

TALLINK GRUPP IS THE LEADING SHORT CRUISE AND FERRY OPERATOR



CHARTERING OF VESSELS



OVERNIGHT CRUISE & PASSENGER TRANSPORTATION



ONBOARD TAX-FREE SHOPPING & CATERING



LEISURE & CITY BREAK



4 HOTELS



CARGO TRANSPORTATION



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

STRONG MARKET SHARE & BRAND AWARENESS

WIDE ROUTE NETWORK

HIGH SAFETY LEVEL & ENVIRONMENTAL STANDARDS

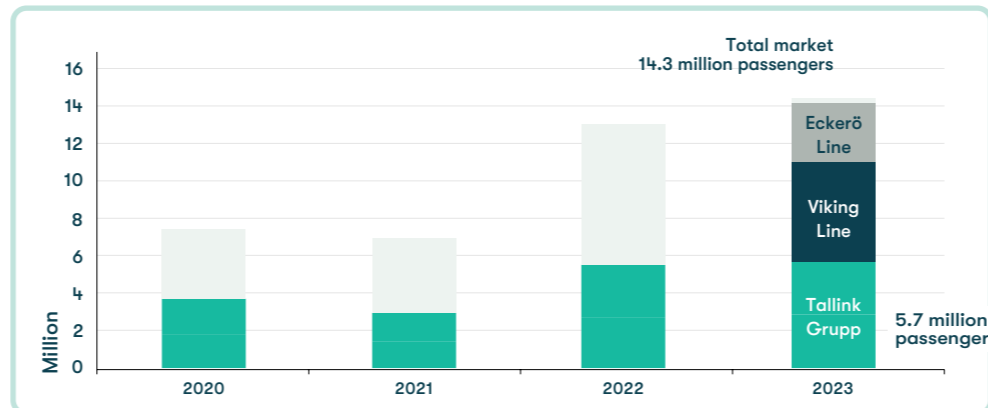
KEY INFORMATION 2023

Passengers transported	5,705,600	Net debt/EBITDA	2.6
Passenger vehicles transported	840,881	P/E	6.51
Sales	835 mil EUR	ROA	7.2%
EBITDA	215 mil EUR	ROE	11.3%
Net profit	79 mil EUR	Equity Ratio	50.5%
Employees (2023)	4,912	EBITDA Margin	25.7%
EPS	0.106 EUR	Book value per share	1.06 EUR

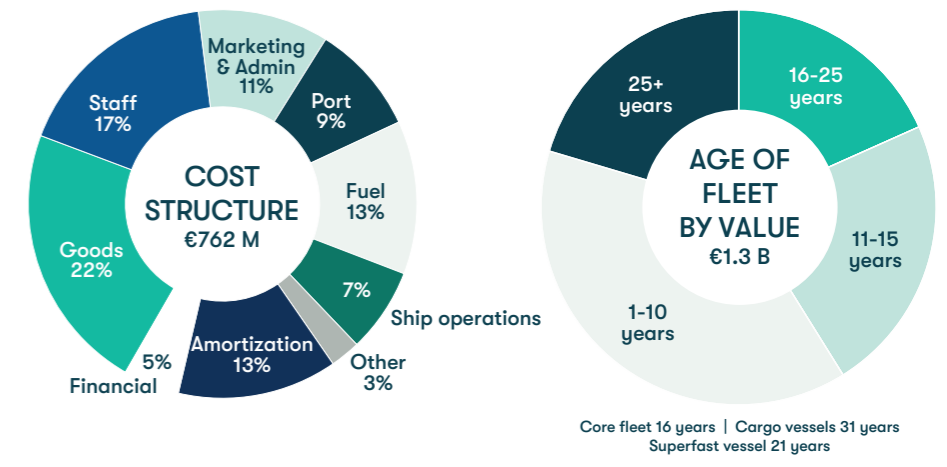
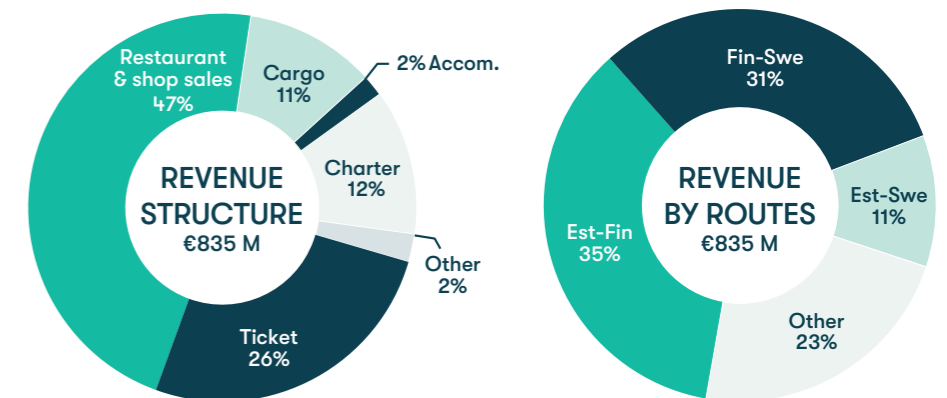
WE OPERATE IN THE NORTHERN PART OF THE BALTIC SEA



