

Q3 2023
Results Webinar
AS Tallink Grupp
October 2023



PRESENTERS



PAAVO NÕGENE

CHAIRMAN OF THE MANAGEMENT BOARD



MARGUS SCHULTS

MEMBER OF THE MANAGEMENT BOARD



TALLINK GRUPP

The leading European provider of leisure and business travel and sea transportation services in the Baltic Sea region.

STRONG BRANDS



OPERATIONS AT 30 SEPT 2023

- Fleet of 15 vessels (5 chartered out)
- Six ferry routes (1 suspended)
- Four hotels (3 in Tallinn and 1 in Riga)

KEY FACTS 9 MONTHS 2023

- Revenue of EUR 641.6 million
- Served 4.4 million passengers
- Transported 248 thousand cargo units
- Operated EUR 1.6 billion asset base
- 4,619 employees at the end of Q3 2023
- 3.1 million loyalty program members
- 39,254 shareholders and FDR-holders of which 30,671 on Tallinn Stock Exchange and 8,583 on Helsinki Stock Exchange

Listed on Nasdaq Tallinn (TAL1T) and Nasdaq Helsinki (TALLINK)

KEY TAKEAWAYS



Q3 – THE HIGH SEASON

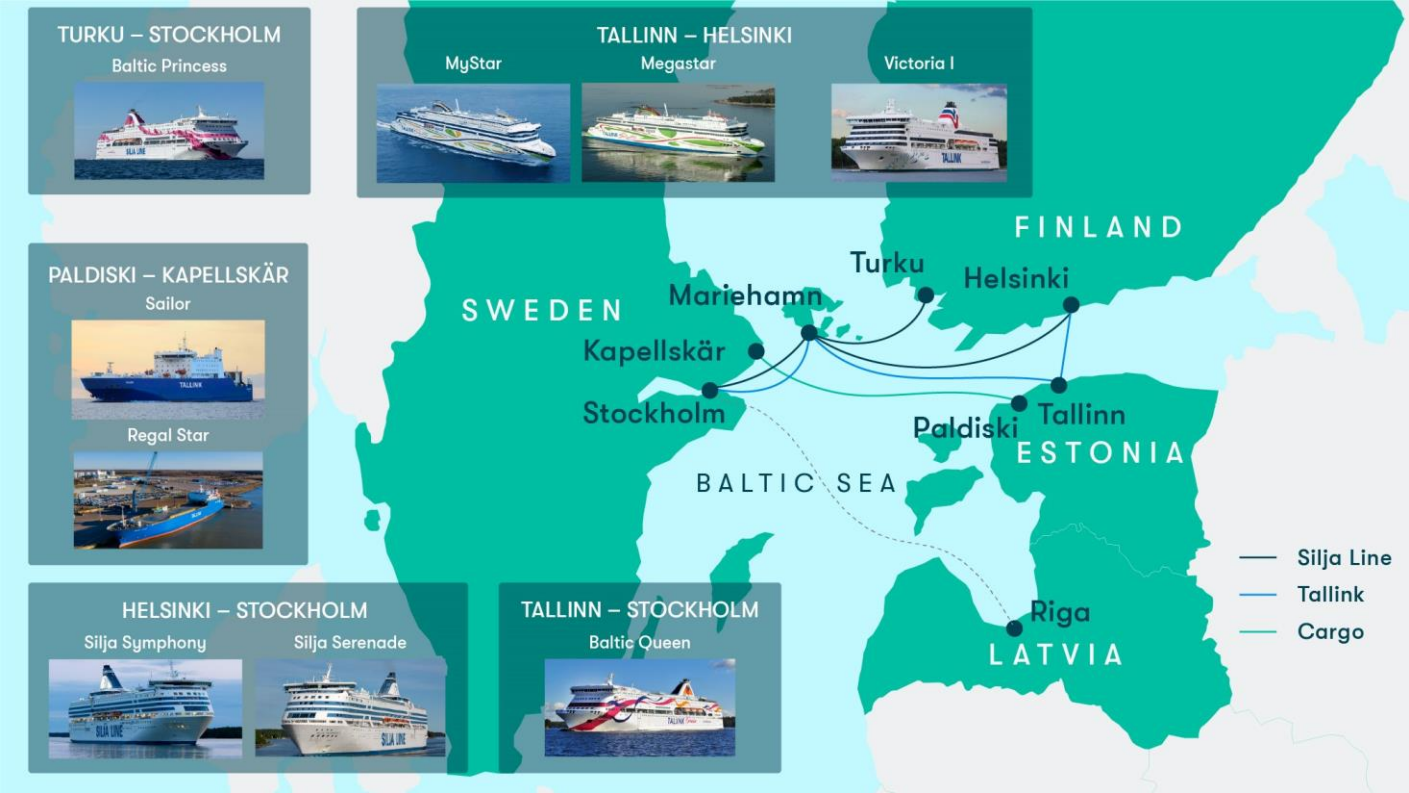
- EBITDA of EUR 82.1 million
- Net debt to EBITDA ratio 2.7
- Impact of low fuel market prices set off partly by high logistics cost component in fuel price, interest rates and inflation
- Chartering of vessels supporting stable cash flows:
 - 5 vessels on charter as at 30 Sept 2023 (3 long-term & 2 short-term):
 - 1 charter agreement extended (Galaxy I)
 - 2 charter agreements ended in Q3 (Romantika and Victoria I)
- All Group hotels certified with the international Green Key ecolabel

