



Company Presentation

November 2007



Tallink in brief

- Tallink is the leading European ferry operator offering mini-cruise, passenger transportation and cargo transportation services in the Baltic Sea.
- Fleet of 19 vessels
- Operating two hotels in center of Tallinn
- Revenues EUR 760 million
- EUR 1.6 billion asset base
- More than 6,300 employees
- Nearly 7 million passengers annually
- 360 thousand cargo units annually
- Listed on OMX Tallinn – TAL1T

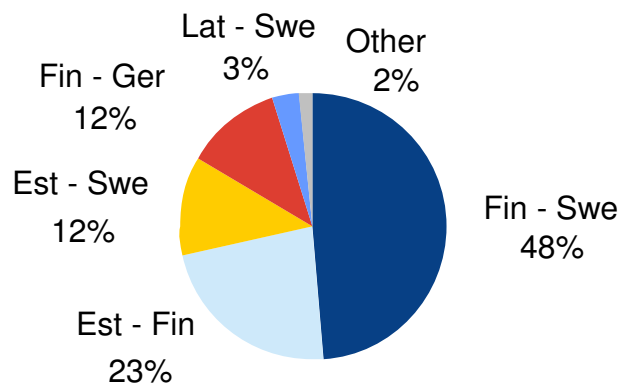


Over 50 years of operating and cruising experience

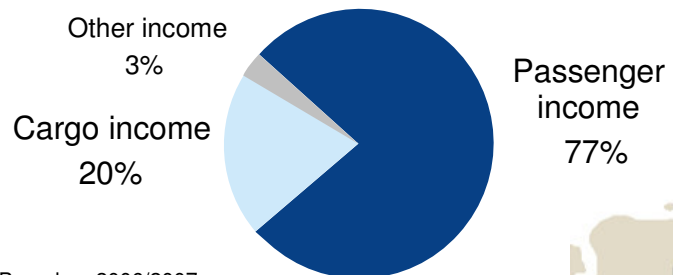


Tallink in brief

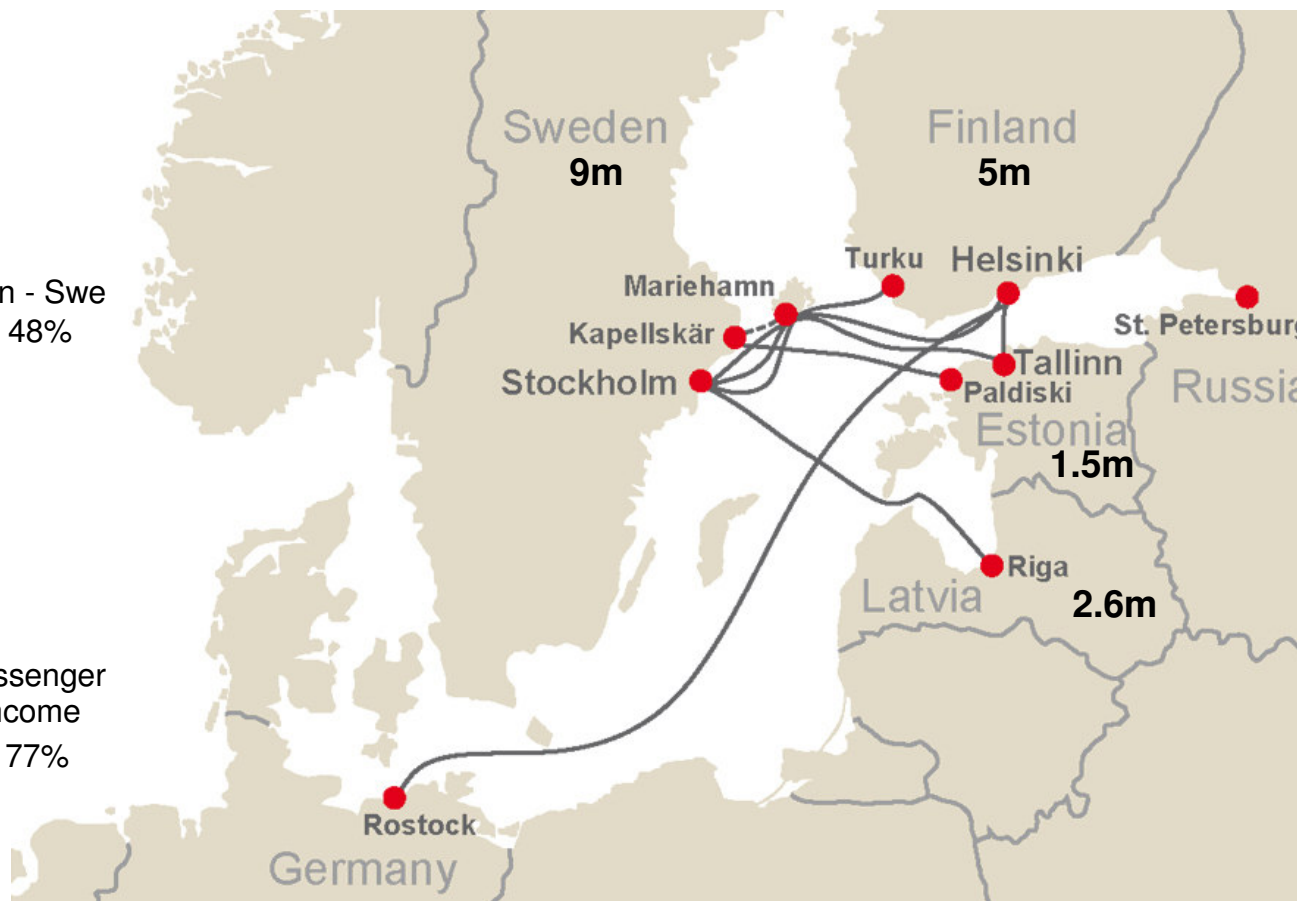
