## 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** 



◆ CLUB ONE

AS TALLINK GRUPP | Sadama 5 | Reg. Nr.:10238429 | Phone: +372 6 409 800 | Fax: +372 6 409 810 | E-mail: info@tallink.com June 2023

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** 

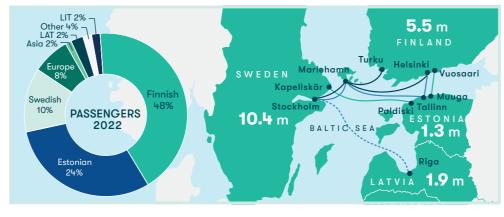
STRONG MARKET SHARE **& BRAND AWARENESS** 

HIGH SAFETY LEVEL & **ENVIRONMENTAL STANDARDS** 

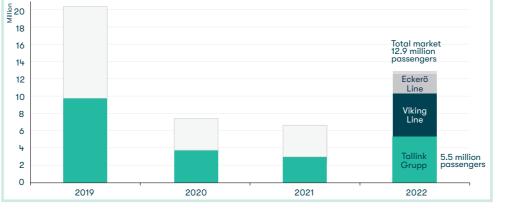
### **KEY INFORMATION 2022**

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

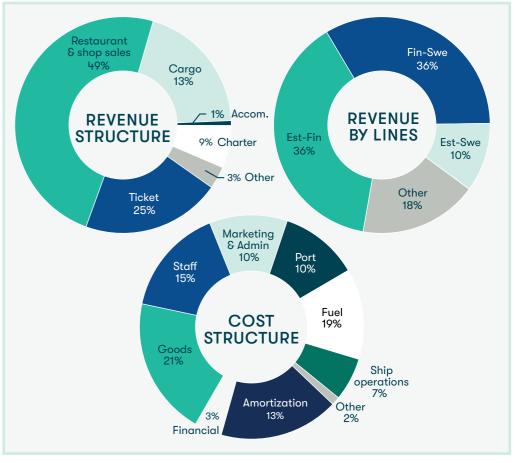
### WE OPERATE IN THE NORTHERN PART OF THE BALTIC SEA



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



### 2022



#### **HISTORY**

1883	1910	1928	195/	1965	1989	1990	1996	2001	2002	2003	2004	2005	2006	2009	2011	2015	2017	2018	2019	2021	2022
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	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



Built: 2022 ength: 212 m Passenge rs: 2800 Megastar

Built: 2017 Length: 212 m Passenge rs: 2800 anem eters: 3600 Baltic Queen

Built: 2009 enath: 212m assenge rs: 2800 anem eters: 1130



Silja Symphony Built: 1991 Length: 203m Passenge rs: 2852 Silja Serenade Built: 1990 Length: 203m Passenge rs: 2852 Lanem eters: 950

Baltic Princess

Length: 212m

assenge rs: 2800

anem eters: 1130

**Built: 2008** 

Regal Star Built: 1999 Length: 157m Passenge rs: 80 anem eters: 2087 Built: 1987 Length: 157.6m Passenge rs: 119 anem eters: 1500

Galaxu

Built: 2006

Length: 212m

Passenge rs: 2800

Lanem eters: 1130

Star Built: 20 07 Length: 186 m

Silja Europa Built: 1993 ength: 202m assenge rs: 3123 anem eters: 932 Victoria I Built: 2004 Length: 193m assenge rs: 2500 anem eters: 1030

Passenge rs: 2080

Isabelle Built: 1989 Length: 171m Passenge rs: 2480 Lanem eters: 850 Romantika Built: 2002 Length: 193m Passenge rs: 2500 Lanem eters: 1030 Atlantic Vision Built: 2002 Lenath: 20 3.3m Passenge rs: 728