EVENTS AFTER REPORTING DATE

- Extension of the charter agreement of the cruise ferry Silja Europa

FLEET BY ROUTES AND CHARTERED VESSELS

AS AT 30 SEPT 2023



CHARTERED

Long-term

Atlantic Vision 

Isabelle 

Oscar Wilde (ex. Star) 

Short-term

Galaxy I 

Silja Europa 



Notes: (1) Victoria I operates on Tallinn-Helsinki route from October 2023

Q3 2023 OVERVIEW

Selected Key Figures (financials in million euros)	Q3 2022	Q3 2023 ⁽¹⁾	Change
Number of passengers	1,893,603	1,775,821	-6.2%
Number of cargo units	102,399	75,701	-26.1%
Number of passenger cars	277,747	273,514	-1.5%
Revenue	255.6	240.7	-5.8%
Gross profit	66.0	77.7	17.6%
EBITDA	67.7	82.1	21.3%
EBIT	43.9	56.8	29.3%
Net result for the period	37.9	48.7	28.5%
Capital expenditures	5.5	6.1	11.2%
As at:	30.06.23	30.09.23	Change
Total assets	1,613.6	1,597.4	4.0%
Total equity	735.2	783.7	13.5%
Interest-bearing liabilities	722.5	684.8	-3.7%
Net debt	664.9	620.4	1.9%



