

## KEY FIGURES

|  | Q3 2021      | Q3 2020      | change        | 9M 2021       | 9M 2020       | change        |
|--|--------------|--------------|---------------|---------------|---------------|---------------|
| <b>Cargo volume by type of cargo (th tonnes)</b> | <b>6 541</b> | <b>5 302</b> | <b>23,4%</b>  | <b>17 709</b> | <b>15 537</b> | <b>14,0%</b>  |
| Liquid bulk                                      | 2 976        | 1 911        | 55,7%         | 7 396         | 6 627         | 11,6%         |
| Ro-ro  | 1 599        | 1 416        | 12,9%         | 4 818         | 4 098         | 17,6%         |
| Dry bulk   | 1 371        | 1 417        | -3,3%         | 3 737         | 3 131         | 19,3%         |
| Containers                                       | 465          | 461          | 0,9%          | 1 391         | 1 350         | 3,1%          |
| <i>in TEUs</i>                                   | 56 221       | 53 432       | 5,2%          | 166 153       | 157 897       | 5,2%          |
| General cargo                                    | 129          | 85           | 52,2%         | 367           | 319           | 15,1%         |
| Non-marine                                       | 0            | 10           | -97,6%        | 1             | 12            | -93,9%        |
| <b>Number of passengers by routes (th)</b>       | <b>1 358</b> | <b>1 620</b> | <b>-16,2%</b> | <b>2 327</b>  | <b>3 703</b>  | <b>-37,2%</b> |
| Tallinn-Helsinki                                 | 1 075        | 1 518        | -29,2%        | 1 953         | 3 401         | -42,6%        |
| Tallinn-Stockholm                                | 105          | 2            | 6207,2%       | 105           | 138           | -23,8%        |
| Muuga-Vuosaari                                   | 37           | 45           | -17,1%        | 99            | 88            | 11,9%         |
| Tallinn-St.Petersburg                            | 0            | 0            | -             | 0             | 0             | -             |
| Cruise (traditional)                             | 54           | 0            | 100,0%        | 54            | 0             | 100,0%        |
| Other  | 86           | 55           | 56,6%         | 116           | 75            | 53,4%         |
| <b>Number of vessel calls by vessel type</b>     | <b>2 010</b> | <b>2 123</b> | <b>-5,3%</b>  | <b>5 524</b>  | <b>5 320</b>  | <b>3,8%</b>   |
| Cargo vessels                                    | 492          | 426          | 15,5%         | 1 287         | 1 243         | 3,5%          |
| Passenger vessels (incl. Ro-Pax)                 | 1 479        | 1 697        | -12,8%        | 4 198         | 4 077         | 3,0%          |
| Cruise vessels (traditional)                     | 39           | 0            | -             | 39            | 0             | -             |
| <b>Ferries (Saaremaa and Hiiumaa lines)</b>      |              |              |               |               |               |               |
| Number of passengers (th)                        | 906          | 879          | 3,0%          | 1 759         | 1 560         | 12,7%         |
| Number of vehicles (th)                          | 407          | 389          | 4,6%          | 862           | 740           | 16,4%         |
| <b>Icebreaker Botnica</b>                        |              |              |               |               |               |               |
| Charter days                                     | 92           | 92           | 0,0%          | 206           | 207           | -0,5%         |
| Utility rate (%)                                 | 100%         | 100%         | 0,0%          | 75%           | 76%           | -0,1%         |

Monthly statistics of passengers by nationality, gender and routes: <https://www.ts.ee/en/statistics/>

Quarterly key figures xlsx: <https://www.ts.ee/en/investor/key-figures/>

\*Ferry traffic volumes show the general demand for the service, but do not directly affect the financial results of the ferry segment, as the fee is fixed in the service contract regardless of the number of passengers and vehicles served.