



Investor Presentation

November 2006



Tallink: The strongest in the Baltic Sea



“The biggest Northern Baltic shipping group providing high-quality mini-cruise and passenger transport services, as well as a leading provider of ro-ro 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



Tallink in brief

- Tallink is the biggest ferry operator in Northern Baltic Sea offering mini-cruise, passenger transportation and ro-ro cargo transportation services.

- 21 vessels linking 10 ports on seven routes between:
 - Finland and Estonia;
 - Finland and Sweden;
 - Sweden and Estonia;
 - Sweden and Latvia;
 - Finland and Germany.

- 350 room hotel operation in the center of Tallinn

- EUR 1.6 billion asset base
- Near 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

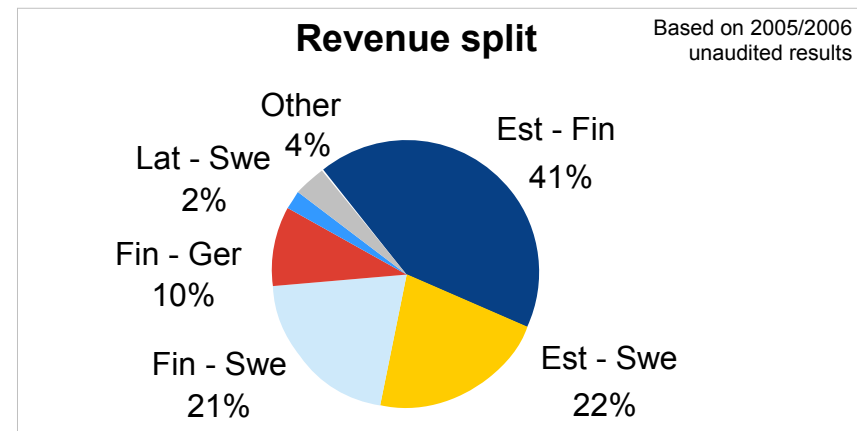


Tallink routes



■ Tallink operates between:

- Helsinki and Tallinn;
- Stockholm and Tallinn;
- Paldiski and Kapellskär;
- Stockholm and Riga;
- Hanko and Rostock;
- Helsinki and Stockholm;
- Turku and Stockholm/Kapellskär.





