



Investor Presentation

May 2007



Tallink in brief

- Tallink is the leading European ferry operator offering mini-cruise, passenger transportation and cargo transportation services in Baltic Sea.
- Fleet of 20 vessels
- Operating two hotels in center of Tallinn
- EUR 1.6 billion asset base
- 6,000 employees
- More than 6.5 million passengers annually*

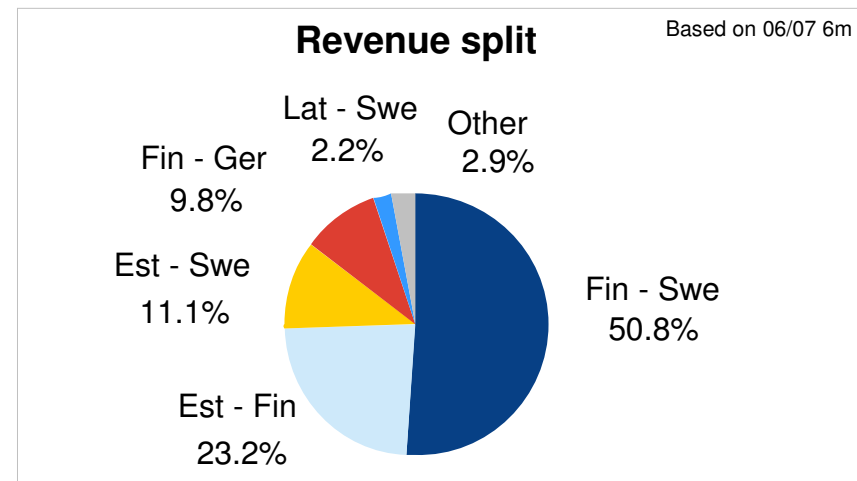
* Combined with the 12 months pro forma figures of the acquired Silja Line ferry business



Tallink routes



- Tallink operates between:
 - Tallinn and Helsinki (Est-Fin);
 - Tallinn and Stockholm (Est-Swe);
 - Paldiski and Kapellskär (Est-Swe);
 - Riga and Stockholm (Lat-Swe);
 - Helsinki and Rostock (Fin-Ger);
 - Helsinki and Stockholm (Fin-Swe);
 - Turku and Stockholm/Kapellskär (Fin-Swe).





Tallink business model

Product Offering

Mini-cruise, Hotel and Travel Packages



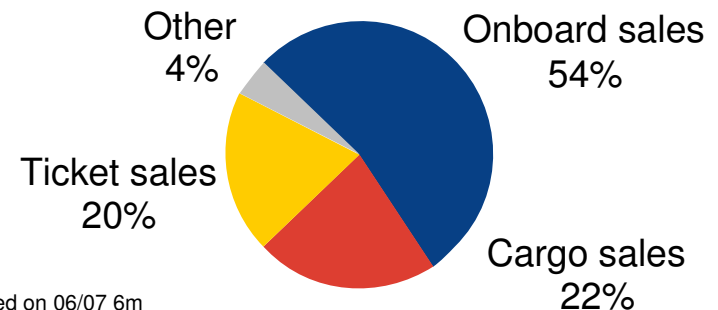
High-speed, Passenger and Cargo Traffic



Success Story and Growth Drivers

- Broad transportation, leisure and retail product: complete mini-cruise and overnight hotel & spa packages, city-break day trips, high-speed ferry and cargo
- Highly popular mini-cruise product across Scandinavia and the Baltics with extensive onboard retail and entertainment facilities
- Our destinations are attractive and lucrative for tourism and shopping destination
- Significant demand from business customers, tourism and cargo traffic boosted by EU accession