Revenue split



Revenue sources



Based on 2006/2007
Unaudited results



Tallink is the market leader on the Northern Baltic Sea



Tallink business model

Product Offering

Mini-cruises & passenger transportation



On-board Tax-Free Shopping



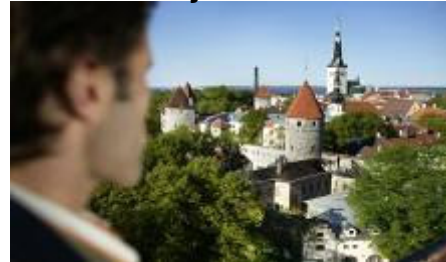
Conferences



Hotel & travel packages



City break



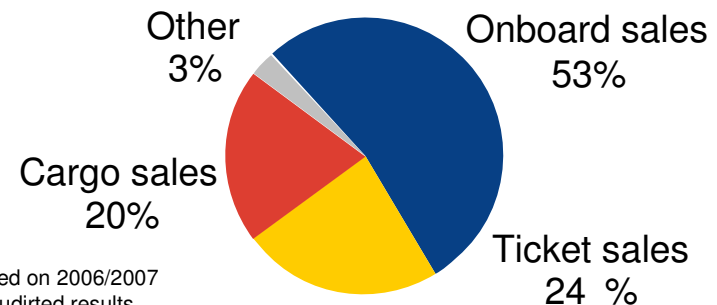
Cargo Transportation



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

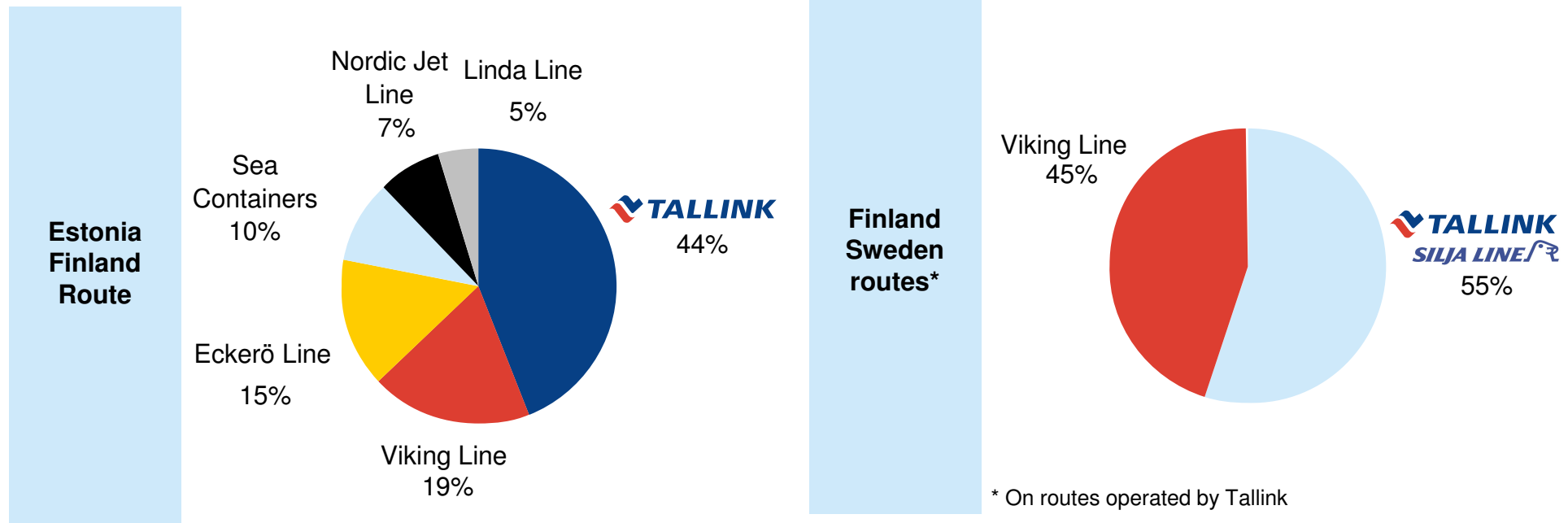


Based on 2006/2007
Unaudited results





Traffic market shares



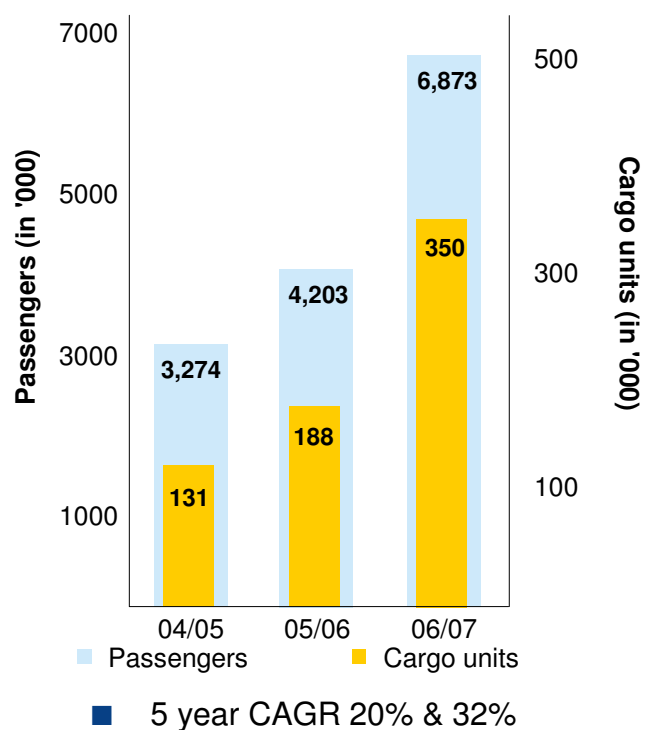
