

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

AS TALLINK GRUPP | Sadama 5 | Reg. Nr.:10238429 | Phone: +372 6 409 800 | Fax: +372 6 409 810 | E-mail: info@tallink.com | OCTOBER 2021 | Investor Relations | E-mail: joonas.joost@tallink.ee | Phone: +372 640 9811

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:

MOST MODERN FLEET

WIDE ROUTE NETWORK

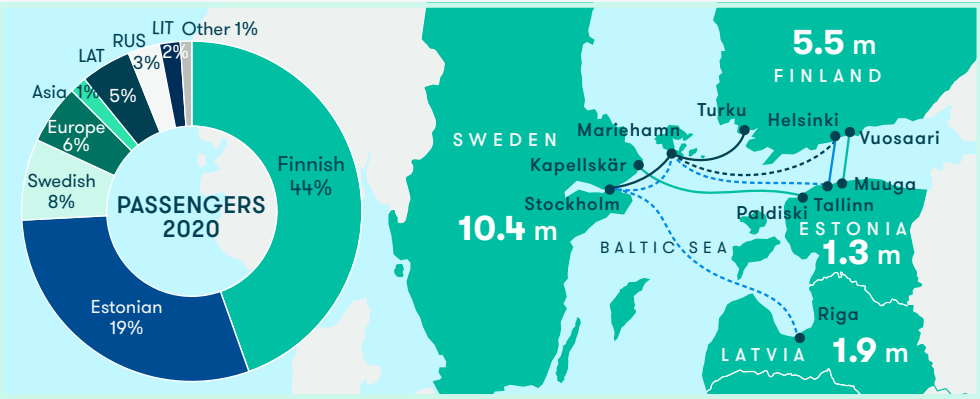
STRONG MARKET SHARE & BRAND AWARENESS

HIGH SAFETY LEVEL & ENVIRONMENTAL STANDARDS

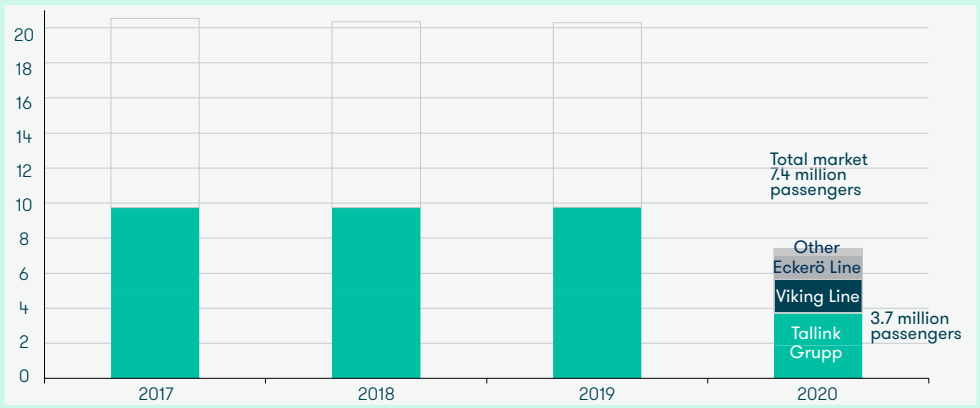
KEY INFORMATION 2020

| | | | |
|-----------------------------|-------------|----------------------|-----------|
| Passengers transported | 3 732 102 | P/E | - |
| Sales | 443 mil EUR | ROA | -6.1% |
| EBITDA | 8 mil EUR | ROE | -14.1% |
| Net Loss | 108 mil EUR | Equity Ratio | 47% |
| Average number of employees | 6 104 | EBITDA Margin | 1.8% |
| EPS | -0.162 EUR | Book value per share | 1.066 EUR |