Business segments

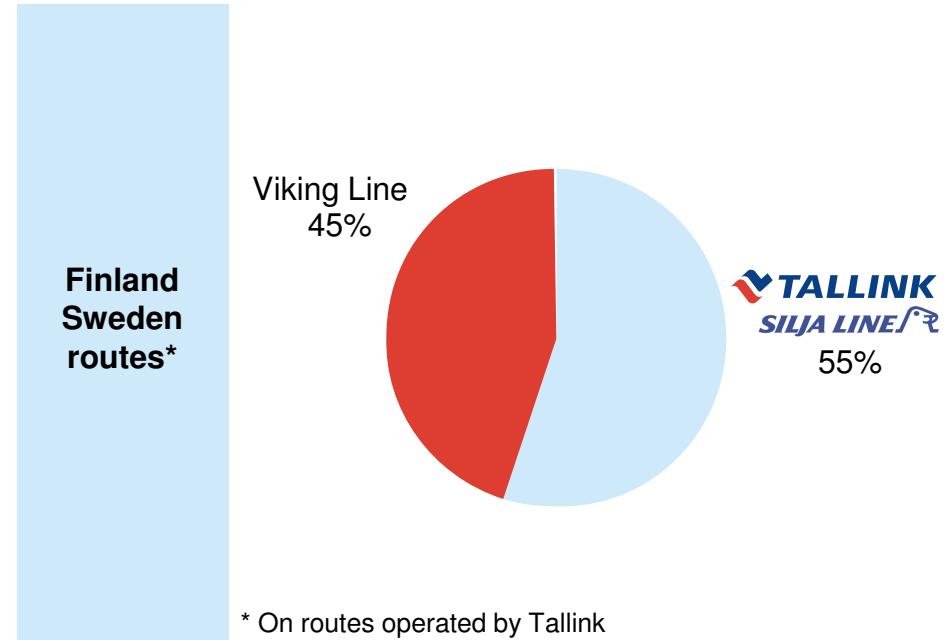
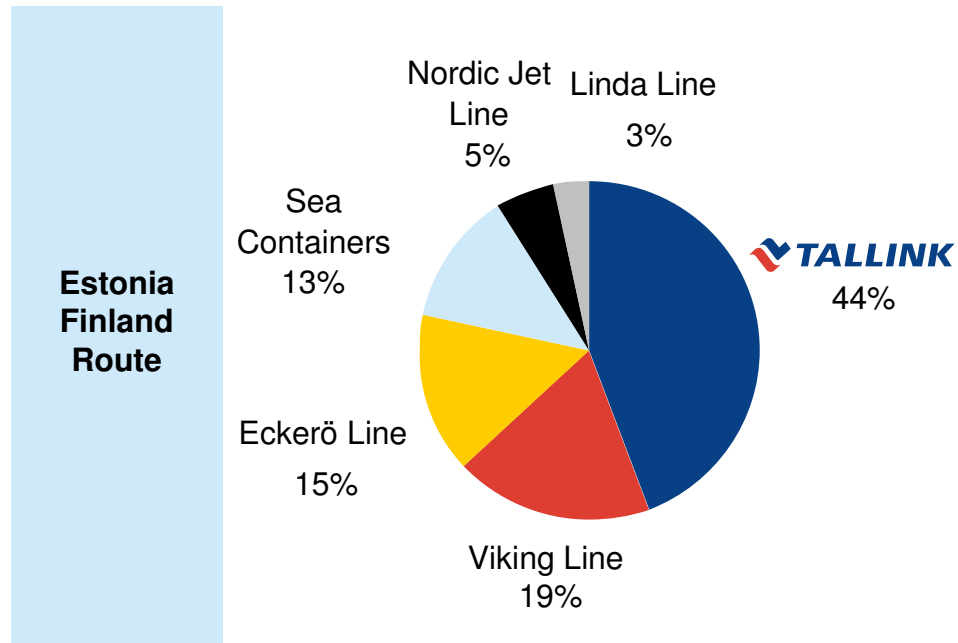


Based on 06/07 6m





Traffic market shares

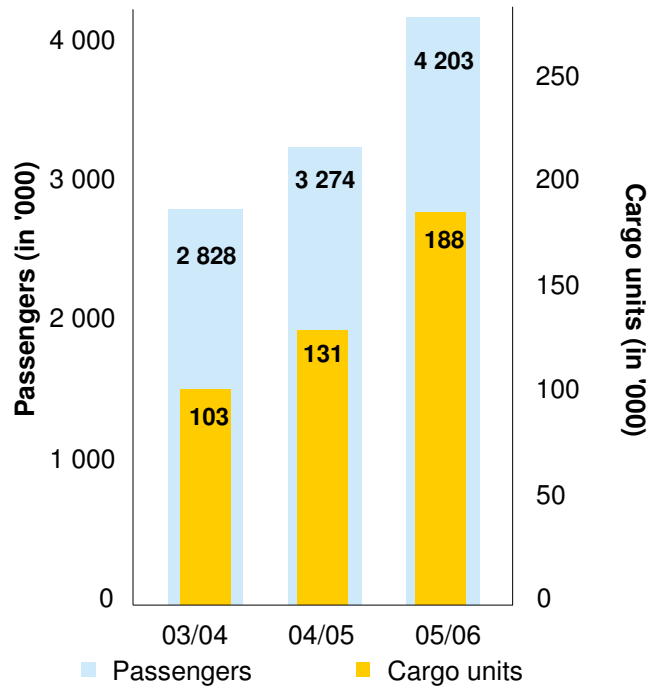


- On the Finland – Germany route the estimated Tallink’s market share of passenger transportation is 60%
- On the Estonia – Sweden and Latvia – Sweden routes, Tallink is the only provider of daily passenger and cargo transportation

