



# Unique asset for investment

Andrus Ait, CFO  
Marju Zirel, IR

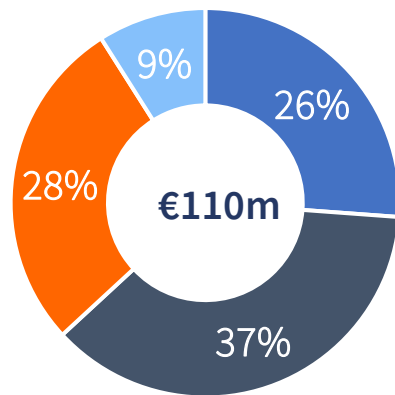
**PORT OF  TALLINN**  
The Port of Good News

# Resilient infrastructure business model

PORT OF  TALLINN

## DIVERSIFICATION

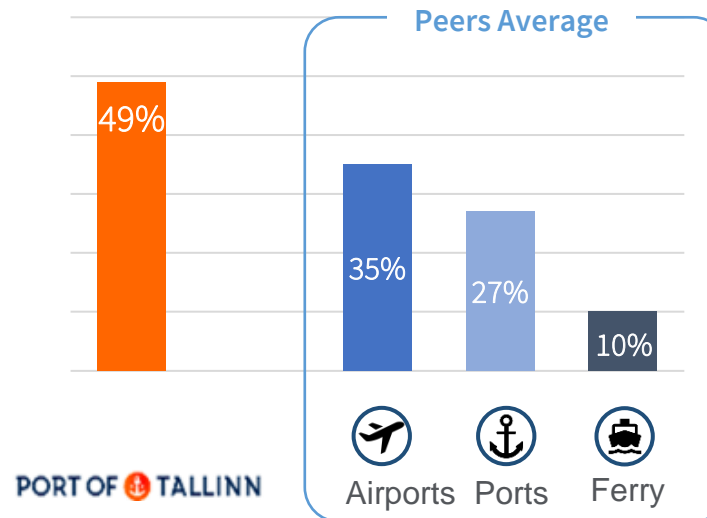
2021 Revenue



■ Passenger H ■ Cargo H ■ Ferry ■ Other

## PROFITABILITY

2021 Adjusted EBITDA Margin



## STABLE CLIENT BASE



## STRONG DIVIDEND PROFILE

*min 70% of net profit for dividends*

# Dividend stock

## Equity story

- Expectations of the State as the majority shareholder for continuous stable dividends

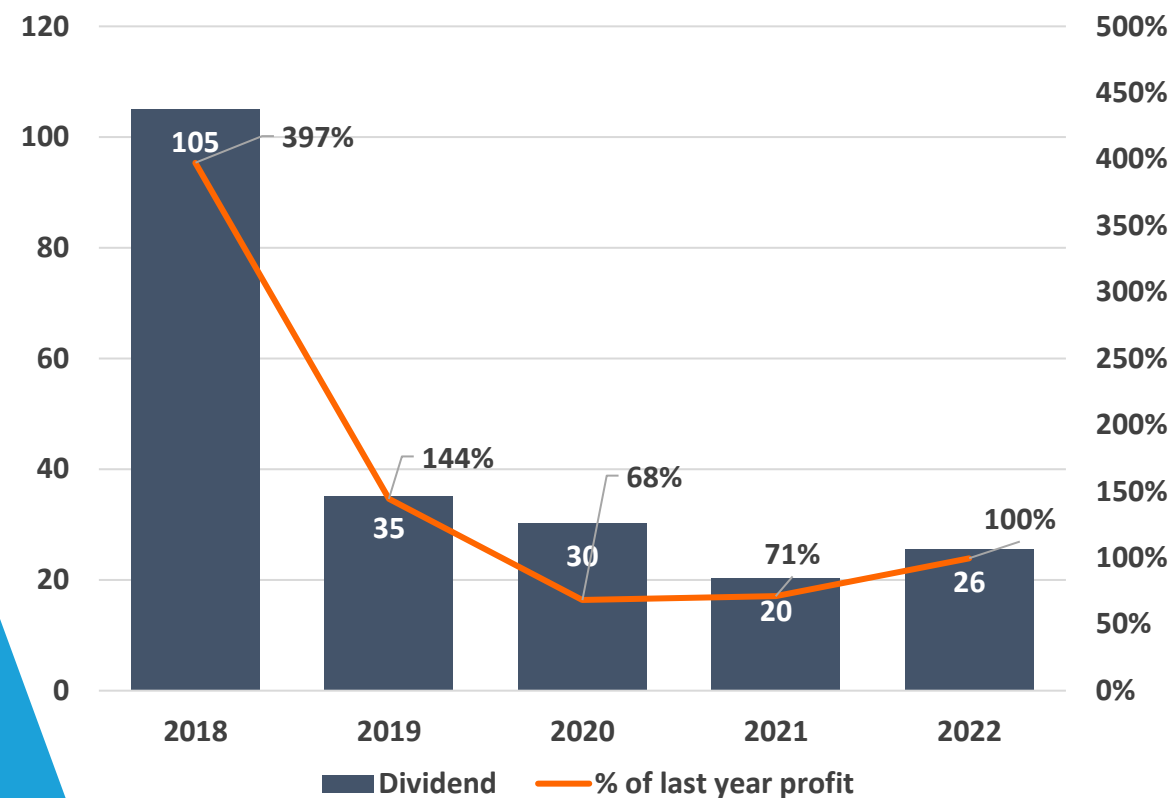
## DIVIDEND POLICY

- starting 2021 at least 70% of net profit

*Income tax 20% or 14% ,gross-up, based on dividends*



## Dividends paid (mln EUR)





# Well Balanced Business Profile

## Business segments

### Passenger Harbours

International ferry lines, cruise, ro-ro

#### Old City Harbour (main)

- International PAX lines to Helsinki, Stockholm, St.Petersburg
- Serving PAX vessels' Ro-Ro cargo
- Cruise vessels

#### Saaremaa Harbour

- Cruise and dry bulk



### Cargo Harbours

Liquid bulk, Ro-Ro, dry bulk, containers, general cargo, industrial parks, PAX with vehicles

#### Muuga Harbour

- Main cargo harbour in Estonia

#### Paldiski South Harbour

- Estonian export-import, cars, outsized goods



### Other

#### Icebreaking (MPSV Botnica)

- Long-term agreement with the state for winter until Q2 2032
- Off-shore and other projects in summer



### Ferry

Operation of local ferry lines to the main islands

- 2 routes with 5 ferries
- 10-year agreement with the state until Q3 2026



### Waste Management

- Joint venture AS Green Marine (51%)