Notes: (1) 2023 unaudited

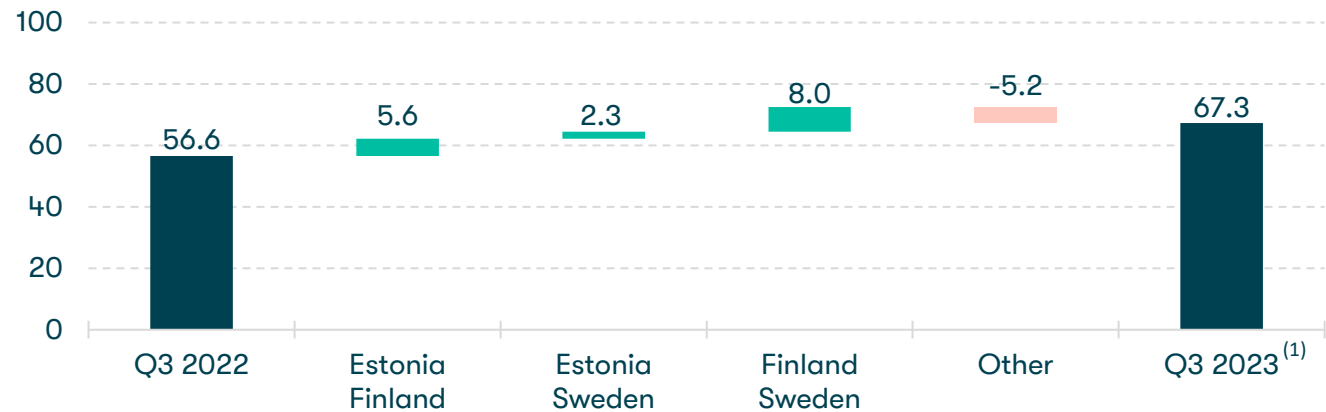
- **Revenue EUR 240.7m (EUR -14.9m or 5.8% vs LY)**
 - Less vessels in operations and lower number of trips
 - Early termination of the charter agreement of Romantika in September 2023
- **Costs**
 - Cost of sales decreased by 14.0% or EUR 26.6m vs LY
 - of which fuel cost decreased by 45.2% or EUR 19.6m
- **EBITDA of EUR 82.1m (EUR +14.4m or 21.3% vs LY)**
- **Net profit of EUR 48.7m (EUR +10.8m or 28.5% vs LY)**
- **CAPEX of EUR 6.1m (EUR +0.6m or 11.2% vs LY)**
 - Main investments related to:
 - planned docking of the cruise vessel Baltic Queen in September
 - preparing the cruise vessel Victoria I for launching Tallinn-Helsinki cruise service

Q3 2023 SALES & RESULTS BY GEOGRAPHICAL SEGMENTS

SALES (in million euros)



RESULTS (in million euros)



Estonia-Finland

The segment reflects operations of two shuttle vessels – MyStar and Megastar. The cruise ferry Silja Europa has been chartered out since August 2022.

Estonia-Sweden

The results reflect operations of two cargo vessel (Paldiski-Kapellskär) and one cruise ferry on the Tallinn-Stockholm route. The cruise ferry Baltic Queen did not operate for 12 days due to planned dry docking in September 2023.

Finland-Sweden

The results reflect the operations of one cruise ferry on the Turku-Stockholm/Kapellskär, and two on the Helsinki-Stockholm route. The cruise ferry Galaxy I has been chartered out since September 2022.

Other

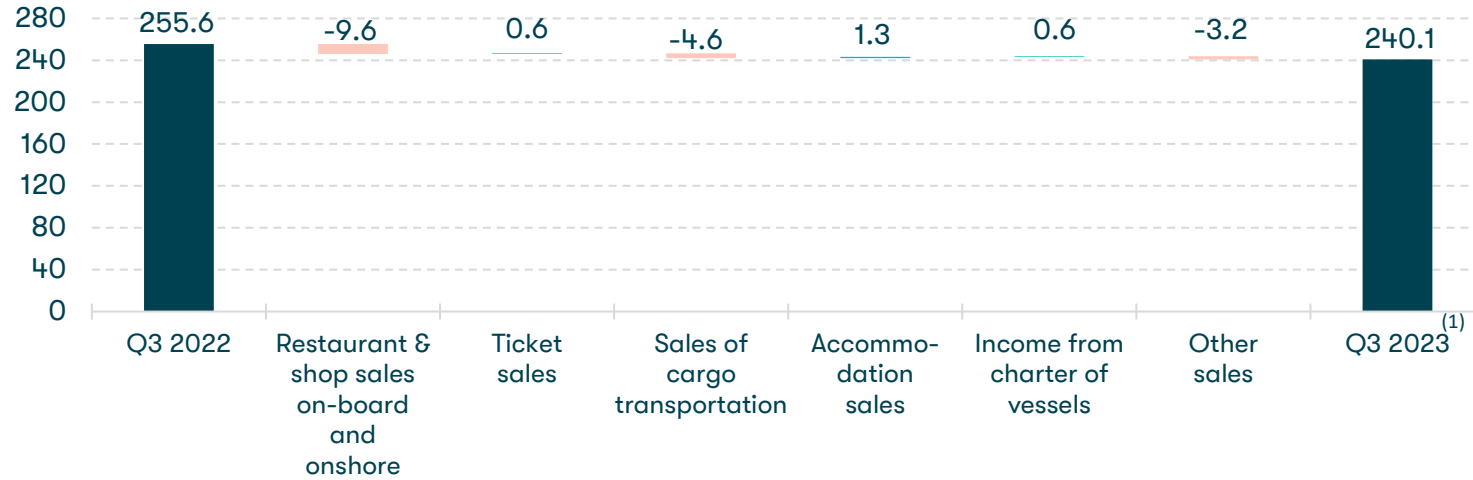
The segment reflects the chartering of vessels, accommodation sales and retail activities.



