



Results of 2022 Q1

Webinar 10.05.2022

PORT OF  TALLINN
The Port of Good News

Presenters



Valdo Kalm
CEO
Chairman of the Management Board



Andrus Ait
CFO
Member of the Management Board

Q1 2022 main events

- MPSV Botnica charter for summer 2022
- Compromise agreement with Tallink
- Change in the management board and in the supervisory boards of the subsidiaries – new CFO Andrus Ait
- Cruise terminal – Grand Prix of the annual architecture award and Concrete building of 2021
- Partnership of the Baltic Sea ports for establishing green transport corridors
- First building title agreement in Old City Harbour – Laeva 5 restaurant building



Trends in Q1

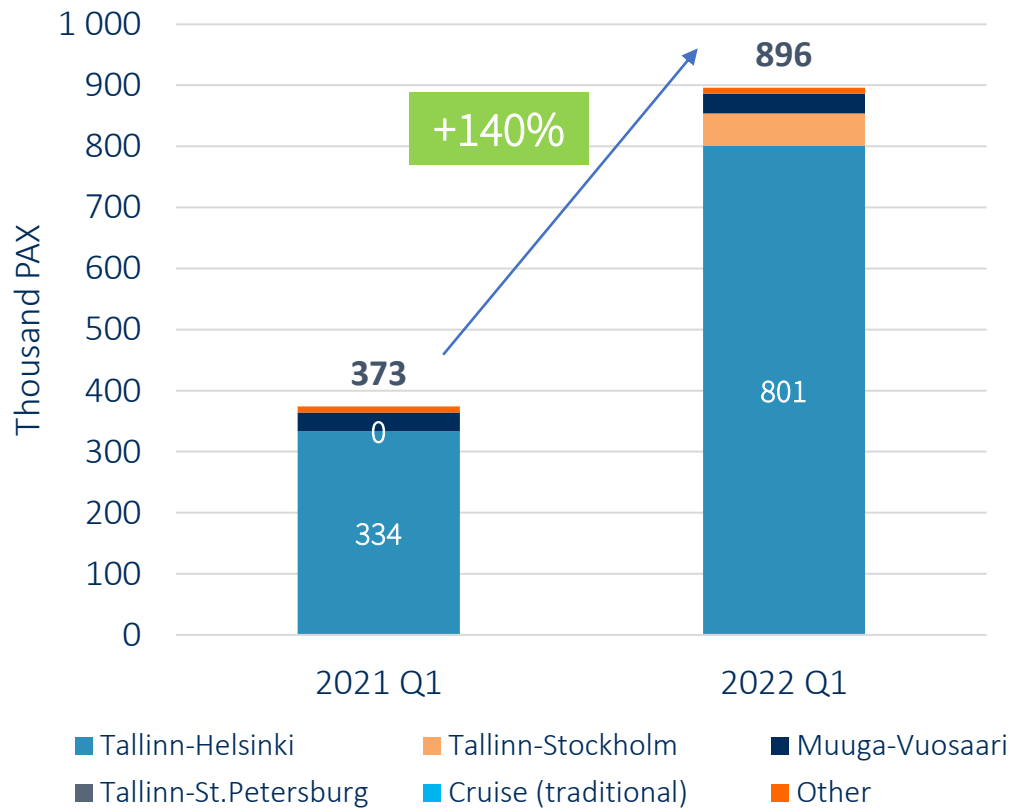
by business segments

- PASSENGERS – steep rise in PAX numbers (+140%) and revenue (+21%). Growth in rental fees
- CARGO – decline in volumes (-8%) and stable revenue. Change in the structure of cargo volumes – ro-ro caught up with liquid bulk. EU sanctions to Russia
- FERRY – revenue growth (+9%) from indexation and additional trips.
- OTHER segment – MPSV Botnica stable revenue and utilization rate (100%)

