



PHNOM PENH WATER SUPPLY  
AUTHORITY



# QUARTERLY REPORT Q1/2021

## MAJOR STRATEGIC GOALS OF THE AUTHORITY ARE AS FOLLOWS:

Expand water supply to Phnom Penh's suburban areas and surrounding regions at the same rate and standard as in Phnom Penh. Analyze the drivers of cost and revise processes and procedures to reduce the cost of water. Maintain a strong commitment to social responsibility. Engage in strategic benchmarking against the most efficient water production organization in the world.



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## FINANCIAL HIGHLIGHTS

Financial Position	First Quarter 2021	2020	2019
Total assets (KHR'000)	1,979,291,117	1,864,618,140	1,604,343,922
Total liabilities (KHR'000)	911,165,212	882,565,483	690,639,283
Total shareholders' equity (KHR'000)	1,068,125,905	982,052,657	913,704,639

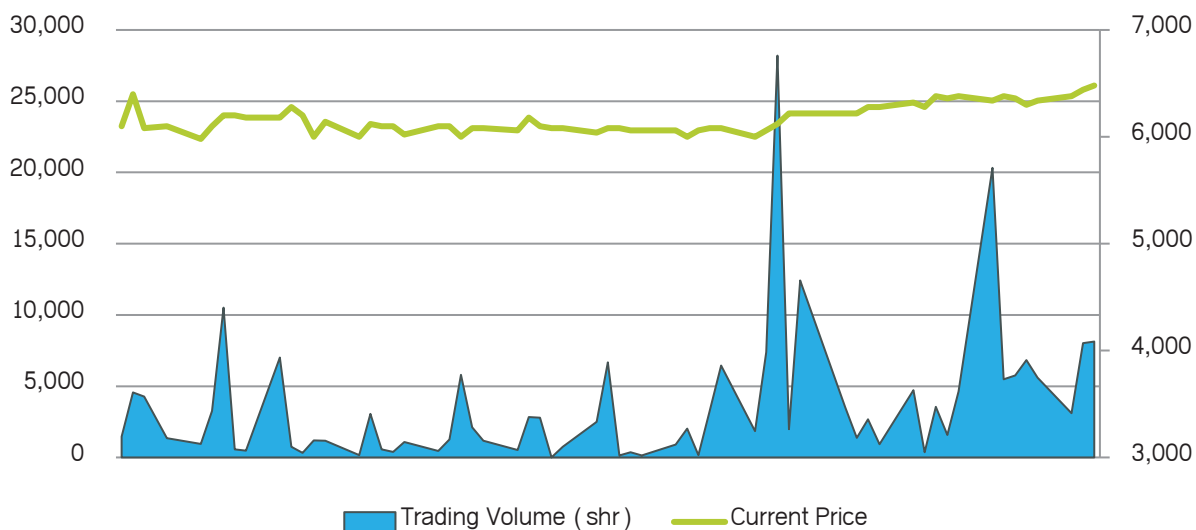
Profit/(Loss)	First Quarter 2021	First Quarter 2020	First Quarter 2019
Total revenues (KHR'000)	84,304,726	75,817,316	55,258,947
Profit/ (Loss) before Tax (KHR'000)	42,416,039	33,156,913	17,904,265
Profit/ (Loss) after Tax (KHR'000)	30,771,609	26,603,944	8,428,062
Total Comprehensive income (KHR'000)	30,771,609	26,603,944	8,428,062

Financial Ratios	First Quarter 2021	2020	2019	
Solvency ratio				
Liquidity ratios	Current ratio (times)	1.51	1.08	1.15
	Quick ratio (times)	1.14	0.68	0.62

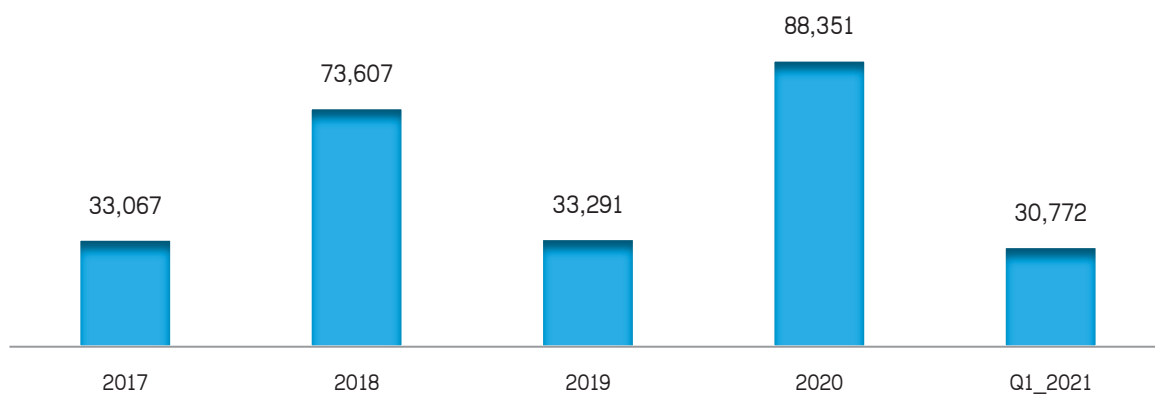
	First Quarter 2021	First Quarter 2020	First Quarter 2019	
Profitability ratios	Return on assets (%)	1.60	1.65	0.58
	Return on equity (%)	3.00	2.87	0.94
	Gross profit margin (%)	41.02	41.50	69.37
	Profit margin (%)	36.50	35.09	15.25
	Earnings per share (KHR)	353.81	305.89	96.90
Interest Coverage ratio (times)	115.71	35.59	20.43	

# Financial Summary Charts

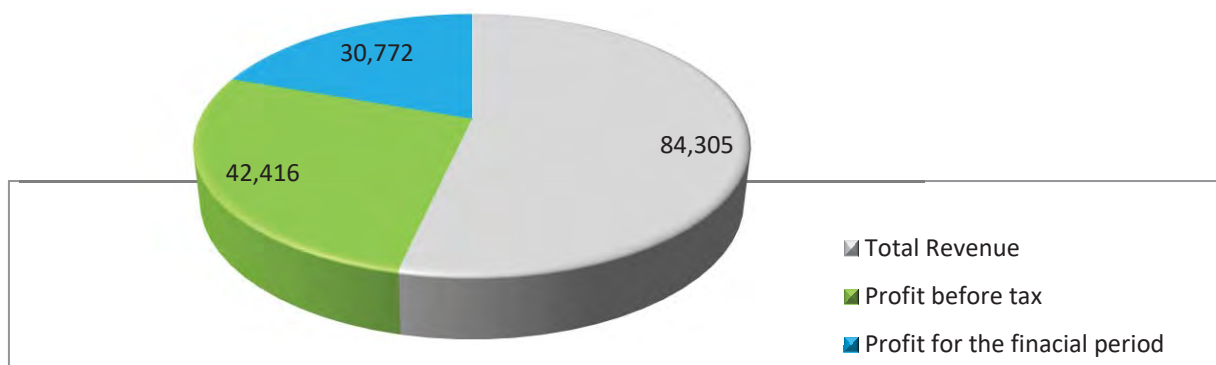
## CHANGES IN STOCK PRICE (in KHR) AND TRADING VOLUME



## PROFIT FOR EACH YEAR (in million KHR)



## PROFIT FOR THE FIRST QUARTER OF 2021 (in million KHR)



# Board of Directors





**H.E. Oum Sotha**

Secretary of State, Ministry of Industry  
Science, Technology and Innovation

**Chairman**



**H.E. Dr. Sim Sitha**

Director General  
of PPWSA

**Member**



**H.E. Mey Vann**

Secretary of state of  
Ministry of Economy and Finance

**Member**



**H.E. Noun Pharath**

Deputy Governor of the Board  
of Governors of Phnom Penh

**Member**



**Mr. Ma Noravin**

Representative  
of PPWSA's Employees

**Member**



**Mr. Zhang Yun Feng**

Non-Executive Director  
Representing Private Shareholders

**Member**



**Mr. Om Sengbora**

Independent Director

**Member**

# MESSAGE FROM CHAIRMAN OF THE BOARD



## IN THE 1<sup>ST</sup> QUATER OF 2021

*“by gaining the trust from the Royal Government and the support from the 2 parent ministries, PPWSA successfully performed all its business activities. We have been continuing to develop its water service from day to day, both qualitatively and quantitatively, to meet the water demand for the population in Phnom Penh and the provincial town of Takhmao as well as to contribute to the developments of the 2 municipalities.”*

In this quarter, PPWSA reported total revenues of KHR84,304,726,000 and profit before tax of KHR42,416,039,000.

PPWSA invests in, builds, expands, operates and maintains water supply and sanitation facilities; takes all the means to improve its production and service, and assure clean water quality to satisfy the requirements for livings, businesses, services and industries; engages in domestic or oversea businesses and services related to water and sanitation sectors due to the Board’s resolutions and the existing laws;

enhances technical, commercial and financial cooperation with local and international development partners to develop PPWSA based on the Royal Government’s policy; maintains financial and operational viability linked to social responsibility; improves staff efficiency and strengthens institutional capacity; conducts cost analysis and reforms the processes and procedures to minimize the costs; and benchmarks its performance against other most effective peers in the world.

## Effective Service

PPWSA keeps supplying clean water that is straight drinkable from the tap on 24x7 basis. In this quarter, we produced 56,227,982m<sup>3</sup> of clean water. We have also replaced alum by polychloride aluminium (PAC) to improve water quality and reduce raw materials cost.