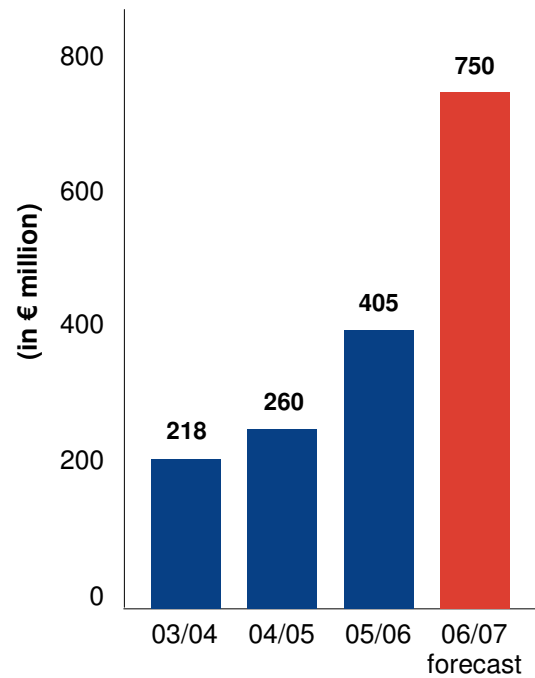


Strong operational and financial track record
 Significant growth momentum across all key indicators

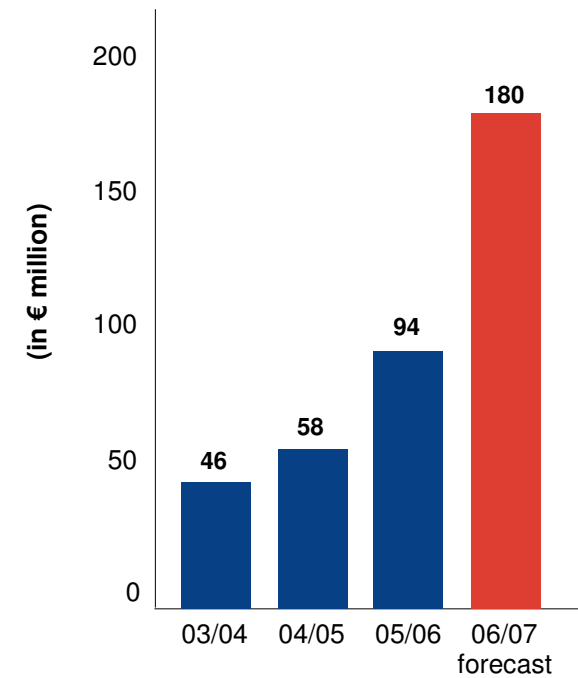
Pax and Cargo Growth Since 03/04



Revenue Growth Since 03/04



EBITDA Growth Since 03/04



Source: Tallink

Profitable growth is key to Tallink's success – this has been demonstrated over the past years and will remain central to its investment case going forward.



Proven strategy Market leadership and investment for profitable growth

- Continue to invest in our fleet
 - Central to maintaining market leadership and growing our business
 - Enhanced efficiency and profitability
 - Increased per-passenger spend from a wider demographic customer base
 - Further strengthening of the Tallink & Silja brands

- Build upon strong positions on existing routes
 - Strengthen overall market share and volumes
 - Further increase strong brand recognition
 - Broader customer base
 - Enhanced mini-cruise experience and promotion of our different travel destinations

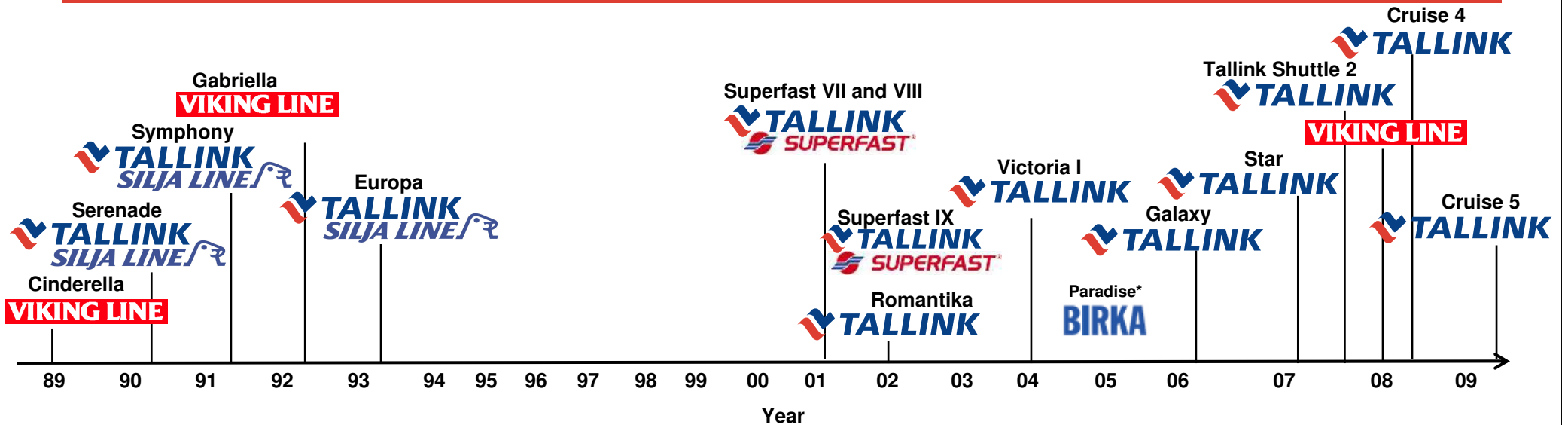
- Pursue new growth opportunities in the North Europe region
 - Potential route expansion
 - Travel-related products, services and packages including hotel operations in our destinations