TALLINK GRUPP ACCOUNTS FOR 40% OF PASSENGERS IN THE BALTIC SEA



2023



1883	1910	1928	1957	1965	1989	1990	1996	2001	2002	2003	2004	2005	2006	2009	2015	2017	2018	2019	2021	2022	2024
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 € invested during the fleet investment program	2M Club One members	Megastar shuttle vessel	Secondary listing on Nasdaq Helsinki	Second LNG Shuttle ferry building contract signed	Public offering of shares	MyStar shuttle vessel	Sale of Isabelle cruise ferry

OUR FLEET CONSISTS OF 14 ICE CLASS SHIPS

<p>Megastar Built: 2017 Lenght: 212m Passengers: 2800 Lanemeters: 3600 Tallinn-Helsinki</p>	<p>Baltic Queen Built: 2009 Lenght: 212m Passengers: 2800 Lanemeters: 1130 Tallinn-Stockholm</p>	<p>Victoria I Built: 2004 Lenght: 193m Passengers: 2500 Lanemeters: 1030 Tallinn-Helsinki</p>	<p>Silja Symphony Built: 1991 Lenght: 203m Passengers: 2852 Lanemeters: 950 Helsinki-Stockholm</p>	<p>Silja Europa Built: 1993 Lenght: 202m Passengers: 3123 Lanemeters: 932 Chartered short-term</p>	<p>Atlantic Vision Built: 2002 Lenght: 203.3m Passengers: 728 Lanemeters: 1900 Chartered long-term</p>	<p>Regal Star Built: 1999 Lenght: 157m Passengers: 80 Lanemeters: 2087 Paldiski-Kapellskär</p>
<p>MyStar Built: 2022 Lenght: 212m Passengers: 2800 Lanemeters: 3600 Tallinn-Helsinki</p>	<p>Baltic Princess Built: 2008 Lenght: 212m Passengers: 2800 Lanemeters: 1130 Turku-Stockholm</p>	<p>Romantika Built: 2002 Lenght: 193m Passengers: 2500 Lanemeters: 1030 In lay-up</p>	<p>Silja Serenade Built: 1990 Lenght: 203m Passengers: 2852 Lanemeters: 950 Helsinki-Stockholm</p>	<p>Galaxy I Built: 2006 Lenght: 212m Passengers: 2800 Lanemeters: 1130 Chartered short-term</p>	<p>Oscar Wilde (Star) Built: 2007 Lenght: 186m Passengers: 2080 Lanemeters: 2000 Chartered long-term</p>	<p>Sailor Built: 1987 Lenght: 157.6m Passengers: 119 Lanemeters: 1500 Paldiski-Kapellskär</p>

WE OPERATE 4 HOTELS (1,046 ROOMS)

<p>Tallink City Rooms: 324 Conference</p>	<p>Tallink Express Rooms: 166 Express Cafe</p>
<p>Tallink Spa & Conference Rooms: 300 Aqua Spa</p>	<p>Tallink Hotel Riga Rooms: 256 Conference</p>

