

Q2 2023

AS Tallink Grupp Results Webinar

Presenters



PAAVO NÕGENE

CHAIRMAN OF THE MANAGEMENT BOARD



HARRI HANSCHMIDT

MEMBER OF THE MANAGEMENT BOARD



MARGUS SCHULTS

MEMBER OF THE MANAGEMENT BOARD



Tallink Grupp Overview

as at 30 June 2023

The leading European provider of leisure and business travel and sea transportation services in the Baltic Sea region.

Operations

- ✓ Fleet of 15 vessels (7 chartered out)
- ✓ Six ferry routes (1 suspended)
- ✓ Operated 4 hotels

Strong Brands

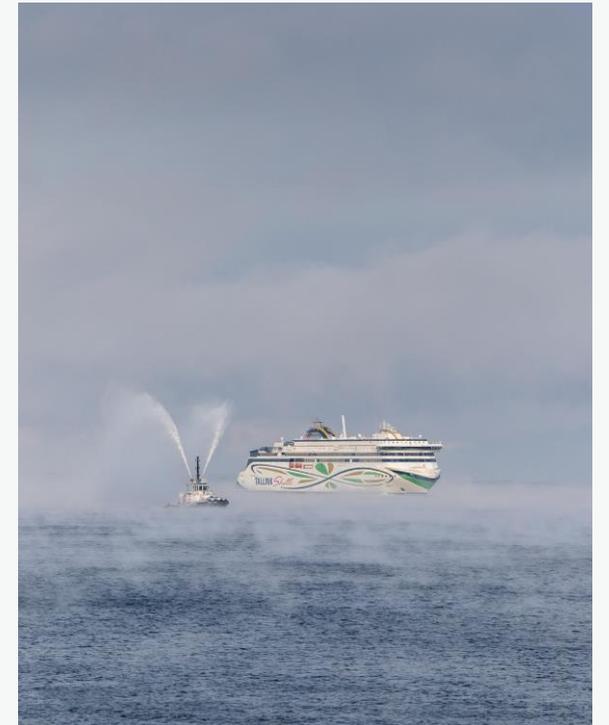


Key Facts YTD 2023

- ✓ Revenue of EUR 400.9 million
- ✓ 2.6 million passengers
- ✓ 172 thousand cargo units
- ✓ EUR 1.6 billion asset base
- ✓ 5,115 employees
- ✓ 3.1 million loyalty program members
- ✓ 39,149 shareholders and FDR-holders of which 30,214 on Tallinn Stock Exchange and 8,935 on Helsinki Stock Exchange

Q2 2023 Key Takeaways

- ✓ The volume of cargo and passenger transportation was impacted by chartering of vessels and number of trips made during the quarter
- ✓ Seven vessels on charter including 3 on long-term and 4 on short-term
- ✓ All four hotels in Estonia and Latvia were up and running
- ✓ EBITDA of EUR 68.5 million
- ✓ Repayment of loans in the amount of EUR 105 million
- ✓ Impact of low fuel market prices set off partly by high logistics cost component in fuel price, interest rates and inflation
- ✓ The sixth Burger King restaurant opened in Riga, total of 19 in the Baltics
- ✓ Tallink Spa & Conference Hotel and Tallink City Hotel were certified with the international eco-label Green Key



Fleet by Routes and Chartered Vessels

as at 30 June 2023



CHARTERED

Long-term

Romantika

Atlantic Vision

Star

Short-term

Galaxy

Silja Europa

Victoria I

Isabelle ⁽¹⁾

(1) Isabelle on long-term charter from 1 July 2023



Q2 2023 Overview

Selected Key Figures (financials in million euros)	Q2 2022	Q2 2023 ⁽¹⁾	Change
Number of passengers	1,552,174	1,541,081	-0.7%
Number of cargo units	109,380	85,359	-22.0%
Number of passenger cars	225,563	236,756	5.0%
Revenue	206.0	229.7	11.5%
Gross profit/loss	25.6	66.5	160.5%
EBITDA	28.7	68.5	138.7%
EBIT	4.9	43.3	782.7%
Net result for the period	-0.7	33.4	5087.8%
Capital expenditures	9.2	4.7	-49.6%
As at:	31.03.23	30.06.23 ⁽¹⁾	Change
Total assets	1,672.1	1,613.6	-3.5%
Total equity	701.6	735.2	4.8%
Interest-bearing liabilities	831.8	722.5	-13.1%
Net debt	735.4	664.9	-9.6%

