

TALLINK GRUPP IS THE LEADING SHORT CRUISE AND FERRY OPERATOR



GROUP OF STRONG BRANDS



SILJA LINE

CLUB ONE

OVERNIGHT CRUISE & PASSENGER TRANSPORTATION



ONBOARD TAX-FREE SHOPPING & CATERING



LEISURE & CITY BREAK



4 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
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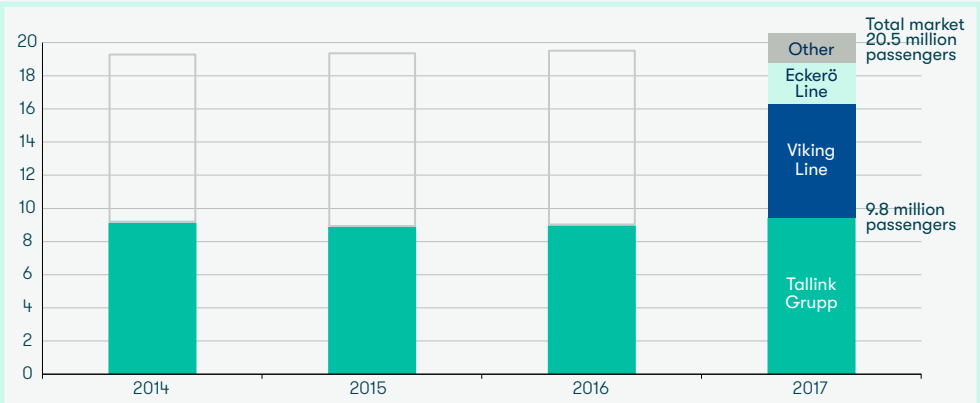
KEY INFORMATION 2017