- Maintain profitability through efficient and flexible management while seeking revenue growth



High quality fleet
Sophisticated and modern vessels

Ferries Built for the Region



Tallink is the only company investing aggressively into fleet renewal allowing us to provide:

- Higher quality of onboard facilities
- Expanded onboard consumption and retail facilities
- Increased passenger, cargo and retail capacity
- Reduce seasonality through ice-class specification
- Increased profitability through lower cost per passenger

*Note: Pure cruise vessel with no separate cargo or passenger car deck



Consolidated Income Statement

(in € million)	2005/2006	2005/2006 6m	2006/2007 6m
Sales	405	114	348
Cost of sales ⁽¹⁾	(288)	(92)	(274)
Marketing, general & admin ⁽¹⁾	(50)	(15)	(47)
Integration related one-off costs	0	0	(5)
EBITDA	94	16	50
<i>Margin (%)</i>	<i>23.2%</i>	<i>14.4%</i>	<i>14.5%</i>
EBIT	67	7	18
Net Profit	95*	4	0
ROI ⁽²⁾	12%	2%	2%
ROE ⁽³⁾	25%	0%	0%

Notes:

(1) Includes depreciation and amortization

(2) ROI represents average of (profit after net financial cost + interest expense) / (total assets – interest free liabilities) for the period

(3) ROE represents net profit / average equity for the period

* Includes negative goodwill in the amount of 45 € millions



Consolidated Balance Sheet

(in € million)	28.02.2006	31.08.2006	28.02.2007
Total assets	550	1,657	1,591
Non-current assets	426	1,481	1,475
Current assets	124	176	116
- of which cash -	107	90	37
Total liabilities	245	1,077	1,010
Interest bearing liabilities	221	956	918
Other liabilities	24	121	92
Shareholders' equity	305	580	581
Total liabilities and equity	550	1,657	1,591
Gearing ⁽¹⁾	42.0%	62.2%	63.2%

Note:

(1) Gearing represents interest bearing liabilities / (interest bearing liabilities + shareholders' equity)



Consolidated Cash Flow Statement

(in € million)	2005/2006	2005/2006 6m	2006/2007 6m
Net income	95	4	0
Depreciation and amortization	27	9	33
Other	(43)	1	-1
Operating cash flow	79	14	32
Capital expenditure	(562)	(31)	(27)
Asset disposal	12	0	0
Free cash flow	(471)	-17	5
Debt financing	327	(24)	(38)
<i>New loans</i>	805	0	0
<i>Repayments</i>	(478)	(24)	(38)
Equity financing	226	131	0
Interests	(12)	(4)	(20)
Change in cash	69	86	(53)



Future growth

Future growth drivers:

- New vessels



- New routes



- New businesses





Continued investment in new vessels is critical to Tallink's growth, expansion strategy and market leadership position

Ship Delivery Schedule

Ordered vessel	Acquisition Cost	Pax Capacity	Lane Meter Capacity	Delivery Date
Tallink Shuttle 2	~€113 million	2,000	2,000	Spring 2008
Tallink Cruise 4	~€165 million	2,800	1,100	Summer 2008
Tallink Cruise 5	~€180 million	2,800	1,100	Spring 2009

Current Fleet Loans and Vessel Values

(in € billion)	31.08.2004	31.08.2005	31.08.2006	28.02.2007
Market value of vessels	0.4	0.4	1.4	1.4
Secured bank loans	0.3	0.2	1.0	0.9
Market value / Loans	164%	186%	142%	152%



Investments into Fleet renewal New shuttle concept

- The new breed of high-speed ro-pax ferries combine the best characteristics of cruise ferries, cargo vessels and high-speed vessels with operating costs of one vessel.
- Ice class vessel – year around service compared to today's eight month AutoExpress service