As a result, in this quarter, we laid the mains and distribution pipes of 48,999.02m and installed 4,188 new house connections, of which 246 connections were for the low-income whom we always care for. Furthermore, the water loss accounted for 11.51% due to spread of Kovid-19 disease, it is difficult for us to issue bills to the customer and pipe leakage caused by the development and repair of many road infrastructures.

## Performance of the Board of Directors

In the 1<sup>st</sup> quarter of 2021, the Board of Directors for Mandate 7 is planning to hold the 6<sup>th</sup> meeting online via Zoom on March 26, 2021 at 8:30 AM with the following agendas:

1. Request for approval on Annual Report 2020 and on distribution of profit and dividend

The Board of Directors decided:

- a) Unanimously adopted the proposed allocations of net income in 2020, where:

▪ Reward to staff (3months)	: KHR 7,418,941,887
▪ Social Fund (5%)	: KHR 2,328,556,305.33
▪ Mandatory reserved fund (5%)	: KHR 4,417,592,250.00
▪ Voluntary reserved fund (5%)	: KHR 4,417,592,250.00
▪ Unanimously adopted the retained earnings	: KHR 56,729,692,056
▪ Total dividend to be distributed	: KHR 22,786,868,444
▪ Dividend yield	: 4.10%
▪ Dividend per share	: KHR 262/share
▪ Dividend pay out ratio	: 25.79%
▪ Record date	: 21 April 2021

2. Request for approval on the organization of the 9<sup>th</sup> General Meeting of Shareholders

The Board adopted the following settings:

- Date of the 9<sup>th</sup> General Meeting of Shareholders (GMS): JUNE 21, 2021 at 8:00 AM
- The 9<sup>th</sup> GMS including the voting session will be organized via Online meeting
- The proposed agendas of the GMS are:
  - Registration (possibly online)
  - Opening call
  - Presentation on the Annual Business
  - Voting on the approval on dividend
  - Voting of bonus of Board Director
  - Closing remarks

- Authorize Mr. Ros Kimleang, Deputy Director, deliver the presentation on the Annual Business Report 2020 and Business Plan
  - Authorize the Director General to organize and conduct the 9<sup>th</sup> GMS.
3. Request for approval on the outcome of the survey among shareholder employees of PPWSA who subscribed PPWSA's shares during IPO stage

The Board decided:

- The solution shall be based on each employee's request – NOT based on the majority voices.
  - The resolution shall be implemented at PPWSA level, requesting for recommendations from Ministry of Economy and Finance. If necessary, PPWSA can request for comments and confirmations from Securities Exchange Regulator of Cambodia.
4. Request for approval on the budget for backfilling land property of 25 hectares at Tamoak Lake

The Board agreed in principle to the proposed backfilling to construct the dam border surrounding the land taking into account the procurement procedure, possible budget and the request for the land title.

5. Request for commends on the SECC's recommendation regarding the nomination of an additional company secretary as set out in SECC's Prakas No. 011/18 SECC.

The Board approved in principle to allow PPWSA to nominate an additional company secretary.

6. Business Report for the 1<sup>st</sup> quarter of 2021 and Business Plan for the 2<sup>nd</sup> quarter of 2021

The Board acknowledged the Business Report for the 1<sup>st</sup> quarter of 2021 and Business Plan for the 2<sup>nd</sup> quarter of 2021.

7. Internal Audit Report for the 1<sup>st</sup> quarter of 2021

The Board acknowledged and agreed to the internal Audit Report for the 1<sup>st</sup> quarter of 2021.

8. Procurement Report for the end of 2020 and for the 1<sup>st</sup> quarter of 2021

The Board approved the Procurement Report for the end of 2020 and for the 1<sup>st</sup> quarter of 2021.

9. Report on the Social Fund for the end of 2020 and for the 1<sup>st</sup> quarter of 2021

The Board acknowledge the Social Fund Report for the end of 2020 and for the 1<sup>st</sup> quarter of 2021 as well as approved 5 requests for expenses.

10. Others:

- a) Report on negotiation of terms and conditions of the employment contract with Dr. Chea Visoth

The Board approved to nullify the decision of the Board for the 7<sup>th</sup> mandate in its 5<sup>th</sup> meeting, on Dec 18, 2020, adopting Dr. Chea Visoth as advisor to PPWSA's Board of Director due to the following reasons:

- 1) The negotiation didn't reach an agreement.
- 2) Based on the PPWSA Personnel statue, there is no such position of advisor to the Board.
- 3) The Board approved in principle to allow PPWSA to nominate an additional Company Secretary as mentioned in Agenda 5 above.



- b) Request for review and discussion on the composition of the Nomination and Remuneration Committee created under the Board decision No. 004 ក្រឹត្យលេខ ៧៧.៧៧

The Board requested PPWSA to have further study in order to collect comprehensive information as a basic for giving comments in the next meeting to amend the above decision No. 004 ក្រឹត្យលេខ ៧៧.៧៧.

PPWSA has a clear strategy to expand the water distribution network to the surrounding areas of Phnom Penh based on the extension of water treatment facilities, keeping the same tariff and standard for Phnom Penh, and a strong commitment to social and environmental responsibility.

### **Acknowledgement**

We would like to express our deep gratitude to the Royal Government, the 2 tutelary ministries (Ministry of Industry, Science, Technology and Innovation, and Ministry of Economy and Finance), Securities and Exchange Committee of Cambodia, and all the shareholders who always trust and support PPWSA.

We are also proud and thankful to PPWSA's staff at all levels, who worked hard and responsibly to achieve the best results.

Phnom Penh, 14 June 2021

**Chairman**



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## PART 1.- General Information of PPWSA

### A- IDENTITY OF PHNOM PENH WATER SUPPLY AUTHORITY

- Name in Khmer: រដ្ឋាករទឹកស្វយ័តក្រុងភ្នំពេញ (រ.ទ.ស.ភ.)
- Name in Latin: PHNOM PENH WATER SUPPLY AUTHORITY (PPWSA)
- Standard Code: KH1000010004
- Address: #45, St. 106, Sangkat Srah Chak, Khan Doun Penh, Phnom Penh, Cambodia
- Phone number: +855(0)23 6358080/724046
- Fax: +855(0)23427657
- Website: [www.ppwsa.com.kh](http://www.ppwsa.com.kh)      Email: [ir@ppwsa.com.kh](mailto:ir@ppwsa.com.kh)
- Company registration number: Co.០៨៣៩៤៣/២០១២  
Date: 27 March 2012
- License number: Sub-decree No. 52អនក្រឹ.បក  
Issued by: Royal Government of Cambodia  
Date: 19 December 1996
- Disclosure Document approved and registered by  
SECC's Resolution No.: ០១២/១២គ.ម.ក/ស.ស.វ.  
Date: 23 March 2012
- Representative of the listed entity: **H.E. Dr. Sim Sitha**

### B- NATURE OF BUSINESS

- Invest in, build, expand, operate, repair and maintain water supply and sanitation facilities.
- Take all the means to improve its production and service, and assure clean water quality to satisfy the requirements for livings, businesses, services and industries. Engage in domestic or overseas business and services related to water and sanitation sectors due to the Board of Director's resolutions and the existing laws.
- Enhance technical, commercial and financial cooperations with local and international development partners to develop PPWSA in accordance with the Royal Government's policies.
- Maintain financial and operational sustainability pertaining to social interests.
- Expand water supply in the area, around Phnom Penh by maintaining the same rates and standards in Phnom Penh
- Improve staff efficiency and continue to build the capacity of the enterprise
- Analyze cost factors and reform processes and procedures to reduce water costs
- Strategically compare with the most efficient water network networks in the world
- Strong commitment to social and environmental responsibility

## PART 2.- Information on Business Operation Performance

### A. Business Operation Performance including business segments information

#### A.1- Water Treatment and Distribution System and Water Loss Reduction

##### A.1.1- Water Treatment

The water treatment in this first quarter of 2021 are as follows:

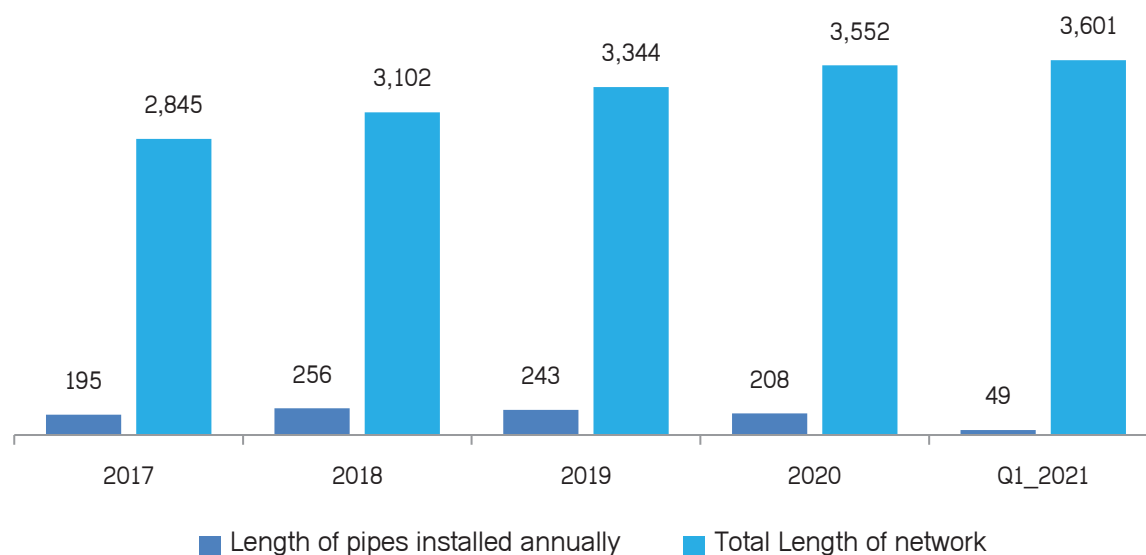
Description (water treatment plant)	PLAN (m <sup>3</sup> )	ACTUAL (m <sup>3</sup> )	RATE (%)
Phum Prek	14,328,476	14,097,548	98
Chruoy Chang War	14,667,000	15,248,069	104
Chamkar Morn	4,747,264	4,909,851	103
Niroth	21,980,491	21,828,868	99
Mlech	96,200	89,787	93
Thbong Khmom	138,100	53,859	39
<b>TOTAL</b>	<b>55,957,531</b>	<b>56,227,982</b>	<b>100.48</b>

