

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

5 HOTELS

CARGO TRANSPORTATION

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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
- 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 focus is on core operations to realize past investments. Along with the optimal fleet deployment the emphasis is on the profitability improvement and deleveraging.

Current strategic cornerstones and competitive advantages:

MOST MODERN FLEET

WIDE ROUTE NETWORK

STRONG MARKET SHARE & BRAND AWARENESS

HIGH SAFETY LEVEL & ENVIRONMENTAL STANDARDS

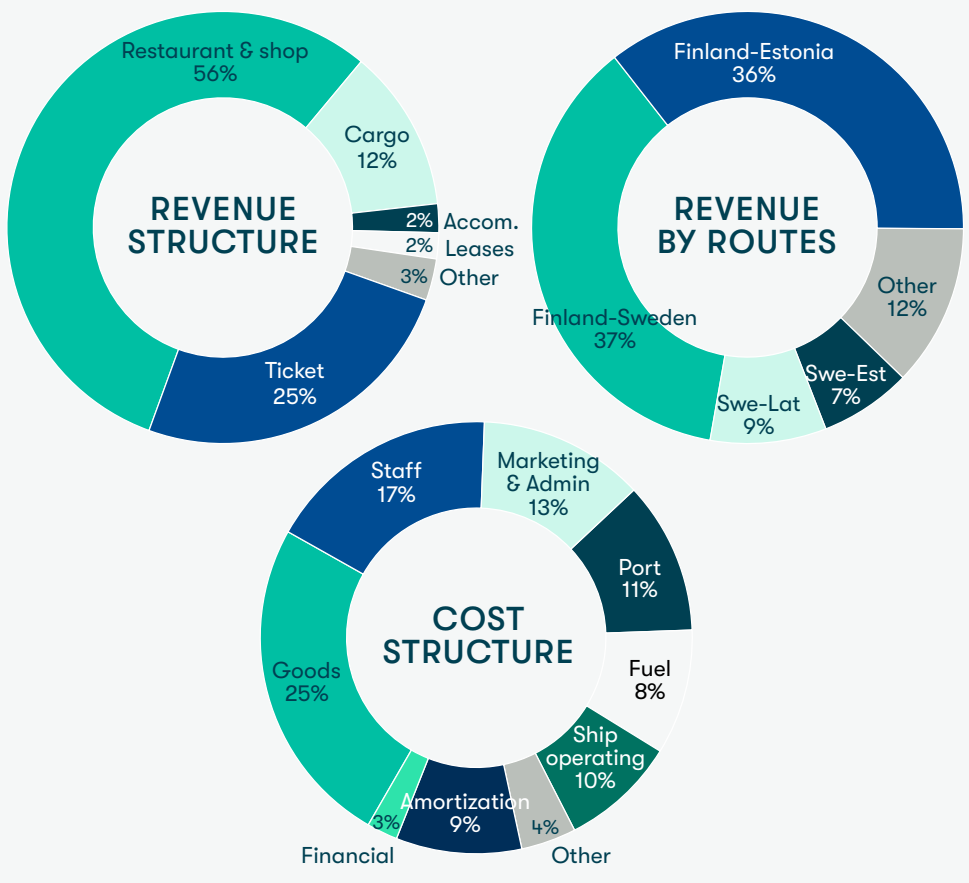
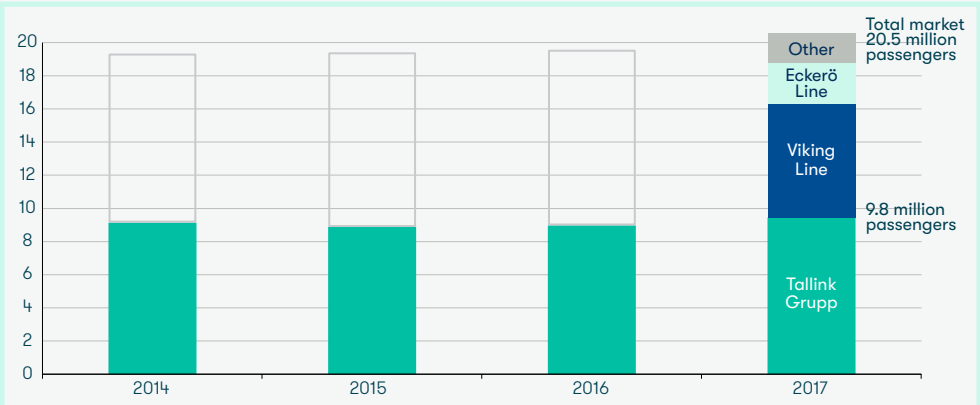
KEY INFORMATION 2017