- On the Finland – Germany route the estimated Tallink’s market share of passenger transportation is 56%
- On the Estonia – Sweden and Riga – Stockholm routes, Tallink is the only provider of daily passenger transportation. On the Riga – Stockholm route Tallink is also the only provider of ro-ro cargo transportation
- On the Estonia – Sweden routes Tallink’s approximate market share of ro-ro cargo transportation is 60%

Source: Tallink; publicly available information on competitors; Port of Tallinn; ShipPax

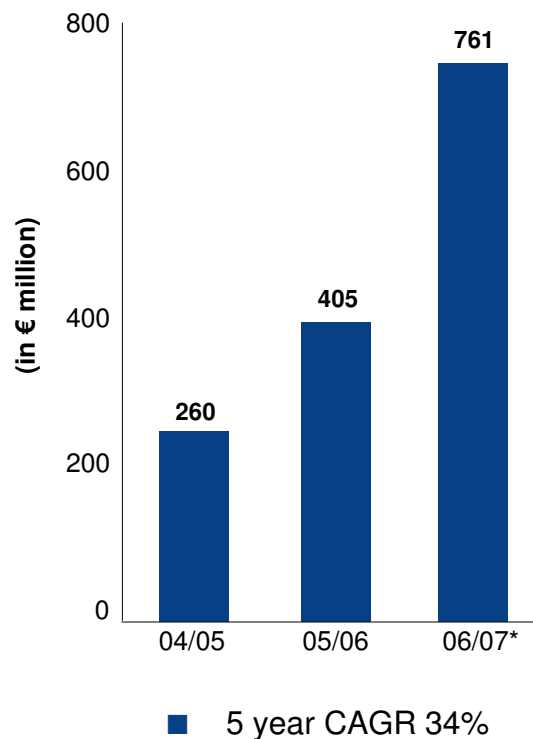


Strong operational and financial track record
Significant growth momentum across all key indicators