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

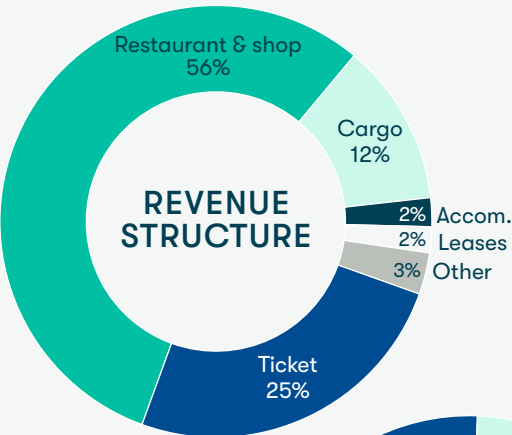
WE OPERATE 7 ROUTES



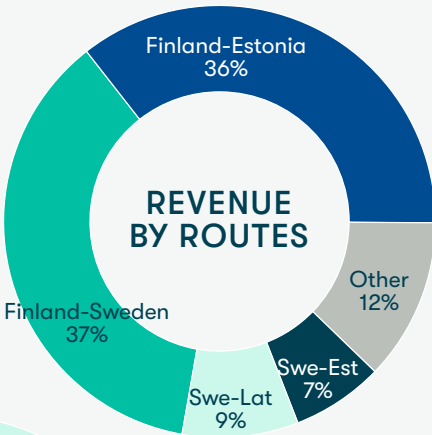
THE PASSENGER MARKET SHARE OF TALLINK GRUPP IS 47% IN THE NORTHERN BALTIC SEA



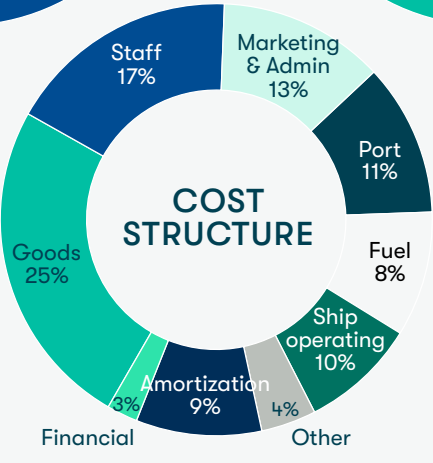
REVENUE STRUCTURE



REVENUE BY ROUTES



COST STRUCTURE



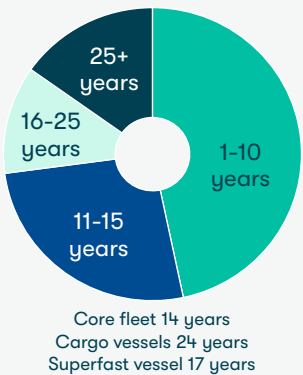
HISTORY

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	Baltic Queen Built: 2009 Length: 212m Passengers: 2800 Lanemeters: 1130 Tallinn-Stockholm	Galaxy Built: 2006 Length: 212m Passengers: 2800 Lanemeters: 1130 Turku-Stockholm	Silja Europa Built: 1993 Length: 202m Passengers: 3123 Lanemeters: 932 Tallinn-Helsinki	Isabelle Built: 1989 Length: 171m Passengers: 2480 Lanemeters: 850 Riga-Stockholm
Star Built: 2007 Length: 186 m Passengers: 2080 Lanemeters: 2000 Tallinn-Helsinki	Victoria I Built: 2004 Length: 193m Passengers: 2500 Lanemeters: 1030 Tallinn-Stockholm	Silja Symphony Built: 1991 Length: 203m Passengers: 2852 Lanemeters: 950 Helsinki-Stockholm	Regal Star Built: 1999 Length: 157m Passengers: 80 Lanemeters: 2087 Paldiski-Kapellskär	Atlantic Vision Built: 2002 Length: 203.3m Passengers: 728 Lanemeters: 1900 Chartered out
Baltic Princess Built: 2008 Length: 212m Passengers: 2800 Lanemeters: 1130 Turku-Stockholm	Romantika Built: 2002 Length: 193m Passengers: 2500 Lanemeters: 1030 Riga-Stockholm	Silja Serenade Built: 1990 Length: 203m Passengers: 2852 Lanemeters: 950 Helsinki-Stockholm	Sea Wind Built: 1972 Length: 155.0m Passengers: 260 Lanemeters: 1100 Muuga-Vuosaari	

AGE OF FLEET BY VALUE



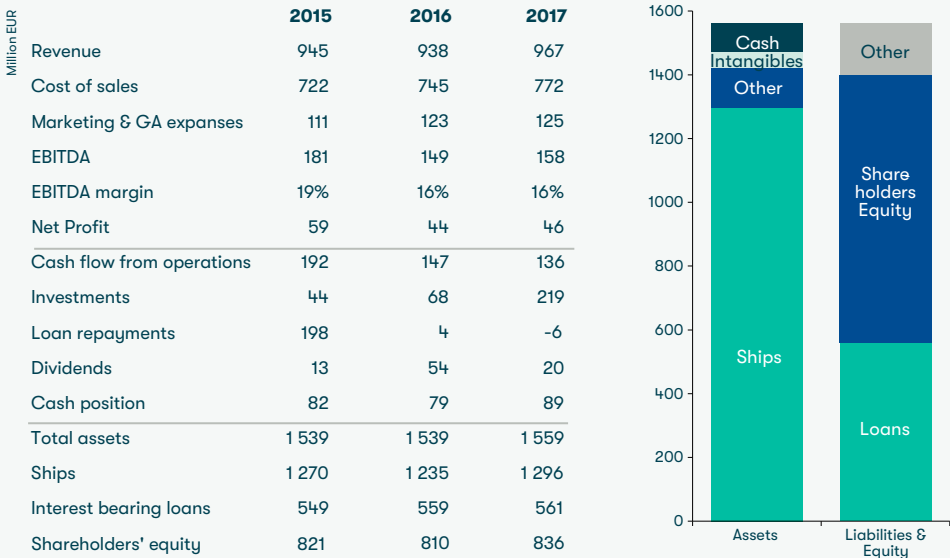
WE OPERATE 4 HOTELS (1029 ROOMS)

Tallink City Rooms: 332 Conference Nightclub Tallinn	Tallink Hotel Riga Rooms: 256 Conference GYM Riga
Tallink Spa & Conference Rooms: 275 Aqua Spa Tallinn	Tallink Express Rooms: 163 Resto & Bar Tempo Tallinn