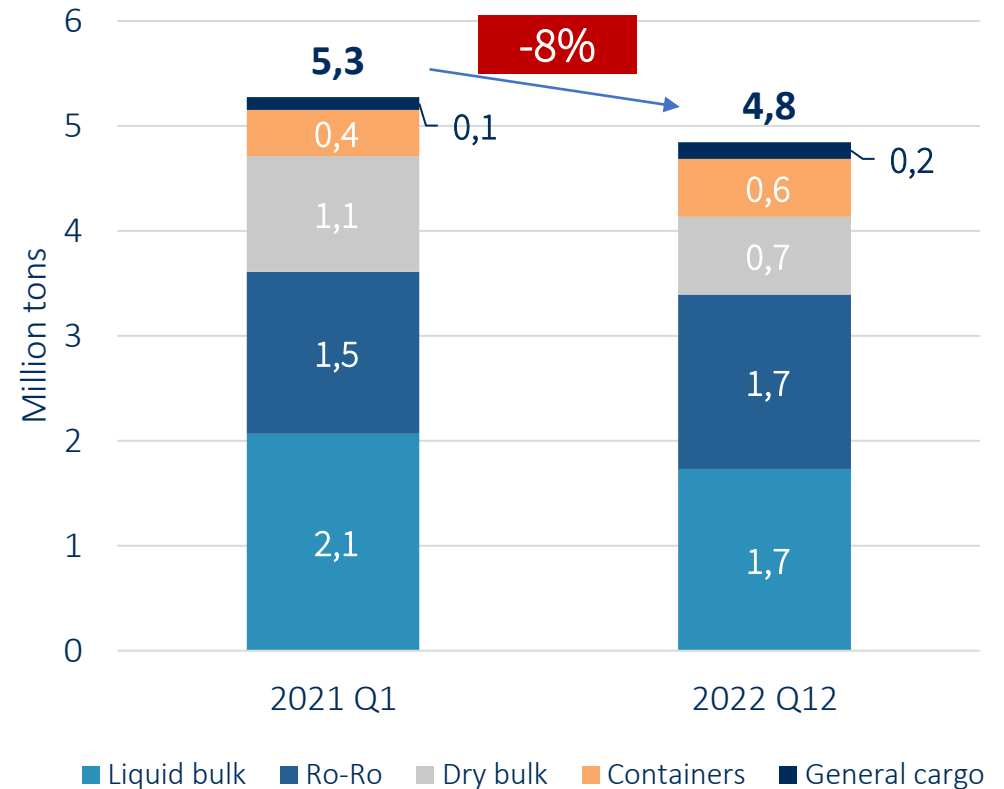


Passenger and cargo volumes

Passengers

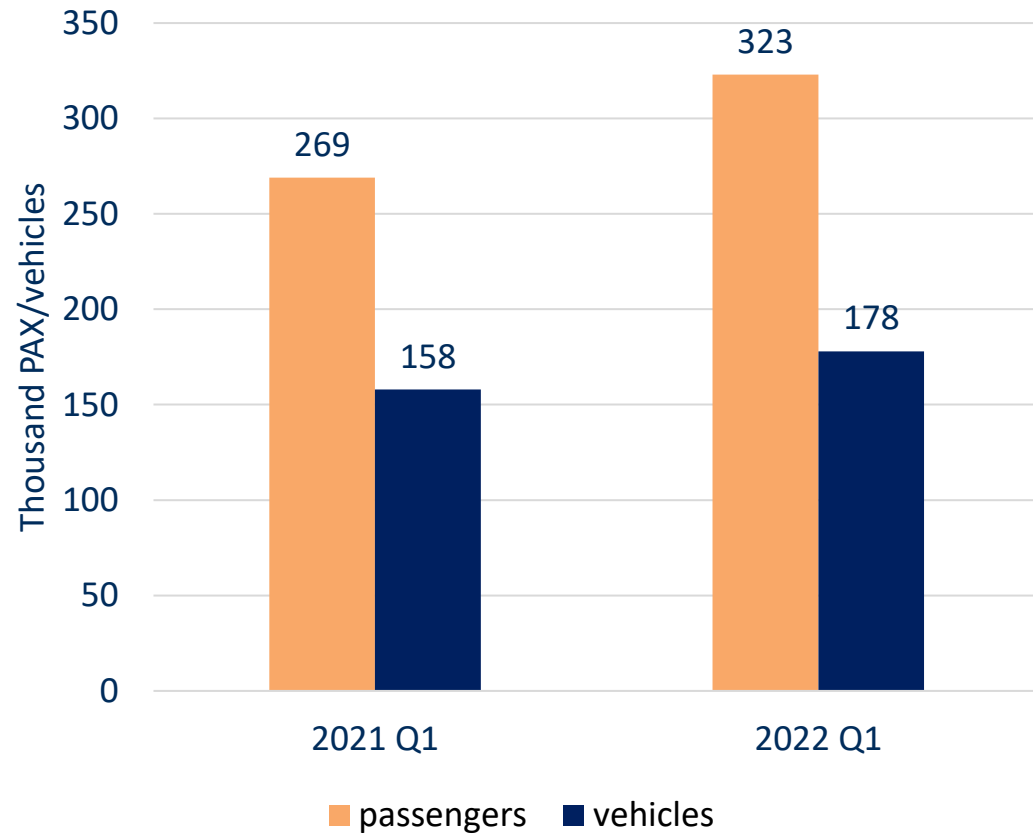


Cargo

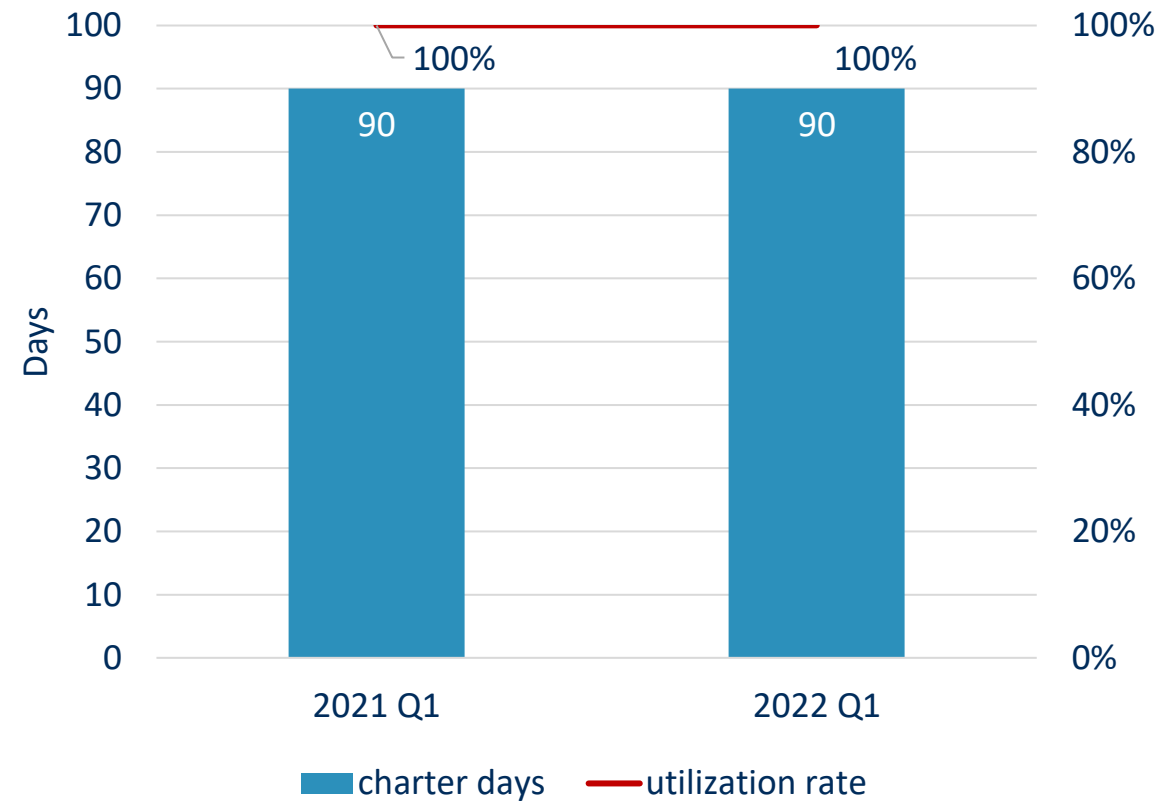


Shipping volumes

Ferries



MPSV Botnica



Future outlook

Affecting factors

- Recovery from COVID-19 – still impact on passenger business
- Sanctions against Russia and Belarus
- Energy prices and climate change action – rising input cost, but new opportunities in green energy business projects