Passengers transported	9 755 720	P/E	18
Sales	967 mil EUR	ROA	4.3%
EBITDA	158 mil EUR	ROE	5.7%
Net Profit	46 mil EUR	Equity Ratio	54%
Average number of employees	7 406	EBITDA Margin	16%
EPS	0.069	Book value per share	1.25 EUR

WE OPERATE 7 ROUTES



THE PASSENGER MARKET SHARE OF TALLINK GRUPP IS 47% IN THE NORTHERN BALTIC SEA



HISTORY

1883	1910	1928	1957	1965	1989	1990	1996	2001	2002	2003	2004	2005	2006	2009	2011	2015	2017
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

OUR FLEET CONSISTS OF 14 ICE CLASS SHIPS AND HAS A VALUE OF EUR 1.5 BILLION

Megastar
Built: 2017
Length: 212 m
Passengers: 2800
Lanemeters: 3600
Tallinn-Helsinki

Star
Built: 2007
Length: 186 m
Passengers: 2080
Lanemeters: 2000
Tallinn-Helsinki

Baltic Princess
Built: 2008
Length: 212m
Passengers: 2800
Lanemeters: 1130
Turku-Stockholm

Baltic Queen
Built: 2009
Length: 212m
Passengers: 2800
Lanemeters: 1130
Tallinn-Stockholm

Victoria I
Built: 2004
Length: 193m
Passengers: 2500
Lanemeters: 1030
Tallinn-Stockholm

Romantika
Built: 2002
Length: 193m
Passengers: 2500
Lanemeters: 1030
Riga-Stockholm

Galaxy
Built: 2006
Length: 212m
Passengers: 2800
Lanemeters: 1130
Turku-Stockholm

Silja Symphony
Built: 1991
Length: 203m
Passengers: 2852
Lanemeters: 950
Helsinki-Stockholm

Silja Serenade
Built: 1990
Length: 203m
Passengers: 2852
Lanemeters: 950
Helsinki-Stockholm

Silja Europa
Built: 1993
Length: 202m
Passengers: 3123
Lanemeters: 932
Tallinn-Helsinki

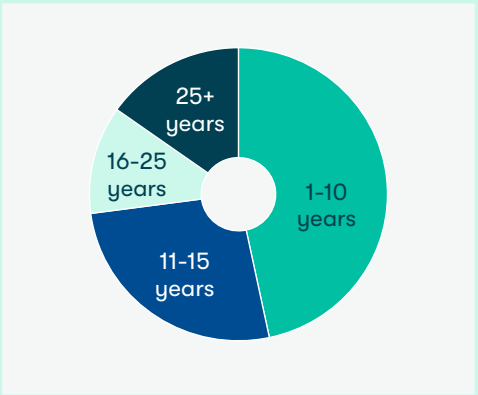
Regal Star
Built: 1999
Length: 157m
Passengers: 80
Lanemeters: 2087
Paldiski-Kapellskär

Sea Wind
Built: 1972
Length: 155.0m
Passengers: 260
Lanemeters: 1100
Tallinn-Helsinki

Isabelle
Built: 1989
Length: 171m
Passengers: 2480
Lanemeters: 850
Riga-Stockholm

Atlantic Vision
Built: 2002
Length: 203.3m
Passengers: 728
Lanemeters: 1900
Chartered out

AGE OF FLEET BY VALUE



WE OPERATE 5 HOTELS (1300 ROOMS)

