

# 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 | Reg. Nr.:10238429 | Phone: +372 6 409 800 | Fax: +372 6 409 810 | E-mail: info@tallink.com | April 2023 | Investor Relations | E-mail: anneli.simm@tallink.ee | Phone: +372 640 9811

## 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
- Improve profitability 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
- Based on the demand on the core routes, manage optimal capacity by operating or chartering out vessels
- Ensure cost efficient operations
- Manage the optimal debt level that will allow sustainable dividends

**Current strategic cornerstones and competitive advantages:**

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

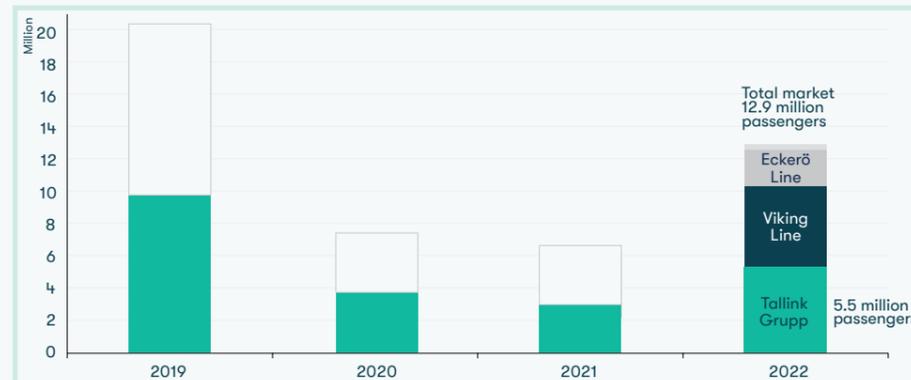
## KEY INFORMATION 2022

Passengers transported	5,462,085	P/E	27.5
Sales	771 mil EUR	ROA	2.4%
EBITDA	136 mil EUR	ROE	2.1%
Net profit	14 mil EUR	Equity Ratio	41.8%
Employees at the end of 2022	4,904	EBITDA Margin	17.6%
EPS	0.019 EUR	Book value per share	0.95 EUR

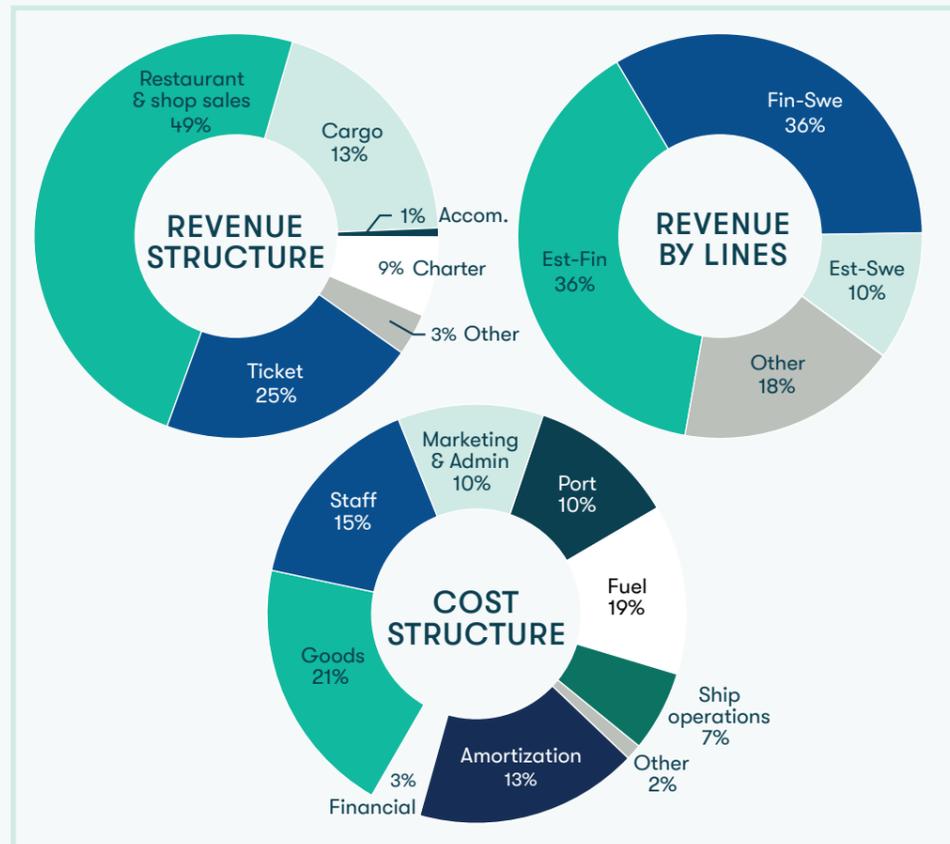
## WE OPERATE IN THE NORTHERN PART OF THE BALTIC SEA