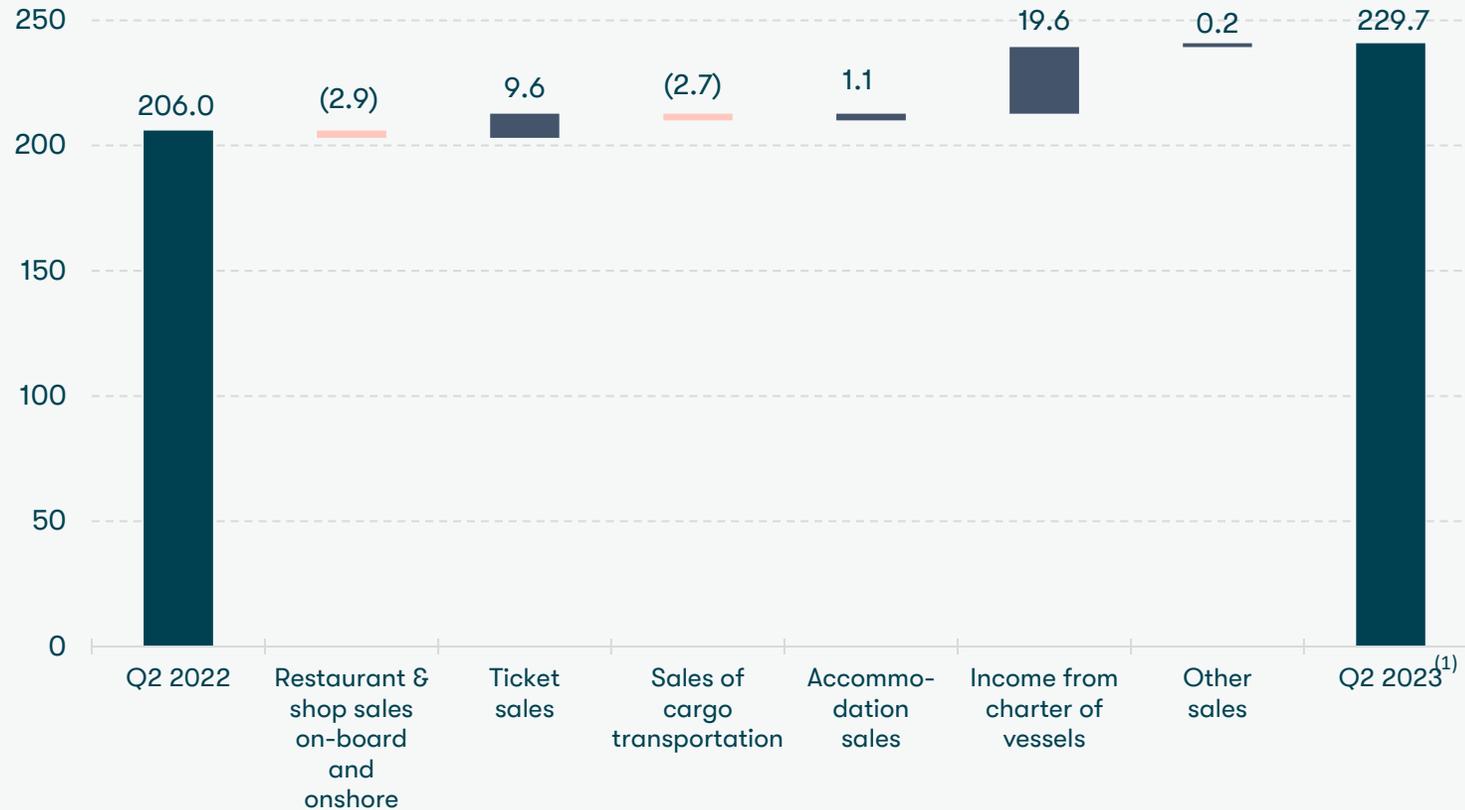
- ✓ Revenue EUR 229.7m (EUR +23.6m or 11.5% vs LY)
 - ✓ Demand for travelling driving ticket revenue
 - ✓ EUR 19.6m increase in chartering revenues vs LY
 - ✓ Strong recovery in hotel segment
- ✓ Costs
 - ✓ Cost of sales decreased by 9.6% or EUR 17.3m vs LY
 - ✓ of which fuel cost decreased by 47.9% or EUR 20.6m vs LY
- ✓ EBITDA of EUR 68.5m (EUR +39.8m or 138.7% vs LY)
- ✓ Net profit of EUR 33.4m (EUR +34.1m or 5,087.8% vs LY)
- ✓ CAPEX of EUR 4.7m (EUR -4.6m or -49.6% vs LY)
 - ✓ Main investments to re-opening of hotel in Riga and opening of a Burger King restaurant in Riga



