

TALLINK GRUPP IS THE LEADING SHORT CRUISE AND FERRY OPERATOR



GROUP OF STRONG BRANDS



OVERNIGHT CRUISE & PASSENGER TRANSPORTATION



ONBOARD TAX-FREE SHOPPING & CATERING



LEISURE & CITY BREAK



4 HOTELS



CARGO TRANSPORTATION



AS TALLINK GRUPP | Sadama 5/7 | Reg. Nr.:10238429 | Phone: +372 6 409 800 | Fax: +372 6 409 810 | E-mail: info@tallink.com | FEBRUARY 2019 | Investor Relations | E-mail: veiko.haavapuu@tallink.ee | Phone: +372 640 9914

STRATEGIC PLAN

Tallink's vision is to be the market pioneer in Europe by offering excellence in leisure and business travel and sea transportation services

Long term objectives toward increasing the company value and profitability:

- Strive for the highest level of customer satisfaction
- Increase volumes and strengthen the leading position on our home markets
- Develop a wide range of quality services directed to different customers and pursue new growth opportunities
- Ensure cost efficient operations
- Manage the optimal debt level that will allow sustainable dividends

Current focus is on core operations to realize past investments. Along with the optimal fleet deployment the emphasis is on the profitability improvement and deleveraging.

Current strategic cornerstones and competitive advantages:

| | | | |
|-------------------|--------------------|---------------------------------------|---------------------------------------------|
| MOST MODERN FLEET | WIDE ROUTE NETWORK | STRONG MARKET SHARE & BRAND AWARENESS | HIGH SAFETY LEVEL & ENVIRONMENTAL STANDARDS |
|-------------------|--------------------|---------------------------------------|---------------------------------------------|

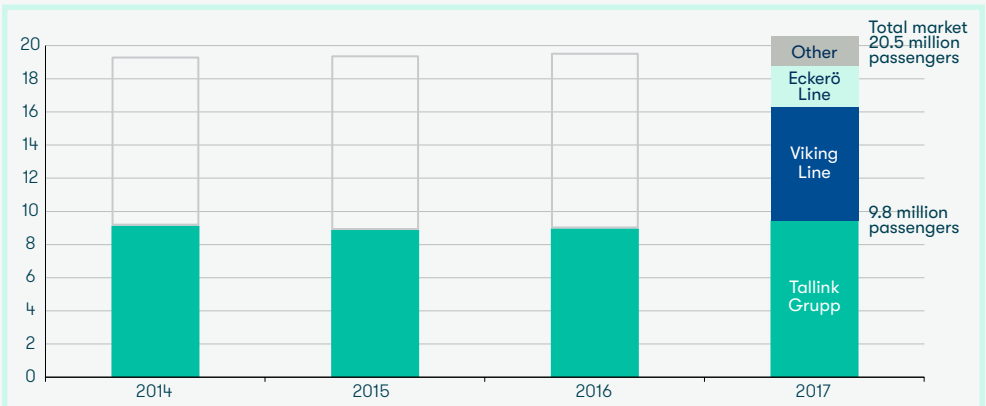
KEY INFORMATION 2017

| | | | |
|-----------------------------|-------------|----------------------|----------|
| Passengers transported | 9 755 720 | P/E | 18 |
| Sales | 967 mil EUR | ROA | 4.3% |
| EBITDA | 158 mil EUR | ROE | 5.7% |
| Net Profit | 46 mil EUR | Equity Ratio | 54% |
| Average number of employees | 7 406 | EBITDA Margin | 16% |
| EPS | 0.069 | Book value per share | 1.25 EUR |