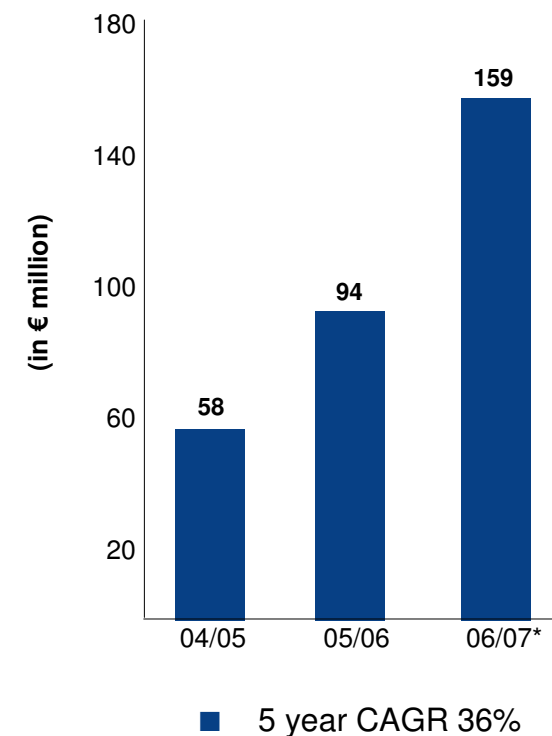
Passengers and Cargo Units



Revenue



EBITDA



*The figures of 2006/2007 financial year are unaudited

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

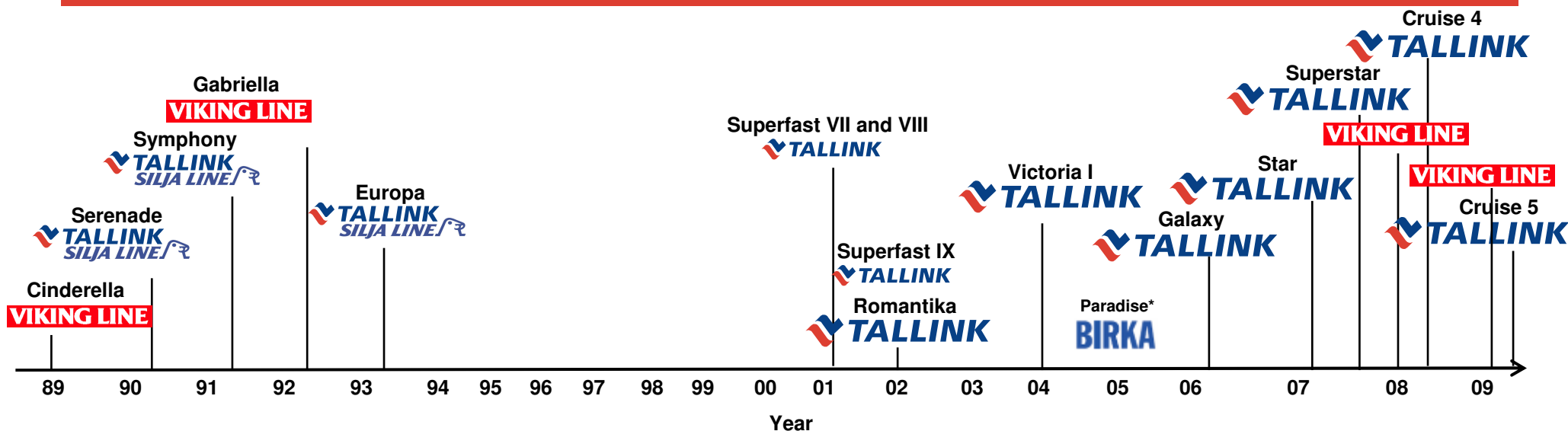
■ **Pursue new growth opportunities in the North Europe region**

- Potential route expansion
- Travel-related products, services and packages including hotel operations in our destinations