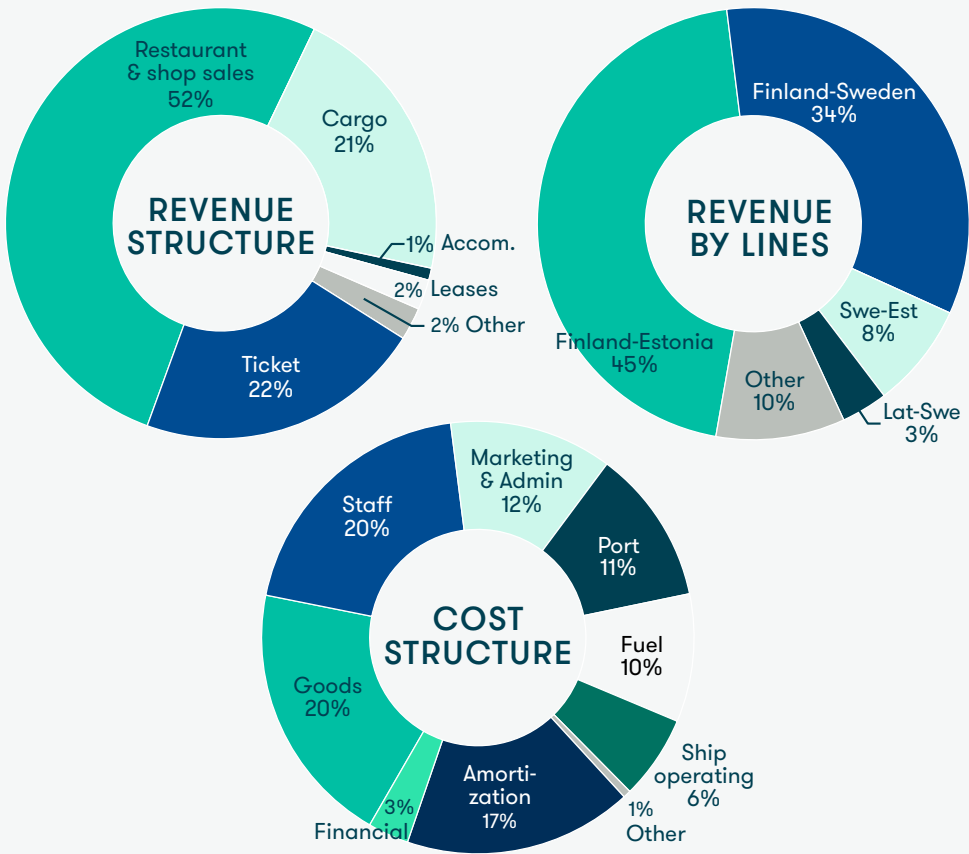
WE OPERATE IN THE NORTHERN PART OF THE BALTIC SEA



THE PASSENGER MARKET SHARE OF TALLINK GRUPP IS 50% IN THE NORTHERN BALTIC SEA



2020



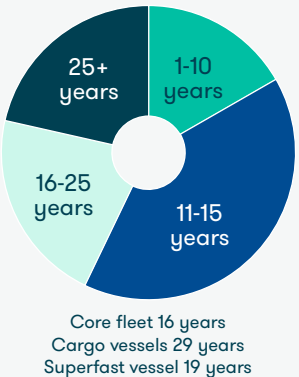
HISTORY

| 1883 | 1910 | 1928 | 1957 | 1965 | 1989 | 1990 | 1996 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2009 | 2011 | 2015 | 2017 | 2018 | 2019 |
|------------------------------|-----------------------------------|--------------------------------------|------------------------|------------------------|-----------------|-------------------------------|-------------------|-------------------------|-----------------------------|-------------------|------------------------|------|---|--|-------------------------------------|-----------------------|----------------------------------|--------------------------------------|---|
| 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 15 ICE CLASS SHIPS AND HAS A VALUE OF EUR 1.1 BILLION