- Cruise ferry
 - High passenger capacity
 - Large variety of restaurants, shops and other public spaces
- Cargo vessel
 - Large cargo and car deck
- High-speed vessel
 - Fast crossing between destinations

One ferry as good as three



Brand new route
Expansion to Riga – Stockholm route

Riga – Stockholm route

- Tallink opened Riga – Stockholm route in April 2006

Good development potential

- Two largest Capital Cities in the Baltic Sea region
 - Stockholm 2 million catchment area
 - Riga 1 million catchment area
- Experience with similar Tallinn – Stockholm route
 - 234 thousand passengers during 1st year of operations
 - 718 thousand passengers during last 12 months
 - Over 200% increase in 5 years
- Second vessel to the route from April 2007
 - Daily departures from both directions



Regina Baltica



Vana Tallinn



Acquisition of Superfast Expansion to Finland – Germany market

Helsinki – Rostock route

- Tallink acquired three Superfast vessels in April 2006

Developments made during the first year

- Better pricing policy
- New destination in Finland since January 2007
 - More attractive destination
 - Better utilization of vessels
- Larger sales network, development of network in Germany



Superfast VII



Superfast VIII



Superfast IX



Acquisition of Silja

Transaction Highlights

- Tallink acquired the shares of Silja
 - Transaction included Silja brand and operations with 6 vessels between Finland and Sweden
 - Price EUR 450 million (EV) plus 5 million Tallink's shares:

Keywords and rationale

- Major restructuring
- Integration
- Synergies
- Implementation of Tallink business model





2006/2007 Outlook

Outlook for 2006/2007 financial year and operational impacts to the results

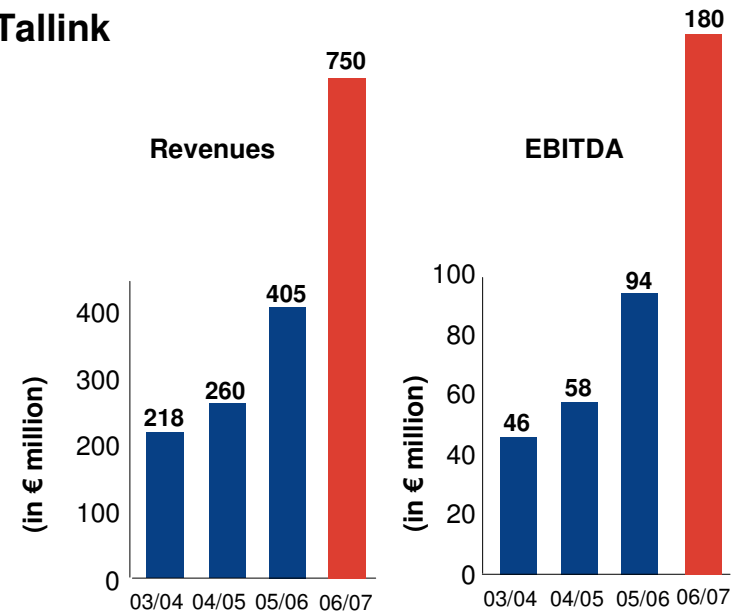
- Impacts of Galaxy, Romantika on Swedish route, Latvia – Sweden operations, Finland – Germany operations and Finland Sweden operations for the full financial year
- 2nd ship to Latvia – Sweden operation
- Delivery of new Shuttle ferry. Contribution for ~5 months

Integration of the acquired businesses: Silja and Superfast with Tallink

- Cost synergies
- Cross-selling benefits
- Wider product offering

Management's estimations and projections:

- Revenues in range 750 million €
- EBITDA approx. 180 million €
- EPS target 0.135 €





Tallink: The strongest in the Baltic Sea



“The leading European shipping group providing high-quality mini-cruise and passenger transport services, as well as a leading provider of cargo services on selected routes”

- Outstanding macro fundamentals
- Strong market position
- High-quality, flexible fleet
- Broad product offering
- Strong brands
- Competitive cost base
- Experienced management team



Thank you!





Finland – Estonia Helsinki – Tallinn

Customers and Products

■ Helsinki – Tallinn

- Revenues mainly from onboard and ticket sales
- Approximately 80% of the passengers are Finnish
- 2 hour transportation with high-speed ro-pax ferries
- 22 hour over-night cruise with “Galaxy”

■ Investments

- In 2002, 2006 and 2007 three brand new vessels
- In 2008 brand new Ro-pax ferry will be introduced



