

Company AS TALLINNA SADAM  
Type Company Release  
Category Management interim statement or quaterly financial report  
Disclosure time 10 Aug 2023 09:33:31 +0300

Attachments:

- Tallinna Sadam interim report 6 months 2023 ENG.pdf (<http://oam.fi.ee/en/download?id=7634>)
- Q2 2023 webinar presentation ENG.pdf (<http://oam.fi.ee/en/download?id=7635>)
- Tallinna Sadam Financial Results Q2 2023 Data.xlsx (<http://oam.fi.ee/en/download?id=7636>)
- Tallinna Sadama vahearuanne 6 kuud 2023 EST.pdf (<http://oam.fi.ee/en/download?id=7637>)
- Q2 2023 veebiseminari esitlus EST.pdf (<http://oam.fi.ee/en/download?id=7638>)
- Tallinna Sadam Financial Results Q2 2023 Data.xlsx (<http://oam.fi.ee/en/download?id=7639>)

Currency

Title Correction: AS Tallinna Sadam financial results for 2023 Q2 and 6 months

In the correction announcement, the adjusted EBITDA and adjusted EBIDTA margin indicators for 6 months in the table "Key figures" have been amended.

In the second quarter, Tallinna Sadam earned 29 million euros in sales revenue and 1.4 million euros in profit. The revenue for six months was 57 million euros and the profit reached 7 million euros. In the second quarter, the volume of investments increased to 4.6 million euros, in the first half of the year we invested a total of 6.1 million euros.

In the second quarter, both sales revenue (-5%), adjusted EBITDA (-24%) and profit (-73%) decreased year-on-year. Semiannually, the revenue remained at the previous year's level, but the adjusted EBITDA (-12%) and profit (-42%) fell due to the pressure of cost growth.

The financial results of six months were significantly affected by both the increase in the number of passengers and the decrease in cargo volumes. While the passenger business continued to recover steadily on regular lines and there is still growth potential to reach the pre-COVID restrictions level, cargo volumes continue to decline due to sanctions and the general decrease in cargo volumes. In shipping, both ferries and the icebreaker Botnica showed growth, but regular dock work and costs related to the new charter contract affected Botnica's profitability. Rising service prices and wage pressure increased operating costs, financial costs also increased.

Tallinna Sadam management will present the financial results of the Group at a webinars on 10 August, including webinar in Estonian starting at 10.00 (EEST)



(link to EST webinar ([https://teams.microsoft.com/l/meetup-join/19%3ameeting\\_ZDg5ZjkyYTETNzk4MS00MjVhLWJmMDMtNzIzZGNlODk0MTQ4%40thread.v2/0?context=%7B%22Tid%22%3A%223c572f71-c808-4685-aa00-2ca59a11c7e2%22%2C%22Oid%22%3A%22f76c4208-aa18-403e-b244-12d29bf7e0d0%22%2C%22IsBroadcastMeeting%22%3Atrue%2C%22role%22%3A%22a%22%7D&bttype=a&role=a\)\)](https://teams.microsoft.com/l/meetup-join/19%3ameeting_ZDg5ZjkyYTETNzk4MS00MjVhLWJmMDMtNzIzZGNlODk0MTQ4%40thread.v2/0?context=%7B%22Tid%22%3A%223c572f71-c808-4685-aa00-2ca59a11c7e2%22%2C%22Oid%22%3A%22f76c4208-aa18-403e-b244-12d29bf7e0d0%22%2C%22IsBroadcastMeeting%22%3Atrue%2C%22role%22%3A%22a%22%7D&bttype=a&role=a)))) and webinar in English starting at 11.00 (EEST) (link to ENG webinar ([https://teams.microsoft.com/l/meetup-join/19%3ameeting\\_ZTEwZjhhNzMtYTJmYy00MjcYLTJhN2QtYTdlZTQwOWJlYjRj%40thread.v2/0?context=%7B%22Tid%22%3A%223c572f71-c808-4685-aa00-2ca59a11c7e2%22%2C%22Oid%22%3A%22f76c4208-aa18-403e-b244-12d29bf7e0d0%22%2C%22IsBroadcastMeeting%22%3Atrue%2C%22role%22%3A%22a%22%7D&bttype=a&role=a\)\)](https://teams.microsoft.com/l/meetup-join/19%3ameeting_ZTEwZjhhNzMtYTJmYy00MjcYLTJhN2QtYTdlZTQwOWJlYjRj%40thread.v2/0?context=%7B%22Tid%22%3A%223c572f71-c808-4685-aa00-2ca59a11c7e2%22%2C%22Oid%22%3A%22f76c4208-aa18-403e-b244-12d29bf7e0d0%22%2C%22IsBroadcastMeeting%22%3Atrue%2C%22role%22%3A%22a%22%7D&bttype=a&role=a))))).