(1) 2023 unaudited

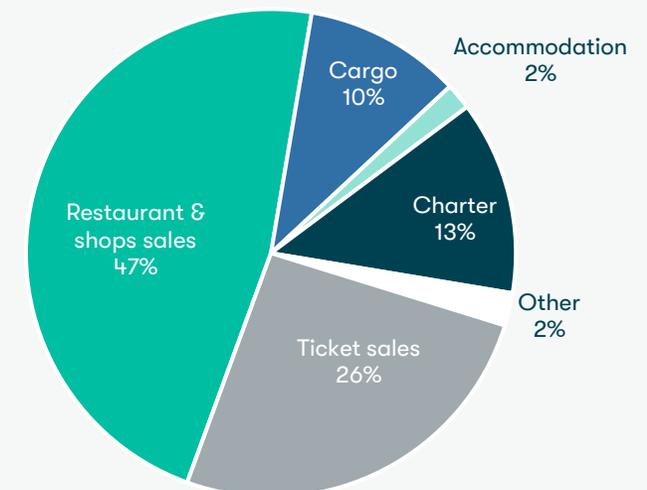
Q2 2023 Revenue Development by Operating Segments

(in million euros)



- ✓ Increase in ticket sales is attributable to demand for travelling
- ✓ Demand and re-opening of hotel in Riga is driving the increase in accommodation sales
- ✓ High competition in cargo transportation market
- ✓ In Q2 2023, total of 7 vessels were on charter