| | | | | |
|--|---|---|---|---|
| Megastar Built: 2017 Length: 212 m Passengers: 2800 Lanemeters: 3600 Tallinn-Helsinki | Baltic Queen Built: 2009 Length: 212m Passengers: 2800 Lanemeters: 1130 Tallinn-Stockholm | Galaxy Built: 2006 Length: 212m Passengers: 2800 Lanemeters: 1130 Turku-Stockholm | Silja Europa Built: 1993 Length: 202m Passengers: 3123 Lanemeters: 932 Tallinn-Helsinki | Isabelle Built: 1989 Length: 171m Passengers: 2480 Lanemeters: 850 Riga-Stockholm |
| Star Built: 2007 Length: 186 m Passengers: 2080 Lanemeters: 2000 Tallinn-Helsinki | Victoria I Built: 2004 Length: 193m Passengers: 2500 Lanemeters: 1030 Tallinn-Stockholm | Silja Symphony Built: 1991 Length: 203m Passengers: 2852 Lanemeters: 950 Helsinki-Stockholm | Regal Star Built: 1999 Length: 157m Passengers: 80 Lanemeters: 2087 Paldiski-Kapellskär | Atlantic Vision Built: 2002 Length: 203.3m Passengers: 728 Lanemeters: 1900 Chartered out |
| Baltic Princess Built: 2008 Length: 212m Passengers: 2800 Lanemeters: 1130 Turku-Stockholm | Romantika Built: 2002 Length: 193m Passengers: 2500 Lanemeters: 1030 Riga-Stockholm | Silja Serenade Built: 1990 Length: 203m Passengers: 2852 Lanemeters: 950 Helsinki-Stockholm | Sea Wind Built: 1972 Length: 155.0m Passengers: 260 Lanemeters: 1100 Muuga-Vuosaari | Sailor Built: 1987 Length: 157.6m Passengers: 119 Lanemeters: 1500 Paldiski-Kapellskär |

AGE OF FLEET BY VALUE



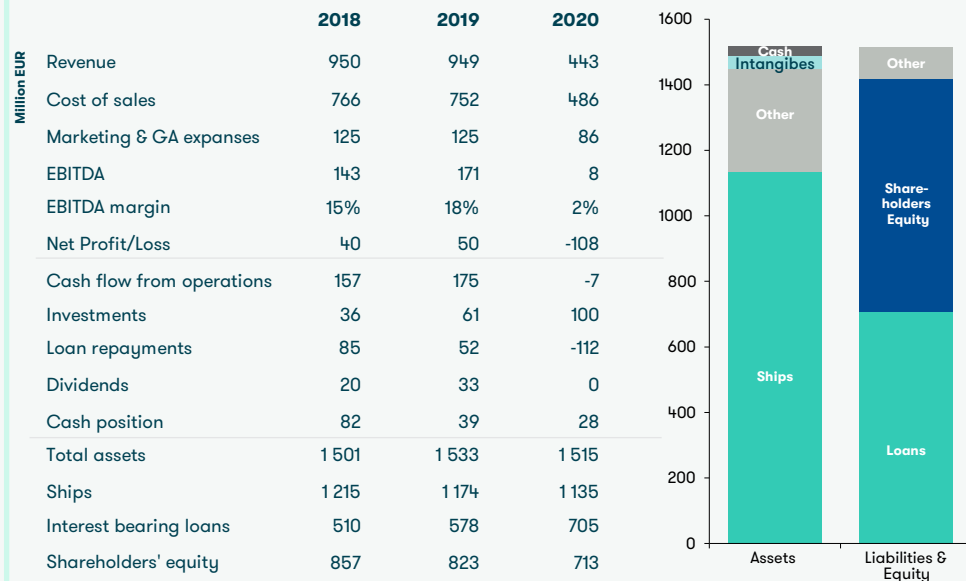
WE OPERATE 4 HOTELS (1054 ROOMS)

| | |
|--|--|
| Tallink City Rooms: 324 Conference Reopened in June Tallinn | Tallink Hotel Riga Rooms: 256 Conference GYM Closed until the end of 2021 Riga |
| Tallink Spa & Conference Rooms: 300 Aqua Spa Tallinn | Tallink Express Rooms: 166 Express Cafe Tallinn |

38% of the hotel guests arrive with Tallink ships

CORPORATE FACTSHEET

FINANCIALS



OUR POSITION IN THE WORLD

FERRY OPERATOR BY GROSS TONS

| Rank | Company | Gross tons |
|------|-------------------|------------|
| 1 | Stena Line | 976 069 |
| 2 | Grimaldi Lines | 694 085 |
| 3 | Tallink | 591 603 |
| 4 | Moby Lines | 561 107 |
| 5 | Grand Navi Veloci | 506 404 |

FERRY OPERATOR BY BEDS

| Rank | Company | Beds |
|------|-------------------|--------|
| 1 | Tallink | 24 634 |
| 2 | Grand Navi Veloci | 20 112 |
| 3 | Moby Lines | 18 169 |
| 4 | Grimaldi Lines | 17 749 |
| 5 | Stena Line | 16 806 |