High quality fleet
Sophisticated and modern vessels

EUR 550 million newbuilding program 2002-2007



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



Company's Recent expansion

Over EUR 1 billion investments in 2006-2007

- **Superfast**
3 vessels on Germany-Finland route
for 310 million € in Spring 2006
- **Silja Line**
Major competitor with 6 vessels operations
and Silja brand for € 450 million and 20
million Tallink's shares in Summer 2006
- **Galaxy**
New cruise ferry to Tallinn-Helsinki route
for 165 million € in Spring 2006
- **Star**
New shuttle vessel to Tallinn-Helsinki route
for 110 million € in Spring 2007





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

Approximately EUR 470 million newbuilding program 2008 & 2009



Superstar
Delivery: 2008
Passengers: 2,000



Tallink Cruise 4
Delivery: 2008
Passengers: 2,800



Tallink Cruise 5
Delivery: 2009
Passengers: 2,800

Current Fleet Loans and Vessel Values

(in € billion)	31.08.2004	31.08.2005	31.08.2006	31.08.2007
Market value of vessels	0.4	0.4	1.4	1.5
Secured bank loans	0.3	0.2	1.0	1.0
Market value / Loans	164%	186%	142%	155%



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 previous eight month AutoExpress service



M/S Star – 2007 delivered Shuttle vessel

- 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

Star operating result improved 75% in Q4 compared to Meloodia, Kapella and AutoExpress combined



Brand new Riga – Stockholm route
Opened in April 2006

Riga – Stockholm route

Good development potential

- Connecting two largest Capital Cities in the Baltic Sea region
 - Stockholm 2 million catchment area
 - Riga 1 million catchment area
- Comparable with similar Tallinn – Stockholm route where Tallink has experienced over 200% increase in 5 years
- Second vessel to the route from April 2007
 - Daily departures from both directions
- Segment result in 2005/2006: EUR **-2,087** thousand
- Segment result in 2006/2007: EUR **268** thousand



Regina Baltica



Vana Tallinn



Consolidated Income Statement

(in € million)	2004/2005	2005/2006	2006/2007*
Sales	260	405	761
Cost of sales ⁽¹⁾	(190)	(288)	(560)
Marketing, general & admin ⁽¹⁾	(29)	(50)	(114)
EBITDA before one-off costs	58	94	175
<i>Margin (%)</i>	<i>22.2%</i>	<i>23.2%</i>	<i>23.2%</i>
Integration related one-off costs	0	0	(16)
Adjusted Net Profit ⁽²⁾	30	50	83
Net Profit	30	95	67

Notes:

*The figures of 2006/2007 financial year are unaudited

(1) Includes depreciation and amortization

(2) 2005/2006 Net Profit adjusted with negative goodwill, 2006/2007 Net Profit adjusted with one-off integration related costs



Consolidated Balance Sheet

(in € million)	31.08.2005	31.08.2006	31.08.2007*
Total assets	443	1,657	1,698
Non-current assets	403	1,481	1,537
Current assets	39	176	161
- of which cash -	21	90	83
Total liabilities	273	1,077	1,050
Interest bearing liabilities	245	956	948
Other liabilities	28	121	102
Shareholders' equity	170	580	648
Total liabilities and equity	443	1,657	1,698
Gearing ⁽¹⁾	59.1%	62.2%	59.4%

Note:

* The figures of 2006/2007 financial year are unaudited

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



Consolidated Cash Flow Statement

(in € million)	2004/2005	2005/2006	2006/2007*
Net income	30	95	67
Depreciation and amortization	17	27	59
Other	10	(43)	9
Operating cash flow	57	79	135
Capital expenditure	(23)	(562)	(141)
Asset disposal	0.1	12	44
Free cash flow	34	(471)	38
Debt financing	(26)	327	(9)
<i>New loans</i>	30	805	90
<i>Repayments</i>	(57)	(478)	(99)
Equity financing	0	226	0
Interests	(11)	(12)	(36)
Change in cash	(3)	69	(7)

*The figures of 2006/2007 financial year are unaudited



Outlook

2007/2008 financial year

- Full 12 month operations:
 - Two vessels on Riga – Stockholm route
 - Star
 - Tallink Spa & Conference hotel
- New vessels:
 - Superstar
 - Cruise 4
- Changes in the fleet:
 - Galaxy to Turku – Stockholm route
- Management expects 2007/2008 revenues and result to outperform 2006/2007 figures;
- High attention on the fuel costs and interest rates.



