

NASDAQ OMX Baltic
**BALTIC MARKET
AWARDS 2013**

TALLINNA VESI

BEST INVESTOR RELATIONS IN THE
BALTIC COUNTRIES - 1st PLACE

BEST ANNUAL AND CORPORATE
GOVERNANCE REPORT - 2nd PLACE

Tallinna Vesi




AS Tallinna Vesi

Interim results
12 months ended 31st December 2014



Hosted by



Karl Brookes
CEO, Member of the Management Board



Riina Kãi
CFO, Member of the Management Board

The Privatisation Contract



PWSSA was amended to invalidate the privatization contract

CA claims privatization is illegal since 2001

SA is public law contract – current tariffs remain in place

ASTV has filed a claim for compensation of potential damages of over 90 million euros from the CA

ASTV SC has commenced the International arbitration proceeding

The Court hearings have started again. The first hearing took place on 28th January 2015

Average annual real rate of return 2001 – 2014 is 6.2%

Operational highlights



Water quality 99.80% compliance from the 2,496 samples taken

Leakage rate for 2014 was 16.14%, against a target of 17.5%

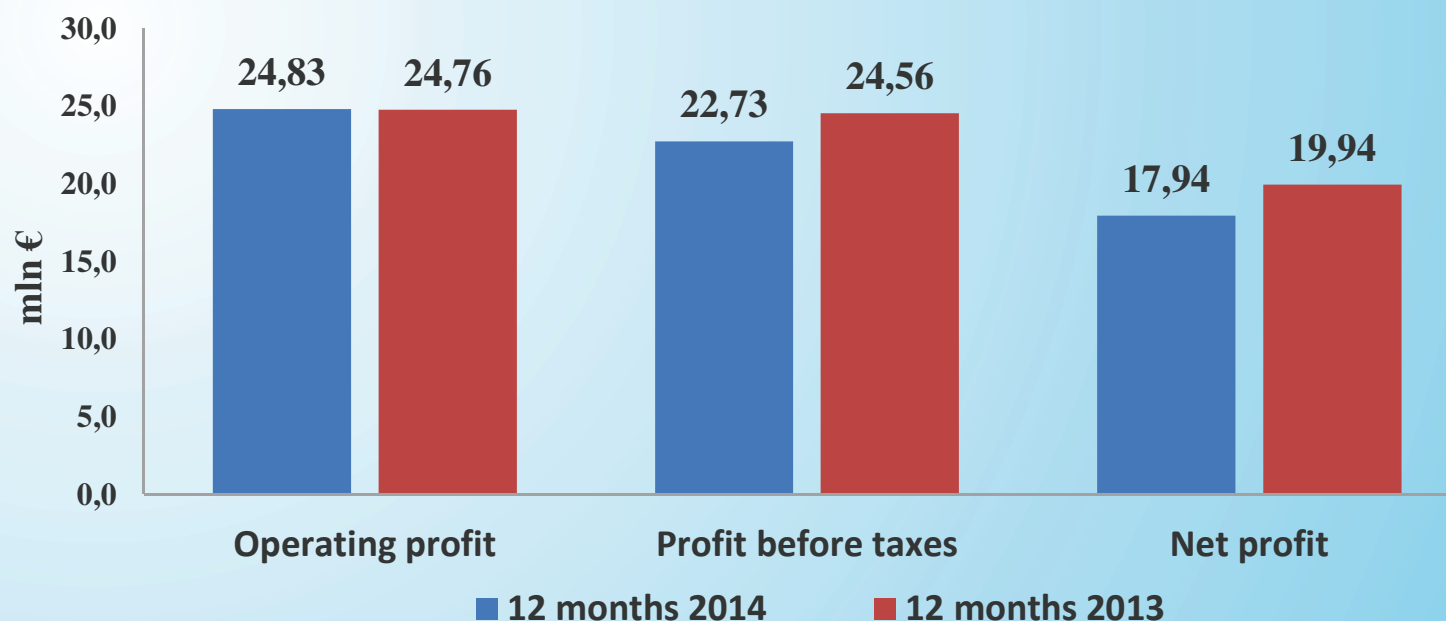
Reduction in customer complaints (76 in 2014 versus 118 in 2013)

