TALLINK GRUPP IS THE LEADING SHORT CRUISE AND FERRY OPERATOR

STRATEGIC PLAN
Currently the strategic focus is on managing costs and cash flows to ensure sustainability and to bring Tallink Grupp through the global crisis.

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 strategic cornerstones and competitive advantages:

Key Information 2020

Passengers transported 3,732,102
Sales 4,433 mil EUR
EBITDA 8 mil EUR
Net Loss 108 mil EUR
Equity Ratio 4.7%
Average number of employees 6,114
EPS -0.162 EUR

WE OPERATE 4 HOTELS (1054 ROOMS)

The Passenger Market Share of Tallink Grupp is 50% in the Northern Baltic Sea

We operate in the Northern Part of the Baltic Sea

The fleet consists of 15 ice-class ships and has a value of EUR 1.1 billion

Age of Fleet by Value

WE OPERATE 4 HOTELS (1054 ROOMS)

Most Modern Fleet

We operate in the Northern Part of the Baltic Sea

Revenue Structure

Revenue by Lines

Cost Structure

Historical Information

Our Fleet consists of 15 Ice Class ships and has a value of EUR 1.1 billion

Age of Fleet by Value

We operate 4 Hotels (1054 Rooms)