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”

- 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 75% of the passengers are Finnish
- 2 hour transportation with Tallink Shuttle service
- 22 hour over-night cruise with “Galaxy”

■ Investments

- In 2002, 2006 and 2007 three brand new vessels
- In 2008 two brand new vessels will be introduced



Galaxy



Star



Superfast VII

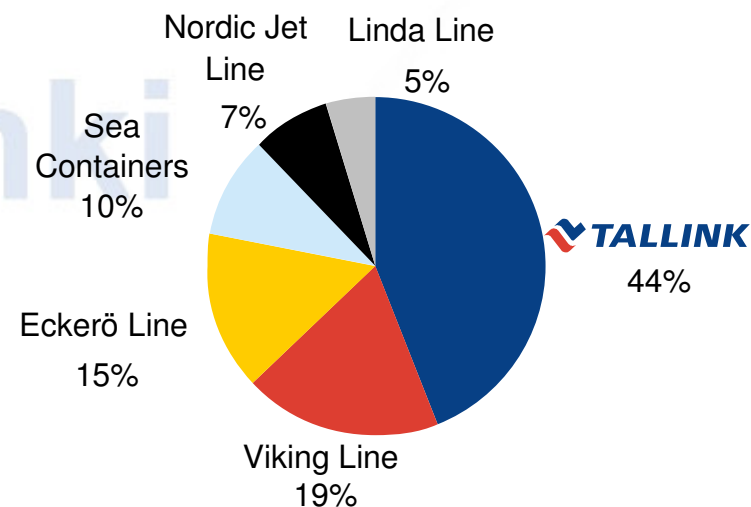


Superfast VIII



Superfast IX

Market Share



Source: Tallink; publicly available information on competitors; Port of Tallinn; ShipPax

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
 - Majority of passengers are Scandinavian
 - Over-night cruise



Silja Serenade



Silja Symphony

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



Silja Europa



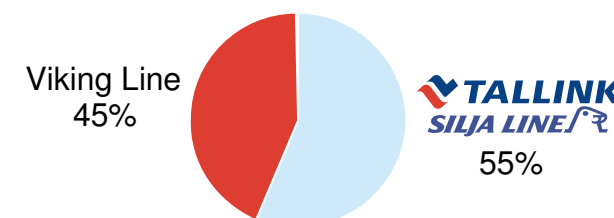
Silja Festival



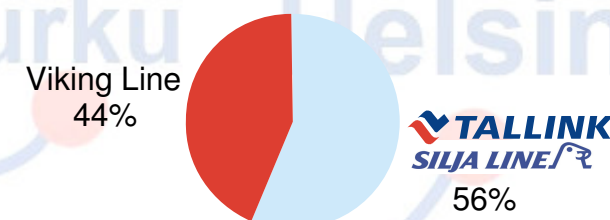
Sea Wind

Market Share

Helsinki-Stockholm



Turku-Stockholm



Source: Tallink; publicly available information on competitors; Port of Tallinn; ShipPax

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
 - More than 60% of passengers are Scandinavian
 - Over-night cruise



Romantika



Victoria

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



Regal Star



Kapella

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 from Baltics
 - Approximately 35% of passengers from Scandinavia
 - 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



Finland – Germany Helsinki – Rostock

Customers and Products

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



Superfast VII



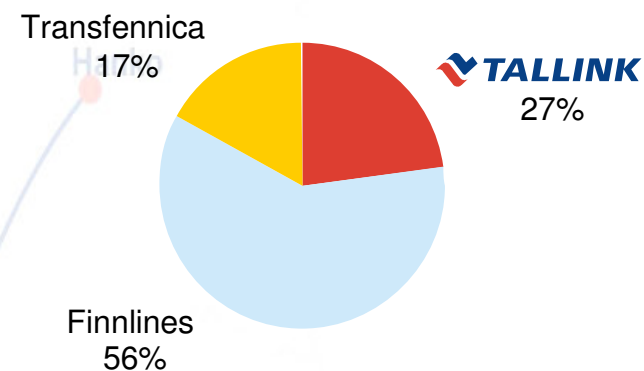
Superfast VIII



Superfast IX

- High quality fast ice-classed vessels

Freight Market Share



Source: Tallink; publicly available information on competitors; Port of Tallinn; ShipPax

