

TALLINK GRUPP IS THE LEADING SHORT CRUISE AND FERRY OPERATOR



GROUP OF STRONG BRANDS

OVERNIGHT CRUISE & PASSENGER TRANSPORTATION

ONBOARD TAX-FREE SHOPPING & CATERING

LEISURE & CITY BREAK

4 HOTELS

CARGO TRANSPORTATION

AS TALLINK GRUPP | Sadama 5/7 | Reg. Nr.:10238429 | Phone: +372 6 409 800 | Fax: +372 6 409 810 | E-mail: info@tallink.com | MARCH 2019 | Investor Relations | E-mail: joonas.joost@tallink.ee | Phone: +372 640 9811

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
- Increase volumes 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
- Ensure cost efficient operations
- Manage the optimal debt level that will allow sustainable dividends

Current focus is on core operations to realize past investments. Along with the optimal fleet deployment the emphasis is on the profitability improvement and deleveraging.

Current strategic cornerstones and competitive advantages:

MOST MODERN FLEET

WIDE ROUTE NETWORK

STRONG MARKET SHARE & BRAND AWARENESS

HIGH SAFETY LEVEL & ENVIRONMENTAL STANDARDS

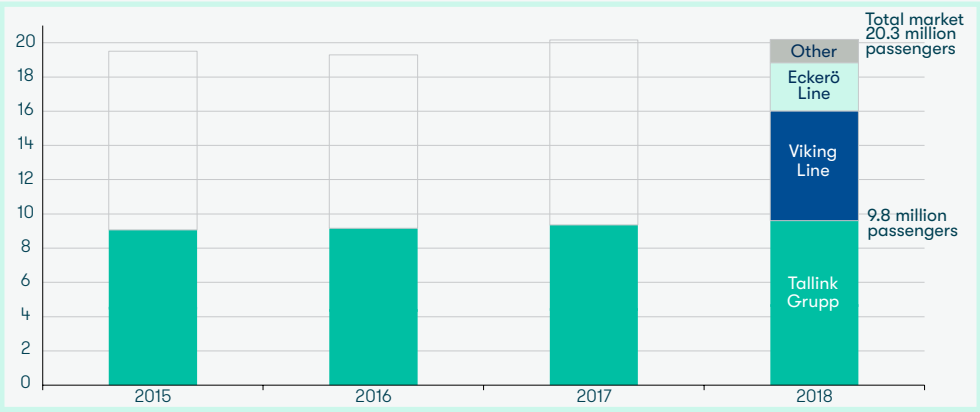
KEY INFORMATION 2018 (unaudited)

Passengers transported	9 756 611	P/E	17
Sales	950 mil EUR	ROA	4.1%
EBITDA	143 mil EUR	ROE	4.8%
Net Profit	40 mil EUR	Equity Ratio	57%
Average number of employees	7 430	EBITDA Margin	15%
EPS	0.06	Book value per share	1.28 EUR