## AGE OF FLEET BY VALUE



### WE OPERATE 4 HOTELS (1,046 ROOMS)



# CORPORATE FACTSHEET





### **OUR POSITION IN THE WORLD**

FERRY OPERATOR BY GROSS TONS								
Rank Company Gross tons								
1	Grimaldi Group	1,135,984						
2	Stena Line	916,881						
3	Grand Navi Veloci	712,400						
4	Onorato Armatori S.p.A	709,027						
5	DFDS	595,958						
6	Tallink Grupp	591,603						
FEDE	RY OPERATOR BY BEDS							
		D. J.						
	k Company	Beds						
1	Grand Navi Veloci	25,315						
2	Tallink Grupp	24,315						
3	Grimaldi Group	21,333						
4	Onorato Armatori S.p.A	17,710						
5	Stena Line	16,762						
FFRE	RY OPERATOR BY REVENU	FS						
(EUR million, 2021)								
Rank Company Revenue								
1								
	Grimaldi Group	2,639						
2	DFDS Group	1,587						
3	Stena Line	1,217						
4	Finnlines	555						

## 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	<b>Airport Shops</b>
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

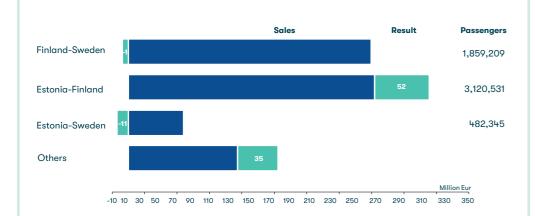
Source: Generation Research 2020

### SHARE PRICE DEVELOPMENT



Tallink has been a leading stock on the Baltic market in liquidity, market capitalization and had 39,796 shareholders and FDR-holders as at 31 March 2023

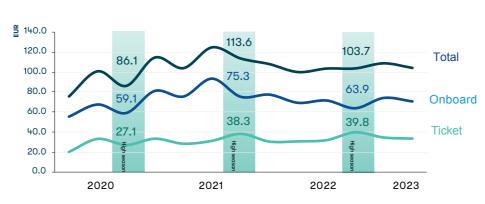
### **SEGMENT RESULT BY ROUTES 2022**



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

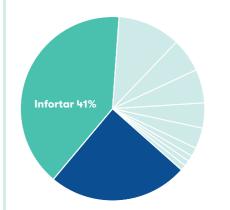
### **PASSENGER REVENUE**

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



Quarterly passenger spending, highs and lows

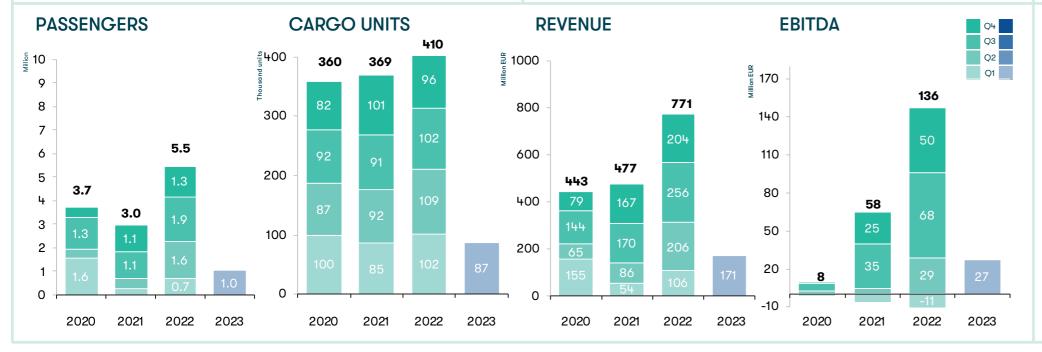
### **OWNERSHIP & MANAGEMENT**



**OUARTERLY SEASONALITY** 

Infortar AS 41%
Baltic Cruises Holding L.P. 11%
Baltic Cruises Investment L.P. 6%
ING Luxembourg S.A. AIF Account 5%
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



#### 300 250 200 150 100 -50 Revenue —Net result -100 Q1 Q2 Q3 Q4 Q1 O1 Q2 Q3 Q4 Q2 Q3 Q4 2022 2020 2021 2023

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