# Revenue Structure & Main Customers

TALLINNA  SADAM

## Passenger harbours

### Regular lines



### Cruise



## Other

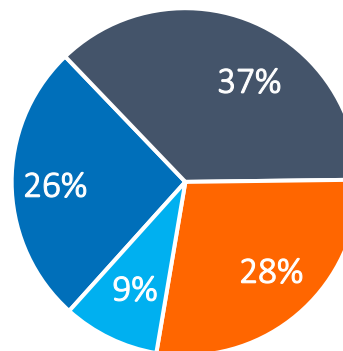
### Botnica



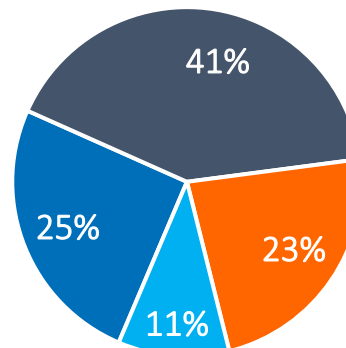
Eesti Vabariik



## Revenue 2021



## Adj. EBITDA 2021



## Cargo harbours

### Terminals



### Shipping lines



## Ferry

### Ferry passengers

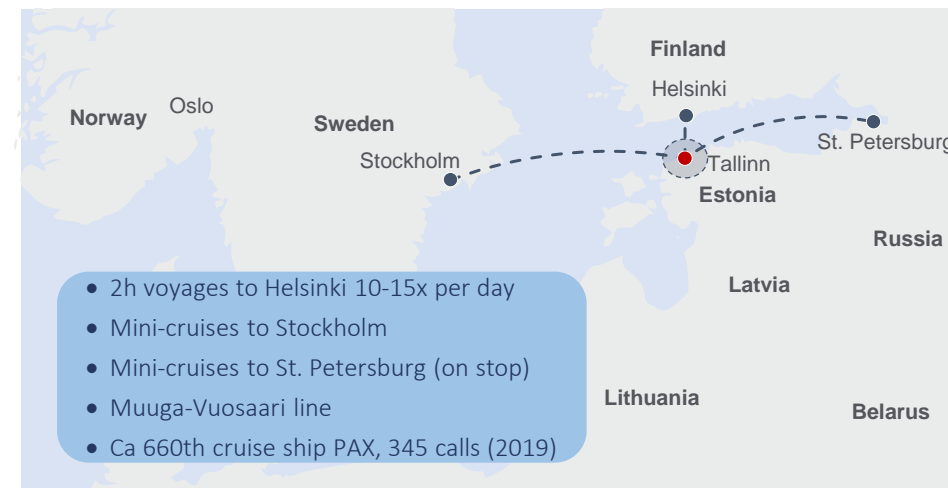
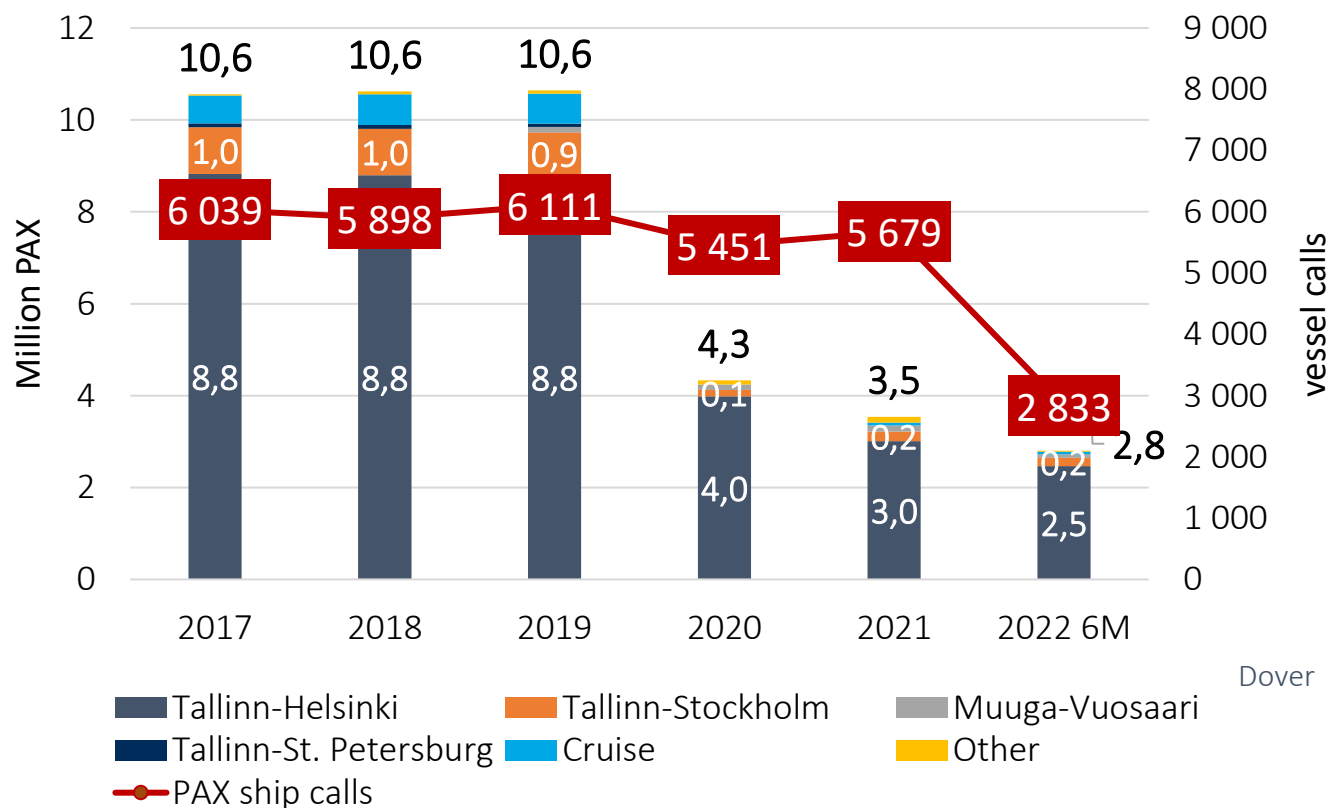


Republic of Estonia

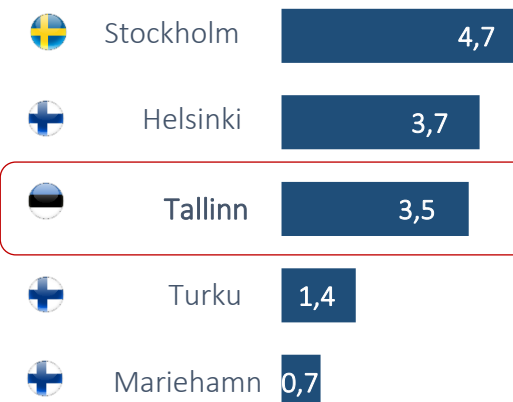
# 3<sup>rd</sup> biggest passenger port in Northern Europe


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PAX: consecutive growth for 12 years before COVID-19



Top 5 PAX Ports in Baltic Sea in 2021 (millions)