Tallink business model

Product Offering

Mini-cruise, Hotel and Travel Packages



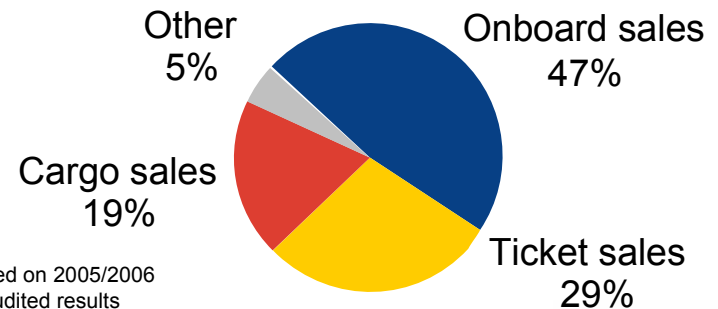
High-speed, Passenger and Cargo Traffic



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 segment



Based on 2005/2006 unaudited results

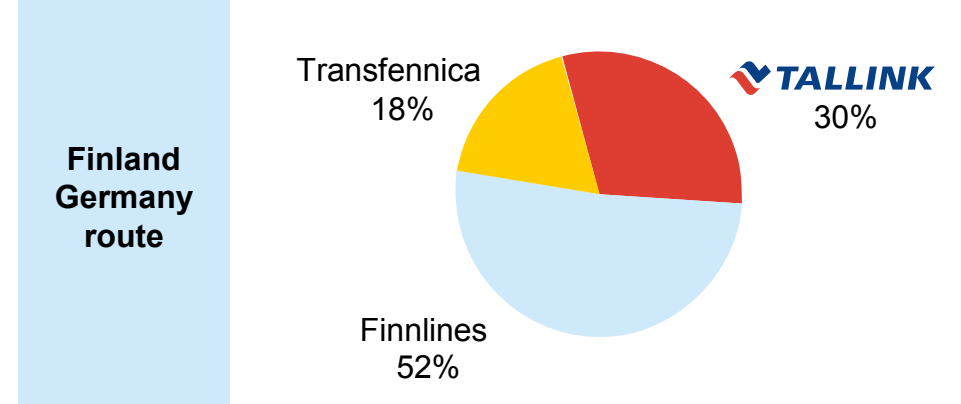
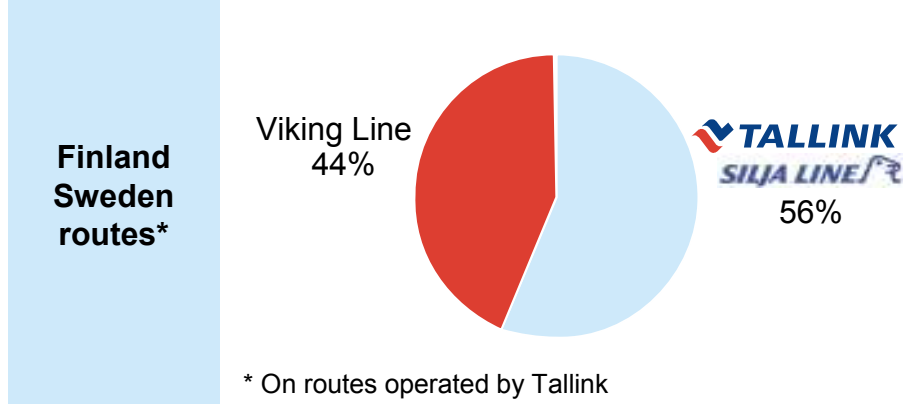
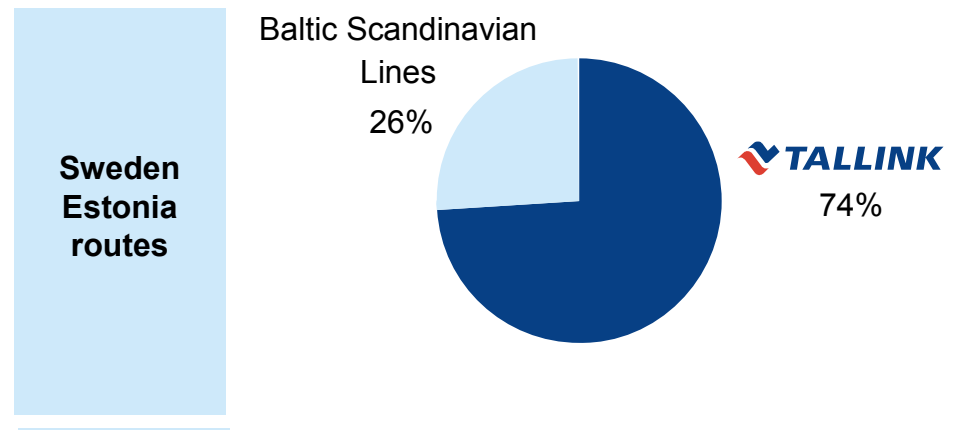
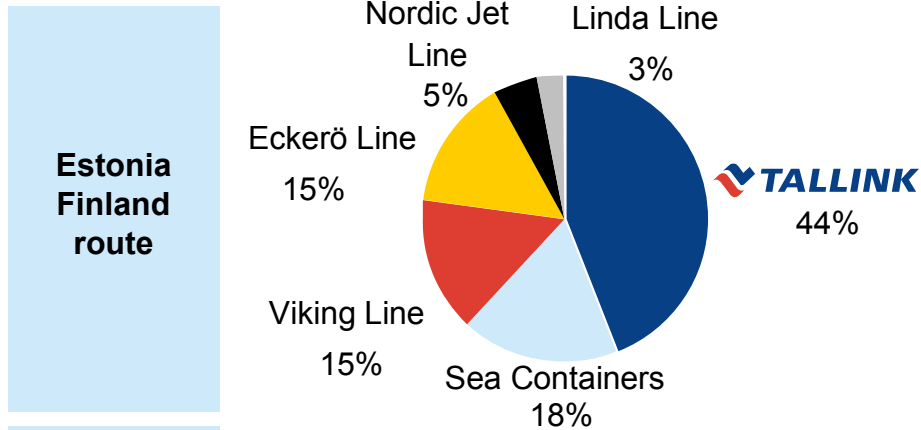




