

TALLINK GRUPP IS THE LEADING SHORT CRUISE AND FERRY OPERATOR



CHARTERING OF VESSELS



OVERNIGHT CRUISE & PASSENGER TRANSPORTATION



ONBOARD TAX-FREE SHOPPING & CATERING



LEISURE & CITY BREAK



4 HOTELS



CARGO TRANSPORTATION



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

STRONG MARKET SHARE & BRAND AWARENESS

WIDE ROUTE NETWORK

HIGH SAFETY LEVEL & ENVIRONMENTAL STANDARDS

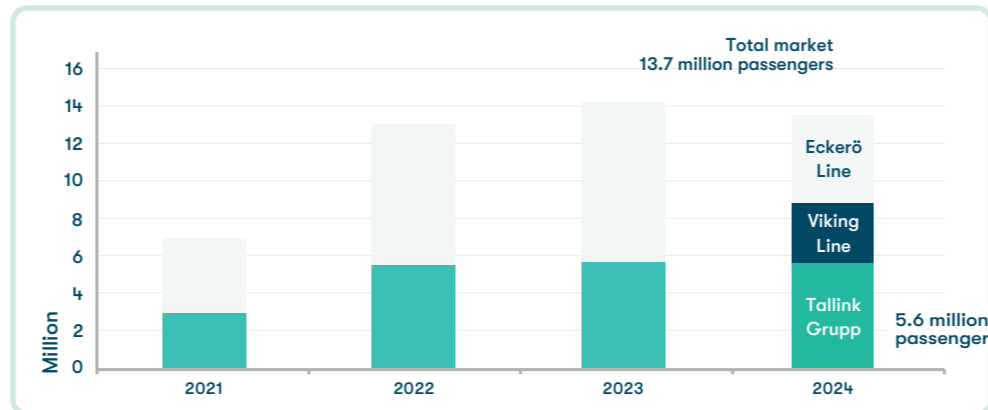
KEY INFORMATION 2024 (unaudited)

Passengers transported	5,580,016	Net debt/EBITDA	3.1
Passenger vehicles transported	777,592	P/E	10.7
Sales	786 mil EUR	ROA	5.1%
EBITDA	175 mil EUR	ROE	5.2%
Net profit	40 mil EUR	Equity Ratio	53.4%
Employees (2023)	4,849	EBITDA Margin	22.3%
EPS	0.054 EUR	Book value per share	1.05 EUR

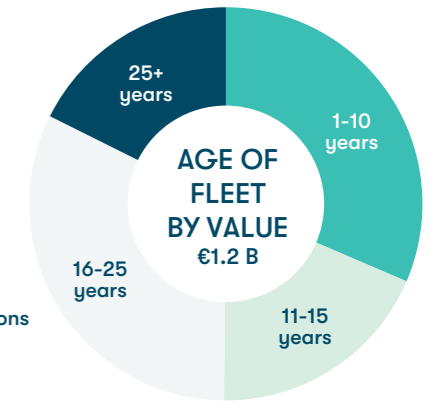
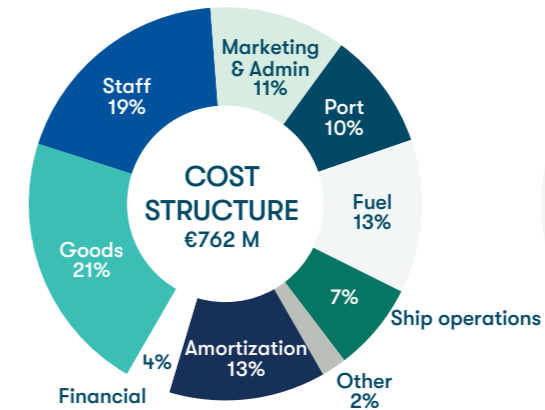
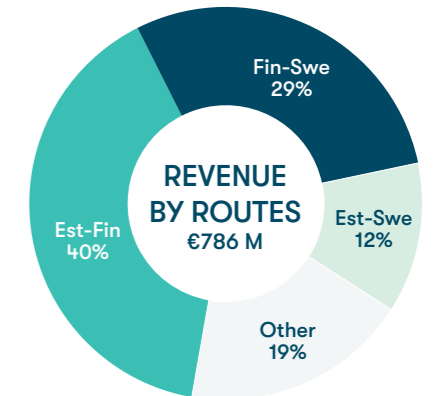
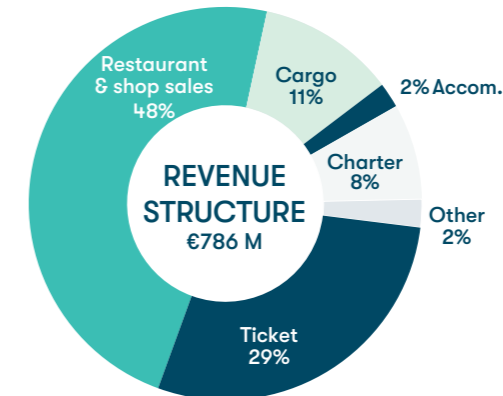
WE OPERATE IN THE NORTHERN PART OF THE BALTIC SEA