Tallink City
Rooms: 332
Conference
Nightclub
Tallinn

Tallink Spa & Conference
Rooms: 275
Aqua Spa
Tallinn

Tallink Hotel Riga
Rooms: 256
Conference
GYM
Riga

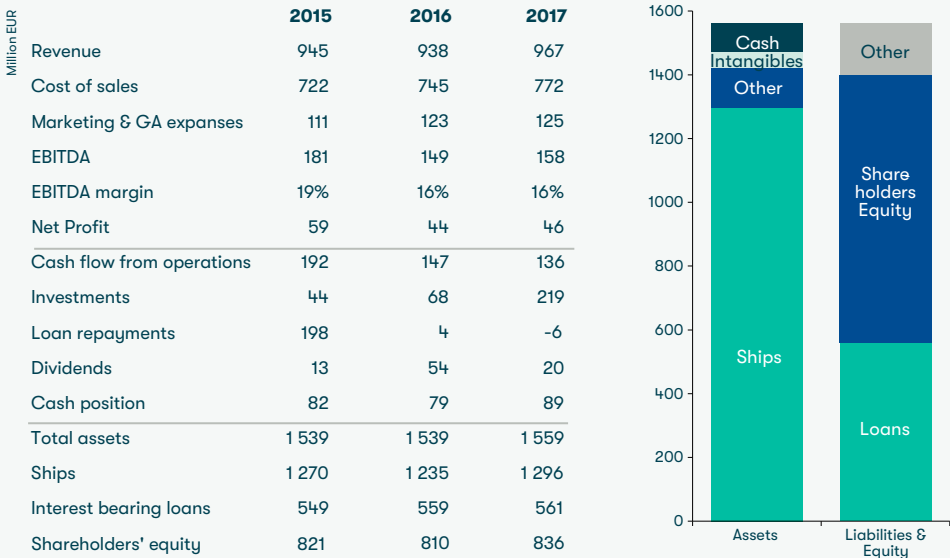
Pirita Top Spa
Rooms: 267
Wellness & MediSPA
National Heritage
Tallinn