The quality of treated water at the 6 water treatment plants (WTPs) and distribution networks

Parameters	Unit	WHO	Phum Prek WTP	Chroy Chang War WTP	Chamcar Morn WTP	Niroth WTP	Mlech WTP	Thbong Khmom WTP	Along Distribution Pipes
Turbidity	NTU	≤5	0.97	0.46	0.21	0.40	0.61	1.21	0.87
pH Value	pH	6.50-8.50	7.22	7.79	7.46	7.29	7.41	7.65	7.49
Free Available Chlorine	mg/l	0.10-1.0	1.41	0.95	0.98	1.25	1.08	0.56	0.25
Total Available Chlorine	mg/l	<2	1.60	1.08	1.11	1.42	1.28	0.76	0.40
Total coliforms	cfu/100ml	0	0	0	0	0	0	0	0
E. Coli	cfu/100ml	0	0	0	0	0	0	0	0

##### A.1.2- Pipes Laying

Length of pipes installed annually (Km)

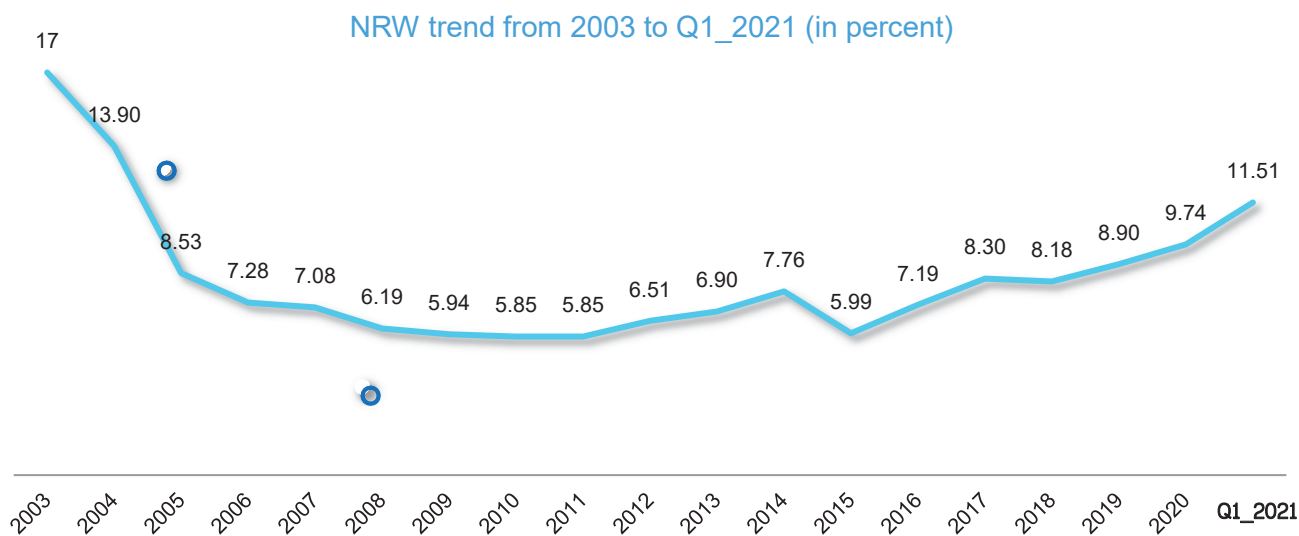


## A. Business Operation Performance including business segments information (con't)

### A.1- Water Treatment and Distribution System and Water Loss Reduction (con't)

#### A.1.3- Water Loss Reduction

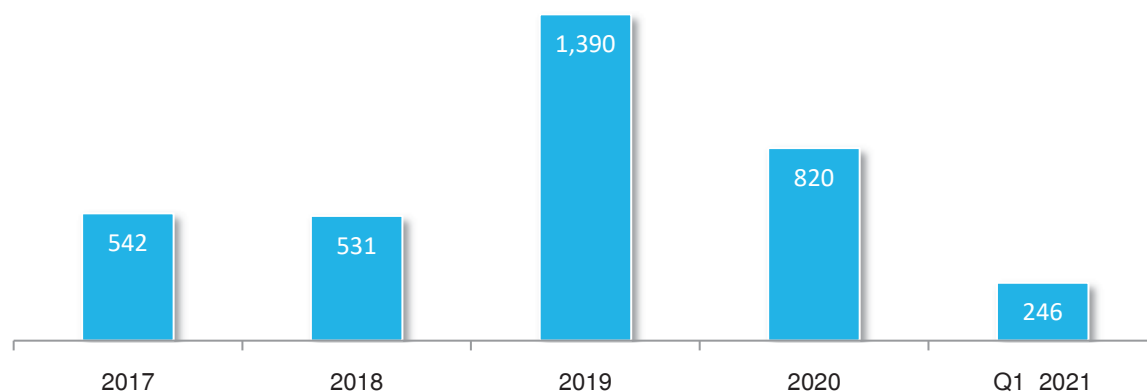
PPWSA's water loss rate was kept in 11.51%, as shown in the graph below.



## A.2- Business Activities and Results

### A.2.1 - Water for All Program

Increase in low-income household connections

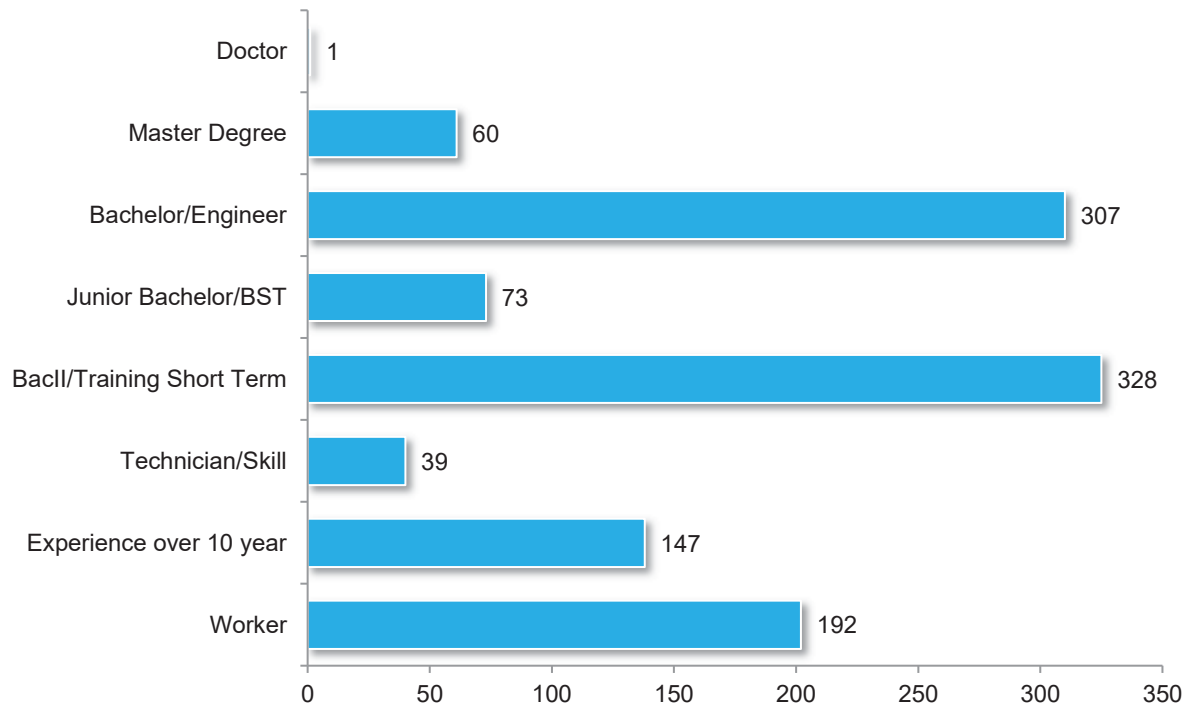


### A.2.2- House Connection and Customer Management

Type of Customers	2017 (connections)	2018 (connections)	2019 (connections)	2020 (connections)	Q1_2021	
					(connections)	(%)
Domestic	271,317	301,834	321,212	333,099	336,481	81.6767%
Commercial	55,891	58,789	62,366	68,136	68,936	16.7334%
Administrative	655	664	696	744	744	0.1806%
Wholesalers	08	07	07	10	10	0.0024%
RDE Representative	20	21	17	14	14	0.0034%
Standpipe	-	14	17	17	17	0.0041%
Room rental	5,397	5,703	5,752	5,759	5,765	1.3994%
<b>Total</b>	<b>333,288</b>	<b>367,032</b>	<b>390,067</b>	<b>407,779</b>	<b>411,967</b>	