Market shares

Passenger traffic

Cargo traffic

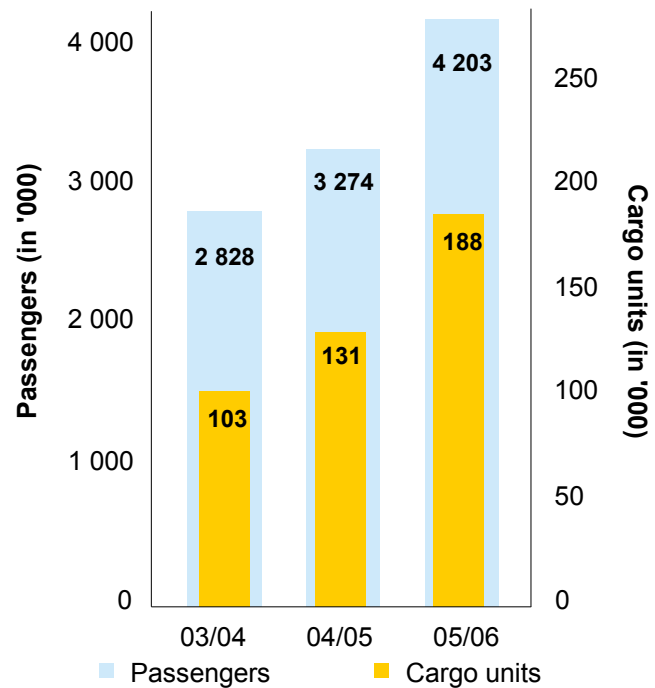


On other routes operated Tallink is the only provider of regular passenger and ro-ro cargo transportation.

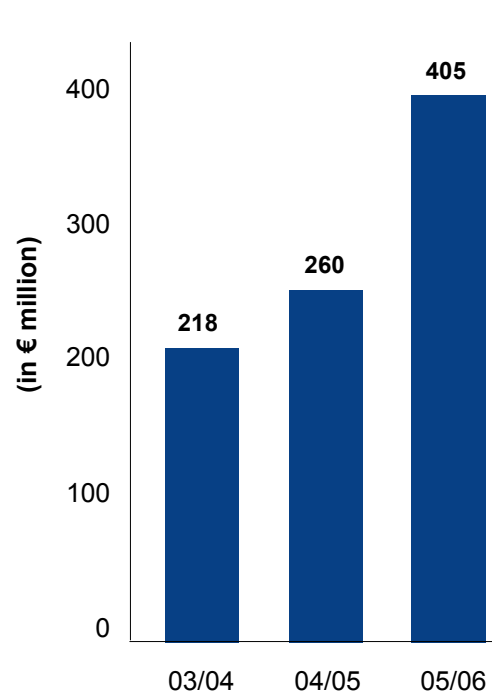


Strong operational and financial track record
 Significant growth momentum across all key indicators

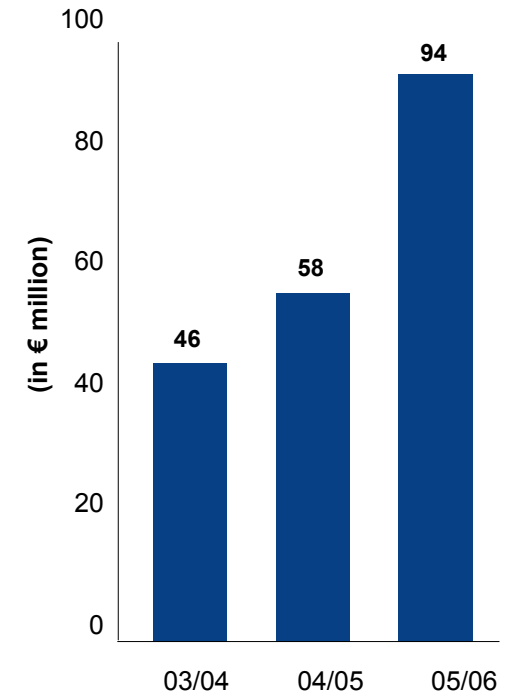
Pax and Cargo Growth Since 03/04



Revenue Growth Since 03/04



EBITDA Growth Since 03/04



Note: The figures of 2005/2006 financial year are unaudited
 Source: Tallink

Profitable growth is key to Tallink's success – this has been demonstrated over the past three 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

