TALLINK GRUPP IS THE LEADING SHORT CRUISE AND FERRY OPERATOR



GROUP OF STRONG BRANDS

TALLINK SILJA LINE

◆ CLUB ONE

OVERNIGHT CRUISE & PASSENGER TRANSPORTATION

ONBOARD TAX-FREE SHOPPING & CATERING

LEISURE & CITY BREAK

4 HOTELS

CARGO **TRANSPORTATION**



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PASSENGERS

2022

WE OPERATE IN THE NORTHERN PART OF THE BALTIC SEA

WEDEN

10.4 m

April 2023

5.5 m

FINLAND

1.9 m

Investor Relations E-mail: anneli.simm@tallink.ee Phone: +372 640 9811

STRATEGIC PLAN

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
- Improve profitability 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
- · Based on the demand on the core routes, manage optimal capacity by operating or chartering out vessels
- Ensure cost efficient operations
- · Manage the optimal debt level that will allow sustainable dividends

Current strategic cornerstones and competitive advantages:

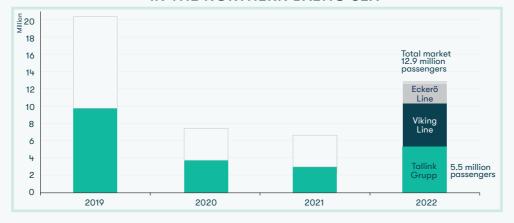
MOST MODERN FLEET

WIDE ROUTE NETWORK

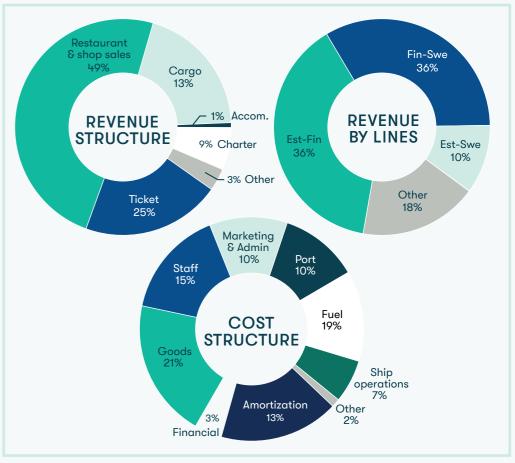
STRONG MARKET SHARE & BRAND AWARENESS

HIGH SAFETY LEVEL & **ENVIRONMENTAL STANDARDS**

THE PASSENGER MARKET SHARE OF TALLINK GRUPP IS 42% IN THE NORTHERN BALTIC SEA



2022



KEY INFORMATION 2022

Passengers transported	5,462,085	P/E	27.5
Sales	771 mil EUR	ROA	2.4%
EBITDA	136 mil EUR	ROE	2.1%
Net profit	14 mil EUR	Equity Ratio	41.8%
Employees at the end of 2022	4,904	EBITDA Margin	17.6%
EPS	0.019 EUR	Book value per share	0.95 EUR

HISTORY

188	3 1910	1928	195/	1905	1989	1990	1990	2001	2002	2003 2004	2005	2006	2009	2011	2015	201/	2018	2019	2021	2022
Finnis Steamsl Co found	n Service between nip Turku & led 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 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	Public offering of shares	Delivery of MyStar, new shuttle vessel

OUR FLEET CONSISTS OF 15 ICE CLASS SHIPS AND HAS A VALUE OF EUR 1.3 BILLION



ngth: 212 m assengers: 2800 Megastar Built: 2017

Length: 212 m Passengers: 2800 memeters: 3600 Built: 2007 ength: 186 m assengers: 2080