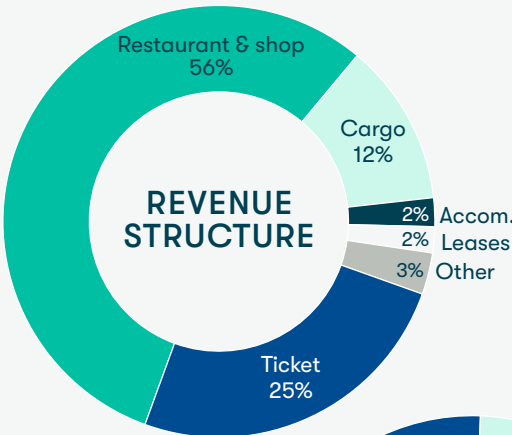
WE OPERATE 7 ROUTES



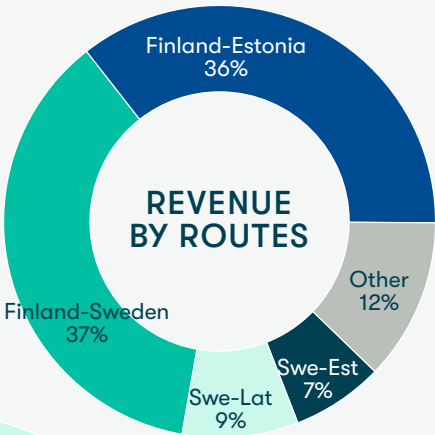
THE PASSENGER MARKET SHARE OF TALLINK GRUPP IS 47% IN THE NORTHERN BALTIC SEA



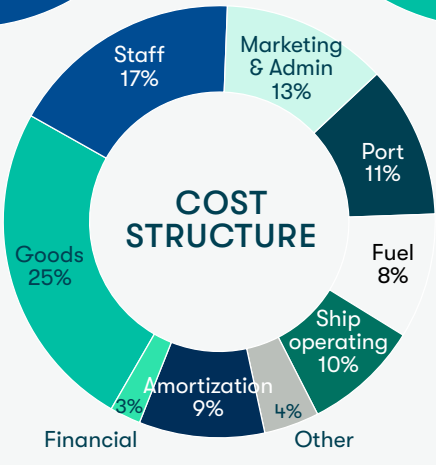
REVENUE STRUCTURE



REVENUE BY ROUTES



COST STRUCTURE



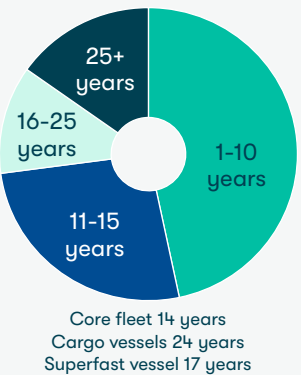
HISTORY

| 1883 | 1910 | 1928 | 1957 | 1965 | 1989 | 1990 | 1996 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2009 | 2011 | 2015 | 2017 | 2018 |
|------------------------------|-----------------------------------|--------------------------------------|------------------------|------------------------|-----------------|-------------------------------|-------------------|-------------------------|-----------------------------|-------------------|------------------------|------|---------------------------------------------|--------------------------------------------------------------------------------------------|-------------------------------------|-----------------------|----------------------------------|--------------------------------------|
| Finnish Steamship Co founded | Service between Turku & Stockholm | Service between Helsinki & Stockholm | Silja Line established | Tallinn-Helsinki route | Tallink founded | One vessel, 166 th passengers | Management buyout | Tallinn-Stockholm route | First newbuilt cruise ferry | Private placement | Hotel operation starts | IPO | Rights Issue, Tallink and Silja Line merged | Over 1.3 billion euros invested during the fleet investment program. 8M passengers reached | 9M passengers 1.3M Club One members | 2.0M Club One members | New generation LNG Shuttle ferry | Secondary listing on Nasdaq Helsinki |

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

| | | | | |
|------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|
| Megastar Built: 2017 Length: 212 m Passengers: 2800 Lanemeters: 3600 Tallinn-Helsinki | Baltic Queen Built: 2009 Length: 212m Passengers: 2800 Lanemeters: 1130 Tallinn-Stockholm | Galaxy Built: 2006 Length: 212m Passengers: 2800 Lanemeters: 1130 Turku-Stockholm | Silja Europa Built: 1993 Length: 202m Passengers: 3123 Lanemeters: 932 Tallinn-Helsinki | Isabelle Built: 1989 Length: 171m Passengers: 2480 Lanemeters: 850 Riga-Stockholm |
| Star Built: 2007 Length: 186 m Passengers: 2080 Lanemeters: 2000 Tallinn-Helsinki | Victoria I Built: 2004 Length: 193m Passengers: 2500 Lanemeters: 1030 Tallinn-Stockholm | Silja Symphony Built: 1991 Length: 203m Passengers: 2852 Lanemeters: 950 Helsinki-Stockholm | Regal Star Built: 1999 Length: 157m Passengers: 80 Lanemeters: 2087 Paldiski-Kapellskär | Atlantic Vision Built: 2002 Length: 203.3m Passengers: 728 Lanemeters: 1900 Chartered out |
| Baltic Princess Built: 2008 Length: 212m Passengers: 2800 Lanemeters: 1130 Turku-Stockholm | Romantika Built: 2002 Length: 193m Passengers: 2500 Lanemeters: 1030 Riga-Stockholm | Silja Serenade Built: 1990 Length: 203m Passengers: 2852 Lanemeters: 950 Helsinki-Stockholm | Sea Wind Built: 1972 Length: 155.0m Passengers: 260 Lanemeters: 1100 Muuga-Vuosaari | |

