TALLINK GRUPP IS THE LEADING SHORT CRUISE AND FERRY OPERATOR



GROUP OF STRONG BRANDS

OVERNIGHT CRUISE & PASSENGER TRANSPORTATION

ONBOARD TAX-FREE **SHOPPING & CATERING**

LEISURE & CITY BREAK

4 HOTELS

CARGO **TRANSPORTATION**



◆ CLUB ONE

WE OPERATE 7 ROUTES

10.2 m

THE PASSENGER MARKET SHARE OF TALLINK GRUPP IS 48%

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AS TALLINK GRUPP | Sadama 5 | Reg. Nr.:10238429

RUS LIT Other 2%

PASSENGERS

2019

Swedish 11%

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5.5 m

FINLAND

1.9 m

STRATEGIC PLAN

Tallink's vision is to be the market pioneer in Europe by offering excellence in leisure and business travel and sea transportation services

Long term objectives toward increasing the company value and profitability:

- Strive for the highest level of customer satisfaction
- Increase volumes and strengthen the leading position on our home markets
- Develop a wide range of quality services directed to different customers and pursue new growth opportunities
- Ensure cost efficient operations
- Manage the optimal debt level that will allow sustainable dividends

Current focus is on core operations to realize past investments. Along with the optimal fleet deployment the emphasis is on the profitability improvement and deleveraging.

Current strategic cornerstones and competitive advantages:

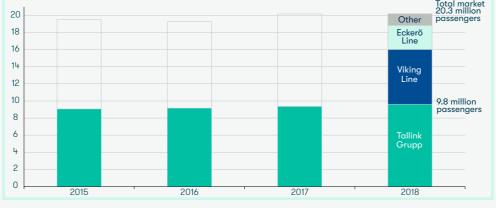
MOST MODERN FLEET

WIDE ROUTE **NETWORK**

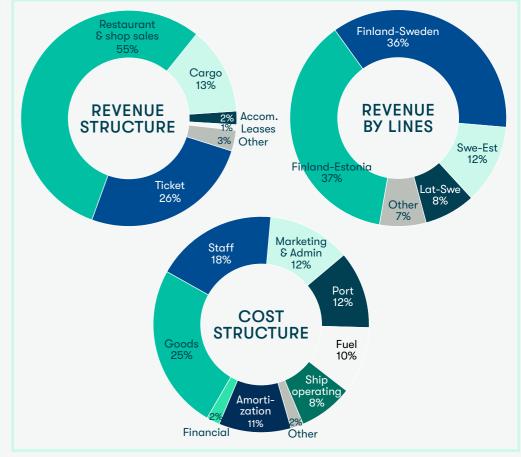
STRONG MARKET SHARE & BRAND AWARENESS

HIGH SAFETY LEVEL & **ENVIRONMENTAL STANDARDS**

IN THE NORTHERN BALTIC SEA



2019 (Unaudited)



KEY INFORMATION 2019 (Unqudited)

Passengers transported 9 763 210 P/E 13 Sales 949 mil EUR ROA 4.8% 171 mil EUR ROE **EBITDA** 6.0% **Net Profit** 50 mil EUR **Equity Ratio** 54% Average number of employees 7 270 **EBITDA Margin** 18% 0.074 EUR Book value per share 1.228 EUR

HISTORY

														2009					
Finnish Steamship Co founded	Service between Turku & Stockholm	Service between Helsinki & Stockholm	Silja Line established	Tallinn-Helsinki route	Tallink founded	One vessel. 166 th passengers	Management buyout	Tallinn-Stockholm route	First newbuilt cruise ferry	Private placement	Hotel operation starts	IPO	Rights Issue. Tallink and Silja Line merged	Over 1.3 billion euros invested during the fleet investment program. 8M passengers reached	9M passengers 1.3M Club One members	2.0M Club One members	New generation LNG Shuttle ferry	Secondary listing on Nasdaq Helsinki	Second LNG Shuttle ferry building contract signed

OUR FLEET CONSISTS OF 14 ICE CLASS SHIPS AND HAS A VALUE OF EUR 1.2 BILLION







Baltic Queen

Built: 2009





nath: 203n

assengers: 2852



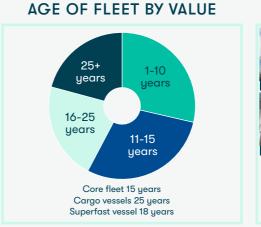
Built: 1972

ength: 155.0m

assengers: 260







WE OPERATE 4 HOTELS (1054 ROOMS)



CORPORATE FACTSHEET





OUR POSITION IN THE WORLD

Rar	nk Company	Gross tons					
1	Stena Line	935 898					
2	Grimaldi Lines	732 232					
3	Moby Lines	550 580					
4	Tallink	525 724					
5	Grand Navi Veloci	425 220					
FERRY OPERATOR BY BEDS							
Rar	nk Company	Beds					
1	Tallink	24 328					
2	Moby Lines	19 066					
3	Stena Line	17 225					
4	Grand Navi Veloci	16 629					
5	Grimaldi Lines	16 133					
FERRY OPERATOR BY REVENUES							
(EU	R million, 2018)						
Rar	nk Company	Revenue					
1	DFDS Group	2 109					
2	Stena Line	1 345					
3	Tallink	950					
4	Finnlines	589					
5	Viking Line	498					

