

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

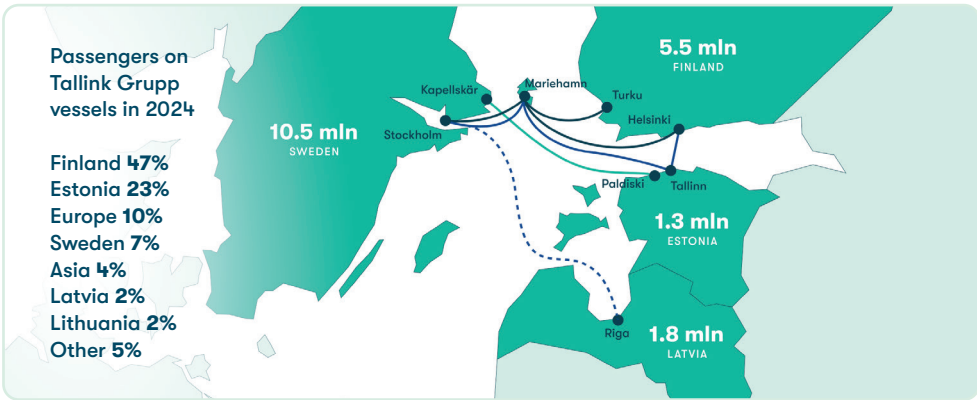
Wide route network

High safety level & environmental standards

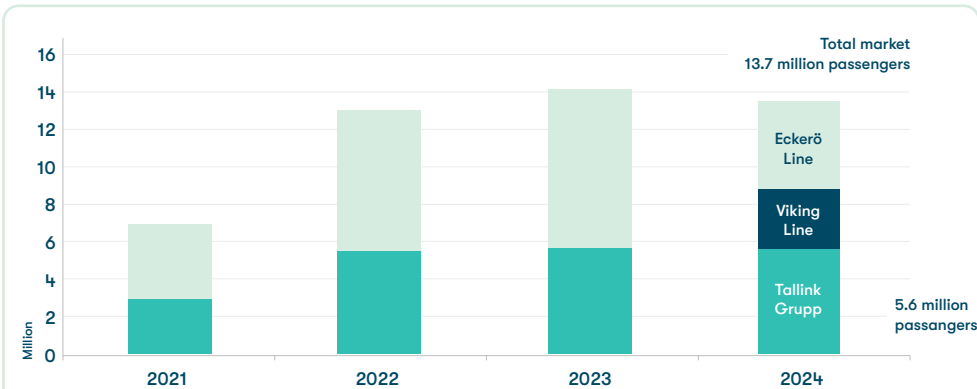
Key information 2024

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	4,847	EBITDA Margin	22.3%
EPS	0.054 EUR	Book value per share	1.05 EUR

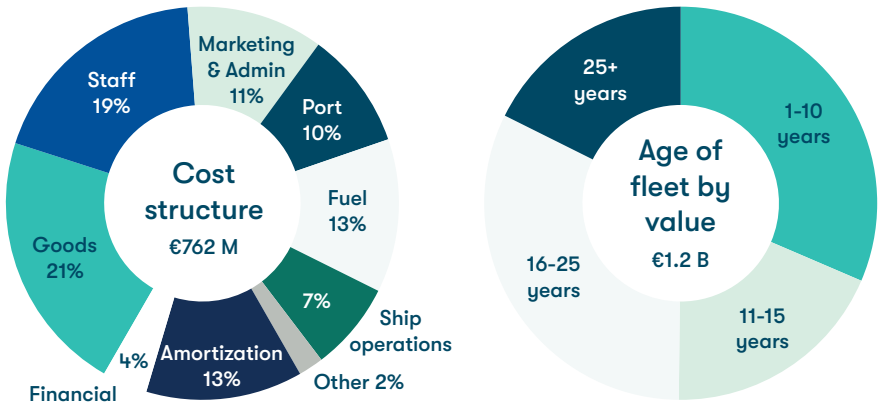
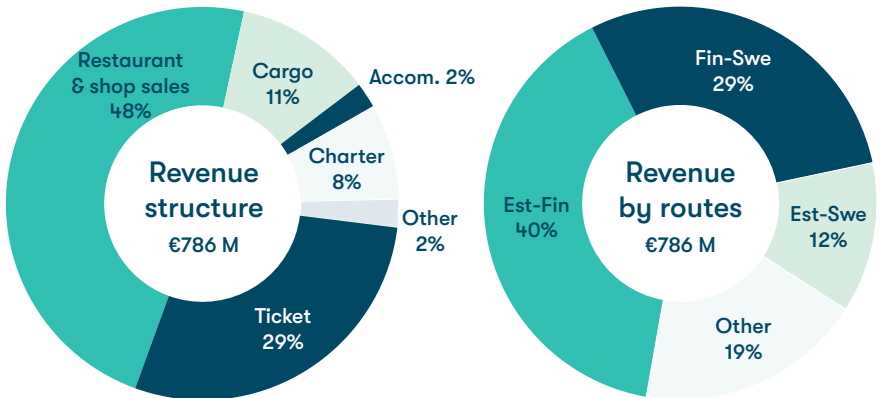
We operate in the northern part of the Baltic Sea