Key Words

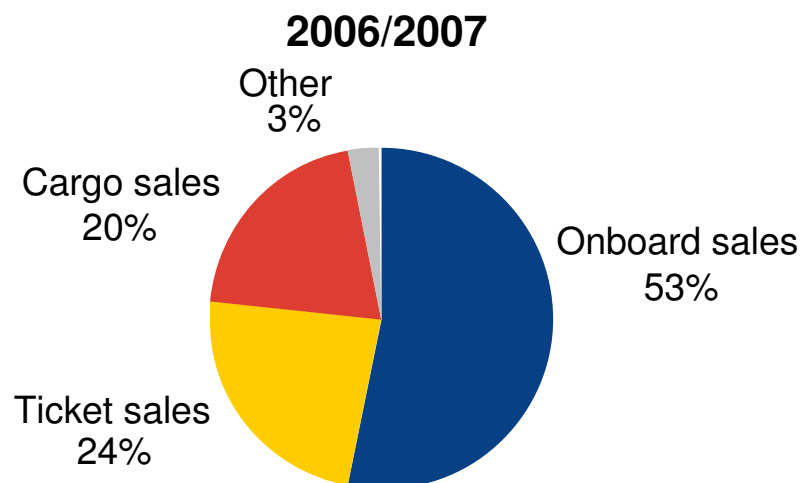
- The fastest link between Finland and Germany
- High cargo space utilization
- Potential in passenger transportation

Rostock
Germany



Revenue Structure

2006/2007 and 2005/2006 financial years



In € thousand

Operational segments	2006/2007*	2005/2006
Ticket sales	179,490	115,244
Sales of cargo transport	154,047	78,572,
Accommodation sales	7,092	6,074
Restaurant and shops sales on-board and on mainland	379,967	177,464
Income from leases of vessels	12,062	3,663
Other	28,101	23,602

In € thousand

2006/2007*	Estonia – Finland	Estonia – Sweden	Latvia – Sweden	Finland – Germany	Finland – Sweden	Estonia mainland	Other
Sales	168,833	89,953	23,847	87,762	361,610	16,556	12,198
Segment Result	52,242	13,594	268	13,031	64,960	2,702	3,028

2005/2006

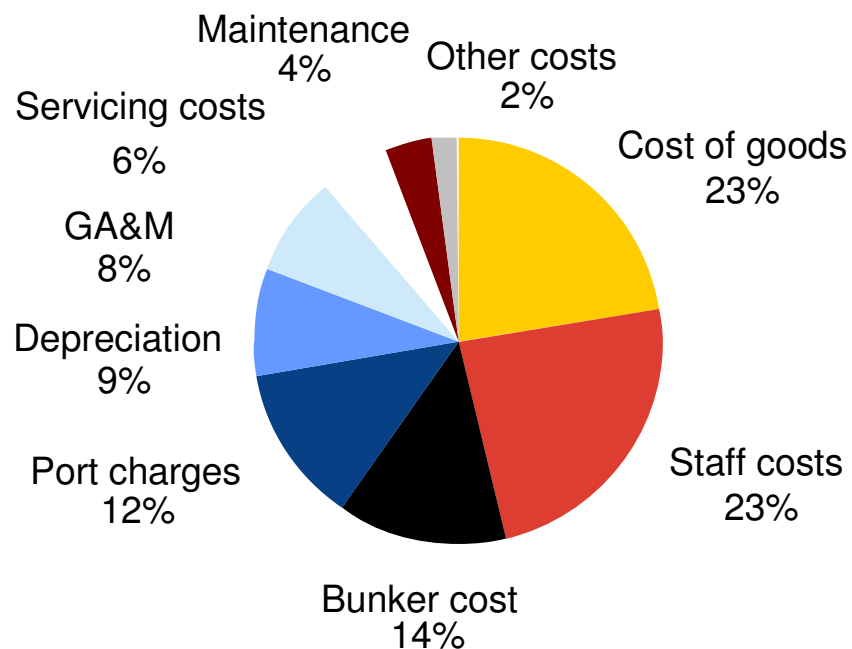
Sales	169,804	87,619	8,810	38,276	84,633	11,759	3,718
Segment Result	37,204	10,440	-2,087	10,031	28,187	3,446	814

