# TALLINK GRUPP IS THE LEADING SHORT CRUISE AND FERRY OPERATOR

TALLINK

| 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)

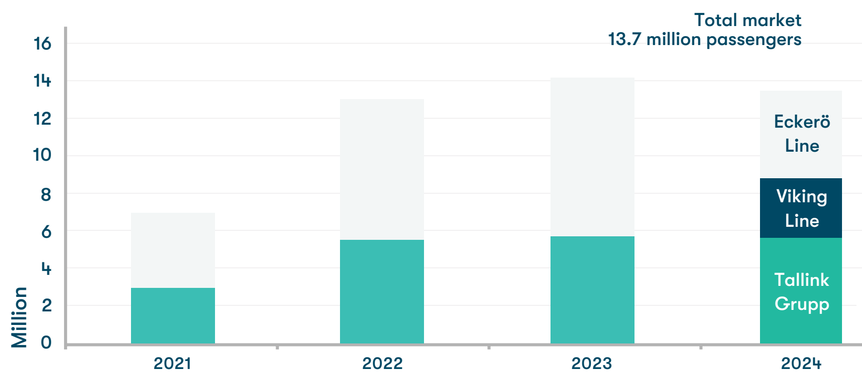
| | | | |
|---|---|---|---|
| Passengers transported | 5,580,016 | Net debt/EBITDA | 3.1 |
| Passenger vechicles transported | 777,592 | P/E | 10.7 |
| Sales | 786 mil EUR | ROA | 5.1% |
| EBITDA | 175 mil EUR | ROE | 5.2% |
| Net profit | 40 mil EUR | Equity Ratio | 53.4% |
| Employees (2023) | 4,849 | 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

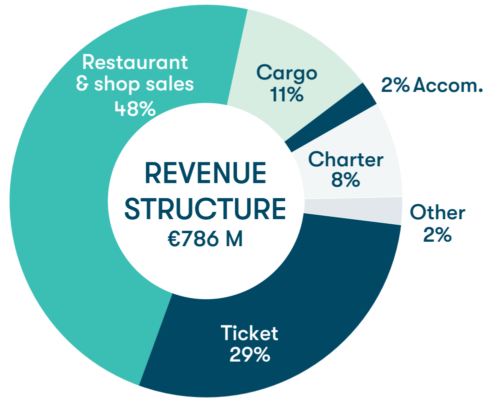
**Passengers on Tallink Grupp vessels in 2024**

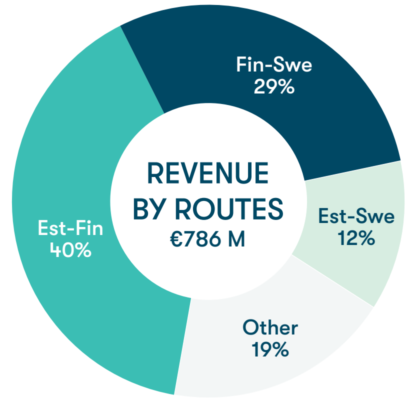
Finland **47%**
Estonia **23%**
Europe **10%**
Sweden **7%**
Asia **4%**
Latvia **2%**
Lithuania **2%**
Other **5%**