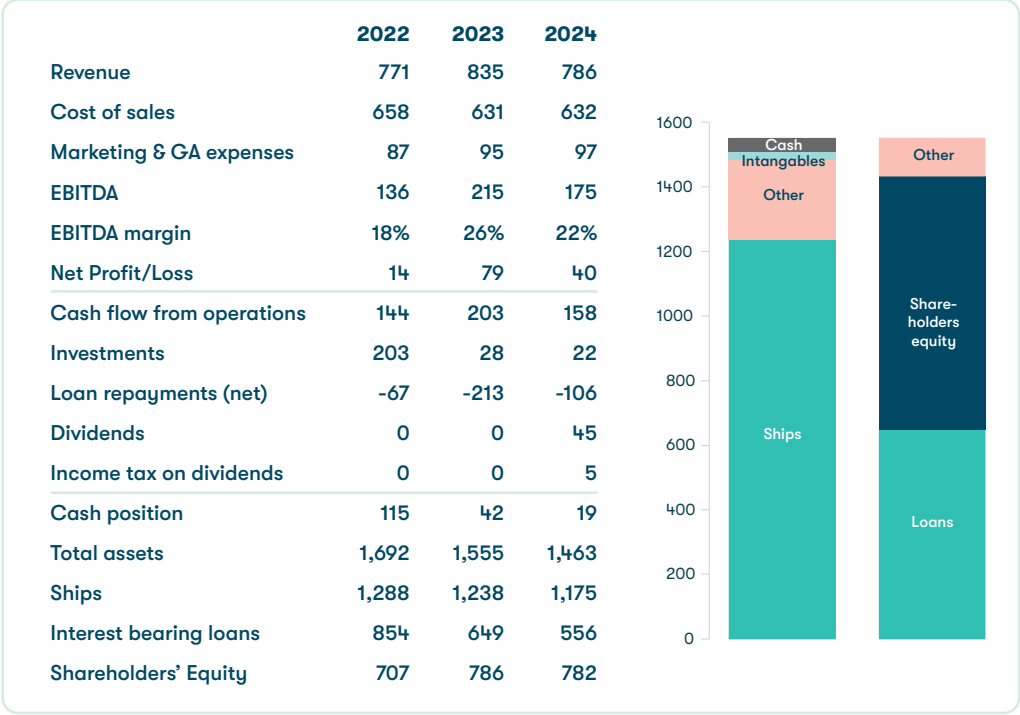
Tallink Grupp accounts for 41 % of passengers in The Baltic Sea



