

TALLINK GRUPP IS THE LEADING SHORT CRUISE AND FERRY OPERATOR



Overnight cruise & passenger transportation



Cargo transportation



Chartering of vessels



Onboard tax-free shopping & catering



Leisure & city break



Hospitality operations



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 to increase company value and profitability:

- Achieve the highest level of customer satisfaction
- Improve profitability and strengthen our leading position in core markets
- Develop a broad portfolio of high-quality services for diverse customer segments and pursue new growth opportunities
- Optimize capacity on core routes based on demand by operating or chartering vessels as appropriate
- Ensure cost-efficient operations
- Maintain an optimal debt level that supports financial stability and sustainable dividend payments

Current strategic cornerstones and competitive advantages:

- Most modern fleet
- Strong market share & brand awareness
- Wide route network
- High safety level & environmental standards

Key information 2025

Passengers transported	5,531,132	Net debt/EBITDA	3.3
Cargo units transported	245,004	P/E	25.11
Sales	765 mil EUR	ROA	3.6%
EBITDA	130 mil EUR	ROE	2.3%
Net profit	17 mil EUR	Equity Ratio	56.4%
Employees	4,816	EBITDA Margin	17.0%
EPS	0.023 EUR	Book value per share	1.01 EUR

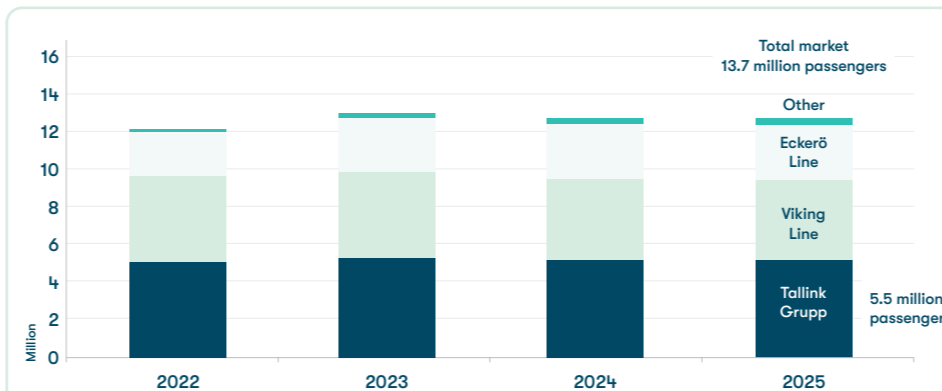
We operate in the northern part of the Baltic Sea