TALLINK GRUPP ACCOUNTS FOR 41% OF PASSENGERS IN THE BALTIC SEA



2024 (unaudited)



1883	1910	1928	1957	1965	1989	1990	1996	2001	2002	2003	2004	2005	2006	2009	2015	2017	2018	2019	2021	2022	2024
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 € invested during the fleet investment program	2M Club One members	Megastar shuttle vessel	Secondary listing on Nasdaq Helsinki	Second LNG Shuttle ferry building contract signed	Public offering of shares	MyStar shuttle vessel	Sale of Isabelle cruise ferry

OUR FLEET CONSISTS OF 14 ICE CLASS SHIPS

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

WE OPERATE 4 HOTELS (1,046 ROOMS)

<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

	2022	2023	2024 (unaudited)
Revenue	771	835	786
Cost of sales	658	631	632
Marketing & GA expenses	87	95	97
EBITDA	136	215	175
EBITDA margin	18%	26%	22%
Net Profit/Loss	14	79	40
Cash flow from operations	144	203	158
Investments	203	28	22
Loan repayments (net)	-67	-213	-106
Dividends	0	0	45
Income tax on dividends	0	0	5
Cash position	115	42	19
Total assets	1,692	1,555	1,463
Ships	1,288	1,238	1,175
Interest bearing loans	854	649	556
Shareholders' Equity	707	786	782



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	2,214
2	Stena Line	1,703
3	Tallink	835
4	Finnlines	681

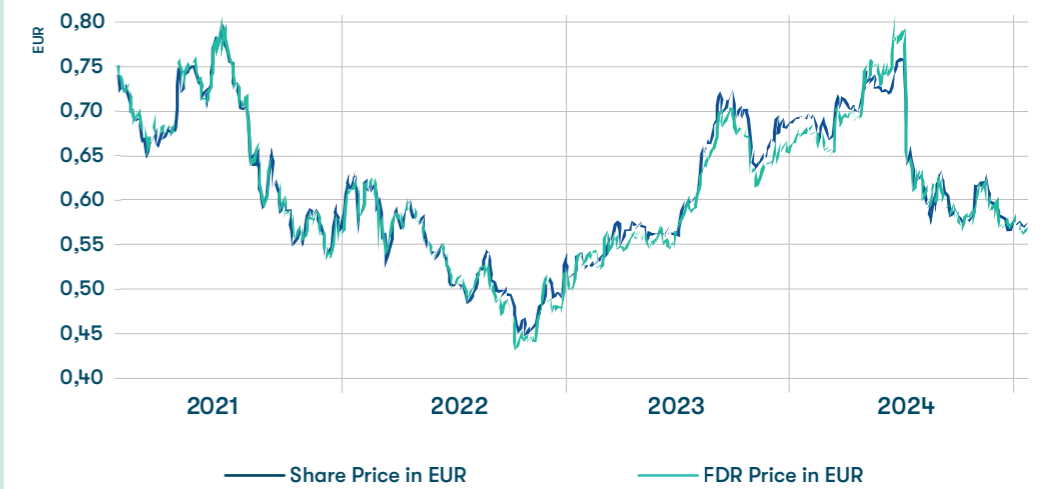
THE WORLD'S TOP DUTY FREE & TRAVEL RETAIL SHOPS

