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

5 HOTELS

CARGO **TRANSPORTATION**



▼ | R CLUBONE



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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:

FLEET

WIDE ROUTE **NETWORK**

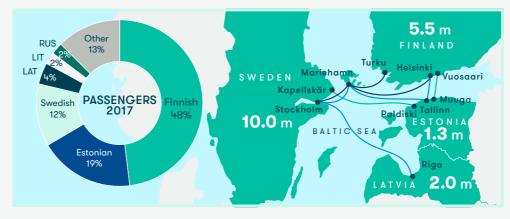
STRONG MARKET SHARE & BRAND AWARENESS

HIGH SAFETY LEVEL & **ENVIRONMENTAL STANDARDS**

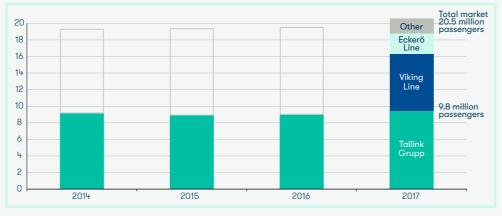
KEY INFORMATION 2017

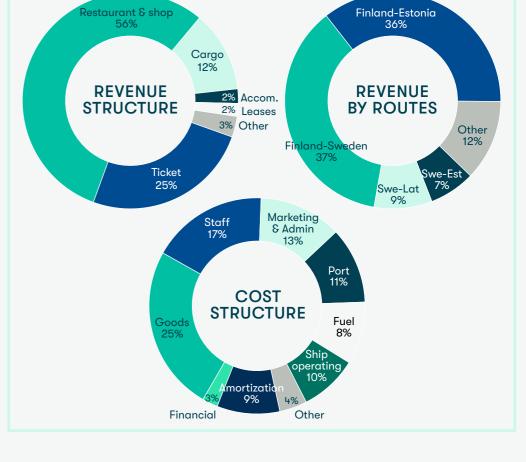
Passengers transported	9 755 720	P/E	18
Sales	967 mil EUR	ROA	4.3%
EBITDA	158 mil EUR	ROE	5.7%
Net Profit	46 mil EUR	Equity Ratio	54%
Average number of employees	7 406	EBITDA Margin	16%
EPS	0.069	Book value per share	1.25 EUR

WE OPERATE 7 ROUTES



THE PASSENGER MARKET SHARE OF TALLINK GRUPP IS 47% IN THE NORTHERN BALTIC SEA





HISTORY

1883	1910	1928	1957	1965	1989	1990	1996	2001	2002	2003	2004	2005	2006	2009	2011	2015	2017	
Finnish Steamship	Service between Turku &	Service between Helsinki &	Silja Line established	Tallinn-Helsinki route	Tallink founded	One vessel. 166 th	Management buyout	Tallinn-Stockholm route	First newbuilt cruise ferry	Private placement	Hotel operation	IPO	Rights Issue. Tallink and Silja	Over 1.3 billion euros invested during the fleet investment program.	9M passengers 1.3M Club One members	2.0M Club One members	New generation LNG Shuttle ferry	

OUR FLEET CONSISTS OF 14 ICE CLASS SHIPS AND HAS A VALUE OF EUR 1.5 BILLION



1eaastar

Baltic Princess Built: 2008

ssengers: 2800



assengers: 2800 Victoria I Built: 2004 ength: 193m sengers: 2500 Romantika Built: 2002 ength: 193m assengers: 2500

Baltic Queen

enath: 212m



assengers: 2800 anemeters: 1130 Silja Symphony Built: 1991 Length: 203m assengers: 2852 Silja Serenade uilt: 1990 assengers: 2852



Silja Europa ength: 202m assengers: 3123 nemeters: 932 Regal Star Built: 1999 ength: 157m ssengers: 80 Sea Wind Built: 1972