Passengers on Tallink Grupp vessels in 2025

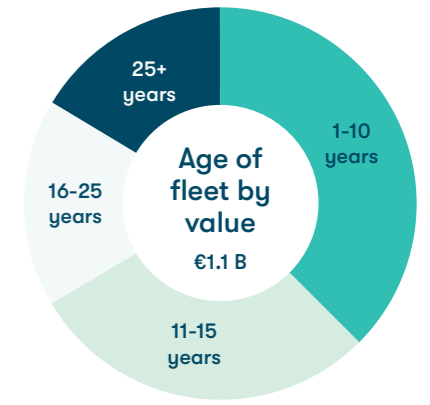
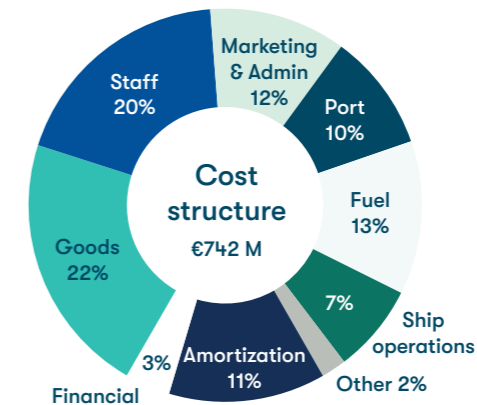
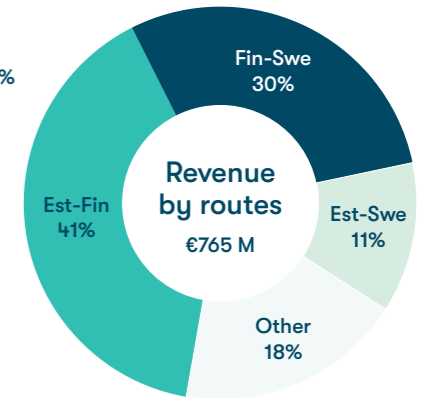
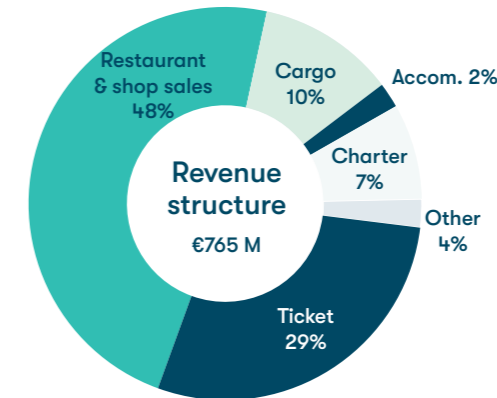
- Finland 47%
- Estonia 22%
- Europe 9%
- Sweden 7%
- Asia 6%
- Latvia 2%
- Lithuania 1%
- Other 6%



Tallink Grupp accounts for 41% of passengers in The Baltic Sea



2025

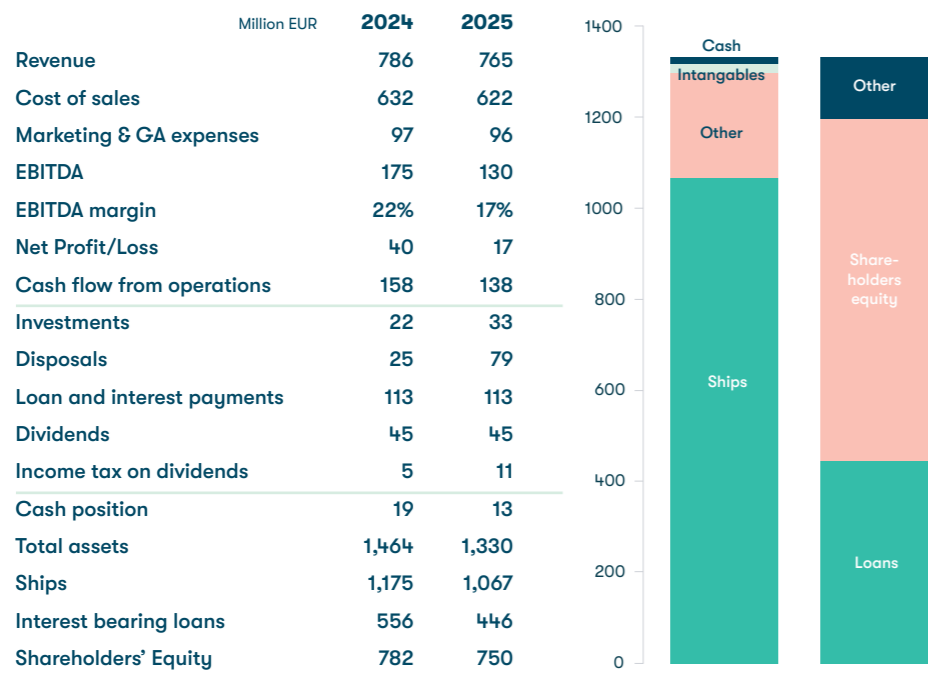


1883 1910 1928 1957 1965 1989 1990 1996 2001 2002 2003 2004 2005 2006 2009 2015 2017 2018 2019 2021 2022 2024 2025

