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

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:

- WIDE ROUTE NETWORK
- KEY INFORMATION 2020 (Unaudited)

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 (Unaudited)

WE OPERATE 4 HOTELS (1054 ROOMS)

OUR FLEET CONSISTS OF 15 ICE CLASS SHIPS AND HAS A VALUE OF EUR 1.1 BILLION

AGE OF FLEET BY VALUE

WE ARE THE LEADER IN THE FIELD OF PASSENGER TRANSPORTATION IN THE NORTHERN BALTIC SEA.

HISTORY

KEY INFORMATION 2020 (Unaudited)

- passengers transported: 3,732,102
- sales: 443 million EUR
- EBITDA: 8 million EUR
- net loss: 108 million EUR
- average number of employees: 6,144
- EPS: -0.162 EUR

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