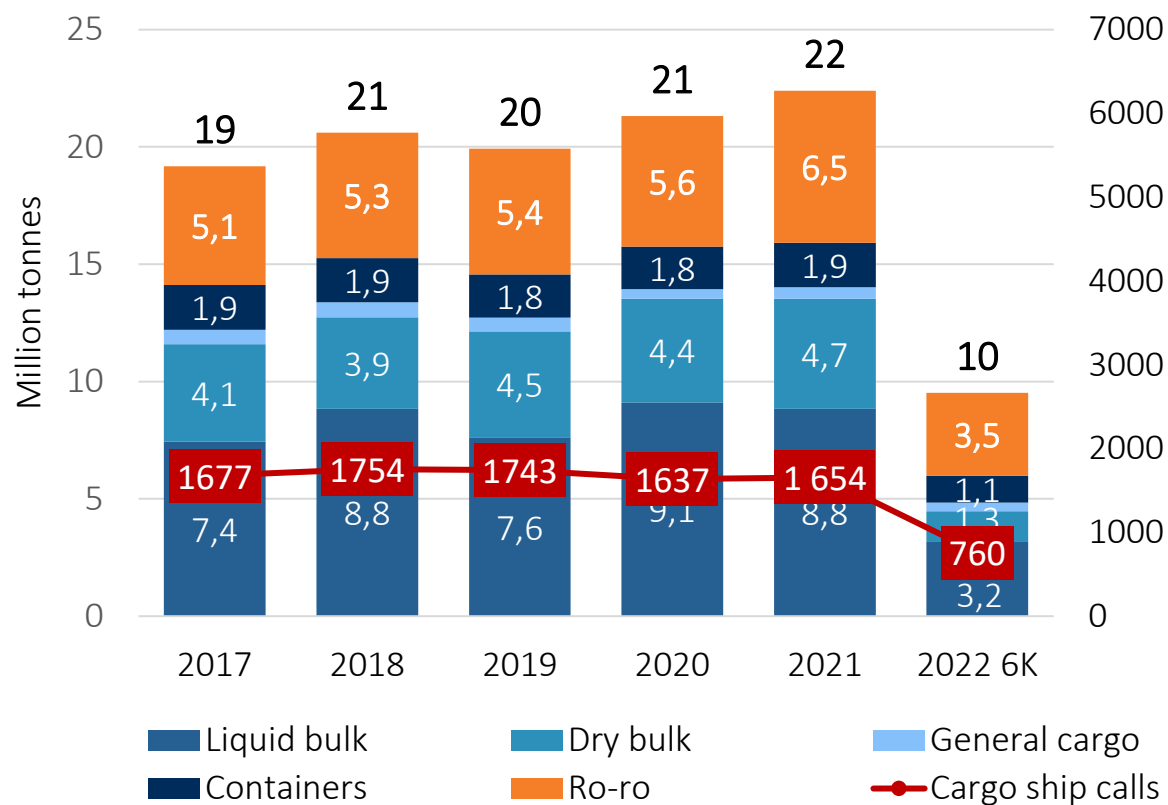


 Natural monopoly

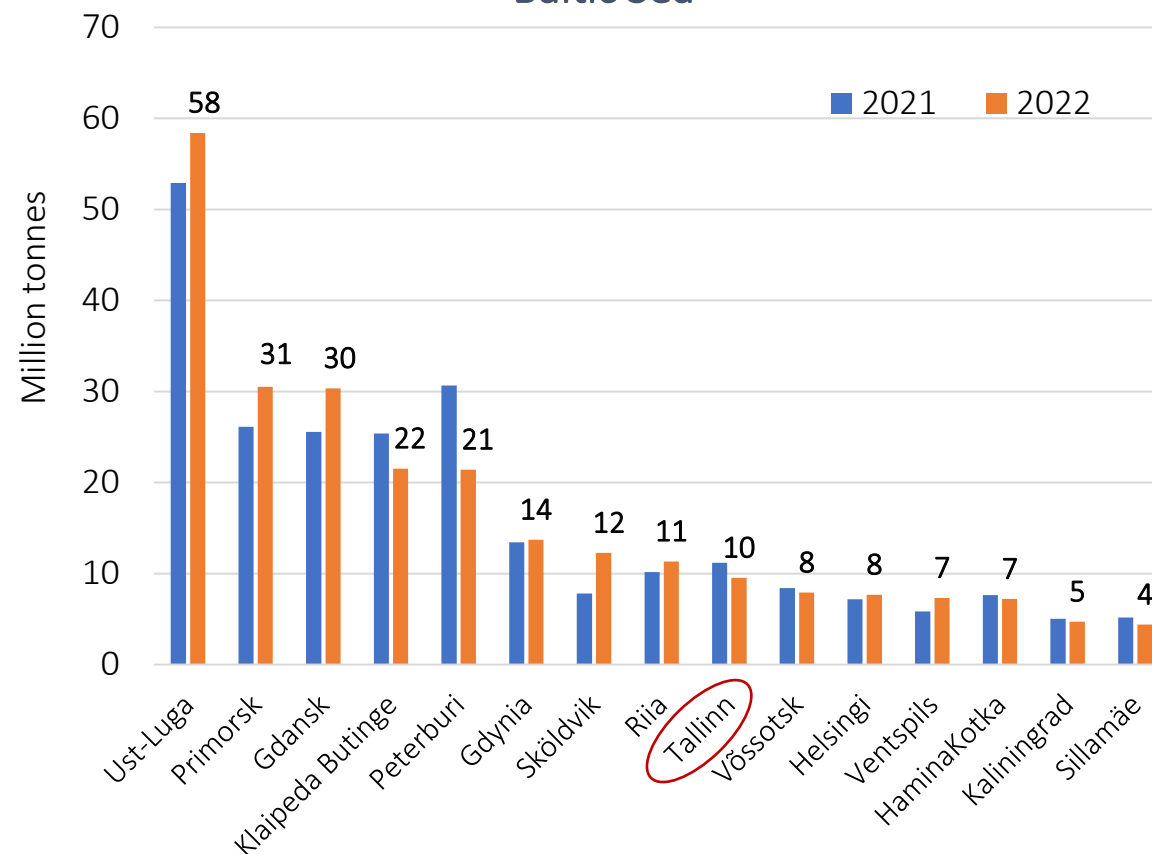
 Tallinn-Helsinki twin-city

# TOP 10 cargo port in the Eastern part of the Baltic Sea

Resilient volume growth ad vessel calls



Largest cargo ports on the Eastern shores of the Baltic Sea



Sanctions on Russian transit



Changes in supply chains and logistics



# Ukrainian war impact

- Direct impact on cargo business and restructuring of supply chains
- Decrease in liquid bulk and fertilizer volumes related to Russia
- New opportunities – increase in ro-ro and container volumes
- Financial impact smaller than expected in 2022



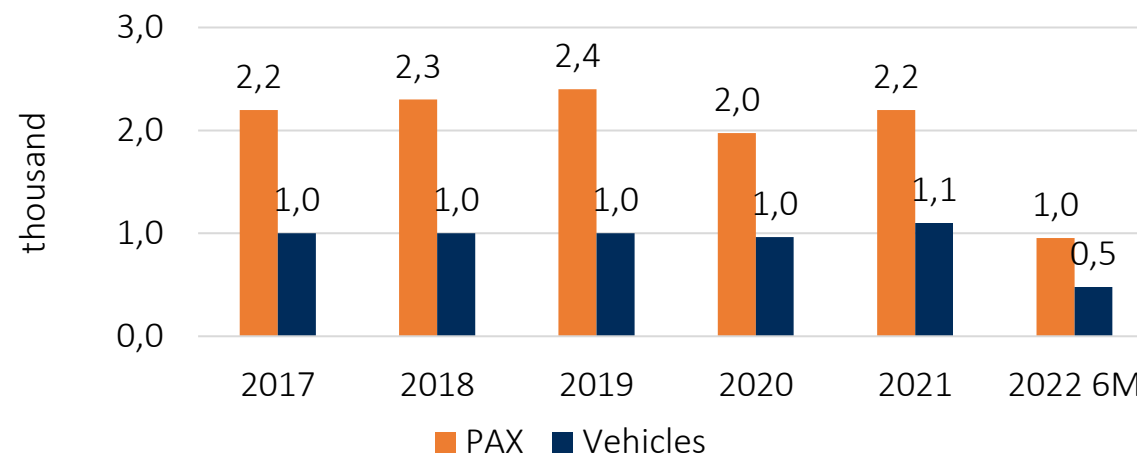


# Ferry business

- Subsidiary TS Laevad
- Operating 5 vessels on 2 routes
- Agreement with the State until Sept 2026
- Additional trips on summer peak-time