AGE OF FLEET BY VALUE



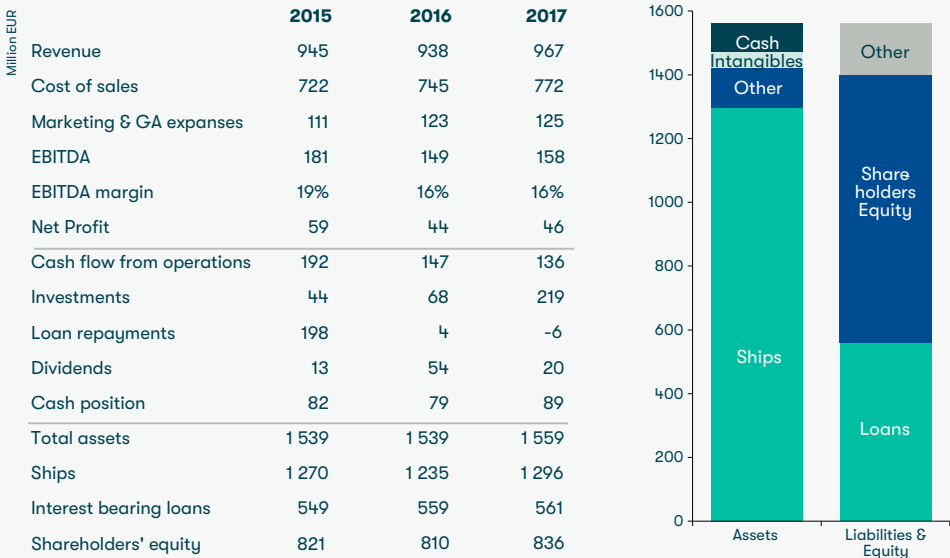
WE OPERATE 4 HOTELS (1029 ROOMS)

| | |
|--------------------------------------------------------------------------|----------------------------------------------------------------------|
| Tallink City Rooms: 332 Conference Nightclub Tallinn | Tallink Hotel Riga Rooms: 256 Conference GYM Riga |
| Tallink Spa & Conference Rooms: 275 Aqua Spa Tallinn | Tallink Express Rooms: 163 Resto & Bar Tempo Tallinn |

30% of the hotel guests arrive with Tallink ships

CORPORATE FACTSHEET

FINANCIALS



OUR POSITION IN THE WORLD

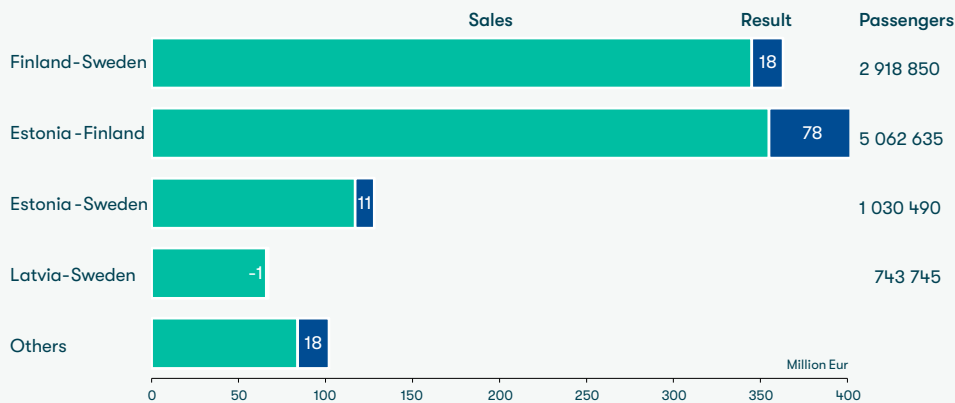


SHARE PRICE DEVELOPMENT



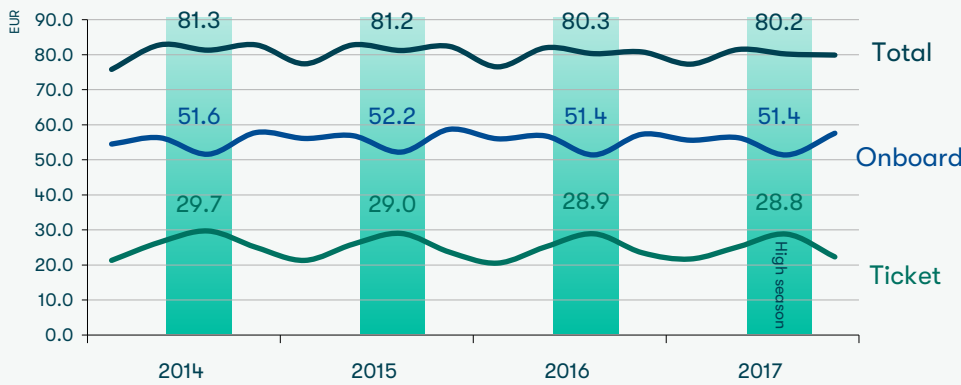
TALLINK HAS BEEN A LEADING STOCK ON THE BALTIC MARKET IN LIQUIDITY, MARKET CAPITALIZATION AND HAS A RETAIL SHAREHOLDER BASE AROUND 11 000 SHAREHOLDERS