1883 Finnish Steamship Co founded | 1910 Service between Turku & Stockholm | 1928 Service between Helsinki & Stockholm | 1957 Silja Line established | 1965 Tallinn-Helsinki route | 1989 Tallink founded | 1990 One vessel. 166 th passengers | 1996 Management buyout | 2001 Tallinn-Stockholm route | 2002 First newbuilt cruise ferry | 2003 Private placement | 2004 Hotel operation starts | 2005 IPO | 2006 Rights Issue. Tallink and Silja Line merged | 2009 Over 1.3 billion € invested during the fleet investment program | 2015 2M Club One members | 2017 Megastar shuttle vessel | 2018 Secondary listing on Nasdaq Helsinki | 2019 Second LNG shuttle vessel's building contract signed | 2021 Secondary offering of shares | 2022 MyStar shuttle vessel | 2024 Sale of cruise ferry | 2025 Sale of 3 vessels

<p>MyStar Built: 2022 Length: 212m Passengers: 2800 Lanemeters: 3600</p> <p>Tallinn-Helsinki</p>	<p>Baltic Queen Built: 2009 Length: 212m Passengers: 2800 Lanemeters: 1130</p> <p>Tallinn-Stockholm</p>	<p>Baltic Princess Built: 2008 Length: 212m Passengers: 2800 Lanemeters: 1130</p> <p>Turku-Stockholm</p>	<p>Silja Symphony Built: 1991 Length: 203m Passengers: 2852 Lanemeters: 950</p> <p>Helsinki-Stockholm</p>	<p>Silja Europa Built: 1993 Length: 202m Passengers: 3123 Lanemeters: 932</p> <p>Chartered out</p>	<p>Romantika Built: 2002 Length: 193m Passengers: 2500 Lanemeters: 1030</p> <p>In lay-up</p>
<p>Megastar Built: 2017 Length: 212m Passengers: 2800 Lanemeters: 3600</p> <p>Tallinn-Helsinki</p>	<p>Victoria I Built: 2004 Length: 193m Passengers: 2500 Lanemeters: 1030</p> <p>Tallinn-Helsinki</p>	<p>Silja Serenade Built: 1990 Length: 203m Passengers: 2852 Lanemeters: 950</p> <p>Helsinki-Stockholm</p>	<p>Superfast IX Built: 2002 Length: 203.3m Passengers: 728 Lanemeters: 1900</p> <p>Paldiski-Kapellskär</p>	<p>Galaxy I Built: 2006 Length: 212m Passengers: 2800 Lanemeters: 1130</p> <p>Chartered out</p>	<p>Tallink City Rooms: 324 Conference</p>
<p>Tallink Express Rooms: 166 Express Cafe</p>	<p>Tallink Spa & Conference Rooms: 300 Aqua Spa</p>	<p>Tallink Hotel Riga Rooms: 256 Conference</p>			

Financials



Our position in the world

Ferry operator by gross tons

Rank	Company	Gross tons
1	Grimaldi Group	1,199,747
2	Stena Line	973,572
3	Grand Navi Veloci	831,514
4	Onorato Armatori S.p.A	653,805
5	DFDS	566,659
6	Attica Group	562,132
7	Tallink Grupp	464,147

Ferry operator by beds

Rank	Company	Beds
1	Grand Navi Veloci	29,078
2	Grimaldi Group	23,221
3	Tallink Grupp	19,151

Ferry operator by revenues

Rank	Company	Revenue, m€
1	DFDS Group	2,209
2	Stena Line	1,703
3	Tallink	786
4	Attica Group	748