Galaxy



Star



Auto Express 2

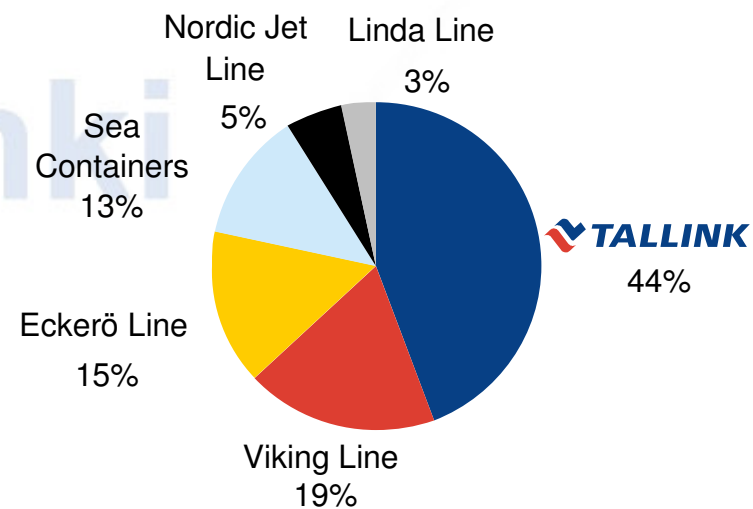


Kapella



Superfast VII / VIII / IX

Market Share



Key Words

- Developing passenger market
- Increased cargo demand



Finland – Sweden

Helsinki – Stockholm; Turku – Stockholm/Kapellskär

Customers and Products

- Helsinki – Stockholm
 - Revenues mainly from onboard and ticket sales
 - Approximately 65% passengers are Finnish
 - Over-night cruise



Silja Serenade



Silja Symphony

- Turku – Stockholm/Kapellskär
 - Revenues from onboard, ticket and cargo sales
 - Majority of passengers are Finnish
 - Over-night and day trips



Silja Europa



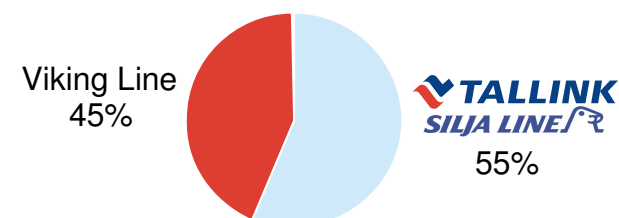
Silja Festival



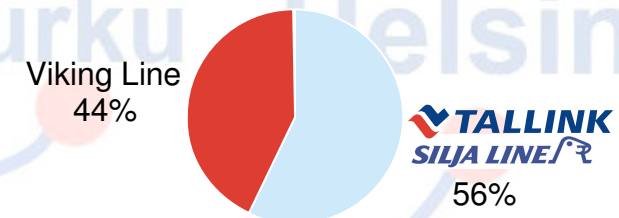
Sea Wind / Sky Wind

Market Share

Helsinki-Stockholm



Turku-Stockholm



Key Words

- Tax-free status (via Åland islands)
- Strong brand – Silja
- Loyal passenger base
- Increased cargo demand
- Overnight cruise
- City-break
- Hotel package sales



Sweden – Estonia

Stockholm – Tallinn; Kapellskär – Paldiski

Customers and Products

- Stockholm – Tallinn route
 - Revenues mainly from onboard and ticket sales
 - Approximately 70% of passengers are Swedish
 - Over-night cruise



Romantika



Victoria

- Paldiski – Kapellskär route
 - Revenues mainly from cargo sales
 - 11,5 hour trip



Regal Star

Market Share

- Tallink is the only provider of daily passenger and ro-ro cargo services on the routes between Sweden and Estonia

Key Words

- Tax-free status (via Aland islands)
- High development potential
- Overnight cruises
- City-breaks
- Hotel package sales



Sweden – Latvia
Stockholm – Riga

Customers and Products

- Stockholm – Riga route
 - Revenues mainly from onboard and ticket sales
 - Approximately 60% of passengers are Latvian
 - Over-night cruise



Regina Baltica



Vana Tallinn

Market Share

- Tallink is the only provider of daily passenger and ro-ro cargo services on the route between Sweden and Latvia