Tallink Express
Rooms: 163
Resto & Bar Tempo
Tallinn

30% of the hotel guests arrive with Tallink ships

CORPORATE FACTSHEET

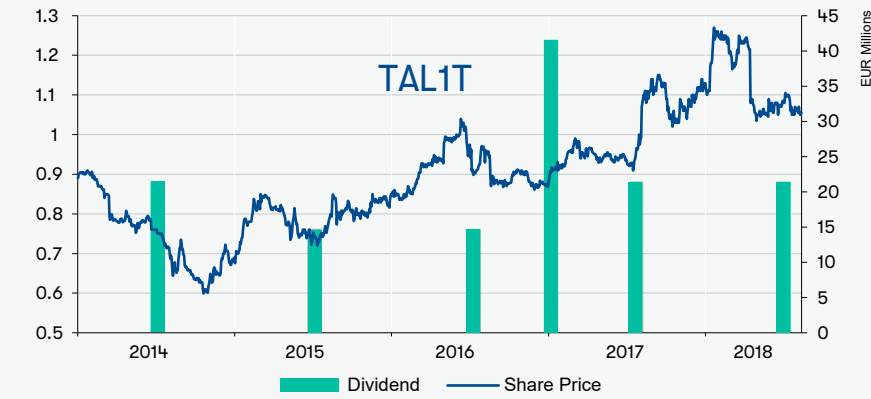
FINANCIALS



OUR POSITION IN THE WORLD

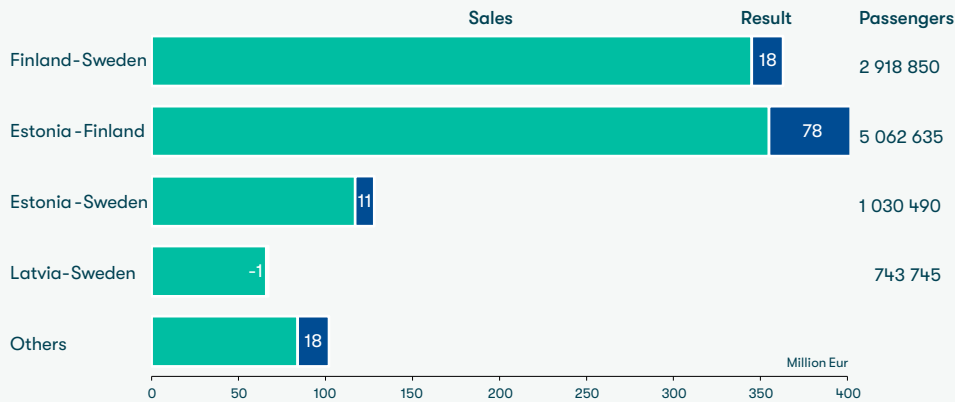


SHARE PRICE DEVELOPMENT



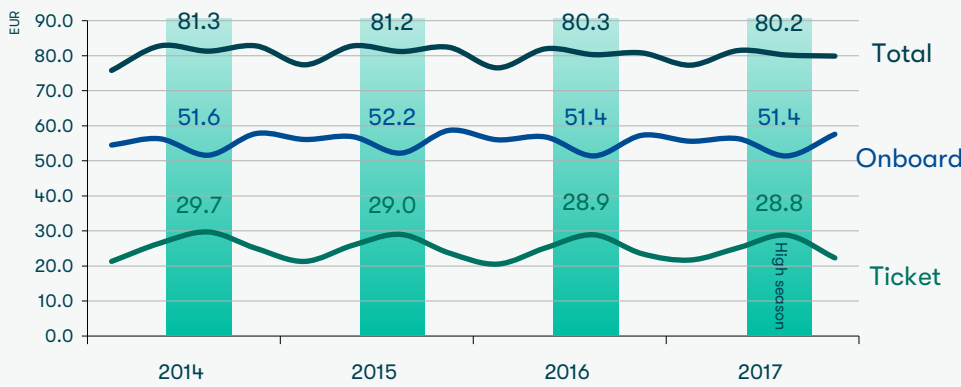
TALLINK HAS BEEN A LEADING STOCK ON THE BALTIC MARKET IN LIQUIDITY, MARKET CAPITALIZATION AND HAS A RETAIL SHAREHOLDER BASE AROUND 11 000 SHAREHOLDERS

SEGMENT RESULT BY ROUTES 2017



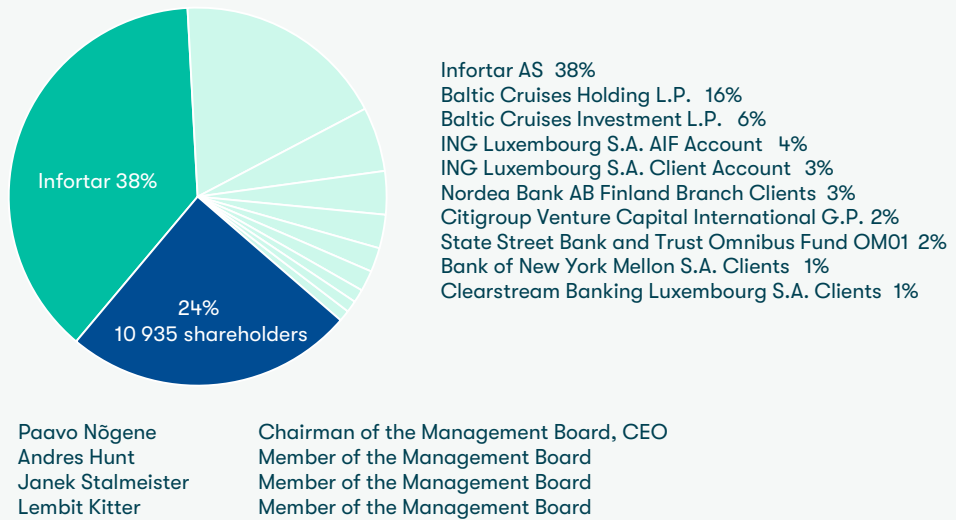
THE SEGMENT RESULT IS THE RESULT BEFORE ADMINISTRATIVE EXPENSES, FINANCIAL EXPENSES AND TAXES