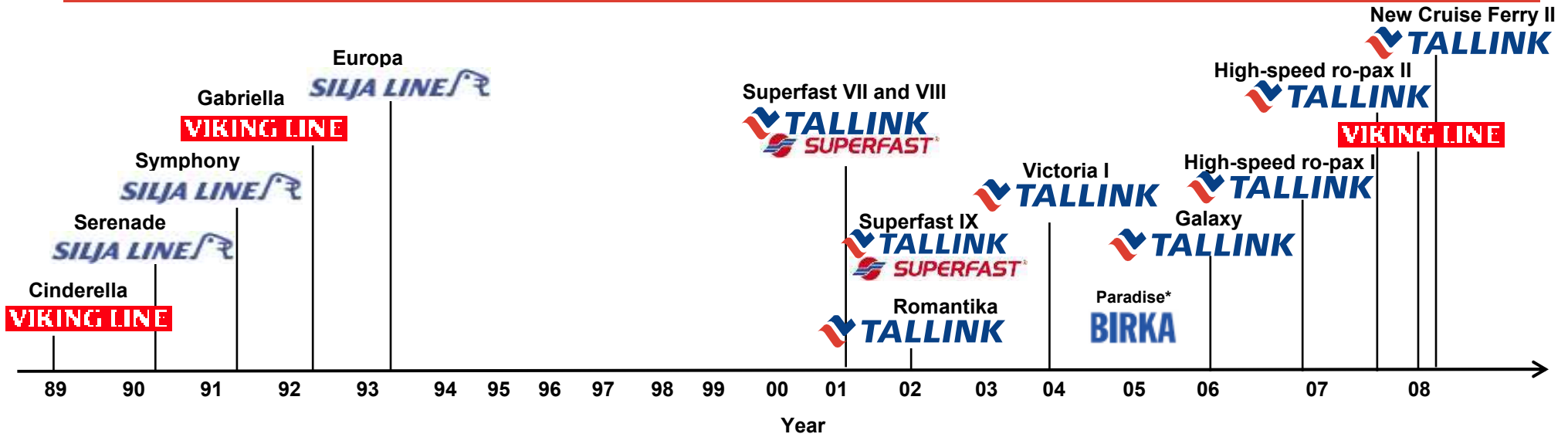
- Pursue new growth opportunities in the North Europe region
 - Potential route expansion
 - Travel-related products, services and packages including hotel operations in our destinations

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



High quality fleet
Sophisticated and modern vessels

Ferries Built for the Region



Cruise Ferries

- Fleet renewal
- Higher quality of onboard facilities
- Increased passenger, cargo and retail capacity
- Increased profitability through lower cost per passenger

High-speed Ro-pax Ferries

- Helsinki–Tallinn in less than 2 hours
- Increased passenger, cargo and retail capacity
- Expanded onboard consumption and retail facilities
- Reduce seasonality through ice-class specification

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



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

Ship Delivery Schedule

Type of vessel ordered	Acquisition Cost	Pax Capacity	Lane Meter Capacity	Delivery Date
Ro-pax I	~€110 million	1,900	2,000	Spring 2007
Ro-pax II	~€113 million	2,000	2,000	January 2008
New Cruise Ferry II	~€165 million	2,800	1,100	Summer 2008

Current Fleet Loans and Vessel Values

(in € billion)	2003	2004	2005	2006
Market value of vessels	0.2	0.4	0.4	1.4
Secured bank loans	0.1	0.3	0.2	1.0
Market value / Loans	173%	164%	186%	142%



Investments into Fleet renewal New concept of high-speed ro-pax ferries

- 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



KEY EVENTS

- Successful IPO and listing on the Tallinn Stock Exchange in December 2005;
- Ordering of a new cruise ferry for 2008;
- The delivery of M/S Galaxy, a cruise ferry to Tallinn – Helsinki route;
- Starting operations between Riga and Stockholm;
- The acquisition of Superfast vessels and the launch of Finland - Germany service;
- Acquisition of Silja ferry business;
- Rights Issue to the shareholders.

~ EUR 1 billion investments

EUR 240 million in new equity



Acquisition of Silja

Transaction Highlights

- Tallink has acquired the shares of Silja OY AB
 - Transaction includes Silja brand and operations with 6 vessels (Serenade, Symphony, Europa, Festival, SkyWind, SeaWind) on their core routes between Finland and Sweden
 - Price EUR 450 million (EV) plus 5 million Tallink's shares:



Pro forma 12 months EUR 347 million sales and EUR 43 million EBITDA



The “new” Silja represents the most attractive routes and vessels

“Old” Silja Routes

- Helsinki – Stockholm
- Helsinki – Åland – Stockholm
- Turku – Åland – Stockholm
- Turku – Åland – Kapellskär
- Helsinki – Tallinn