Revenue Structure in Q2 2023

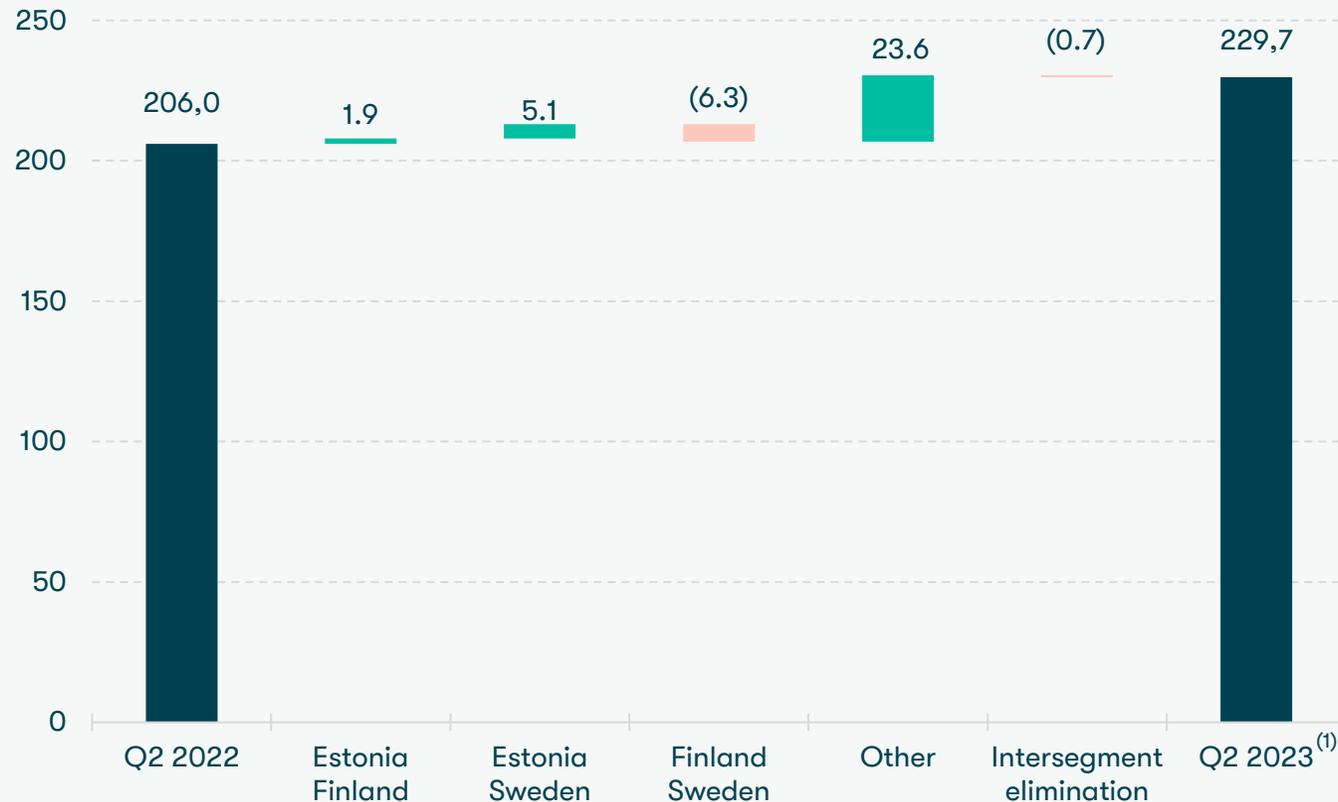


Notes:
(1) 2023 unaudited



Q2 2023 Revenue Development by Geographical Segments

(in million euros)



Estonia-Finland

The segment reflects operations of three shuttle vessels – Star, MyStar and Megastar. However, the shuttle vessel Star has been chartered out since 5 May 2023 and the cruise ferry Silja Europa since August 2022.

Estonia-Sweden

Results reflect operations of two cargo vessels (Paldiski-Kapellskär) and one cruise ferry on the Tallinn-Stockholm route.

Finland-Sweden

The results reflect the operations of one cruise ferry on the Turku-Stockholm/Kapellskär, and two on the Helsinki-Stockholm route. The cruise ferry Galaxy I has been chartered out since September 2022.

Other

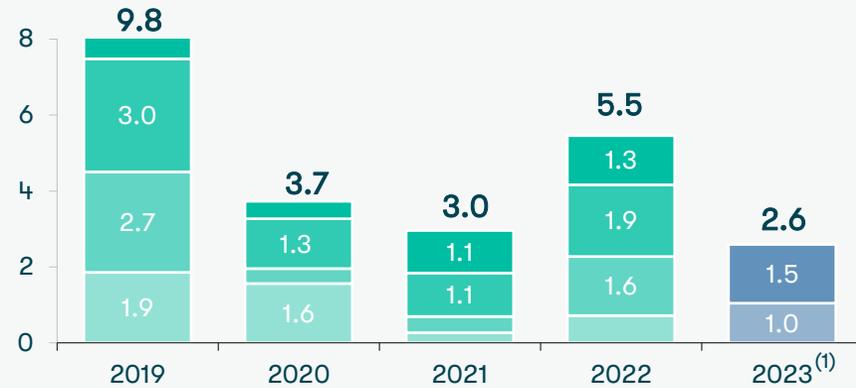
Increase was mainly driven by chartering of vessels and accommodation sales, to a lesser extent by retail activities