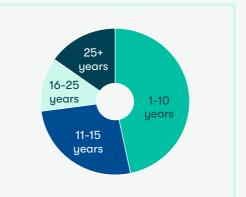
Length: 155.0m

assengers: 260



ength: 171m assengers: 2480 Atlantic Vision Built: 2002 Length: 203.3m sengers: 728

AGE OF FLEET BY VALUE



WE OPERATE 5 HOTELS (1300 ROOMS)



Tallink City

Tallink Spa & Conference oms: 275



Tallink Express 200ms: 163

Pirita Top Spa

Wellness & MediSPA

Resto & Bar Tempo

Tallink Hotel Riga

30% of the hotel guests arrive with Tallink ships

CORPORATE FACTSHEET





OUR POSITION IN THE WORLD

ERR	Y OPERATOR BY GROSS TONS		THE W	ORLD'S TOP DUTY FREE & TRAVEL R	ETAIL SHOP	S 2016					
ank	Company	Gross tons	Rank	Location	Country	Channel					
	Stena Line	1 064 790	Sales > l	J\$\$ 1,500.0 million							
	Grimaldi Lines	701 340	1	SEOUL - Incheon Int'l Airport	South Korea	Airport Shops					
}	Tallink	512 817	2	DUBAI - Dubai International Airport	UAE	Airport Shops					
	DFDS Seaways	438 479	3	SINGAPORE - Changi Airport	Singapore	Airport Shops					
,	P&O Ferries	409 659	Sales > US\$ 1,000.0 million								
			4	LONDON - Heathrow Airport	UK	Airport Shops					
ERR	Y OPERATOR BY BEDS		5	BANGKOK - Suvarnabhumi Airport	Thailand	Airport Shops					
ank	Company Beds			Sales > US\$ 800.0 million							
	Tallink	24 821	6	HONG KONG - International Airport	Hong Kong	Airport Shops					
	Stena Line	16 985	7	SHANGHAI - Pudong Airport	China	Airport Shops					
}	Viking Line	14 026	8	TOKYO - Narita Airport	Japan	Airport Shops					
+	Grand Navi Veloci	13 328	Sales > l	JS\$ 600.0 million							
,	Corsica ferries	11 676	9	BEIJING - Capital Airport	China	Airport Shops					
			10	PARIS - Charles de Gaulle Airport	France	Airport Shops					
ERR	Y OPERATOR BY REVENUES (EU	R MILLION)	11	FRANKFURT - Frankfurt-Main Airport	Germany	Airport Shops					
ank	Company	Revenue	Sales > l	JS\$ 500.0 million	•						
	DFDS Group	1 925	12	TALLINK/SILJA LINE - All Routes	Estonia	Ferries					
	Stena Line	1 322	13	TAIPEI - Taoyuan International Airport	Taiwan	Airport Shops					
}	Tallink	967	Sales > l	JS\$ 400.0 million							
	Finnlines	536	14	AMSTERDAM - Schiphol Airport	Netherlands	Airport Shops					

ISTANBUL - Atatürk Airport

Source: Generation Research 2017

Turkey

Airport Shops







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 2017



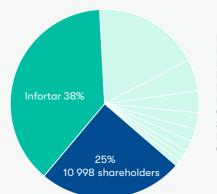
PASSENGER REVENUE

Vikina Line



QUARTERLY PASSENGER SPENDING, HIGHS AND LOWS

OWNERSHIP & MANAGEMENT



Infortar AS 38% Baltic Cruises Holding L.P. 16% Baltic Cruises Investment L.P. 6% ING Luxembourg S.A. AIF Account 4% ING Luxembourg S.A. Client Account 3% Nordea Bank Finland Plc. Clients 2% CVCI Growth Partnership II L.P. 2% State Street Bank and Trust Omnibus Fund OM01 2% Bank of New York Mellon S.A. Clients 2% Clearstream Banking Luxembourg S.A. Clients 1%

Paavo Nõgene Andres Hunt Janek Stalmeister Lembit Kitter

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



QUARTERLY SEASONALITY



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