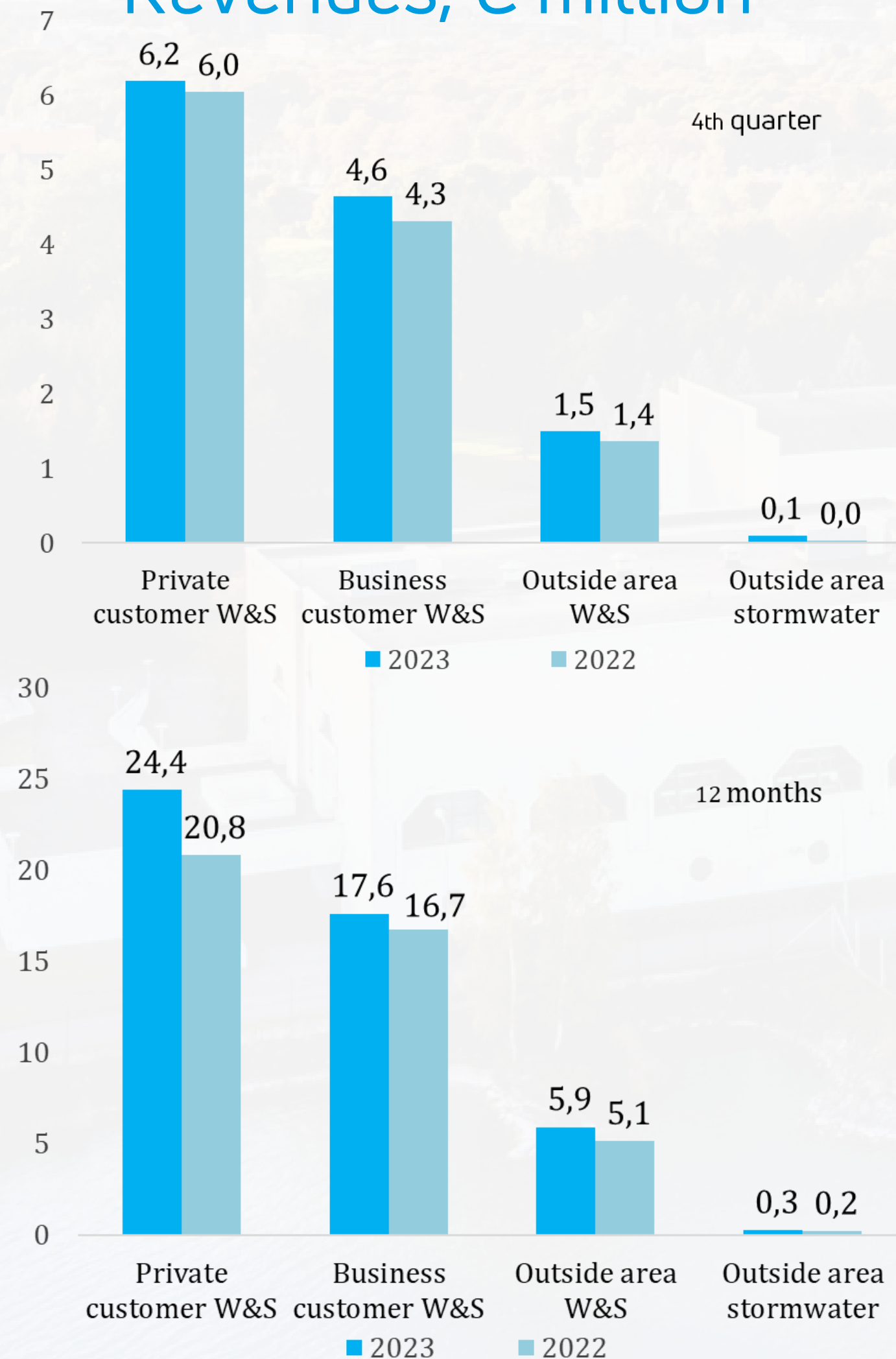




- In Q4 comparison, the sales have decreased due to **lower sales of construction services**. The decrease resulted mainly from lower amount of pipe construction projects which depends on the completion schedule.
- Costs of goods and services sold have decreased due to **lower electricity cost**, resulted by lower price.
- Beyond changes in operating profit, the bottom line was impacted by **increase in interest expenses** and lower dividend related tax cost.