FERRY OPERATOR BY REVENUES

| Rank | Company | Revenue (EUR million, 2019) |
|------|-------------|-----------------------------|
| 1 | DFDS Group | 2 221 |
| 2 | Stena Line | 1 349 |
| 3 | Tallink | 949 |
| 4 | Finnlines | 575 |
| 5 | Viking Line | 496 |

Data: Ro/pax / ferries above 1,000 GT
Source: ShipPax MARKET20; Company reports

THE WORLD'S TOP DUTY FREE & TRAVEL RETAIL SHOPS

Ranking by actual and estimated retail sales in 2019

| Rank | Location | Country | Channel |
|------|--|-------------|---------------|
| 1 | SEOUL - Incheon Int'l Airport | South Korea | Airport Shops |
| 2 | SHANGHAI - Pudong Airport | China | Airport Shops |
| 3 | DUBAI - Dubai International Airport | UAE | Airport Shops |
| 4 | SINGAPORE - Changi Airport | Singapore | Airport Shops |
| 5 | BEIJING - Capital Airport | China | Airport Shops |
| 6 | LONDON - Heathrow Airport | UK | Airport Shops |
| 7 | BANGKOK - Suvarnabhumi Airport | Thailand | Airport Shops |
| 8 | TOKYO - Narita Airport | Japan | Airport Shops |
| 9 | HONG KONG - International Airport | Hong Kong | Airport Shops |
| 10 | PARIS - Charles de Gaulle Airport | France | Airport Shops |
| 11 | GUANGZHOU - Baiyun Airport | China | Airport Shops |
| 12 | TAIPEI - Taoyuan International Airport | Taiwan | Airport Shops |
| 13 | FRANKFURT - Frankfurt-Main Airport | Germany | Airport Shops |
| 14 | TALLINK - All Routes | Estonia | Ferries |
| 15 | ISTANBUL - Atatürk Airport | Turkey | Airport Shops |
| 16 | CHEJU - Int'l Airport | South Korea | Airport Shops |
| 17 | AMSTERDAM - Schiphol Airport | Netherlands | Airport Shops |
| 18 | TEL AVIV - Ben Gurion Int'l Airport | Israel | Airport Shops |
| 19 | OSAKA - Kansai International Airport | Japan | Airport Shops |
| 20 | OSLO - Gardermoen Airport | Norway | Airport Shops |