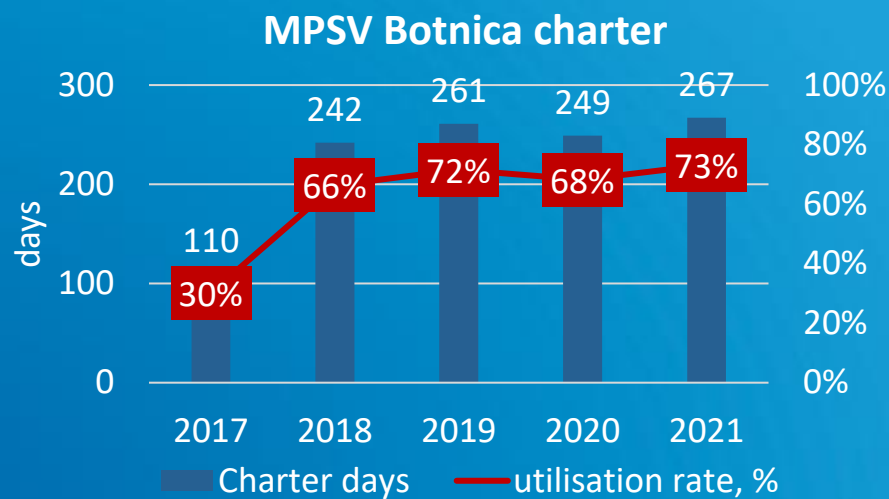
## Ferry traffic



# Icebreaker Botnica

*Subsidiary TS Shipping*

- Agreement with the State for icebreaking in winter (Dec-Apr) until 2032
- Summer charters (May-Nov) 2018-2022 Baffinland Iron Mines. *Ice management and escort service for iron ore shipments from Baffin island.*



# Sustainable development and ESG

- Strategy, action plan, indicators
- Main goals: climate neutrality 2050 and clean Baltic Sea
- Cooperation with the universities
- Represented on the Nasdaq ESG and CDP platforms
- Silver quality label in CSR





# Sustainable solutions

- Tallinna Sadam consumes renewable energy
- Dues discount for environment friendly vessels based on ESI index
- Auto-mooring system and on-shore power supply (OPS) for regular line vessels in Old City Harbour
- Planning on-shore power supply for cruise vessels in Old City Harbour



# Sustainable solutions

- Waste water reception in Old City Harbour
- ship generated waste reused in the circular economy
- Collection of waste from underwater cleaning of ships
- Electrification of ferry fleet
- Solar panels, seawater-powered heating and cooling system
- Conservation of biodiversity - monitoring
- Creating attractive urban space and green areas



## MEGATRENDS

Climate change and  
green solutions



Digitalization and  
automation



Changes in global  
supply chains



Growing expectations  
on service quality



## VISION

Alternative fuels, energy  
production and storage (H<sub>2</sub>),  
offshore wind farms,

Unmanned vessels,  
automated terminals,  
digital data

Nearshoring, multimodality,  
alternative routes

Excellent ESG and  
customer experience



# Growth projects

- Base harbor for offshore wind farms in Paldiski - construction and maintenance
- Rail Baltic Muuga freight station
- Alternative fuels – hydrogen, LNG and other sources
- Old City Harbour real estate development Masterplan 2030+



# Base harbor for offshore wind farms in Paldiski

- Additional quay investment EUR 53M, incl. EU funding EUR 20M
- Three MOUs signed
- Sketch design 2021
- Tender for design and construction 2022
- Construction completed 2025
- Value proposition with industrial park areas and maintenance fleet





# Baltic Sea eastern part has no infrastructure

TALLINNA  SADAM



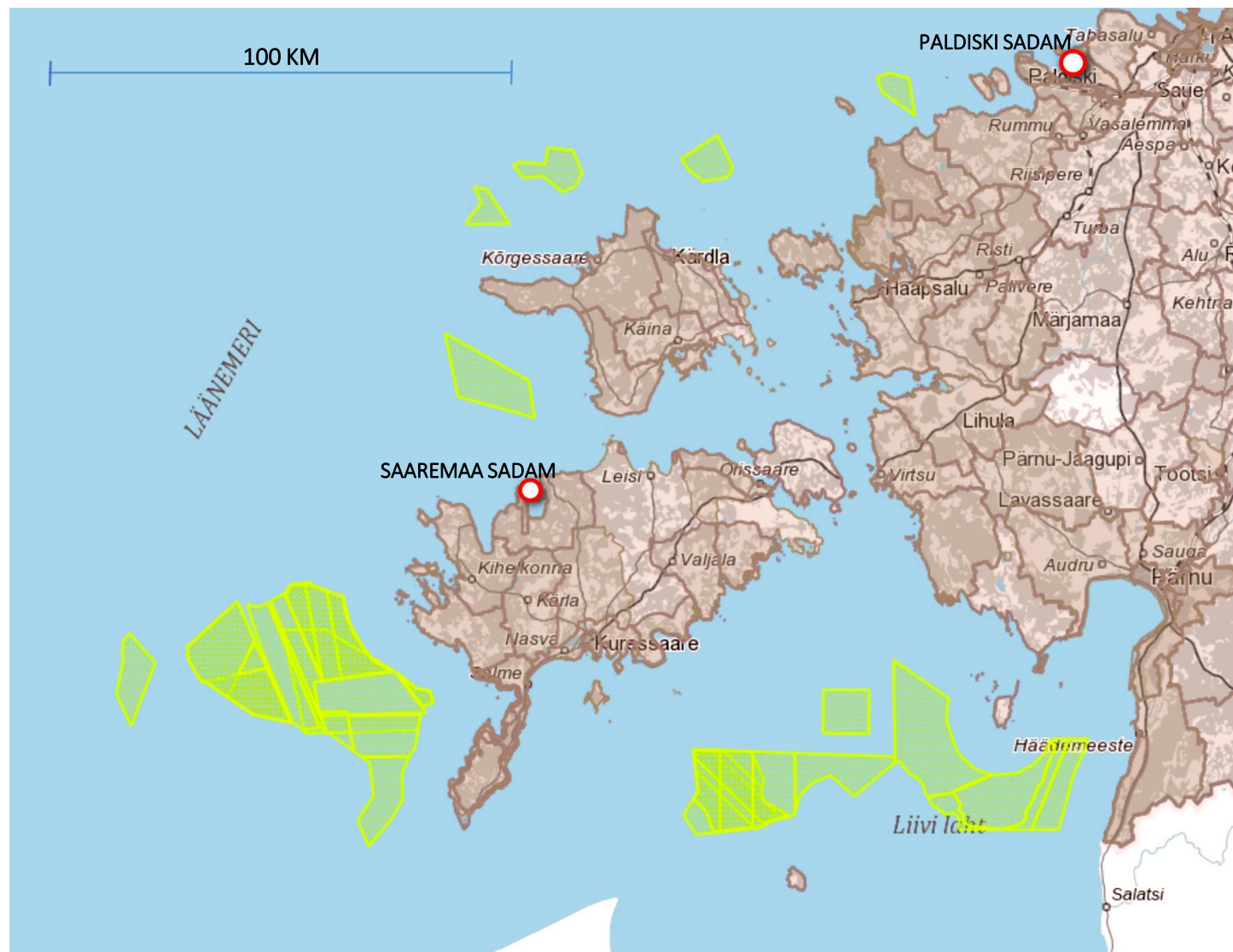


# Planned offshore wind farms

Offshore wind farms planned  
for Estonian sea areas



Possible Tallinna Sadam  
offshore wind farms base and  
maintenance ports



# Offshore wind farms installation and maintenance fleet

TALLINNA  SADAM

- Potential jobs
- Ships' crews and shore personnel



CTV vessels



SOV vessels (ice class & helideck)