# Financial highlights Q4

## Revenues, € million

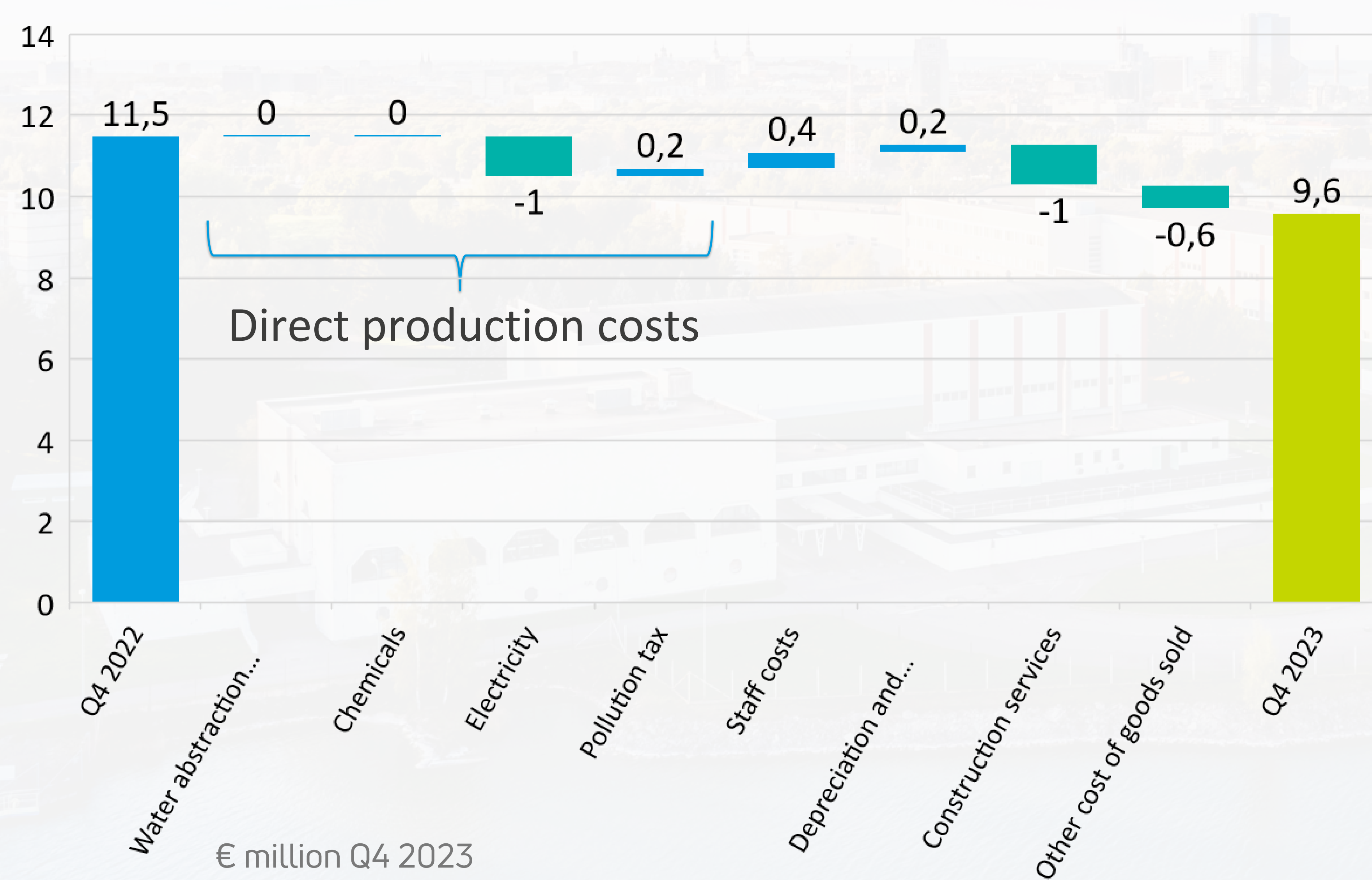


## Volumes, million m<sup>3</sup>



- Higher sales volumes can be noted in every customer segment
- Relatively to sales volumes, the **revenue increase** has been higher **due to the price increase** that occurred in October 2022 and had a full year impact in 2023