Ranking by actual retail sales in 2022

Rank	Location	Turnover (€m)
1	China Duty Free Group	7,357
2	Dufry Group	6,985
3	Lotte Duty Free	4,363
4	Lagardère Travel Retail	4,263
5	The Shilla Duty Free	3,862
6	DFS Group	3,450
7	Gebr Heinemann	3,040
8	Shinsegae Duty Free	2,700
9	Hyundai Duty Free	2,007
10	Duty Free Americas	1,753
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16	3Sixty Duty Free	734
17	Japan Airport Terminal Co	293
18	Tallink Duty Free	283
19	Flemingo	241
20	JR/Duty Free	234

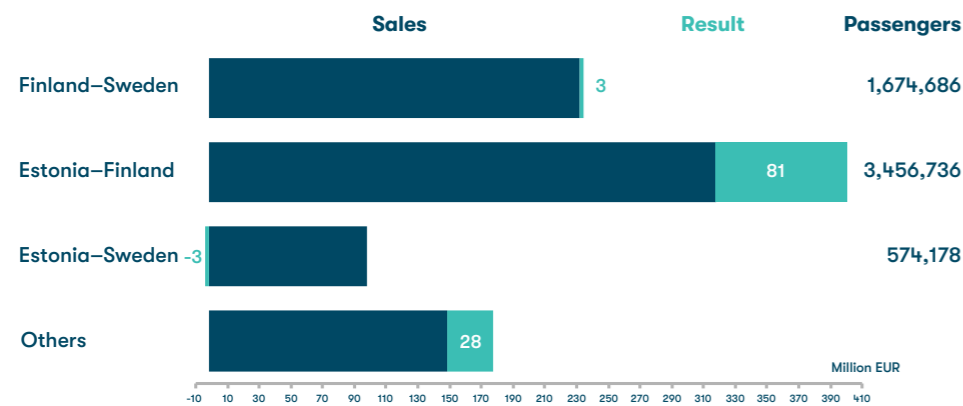
Source: Generation Research 2022
Data: Ro/pax / ferries above 1,000 GT
Source: ShipPax MARKET:24; Company reports

SHARE PRICE DEVELOPMENT



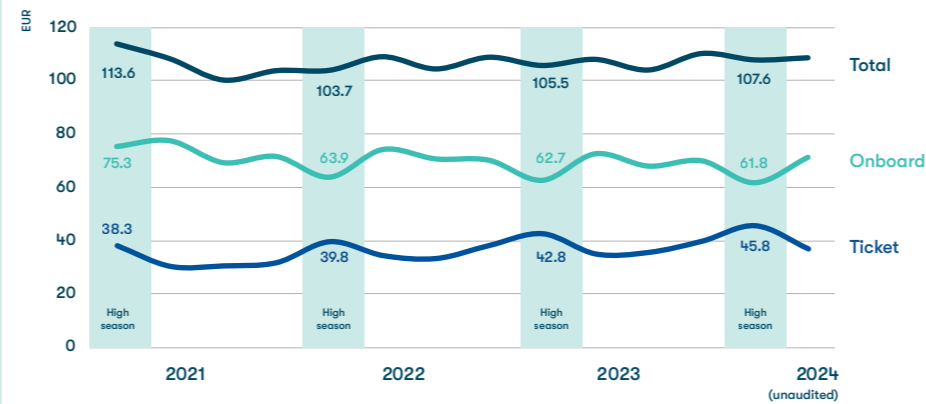
Tallink has been a leading stock on the Baltic market in liquidity, market capitalization and had 38,073 shareholders and FDR-holders as at 31 December 2024

SEGMENT RESULT BY ROUTES 2024 (unaudited)



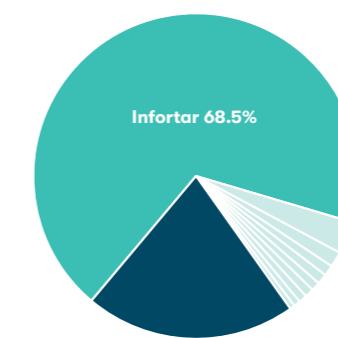
The segment result is the result before administrative expenses, financial expenses and taxes.

