Tallinna Vesi

BALTIC MARKET AWARDS 2015
Nasdaq
EXCELLENCE IN INVESTOR RELATIONS

TALLINNA VESI

Best Investor Relations in the Baltic Market
1ST PLACE

Best Interactive Investor Relations
1ST PLACE

Best Investor Relations According to the Market Professionals
1ST PLACE

AS Tallinna Vesi

Interim results
6 months ended 30th June 2016

Hosted by

Karl Brookes
CEO, Member of the Management Board

Riina Käi
CFO, Member of the Management Board

Operations Update

Water quality 99.93% compliant, according 12,120 analyses of the 1,472 samples taken

No pollution incidents and wastewater treatment plant is fully compliant

Cumulative water network leakage rate for 2016 is 16.22%

Repair works ongoing on the Tihase collector, located at Stroomi area

Tariff Dispute

Tallinna Vesi

Local Court Case

- Dispute ongoing in the Estonian Courts since 2011
- On 5th June 2015, Tallinn Administrative Court dismissed the AS Tallinna Vesi's claim
- On the 11th of November 2015, the company filed it's appeal to the District Court, and we are awaiting a hearing date

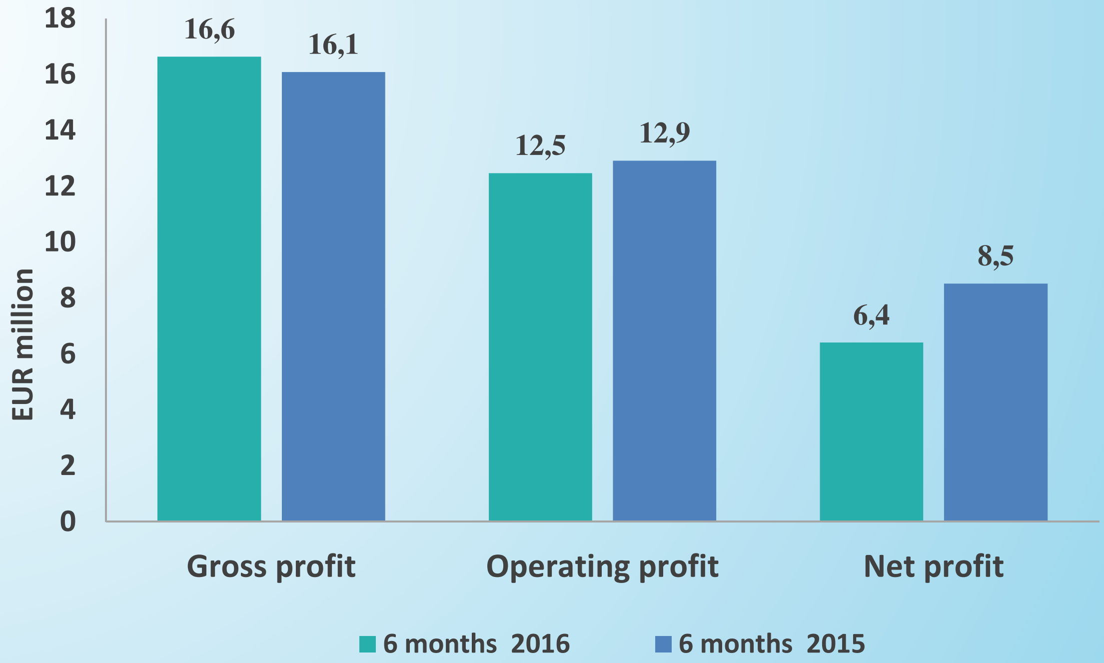
International Arbitration

- International arbitration proceedings (ICSID) commenced in October 2014
- The process is ongoing
- Final hearings to be held in Paris in November 2016