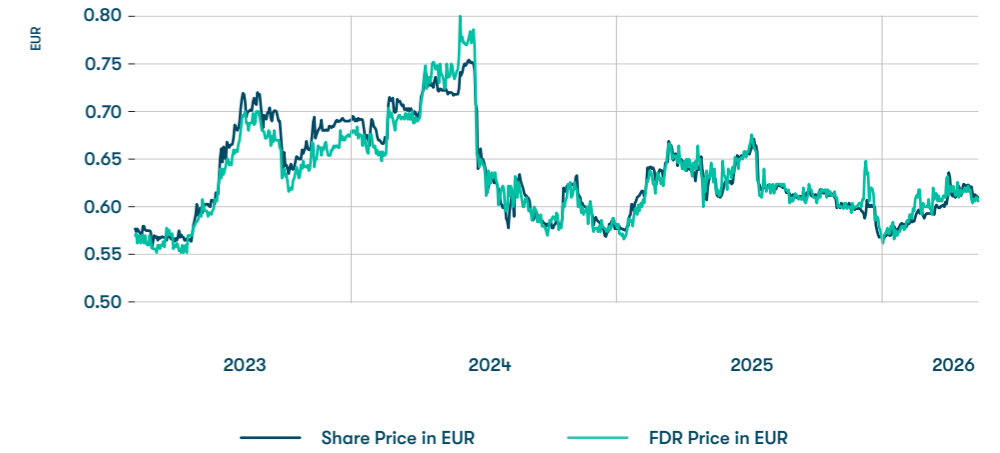
The world's top Duty Free & Travel retail shops

Ranking by actual retail sales in 2024

Rank	Location	Turnover (€m)
1	Avolta	9,903
2	China Duty Free Group	7,477
3	Lagardère Travel Retail	5,900
4	Lotte Duty Free	3,926
5	The Shilla Duty Free	3,496
6	Gebr Heinemann	2,709
7	Shinsegae Duty Free	2,226
8	Duty Free Americas	2,125
9	Dubai Duty Free	2,079
10	King Power International Group	1,969
...		
16	Qatar Duty Free	1,082
17	Japan Airport Terminal Co	900
18	3Sixty Duty Free	766
19	NAA Retailing	622
20	Tallink Duty Free	282

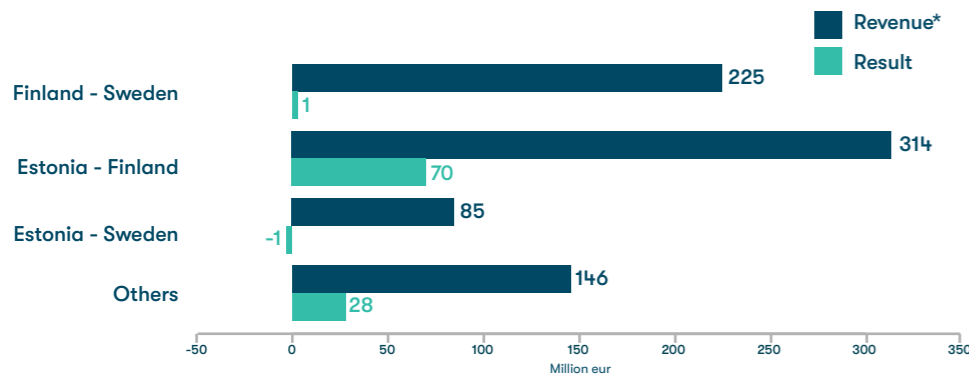
Source: Generation Research 2024
Data: Ro/pax / ferries above 1,000 GT
Source: ShipPax MARKET:24; Company reports

Share price development



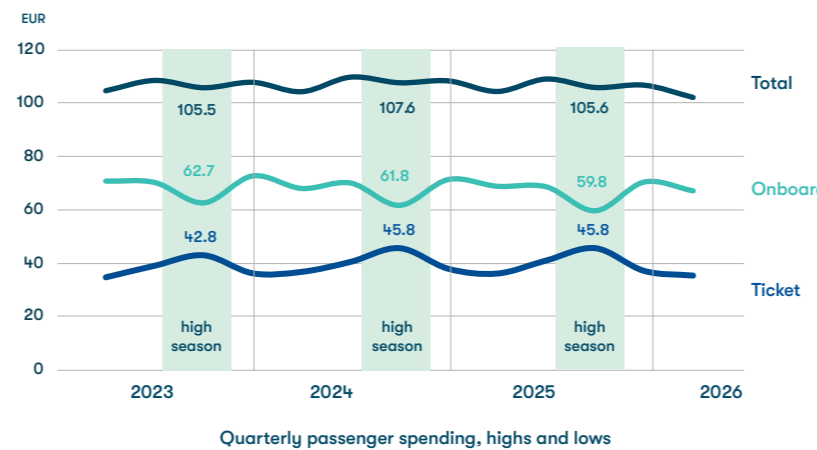
Tallink has been a leading stock on the Baltic market in liquidity, market capitalization and had 38,024 shareholders and FDR-holders as at 31 March 2026