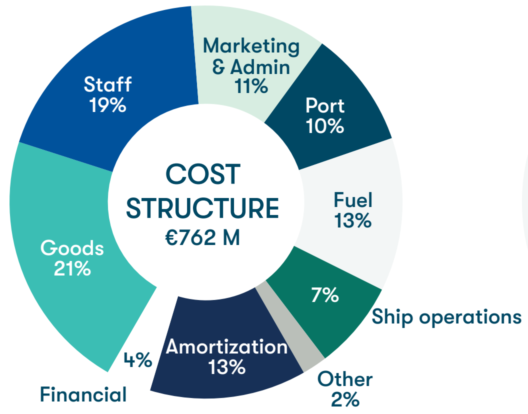

## TALLINK GRUPP ACCOUNTS FOR 41 % OF PASSENGERS IN THE BALTIC SEA

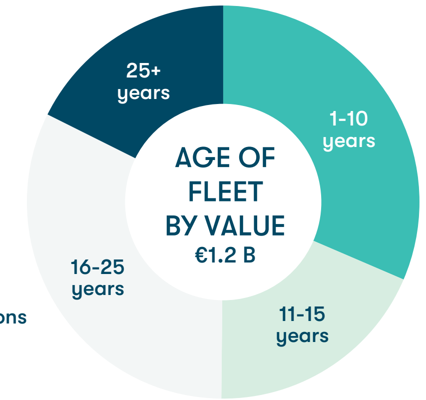



## 2024 (unaudited)



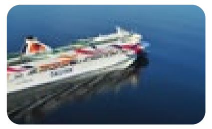




Core fleet 16 years | Cargo vessels 31 years
Superfast vessel 21 years

| 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


**Megastar**
Built: 2017
Lenght: 212m
Passengers: 2800
Lanemeters: 3600
Tallinn–Helsinki


**Baltic Queen**
Built: 2009
Lenght: 212m
Passengers: 2800
Lanemeters: 1130
Tallinn–Stockholm


**Victoria I**
Built: 2004
Lenght: 193m
Passengers: 2500
Lanemeters: 1030
Tallinn–Helsinki


**Silja Symphony**
Built: 1991
Lenght: 203m
Passengers: 2852
Lanemeters: 950
Helsinki–Stockholm


**Silja Europa**
Built: 1993
Lenght: 202m
Passengers: 3123
Lanemeters: 932
Chartered out


**Regal Star**
Built: 1999
Lenght: 157m
Passengers: 80
Lanemeters: 2087
Paldiski–Kapellskär


**Superfast IX**
Built: 2002
Lenght: 203.3m
Passengers: 728
Lanemeters: 1900
In lay-up

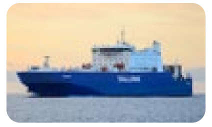

**MyStar**
Built: 2022
Lenght: 212m
Passengers: 2800
Lanemeters: 3600
Tallinn–Helsinki


**Baltic Princess**
Built: 2008
Lenght: 212m
Passengers: 2800
Lanemeters: 1130
Turku–Stockholm


**Silja Serenade**
Built: 1990
Lenght: 203m
Passengers: 2852
Lanemeters: 950
Helsinki–Stockholm


**Galaxy I**
Built: 2006
Lenght: 212m
Passengers: 2800
Lanemeters: 1130
Chartered out


**Star I**
Built: 2007
Lenght: 186m
Passengers: 2080
Lanemeters: 2000
Paldiski–Kapellskär


**Sailor**
Built: 1987
Lenght: 157.6m
Passengers: 119
Lanemeters: 1500
Paldiski–Kapellskär


**Romantika**
Built: 2002
Lenght: 193m
Passengers: 2500
Lanemeters: 1030
In lay-up

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


**Tallink City**
Rooms: 324
Conference


**Tallink Express**
Rooms: 166
Express Cafe


**Tallink Spa & Conference**
Rooms: 300
Aqua Spa


**Tallink Hotel Riga**
Rooms: 256
Conference

AS TALLINK GRUPP | Sadama 5 | Reg. Nr.:10238429 | Phone: +372 6 409 800 | Fax: +372 6 409 810 | E-mail: info@tallink.com | February 2025 | Investor Relations | E-mail: anneli.simm@tallink.ee | Phone: +372 5615 7170

# CORPORATE FACTSHEET

TALLINK

## 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**

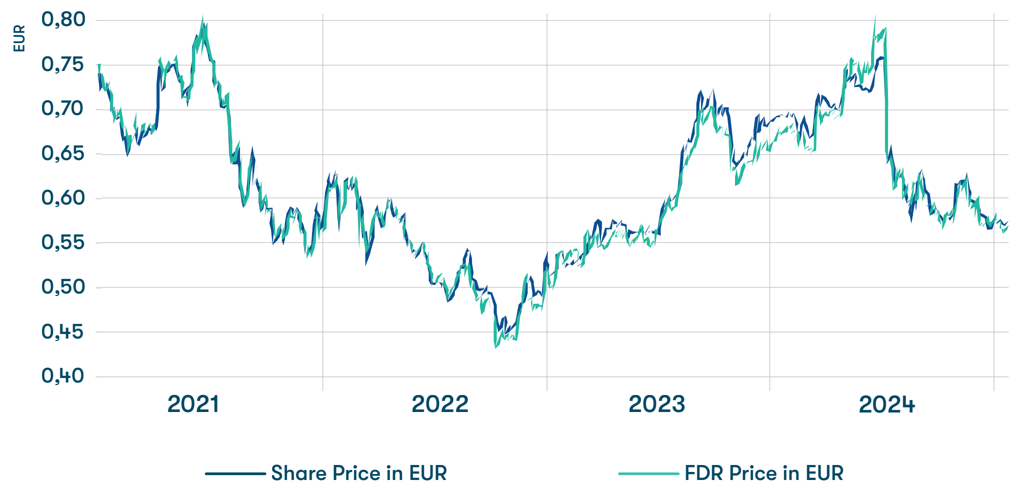
| Rank | Company | Revenue, m€ |
|---|---|---|
| 1 | DFDS Group | 2,214 |
| 2 | Stena Line | 1,703 |
| 3 | Tallink | 835 |
| 4 | Finnlines | 681 |

