TALLINK GRUPP IS THE LEADING SHORT CRUISE AND FERRY OPERATOR

OVERNIGHT CRUISE & PASSENGER TRANSPORTATION
ONBOARD TAX-FREE SHOPPING & CATERING
LEISURE & CITY BREAK
4 HOTELS
CARGO TRANSPORTATION

GROUP OF STRONG BRANDS

Current 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 sustainability and to bring Tallink Grupp through the global crisis.

Long-term objectives toward increasing the company value and profitability:

- Arrive at 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:

- Leisure and business travel and sea transportation services
- Managerial aspect of the company
- Balance between the long-term development and the short-term results
-保留。

WE OPERATE IN THE NORTHERN PART OF THE BALTIC SEA

THE PASSENGER MARKET SHARE OF TALLINK GRUPP IS 43% IN THE NORTHERN BALTIC SEA

REVENUE STRUCTURE

COST STRUCTURE

95% of the hotel guests arrive with Tallink ships.

WE OPERATE 3 HOTELS (790 ROOMS)

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

WE OPERATE IN THE NORTHERN PART OF THE BALTIC SEA

WE OPERATE 3 HOTELS (790 ROOMS)
**C O R P O R A T E  F A C T S H E E T**

**F I N A N C I A L S**

<table>
<thead>
<tr>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>949</td>
<td>1,432</td>
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<tr>
<td>Cost of sales</td>
<td>752</td>
<td>1,089</td>
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<tr>
<td>Marketing &amp; GA expenses</td>
<td>125</td>
<td>86</td>
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<tr>
<td>EBITDA</td>
<td>171</td>
<td>8</td>
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<tr>
<td>EBITDA margin</td>
<td>18%</td>
<td>2%</td>
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<tr>
<td>Net Profit/Loss</td>
<td>60</td>
<td>-120</td>
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<tr>
<td>Cash flow from operations</td>
<td>175</td>
<td>-7</td>
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<tr>
<td>Investments</td>
<td>61</td>
<td>100</td>
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<tr>
<td>Loan repayments</td>
<td>52</td>
<td>-112</td>
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<tr>
<td>Dividends</td>
<td>33</td>
<td>0</td>
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<tr>
<td>Cash position</td>
<td>39</td>
<td>28</td>
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<tr>
<td>Total assets</td>
<td>1,533</td>
<td>1,510</td>
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<tr>
<td>Ships</td>
<td>117</td>
<td>115</td>
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<tr>
<td>Interest bearing loans</td>
<td>578</td>
<td>705</td>
</tr>
<tr>
<td>Shareholders' Equity</td>
<td>823</td>
<td>794</td>
</tr>
</tbody>
</table>

**O U R  P O S I T I O N  I N  T H E  W O R L D**

**FERRY OPERATOR BY GROSS TONS**
- Bank Company: Gross tons
  1. Grandi Line: 1,191,794
  2. Stena Line: 916,881
  3. Grandi Navi Veloci: 712,400
  4. Ciondoli Armatori S.P.A: 709,027
  5. DFDS: 809,958
  6. Tallink Group: 595,563

**FERRY OPERATOR BY BEDS**
- Bank Company: Beds
  1. Grandi Line: 25,236
  2. Stena Line: 21,333
  3. Ciondoli Armatori S.P.A: 17,770
  4. Stena Line: 16,762

**FERRY OPERATOR BY REVENUES (EUR million, 2021)**
- Bank Company: Revenue
  1. DFDS Group: 1,587
  2. DFDS Group: 1,587
  3. Tallink Group: 555

**THE WORLD'S TOP DUTY FREE & TRAVEL RETAIL SHOPS**
- Ranking by actual and estimated retail sales in 2019
  1. TEL AVIV - Ben Gurion Int’l Airport: 340,895
  2. JAPAN - Haneda Airport: 323,977
  3. ISTANBUL - Ataturk Airport: 321,423

**PA S S E N G E R  R E V E N U E**

Quarterly passenger spending, high and low

**C A R G O  U N I T S**

- Revenue
  1. Unaudited
  2. Unaudited

**R E V E N U E**

Typical to the Tallink business model is that most of the result is made in the summer high season.

**O W N E R S H I P  &  M A N A G E M E N T**

- Infortar AS: 40%
- Baltic Cruise Holding L.P.: 11%
- Ing Luxembourg S.A.: 6%
- Baltic Cruises Investment L.P.: 6%
- Citigroup Venture Capital International G.P.: 4%
- Norske Bank A/S/Clients FDR: 4%
- Mersich: 2%
- Lukasjef AS: 1%
- Clearstream Banking AG: 1%
- LHV Pensionsfond L: 1%

**Q U A R T E R L Y  S E A S O N A L I T Y**

Typical to the Tallink business model is that most of the result is made in the summer high season.

**S H A R E  P R I C E  D E V E L O P M E N T**

Tallink has been a leading stock on the Baltic market in liquidity, market capitalization, and has 39,631 shareholders and DDI holders.

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**DISTRIBUTORS & SHARE successor**

Distributions to shareholders: Share Price in EUR: DDI Price in EUR:

**M E M B E R S  O F  M A N A G E M E N T B O A R D**

- Pasi Niilas: Chairman of the Management Board, CEO
- Kadi Lend: Member of the Management Board
- Harri Hanschmidt: Member of the Management Board
- Pentti Mikkola: Member of the Management Board
- Margus Schults: Member of the Management Board

**T O T A L  A S S E T S**

<table>
<thead>
<tr>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shareholders' Equity</td>
<td>533</td>
<td>1516</td>
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<tr>
<td>Loans</td>
<td>203</td>
<td>86</td>
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<tr>
<td>Intangibles</td>
<td>61</td>
<td>52</td>
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<tr>
<td>Intangible Assets &amp; Liabilities</td>
<td>120</td>
<td>60</td>
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<tr>
<td>Cash</td>
<td>180</td>
<td>85</td>
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<tr>
<td>Shares - holders' Equity</td>
<td>120</td>
<td>60</td>
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<tr>
<td>Other</td>
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</tbody>
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**T A L L I N K**

WWW.TALLINK.COM