*The figures of 2006/2007 financial year are unaudited



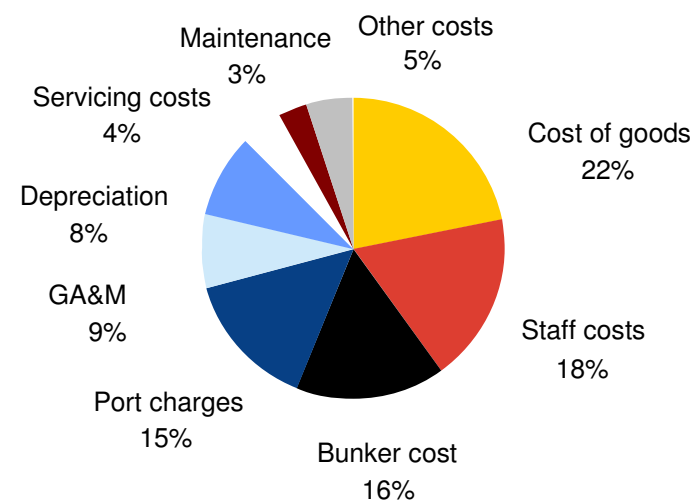
Cost Structure in 2005/2006 and 2004/2005 financial years

2006/2007



Cost items	2006/2007*	2005/2006
Cost of goods	23%	22%
Staff costs	23%	18%
Bunker cost	14%	16%
Port charges	12%	15%
Depreciation and amortization	9%	8%
General administration & marketing	8%	9%
Servicing costs	6%	4%
Spare parts and maintenance expenses	4%	3%
Other costs	2%	5%

2005/2006



*The figures of 2006/2007 financial year are unaudited



Cost structure in € thousand

In € thousand

Cost of sales	2007*	2006
Cost of goods	-152,517	-74,188
Port charges	-84,323	-48,998
Bunker cost	-91,567	-54,199
Staff costs	-105,665	-43,404
Depreciation and amortization	-49,775	-24,922
Spare parts and maintenance expenses	-25,270	-10,755
Servicing costs	-37,906	-14,313
Other costs	-13,268	-16,756
Total cost of sales	-560,291	-287,535

In € thousand

Marketing expenses	2007*	2006
Advertising expenses	-22,168	-9,874
Staff costs	-24,921	-13,690
Depreciation and amortization	-134	-310
Other costs	-3,419	-5,175
Total marketing expenses	-50,642	-29,049

In € thousand

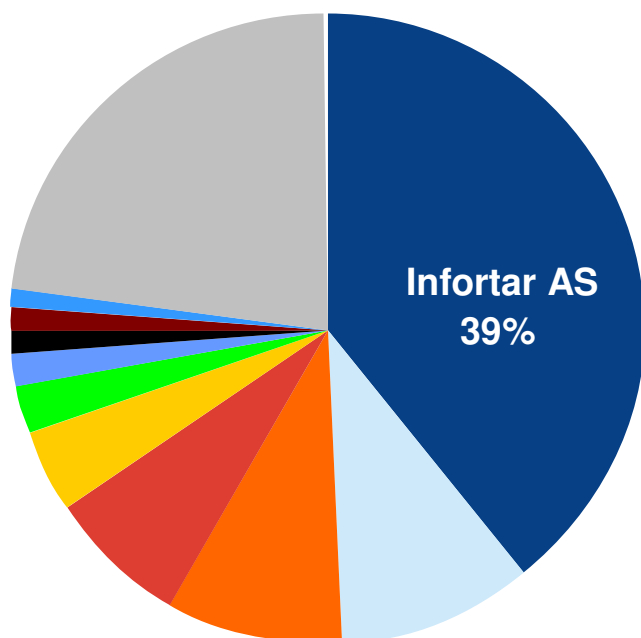
Administrative expenses	2007*	2006
Staff costs	-27,732	-4,247
Depreciation and amortization	-9,240	-1,590
Other costs	-26,771	-15,241
Total administrative expenses	-63,743	-21,078

*The figures of 2006/2007 financial year are unaudited



Ownership structure

Shareholders of AS Tallink Grupp



TOP 10 shareholders on 02.11.2007

%

Infortar AS	39.1%
Nordea Bank Finland Plc / Non-resident legal entities	10.0%
ING Luxembourg S.A.	8.9%
Citigroup Venture Capital International Jersey Ltd	7.3%
State Street Bank / Baupost Group Securities Llc	4.2%
Skandinaviska Enskilda Banken AB Clients	2.5%
Firebird Republics Fund Ltd	1.6%
Morgan Stanley + CO International Equity Client account	1.4%
Firebird Avora Fund Ltd	1.0%
Danske Capital Finland OY Clients account	1.0%
Others	23.0%

Shareholders have supported Tallink's growth with more than EUR 230 million new equity in 2005-2006



AS Tallink Grupp share price performance