Results of the Group

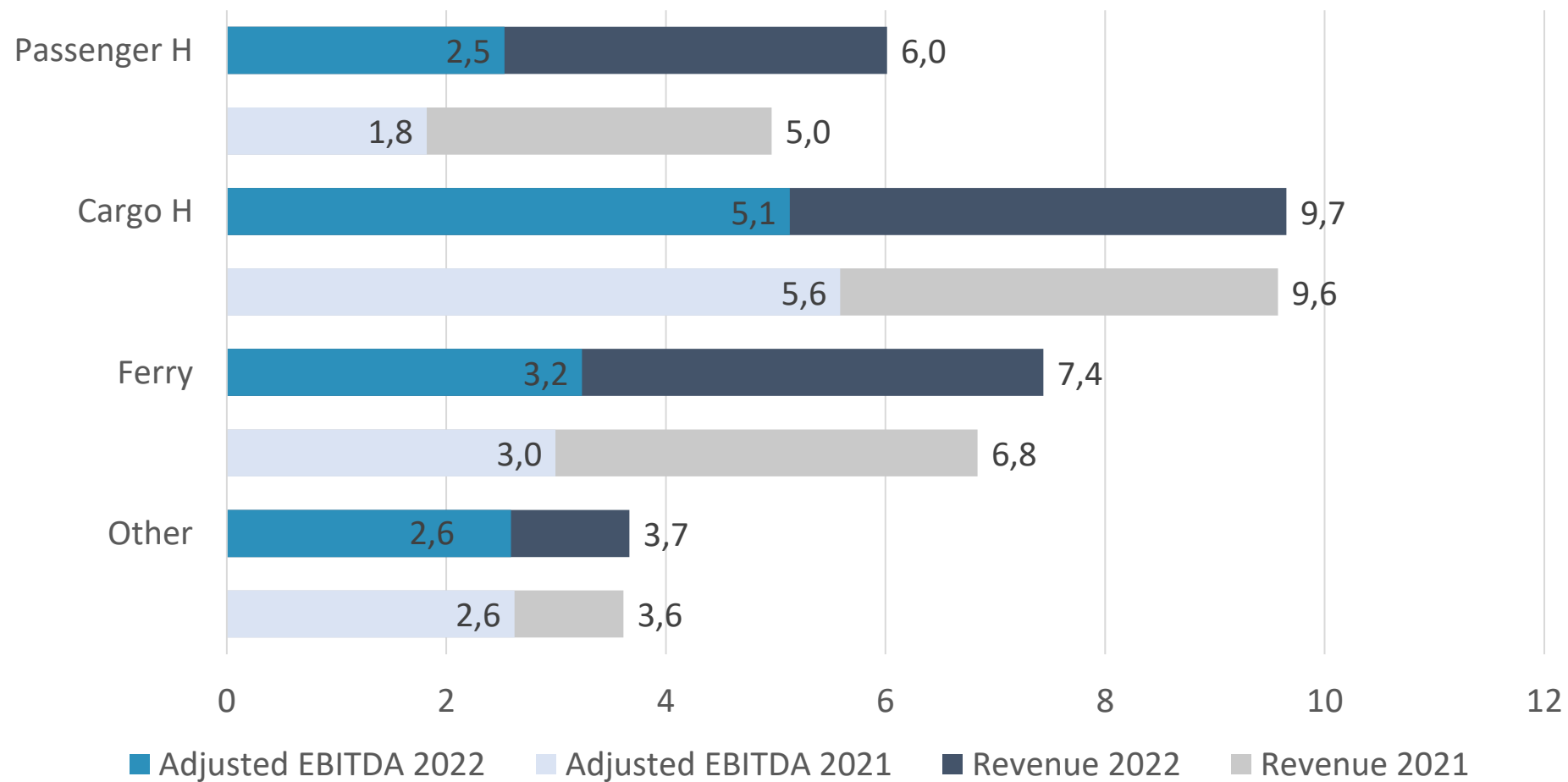
in Q1

In thousands	Q1 2022	Q1 2021	+/-	%
Revenue	26 771	24 988	1 783	7.1%
Adjusted EBITDA	13 482	13 022	460	3.5%
Adjusted EBITDA margin	50.4%	52.1%	-1.7	-
Operating profit	7 217	7 221	-4	-0.1%
Income tax	0	0	0	-
Profit for the period	7 191	6 844	347	5.1%
Investments	4 697	3 640	1 057	29.0%

Results by business segments

in Q1

Q1 segments (mEUR)

