TALLINK GRUPP IS THE LEADING SHORT CRUISE AND FERRY OPERATOR



GROUP OF STRONG BRANDS

*** TALLINK**

◆ CLUB ONE

SILJA LINE

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**

KEY INFORMATION 2017

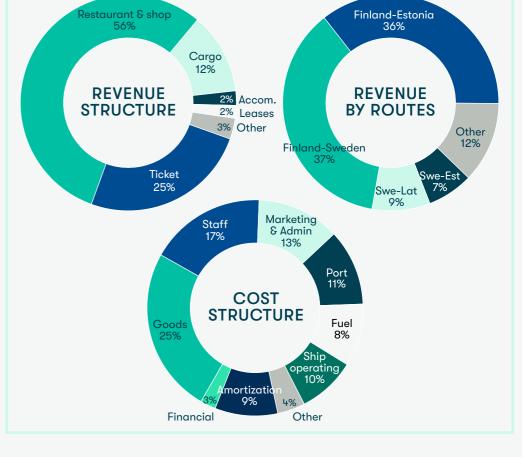
Passengers transported	9 755 720	P/E	18
Sales	967 mil EUR	ROA	4.3%
EBITDA	158 mil EUR	ROE	5.7%
Net Profit	46 mil EUR	Equity Ratio	54%
Average number of employees	7 406	EBITDA Margin	16%
EPS	0.069	Book value per share	1.25 EUR

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



/legastar

Victoria I Built: 2004 ength: 193m sengers: 2500 nemeters: 1030 Romantika Built: 2002 ength: 193m assengers: 2500

Baltic Queen

Built: 2009

ength: 212m

assengers: 2800



Built: 1991

assengers: 2800 anemeters: 1130 Silja Symphony Length: 203m assengers: 2852 Silja Serenade uilt: 1990 nath: 203n assengers: 2852



Silja Europa ength: 202m assengers: 3123 nemeters: 932 Regal Star Built: 1999 Length: 157m ssengers: 80 Sea Wind Built: 1972

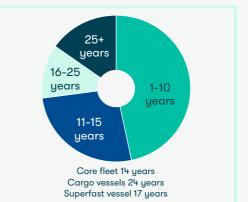
Length: 155.0m

assengers: 260

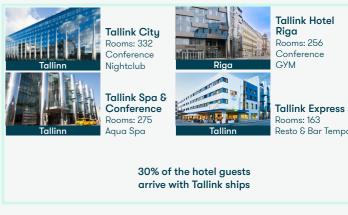


sabelle Built: 1989 Length: 171m assengers: 2480 Atlantic Vision Built: 2002 Length: 203.3m sengers: 728

AGE OF FLEET BY VALUE



WE OPERATE 4 HOTELS (1029 ROOMS)



CORPORATE FACTSHEET





OUR POSITION IN THE WORLD

FERR	Y OPERATOR BY GROSS TONS		THE W	ORLD'S TO		
Rank	Company	Gross tons	Rank	Location		
1	Stena Line	1 064 790	Sales >	US\$ 1,500.0		
2	Grimaldi Lines	701 340	1	SEOUL - II		
3	Tallink	512 817	2	DUBAI - D		
4	DFDS Seaways	438 479	3	SINGAPO		
5	P&O Ferries	409 659	Sales >	Sales > US\$ 1,000.0		
			4	LONDON		
FERR	Y OPERATOR BY BEDS		5	BANGKOK		
Rank	Company	Beds	Sales >	US\$ 800.0 r		
1	Tallink	24 821	6	HONG KO		
2	Stena Line	16 985	7	SHANGHA		
3	Viking Line	14 026	8	TOKYO - N		
4	Grand Navi Veloci	13 328	Sales >	US\$ 600.0 n		
5	Corsica ferries	11 676	9	BEIJING -		
5	Corsica ferries	11 676	9 10	BEIJING - PARIS - CI		
_	Corsica ferries Y OPERATOR BY REVENUES (EU					
FERR			10 11	PARIS - CI		