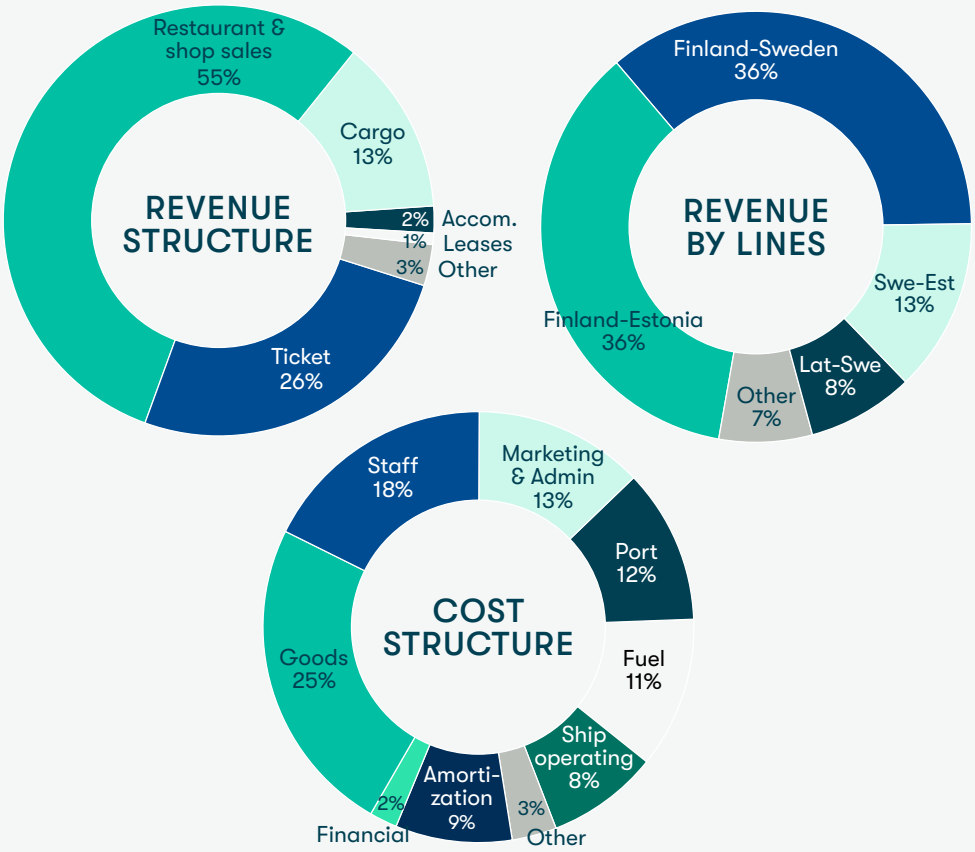
WE OPERATE 7 ROUTES



THE PASSENGER MARKET SHARE OF TALLINK GRUPP IS 48% IN THE NORTHERN BALTIC SEA



2018 (unaudited)



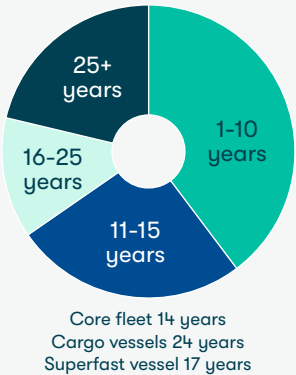
HISTORY

1883	1910	1928	1957	1965	1989	1990	1996	2001	2002	2003	2004	2005	2006	2009	2011	2015	2017	2018
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 euros invested during the fleet investment program. 8M passengers reached	9M passengers 1.3M Club One members	2.0M Club One members	New generation LNG Shuttle ferry	Secondary listing on Nasdaq Helsinki

OUR FLEET CONSISTS OF 14 ICE CLASS SHIPS AND HAS A VALUE OF EUR 1.2 BILLION

 Megastar Built: 2017 Length: 212 m Passengers: 2800 Lanemeters: 3600 Tallinn-Helsinki	 Baltic Queen Built: 2009 Length: 212m Passengers: 2800 Lanemeters: 1130 Tallinn-Stockholm	 Galaxy Built: 2006 Length: 212m Passengers: 2800 Lanemeters: 1130 Turku-Stockholm	 Silja Europa Built: 1993 Length: 202m Passengers: 3123 Lanemeters: 932 Tallinn-Helsinki	 Isabelle Built: 1989 Length: 171m Passengers: 2480 Lanemeters: 850 Riga-Stockholm
 Star Built: 2007 Length: 186 m Passengers: 2080 Lanemeters: 2000 Tallinn-Helsinki	 Victoria I Built: 2004 Length: 193m Passengers: 2500 Lanemeters: 1030 Tallinn-Stockholm	 Silja Symphony Built: 1991 Length: 203m Passengers: 2852 Lanemeters: 950 Helsinki-Stockholm	 Regal Star Built: 1999 Length: 157m Passengers: 80 Lanemeters: 2087 Paldiski-Kapellskär	 Atlantic Vision Built: 2002 Length: 203.3m Passengers: 728 Lanemeters: 1900 Chartered out
 Baltic Princess Built: 2008 Length: 212m Passengers: 2800 Lanemeters: 1130 Turku-Stockholm	 Romantika Built: 2002 Length: 193m Passengers: 2500 Lanemeters: 1030 Riga-Stockholm	 Silja Serenade Built: 1990 Length: 203m Passengers: 2852 Lanemeters: 950 Helsinki-Stockholm	 Sea Wind Built: 1972 Length: 155.0m Passengers: 260 Lanemeters: 1100 Muuga-Vuosaari	