**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 | Hyndai Duty Free | 2,007 |
| 10 | Duty Free Americas | 1,753 |
| ... | | |
| 16 | 3Sixty Duty Free | 734 |
| 17 | Japan Airport Terminal Co | 293 |
| 18 | Tallink Duty Free | 283 |
| 19 | Flemingo | 241 |
| 20 | JR/Duty Free | 234 |

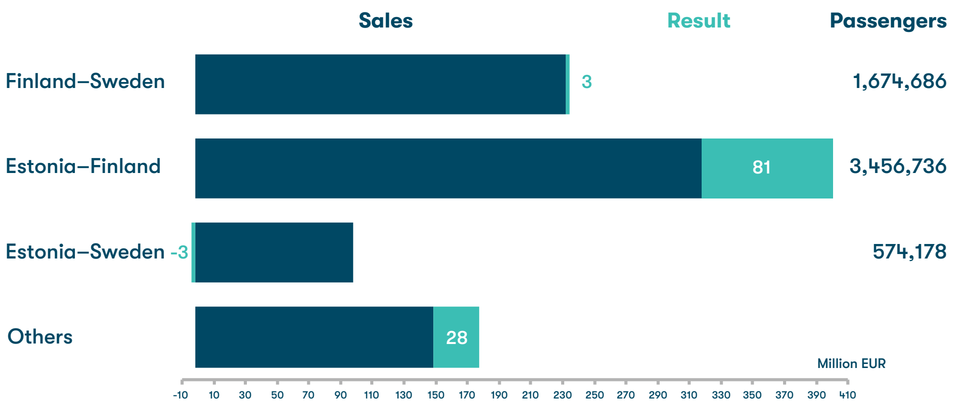
Source: Generation Research 2022
Data: Ro/pax / ferries above 1,000 GT
Source: ShipPax MARKET:24; Company reports

## SHARE PRICE DEVELOPMENT



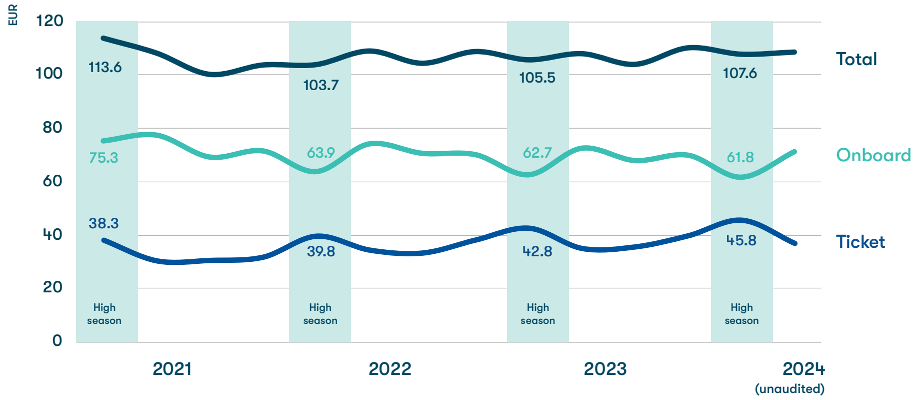

Tallink has been a leading stock on the Baltic market in liquidity, market capitalization and had 38,073 shareholders and FDR-holders as at 31 December 2024

## SEGMENT RESULT BY ROUTES 2024 (unaudited)



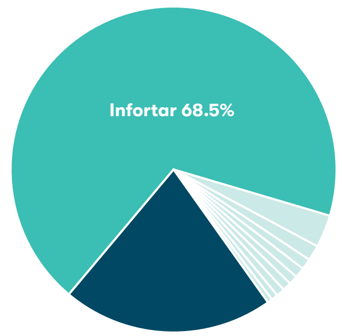

The segment result is the result before administrative expenses, financial expenses and taxes.

## PASSENGER REVENUE




Quarterly passenger spending, highs and lows

## OWNERSHIP & MANAGEMENT

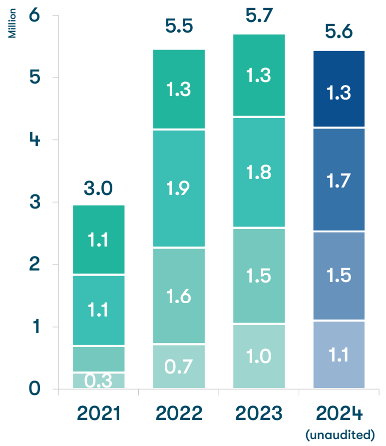



- Infortar AS **68.5%**
- Nordea Bank Abp / Clients FDR **3.2%**
- Mersok OÜ **1.5%**
- Clearstream Banking **1.1%**
- Luksusjaht AS **1.0%**
- Citibank (New York) / Government of Norway **0.9%**
- Enn Pant **0.9%**
- Unicredit Bank Austria AG **0.8%**
- AB SEB Bankas **0.7%**
- Swedbank AB Clients **0.5%**