Hovercraft for harsh winters

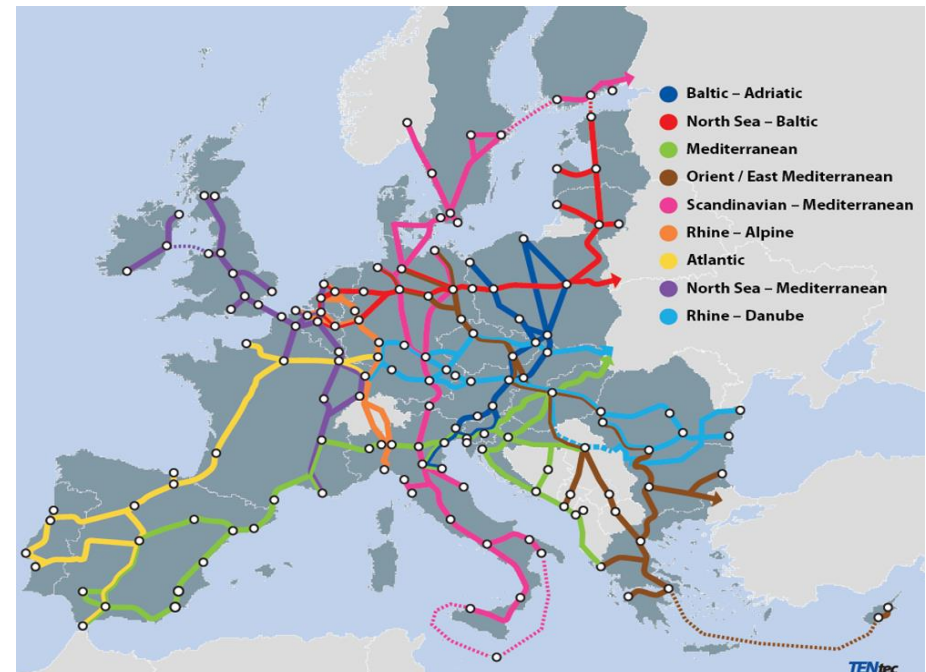


# Rail Baltic freight station and Amber Train

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## North-South trade

- Loading options from maritime, road and rail transport
- Annual capacity 4-5 million tonnes of cargo
- Serves both 1435 mm and 1520 mm railway width
- Design completed 2022 (Sweco Projekt AS)
- Construction planned 2023-2025
- Co-financed by EU from CEF I programme





# Growth opportunities

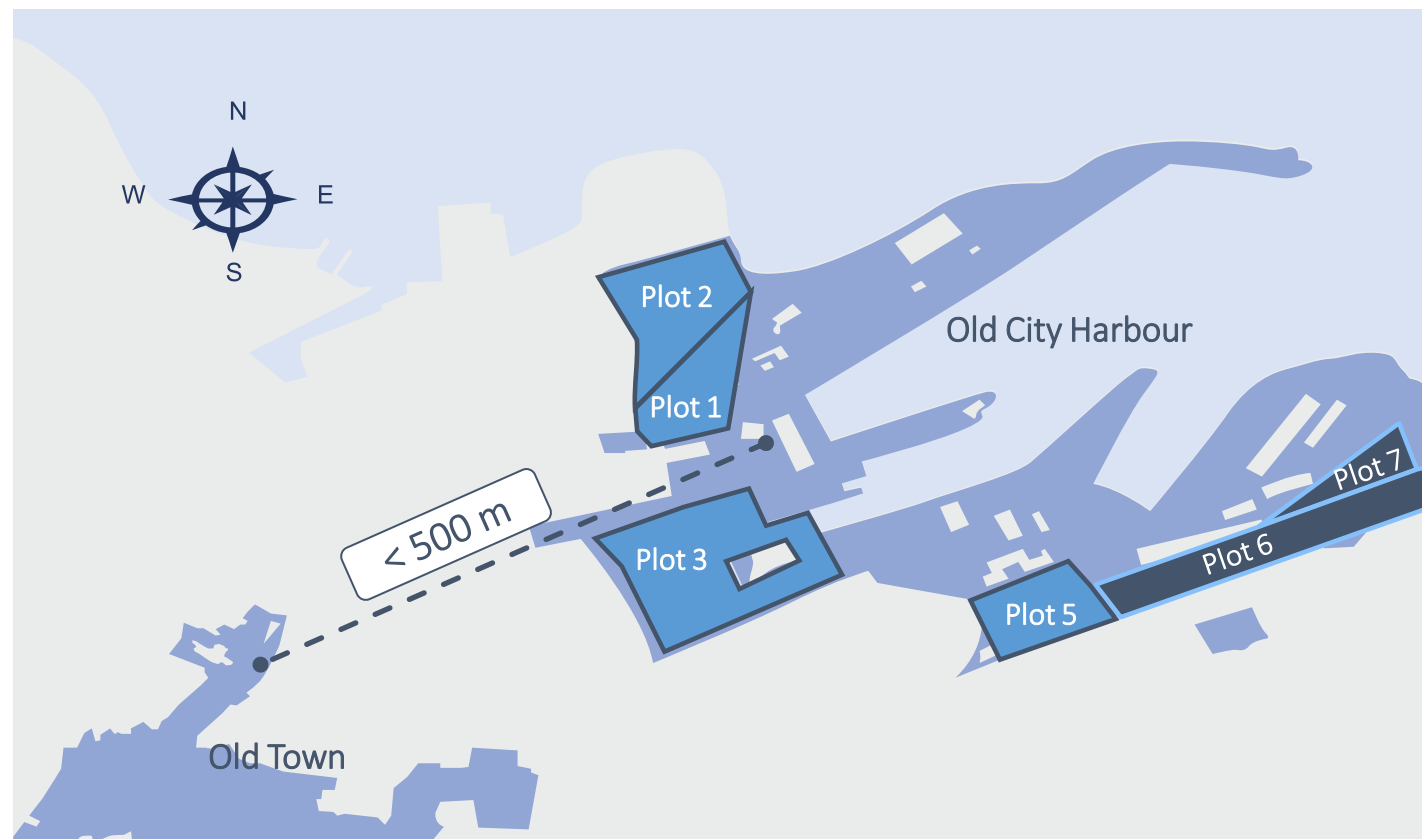
## - Real estate

Tallinn Old City Harbour  
development plan  
**Masterplan 2030+**

- *Detail planning process ongoing with 5 areas*
- *Total build up area of 240 000 m<sup>2</sup> gross area + extension possibility by land reclamation*

Development of the industrial parks in Muuga (76ha) and Paldiski (34ha) and providing additional value