## A. Business Operation Performance including business segments information (con't)

### A.3- Human Resource Management



## PART 2.- Information on Business Operation Performance (con't)

### B- Revenue Structure

N°	Source of Revenue	Q1_2021		Q1_2020		Q1_2019	
		Amount (KHR'000)	Percent	Amount (KHR'000)	Percent	Amount (KHR'000)	Percent
1	Sales	68,729,063	81.52%	66,887,838	88.22%	51,252,214	92.76%
2	Construction service fees	6,938,342	8.27%	1,678,422	2.21%	147,377	0.70%
3	Foreign exchange gain – net	543,626	0.64%	-	-	-	-
4	Other income	8,063,695	9.56%	7,251,056	9.56%	3,854,356	6.98%
<b>Total revenues</b>		<b><u>84,304,726</u></b>		<b><u>75,817,316</u></b>		<b><u>55,258,947</u></b>	



PART3.-  
**FINANCIAL STATEMENT**  
**REVIEWED BY**  
THE EXTERNAL AUDITOR



**PHNOM PENH WATER SUPPLY AUTHORITY**  
**(Co.0839 Et/2012)**  
(Incorporated in Cambodia)

**CONDENSED INTERIM FINANCIAL INFORMATION**  
**FOR THE QUARTER AND**  
**THREE MONTH PERIOD ENDED 31 MARCH 2021**

Registration No. Co.0839 Et/2012

**PHNOM PENH WATER SUPPLY AUTHORITY**  
(Incorporated in Cambodia)

**CONDENSED INTERIM FINANCIAL INFORMATION  
FOR THE QUARTER AND THREE-MONTH PERIOD ENDED 31 MARCH 2021**

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**PHNOM PENH WATER SUPPLY AUTHORITY**  
(Incorporated in Cambodia)

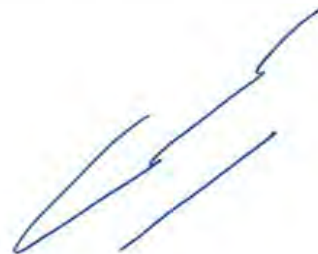
**STATEMENT BY THE DIRECTORS**

In the opinion of the directors, the accompanying condensed interim statement of financial position of the Phnom Penh Water Supply Authority as at 31 March 2021, and the related condensed interim statement of profit or loss and other comprehensive income for the quarter and three-month period then ended, condensed interim statement of changes in equity and condensed interim statement of cash flows for the three-month period then ended, and condensed notes to the interim financial information (collectively known as "Condensed Interim Financial Information") are presented fairly, in all material respects, in accordance with Cambodian International Accounting Standard 34 *Interim Financial Reporting*.

Signed on behalf of the Board of Directors,



.....  
**OUM SOTHA**  
Chairman of the Board of Directors



.....  
**SIM SITHA**  
Director General



.....  
**ROS KIMLEANG**  
Deputy Director General in  
charge of Finance and Stock Exchange

Phnom Penh, Cambodia  
Date: 14 June 2021

**PHNOM PENH WATER SUPPLY AUTHORITY**  
(Incorporated in Cambodia)

**CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION  
AS AT 31 MARCH 2021**

	Note	Unaudited 31.3.2021 KHR'000	Audited 31.12.2020 KHR'000
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property, plant and equipment	4	1,554,489,969	1,573,602,099
Intangible assets		13,271,944	13,083,204
<b>Total non-current assets</b>		<b>1,567,761,913</b>	<b>1,586,685,303</b>
<b>Current assets</b>			
Inventories		89,190,092	78,612,888
Trade and other receivables		156,363,980	25,642,206
Contract assets	5	41,688,869	42,922,547
Loan to employees		7,956,651	7,956,651
Short-term investments	6	68,572,350	67,939,714
Current tax receivables		1,485,676	4,643,326
Cash and cash equivalents		46,271,586	50,215,505
<b>Total current assets</b>		<b>411,529,204</b>	<b>277,932,837</b>
<b>TOTAL ASSETS</b>		<b>1,979,291,117</b>	<b>1,864,618,140</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity attributable to owners of the PPWSA</b>			
Share capital	7	619,315,886	541,227,282
Reserves	8	418,038,410	352,473,530
Retained earnings		30,771,609	88,351,845
<b>TOTAL EQUITY</b>		<b>1,068,125,905</b>	<b>982,052,657</b>
<b>Non-current liabilities</b>			
Borrowings	9	521,249,625	517,288,403
Deferred government and other grants		18,319,617	18,822,093
Deferred tax liabilities		66,532,755	62,506,657
Other payables	10	66,231,895	65,195,836
<b>Total non-current liabilities</b>		<b>672,333,892</b>	<b>663,812,989</b>

**PHNOM PENH WATER SUPPLY AUTHORITY**  
(Incorporated in Cambodia)

**CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION**  
**AS AT 31 MARCH 2021 (CONTINUED)**

		<b>Unaudited</b>	<b>Audited</b>
		<b>31.3.2021</b>	<b>31.12.2020</b>
	<b>Note</b>	<b>KHR'000</b>	<b>KHR'000</b>
<b>Current liabilities</b>			
Trade and other payables	10	199,811,441	156,599,805
Borrowings	9	29,124,442	30,847,173
Contract liabilities	5	2,512,585	3,616,566
Current tax liabilities		7,382,852	27,688,950
<b>Total current liabilities</b>		<u>238,831,320</u>	<u>218,752,494</u>
<b>TOTAL LIABILITIES</b>		<u>911,165,212</u>	<u>882,565,483</u>
<b>TOTAL EQUITY AND LIABILITIES</b>		<u>1,979,291,117</u>	<u>1,864,618,140</u>

The Condensed Interim Statement of Financial Position should be read in conjunction with the audited financial statement for the financial year ended 31 December 2020 and the accompanying explanatory notes attached to this condensed interim financial information.

**PHNOM PENH WATER SUPPLY AUTHORITY**  
(Incorporated in Cambodia)

**CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS  
AND OTHER COMPREHENSIVE INCOME  
FOR THE QUARTER AND THREE-MONTH PERIOD ENDED 31 MARCH 2021**

	Note	Unaudited	
		Quarter and three-months period ended	
		31.3.2021	31.3.2020
		KHR'000	KHR'000
<b>Revenue:</b>			
Sale	11	68,729,063	66,887,838
Construction service fee		6,968,342	1,678,422
Foreign exchange gains - net		543,626	-
Other income		8,063,695	7,251,056
		<u>84,304,726</u>	<u>75,817,316</u>
<b>Expenses:</b>			
Depreciation and amortisation charges		(12,620,985)	(12,650,174)
Electricity costs		(8,946,794)	(9,738,572)
Employee benefits expense		(14,685,992)	(13,417,477)
Raw materials for water treatment		(2,912,588)	(2,287,008)
Raw materials for household water connections		(753,305)	(667,329)
Repairs and maintenance		(1,373,701)	(2,428,200)
Construction service expense		(6,507,350)	(1,568,993)
Impairment on loan to employees		-	(52,175)
Other operating expenses		(1,921,857)	(1,338,169)
Foreign exchange losses - net		-	(208,449)
		<u>(49,722,572)</u>	<u>(44,356,546)</u>
<b>Operating profit</b>		<b>34,582,154</b>	<b>31,460,770</b>
Finance income	12	8,132,742	2,511,448
Finance costs	13	(298,857)	(815,305)
<b>Profit before tax</b>		<b>42,416,039</b>	<b>33,156,913</b>
Income tax	14	(11,644,430)	(6,552,969)
<b>Profit for the period, representing total comprehensive income for the period</b>		<b>30,771,609</b>	<b>26,603,944</b>
<b>Earnings per share attributable to owners</b>			
Basic earnings per share (KHR)		353.81	305.89
Diluted earnings per share (KHR)		353.81	305.89

The Condensed Interim Statement of Profit or Loss and Other Comprehensive Income should be read in conjunction with the audited financial statements for the financial year ended 31 December 2020 and the accompanying explanatory notes attached to this condensed interim financial information.

**PHNOM PENH WATER SUPPLY AUTHORITY**  
(Incorporated in Cambodia)

**CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY  
FOR THE QUARTER AND THREE-MONTH PERIOD ENDED 31 MARCH 2021**

	Note	Share capital KHR'000	Reserves KHR'000	Retained earnings KHR'000	Total KHR'000
<b>Unaudited</b>					
Balance at 1 January 2021		541,227,282	352,473,530	88,351,845	982,052,657
Profit for the financial period, representing total comprehensive income for the period		-	-	30,771,609	30,771,609
<b>Transactions with owners</b>					
Capital contribution		78,088,604	-	-	78,088,604
Transfer to reserves		-	65,564,880	(65,564,880)	-
Dividends	15	-	-	(22,786,965)	(22,786,965)
<b>Total transactions with owners</b>		<b>78,088,604</b>	<b>65,564,880</b>	<b>(88,351,845)</b>	<b>55,301,639</b>
<b>Balance at 31 March 2021</b>		<b>619,315,886</b>	<b>418,038,410</b>	<b>30,771,609</b>	<b>1,068,125,905</b>
<b>Unaudited</b>					
Balance at 1 January 2020		541,227,282	339,185,444	33,291,913	913,704,639
Profit for the financial period, representing total comprehensive income for the period		-	-	26,603,944	26,603,944
<b>Balance at 31 March 2020</b>		<b>541,227,282</b>	<b>339,185,444</b>	<b>59,895,857</b>	<b>940,308,583</b>

The Condensed Interim Statement of Changes in Equity be read in conjunction with the audited financial statements for the financial year ended 31 December 2020 and the accompanying notes attached to the condensed interim financial information.