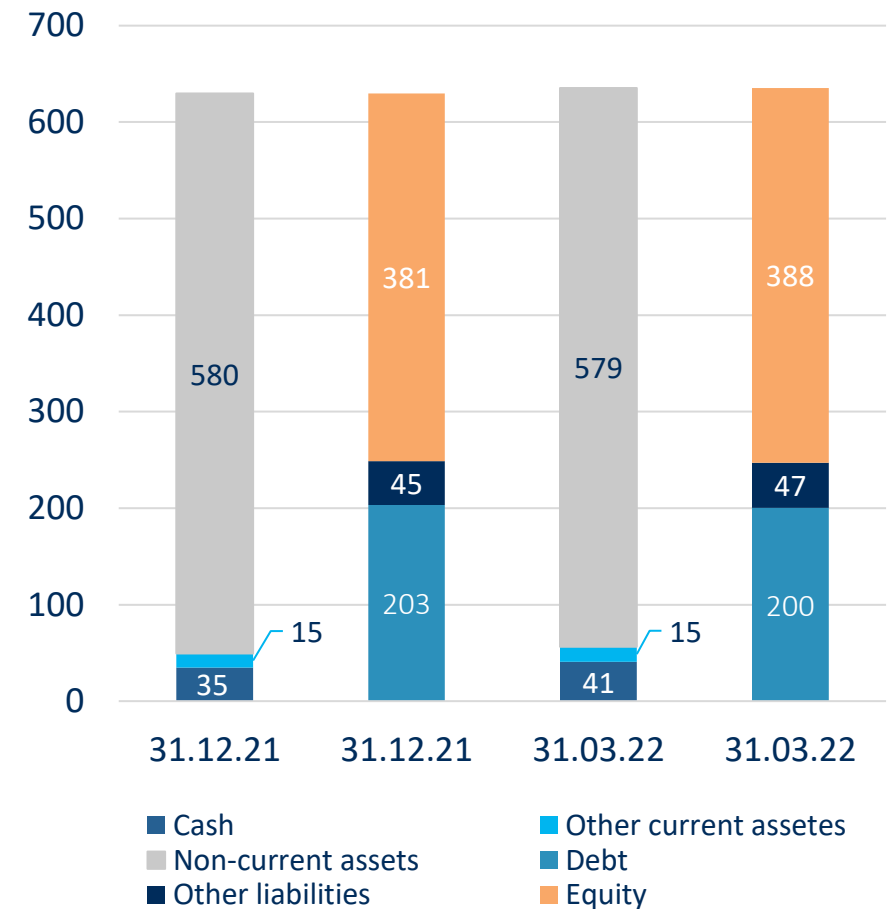


Cash Flow and Financial Position

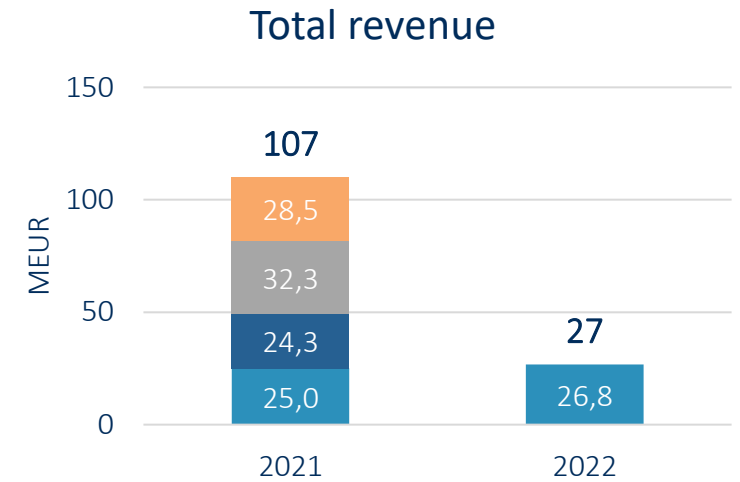
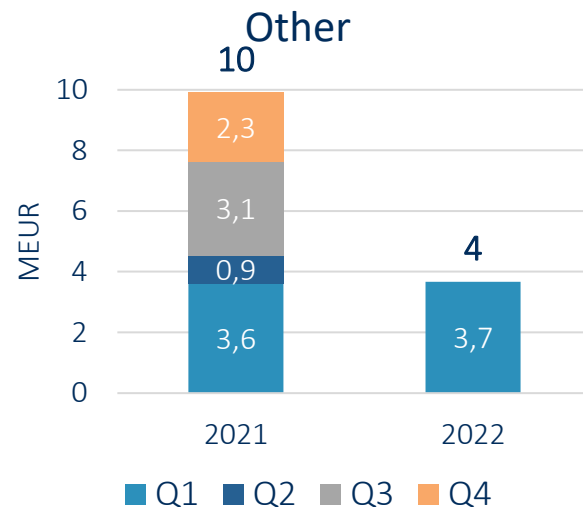