AGE OF FLEET BY VALUE



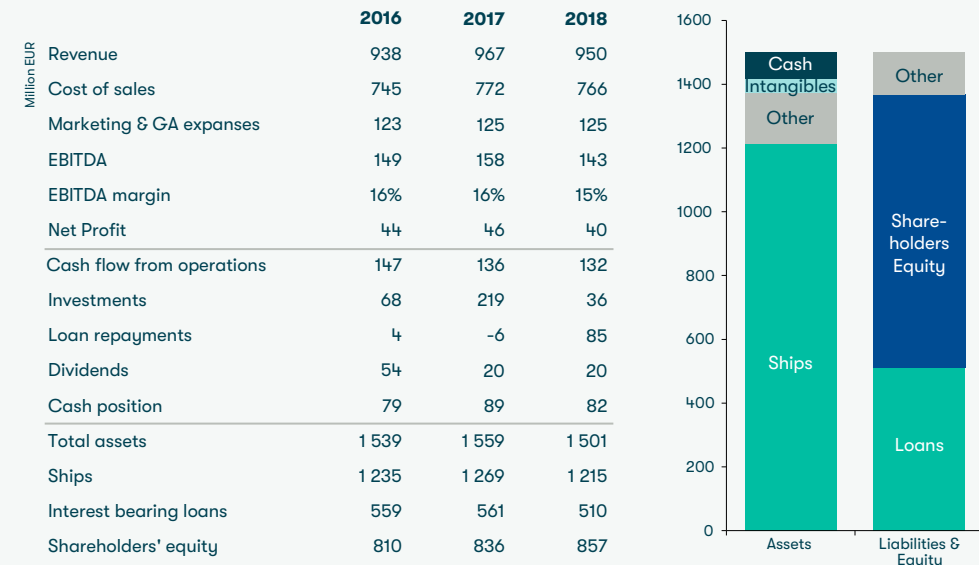
WE OPERATE 4 HOTELS (1029 ROOMS)

 Tallink City Rooms: 332 Conference Nightclub Tallinn	 Tallink Hotel Riga Rooms: 256 Conference GYM Riga
 Tallink Spa & Conference Rooms: 275 Aqua Spa Tallinn	 Tallink Express Rooms: 163 Resto & Bar Tempo Tallinn

27% of the hotel guests arrive with Tallink ships

CORPORATE FACTSHEET

FINANCIALS (2018 unaudited)



