TALLINK GRUPP IS THE LEADING SHORT CRUISE AND FERRY OPERATOR

**WE OPERATE 7 ROUTES**

The passenger market share of Tallink Grupp is 47% in the Northern Baltic Sea.

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

**AGE OF FLEET BY VALUE**

**WE OPERATE 4 HOTELS (1029 ROOMS)**

**KEY INFORMATION 2017**

- Passengers transported: 9,755,720
- Sales: 967 mil EUR
- EBITDA: 158 mil EUR
- Net Profit: 46 mil EUR
- Average number of employees: 7,406
- EPS: 0.069 Book value per share 1.25 EUR

**HISTORY**

1883 - Founded
1903 - First newbuilt cruise ferry
1916 - First generation LNG vessel
2017 - New generation LNG vessel

**CURRENT STRATEGIC CORNERSTONES AND COMPETITIVE ADVANTAGES:**

- Manage the optimal fleet deployment
- The emphasis is on profitability improvement
- Develop a wide range of quality services targeted at different customers
- Pursue new growth opportunities
- Ensure cost efficient operations
- Manage the optimal debt level that will allow sustainable dividends
- Increase volumes and strengthen the leading position on our home markets
- Strive for the highest level of customer satisfaction

**OVERNIGHT CRUISE & FERRY OPERATIONS**

- **Magulator**
  - Boll: 2017
  - Length: 272 m
  - Passengers: 7,900
  - Crew: 420
  - Lanemeters: 1,900
  - Passengers: 250
  - Length: 203 m
  - Built: 2004

- **Galaxy I**
  - Boll: 2000
  - Length: 252 m
  - Passengers: 7,000
  - Crew: 300
  - Lanemeters: 1,300
  - Passengers: 105
  - Length: 201 m
  - Built: 2010

**LONG-TERM OBJECTIVES TOWARD INCREASING THE COMPANY VALUE AND PROFITABILITY:**

- Increase the passenger market share
- Strengthen the leading position on our home markets
- Strive for the highest level of customer satisfaction
- Manage the optimal debt level that will allow sustainable dividends

**CURRENT STRATEGIC CORNERSTONES AND COMPETITIVE ADVANTAGES:**

- Optimal fleet deployment
- The emphasis is on profitability improvement
- Manage the optimal debt level that will allow sustainable dividends
- Ensure cost efficient operations
- Increase volumes and strengthen the leading position on our home markets
- Strive for the highest level of customer satisfaction

**AS TALLINK GRUPP | Sadama 5/7 | Reg. Nr.:10238429 | Phone: +372 6 409 800 | Fax: +372 6 409 810 | E-mail: info@tallink.com | DECEMBER 2018 | Investor Relations | E-mail: veiko.haavapuu@tallink.ee | Phone: +372 440 9914**

**WE OPERATE 4 HOTELS (1029 ROOMS)**

- Tallink City Hotel
- Tallink Spa & Conference Hotel
- Tallink Hotel
- Tallink Express Hotel