Key figures (in million EUR):

	Q2	Q2	+/-	6M	6M	+/-
	2023	2022	%	2023	2022	%
Revenue	28.8	30.4	-5.2	57.2	57.1	0.1
Adjusted EBITDA	11.7	15.4	-23.9	25.3	28.9	-12.4
Adjusted EBITDA margin	40.7%	50.7%	-10.0	44.2%	50.5%	-6.3
Operating profit	5.8	9.1	-36.8	12.6	16.3	-23.1
Income tax	-3.0	-4.1	-27.4	-3.0	-4.1	-27.4
Profit for the period	1.4	5.1	-73.1	7.1	12.3	-42.3
Investments	4.6	4.3	7.9	6.1	9.0	-31.4

	30.06.2022	31.12.2022	+/-
Total assets	611.4	621.2	-1.6%
Interest bearing debt	184.0	187.4	-2.0%
Other liabilities	58.5	52.9	10.7%
Equity	368.8	381.0	-3.2%
Number of shares	263.0	263.0	0.0%

Major events in Q2:

\* Additional trips by the ferry Regula in summer 2023



- \* Icebreaker Botnica additional summer charter contract with Equinor
- \* Agreement to build a new quay for construction of offshore windfarms in Paldiski South Harbour
- \* Johann Peetre was recalled from the supervisory board of AS Tallinna Sadam's subsidiary OÜ TS Laevad
- \* Establishing Hydrogen Valley of Estonia

## Revenue

Revenue for the first half of 2023 grew by EUR 54 thousand (+0.1%) year on year to EUR 57.2 million. Revenue remained at the same level as a year earlier due to growth in revenue from ferry service between Estonia's mainland and two largest islands, passenger fee revenue in the Passenger harbours segment and charter fee revenue in the segment Other, which offset the decrease in revenue from vessel dues, cargo charges and electricity sales. In terms of revenue streams, the biggest change in the first half-year was in vessel dues revenue, which dropped by EUR 2.2 million (-12.2%) to EUR 16.0 million. This was mainly attributable to fewer calls by cargo ships and ro-pax vessels due to decreasing cargo volumes as well as a decline in the number of cruise ship calls (-35.3%). Cargo charge revenue decreased less than cargo throughput (-30.6%), because the decline was stronger for cargo with lower charge rates. In terms of segments, six-month revenue grew in the Passenger harbours segment, the Ferry segment and the segment Other (the icebreaker Botnica), which offset the revenue decrease in the Cargo harbours segment.

The six-month revenue of the Passenger harbours segment grew by 7.6% year on year, mainly through an increase passenger fee revenue (+EUR 1.0 million) due to rapid growth in passenger numbers and higher lease income (+EUR 0.2 million). In the second quarter, revenue decreased by 6.7% year on year to EUR 9.3 million (-EUR 0.7 million). This was mainly due to lower revenue from vessel dues in connection with fewer cruise ship calls.

The six-month revenue of the Cargo harbours segment decreased year on year (-20.1%). Vessel dues revenue dropped significantly (-EUR 2.2 million) as the number of vessel calls fell due to a drop in cargo volumes. Cargo charge revenue decreased (-EUR 0.5 million) because volumes contracted for all cargo types (particularly liquid bulk and general cargo). The second-quarter revenue of the Cargo harbours segment decreased by EUR 2.2 million (-22.3%) year on year, mainly due to lower vessel dues revenue, cargo charge revenue and electricity sales revenue.

The six-month revenue of the Ferry segment grew by EUR 1.5 million (+9.5%) due to growth in both ferry service revenue and lease income. Ferry service revenue increased through a rise in contractual fees due to an increase in the Estonian fuel cost, employment cost and consumer price indices. In the second quarter, the revenue of the Ferry segment grew by EUR 0.6 million year on year (+6.3%).

The six-month revenue of the segment Other grew by EUR 1.1 million (+24.7%). Revenue grew due to the summer charter of the icebreaker Botnica and higher charter fee revenue for the icebreaking season (under a new contract with the Transport Administration), even though the summer charter of Botnica was cut short due to technical changes made to the project (9 days instead of 40 days). Revenue for the second quarter grew by EUR 0.8 million (+80.5%) through the



summer charter of Botnica and higher revenue in the icebreaking season that ended on 20 April.

#### EBITDA

Adjusted EBITDA for the first half-year dropped by EUR 3.6 million (-12.4%) year on year to EUR 25.3 million. Adjusted EBITDA growth the Passenger harbours segment and the Ferry segment could not offset the decrease in the Cargo harbours segment and the segment Other. The adjusted EBITDA of the segment Other decreased due to higher expenses incurred in the second quarter in connection with the regular dry dock maintenance and repairs of the icebreaker Botnica. Adjusted EBITDA margin for the first half-year decreased from 50.5% to 44.2% and adjusted EBITDA margin for the second quarter decreased from 50.7% to 40.7%.

#### Profit

Profit before tax for the first six months fell by EUR 6.3 million (-38.6%) year on year to EUR 10.1 million. Profit for the first half-year decreased by EUR 5.2 million (-38.6%) year on year. Second-quarter net profit was EUR 1.4 million (-EUR 3.7 million).