nemeters: 1130 Victoria I Built: 2004 ssengers: 2500



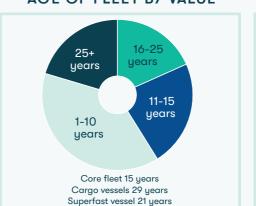








AGE OF FLEET BY VALUE

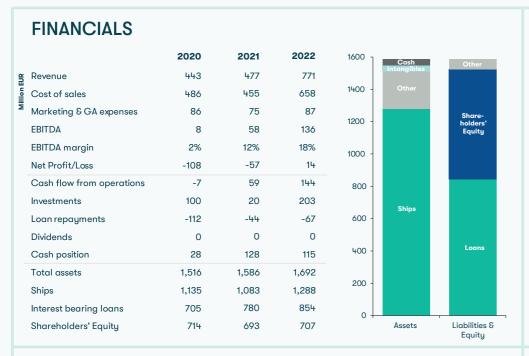


WE OPERATE 4 HOTELS (1,046 ROOMS)



CORPORATE FACTSHEET





OUR POSITION IN THE WORLD

	RRY OPERATOR BY GROSS	TONS	THE
Rar	nk Company	Gross tons	Ran
1	Grimaldi Group	1,135,984	
2	Stena Line	916,881	Ran
3	Grand Navi Veloci	712,400	1
4	Onorato Armatori S.p.A	709,027	2
5	DFDS	595,958	3
6	Tallink Grupp	591,603	4
			5
	RRY OPERATOR BY BEDS		6
Rar	nk Company	Beds	7
1	Grand Navi Veloci	25,315	8
2	Tallink Grupp	24,315	9
3	Grimaldi Group	21,333	10
4	Onorato Armatori S.p.A	17,710	11
5	Stena Line	16,762	12
			13
	RY OPERATOR BY REVENU	ES	14
•	R million, 2021)		15
	nk Company	Revenue	16
1	Grimaldi Group	2,639	17
2	DFDS Group	1,587	
3	Stena Line	1,217	18
4	Finnlines	555	19 20
	Tallink	477	

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

Source: Generation Research 2020

Airport Shops

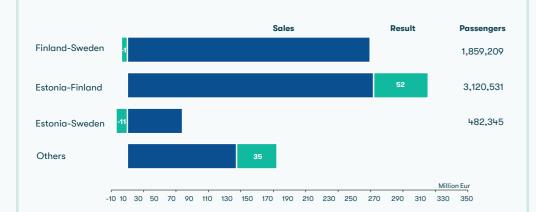
Norwau

SHARE PRICE DEVELOPMENT



Tallink has been a leading stock on the Baltic market in liquidity, market capitalization and has 39 985 shareholders and FDR-holders.

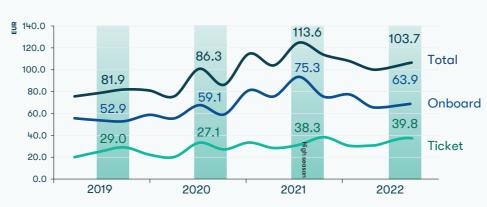
SEGMENT RESULT BY ROUTES 2022



The segment result is the result before administrative expenses, financial expenses and taxes

PASSENGER REVENUE

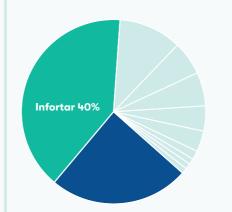
Data: Ro/pax / ferries above 1,000 GT Source: ShipPax MARKET:22; Company reports



OSLO - Gardermoen Airport

Quarterly passenger spending, highs and lows

OWNERSHIP & MANAGEMENT



OUARTERLY SEASONALITY

Infortar AS 40%
Baltic Cruises Holding L.P. 11%
ING Luxembourg S.A. AIF Account 6%
Baltic Cruises Investment L.P. 6%
Citigroup Venture Capital International G.P. 4%
Nordea Bank Abp / Clients FDR 4%
Mersok OÜ 2%
Luksusjaht AS 1%
Clearstream Banking AG 1%
LHV Pensionifond L 1%

Paavo Nõgene 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



350 300 250 200 150 100 179 256 288 226 155 144 170 167 106

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