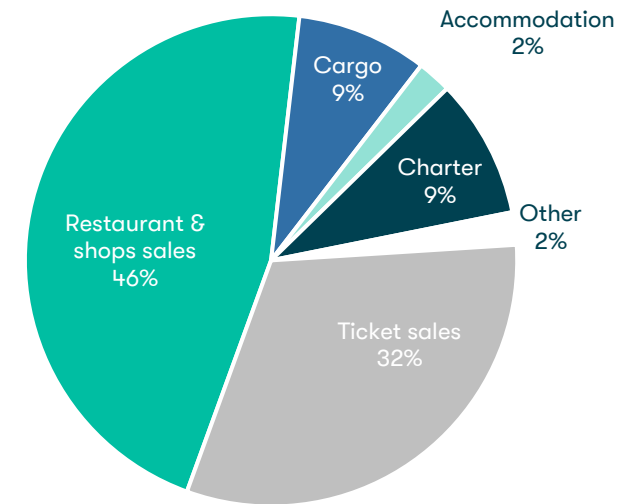
Notes: (1) 2023 unaudited

Q3 2023 SALES BY OPERATIONAL SEGMENTS

IN MILLION EUROS



Revenue Structure in Q3 2023



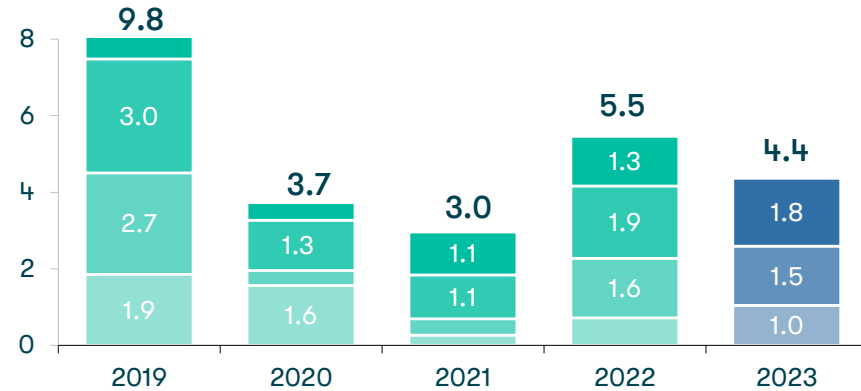
- Restaurant & shop sales on-board and onshore impacted by chartering of Galaxy I (August 2022) and Silja Europa (September 2022)
- High competition in cargo transportation market
- As at the end of Q3 total of 5 vessels on charter
- During the quarter charter agreement of 1 vessel ended and 1 was terminated