## Prime Real Estate in Tallinn City Centre



Commercial use

Commercial and Residential use

Total land area (for real estate) of 16.2 ha



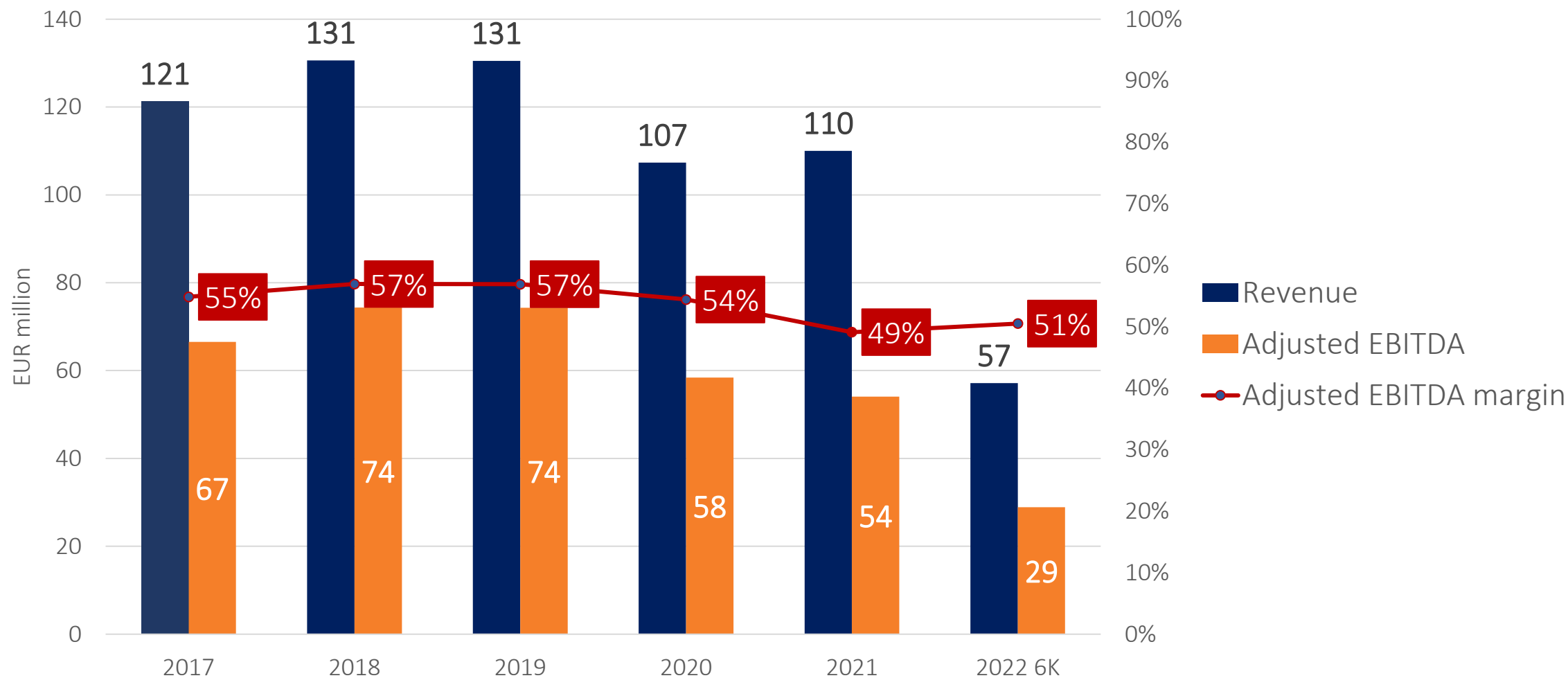
# Tallinn Old City Harbour „Masterplan 2030+“

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*Future vision by Zaha Hadid Architects*

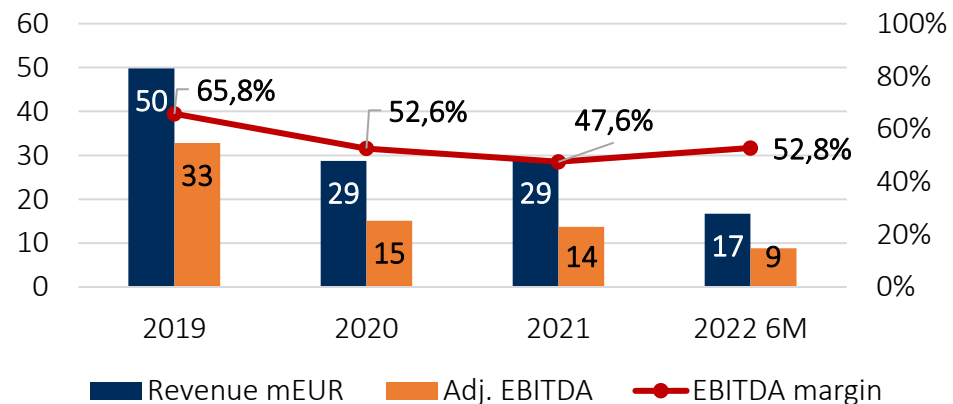
# Revenue and profitability



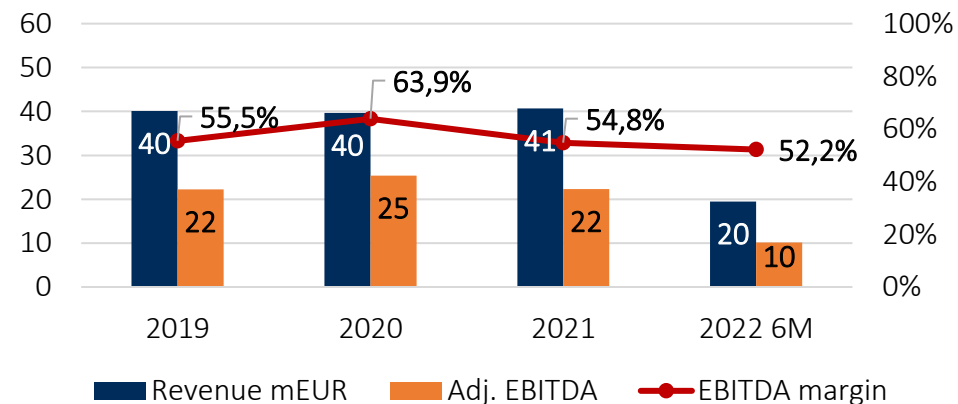


# Results by segments

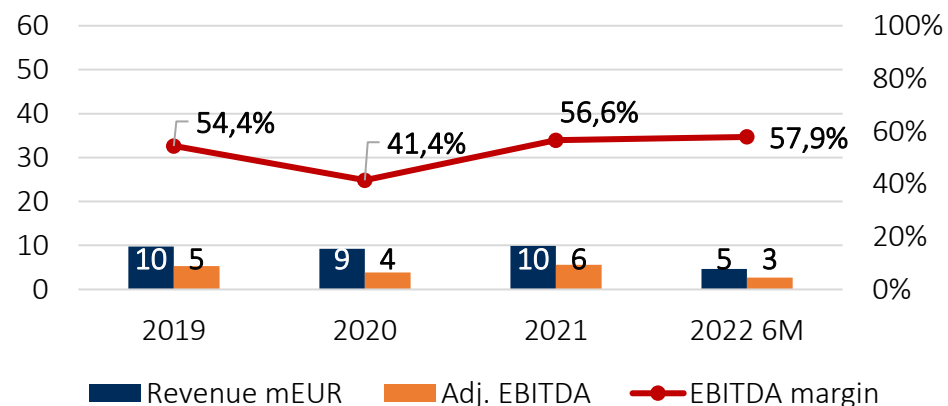
## Passenger harbours



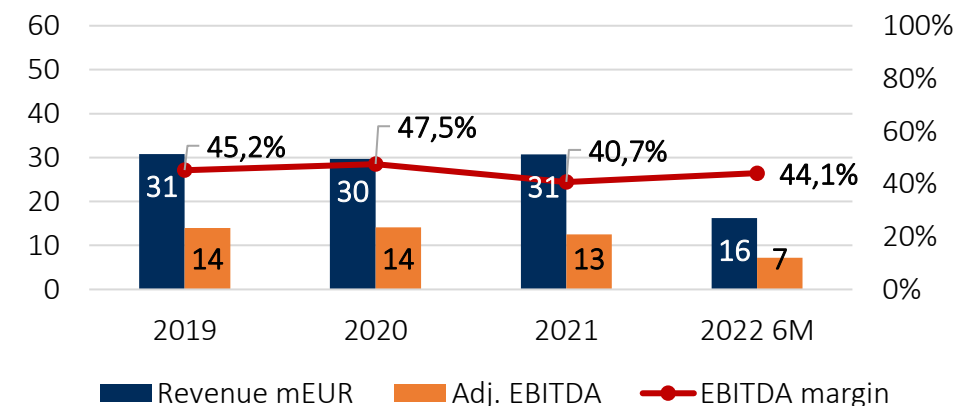
## Cargo harbours



## Other



## Ferry



An aerial photograph of the Port of Tallinn, Estonia, featuring modern port infrastructure, a large cruise ship docked at a pier, and surrounding urban areas. The image is overlaid with a semi-transparent blue filter.