“New” Tallink Routes

- Helsinki – Stockholm
- Helsinki – Åland – Stockholm
- Turku – Åland – Stockholm
- Turku – Åland – Kapellskär

“Old” Silja Vessels

- Silja Serenade
- Silja Symphony
- Silja Festival
- Silja Europa
- Sky Wind
- Sea Wind
- SuperSeaCats (3 & 4)
- Opera
- Finnjet
- Walrus



“New” Tallink Vessels

- Silja Serenade
- Silja Symphony
- Silja Festival
- Silja Europa
- Sky Wind
- Sea Wind



Synergies

		Status
Onshore Employees	<ul style="list-style-type: none"> ■ Reduction of total number of onshore employees 	In progress
General Office Expenses	<ul style="list-style-type: none"> ■ Increasing efficiency by simplifying organisational structures 	In progress
	<ul style="list-style-type: none"> ■ Reduce expenses for headquarters 	In progress
Marketing and Advertisement	<ul style="list-style-type: none"> ■ Combine general marketing overheads 	In progress
	<ul style="list-style-type: none"> ■ Combine advertisement and promotional expenses 	In progress
On-board Goods and Vessel Costs	<ul style="list-style-type: none"> ■ Increase purchasing power over suppliers ■ Improve ticket yield management across vessels ■ Reduce overall vessel maintenance costs 	Projects started

Combined approximately 500,000 households in loyalty program



Consolidated Income Statement

(in € million)	2003/2004	2004/2005	2005/2006*
Sales	218	260	405
Cost of sales ⁽¹⁾	(158)	(190)	(288)
Marketing, general & admin ⁽¹⁾	(31)	(29)	(50)
EBITDA	46	58	94
<i>Margin (%)</i>	<i>21.1%</i>	<i>22.2%</i>	<i>23.2%</i>
EBIT	29	40	67
Net Profit	20	30	95
Net Profit adj. for neg. goodwill	20	30	49
ROI ⁽²⁾	9%	10%	12%
ROE ⁽³⁾	17%	20%	25%

Notes:

*The figures of 2005/2006 financial year are unaudited

(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



Consolidated Balance Sheet

(in € million)	2003/2004	2004/2005	2005/2006*
Total assets	442	443	1,657
Non-current assets	398	403	1,481
Current assets	43	39	176
- of which cash -	23	21	90
Total liabilities	302	273	1,077
Interest bearing liabilities	271	245	956
Other liabilities	31	28	121
Shareholders' equity	139	170	580
Total liabilities and equity	442	443	1,657
Gearing ⁽¹⁾	66.0%	59.1%	62.2%

Notes:

* The figures of 2005/2006 financial year are unaudited

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



Consolidated Cash Flow Statement

(in € million)	2003/2004	2004/2005	2005/2006*
Net income	20	30	95
Depreciation and amortization	18	17	27
Other	8	10	(43)
Operating cash flow	51	57	79
Capital expenditure	(153)	(23)	(562)
Asset disposal	0	0.1	12
Free cash flow	(102)	34	(471)
Debt financing	91	(26)	327
<i>New loans</i>	144	30	805
<i>Repayments</i>	(52)	(57)	(478)
Equity financing	25	0	226
Net dividends & interests	(6)	(11)	(12)
Change in cash	9	(3)	69

*The figures of 2005/2006 financial year are unaudited



2006/2007 Outlook

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

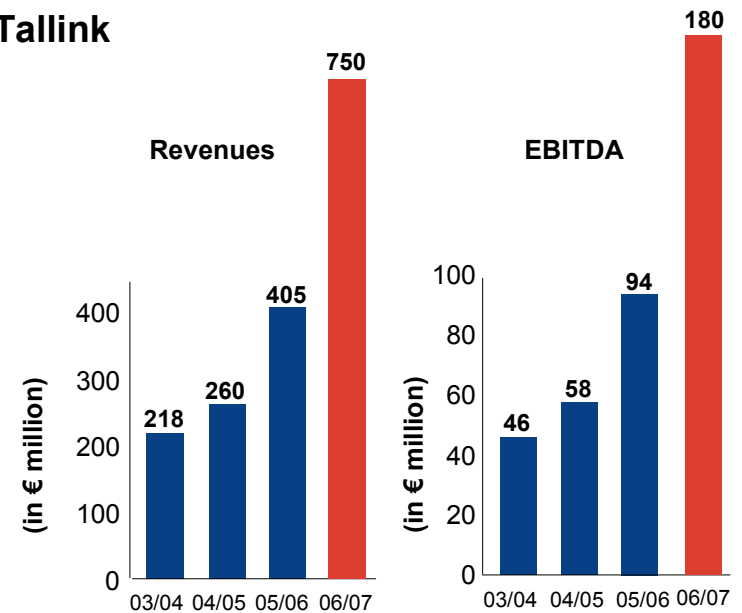
- Impacts of Galaxy, Romantika on Swedish route, Latvia – Sweden operations, Finland – Germany operations and Finland Sweden operations for the full financial year
- 2nd ship to Latvia – Sweden operation?
- Delivery of new high speed ro-pax ferry. Contribution for ~5 months