FINANCIALS

	2021	2022	2023
Revenue	477	771	835
Cost of sales	455	658	631
Marketing & GA expenses	75	87	95
EBITDA	58	136	215
EBITDA margin	12%	18%	26%
Net Profit/Loss	-57	14	79
Cash flow from operations	59	144	203
Investments	20	203	28
Loan repayments (net)	-44	-67	-217
Dividends	0	0	0
Cash position	128	115	42
Total assets	1,586	1,692	1555
Ships	1,083	1,288	1238
Interest bearing loans	780	854	649
Shareholders' Equity	693	707	786



OUR POSITION IN THE WORLD

FERRY OPERATOR BY GROSS TONS

Rank	Company	Gross tons
1	Grimaldi Group	1,098,331
2	Stena Line	1,012,951
3	Grand Navi Veloci	733,918
4	Attica Grupp	606,293
5	DFDS	596,405
6	Onorato Armatori S.p.A	570,027
7	Tallink Grupp	535,546

FERRY OPERATOR BY BEDS

Rank	Company	Beds
1	Grand Navi Veloci	26,654
2	Tallink Grupp	21,837
3	Grimaldi Group	21,333

FERRY OPERATOR BY REVENUES

Rank	Company	Revenue
1	DFDS Group	2,415
2	Stena Line	1,574
3	Tallink	771
4	Finnlines	736

THE WORLD'S TOP DUTY FREE & TRAVEL RETAIL SHOPS

Ranking by actual and estimated retail sales in 2019

Rank	Location
1	SEOUL - Incheon Int'l Airport
2	SHANGHAI - Pudong Airport
3	DUBAI - Dubai Int'l Airport
4	SINGAPORE - Changi Airport
5	BEIJING - Capital Airport
6	LONDON - Heathrow Airport
7	BANGKOK - Suvarnabhumi Airport
8	TOKYO - Narita Airport
9	HONG KONG - Int'l Airport
10	PARIS - Charles de Gaulle Airport
11	GUANGZHOU - Baiyun Airport
12	TAIPEI - Taoyuan Int'l Airport
13	FRANKFURT - Frankfurt-Main Airport
14	TALLINK - All Routes

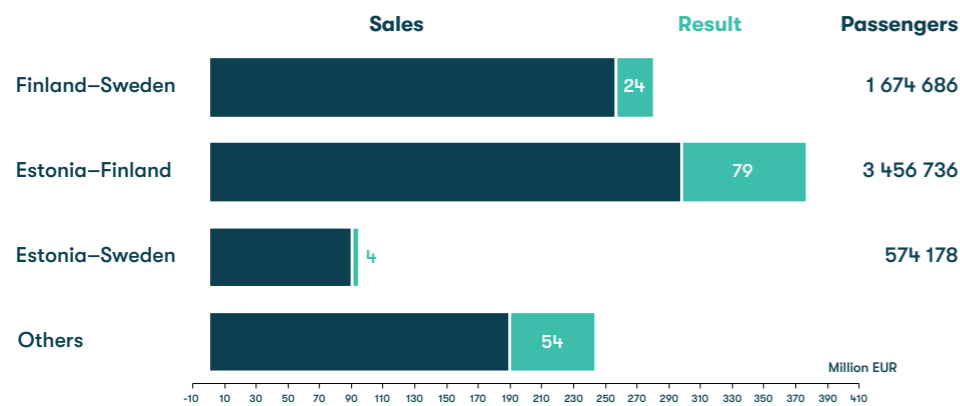
Source: Generation Research 2020
Data: Ro/pax / ferries above 1,000 GT
Source: ShipPax MARKET'23; Company reports

SHARE PRICE DEVELOPMENT



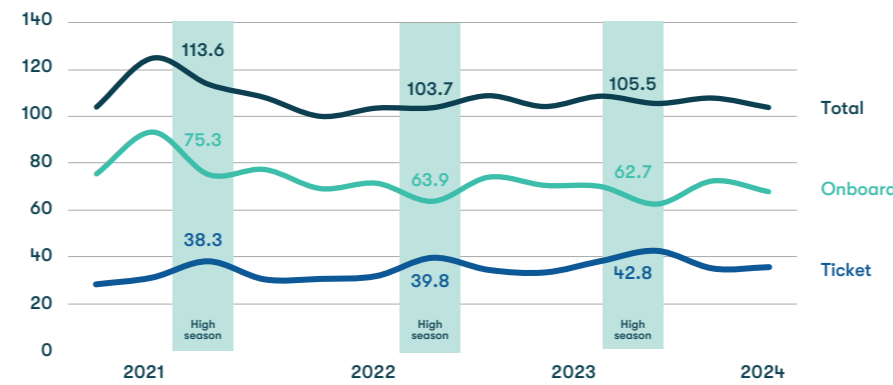
Tallink has been a leading stock on the Baltic market in liquidity, market capitalization and had 39,254 shareholders and FDR-holders as at 30 September 2023