536

523

	THE WO	ORLD'S TOP DUTY FREE & TRAVEL R	ETAIL SHOP	S 2016					
tons	Rank	Location	Country	Channel					
4 790	Sales > U	\$\$ 1,500.0 million							
1340	1	SEOUL - Incheon Int'l Airport	South Korea	Airport Shops					
12 817	2	DUBAI - Dubai International Airport	UAE	Airport Shops					
8 479	3	SINGAPORE - Changi Airport	Singapore	Airport Shops					
9 659	Sales > US\$ 1,000.0 million								
	4	LONDON - Heathrow Airport	UK	Airport Shops					
	5	BANGKOK - Suvarnabhumi Airport	Thailand	Airport Shops					
Beds	Sales > U	S\$ 800.0 million							
24 821	6	HONG KONG - International Airport	Hong Kong	Airport Shops					
6 985	7	SHANGHAI - Pudong Airport	China	Airport Shops					
4 026	8	TOKYO - Narita Airport	Japan	Airport Shops					
3 328	Sales > U	S\$ 600.0 million							
11 676	9	BEIJING - Capital Airport	China	Airport Shops					
	10	PARIS - Charles de Gaulle Airport	France	Airport Shops					
ION)	11	FRANKFURT - Frankfurt-Main Airport	Germany	Airport Shops					
enue	Sales > U	S\$ 500.0 million							
1 925	12	TALLINK/SILJA LINE - All Routes	Estonia	Ferries					
1322	13	TAIPEI - Taoyuan International Airport	Taiwan	Airport Shops					
967	Sales > U	S\$ 400.0 million							

Netherlands Airport Shops

Source: Generation Research 2017

Airport Shops

Turkeu

AMSTERDAM - Schiphol Airport

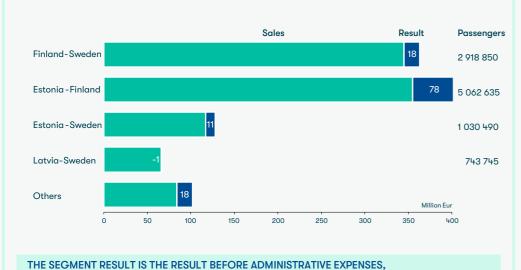
ISTANBUL - Atatürk Airport



MARKET CAPITALIZATION AND HAS A RETAIL SHAREHOLDER BASE AROUND 11 000 SHAREHOLDERS

SEGMENT RESULT BY ROUTES 2017

FINANCIAL EXPENSES AND TAXES



PASSENGER REVENUE

Source: ShipPax MARKET: 17, Company reports

Stena Line Tallink

Finnlines

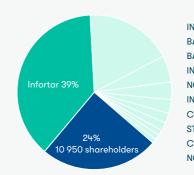
Vikina Line



QUARTERLY PASSENGER SPENDING, HIGHS AND LOWS

OWNERSHIP & MANAGEMENT

SHARE PRICE DEVELOPMENT



INFORTAR AS 39%

BALTIC CRUISES HOLDING L.P. 16%

BALTIC CRUISES INVESTMENT L.P. 6%

ING LUXEMBOURG S.A. AIF ACCOUNT 4%

NORDEA BANK ABP / NON TREATY CLIENTS 3%

ING LUXEMBOURG CLIENT ACCOUNT 3%

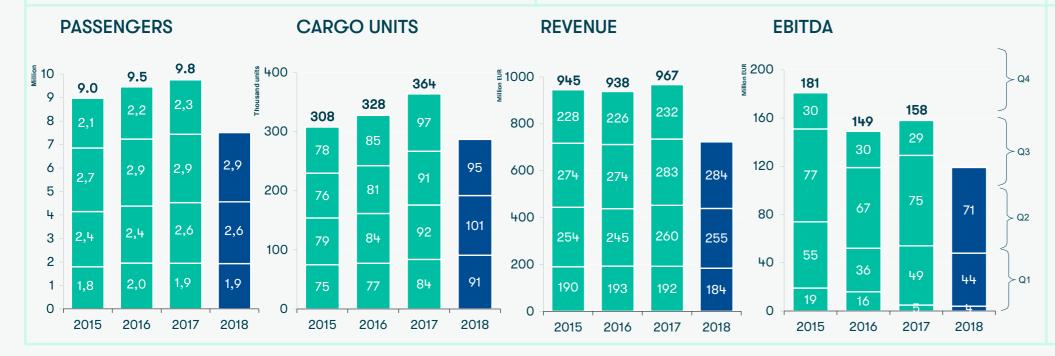
CITIGROUP VENTURE CAPITAL INTERNATIONAL G.P. 2%

STATE STREET BANK AND TRUST OMNIBUS ACCOUNT A FUND OM01 2%

CLEARSTREAM BANKING LUXEMBOURG S.A. CLIENTS 1%

NORDEA BANK ABP / CLIENTS FDR 1%

Paavo Nõgene Andres Hunt Janek Stalmeister Lembit Kitter Chairman of the Management Board, CEO Member of the Management Board Member of the Management Board Member of the Management Board





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