PASSENGER REVENUE



QUARTERLY PASSENGER SPENDING, HIGHS AND LOWS

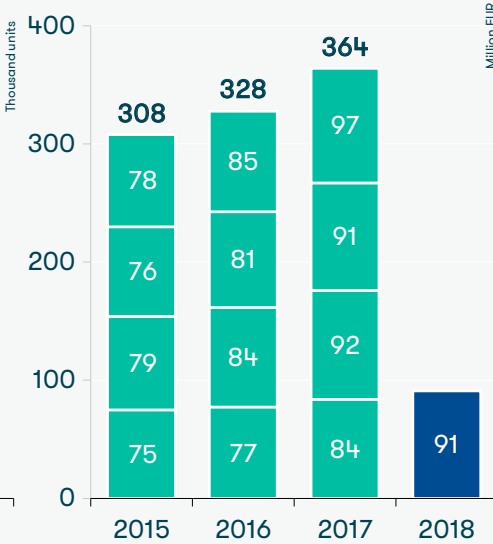
OWNERSHIP & MANAGEMENT



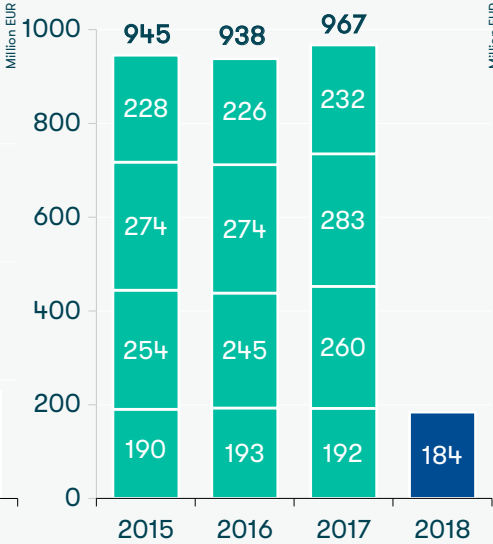
PASSENGERS



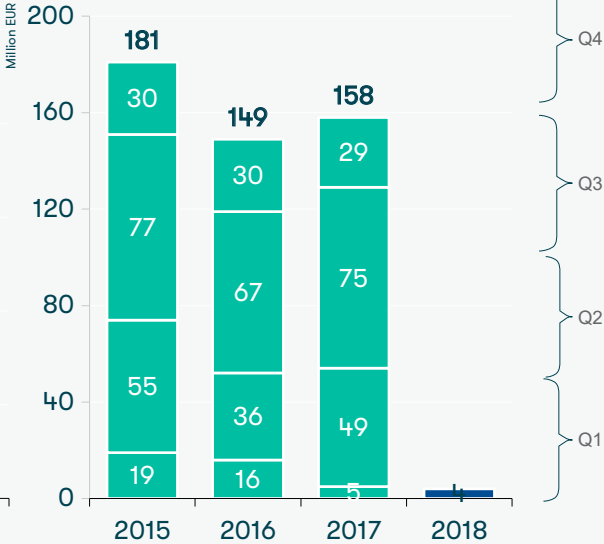
CARGO UNITS



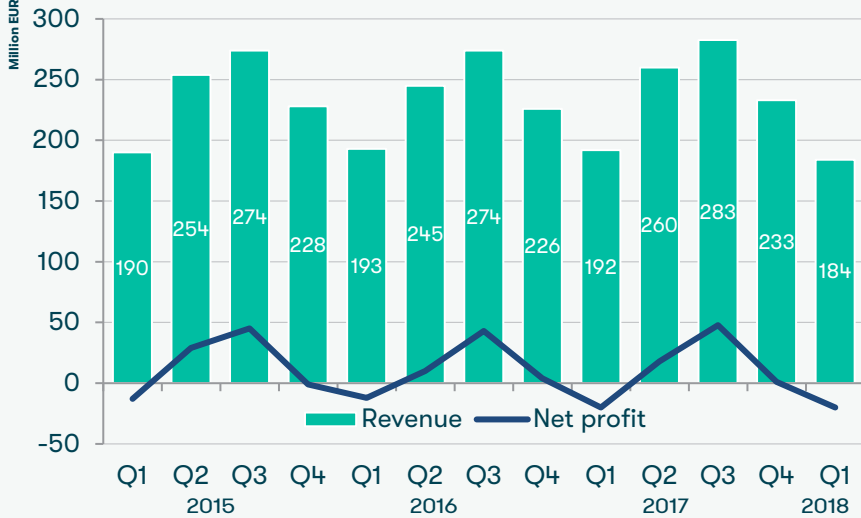
REVENUE



EBITDA



QUARTERLY SEASONALITY



TYPICAL TO THE TALLINK BUSINESS MODEL IS THAT MOST OF THE RESULT IS MADE IN THE SUMMER HIGH SEASON