SEGMENT RESULT BY ROUTES 2023



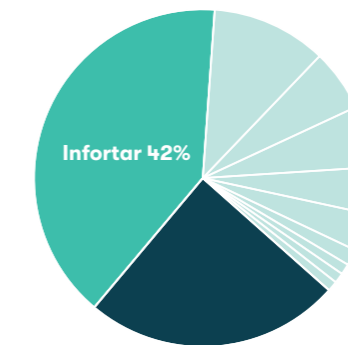
The segment result is the result before administrative expenses, financial expenses and taxes.

PASSENGER REVENUE



Quarterly passenger spending, highs and lows

OWNERSHIP & MANAGEMENT

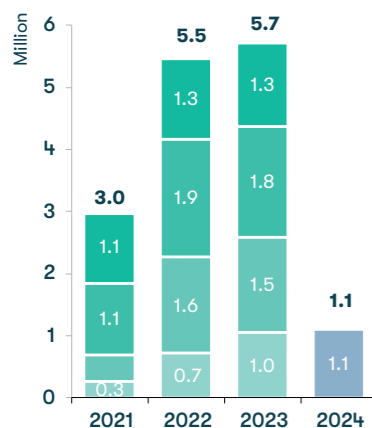


Infotar AS **42%**
Baltic Cruises Holding L.P. **11%**
Baltic Cruises Investment L.P. **6%**
ING Luxembourg S.A. AIF Account **5%**
Citigroup Venture Capital International G.P. **4%**
Nordea Bank Abp / Clients FDR **3%**
Mersok OÜ **2%**
Luksusjaht AS **1%**
Clearstream Banking AG **1%**
Enn Pant **1%**

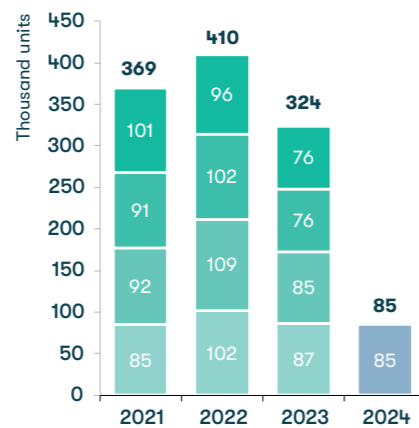
Chairman of the Management Board, CEO
Paavo Nõgene

Members of the Management Board
Margus Schults | Elise Nassar
Harri Hanschmidt | Piret Mürk-Dubout

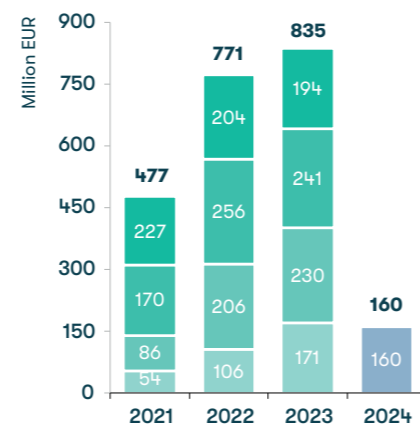
PASSENGERS



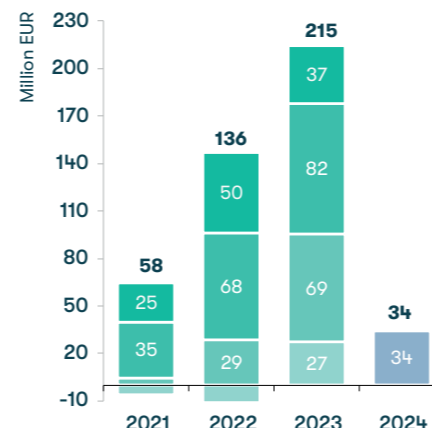
CARGO UNITS



REVENUE



EBITDA



QUARTERLY SEASONALITY

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