**PHNOM PENH WATER SUPPLY AUTHORITY**  
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**CONDENSED INTERIM STATEMENT OF CASH FLOWS**  
**FOR THE QUARTER AND THREE-MONTH PERIOD ENDED 31 MARCH 2021**

	Unaudited	
	Quarter and three-months period ended	
	31.3.2021	31.3.2020
	KHR'000	KHR'000
<b>Cash flows from operating activities</b>		
<b>Profit before tax</b>	42,416,039	33,156,913
Adjustments for:		
Amortisation of intangible assets	401,843	614,288
Depreciation of property, plant and equipment	12,219,142	12,035,886
Amortisation of deferred government and other grants	(502,476)	(566,395)
Reversal of impairment on loan to employees	-	52,175
Written off of:		
- property, plant and equipment	25,008	478,476
Finance income	(463,489)	(232,107)
Finance costs	298,857	348,098
Net unrealised foreign exchange gain	(7,669,253)	(1,812,134)
<b>Operating profit before changes in working capital</b>	<b>46,725,671</b>	<b>44,075,200</b>
(Increase)/Decrease in inventories	(10,577,204)	5,621,001
Increase in trade and other receivables	(2,495,402)	(26,571,349)
Increase/(Decrease) in trade and other payables	20,250,400	(47,306,398)
Decrease/(Increase) in contract assets	1,233,678	(10,608,472)
(Decrease)/Increase in contract liabilities	(1,103,981)	2,838,545
Increase in refundable water deposits	1,036,059	1,102,272
<b>Net cash from/(used in) operations</b>	<b>55,069,221</b>	<b>(30,849,201)</b>
Income tax paid	(24,766,780)	(5,552,772)
<b>Net cash from/(used in) operating activities</b>	<b>30,302,441</b>	<b>(36,401,973)</b>
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(42,495,712)	(16,313,906)
Purchase of intangible assets	(590,583)	(230,167)
Assets transfer from Tbong Khmum Water Supply	(78,192,260)	-
Increase in short-term investments	(632,636)	(5,589,829)
Interest capitalised on qualifying assets	(1,165,925)	(764,801)
Interest received	958,994	669,417
<b>Net cash used in investing activities</b>	<b>(122,118,122)</b>	<b>(22,229,286)</b>



**PHNOM PENH WATER SUPPLY AUTHORITY**  
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**CONDENSED INTERIM STATEMENT OF CASH FLOWS**  
**FOR THE QUARTER AND THREE-MONTH PERIOD ENDED 31 MARCH 2021 (CONTINUED)**

	Unaudited	
	Quarter and three-months period ended	
	31.3.2021	31.3.2020
	KHR'000	KHR'000
<b>Cash flows from financing activities</b>		
Proceed from capital contribution	78,088,604	-
Dividend paid	-	(6,884,786)
Drawdown of borrowings	22,443,187	54,004,870
Interest paid	(765,442)	(885,616)
Repayments of borrowings	(11,894,588)	(10,035,162)
<b>Net cash generated from financing activities</b>	<b>87,871,762</b>	<b>36,199,306</b>
<b>Net decrease in cash and cash equivalents</b>	<b>(3,943,919)</b>	<b>(22,431,953)</b>
<b>Cash and cash equivalents at the beginning of the period</b>	<b>50,215,505</b>	<b>55,212,070</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>46,271,586</b>	<b>32,780,117</b>

The Condensed Interim Statement of Cash Flows should be read in conjunction with the audited financial statements for the financial year ended 31 December 2020 and the accompanying explanatory notes attached to the condensed interim financial information.

**PHNOM PENH WATER SUPPLY AUTHORITY**  
(Incorporated in Cambodia)

**NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION  
FOR THE QUARTER AND THREE-MONTH PERIOD ENDED 31 MARCH 2021**

**1. CORPORATE INFORMATION**

Phnom Penh Water Supply Authority ("PPWSA") is under the technical supervision of the Ministry of Industry and Handicraft ("MIH") and the financial supervision of the Ministry of the Economy and Finance ("MoEF"), and has its headquarter in Phnom Penh. PPWSA is acknowledged as having the economic characteristic of a public enterprise by the Ministry of Commerce under the registration number Co.0839 Et/2012, dated 27 March 2012.

The registered office of the PPWSA is No. 45, Street 106, Sangkat Srah Chork, Khan Daun Penh, Phnom Penh, Kingdom of Cambodia.

The principal activities of PPWSA are to process and distribution of water for general used by the public in the city of Phnom Penh. The objectives of the PPWSA are to:

- Invest in, build, enlarge, operate, repair and maintain the means of water sanitation and distribution;
- Manage devices to increase water production, and improve services and water quality to meet demand;
- Operate the business, services and related duties for water supply in accordance with the Board of Director's resolutions and the laws of Cambodia;
- Cooperate with local and external development partners on technology, trade and finance in order to improve and develop the PPWSA in accordance with government policy; and
- Ensure sustainable production processes, business and finance for the public interest.

**2. BASIS FOR PREPARATION**

The condensed interim financial information of PPWSA is unaudited and have been prepared in accordance with the provision of the Cambodian International Accounting Standard 34 *Interim Financial Reporting*.

The condensed interim financial information does not include all notes of type normally included in an annual financial statements, however, selected explanatory notes are included to explain events and transactions that are significant to an understanding of the changes in PPWSA's financial position and performance since the last annual financial statements. Accordingly, this condensed interim financial information is to be read in conjunction with the annual audited financial statements for the financial year ended 31 December 2020 and any public announcements made by PPWSA during the interim reporting period.

The accounting policies adopted are consistent with those of the previous financial year and corresponding interim reporting period.

**3. SEASONAL OR CYCLICAL FACTOR**

Except for those disclosed in the notes to the condensed interim financial information, PPWSA's operations are not materially affected by seasonal or cyclical factors.

**PHNOM PENH WATER SUPPLY AUTHORITY**  
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**NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION  
FOR THE QUARTER AND THREE-MONTH PERIOD ENDED 31 MARCH 2021 (CONTINUED)**

**4. PROPERTY, PLANT AND EQUIPMENT**

	<b>Unaudited</b>	<b>Audited</b>
	<b>31.3.2021</b>	<b>31.12.2020</b>
	<b>KHR'000</b>	<b>KHR'000</b>
<b>Cost</b>		
Balance at the beginning of the financial period/year	2,075,369,345	1,827,579,498
Additions	121,853,897	249,933,042
Transfer to intangible assets	-	(1,551,154)
Transfer to other receivables *	(128,721,877)	-
Written-off	(25,008)	(592,041)
Balance at the end of the financial period/year	<u>2,068,476,357</u>	<u>2,075,369,345</u>
<b>Accumulated depreciation</b>		
Balance at the beginning of financial period/year	501,767,246	453,547,944
Depreciation for the financial period/year	12,219,142	48,219,302
Balance at the end of the financial period/year	<u>513,986,388</u>	<u>501,767,246</u>
<b>Carrying amount</b>		
Balance at the end of the financial period/year	<u>1,554,489,969</u>	<u>1,573,602,099</u>

\* These represent advance payment made to supplier in respect of construction in progress capitalised in prior financial year, for which controls of such assets are yet to be passed to PPWSA as at 31 December 2020. The management of PPWSA has rectified this by reversing these advance payment from its construction in progress to the other receivables in the quarter and three-month period ended 31 March 2021.

During the quarter and three-month period ended 31 March 2021, PPWSA made the following cash payment for its additions of property, plant and equipment:

	<b>Unaudited</b>	
	<b>Quarter and three-months period ended</b>	
	<b>31.3.2021</b>	<b>31.3.2020</b>
	<b>KHR'000</b>	<b>KHR'000</b>
Additions	121,853,897	15,226,969
Assets transfer from Tbong Khmum Water Supply	(78,192,260)	-
Increase in payables and performance guarantee	-	1,851,739
Interest capitalised on qualifying assets	(1,165,925)	(764,802)
Cash payment for purchase of property, plant and equipment	<u>42,495,712</u>	<u>16,313,906</u>

**PHNOM PENH WATER SUPPLY AUTHORITY**  
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**NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION**  
**FOR THE QUARTER AND THREE-MONTH PERIOD ENDED 31 MARCH 2021 (CONTINUED)**

**5. CONTRACT ASSETS / (LIABILITIES)**

	Unaudited 31.3.2021 KHR'000	Audited 31.12.2020 KHR'000
<b>Contract assets</b>		
Contract assets relating to construction service contracts	4,370,974	4,861,270
Contract assets relating to water revenue	37,317,895	38,061,277
	<u>41,688,869</u>	<u>42,922,547</u>
<b>Contract liabilities</b>		
Contract liabilities relating to construction service contracts	<u>2,512,585</u>	<u>3,616,566</u>

**6. SHORT-TERM INVESTMENTS**

These represent fixed deposit placed with financial institutions for a period of between three and twelve months (2020: four to twelve months) and earn interest at rates ranging from 1.50% to 4.25% (2020: 1.50% to 4.00%) per annum.