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 0.54 €





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
- 3.5 hour trip with day ferry
- 1 hour 40 minute trip with high-speed ferry
- 22 hour over-night cruise with “Galaxy”

■ Investments

- In 2002 and 2006 two brand new vessels
- In 2007 brand new Ro-pax ferry will be introduced



Galaxy



Meloodia



Regal Star



Auto Express 2

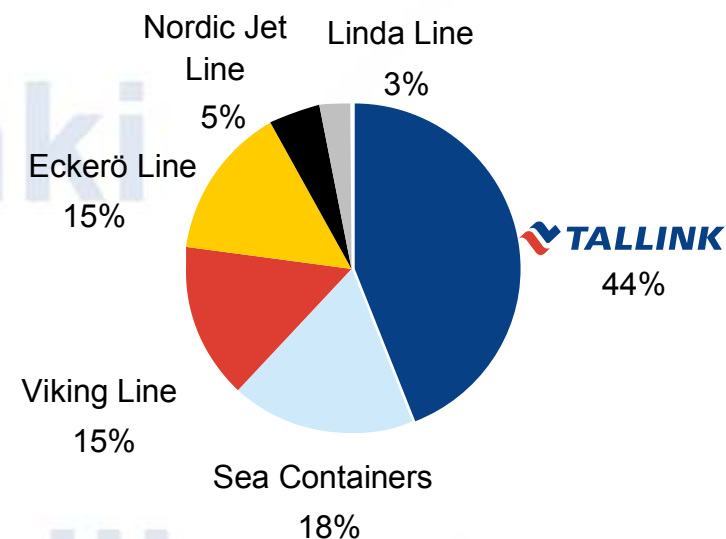


Auto Express 3



Auto Express 4

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



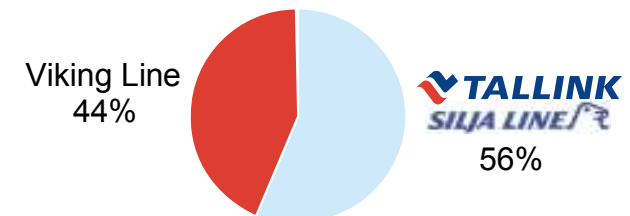
Silja Festival



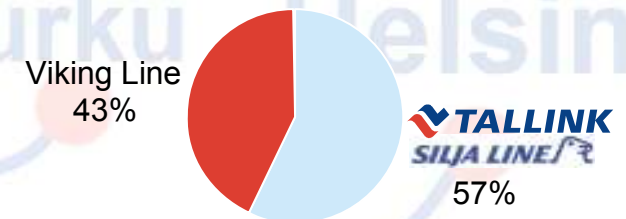
Sea Wind / Sky Wind

Market Share

Helsinki-Stockholm



Turku-Stockholm



Key Words

- Tax-free status (via Aland 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 and ticket sales
 - Approximately 70% of passengers are Estonian
 - 11,5 hour trip



Vana Tallinn



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 70% of passengers are Swedish
 - Over-night cruise



Regina Baltica

Market Share

- Tallink is the only provider of regular 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