Notes:
(1) 2023 unaudited



Dynamics of Seasonality

PASSENGERS (millions)



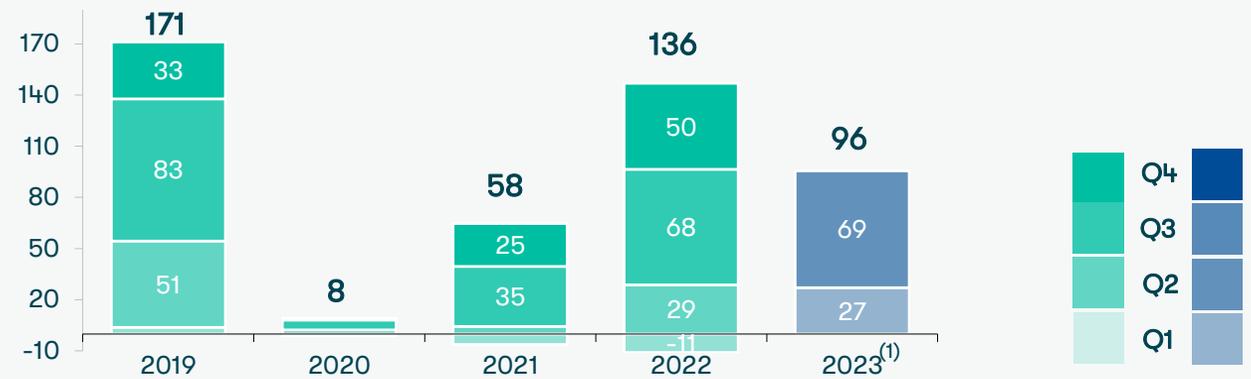
CARGO (th. units)



REVENUE (in million euros)



EBITDA (in million euros)



Notes:
(1) 2023 unaudited



Dynamics of Seasonality

Quarterly net result (in million euros)



Notes:
Totals may not sum due to rounding
(1) 2023 unaudited

MOST OF THE PROFITS ARE TYPICALLY EARNED IN SUMMER, THE HIGH SEASON



Consolidated Income Statement

(in million euros)	2021	2022	Q2 2022	Q2 2023 ⁽²⁾
Sales	477	771	206	230
Cost of sales ⁽¹⁾	-455	-658	-181	-163
Marketing & administrative cost ⁽¹⁾	-75	-87	-22	-24
Other operating items, net	16	11	2	0
EBITDA	58	136	29	69
Margin (%)	12.2%	17.6%	13.9%	29.8%
Net Result	-57	14	-1	33
EPS	-0.081	0.019	-0.001	0.045

Totals may not sum due to rounding

(1) Includes depreciation and amortization

(2) 2023 unaudited



Consolidated Cash Flow Statement

(in million euros)	2021	2022 ⁽¹⁾	Q2 2022	Q2 2023 ⁽¹⁾
Operating cash flow	59	144	45	84
Capital expenditure	-20	-203	-9	-5
Asset disposal	1	3	3	0
Free cash flow	40	-56	38	80
Debt financing (net effect)	45	69	-44	-110
Interests & other financial items	-20	-25	-5	-9
Increase of share capital	35	0	0	0
Change in cash	100	-13	-10	-39

Totals may not sum due to rounding
 (1) 2023 unaudited

CASH FLOW GENERATION SUPPORTED BY MARKET RECOVERY



Consolidated Statement of Financial Position

(in million euros)	31.12.2021	30.06.2022	31.12.2022	30.06.2023 ⁽²⁾
Total assets	1,586	1,550	1,692	1,614
Non-current assets	1,383	1,356	1,496	1,465
Current assets	203	195	196	148
- of which cash	128	91	115	58
Total liabilities	893	898	985	878
Interest bearing liabilities	780	747	854	723
Other liabilities	113	151	131	156
Shareholders' equity	693	652	707	735
Net debt/EBITDA	11.2x	8.4x	5.4x	3.1x
Net debt	652	656	739	665
Equity/assets ratio	44%	42%	42%	46%
BVPS ⁽¹⁾ (in EUR)	0.93	0.88	0.95	0.99