**7. SHARE CAPITAL**

The Ministry of Economy and Finance ("MoEF") had on 23 March 2021 increased its capital in PPWSA. The MoEF had instructed PPWSA, without the issuance of ordinary shares of PPWSA, inject the assets, liabilities and equity of Tbong Khmum Province Water Treatment Plant Operation into PPWSA, totaling to KHR78,088,604,000.

**8. RESERVES**

	Capital reserve KHR'000	Legal reserve KHR'000	General reserve KHR'000	Development reserve KHR'000	Total KHR'000
At 1 January 2020 (Audited)	1,648,435	26,035,789	26,035,789	285,465,431	339,185,444
Transfer from retained earnings	-	1,664,596	1,664,596	9,958,894	13,288,086
At 31 December 2020 (Audited)	<u>1,648,435</u>	<u>27,700,385</u>	<u>27,700,385</u>	<u>295,424,325</u>	<u>352,473,530</u>
Transfer from retained earnings	-	4,417,592	4,417,592	56,729,696	65,564,880
At 31 March 2021 (Unaudited)	<u>1,648,435</u>	<u>32,117,977</u>	<u>32,117,977</u>	<u>352,154,021</u>	<u>418,038,410</u>

On 26 March 2021, the Board of Directors approved the transfer of retained earnings to reserves amounting to KHR65,564,880,000.

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**NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION  
FOR THE QUARTER AND THREE-MONHTH PERIOD ENDED 31 MARCH 2021 (CONTINUED)**

**9. BORROWINGS**

	Currency	Nominal interest rate	Year of maturity	Carrying amount KHR'000
<b>Balance at 1 January 2021</b>				548,135,576
<b>New issues</b>				
AfD - Credit No. 1176 01 S	USD	0.900%	2038	5,642,560
European Investment Bank ("EIB")	USD	0.965%	2048	16,800,627
<b>Repayments</b>				
<b>Principle</b>				
MoEF - JICA	YEN	0.660%	2049	(866,300)
MoEF - ADB	SDR	1.650%	2037	(1,188,741)
AfD - Credit No. 1121 01 F	EURO	0.250%	2025	(9,839,547)
<b>Interest</b>				
MoEF - JICA	YEN	0.660%	2049	(161,644)
MoEF - ADB	SDR	1.650%	2037	(323,405)
AfD - Credit No. 1121 01 F	EURO	0.250%	2025	(111,384)
AfD - Credit No. 1174 01 P	USD	1.800%	2037	(1,334,934)
<b>Accrued interest</b>				1,464,782
<b>Unrealised exchange gain</b>				(7,843,524)
<b>Balance at 31 March 2021</b>				550,374,067

**PHNOM PENH WATER SUPPLY AUTHORITY**  
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**NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION**  
**FOR THE QUARTER AND THREE-MONTH PERIOD ENDED 31 MARCH 2021 (CONTINUED)**

**10. TRADE AND OTHER PAYABLES**

	<b>Unaudited</b>	<b>Audited</b>
	<b>31.3.2021</b>	<b>31.12.2020</b>
	<b>KHR'000</b>	<b>KHR'000</b>
<b>Non-current:</b>		
Refundable water deposits	66,231,895	65,195,836
<b>Current:</b>		
<b>Trade payable</b>		
Third parties	96,006,089	78,123,933
<b>Other payable</b>		
Accrued staff incentive	10,193,514	8,743,427
Amount due to Phnom Penh Municipality	40,939,693	38,524,322
Performance guarantee	67,313	67,313
Dividend payable	39,790,219	17,003,254
Other tax payable	321,898	584,751
Accruals	6,034,200	7,191,258
Other payables	6,458,515	6,361,547
	<u>103,805,352</u>	<u>78,475,872</u>
Total trade and other payables (current)	<u>199,811,441</u>	<u>156,599,805</u>
Total trade and other payables (non-current and current)	<u>266,043,336</u>	<u>221,795,641</u>

**11. SALE**

	<b>Unaudited</b>	
	<b>Quarter and three-months period ended</b>	
	<b>31.3.2021</b>	<b>31.3.2020</b>
	<b>KHR'000</b>	<b>KHR'000</b>
Water sales:		
- households	27,924,616	26,877,006
- commercial	33,445,347	32,108,709
- public administration institution	4,103,476	2,848,609
- autonomous state authorities	120,851	144,258
- wholesalers	2,256,204	1,951,470
Rounding difference on water sales revenue	16,201	15,665
Less: Invoice cancellations	(1,754,079)	(468,830)
	<u>66,112,616</u>	<u>63,476,887</u>
Water connection revenue	1,496,071	2,591,896
Water meter replacement charges	1,099,091	763,556
Spare parts and meter sales	21,285	55,499
	<u>68,729,063</u>	<u>66,887,838</u>

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**NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION  
FOR THE QUARTER AND THREE-MONTH PERIOD ENDED 31 MARCH 2021 (CONTINUED)**

**12. FINANCE INCOME**

	Unaudited	
	Quarter and three-months period ended	
	31.3.2021	31.3.2020
	KHR'000	KHR'000
Interest income on bank deposits	463,489	232,107
Unrealised foreign exchange gain on borrowings	7,669,253	2,279,341
	8,132,742	2,511,448

**13. FINANCE COSTS**

	Unaudited	
	Quarter and three-months period ended	
	31.3.2021	31.3.2020
	KHR'000	KHR'000
Interest expense on borrowings	1,464,782	1,112,900
Unrealised foreign exchange loss on borrowings	-	467,207
Interest capitalised on qualifying assets	(1,165,925)	(764,802)
	298,857	815,305

**14. INCOME TAX**

Income tax expense is recognised at an amount determined by multiplying the profit before tax for the interim reporting period by management's best estimate of the weighted-average annual income tax rate expected for the full financial year, adjusted for the tax effect of certain items recognised in full in the interim period. As such, the effective tax rate for the annual financial statements may differ from management's estimate of the effective tax rate for the annual financial statements.

PPWSA's effective tax rate for the quarter and three-month period ended 31 March 2021 was 27% (quarter and three-month period ended 31 March 2020: 20%). The change in effective tax rate was mainly contributed by the recognition of deferred tax liabilities in the quarter and three-month period ended 31 March 2021.

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**NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION  
FOR THE QUARTER AND THREE-MONTH PERIOD ENDED 31 MARCH 2021 (CONTINUED)**

**15. DIVIDEND**

	Unaudited	
	Quarter and three-months period ended	
	31.3.2021	31.3.2020
	KHR'000	KHR'000
<b>Recognised during the financial period</b>		
Dividend for the financial period ended 31 March 2021 of KHR262 per ordinary share	22,786,965	-

**16. RELATED PARTY TRANSACTIONS**

PPWSA has the following significant transactions with related parties:

(a) Government-related entities

Government-linked corporations are related to PPWSA by virtue of the substantial shareholdings of Ministry of Economy and Finance ("MoEF"). Entities directly controlled by the Government are collectively referred to as government-related entities to PPWSA.

The Government and bodies controlled or jointly controlled by the Government of Cambodia are related parties to PPWSA. PPWSA enter into transactions with many of these bodies, which include but are not limited to purchasing of goods, including use of public utilities and amenities, and the placing of bank deposits.

All the transactions entered into by PPWSA with the government-related entities are conducted in the ordinary course of PPWSA's businesses on negotiated terms or terms comparable to those with other entities that are not government-related, except otherwise disclosed elsewhere in the condensed interim financial information.

PPWSA is principally involved in the process and distribution of water as part of its ordinary operations. These services are carried out generally on commercial terms that are consistently applied to all customers. These transactions have been established on terms and conditions that are not materially different from those obtainable in transactions with unrelated parties.

Apart from the individually significant transactions and balances as disclosed elsewhere in the condensed interim financial information, PPWSA have collectively, but not individually significant transactions with related parties.



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**NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION  
FOR THE QUARTER AND THREE-MONTH PERIOD ENDED 31 MARCH 2021 (CONTINUED)**

**16. RELATED PARTY TRANSACTIONS (CONTINUED)**

- (b) Key management personnel compensation

Total key management personnel compensation is analysed as below:

	Unaudited	
	Quarter and three-months period ended	
	31.3.2021	31.3.2020
	KHR'000	KHR'000
Salaries and other expenses	566,420	601,227

**17. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES**

The financial risk management objective of PPWSA is to optimise value creation for its shareholders whilst minimising the potential adverse impact arising from volatility of the financial markets.

The Board of Directors are responsible for setting the objectives and underlying principles of financial risk management of PPWSA. The management then establishes the detailed policies such as authority levels, oversight responsibilities, risk identification and measurement and exposure limits in accordance with the objectives and underlying principles approved by the Board of Directors.

- (a) Credit risk

Credit risk is the risk of financial loss to PPWSA if a counter party to financial instrument fails to perform as contracted. PPWSA is mainly exposed to credit risk from credit sales. It is PPWSA policy to monitor for financial standing of these counter parties on an ongoing basis to ensure that PPWSA is exposed to minimal credit risk.

PPWSA's primary exposure to credit risk arises through its trade receivables from its customers. The credit period is one months and PPWSA seeks to maintain strict control over its outstanding receivables to minimise the credit risk. Overdue balances are reviewed regularly by management.

- (b) Liquidity and cash flow risk

Liquidity and cash flow risk arises from PPWSA's management of working capital. It is the risk that PPWSA will encounter difficulty in meeting its financial obligations when due.