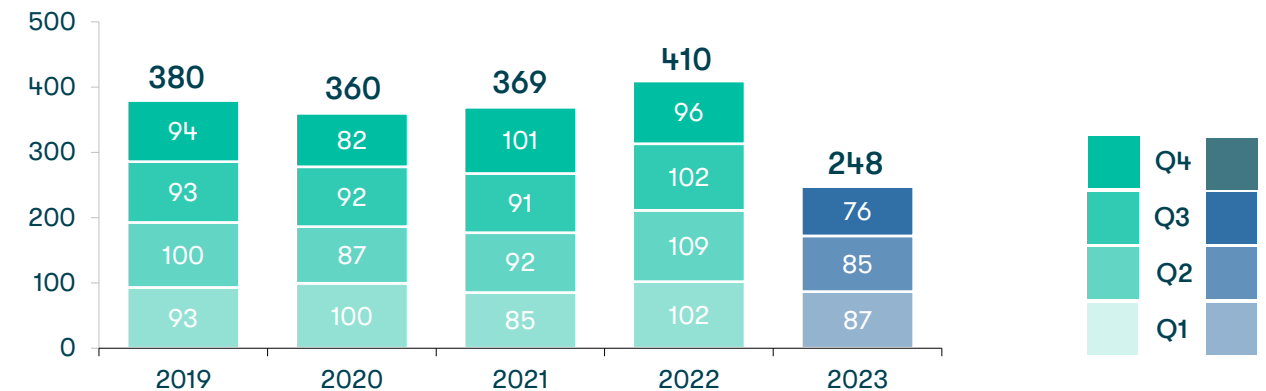
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DYNAMICS OF SEASONALITY

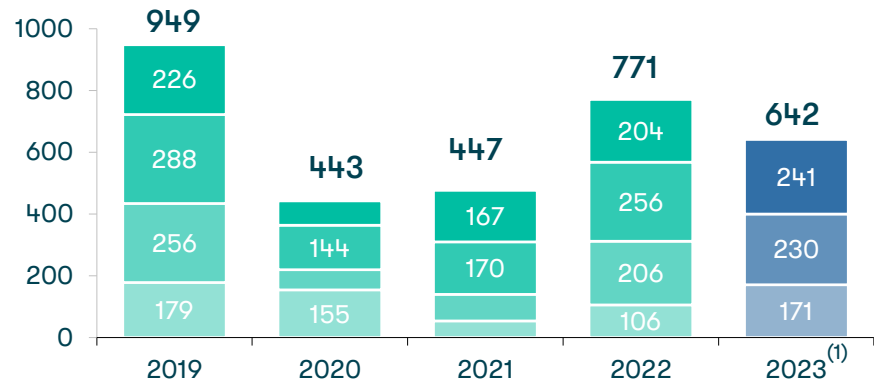
PASSENGERS (millions)



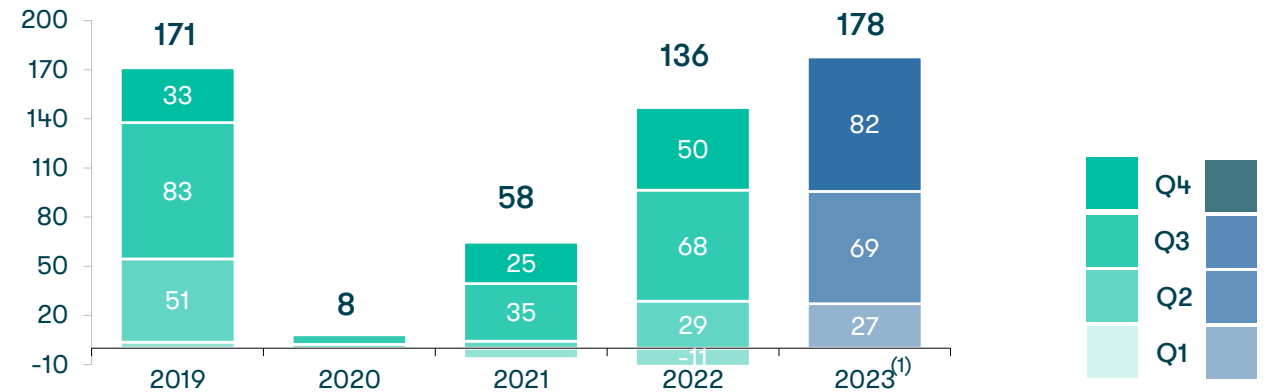
CARGO (th. units)