#### Investments

In the first six months of 2023, the Group invested EUR 6.1 million, EUR 2.8 million less than a year earlier. The largest investments were made scheduled dry docking works and investments for improving ice class on the icebreaker Botnica, in building a new quay in Paldiski South Harbour, reconstructing a quay and completing the reconstruction of the outdoor area around terminal D in Old City Harbour and, increasing the capacity of Muuga Harbour to serve ro-ro cargo (second floor ramp) and information technology. Investments of the second quarter totalled EUR 4.6 million (Q2 2022: EUR 4.3 million).

#### Interim condensed consolidated statement of financial position:

In thousands of euros	30 June 2023	31 December 2022
-----		
ASSETS		
Current assets		
Cash and cash equivalents	37 836	44 387
Trade and other receivables	11 005	7 477
Contract assets	407	0
Inventories	860	749
Non-current assets held for sale	28	100
-----		



Total current assets	50 136	52 713
<hr/>		
Non-current assets		
Investments in associates	1 879	2 099
Other long-term receivables	341	303
Property, plant and equipment	557 130	564 379
Intangible assets	1 875	1 735
Total non-current assets	561 225	568 516
<hr/>		
Total assets	611 361	621 229
<hr/>		

#### LIABILITIES

Current liabilities		
Loans and borrowings	15 916	15 916
Provisions	760	2 013
Government grants	8 351	8 578
Taxes payable	1 146	1 060
Trade and other payables	11 310	9 770
Contract liabilities	2 759	62
Total current liabilities	40 242	37 399
<hr/>		
Non-current liabilities		
Loans and borrowings	168 099	171 482
Government grants	32 871	30 156
Other payables	572	449



Contract liabilities	735	767
Total non-current liabilities	202 277	202 854
<hr/>		
Total liabilities	242 519	240 253
<hr/>		
EQUITY		
Share capital at par value	263 000	263 000
Share premium	44 478	44 478
Statutory capital reserve	22 858	22 115
Retained earnings (prior periods)	31 441	25 791
Profit for the period	7 065	25 592
<hr/>		
Total equity	368 842	380 976
<hr/>		
Total liabilities and equity	611 361	621 229
<hr/>		

Interim condensed consolidated statement of profit or loss:

In thousands of euros	Q2 2023	Q2 2022	6M 2023	6M 2022
<hr/>				
Revenue	28 783	30 363	57 189	57 135
Other income	520	434	861	728
Operating expenses	-10 922	-9 841	-20 067	-18 504
Personnel expenses	-6 355	-5 554	-11 976	-10 325
Depreciation, amortisation and impairment	-6 189	-6 225	-13 227	-12 512
Other expenses	-79	-66	-225	-194
Operating profit	5 758	9 111	12 555	16 328
<hr/>				

Finance income and costs



Finance income	329	34	587	63
Finance costs	-1 837	-323	-3 230	-605
Finance costs - net	-1 508	-289	-2 643	-542
<hr/>				
Share of profit of an associate accounted for under the equity method	98	350	138	577
Profit before income tax	4 348	9 172	10 050	16 363
<hr/>				
Income tax	-2 985	-4 111	-2 985	-4 111
Profit for the period	1 363	5 061	7 065	12 252
<hr/>				
Attributable to owners of the Parent	1 363	5 061	7 065	12 252
<hr/>				
Basic and diluted earnings per share (in euros)	0.01	0.02	0.03	0.05
Basic and diluted earnings per share - continuing operations (in euros)	0.01	0.02	0.03	0.05

Interim condensed consolidated statement of cash flows:

In thousands of euros	6M 2023	6M 2022
<hr/>		
Cash receipts from sale of goods and services	62 283	67 852
Cash receipts related to other income	181	71
Payments to suppliers	-23 952	-23 580
Payments to and on behalf of employees	-12 569	-9 664
Payments for other expenses	-204	-238



Income tax paid on dividends	-3 264	-4 335
Cash from operating activities	22 475	30 106
<hr/>		
Purchases of property, plant and equipment	-4 664	-9 618
Purchases of intangible assets	-404	-261
Proceeds from sale of property, plant and equipment	28	77
Proceeds from government grants related to assets	0	4 954
Dividends received	357	255
Interest received	555	2
Cash used in investing activities	-4 128	-4 591
<hr/>		
Repayments of loans received		
Dividends paid	-3 383	-3 383
Interest paid	-19 012	-25 287
Other payments related to financing activities	-2 498	-570
Cash from/used in financing activities	-5	-5
<hr/>		
NET CASH FLOW	-24 898	-29 245
<hr/>		
Cash and cash equivalents at beginning of the period	-6 551	-3 730
Change in cash and cash equivalents	44 387	34 840
Cash and cash equivalents at end of the period	-6 551	-3 730
<hr/>		

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.



Additional information:

Marju Zirel  
Head of Investor Relations  
Tel. +372 5342 6591

[m.zirel@ts.ee](mailto:m.zirel@ts.ee) (<mailto:m.zirel@ts.ee>)