PPWSA actively manages its debt maturity profile, operating cash flows and the availability of funding so as to ensure that all operating, investing and financing needs are met. In liquidity risk management strategy, PPWSA maintains a level of cash and cash equivalents deemed adequate to finance PPWSA's activities.

**PHNOM PENH WATER SUPPLY AUTHORITY**  
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**NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION  
FOR THE QUARTER AND THREE-MONTH PERIOD ENDED 31 MARCH 2021 (CONTINUED)**

**17. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (CONTINUED)**

(c) Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of the financial instruments of PPWSA would fluctuate because of changes in market interest rates.

The exposure of PPWSA to interest rate risks arises primarily from borrowings. PPWSA manages its interest rate exposure by closely monitoring the debt market and where necessary, maintaining a prudent mix of fixed and floating rate borrowings. PPWSA does not use derivative financial instruments to hedge any debt obligations.

**18. CAPITAL COMMITMENTS**

At the end of the current financial quarter, PPWSA has commitment on capital expenditure in respect of:

	Unaudited	
	Quarter and three-months period ended	
	31.3.2021	31.3.2020
	KHR'000	KHR'000
Construction of water treatment plant	528,515,547	452,261,269
Consultation services	142,144	688,919
Purchase of iron pipes, fitting and accessories	141,068,268	1,056
	669,725,959	452,951,244

**19. SEGMENTAL REPORTING**

Segmental reporting is not presented as PPWSA is principally engaged in the processing and distribution water for general used by the public in the city of Phnom Penh and the provision of other related services, which are substantially within a single business segment and this is consistent with the current practice of its internal reporting. PPWSA operates in Cambodia.

**20. AUTHORISATION OF FINANCIAL STATEMENTS**

The condensed interim financial information of PPWSA for the financial period ended 31 March 2021 were authorised for issue by the Board of Directors on 14 June 2021.

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Register No. 0839 Et/2012

**REPORT ON THE REVIEW OF CONDENSED INTERIM FINANCIAL INFORMATION  
TO THE MEMBERS OF PHNOM PENH WATER SUPPLY AUTHORITY**  
(Incorporated in Cambodia)

### Introduction

We have reviewed the accompanying condensed interim statement of financial position of Phnom Penh Water Supply Authority ("PPWSA") as at 31 March 2021 and the related condensed interim statement of profit or loss and other comprehensive income, condensed interim statement of changes in equity and condensed interim statement of cash flows for the three-month period then ended, and notes to the condensed interim financial information (collectively referred to as "condensed interim financial information of PPWSA"). The directors of PPWSA are responsible for the preparation and fair presentation of the condensed interim financial information of PPWSA in accordance with the Cambodian International Accounting Standard ("CIAS") 34 *Interim Financial Reporting*. Our responsibility is to express a conclusion on the condensed interim financial information of PPWSA based on our review.

### Scope of review

We conducted our review in accordance with International Standard on Review Engagements 2410 *Review of Interim Financial Information Performed by the Independent Auditor of the Entity* ("ISRE 2410"). A review of condensed interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical procedures and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Cambodian International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an opinion.

Register No. 0839 Et/2012

**REPORT ON THE REVIEW OF CONDENSED INTERIM FINANCIAL INFORMATION  
TO THE MEMBERS OF PHNOM PENH WATER SUPPLY AUTHORITY (CONTINUED)**  
(Incorporated in Cambodia)

**Conclusion**

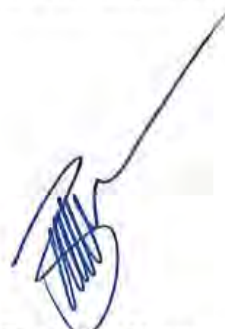
Based on our review, nothing has come to our attention that causes us to believe that the accompanying condensed interim financial information of PPWSA are not presented fairly, in all material respects, in accordance with Cambodian International Accounting Standard 34 *Interim Financial Reporting*.

**Other Matter**

The financial statements of PPWSA for the financial year ended 31 December 2020 and the condensed interim financial information of PPWSA for the quarter and three-month period ended 31 March 2020 were audited and reviewed by another firm of certified public accountants whose report dated 24 March 2021 and 28 July 2020 expressed an unmodified opinion and unmodified conclusion, on those financial statements and condensed interim financial information respectively.



**Baker Tilly (Cambodia) Co., Ltd.**  
Certified Public Accountants



**Tan Khee Meng**  
Certified Public Accountant

Phnom Penh, Kingdom of Cambodia

Date: 14 June 2021

## PART4.- Management’s Discussion and Analysis

### A. Overview of operations

#### 1- Renueue analysis

PPWSA generates revenues from three main sources – water sales, construction service fees and other incomes.

- **Water sales revenue** is sourced from water consumption – domestic/households, commercial and industrial, administrative, rented rooms, and wholesalers. This revenue is reported net of discounts, allowances and credits and is recognized based on the volume of water supplied to the customers. Water bills are issued every two months.
- **Construction service revenue** is sourced from the fees of construction services related to the expansion of distribution network PPWSA constructs for a construction company.
- **Other revenues/incomes** are sourced from water meter maintenance charge, sales of water connection materials, penalty charges for unauthorized water use, and others.
  - **Water meter maintenance revenue** is generated from the monthly meter maintenance charge on a basis of KHR50 per 1mm of water meter diameter. This revenue is used to cover the cost of future replacement of water meters for the customers.
  - **Plumbing material sales revenue** is generated from the sale of water maters, pipes and fittings.
  - **Penalty fees** is a revenue generated from penalties for customers’ late payments penalties and illegal connections.
  - - **Other revenues** are generated from contributions by commercial and industrial customers for installing special network connections into their properties and fees earned for collection of sewerage maintenance charges on behalf of Phnom Penh Municipality.

➤ The period ended 31 March 2021 compared to the period ended 31 March 2020

	First Quater 2021 (KHR'000)	First Quater 2020 (KHR'000)	Changes (KHR'000/Percent)	
Total revenues	84,304,726	75,817,316	8,487,410	11.19%

Total revenue increased by KHR 8,487,410.000 or 11.19%, from KHR 75,817,316,000 for the period ended 2020 to KHR 84,304,726,000 for the period ended 2021. This increase due to an increase in the revenue of the water sale by KHR 1,841,225,000 or 2.75% and an increase in construction services by KHR 5,289,820,000 or 15.17%.

#### 2- Renueue analysis by segment

The analyses of PPWSA’s renueues by segment are shown as below

	First Quater 2021 (KHR'000)		First Quater 2020 (KHR'000)	
ចំណូលថ្លៃលក់ទឹក	68,729,063	81.52%	66,887,838	88.22%
ចំណូលពីសេវាកម្មសាងសង់	6,968,342	8.27%	1,678,422	2.21%
ចំណូលពីការប្តូររូបិយប័ណ្ណ-សុទ្ធ	543,626	0.64%	-	-
ចំណូលផ្សេងៗ	8,063,695	9.56%	7,251,056	9.56%

## A. Overview of operations (con't)

### 2- Revenue analysis by segment (con't)

The following are the only analyses of significant revenue streams by segment:

➤ The period ended 31 March 2021 compared to the period ended 31 March 2020

	First Quarter 2021		First Quarter 2020		Changes		
	Volume	Amount	Volume	Amount	Volume	Amount	Amount
	(M <sup>3</sup> )	(KHR'000)	(M <sup>3</sup> )	(KHR'000)	(M <sup>3</sup> )	(KHR'000)	(%)
Water Sales-Household	27,301,920	27,924,616	26,199,661	26,408,176	1,102,259	1,516,440	5.74%
Water Sales-Commercial	19,362,539	33,445,347	20,529,854	32,124,374	(1,167,314)	1,320,973	4.11%
Water Sale-Administrative Institution	1,941,390	4,103,476	1,139,444	2,848,609	501,946	1,254,867	44.05%

#### - Revenue from household sales

Revenue increased by KHR 26,408,176,000 or 5.74%, from KHR 26,408,176,000 for the period ended 2020 to KHR 27,924,616,000 for the period ended 2021 due to and increase in number of customers by 11,370 connections, from 325,111 to 336,481 connections.

#### - Revenue from commercial and industrial sales

Revenue increased by KHR 1,320,973,000 or 4.11%, from KHR 32,124,374,000 for the period ended 2020 to KHR 33,445,347,000 for the period ended 2021 due to and increase in number of customers by 4,897 connections, from 64,039 to 68,936 connections.

#### - Revenue from government institution sales

Revenue increased by KHR 1,254,867,000 or 44.05%, from KHR 2,848,609,000 for the period ended 2020 to KHR 4,103,476,000 for the period ended 2021 due to and increase in number of customers by 51 connections, from 723 to 774 connections.

## A. Overview of operations (con't)

### 3- Gross profit margin analysis

PPWSA prepared and presented its income statements by nature, without showing gross profit. However, this presentation enables discussions and analyzes on the operating profit which is calculated by subtracting operating expenses from total income.

Details of the operating expenses will be discussed in Item "A.4" below.

### 4- Profit before tax

Profit before tax is derived from the subtraction of operating expenses from the gross revenues and net finance income (expenses). In discussing and analyzing the operating expenses, we considered the total expenses as follows.