REVENUE (in million euros)



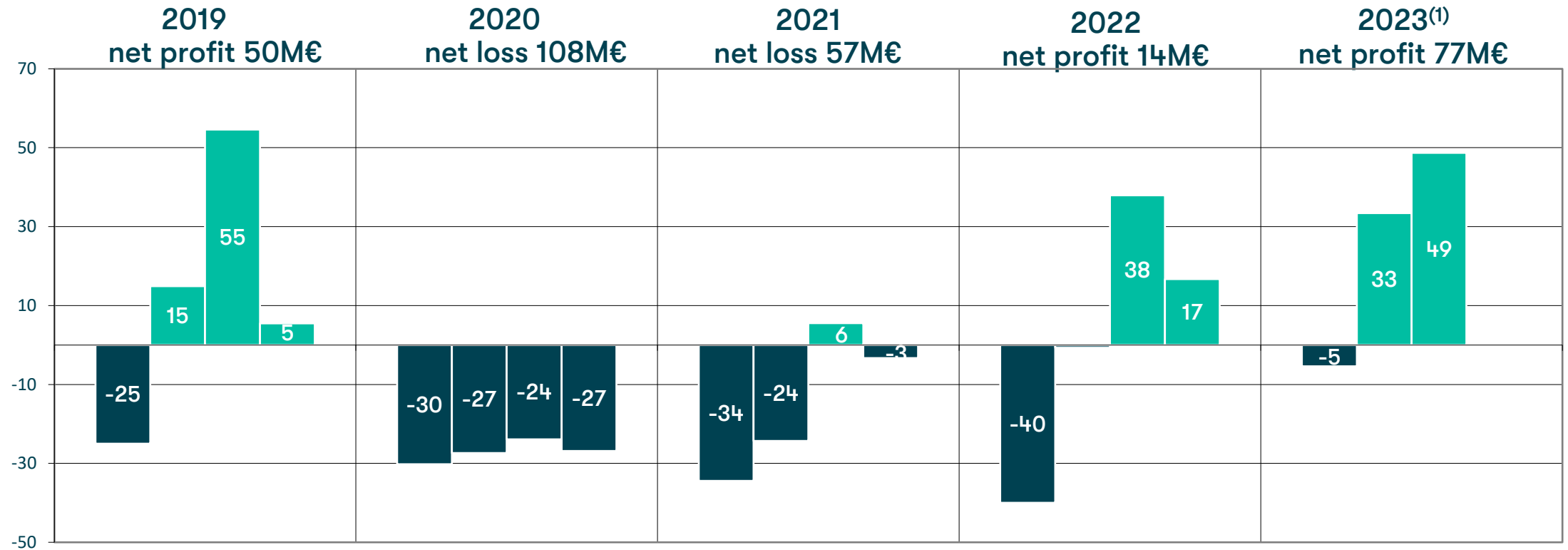
EBITDA (in million euros)



Notes: (1) 2023 unaudited

DYNAMICS OF SEASONALITY

QUARTERLY NET RESULT (IN MILLION EUROS)



