TALLINK GRUPP IS THE LEADING SHORT CRUISE AND FERRY OPERATOR

CURRENT STRATEGIC CORNERSTONES AND COMPETITIVE ADVANTAGES:
- Develop a wide range of quality services directed to different customers and markets
- Increase volumes and strengthen the leading position on our home markets
- Strive for the highest level of customer satisfaction
- Pursue new growth opportunities to realize past investments. Along with the optimal fleet deployment the emphasis is on the profitability improvement and deleveraging.

Tallink’s vision is to be the market pioneer in Europe by offering excellence in service and passenger transportation. Tallink’s mission is to be the world leader in the passenger and cargo transport service. Tallink’s values are: Safety, Customer focus, Professionalism, Unity, Innovation, and Efficiency.

WE OPERATE 7 ROUTES

THE PASSENGER MARKET SHARE OF TALLINK GRUPP IS 48% IN THE NORTHERN BALTIC SEA
## CORPORATE FACTSHEET

### FINANCIALS

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>Cost of sales</th>
<th>Marketing &amp; GA expenses</th>
<th>EBITDA</th>
<th>Net Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>1,149</td>
<td>720</td>
<td>123</td>
<td>477</td>
<td>183</td>
</tr>
<tr>
<td>2017</td>
<td>1,177</td>
<td>776</td>
<td>123</td>
<td>477</td>
<td>183</td>
</tr>
<tr>
<td>2018</td>
<td>1,190</td>
<td>802</td>
<td>123</td>
<td>477</td>
<td>183</td>
</tr>
</tbody>
</table>

### OUR POSITION IN THE WORLD

#### FERRY OPERATOR BY CARRIERS

<table>
<thead>
<tr>
<th>Carrier</th>
<th>Revenue (EUR millions)</th>
<th>Tickets</th>
<th>Passengers (th. millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>TALLINK</td>
<td>328</td>
<td>938</td>
<td>227</td>
</tr>
<tr>
<td>Grimaldi Lines</td>
<td>328</td>
<td>938</td>
<td>227</td>
</tr>
<tr>
<td>Finnlines</td>
<td>256</td>
<td>857</td>
<td>227</td>
</tr>
<tr>
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<td>227</td>
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</table>

#### FERRY OPERATOR BY REVENUE

<table>
<thead>
<tr>
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<td>857</td>
<td>227</td>
</tr>
</tbody>
</table>

### SHARE PRICE DEVELOPMENT

TALLINK HAS BEEN A LEADING STOCK ON THE BALTIC MARKET IN LIQUIDITY, MARKET CAPITALIZATION AND HAS A RETAIL SHAREHOLDER BASE AROUND 11,000 SHAREHOLDERS.

### SHAREHOLDER STRUCTURE

- Infotar AS 39%
- Baltic Cruises Holding L.P. 16%
- ING Luxembourg S.A. AIF Account 7%
- Baltic Cruises Investment L.P. 6%
- Citigroup Venture Capital International G.P. 2%
- Nordea Bank Abp/Non Treasury Clients 2%
- State Street Bank and Trust Omnibus Fund OM01 2%
- Clearstream Banking Luxembourg S.A. Clients 1%
- Nordea Bank Abp / Finnish Clients 1%
- Nordea Bank Abp / Clients FDR 1%

### QUARTERLY PASSANGER SPENDING, HIGHS AND LOWS

- **August**: 812
- **November**: 803
- **December**: 802
- **January**: 800

### PASSENGERS (millions)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>2.2</td>
<td>2.3</td>
<td>2.4</td>
<td>2.4</td>
</tr>
<tr>
<td>Q2</td>
<td>2.9</td>
<td>2.9</td>
<td>2.9</td>
<td>2.9</td>
</tr>
<tr>
<td>Q3</td>
<td>2.4</td>
<td>2.6</td>
<td>2.6</td>
<td>2.6</td>
</tr>
<tr>
<td>Q4</td>
<td>2.0</td>
<td>1.0</td>
<td>1.9</td>
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</tr>
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</table>

### CARGO UNITS (th. units)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>328</td>
<td>364</td>
<td>385</td>
<td>400</td>
</tr>
<tr>
<td>Q2</td>
<td>278</td>
<td>283</td>
<td>284</td>
<td>285</td>
</tr>
<tr>
<td>Q3</td>
<td>245</td>
<td>250</td>
<td>255</td>
<td>256</td>
</tr>
<tr>
<td>Q4</td>
<td>192</td>
<td>122</td>
<td>184</td>
<td>179</td>
</tr>
</tbody>
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### QUARTERLY SEASONALITY

- **August**: 193
- **November**: 198
- **December**: 198
- **January**: 198

### QUARTERLY SANDIALITY

- **Summer**: 193
- **Winter**: 198

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### QUARTERLY SEASONALITY

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- **Winter**: 198

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