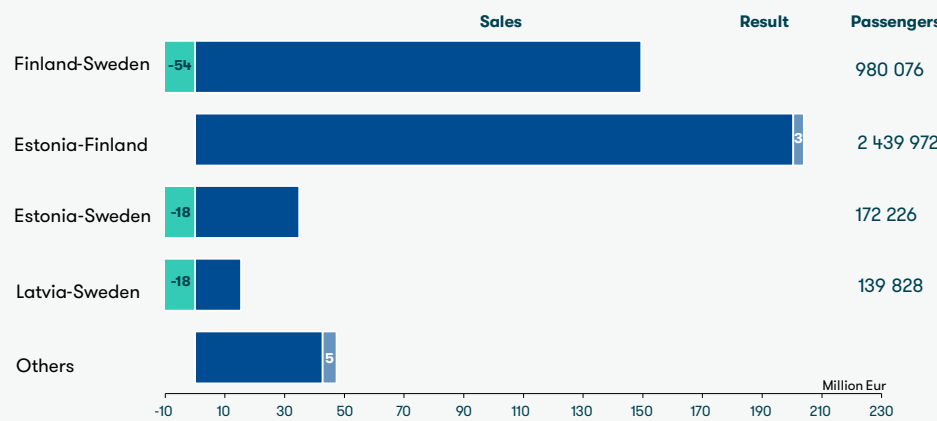
Source: Generation Research 2020

SHARE PRICE DEVELOPMENT



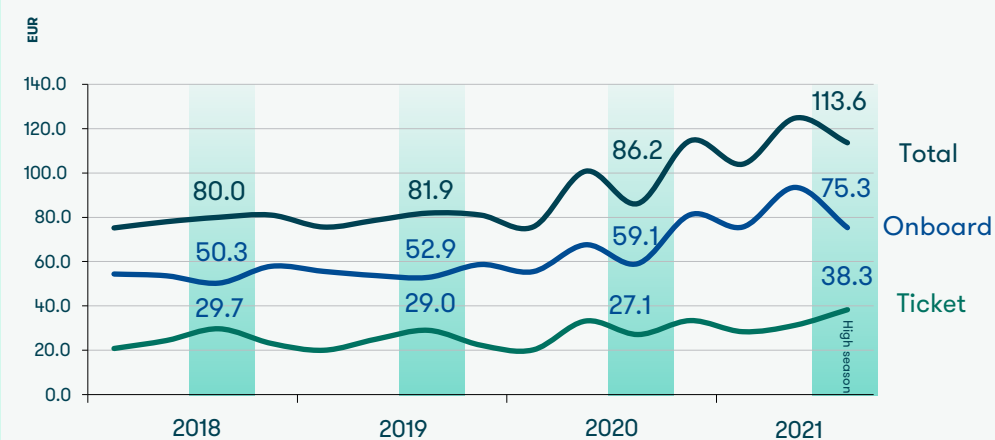
TALLINK HAS BEEN A LEADING STOCK ON THE BALTIC MARKET IN LIQUIDITY, MARKET CAPITALIZATION AND HAS 34 846 SHAREHOLDERS AND FDR-HOLDERS

SEGMENT RESULT BY ROUTES



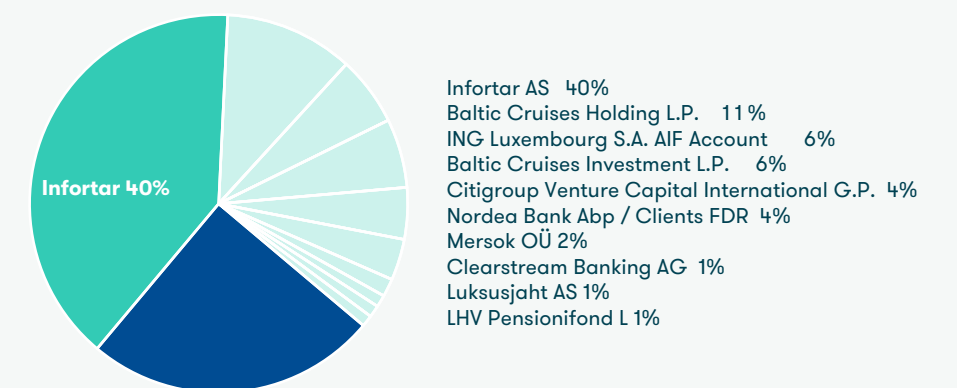
THE SEGMENT RESULT IS THE RESULT BEFORE ADMINISTRATIVE EXPENSES, FINANCIAL EXPENSES AND TAXES

PASSENGER REVENUE



QUARTERLY PASSENGER SPENDING, HIGHS AND LOWS

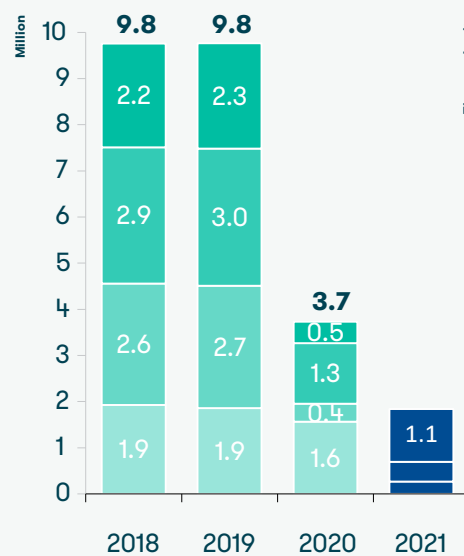
OWNERSHIP & MANAGEMENT



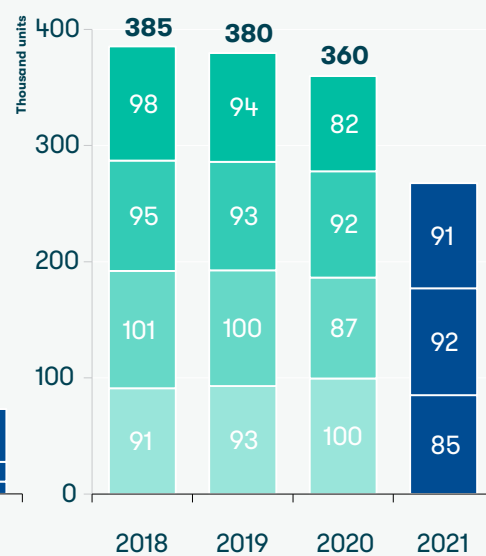
Paavo Nõgene
Lembit Kitter
Kadri Land
Harri Hanschmidt
Piret Mürk-Dubout
Margus Schults