Notes: Totals may not sum due to rounding; (1) 2023 unaudited

MOST OF PROFITS ARE TYPICALLY EARNED IN SUMMER, THE HIGH SEASON

CONSOLIDATED INCOME STATEMENT

IN MILLION EUROS

	2021	2022	Q3 2022	Q3 2023 ⁽²⁾
Sales	477	771	256	241
Cost of sales ⁽¹⁾	-455	-658	-190	-163
Marketing & administrative cost ⁽¹⁾	-75	-87	-22	-22
Other operating items, net	16	11	-1	-1
EBITDA	58	136	68	82
Margin (%)	12.2%	17.6%	26.5%	34.1%
Net Result	-57	14	38	49
EPS	-0.081	0.019	0.051	0.065



Notes: Totals may not sum due to rounding; (1) Includes depreciation and amortization; (2) unaudited

CONSOLIDATED CASH FLOW STATEMENT

IN MILLION EUROS

	2021	2022	Q3 2022	Q3 2023 ⁽¹⁾
Operating cash flow	59	144	60	60
Capital expenditure	-20	-203	-6	-6
Asset disposal	1	3	0	0
Free cash flow	40	-56	55	54
Debt financing (net effect)	45	69	-36	-39
Interests & other financial items	-20	-25	-7	-8
Increase of share capital	35	0	0	0
Change in cash	100	-13	12	7



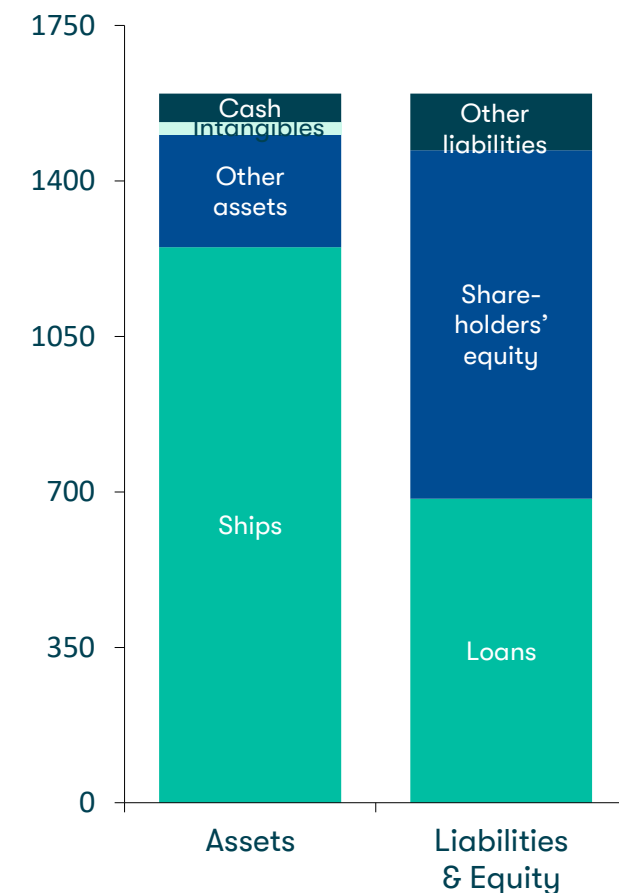
Notes: Totals may not sum due to rounding;
 (1) Includes depreciation and amortization; (2) unaudited

CASH FLOW GENERATION SUPPORTED BY MARKET RECOVERY

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

IN MILLION EUROS

	31.12.2021	30.09.2022	31.12.2022	30.09.2023 ⁽²⁾
Total assets	1,586	1,535	1,692	1,597
Non-current assets	1,383	1,338	1,496	1,447
Current assets	203	197	196	150
- of which cash	128	103	115	64
Total liabilities	893	845	985	814
Interest bearing liabilities	780	711	854	685
Other liabilities	113	134	131	129
Shareholders' equity	693	690	707	784
Net debt/EBITDA	11.2x	5.5x	5.4x	2.7x
Net debt	652	609	739	620
Equity/assets ratio	44%	45%	42%	49%
BVPS ⁽¹⁾ (in EUR)	0.93	0.93	0.95	1.05