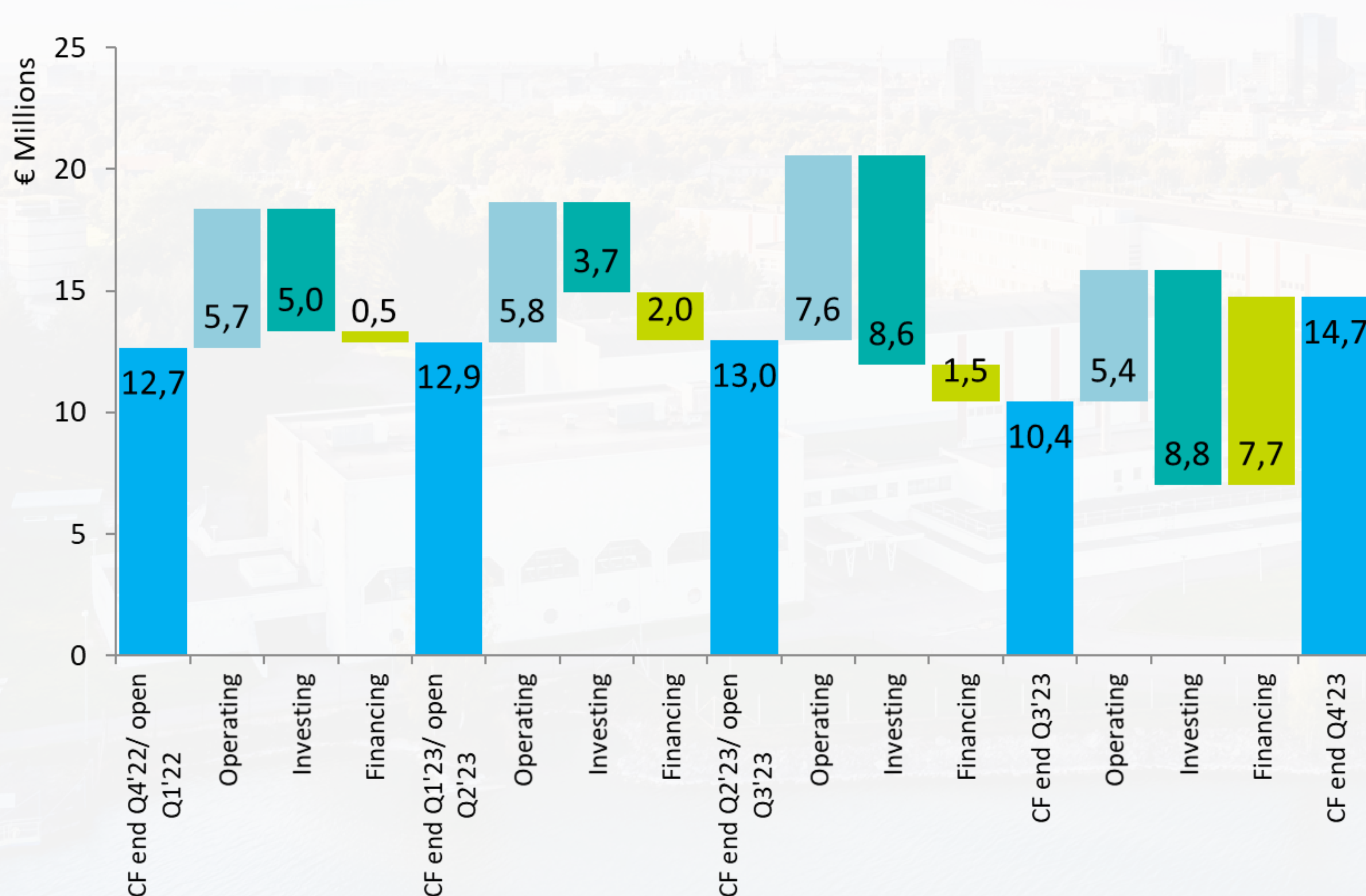




- Total direct production costs amounted to €2.95 million, showing a 22.2% or €0.8 million decrease compared to the equivalent period in 2022. The changes were influenced by lower direct production costs, particularly **by lower electricity costs**
- Construction services costs have decreased by 53.8% to €0.9 million, related directly to lower construction revenue