Riga

Latvia



Finland – Germany
Hanko – Rostock

Customers and Products

■ Hanko – Rostock route

- Revenues mainly from cargo sales
- 22 hour trip



Superfast VII



Superfast VIII

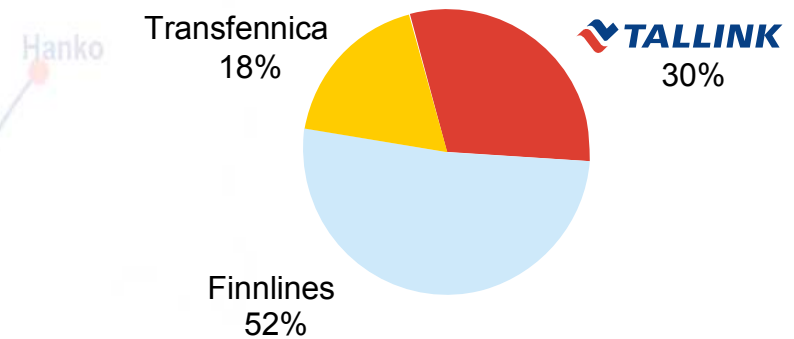


Superfast IX

■ High quality fast ice-classed vessels



Freight Market Share



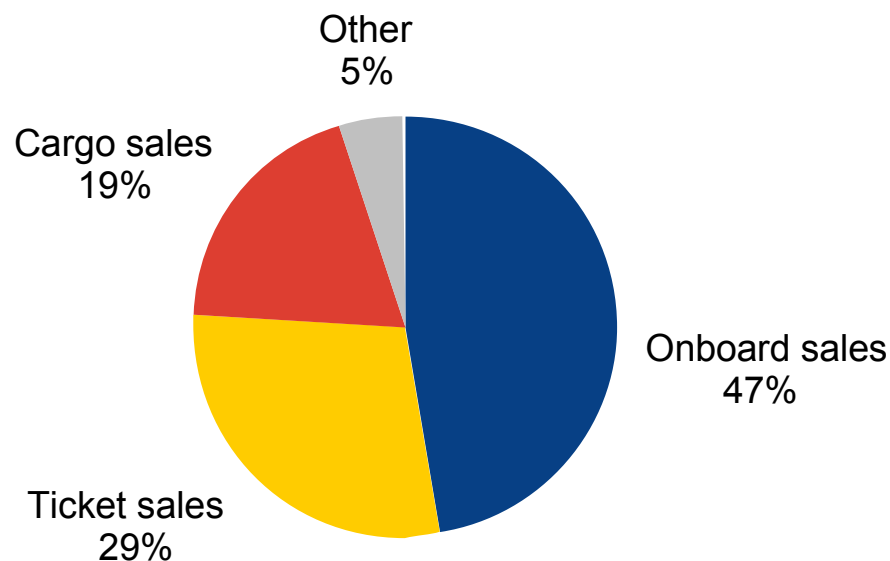
Key Words

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



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

2005/2006*



In € thousand

Operational segments	2005/2006*	2004/2005
Ticket sales	115,244	65,106
Revenue from packages	10,074	10,429
Sales of cargo transport	78,572	46,125
Accommodation sales	6,074	5,552
Restaurant and shops sales on-board and on mainland	177,464	122,214
Income from leases of vessels	3,663	6,098
Other	13,528	4,147

In € thousand

2005/2006*	Estonia – Finland	Estonia – Sweden	Latvia – Sweden	Finland – Germany	Finland – Sweden	Estonia mainland	Other
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