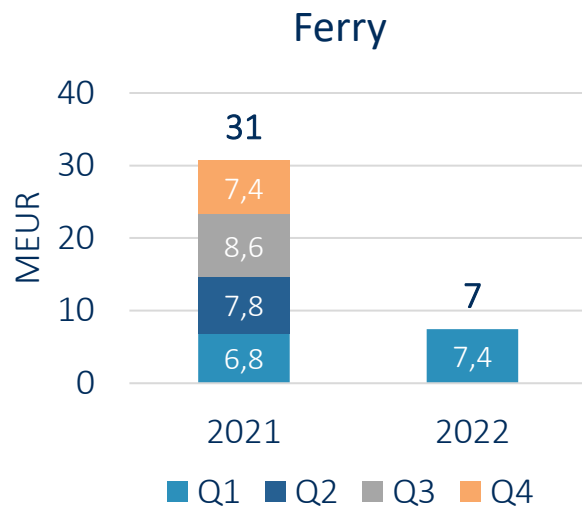
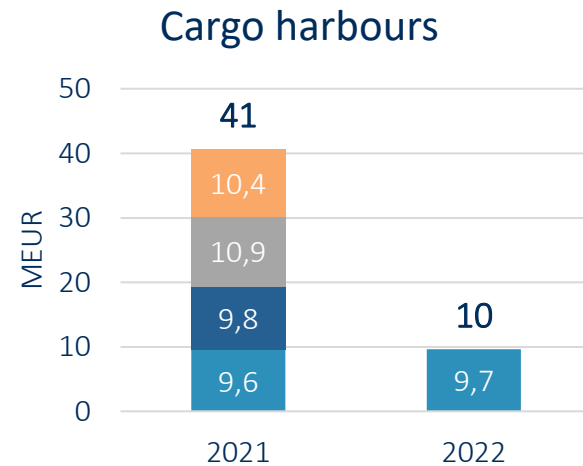
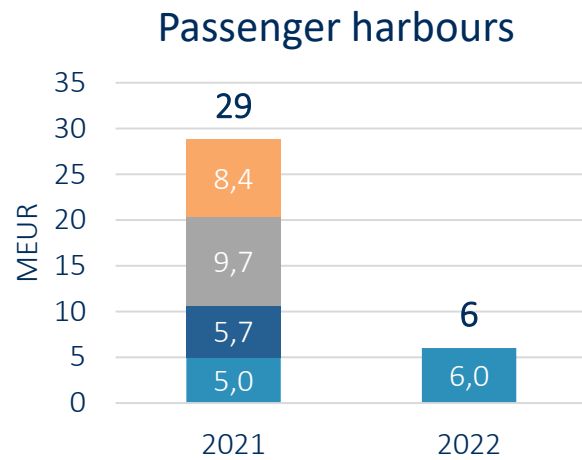
Cash Flow statement