Financial Highlights

Tallinna Vesi

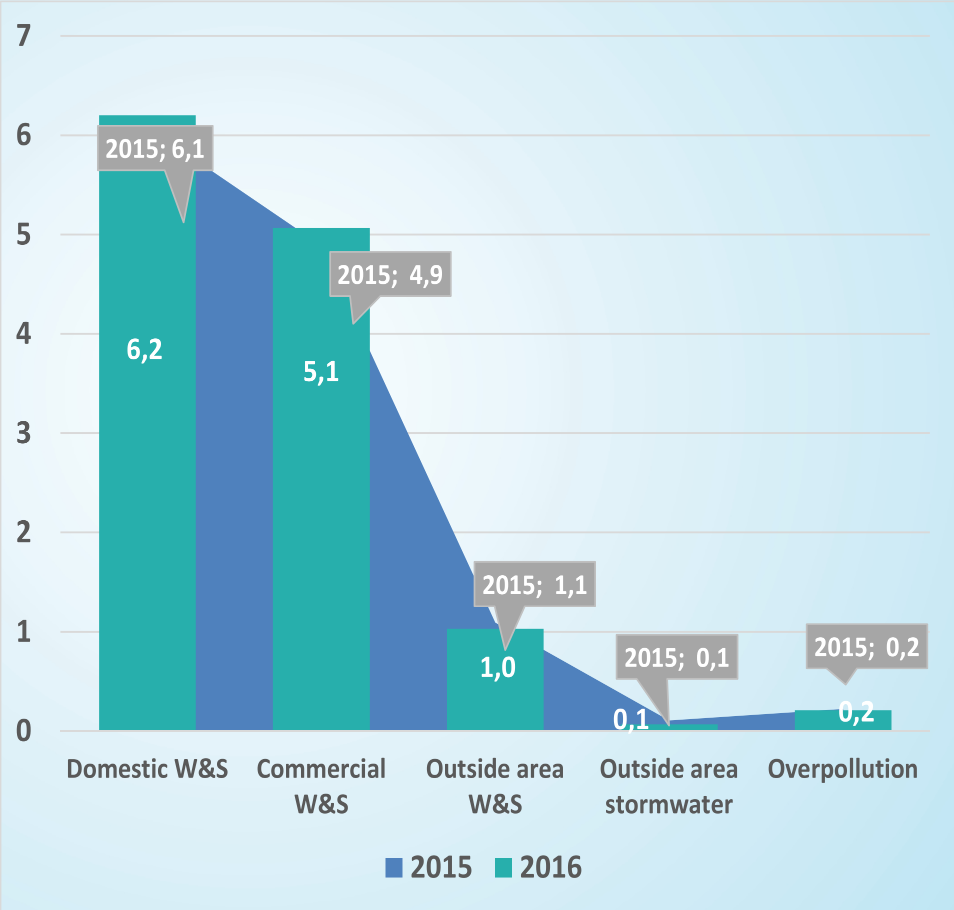
EUR million	Q2 2016	Q2 2015	Change %	6 months 2016	6 months 2015	Change %
Sales	14,5	13,7	5,5%	28,9	27,3	5,7%
Gross profit	8,3	8,0	3,7%	16,6	16,1	3,4%
Operating profit	5,8	6,2	-6,3%	12,5	12,9	-3,4%
Operating profit - main business	5,7	6,2	-7,8%	12,2	12,8	-4,6%
Net profit	0,8	2,1	-63,8%	6,4	8,5	-24,8%