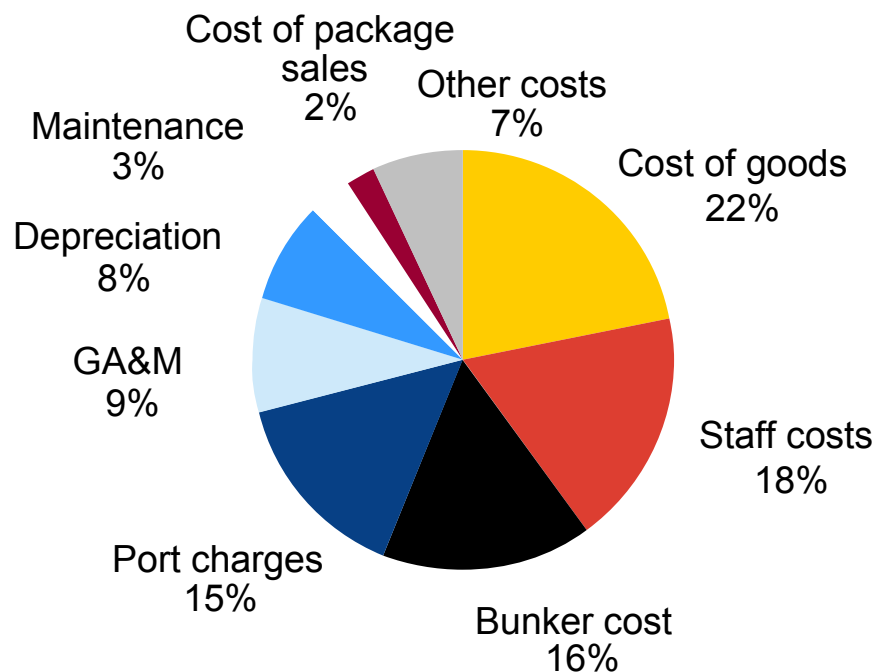
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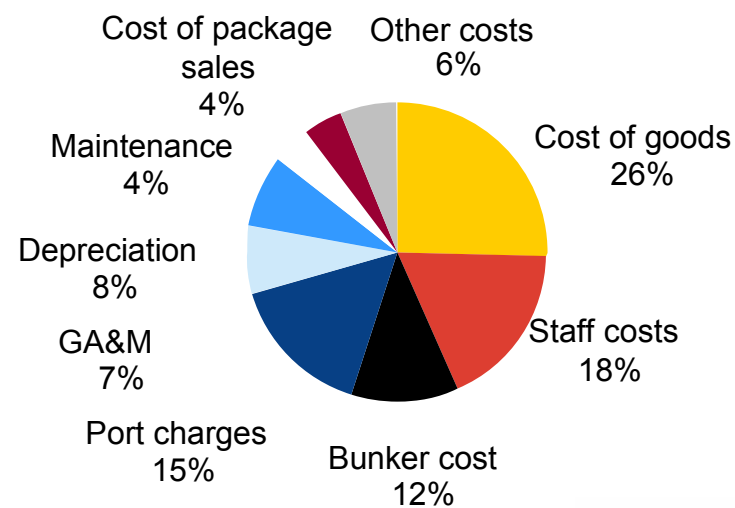
Cost Structure in 2005/2006 and 2004/2005 financial years

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



*The figures of 2005/2006 financial year are unaudited



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

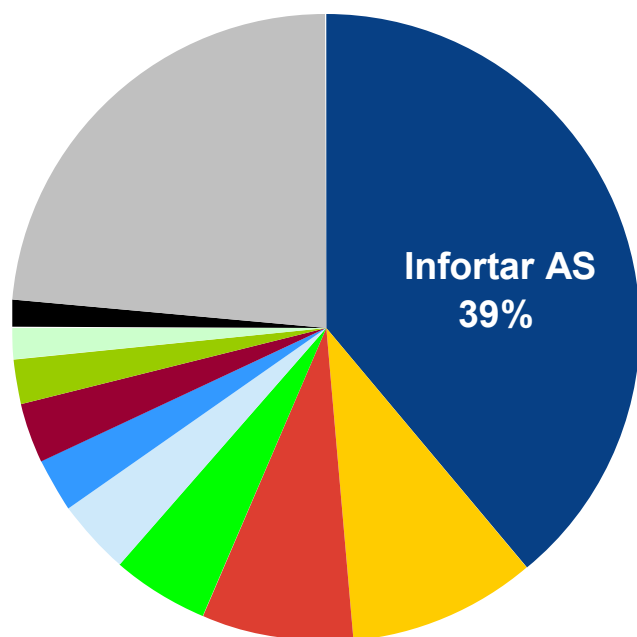
Administrative expenses	2006*	2005
Staff costs	-4,247	-2,814
Depreciation and amortization	-1,590	-405
Other costs	-15,241	-4,447
Total administrative expenses	-21,078	-7,666

*The figures of 2005/2006 financial year are unaudited



Ownership structure

Shareholders of AS Tallink Grupp



TOP 10 shareholders on 31.08.2006

%

Infotar AS	39.0%
ING Luxembourg S.A.	9.7%
Citibank Hong Kong/ Citicorp International Finance Corporation	7.8%
Skandinaviska Enskilda Banken Ab Clients	5.0%
J.P. Morgan Bank Luxembourg S.A.	3.8%
AS Suprema Client account	3.0%
Morgan Stanley + CO International Equity Client account	2.9%
Nordea Bank Finland Plc / Nin-resident legal entities	2.3%
Firebird Republics Fund Ltd	1.8%
Investors Bank and Trust CO on behalf of its Clients	1.4%
Others	23.5%



AS Tallink Grupp share price performance

- The decrease of the share price after the IPO was caused by unexpectedly high supply caused mainly by some of the Scandinavian pension and equity funds, who bought the share of the Group years ago and were not properly locked up.
- Average monthly turnover 19.2 million €