2024



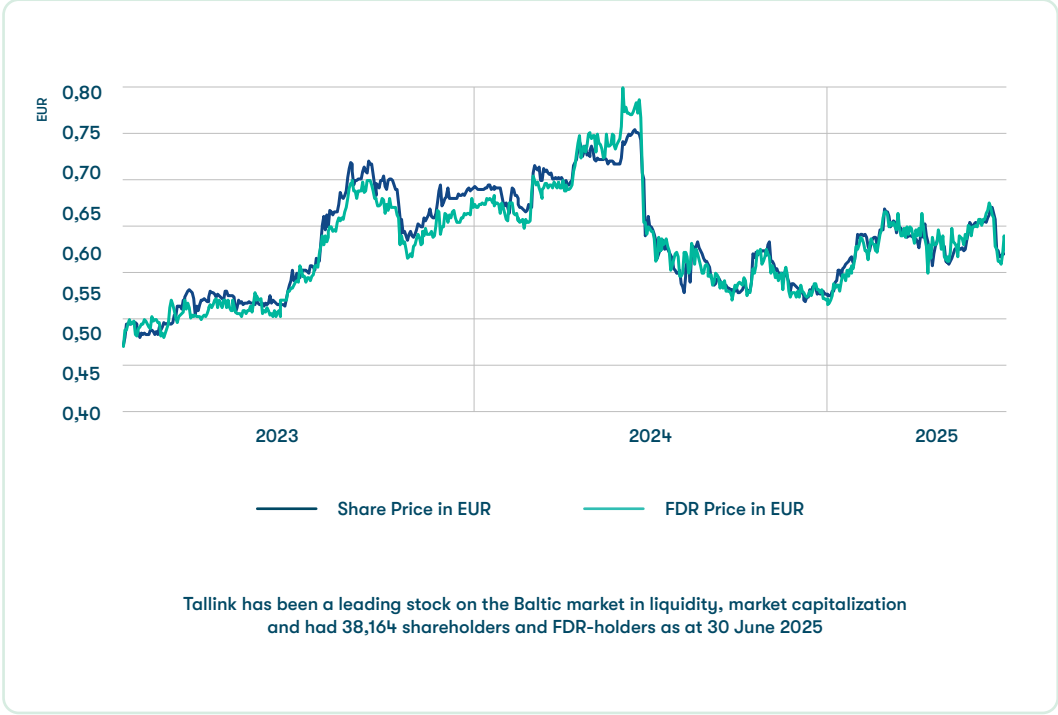
Financials



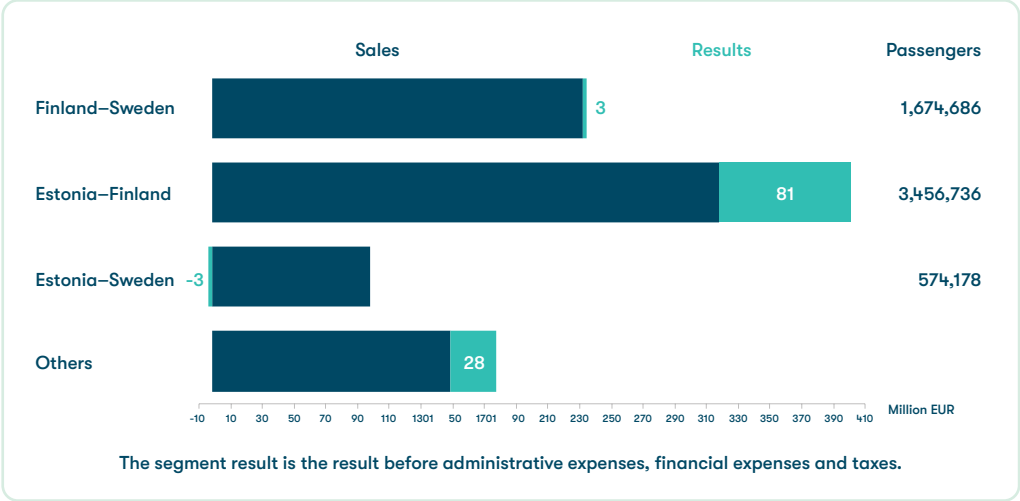
Our position in the world



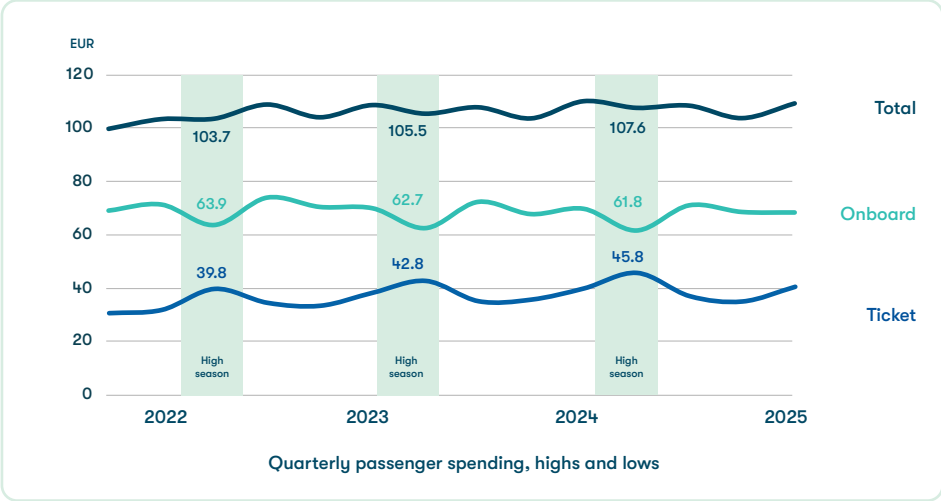
Share price development



Segment result by routes 2024



Passenger revenue



Ownership & management

