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

STRA TE GIC 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 profitability improvement and deleveraging.

Current strategic cornerstones and competitive advantages:

- Ensure cost efficient operations
- Strive for the highest level of customer satisfaction
- Long term objectives toward increasing the company value and profitability

WE OPERATE 7 ROUTES

WE OPERATE 4 HOTELS (1054 ROOMS)

REVENUE BY LINES

COST STRUCTURE

THE PASSENGER MARKET SHARE OF TALLINK GRUPP IS 48% IN THE NORTHERN BALTIC SEA

KEY INFORMATION 2019

Passengers transported 9,763,210 P/E 13
Sales 9,491 mil EUR ROA 4.8%
EBITDA 171 mil EUR ROE 6.0%
Net Profit 50 mil EUR Equity Ratio 54%
Average number of employees 7,270 EBITDA Margin 18%
EPS 0.074 EUR Book value per share 1,229 EUR

AGE OF FLEET BY VALUE

OVERNIGHT CRUISE & FERRY OPERATOR

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

FLEET

Length: 212m
Built: 2009
Lanemeters: 3600
Passengers: 2800

Length: 193m
Built: 2004
Lanemeters: 1130
Passengers: 2800

Length: 193m
Built: 2002
Lanemeters: 1030
Passengers: 2500

Length: 193m
Built: 2009
Lanemeters: 1100
Passengers: 2480

Length: 186 m
Built: 1990
Lanemeters: 932
Passengers: 3123

Length: 203m
Built: 2002
Lanemeters: 2087
Passengers: 2500

Length: 203.3m
Built: 2002
Lanemeters: 1900
Passengers: 2080

Paldiski-Kapellskär

Helsinki-Stockholm

Tallinn-Stockholm

Turku-Stockholm

Silja Serenade

Regal Star

Silja Symphony

Galaxy

Sea Wind

Superfast vessel 18 years

4 HOTELS

Finnish

Average number of employees

Book value per share

Euro

6% Asia

2% Other

2% Lat-Lat

8% Rus-Rus

12% Swe-Swe

10.2% Poles-Poles

6% Est-Est

13% Swe-Fin

25% Rus-Fin

18% Swe-Est

55% Fin-Fin

20% Fin-Fin

12% Swe-Est

1% Swe-Pol

11% Pol-Pol

36% Swe-Swe

20.3 million passengers

2% 11-15

4% 16-25

9.8 million passengers

1.9

9.4 million

1.3

10.2 m

1883

Finnish Steamship Co founded

1910

Service between Turku & Stockholm

1928

Service between Helsinki & Stockholm

1957

Tallink established

1965

Tallink-Helsinki

route founded

1989

Tallinn-Helsinki

route founded

1990

One vessel, 94 mil passengers

1996

Management buyout

2001

Tallinn-Stockholm

route started

First newbuilt cruise ferry

Private placement

Total operation starts

IPO

Rights issue, Tallink and Silja Line merged

Over 1.3 billion euros invested during the fleet investment program

9M passengers 1.3M Club One members

20.3

18%

8%

22%

14%

16%

12%

8%

10%

12%

10%

12%

25%
CORPORATE FACTSHEET

FINANCIALS

Revenue  | 2017 | 2018 | 2019 |
---------|------|------|------|
967      | 950  | 949  |
Cost of sales | 772  | 766  | 764  |
Marketing & GA expenses | 125  | 125  | 125  |
EBITDA   | 156  | 171  | 171  |
EBITDA margin | 16%  | 15%  | 15%  |
Net Profit | 44   | 40   | 50   |
Cash flow from operations | 136  | 171  | 175  |
Investments | 219  | 36   | 61   |
Loan repayments | -4   | 85   | 52   |
Dividends | 20   | 20   | 33   |
Cash position | 95   | 82   | 39   |
Total assets | 1,959 | 1,501 | 1,532 |
Ships | 1,219 | 1,215 | 1,174 |
Interest bearing loans | 561 | 510 | 578 |
Shareholders’ equity | 836 | 857 | 823 |

OUR POSITION IN THE WORLD

FERRY OPERATOR BY GROSS TONS

<table>
<thead>
<tr>
<th>Country</th>
<th>Shareholders’ equity</th>
<th>Invoicing</th>
<th>Revenue</th>
<th>Country Channel</th>
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</thead>
<tbody>
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THE WORLD’S TOP DUTY FREE & TRAVEL RETAIL SHOPS


SHARE PRICE DEVELOPMENT

OWNERHIP & MANAGEMENT

Infortar 39%, Baltic Cruises Holding LP. 16%, ING Luxembourg S.A. 14%, Shares 7%, Baltic Cruises Investment LP. 6%, Citigroup Venture Capital International G.P. 2%, Nordex Bank Abp / Finnish Clients 2%, State Street Bank and Trust Omnibus Fund OMD1 2%, Clearstream Banking AG 1%, Nordex Bank Abp / Non Trust Clients 1%, Nordex Bank Abp / Clients FDR 1%.


distributions to shareholders
Share price in EUR
FDR price in EUR

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

The segment result is the result before administrative expenses, financial expenses and taxes

SEGMENT RESULT BY ROUTES 2019

Finnland - Sweden: 9.8
Estonia - Finland: 9.8
Latvia - Sweden: 9.8
Others: 9.8

PAASSNGERS

CARGO UNITS

REVENUE

EBITDA

QUARTERLY SEASONALITY

QUARTERLY PASSENGER SPENDING, HIGHS AND LOWS

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