➤ The period ended 31 March 2021 compared to the period ended 31 March 2020

	First Quarter 2021 (KHR'000)	First Quarter 2020 (KHR'000)	Changes (KHR'000/Percent)	
Total revenues	84,304,726	75,817,316	8,487,410	11.19%
Depreciation and amortisation charges	(12,620,985)	(12,650,174)	29,189	(0.23%)
Electricity costs	(8,946,794)	9,738,572)	791,778	(8.13%)
Employee benefits expense	(14,685,992)	(13,417,477)	(1,268,515)	9.45%
Raw materials for water treatment	(2,912,588)	(2,287,008)	(625,580)	27.35%
Construction service expenses	(6,507,350)	(1,568,993)	(4,938,357)	314.75%
Finance income	8,132,742	2,511,448	5,621,294	223.83%
Finance costs	(298,857)	(815,305)	516,448	63.34%
Profit before tax	42,416,039	33,156,913	9,259,126	27.93%

PPWSA earned profit before tax of KHR 42,416,039,000 for the period ended 2021 and KHR 33,156,913,000 for the period ended 2020, representing an increase of KHR 9,259,126,000 or 27.93%. The increase in profit before tax was primarily due to the increase in total revenues by KHR 8,487,410,000 or 11.19% and an increase in finance cost-net by KHR 6,137,742,000 or 361.86%, despite the reduction in total expenses, there was increase by KHR 5,366,026,000 or 12.10%.

## A. Overview of operations (con't)

### 5- Profit for the financial year

Under the Law on Commercial Enterprises, in the context of duties and taxes, PPWSA had to pay annual taxes at the rate of 20%. This 20% tax is calculated by applying the 20% tax rate on the taxable profit.

➤ The period ended 31 March 2021 compared to the period ended 31 March 2020

	First Quarter 2021 (KHR'000)	First Quarter 2020 (KHR'000)	Changes (KHR'000/Percent)	
Profit before tax (a)	42,416,039	33,156,913	9,259,126	27.93%
Tax expense (b)	(11,644,430)	(6,552,969)	(5,091,461)	(77.70%)
Profit for the financial year	30,771,609	26,603,944	4,167,665	15.67%
Total comprehensive income for the financial year	30,771,609	26,603,944	4,167,665	15.67%
Effective tax reate (b)/(a)	27.45%	19.76%		

PPWSA earned profit for the financial period of KHR 30,771,609,000 in first quarter of 2021 and KHR 26,603,944,000 in first quarter of 2020, representing an increase of KHR 4,167,665,000 or 15.67%. The increase in profit for the financial year was due to the increase in profit before tax by KHR 9,259,126,000 or 27.93%.

### 6- Analysis of factors and trends analysis affecting financial conditions and results

All the past profits as well as its year-on-year growth were generated due to the following contributory factors:

- **NRW rate:** PPWSA utilized an effective mechanism to reduce NRW to 11.51% in this quarter. It is a critical factor enabling PPWSA to ensure its financial viability and sustainable enterprise development.
- **Increase in customer base:** To generate revenues from water sales, PPWSA increased its customer base, expanding its service coverage to unserved areas by filling up its coverage with distribution network in Phnom Penh and its surroundings areas, in particular, the economically potential ones.
- **Increase in average water tariff:** Finding new commercial and industrial customers increased PPWSA's average water tariff because the tariff for this customer category is higher than that of other customer categories.
- **Operating expenses management:** PPWSA managed these expenses, especially the electricity consumption cost which is huge and significant in the water treatment process, through the introduction of new technologies such as variable speed distribution pumps. In 2012, PPWSA started using low-cost raw materials for water treatment efficiency – Poly Aluminium Chloride (PAC) instead of alum.
- **Strict practices in procurement process:** The Authority has strictly adhered to applicable laws, regulation and other guidelines in relation to the procurement process for purchases of pipelines, material and raw materials. This process is



transparency and encourages market price competition, which allows the Authority to make low cost purchases, without neglecting quality.

- **Collection ratio:** This rate not only gave PPWSA high liquidity but also adequate capability to use the working capital effectively.
- **Cash management:** With the above high collection ratio, PPWSA was capable enough to manage its cash efficiently. With this, PPWSA reserved cash as working capital for 2-3 months, and invested available cash in short-term fixed deposits at commercial banks with high interest rates. PPWSA also scrutinize risks and benefits associated with the high interest rates.
- **Selection of low-rate financiers:** Due to the increasing water demand, PPWSA is in need of finance for its investment projects, such as construction of WTPs, and laying of transmission and distribution pipes. PPWSA has sought international development partners such as AFD to get the low interest rate financing.
- **Economic situation:** Changes in economic circumstances impacted on the average monthly water consumption per connection, which led to fluctuations in the average water tariff.

## B. Significant Factors Affecting Profit

### 1- Demand and supply conditions analysis

According to a study on water demand against the population growth in Phnom Penh due to the expansion of its surrounding areas, PPWSA will construct additional water treatment plants in 2 phases at Bakheng. The investment project for Bakheng WTP Phase 1, with a production capacity of 195,000m<sup>3</sup>/day, is scheduled to be put into operation in 2022. Bakheng WTP Phase 2 will be constructed soon after 2021, with additional production capacity of 195,000m<sup>3</sup>/day to meet the clean water demand from 2025 onwards.

### 2- Variations in prices of raw materials analysis

Variation in prices of raw materials for water treatment might slightly affect the production cost because the portion of this cost is not higher than 10% of the operating expenses. However, PPWSA adhered very strictly to the procurement procedures to ensure the conformity of raw material prices to market prices, and this procedure allows PPWSA to obtain low competitive prices.

### 3- Tax analysis

Under the Law on Commercial Enterprises, in the context of duties and taxes, PPWSA is obliged to pay duties and taxes as stipulated in the existing laws and regulations. PPWSA is required to pay taxes under the real regime tax system and is a large taxpayer determined by General Department of Taxation.

#### 4- Exceptional and extraordinary items analysis

At the end of the period ended 31 December 2020, the management learned that PPWSA did not have any exceptional and extraordinary items.

#### C- Material changes in sales and revenues

PPWSA's main revenues are the sales of safe water which is a basic need of Phnom Penh residents. The water sales represented more than 80% of gross revenue in 2020. PPWSA is also the monopoly water supplier in Phnom Penh and its outskirts. Revenues may grow, subject to the demography including the enlargement of Phnom Penh capital and the migration of provincial residents to Phnom Penh.

#### D- Impact of foreign exchange, interest rates and commodity prices

##### D.1- Impact of exchange rate

The Authority maintains its accounting records in functional currency – “Cambodian Riel (KHR)”. All transactions carried out in foreign currencies must be converted into Cambodian Riel based on the average exchange rate on the transaction date. Gain or loss arising from the translation and the settlement of assets and liabilities denominated in foreign currencies into Riel is recognized in the comprehensive income statement.

##### D.2- Impact of interest rates

###### D.2.1- Impact of interest rate on interest income

Due to the absence of currency market in Cambodia, PPWSA could afford only short-term investments in one-year fixed deposits at local commercial banks.

###### D.2.2- Impact of interest rate on interest expense

PPWSA has had two financing sources with floating and fixed interest rates. The fixed-rate financing was received via MEF from ADB at the interest rate of 1.65% per annum, and from JICA at the interest rate of 0.66% per annum. The floating-rate loan is received directly from AFD at the interest rate of 6-month EURIBOR - 1.35%. The interest rate must range from 0.25% to 5.21% per annum.

###### D.2.3- Impact of raw materials prices

Through PPWSA's procurement procedure in compliance with the existing laws and regulations, as well as other guidelines, the Authority has to sign contracts with material and raw material suppliers at a competitive price or negotiable price. Despite of fluctuation, raw material for clean water treatment accounts for relatively small portion of operating expense in each year. Management believes fluctuation of this amount does not seriously affect the financial situation of the Authority .

## E- Impact of inflation

PPWSA's water tariff remained unchanged from 2001 to 2019. To adjust to the variations in inflation, PPWSA has been implementing the revised tariff since 1 January 2020, and maintained better financial stability.

## F- Economic / Fiscal / Monetary Policies of the Royal Government

PPWSA's business was influenced by a number of the government policies such as:

- **Water tariff:** As clean water is the vital need for the population in Phnom Penh, its tariff is set by the government.
- **Service coverage expansion:** Further expansion of the water service coverage is restricted due to PPWSA's mission that allows water production and distribution to the public in Phnom Penh only. This restriction is stipulated in Sub-decree No. 52 ANKR.BK, dated 19 December 1996, on the Establishment of PPWSA.
- **Enlargement of Phnom Penh area:** The Royal Government had a policy to enlarge Phnom Penh area by integrating 20 additional communes into Phnom Penh, that expanded PPWSA service coverage.
- **Immovable property tax policy:** Ministry of Economy and Finance (MEF) has put into force PRAKAS No. 493 សហវិ.ប្រកាស, dated 19 July 2010, on Immovable Property Tax Collection. PPWSA's immovable properties are used to process the water treatment facilities, and tax-exempt according to MEF's Notification No. 006 សហវិ.អ ពជី, dated 18 May 2011.

## PART 5.- Other Necessary Information for Investor Protection

In the first quarter of 2021, PPWSA did not have any other necessary information to be disclosed.

# SIGNATURE OF DIRECTORES OF PHNOM PENH WATER SUPPLY AUTHORITY

Phnom Penh, 14 June 2021

Read and Approved

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Signature

**Oum Sotha**

Chairman of the Board

Phnom Penh, 14 June 2021

Read and Approved

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Signature

**Sim Sitha**

Director



**PHNOM PENH WATER SUPPLY AUTHORITY (PPWSA)**



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