PASSENGER REVENUE



Quarterly passenger spending, highs and lows

OWNERSHIP & MANAGEMENT

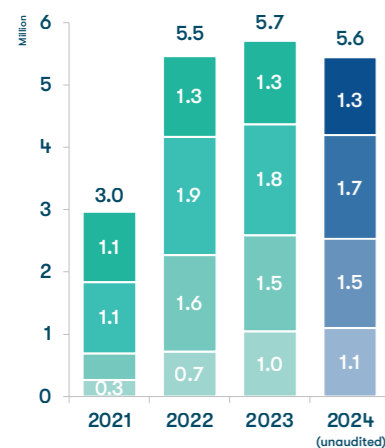


- Infortar AS **68.5%**
- Nordea Bank Abp / Clients FDR **3.2%**
- Mersok OÜ **1.5%**
- Clearstream Banking **1.1%**
- Luksusjaht AS **1.0%**
- Citibank (New York) / Government of Norway **0.9%**
- Enn Pant **0.9%**
- Unicredit Bank Austria AG **0.8%**
- AB SEB Bankas **0.7%**
- Swedbank AB Clients **0.5%**

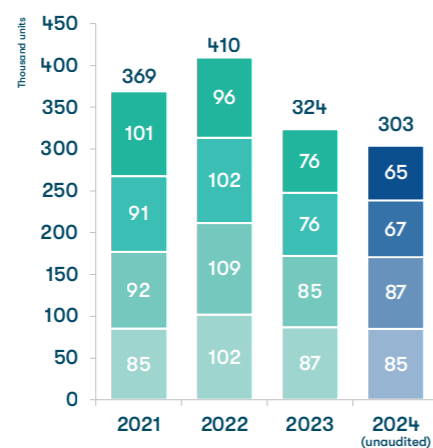
Chairman of the Management Board, CEO
Paavo Nõgene

Members of the Management Board
Margus Schults | Elise Nassar
Harri Hanschmidt | Piret Mürk-Dubout

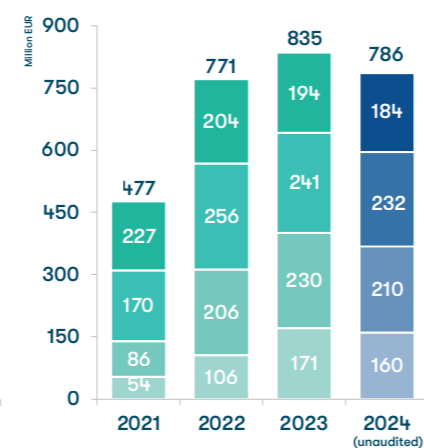
PASSENGERS



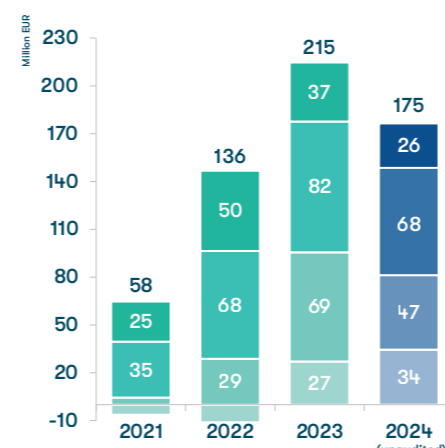
CARGO UNITS



REVENUE



EBITDA



QUARTERLY SEASONALITY



Typical to the Tallink business model is that most of the result is made in the summer high season.