Segment result by routes 2025



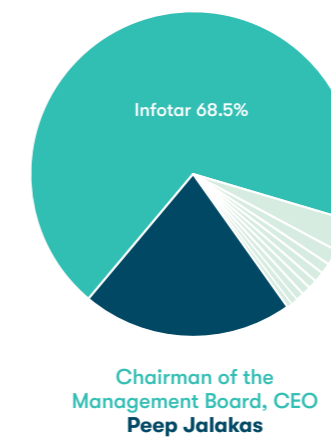
The segment result is the result before administrative expenses, financial expenses and taxes.
*Excludes eliminations of 5 million EUR

Passenger revenue



Quarterly passenger spending, highs and lows

Ownership & management

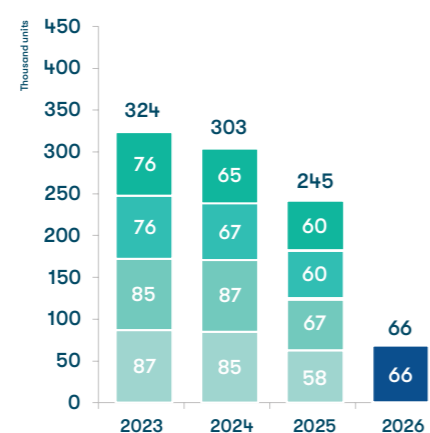


- Infotar AS **68.5%**
 - Nordea Bank Abp / Clients FDR **3.3%**
 - Mersok OÜ **1.5%**
 - Clearstream Banking **1.5%**
 - Luksusjaht AS **1.0%**
 - Enn Pant **0.9%**
 - Unicredit Bank Austria AG **0.7%**
 - AB SEB Bankas **0.5%**
 - Ain Hanschmidt **0.5%**
 - Timo Juhani Majuri **0.5%**
- Members of the Management Board
Paavo Nõgene | Elise Nassar
Harri Hanschmidt | Piret Mürk-Dubout

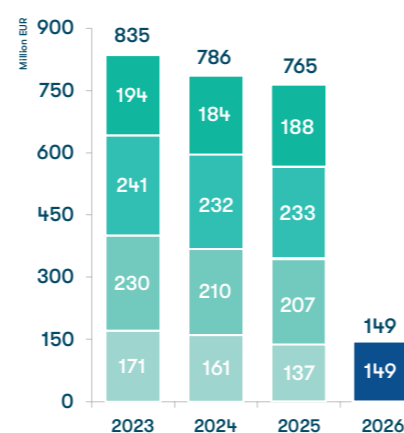
Passengers



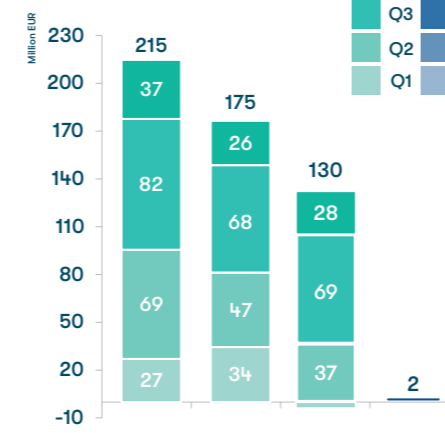
Cargo units



Revenue



EBITDA



Quarterly seasonality