OUR POSITION IN THE WORLD

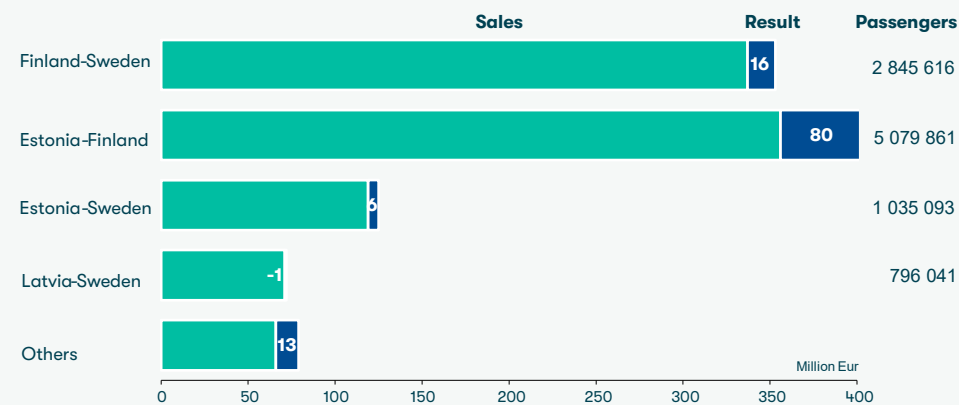


SHARE PRICE DEVELOPMENT



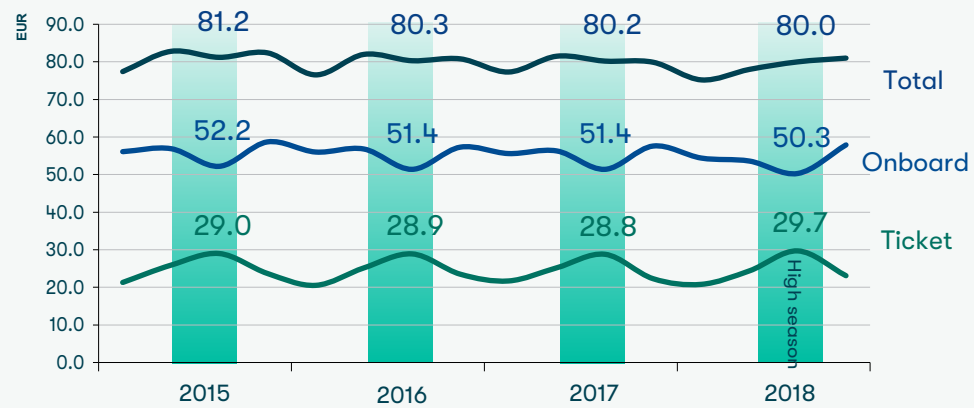
TALLINK HAS BEEN A LEADING STOCK ON THE BALTIC MARKET IN LIQUIDITY, MARKET CAPITALIZATION AND HAS A RETAIL SHAREHOLDER BASE AROUND 11 000 SHAREHOLDERS

SEGMENT RESULT BY ROUTES 2018 (unaudited)



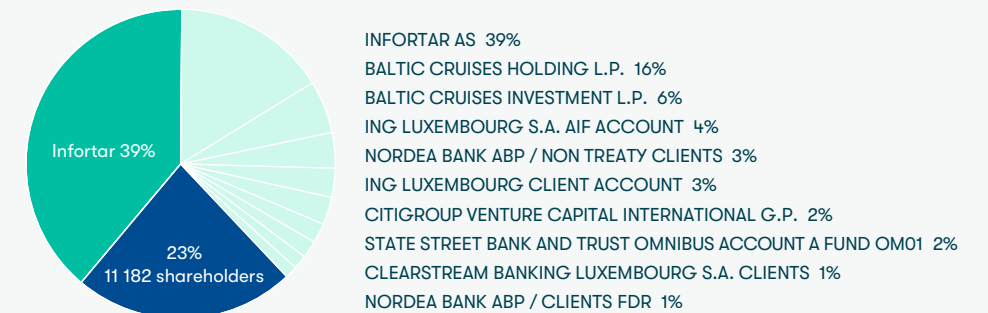
THE SEGMENT RESULT IS THE RESULT BEFORE ADMINISTRATIVE EXPENSES, FINANCIAL EXPENSES AND TAXES