## THE PASSENGER MARKET SHARE OF TALLINK GRUPP IS 42% IN THE NORTHERN BALTIC SEA



## 2022



## HISTORY

1883	1910	1928	1957	1965	1989	1990	1996	2001	2002	2003	2004	2005	2006	2009	2011	2015	2017	2018	2019	2021	2022
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	Second LNG Shuttle ferry building contract signed	Public offering of shares	Delivery of MyStar, new shuttle vessel

## OUR FLEET CONSISTS OF 15 ICE CLASS SHIPS AND HAS A VALUE OF EUR 1.3 BILLION

 <p><b>MyStar</b> Built: 2022 Length: 212 m Passengers: 2800 Lanemeters: 3600 Tallinn-Helsinki</p>	 <p><b>Baltic Princess</b> Built: 2008 Length: 212m Passengers: 2800 Lanemeters: 1130 Turku-Stockholm</p>	 <p><b>Galaxy</b> Built: 2006 Length: 212m Passengers: 2800 Lanemeters: 1130 Short-term charter</p>	 <p><b>Silja Europa</b> Built: 1993 Length: 202m Passengers: 3123 Lanemeters: 932 Short-term charter</p>	 <p><b>Atlantic Vision</b> Built: 2002 Length: 203.3m Passengers: 728 Lanemeters: 1900 Chartered out</p>
 <p><b>Megastar</b> Built: 2017 Length: 212 m Passengers: 2800 Lanemeters: 3600 Tallinn-Helsinki</p>	 <p><b>Baltic Queen</b> Built: 2009 Length: 212m Passengers: 2800 Lanemeters: 1130 Tallinn-Stockholm</p>	 <p><b>Silja Symphony</b> Built: 1991 Length: 203m Passengers: 2852 Lanemeters: 950 Helsinki-Stockholm</p>	 <p><b>Regal Star</b> Built: 1999 Length: 157m Passengers: 80 Lanemeters: 2087 Paldiski-Kapellskär</p>	 <p><b>Isabelle</b> Built: 1989 Length: 171m Passengers: 2480 Lanemeters: 850 Short-term charter</p>
 <p><b>Star</b> Built: 2007 Length: 186 m Passengers: 2080 Lanemeters: 2000 Tallinn-Helsinki</p>	 <p><b>Victoria I</b> Built: 2004 Length: 193m Passengers: 2500 Lanemeters: 1030 Short-term charter</p>	 <p><b>Silja Serenade</b> Built: 1990 Length: 203m Passengers: 2852 Lanemeters: 950 Helsinki-Stockholm</p>	 <p><b>Sailor</b> Built: 1987 Length: 157.6m Passengers: 119 Lanemeters: 1500 Paldiski-Kapellskär</p>	 <p><b>Romantika</b> Built: 2002 Length: 193m Passengers: 2500 Lanemeters: 1030 Chartered out</p>

## AGE OF FLEET BY VALUE



## WE OPERATE 4 HOTELS (1,046 ROOMS)

 <p><b>Tallink City</b> Rooms: 324 Conference Tallinn</p>	 <p><b>Tallink Express</b> Rooms: 166 Express Cafe Tallinn</p>
 <p><b>Tallink Spa &amp; Conference</b> Rooms: 300 Aqua Spa Tallinn</p>	 <p><b>Tallink Hotel Riga</b> Rooms: 256 Re-opening in April 2023 Riga</p>