Key Words

- High growth potential
- Overnight cruise
- City-break
- Hotel package sales

Stockholm

Riga

Latvia



Finland – Germany
Helsinki – Rostock

Customers and Products

- Helsinki – Rostock route
 - Revenues mainly from cargo sales
 - 22 hour trip



Superfast VII

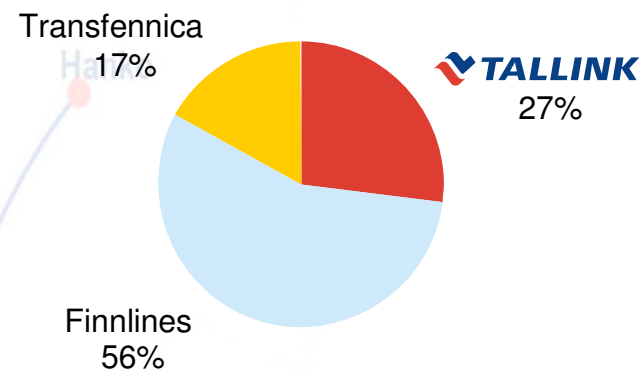
Superfast VIII

Superfast IX

- High quality fast ice-classed vessels

Rostock
Germany

Freight Market Share



Key Words

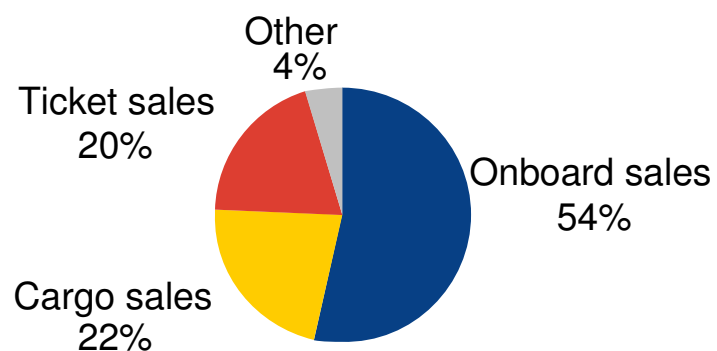
- The fastest link between Finland and Germany
- High cargo space utilization
- Potential in passenger transportation



Revenue Structure

6 months of 2006/2007 and 2005/2006 financial years

2006/2007 6m



In € thousand

Operational segments	06/07 6m	05/06 6m	2005/2006
Ticket sales	67,637	26,592	115,244
Revenue from packages	2,832	3,494	10,074
Sales of cargo transport	74,949	24,433	78,572
Accommodation sales	2,383	2,270	6,074
Restaurant and shops sales on-board and on mainland	180,887	52,817	177,464
Income from leases of vessels	4,408	1,174	3,663
Other	15,144	3,368	13,528

In € thousand

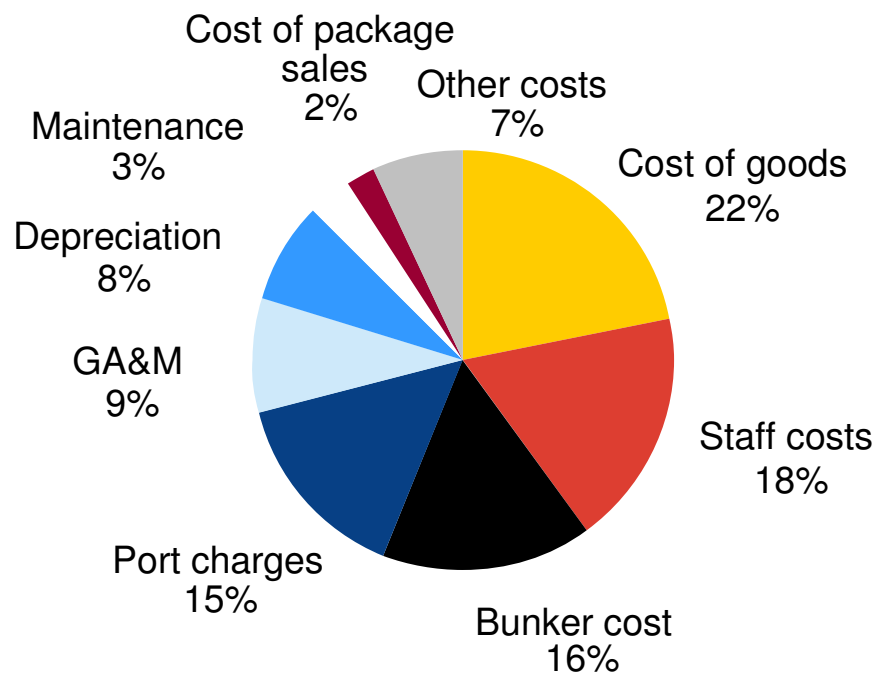
2006/2007 6m	Estonia – Finland	Estonia – Sweden	Latvia – Sweden	Finland – Germany	Finland – Sweden	Estonia mainland	Other
Sales	80,751	38,742	7,625	34,072	177,067	5,569	4,414
Segment Result	19,880	2,505	-869	2,510	22,746	304	926
2005/2006 6m							
Sales	73,159	34,987				4,778	1,224
Segment Result	11,408	-1,460				1,685	197
2005/2006							
Sales	169,804	87,619	8,810	38,276	84,633	11,759	3,718
Segment Result	37,204	10,440	-2,087	10,031	28,187	3,446	814