THE WORLD'S TOP DUTY FREE & TRAVEL RETAIL SHOPS

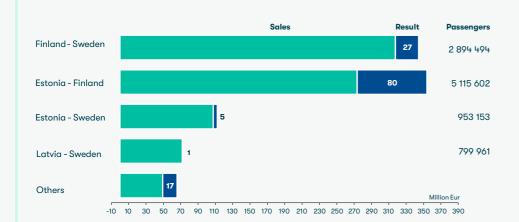
	Rank Loca	ing by actual and estimated retail sales in 2017 tion	Country	Channel						
	Sales	s > US\$ 1,700 million								
	1	SEOUL - Incheon Int'l Airport	South Korea	Airport Shops						
	2	DUBAI - Dubai International Airport	UAE	Airport Shops						
	3	SINGAPORE - Changi Airport	Singapore	Airport Shops						
	Sales > US\$ 1,000 million									
	4	LONDON - Heathrow Airport	UK	Airport Shops						
	5	BANGKOK - Suvarnabhumi Airport	Thailand	Airport Shops						
	6	SHANGHAI - Pudong Airport	China	Airport Shops						
	Sales	Sales > US\$ 900 million								
	7	HONG KONG - International Airport	Hong Kong	Airport Shops						
	Sales	Sales > US\$ 800 million								
	8	BEIJING - Capital Airport	China	Airport Shops						
	9	PARIS - Charles de Gaulle Airport	France	Airport Shops						
	Sales	Sales > US\$ 700 million								
	10	TOKYO - Narita Airport	Japan	Airport Shops						
	Sales > US\$ 600 million									
	11	FRANKFURT - Frankfurt-Main Airport	Germany	Airport Shops						
	12	TALLINK - All Routes	Estonia	Ferries						
	13	TAIPEI - Taoyuan International Airport	Taiwan	Airport Shops						
	Sales	Sales > US\$ 500 million								
	14	ISTANBUL - Atatürk Airport	Turkey	Airport Shops						
	15	AMSTERDAM - Schiphol Airport	Netherlands	Airport Shops						

SHARE PRICE DEVELOPMENT



TALLINK HAS BEEN A LEADING STOCK ON THE BALTIC MARKET IN LIQUIDITY, MARKET CAPITALIZATION AND HAS A RETAIL SHAREHOLDER BASE AROUND 11 000 SHAREHOLDERS

SEGMENT RESULT BY ROUTES 2019 (Unaudited)



THE SEGMENT RESULT IS THE RESULT BEFORE ADMINISTRATIVE EXPENSES, FINANCIAL EXPENSES AND TAXES

PASSENGER REVENUE

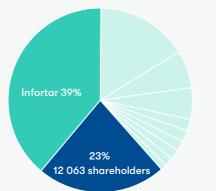
Source: ShipPax MARKET:18;



Source: Generation Research 2018

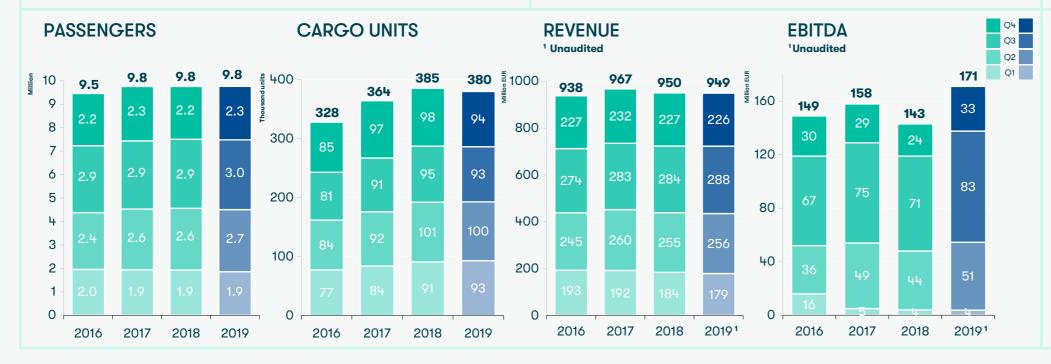
QUARTERLY PASSENGER SPENDING, HIGHS AND LOWS

OWNERSHIP & MANAGEMENT



Infortar AS 39%
Baltic Cruises Holding L.P. 16%
ING Luxembourg S.A. AIF Account 7%
Baltic Cruises Investment L.P. 6%
Citigroup Venture Capital International G.P. 2%
Nordea Bank Abp / Finnish Clients 2%
State Street Bank and Trust Omnibus Fund OM01 2%
Nordea Bank Abp/Non Treaty Clients 2%
Clearstream Banking Luxembourg S.A. Clients 2%
Nordea Bank Abp / Clients FDR 1%

Paavo Nõgene Lembit Kitter Kadri Land Harri Hanschmidt Piret Mürk-Dubout Chairman of the Management Board, CEO Member of the Management Board Member of the Management Board Member of the Management Board Member of the Management Board





TYPICAL TO THE TALLINK BUSINESS MODEL IS THAT MOST OF THE RESULT IS MADE IN THE