Notes: Totals may not sum due to rounding (1) Shareholders' equity / number of shares outstanding (2) 2023 unaudited

TOTAL LIQUIDITY (CASH + UNUSED OVERDRAFT) OF EUR 193 MILLION

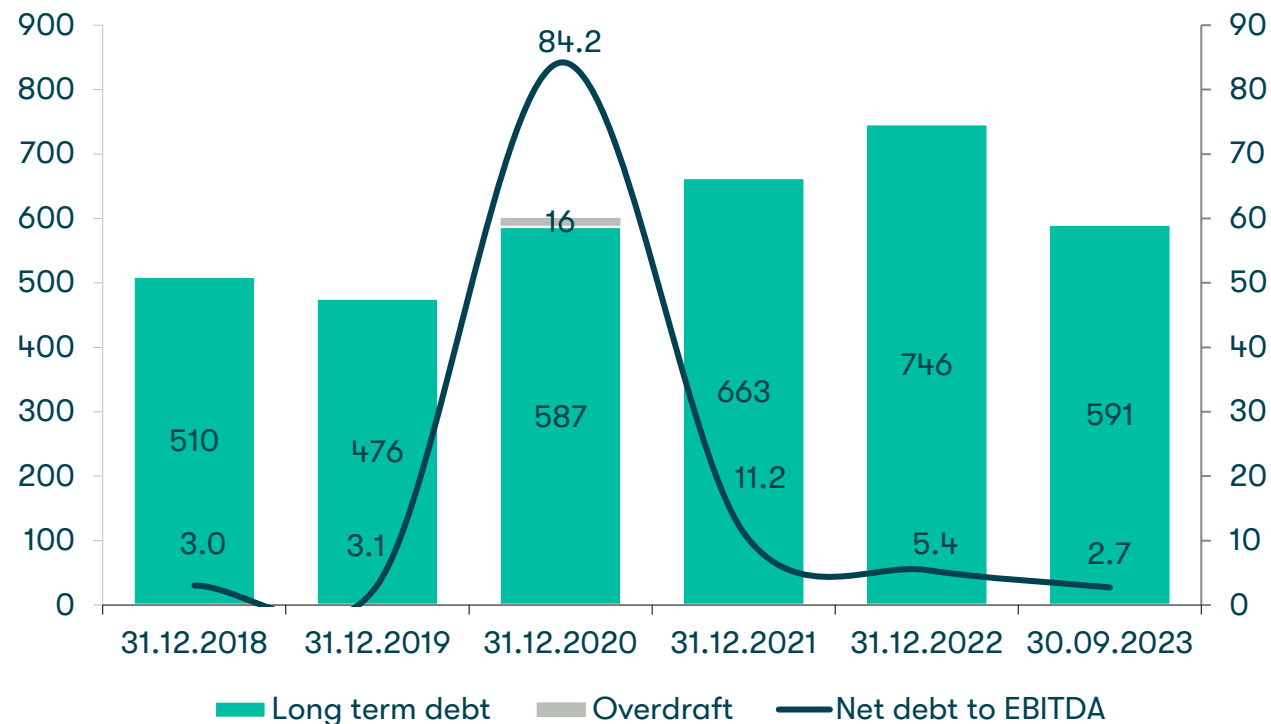
LOAN PORTFOLIO STRUCTURE

LONG-TERM BANK LOANS

- EUR 591 million as at 30 September 2023
- 7 loan agreements outstanding: syndicated loans, amortizing project and working capital loans
- Maturities 13 months – 11 years
- EUR denominated, fixed and EURIBOR floating

OVERDRAFT

- As at 30 September 2023 unused overdraft of EUR 135 million



TOTAL INTEREST-BEARING LIABILITIES EUR 684.8 MILLION AS AT 30 SEPTEMBER 2023

Q & A



PAAVO NÕGENE

CHAIRMAN OF THE MANAGEMENT BOARD



THANK YOU



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