**32% of the hotel guests arrive with Tallink ships**

## FINANCIALS



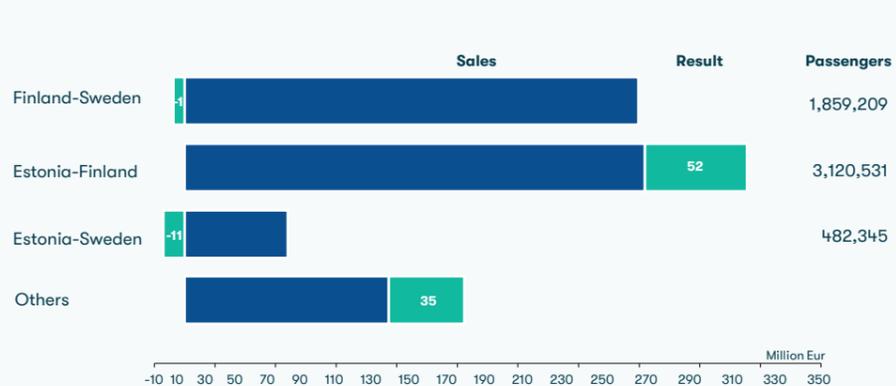
## OUR POSITION IN THE WORLD



## SHARE PRICE DEVELOPMENT



## SEGMENT RESULT BY ROUTES 2022



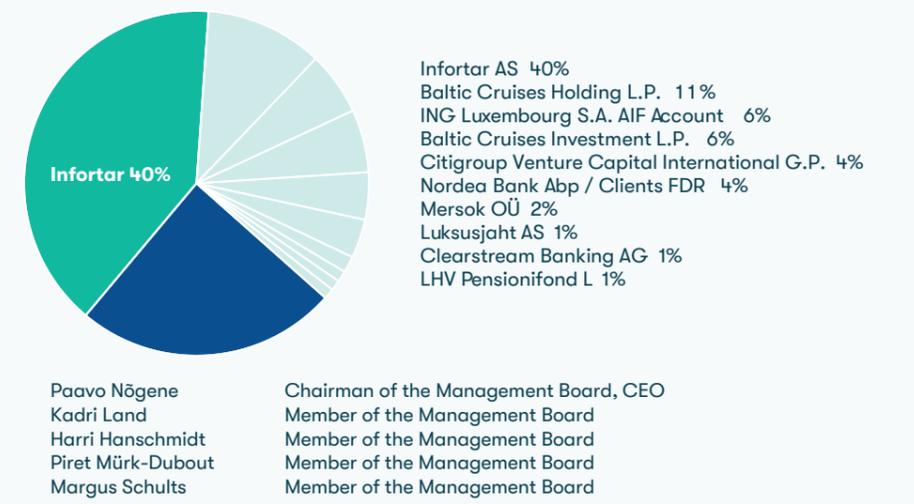
The segment result is the result before administrative expenses, financial expenses and taxes

## PASSENGER REVENUE



Quarterly passenger spending, highs and lows

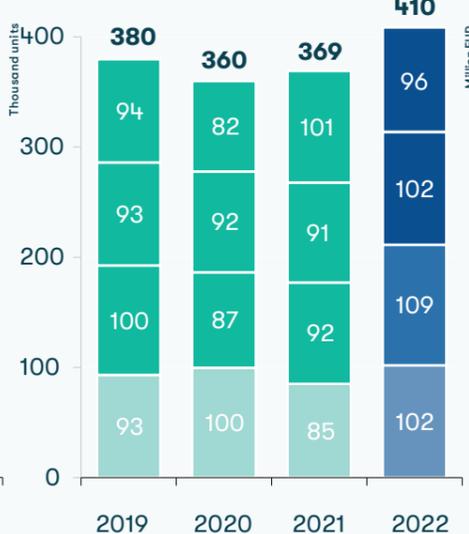
## OWNERSHIP & MANAGEMENT



## PASSENGERS



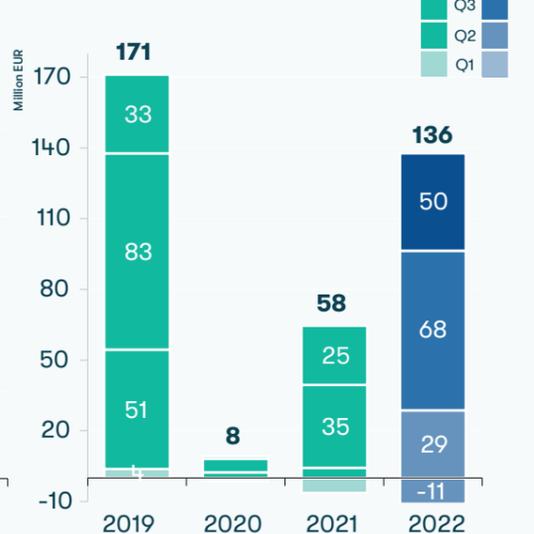
## CARGO UNITS



## REVENUE



## EBITDA



## QUARTERLY SEASONALITY