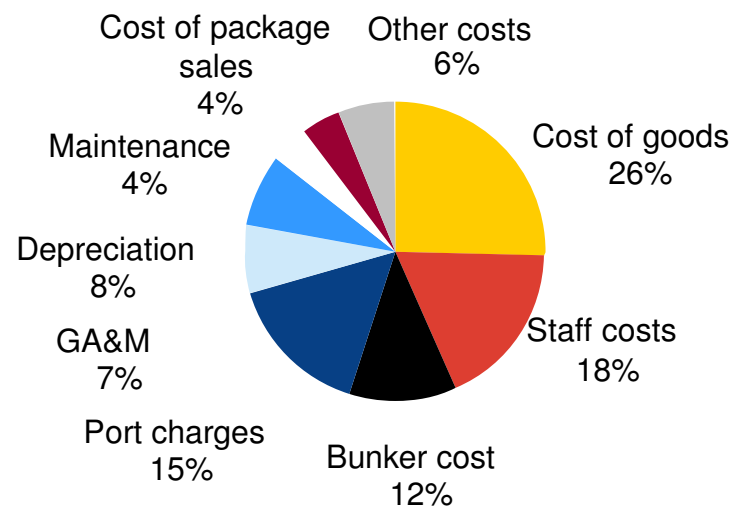
Cost Structure in 2005/2006 and 2004/2005 financial years

Cost items	2005/2006	2004/2005
Cost of goods	22%	26%
Staff costs	18%	18%
Bunker cost	16%	12%
Port charges	15%	15%
General administration & marketing	9%	7%
Depreciation and amortization	8%	8%
Spare parts and maintenance expenses	3%	4%
Cost of package sales, except ship tickets	2%	4%
Other costs	7%	6%

2005/2006



2004/2005





Cost structure in € thousand

In € thousand

Cost of sales	2006	2005
Cost of goods	-74,188	-56,135
Port charges	-48,998	-33,884
Bunker cost	-54,199	-25,666
Staff costs	-43,404	-26,419
Depreciation and amortization	-24,922	-16,635
Spare parts and maintenance expenses	-10,755	-9,371
Cost of package sales, except ship tickets	-7,731	-8,619
Other costs	-23,338	-13,696
Total cost of sales	-287,535	-190,425

In € thousand

Marketing expenses	2006	2005
Advertising expenses	-9,874	-6,206
Staff costs	-13,690	-9,744
Depreciation and amortization	-310	-337
Other costs	-5,175	-5,200
Total marketing expenses	-29,049	-21,487

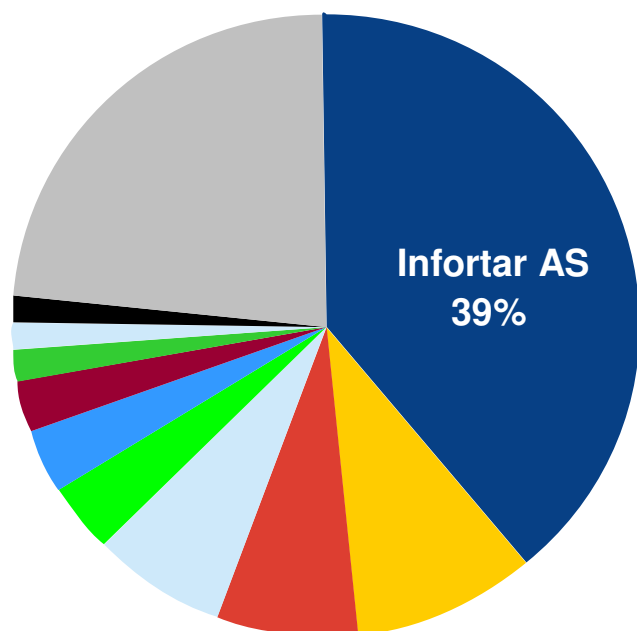
In € thousand

Administrative expenses	2006	2005
Staff costs	-4,247	-2,814
Depreciation and amortization	-1,590	-405
Other costs	-15,241	-4,447
Total administrative expenses	-21,078	-7,666



Ownership structure

Shareholders of AS Tallink Grupp



TOP 10 shareholders on 23.04.2007

%

Shareholder	Percentage
Infotar AS	39.0%
ING Luxembourg S.A.	9.1%
Citigroup Venture Capital International Jersey Ltd	7.3%
Nordea Bank Finland Plc / Non-resident legal entities	6.9%
Skandinaviska Enskilda Banken AB Clients	3.5%
AS Suprema Client account	3.4%
Morgan Stanley + CO International Equity Client account	2.5%
Deutsche Bank AG London Prime Brokerage/Clients account	1.6%
Firebird Republics Fund Ltd	1.6%
Investors Bank and Trust CO (Treaty)	1.4%
Others	23.7%



AS Tallink Grupp share price performance