# Total costs of goods sold

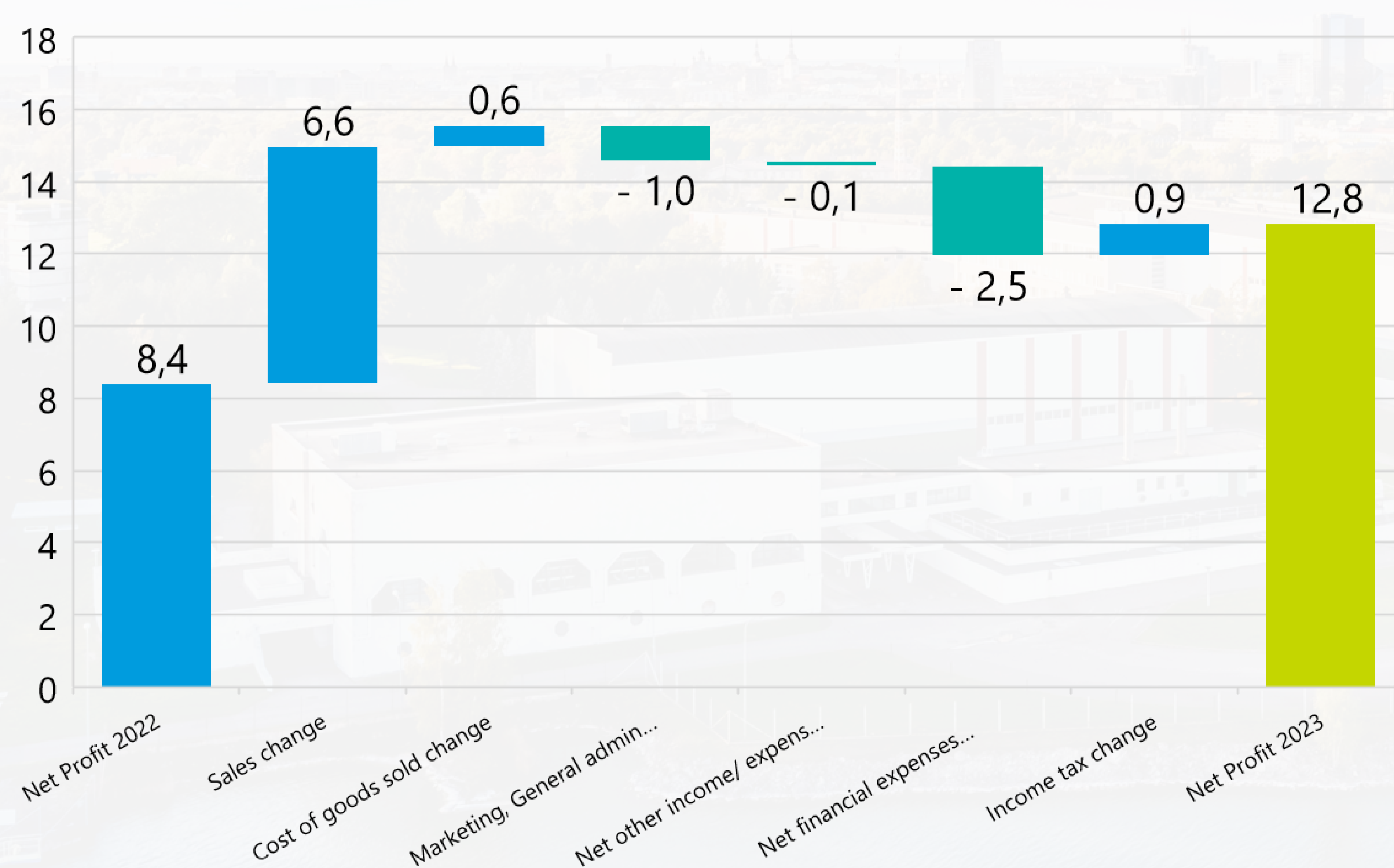




- As of 31 December 2023, the Company's **cash balance** stood at **€14.7 million** forming **5.2% of the total assets**.
- Compared to the end of last quarter, the cash balance has **increased by €2 million** mainly as a result of additional financing received in Q4 2023
- **Financing cash flows** were used for **investments**, which outgoing cash flows in Q4 were 8.8 million in total. **Tangible assets** amounted up to **€257.4 million**, increasing by €10 million in Q4.