In thousands	Q1 2022	Q1 2021	+/-
Cash from operating activities	14 871	15 015	-144
Cash used in investing activities	-5 339	-4 760	-579
Free cash flow (FCF)	9 532	10 255	-723
Cash from/used in financing activities	-3 358	-3 491	-133
NET CASH FLOW	6 174	6 764	-590
<i>NET DEBT (at the end of the period)</i>	<i>159 300</i>	<i>175 137</i>	<i>-15 837</i>

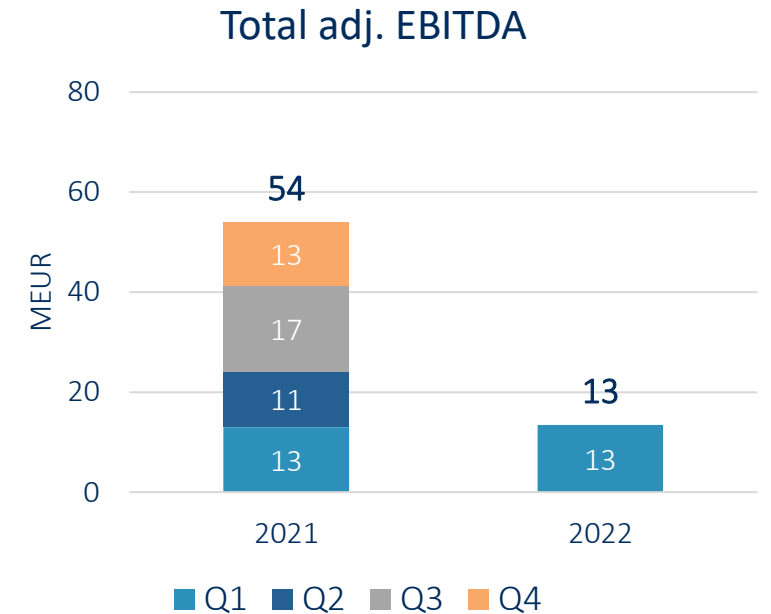
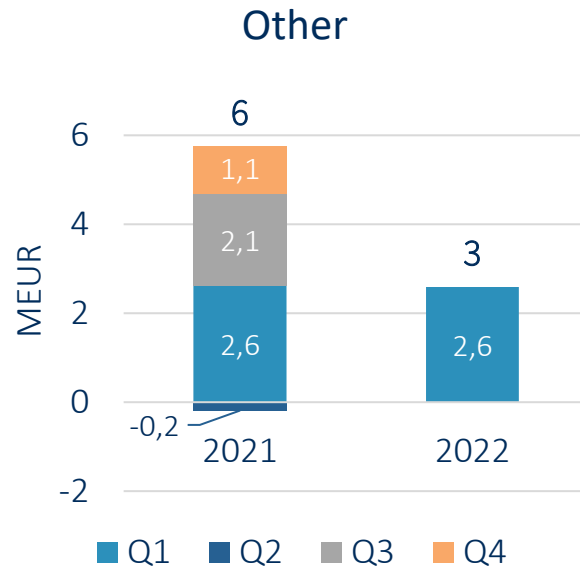
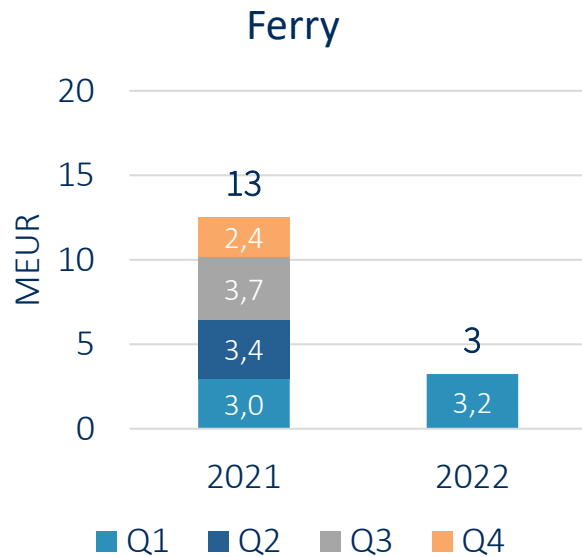
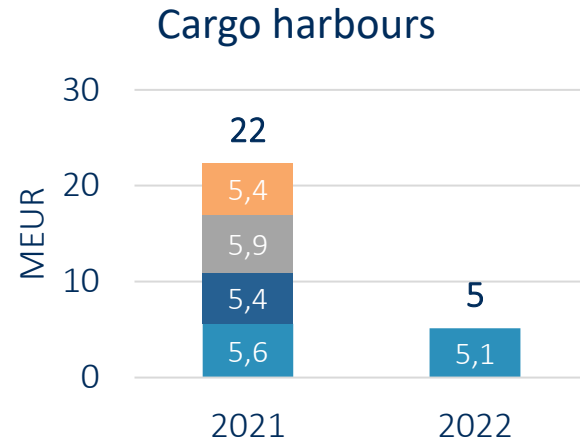
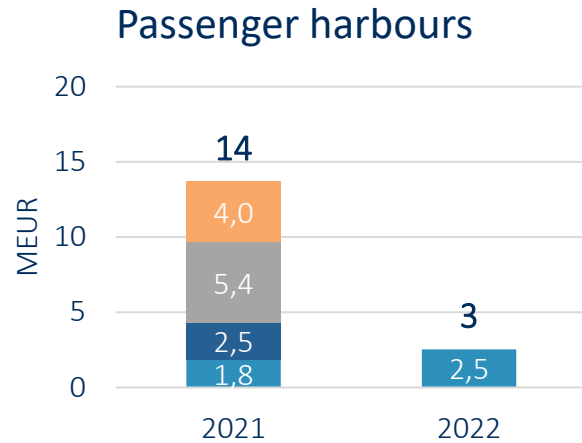
Financial position



Revenue generation



EBITDA generation



An aerial photograph of the Port of Tallinn, Estonia, showing various piers, buildings, and a large cruise ship docked. The image is overlaid with a semi-transparent blue filter. The text "PORT OF TALLINN" is centered in the upper half of the image, with a small orange anchor icon replacing the letter 'O' in "OF".

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Q&A session

Thank You!

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2021 INVESTOR RELATIONS
OF THE YEAR