PASSENGER REVENUE



QUARTERLY PASSENGER SPENDING, HIGHS AND LOWS

OWNERSHIP & MANAGEMENT



Paavo Nõgene
Lembit Kitter
Kadri Land
Harri Hanschmidt

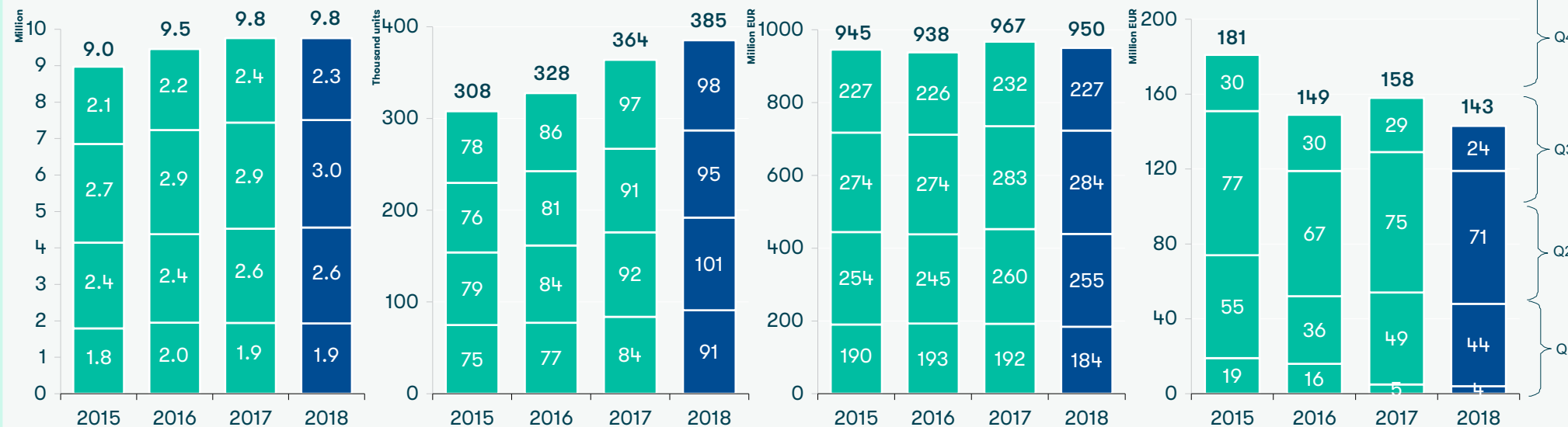
Chairman of the Management Board, CEO
Member of the Management Board
Member of the Management Board
Member of the Management Board

PASSENGERS (millions)

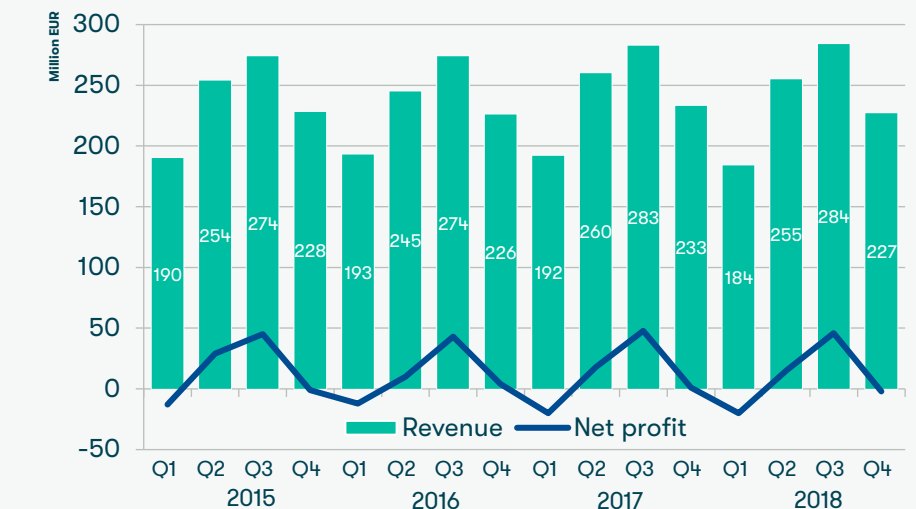
CARGO UNITS (th. units)

REVENUE (EUR millions) 2018 full year unaudited

EBITDA (EUR millions) 2018 full year unaudited



QUARTERLY SEASONALITY



TYPICAL TO THE TALLINK BUSINESS MODEL IS THAT MOST OF THE RESULT IS MADE IN THE SUMMER HIGH SEASON