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

PASSENGERS

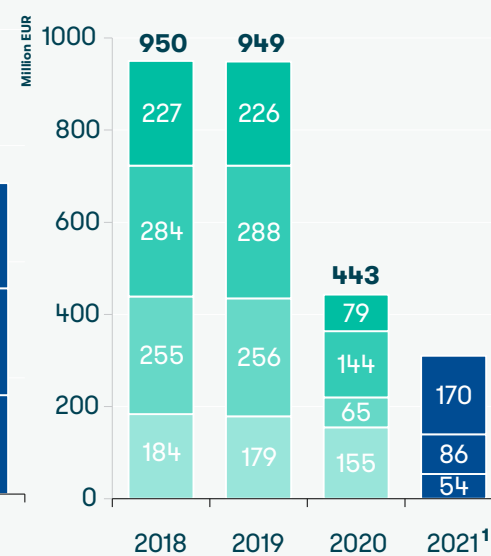


CARGO UNITS



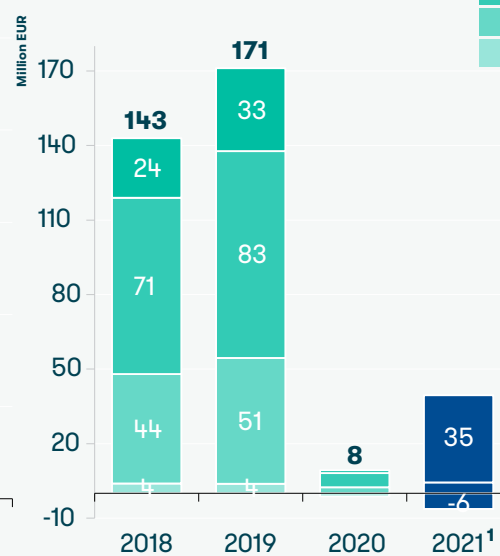
REVENUE

¹Unaudited



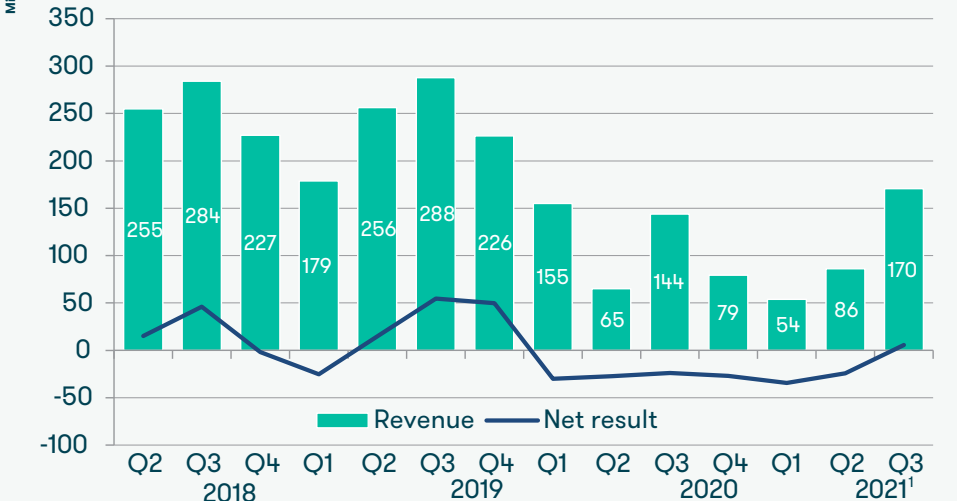
EBITDA

¹Unaudited



QUARTERLY SEASONALITY

¹Unaudited



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