Heavy metals concentration problems solved from 3rd quarter 2014

Financial Highlights



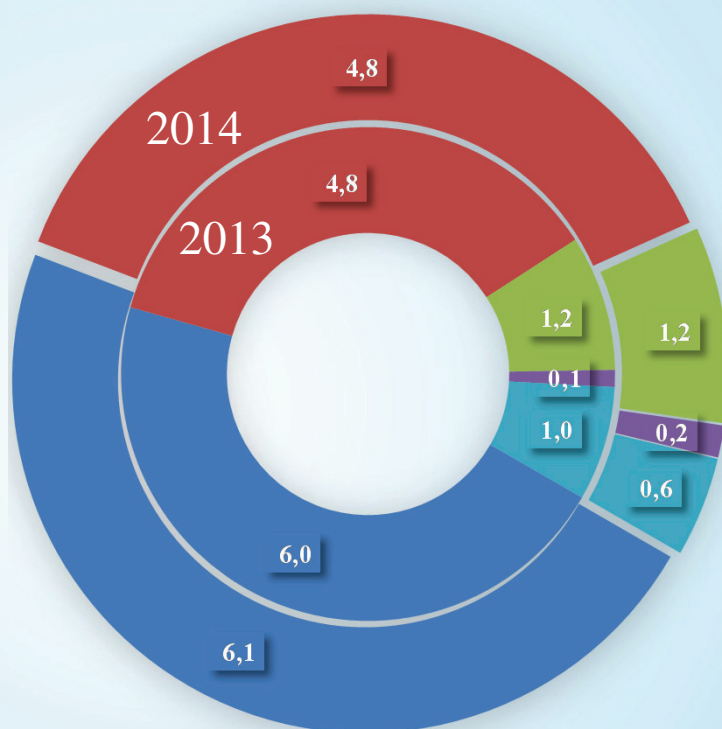
<i>mln €</i>	Q4 2014	Q4 2013	Change %	12 months 2014	12 months 2013	Change €	Change %
Sales	13,3	13,8	-3,4%	53,2	53,1	0,2	0,3%
Gross profit	7,9	8,3	-4,2%	30,8	30,6	0,3	0,9%
Gross profit - main business	7,9	8,2	-3,9%	30,7	30,4	0,3	1,0%
Operating profit	6,6	6,6	0,8%	24,8	24,8	0,1	0,3%
Operating profit - main business	6,6	6,6	0,1%	24,5	24,5	0,0	0,1%
Net profit	6,3	6,2	1,5%	17,9	19,9	-2,0	-10,0%



Water & Wastewater revenues in Q4

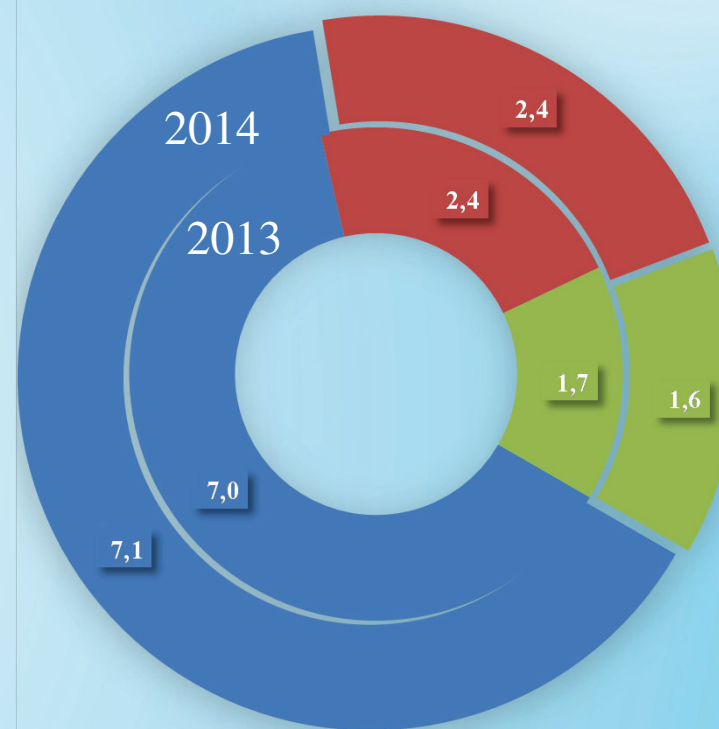


Revenues mln.€



- Domestic W&S
- Commercial W&S
- Outside area W&S incl. SW
- Stormwater
- Overpollution

