

Company AS TALLINNA SADAM  
Type Company Release  
Category Management interim statement or quaterly financial report  
Disclosure time 08 Oct 2021 16:00:00 +0300

Attachments:

- Tallinna Sadam Q3 2021 KPI EST.pdf (<http://oam.fi.ee/en/download?id=5774>)
- Tallinna Sadam Q3 2021 KPI ENG.pdf (<http://oam.fi.ee/en/download?id=5775>)

Currency

Title AS Tallinna Sadam operational volumes for 2021 Q3

In 2021 Q3, 6.5 million tonnes of cargo and 1.4 million passengers passed through the harbours of Tallinna Sadam. Compared to the same period of previous year, the cargo volume increased by 23% and the number of passengers decreased by 16%. The number of vessel calls fell by 5% to 2010 calls. The number of passengers travelling between the Estonian mainland and the main islands increased by 3% and the number of vehicles by 5%; and the number utility rate of the icebreaker Botica stayed at the same level as in Q3 2020 being 100% and 92 charter days.

According to Marko Raid, CFO and the member of the management board of Tallinna Sadam, the total cargo volume showed strong growth in Q3 which was mainly supported by liquid bulk. "The significant increase in the liquid bulk volume was achieved through short-term projects with a slightly lower margin due to intensified competition. For ro-ro goods, demand for road transport continues to grow. The slight decrease in dry bulk was due to the reduced volumes of grain handling," said Raid. In 9 months, the cargo volume increased by 14% due to the growth of liquid bulk, ro-ro and dry bulk.

The number of passengers decreased by 16% in the third quarter and by -37% in the first 9 months due to the continuing movement restrictions related to the COVID-19 pandemic and a reduction in people's confidence and travel due to the instable situation. "Compared to last year, we had significantly fewer passengers in the summer months, especially due to the restrictions imposed by the Finnish state and the recommendation to its citizens not to travel abroad, which the Finns followed. In September, when Finland's attitude and recommendation became more favorable for travel as the level of vaccination increased, we immediately saw an increase in the number of passengers on the Helsinki route by almost 30% year-on-year. Therefore, we are also optimistic about the growth continuing in the coming months," Raid explained. Compared to the previous year, the Stockholm line was open from July and 39 cruise ship



visits took place. In 2020, the Stockholm line was closed and cruise ships did not visit Tallinn.

In this summer, people travelled to the Estonian islands with the ferries slightly more than a year before. The icebreaker Botnica continued on the same course as last year and left for Canada at the end of June for summer work near Baffin Island from which it will return in the fourth quarter.

The operational volumes of Tallinna Sadam group for 2021 Q3 and 9 months:

	Q3 2021	Q3 2020	Change	9M 2021	9M 2020	Change
Cargo volume by type of cargo (th tonnes)	6 541	5 302	23,4%	17 709	15 537	14,0%
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%
in TEUs	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%
Number of passengers by routes (th)	1 358	1 620	-16,2%	2 327	3 703	-37,2%
Tallinn-Helsinki	1 075	1 518	-29,2%	1 953	3 401	-42,6%
Tallinn-Stockholm	105	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%



Number of vessel calls by vessel type	2 010	2 123	-5,3%	5 524	5 320	3,8%
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	-

#### Ferries\*

(Saaremaa and Hiiumaa lines)

Passengers (th)	906	879	3,0%	1 759	1 560	12,7%
Vehicles (th)	407	389	4,6%	862	740	16,4%

#### Icebreaker Botnica

Charter days	92	92	0,0%	206	207	-0,5%
Utility rate (%)	100%	100%	0	75%	76%	-0,1%

\*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.

More detailed statistics of passengers by nationality, gender and routes on monthly basis, can be viewed on the Tallinna Sadam web page: <https://www.ts.ee/en/statistics/>. We now also publish quarterly key figures in xlsx format: <https://www.ts.ee/en/investor/key-figures/>

Tallinna Sadam is one of the largest cargo- and passenger port complexes in the Baltic Sea region, which serves annually 10 million passengers and 20 million tons of cargo in average. In addition to passenger and freight services, Tallinna Sadam group also operates in shipping business via its subsidiaries - OÜ TS Laevad provides ferry services between the Estonian mainland and the largest islands, and OÜ TS Shipping charters its multifunctional vessel Botnica for icebreaking and construction services in Estonia and offshore projects abroad. Tallinna Sadam group is also a shareholder of an associate AS Green Marine, which provides waste management services. The group's sales in 2020 totalled EUR 107.4 million, adjusted EBITDA EUR 58.4 million and profit EUR



28.5 million.

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