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: +372 640 9811 | E-mail: info@tallink.com | MARCH 2019 | Investor Relations | E-mail: joonas.joost@tallink.ee | Phone: +372 640 9811

WE OPERATE 7 ROUTES

WE OPERATE 4 HOTELS (1029 ROOMS)

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Current competitive advantages:

- High safety level & brand awareness
- Strong market share & brand awareness
- Committed to environmental standards
- Latest generation vessels

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 at 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 2018 (unaudited)

- Passengers transported: 9,756,611
- Sales: 950 million EUR
- EBITDA: 413 million EUR
- Net profit: 40 million EUR
- Average number of employees: 7430
- EPS: 0.06 EUR

Revenue structure

- Ticket sales: 35%
- Accommodation: 28%
- Food & beverages: 15%
- Other: 22%

Profit center breakdown

- Financial: 55%
- Ticket: 18%
- Accommodation: 15%
- Amortization & depreciation: 10%
- Other: 7%

We operate 7 routes

The passenger market share of Tallink Grupp is 48% in the Northern Baltic Sea

The overall fleet consists of 14 Ice Class ships and has a value of 1.2 billion EUR

Our fleet consists of 14 Ice Class Ships and has a Value of EUR 1.2 Billion

History

- 1883: Steamship Tallinn-Stockholm established
- 1910: Tallinn-Helsinki route established
- 1928: Silja Line founded
- 1957: First new built cruise ferry
- 1965: New generation vessels
- 1993: Over 1.3 billion euros invested during the fleet investment program
- 2000: 9 million passengers, 1.3 million Club One members
- 2011: New generation LNG Shuttle ferry
- 2012: Over 2.0 million Club One members

Ongoing projects

- One vessel; 1500 passengers
- One vessel; 1500 passengers
- One vessel; 1500 passengers
- One vessel; 1500 passengers
- One vessel; 1500 passengers
- One vessel; 1500 passengers
- One vessel; 1500 passengers

We operate 4 hotels (1029 rooms)

- Tallink City Roos: 332 rooms
- Tallink Spa & Conference: 375 Spa & Suites
- Tallink Express Rooms: 163
- Tallink Hotel Riga Rooms: 256 Conference

Age of fleet by category

- Car ferries
- Superfast vessel
- Core fleet
- Special ferries

27% of the hotel guests arrive with Tallink ships

11-15 years

16-25 years

26+ years

1-5 years

5-10 years

10-15 years

15-20 years

20-25 years

25+ years

25 years
### Quarterly Passenger Spending, Highs and Lows

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Revenue (EUR millions)</th>
<th>EBITDA (EUR millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>227</td>
<td>98</td>
</tr>
<tr>
<td>Q2</td>
<td>226</td>
<td>98</td>
</tr>
<tr>
<td>Q3</td>
<td>232</td>
<td>96</td>
</tr>
<tr>
<td>Q4</td>
<td>227</td>
<td>98</td>
</tr>
</tbody>
</table>

### Quarterly Seasonality

- **Revenue**:
  - Q1: 945
  - Q2: 938
  - Q3: 967
  - Q4: 950
- **Net Profit**:
  - Q1: 30
  - Q2: 30
  - Q3: 181
  - Q4: 158

### Ownership & Management
- **Pavlo Nigeln**: Chairman of the Management Board, CEO
- **Lambert Kihl**: Member of the Management Board
- **Kadi Land**: Member of the Management Board
- **Harri Hanschmidt**: Member of the Management Board

TALLINK has been leading a stock on the Baltic market in liquidity, market capitalization and has a retail shareholder base around 11 000 shareholders.