Volumes mln.m³



- Domestic W&S
- Commercial W&S
- Outside area W&S

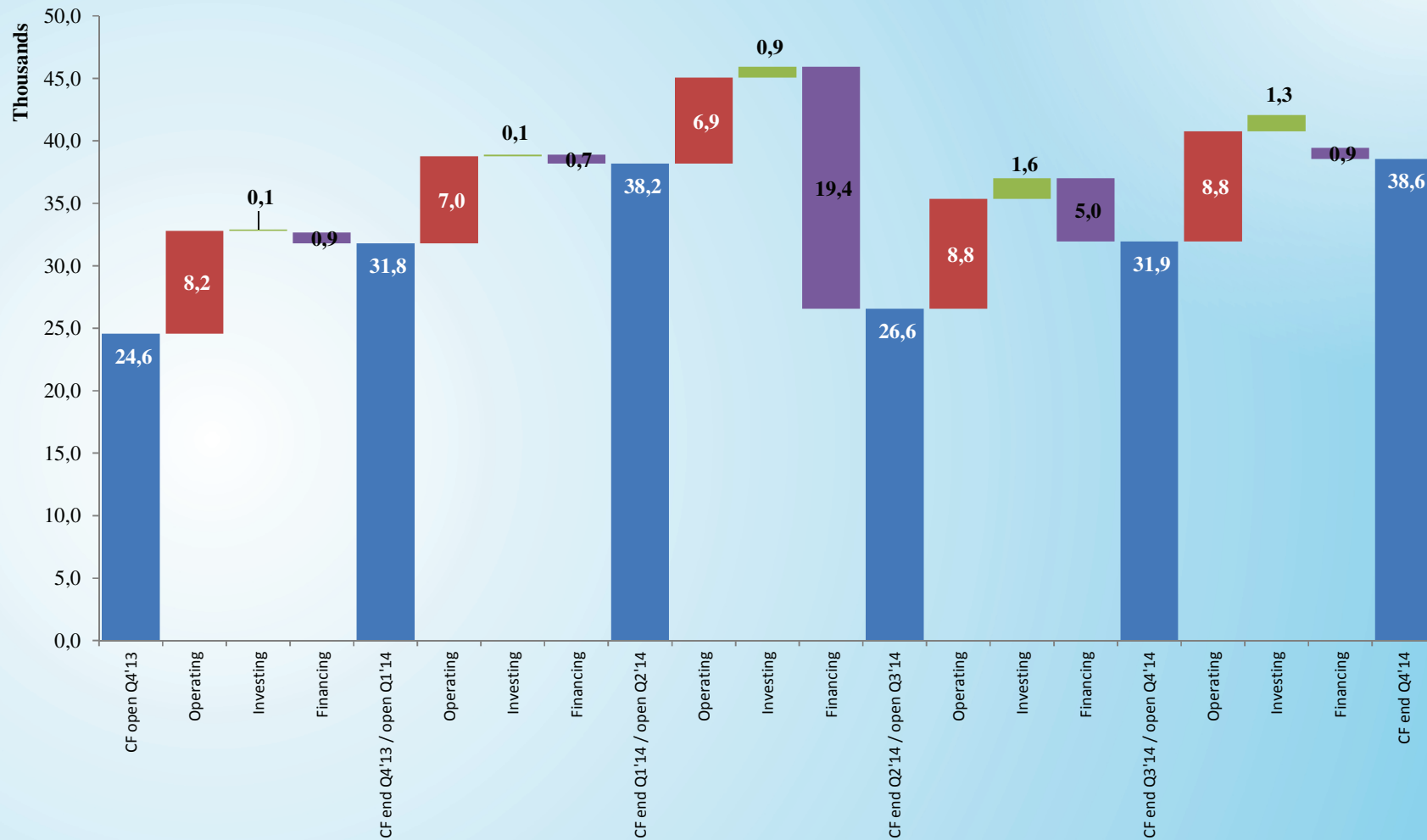
Total costs

12 months 2014 to 12 months 2013



Total cost variances mln'€	Q4 2014	Q4 2013	Change %	12 months 2014	12 months 2013	Change %
Total Cost of Goods Sold (incl.)	5,4	5,5	-2,2%	22,4	22,5	-0,5%
Chemicals	0,4	0,4	4,7%	1,7	1,7	0,2%
Electricity	0,7	0,8	-10,0%	3,0	3,4	-10,6%
Pollution tax	0,3	0,1	465,5%	2,2	1,9	15,5%
Staff costs	1,2	1,2	-3,7%	4,9	4,8	1,0%
Depreciation	1,3	1,3	6,0%	5,4	5,1	5,0%
Other cost of goods sold	1,3	1,7	-21,0%	5,2	5,6	-6,2%
Marketing, General admin costs	1,3	1,6	-16,1%	6,0	5,8	3,9%
TOTAL cost of goods sold, Marketing, Overhead	6,7	7,1	-5,3%	28,4	28,3	0,4%
Net other expenses	0,0	0,2	-95,4%	0,0	0,1	-45,3%
Net financial expenses	0,3	0,4	-11,5%	2,1	0,2	971,4%

Cash position



Cash balance by more than 6.8 mln euros higher y-o-y

Thank You!

Regulatory & political questions

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Sooner or later
every investor
reaches for our
product.