# Cash position





€ million 2023

- The **revenue increase** is primarily driven by **price increase** that occurred in October 2022 and had a full year impact in 2023
- **Administrative and marketing expenses** increased by €1 million compared to 2022. The change is mainly **due to higher salary costs** and **increase in professional services** that are bought from outside the Group
- Beyond changes in operating profit the bottom line was impacted by **increase in interest expenses** and lower dividend related tax cost

# Net profit – 12M YoY





**Aleksandr Timofejev**  
CEO

Member of the Management Board

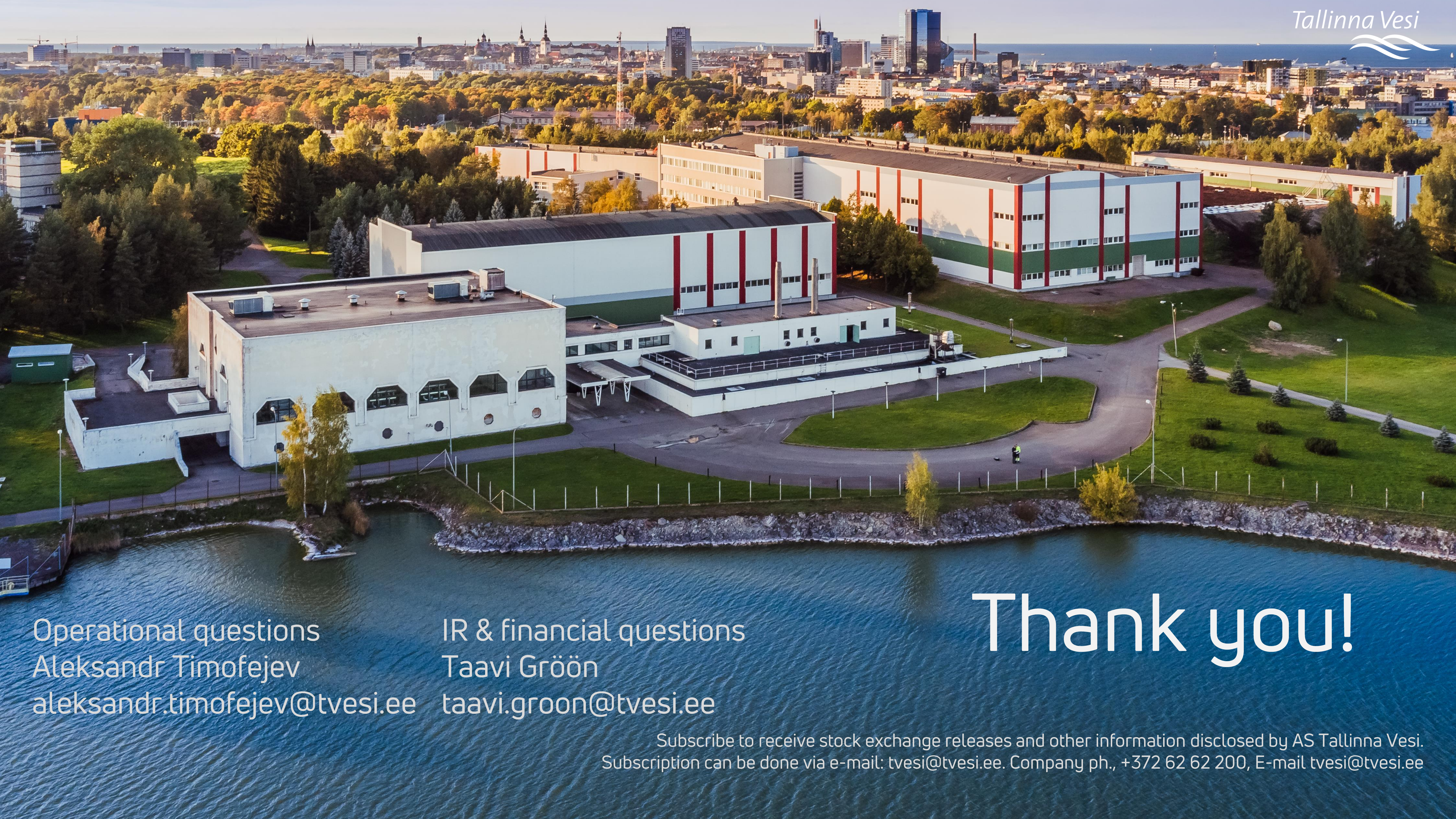


**Taavi Gröön**  
CFO

Member of the Management Board

**Q&A session**





Operational questions  
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