30% of the hotel guests arrive with Tallink ships

CORPORATE FACTSHEET

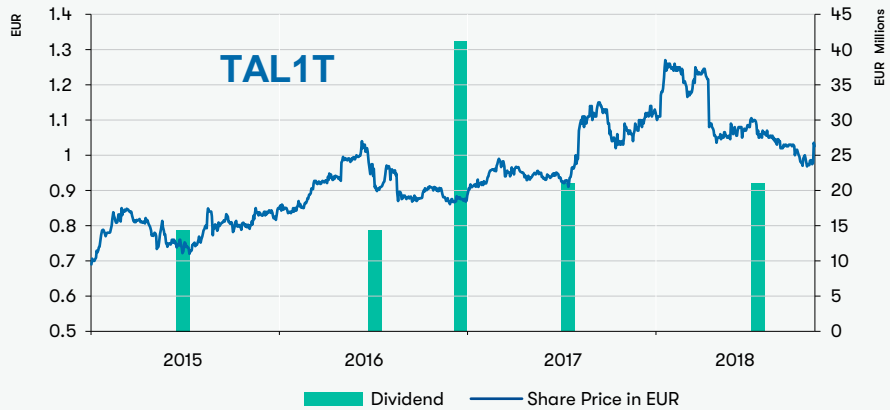
FINANCIALS



OUR POSITION IN THE WORLD

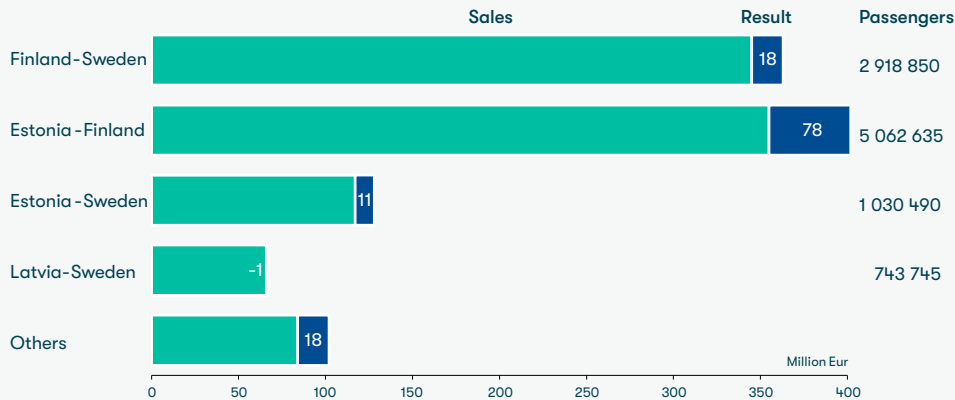


SHARE PRICE DEVELOPMENT



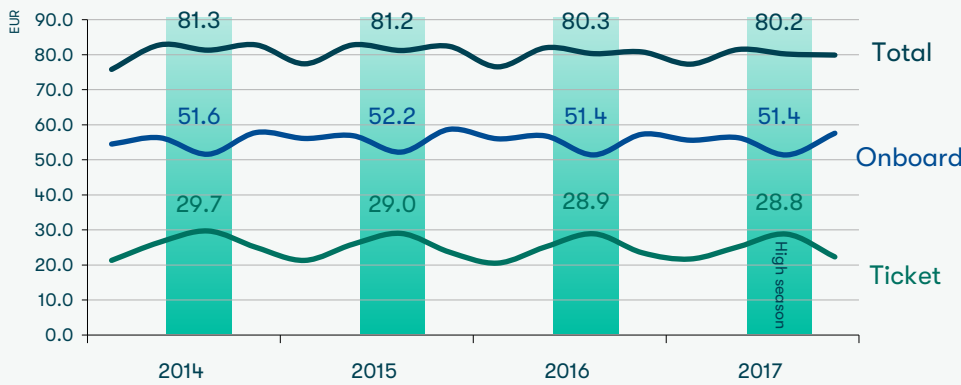
TALLINK HAS BEEN A LEADING STOCK ON THE BALTIC MARKET IN LIQUIDITY, MARKET CAPITALIZATION AND HAS A RETAIL SHAREHOLDER BASE AROUND 11 000 SHAREHOLDERS