Water & Wastewater revenues in 2nd quarter

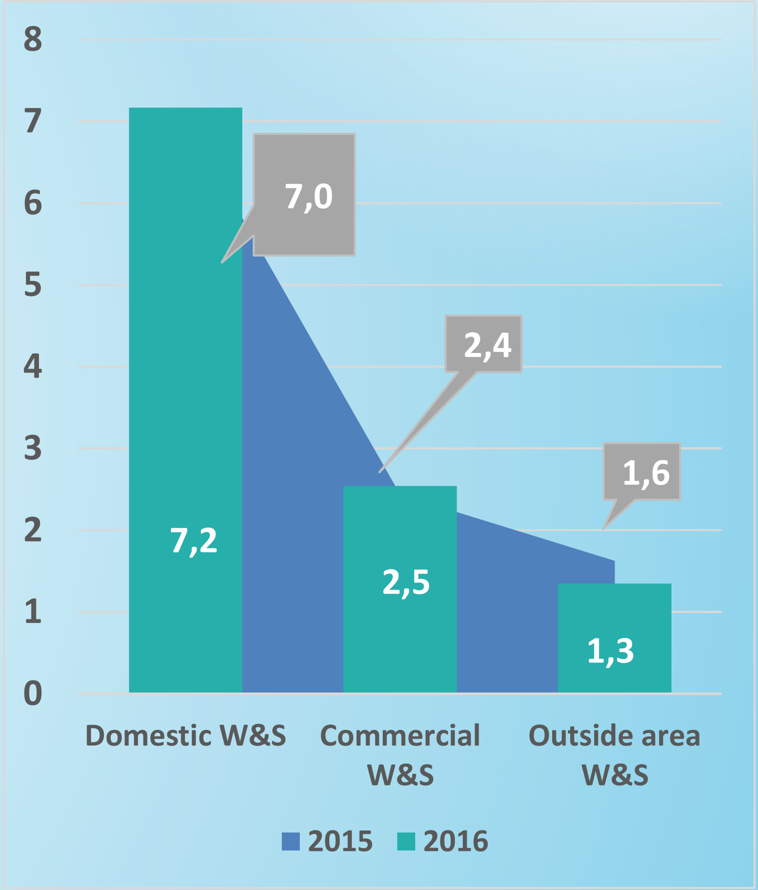
Revenues

EUR million



Volumes

million m^3



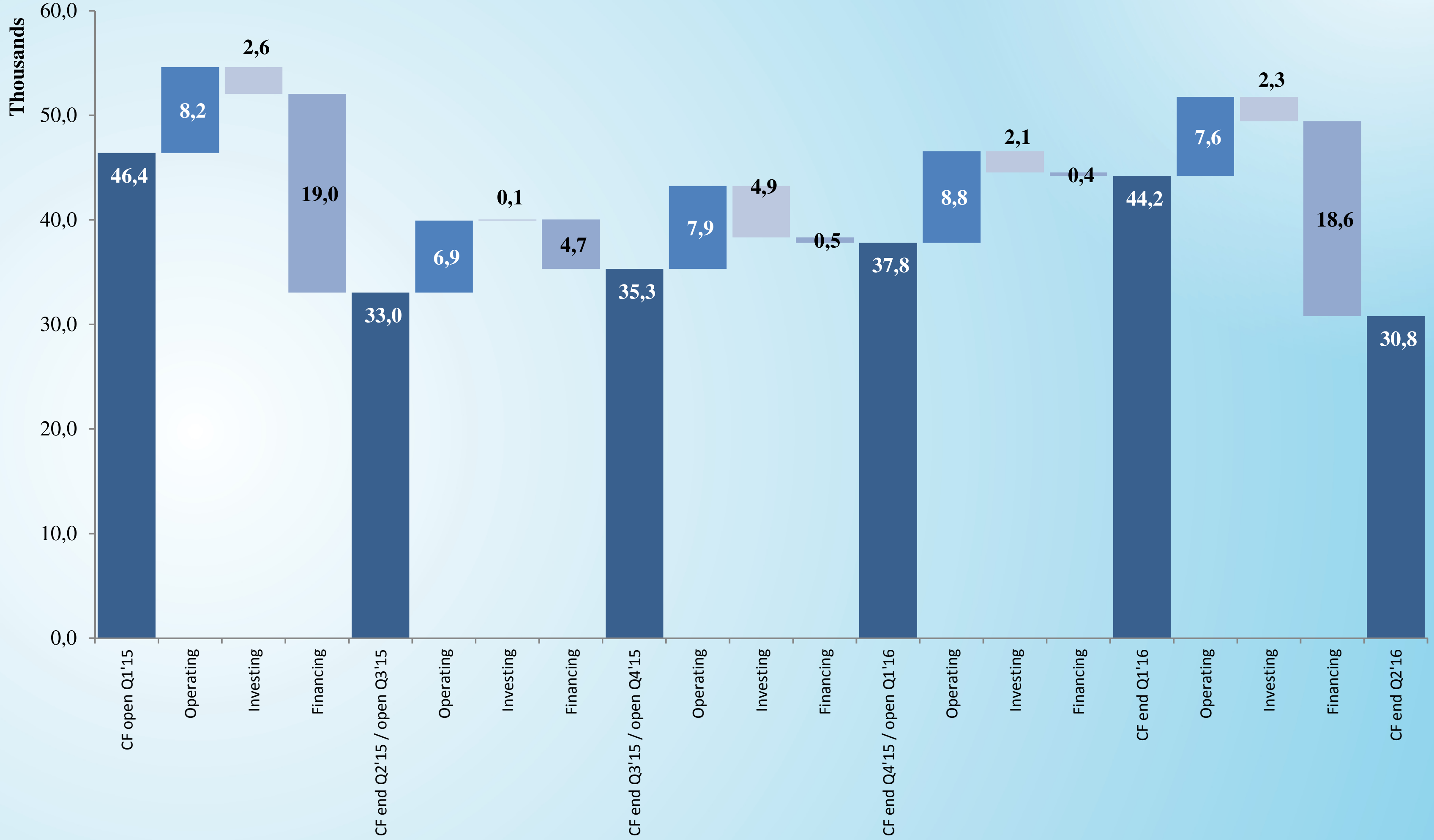
Total costs in 2nd quarter

Tallinna Vesi

Total cost variances EUR million	Q2 2016	Q2 2015	Change %	6 months 2016	6 months 2015	Change %
Total Cost of Goods Sold (incl.)	**6,2**	**5,7**	**8,1%**	**12,2**	**11,2**	**8,9%**
Chemicals	0,3	0,4	-24,4%	0,6	0,7	-14,9%
Electricity	0,7	0,7	-2,5%	1,5	1,6	-2,3%
Pollution tax	0,2	0,2	0,0%	0,6	0,5	6,7%
Staff costs	1,5	1,4	2,4%	2,9	2,8	3,7%
Depreciation	1,6	1,4	10,7%	3,0	2,8	6,7%
Other cost of goods sold	1,9	1,5	25,6%	3,6	2,8	29,5%
Marketing, General admin costs	**2,4**	**1,8**	**37,7%**	**4,1**	**3,1**	**31,1%**
TOTAL cost of goods sold, Marketing, Overhead	**8,6**	**7,5**	**15,0%**	**16,3**	**14,3**	**13,7%**
Net other expenses	**0,0**	**0,0**	**105,6%**	**-0,1**	**-0,1**	**50,0%**
Net financial expenses	**-0,6**	**0,4**	**-240,0%**	**-1,6**	**0,1**	**-1601,9%**

Cash position

Tallinna Vesi



Cash balance EUR 2.25 million euros lower y-o-y

Thank You!

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