SEGMENT RESULT BY ROUTES 2017



THE SEGMENT RESULT IS THE RESULT BEFORE ADMINISTRATIVE EXPENSES, FINANCIAL EXPENSES AND TAXES

PASSENGER REVENUE



QUARTERLY PASSENGER SPENDING, HIGHS AND LOWS

OWNERSHIP & MANAGEMENT



Paavo Nõgene
Andres Hunt
Lembit Kitter
Kadri Land
Harri Hanschmidt

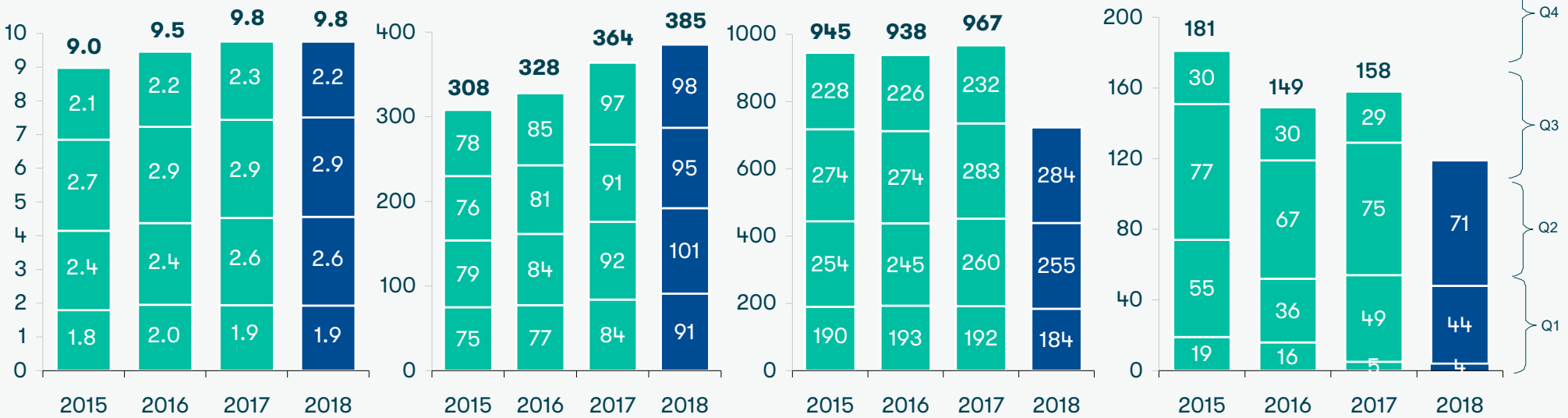
Chairman of the Management Board, CEO
Member of the Management Board
Member of the Management Board
Member of the Management Board
Member of the Management Board

PASSENGERS (millions)

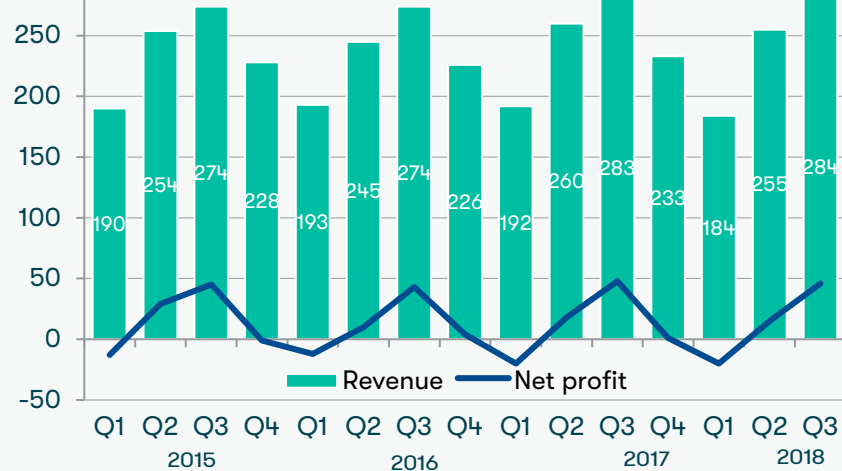
CARGO UNITS (th. units)

REVENUE (EUR millions)

EBITDA (EUR millions)



QUARTERLY SEASONALITY



TYPICAL TO THE TALLINK BUSINESS MODEL IS THAT MOST OF THE RESULT IS MADE IN THE SUMMER HIGH SEASON