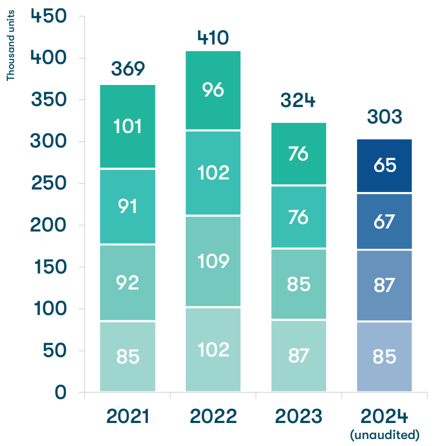
Chairman of the Management Board, CEO
Paavo Nõgene

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

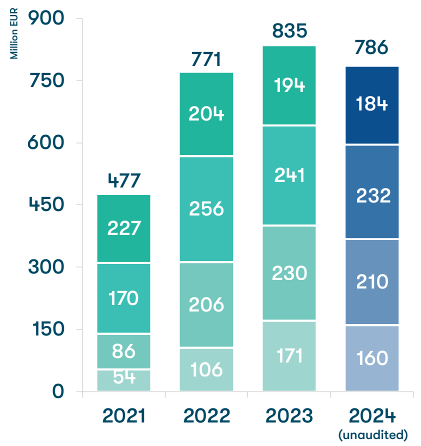
## PASSENGERS



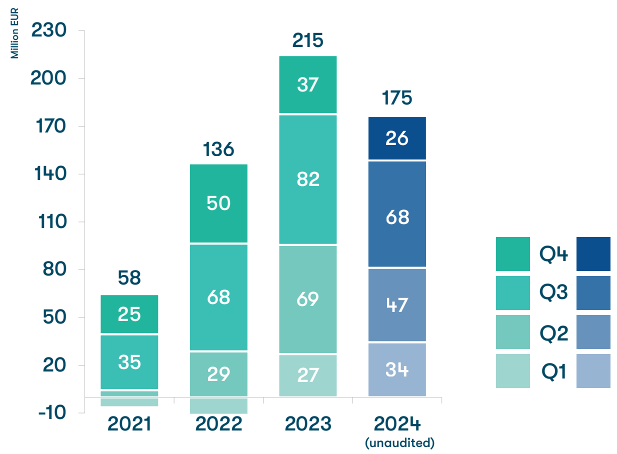

## CARGO UNITS




## REVENUE

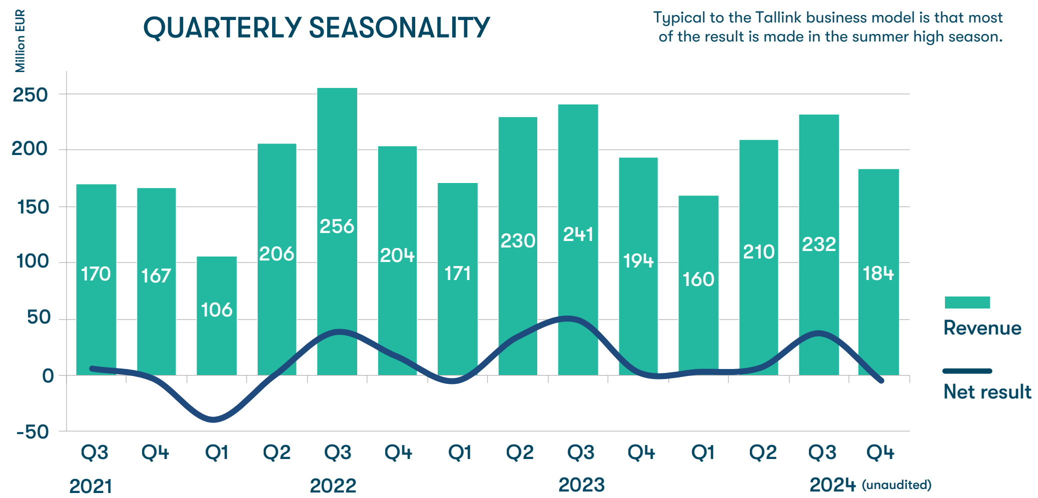



## EBITDA




## QUARTERLY SEASONALITY

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




AS TALLINK GRUPP | Sadama 5 | Reg. Nr.:10238429 | Phone: +372 6 409 800 | Fax: +372 6 409 810 | E-mail: info@tallink.com | February 2025 | Investor Relations | E-mail: anneli.simm@tallink.ee | Phone: +372 5615 7170