Totals may not sum due to rounding
 (1) Shareholders' equity / number of shares outstanding
 (2) 2023 unaudited

TOTAL LIQUIDITY (CASH + UNUSED OVERDRAFT) OF EUR 193 MILLION



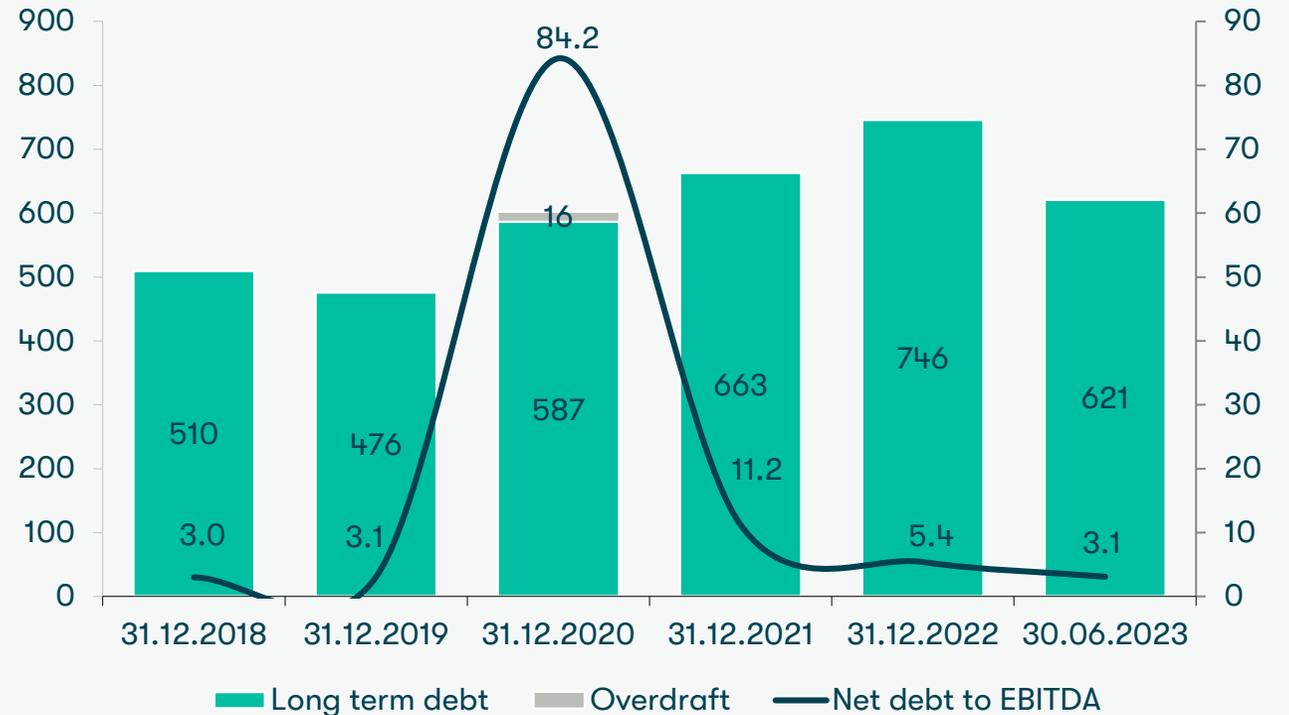
Loan Portfolio Structure

Long-term bank loans

- ✓ EUR 621 million as at 30 June 2023
- ✓ 7 loan agreements outstanding: syndicated loans, amortizing project and working capital loans
- ✓ Maturities 5 months – 11 years
- ✓ EUR denominated, fixed and EURIBOR floating

Overdraft

- ✓ As at 30 June 2023 unused overdraft of 135 million euros



TOTAL INTEREST-BEARING LIABILITIES EUR 722.5 MILLION AS AT 30 JUNE 2023



Q & A



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THANK YOU



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