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# Financials

# Results of the Group (1/2)

<i>In thousand EUR</i>	2021	2020	6M 2022	6M 2021
Revenue	110 051	107 358	57 135	49 248
Operating profit	29 758	35 562	16 328	12 439
Adjusted EBITDA	54 046	58 423	28 871	24 153
Depreciation, amortisation and impairment	-24 761	-24 094	-12 512	-12 098
Income tax	-3 275	-4 913	-4 111	-3 275
<b>Profit for the period</b>	<b>25 612</b>	<b>28 518</b>	<b>12 252</b>	<b>8 501</b>
Investments	14 718	37 138	8 966	7 930
Number of employees (average)	469	465	464	467
Cargo volume (th tons)	22 397	21 327	9 526	11 168
Number of passengers (th)	3 542	4 333	2 804	969
Number of vessel calls	7 333	7 088	3 593	3 514



# Results of the Group (2/2)

<i>In thousand EUR</i>	2021	2020	6M 2022	6M 2021
Operating profit/revenue	27.0%	33.1%	28.6%	25.3%
<b>Adjusted EBITDA/revenue</b>	<b>49.1%</b>	<b>54.4%</b>	<b>50.5%</b>	<b>49.0%</b>
Profit for the period/revenue	23.3%	26.6%	21.4%	17.3%
EPS: Profit for the period/weighted average number of shares (EUR)	0.10	0.11	0.05	0.03
Equity/number of shares (EUR)	1.45	1.43	1.40	1.38
Profit for the period/total assets	4.1%	4.5%	2.0%	1.4%
Profit for the period/equity	6.7%	7.6%	3.3%	2.3%

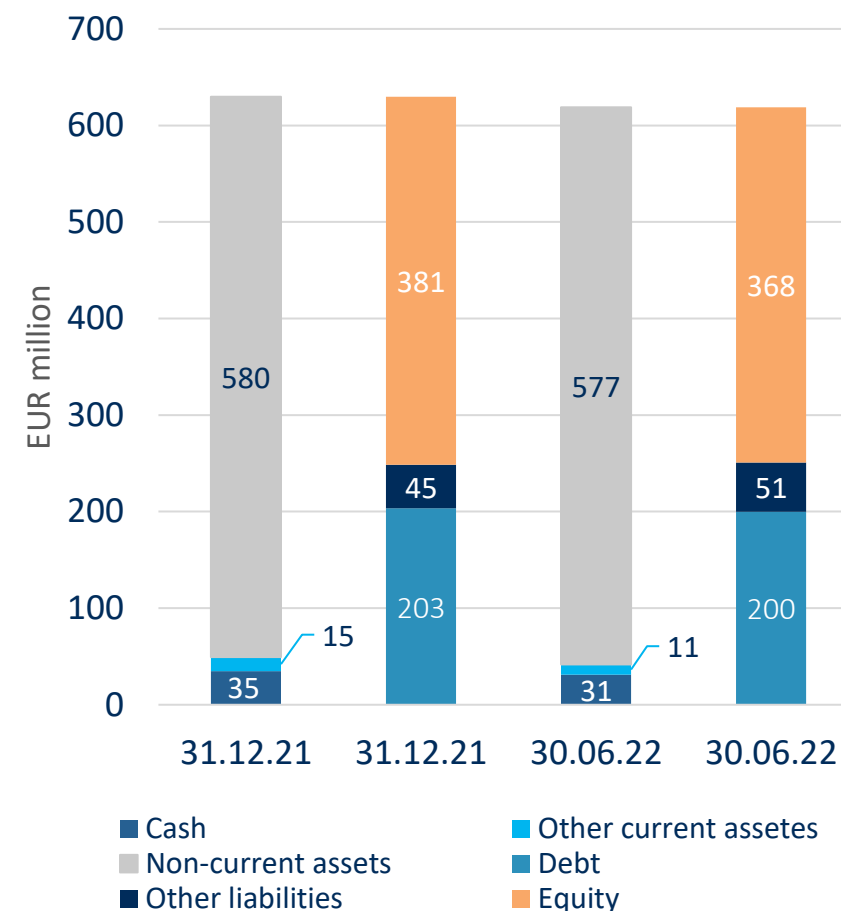
<i>In thousand EUR at period end</i>	2021	2020	6M 2022
Total assets	629 538	628 093	618 604
Net debt	168 474	184 901	168 821
Equity	380 895	375 432	367 636
Number of shares (th)	263 000	263 000	263 000
Share price	1.86	1.80	1.42

# Cash Flow and Financial Position

## Cash Flow statement

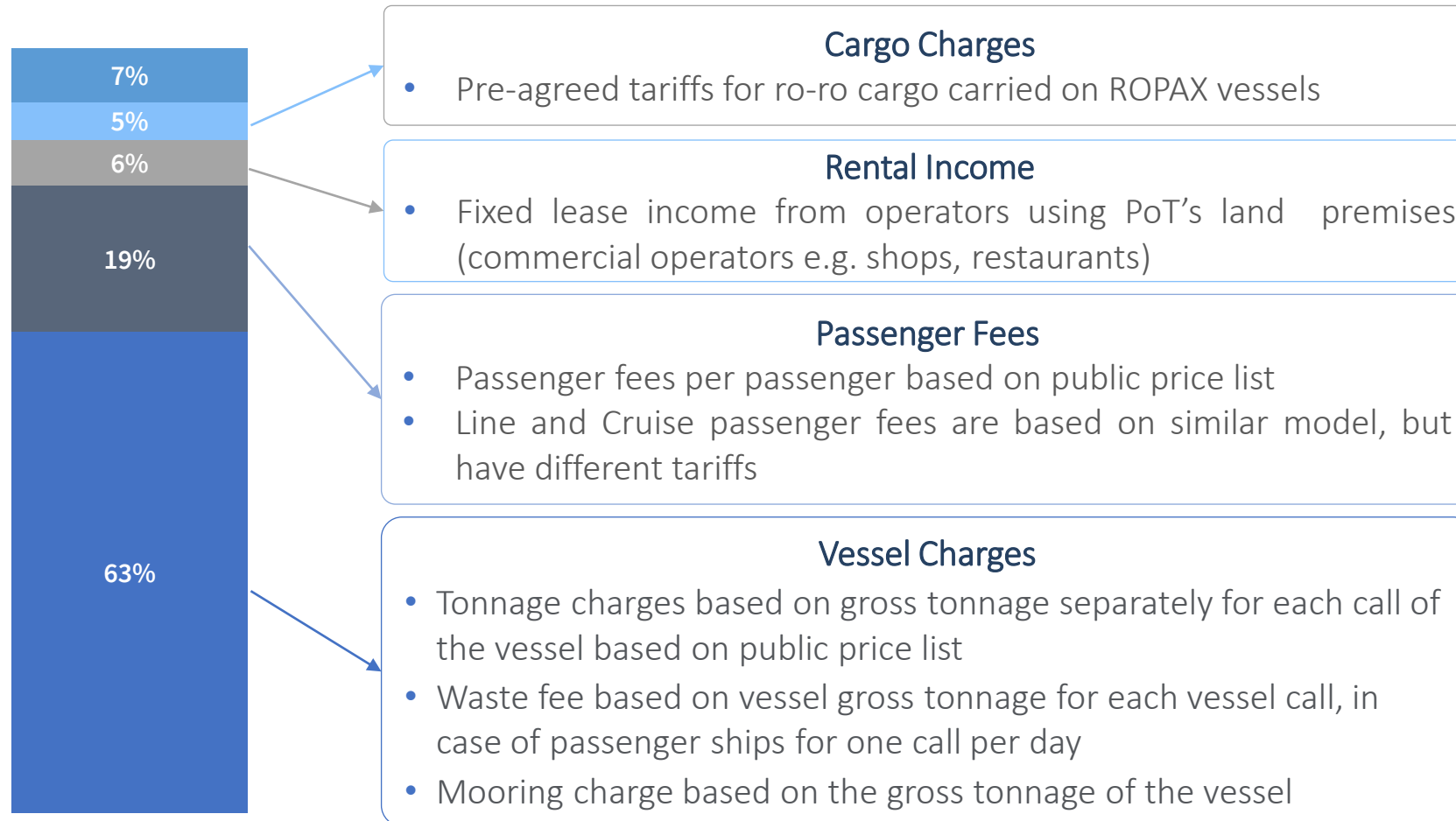
In thousands	2021	2020	6M 2022	6M 2021
Cash from operating activities	50 162	49 516	30 106	27 329
Cash used in investing activities	-12 191	-30 033	-4 591	-9 417
Free cash flow (FCF)	37 971	10 659	25 515	17 912
Cash from/used in financing activities	-29 810	-27 987	-29 245	-24 200
NET CASH FLOW	8 161	-8 504	-3 730	-6 288
<i>NET DEBT (at the end of the period)</i>	<i>168 474</i>	<i>184 901</i>	<i>168 821</i>	<i>187 806</i>