SEGMENT RESULT BY ROUTES 2017



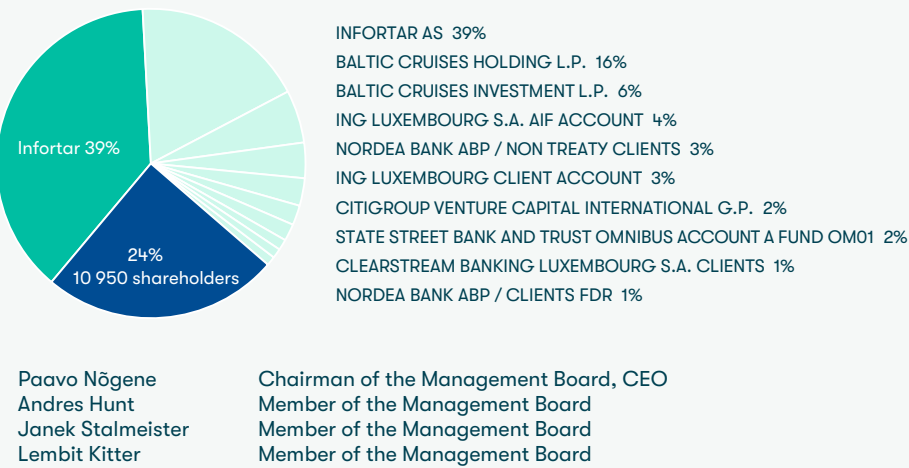
THE SEGMENT RESULT IS THE RESULT BEFORE ADMINISTRATIVE EXPENSES, FINANCIAL EXPENSES AND TAXES

PASSENGER REVENUE

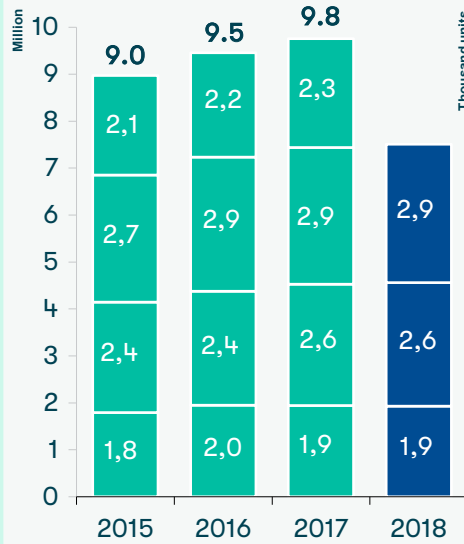


QUARTERLY PASSENGER SPENDING, HIGHS AND LOWS

OWNERSHIP & MANAGEMENT



PASSENGERS



CARGO UNITS



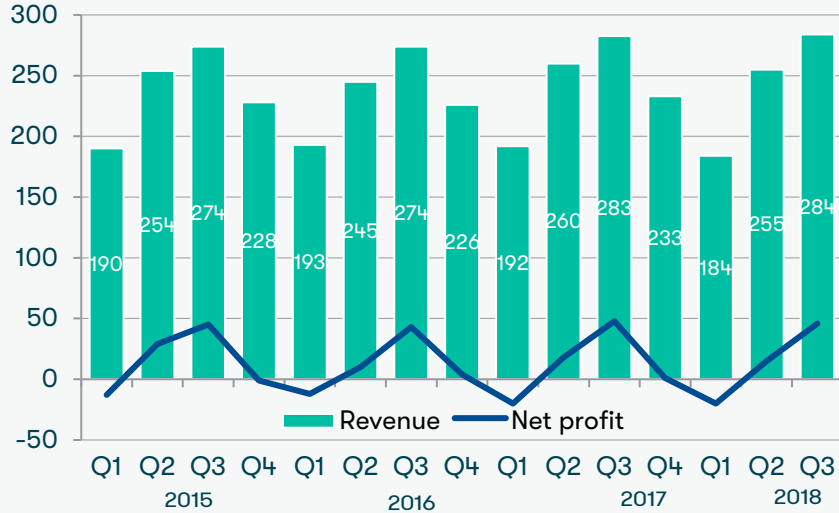
REVENUE



EBITDA



QUARTERLY SEASONALITY



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