## Financial position



# Revenue model

## Passenger harbours



### 2021 Contribution

#### Revenue

26%

#### Adjusted EBITDA

25%

### Key Customers

#### Regular Lines

 **TALLINK**

**VIKING LINE**

**ECKERÖ LINE**

#### Cruise



ROYAL CARIBBEAN CRUISES LTD.



**NORWEGIAN**  
CRUISE LINE®



**CARNIVAL**  
CORPORATION & PLC



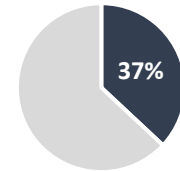
# Revenue model

## Cargo harbours

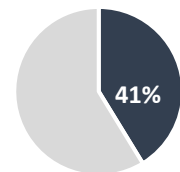


### 2021 Contribution

#### Revenue



#### Adjusted EBITDA



### Key Customers

#### Terminal Operators

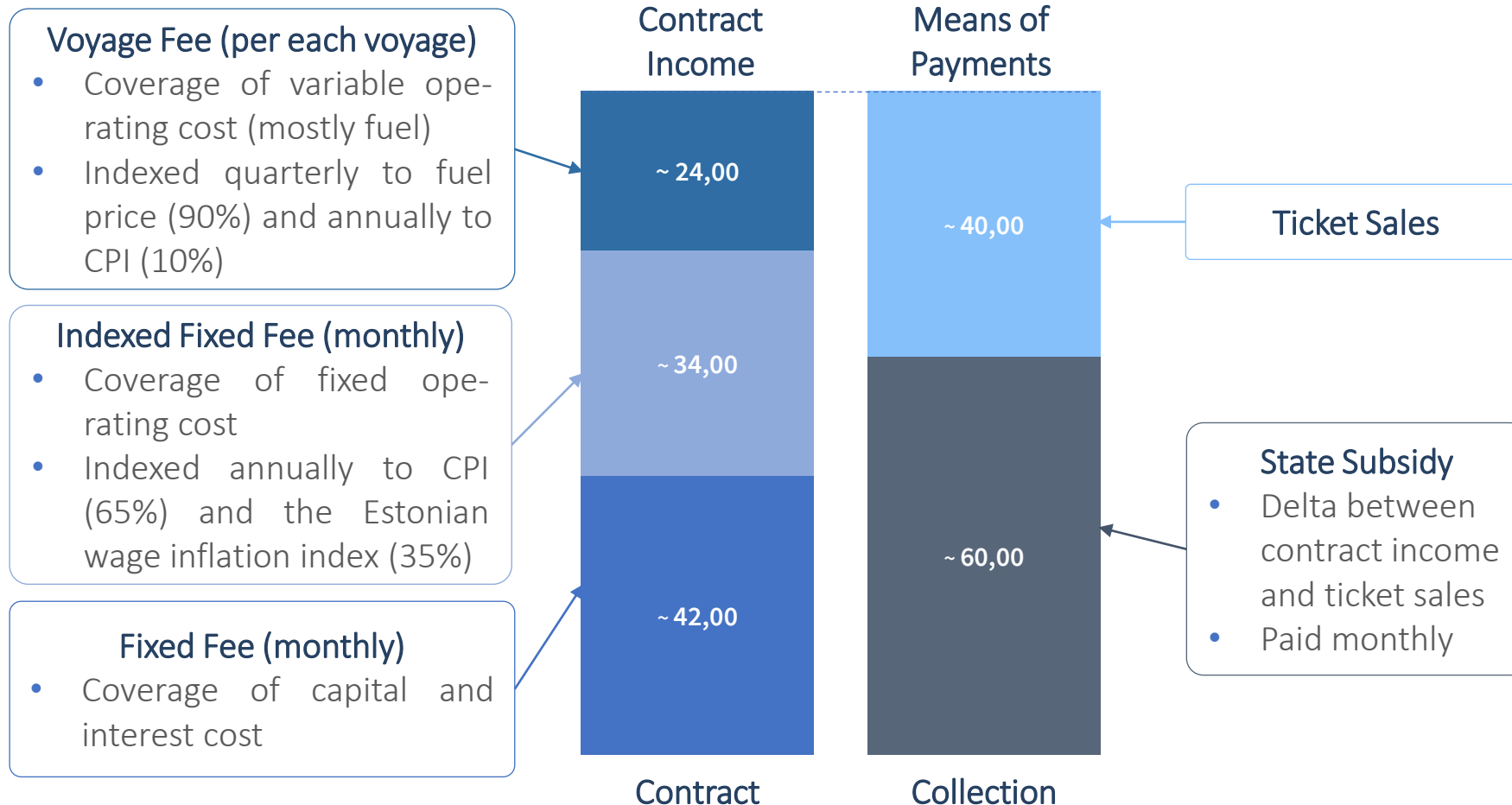


#### Shipping Lines



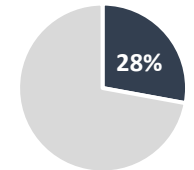
# Revenue model

## Ferry business

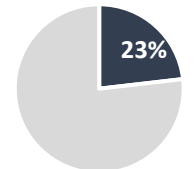


### 2021 Contribution

#### Revenue



#### Adjusted EBITDA



### Customer



State of Estonia

# Thank You!

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[www.ts.ee](http://www.ts.ee)

**NASDAQ**  
**BALTIC AWARDS**



**2021** INVESTOR RELATIONS  
OF THE YEAR