



Investor day

09.10.2023

TALLINNA  **SADAM**

Heade sõnumite sadam

Agenda

- Andrus Ait, CFO
Tallinna Sadam today
- Valdo Kalm, CEO
Quo vadis, Tallinna Sadam?
- Piret Üts, real estate business manager
Real estate development in Old City Harbour
- Margus Vihman, CCO
New business opportunities





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Tallinna Sadam today

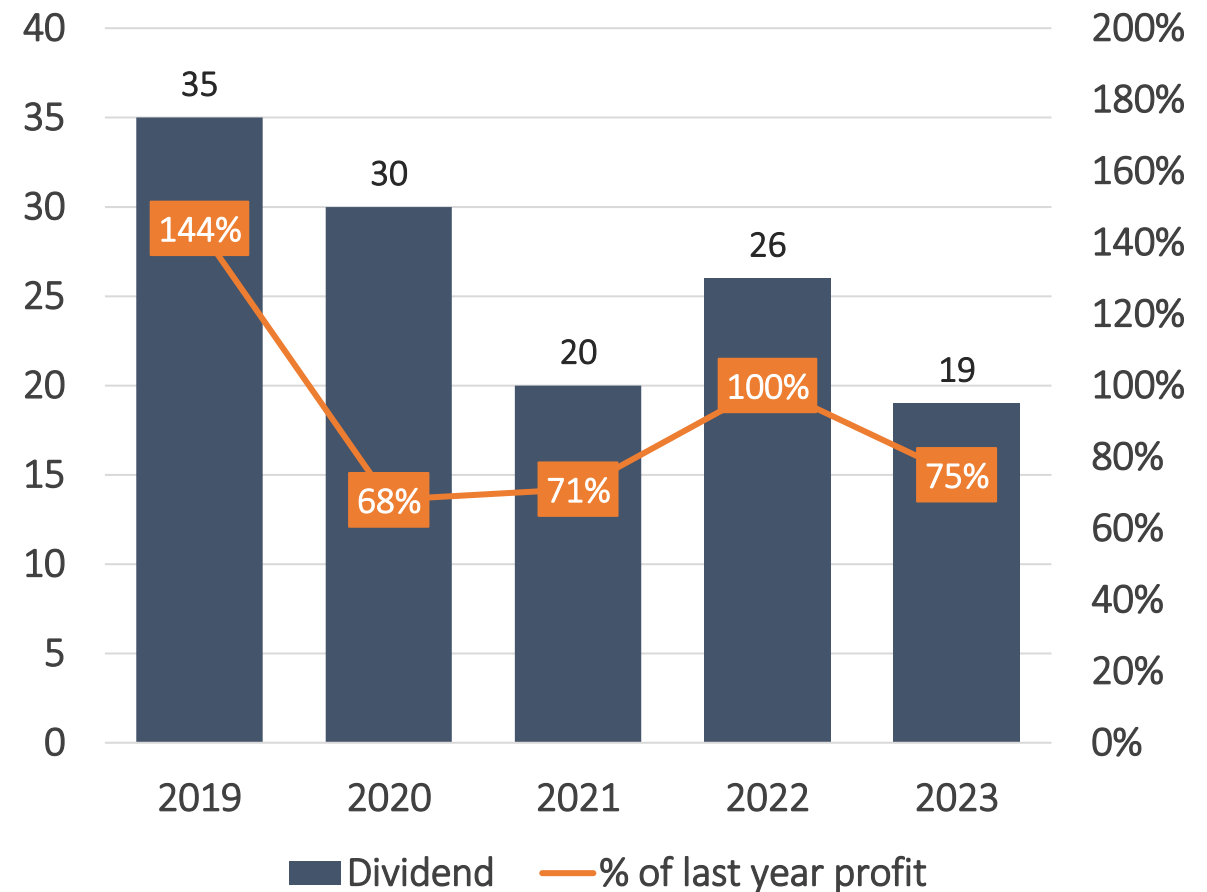
Andrus Ait
member of the management board/ CFO

Why own the shares of Port of Tallinn?

- Infrastructure company with stable position
- Balanced business model: four business fields
- Strong cash-flow – EBITDA margin about 50%
- Growth projects – moderate growth
- Dividend policy – 70% of profit for dividends

Since the IPO we have paid 130,5 mEUR for dividends i.e. EUR 0,496 per share.

Dividends paid (mln EUR)



Balanced business model

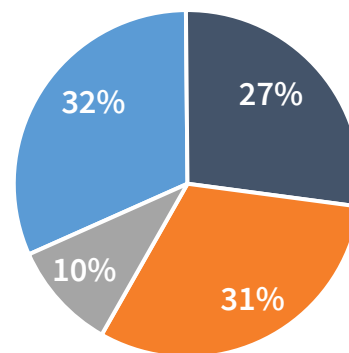
Segments

Passenger harbours

Tallinn Old City
Harbour
Saaremaa Harbour



Revenue



Cargo harbours

Muuga Harbour
Paldiski South Harbour

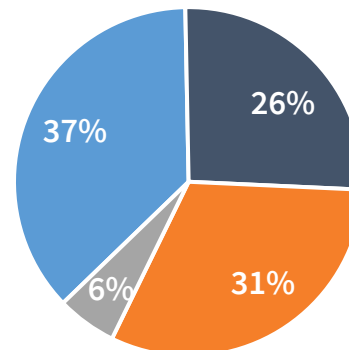


Other

Icebreaker Botnica
Waste management



Adj. EBITDA



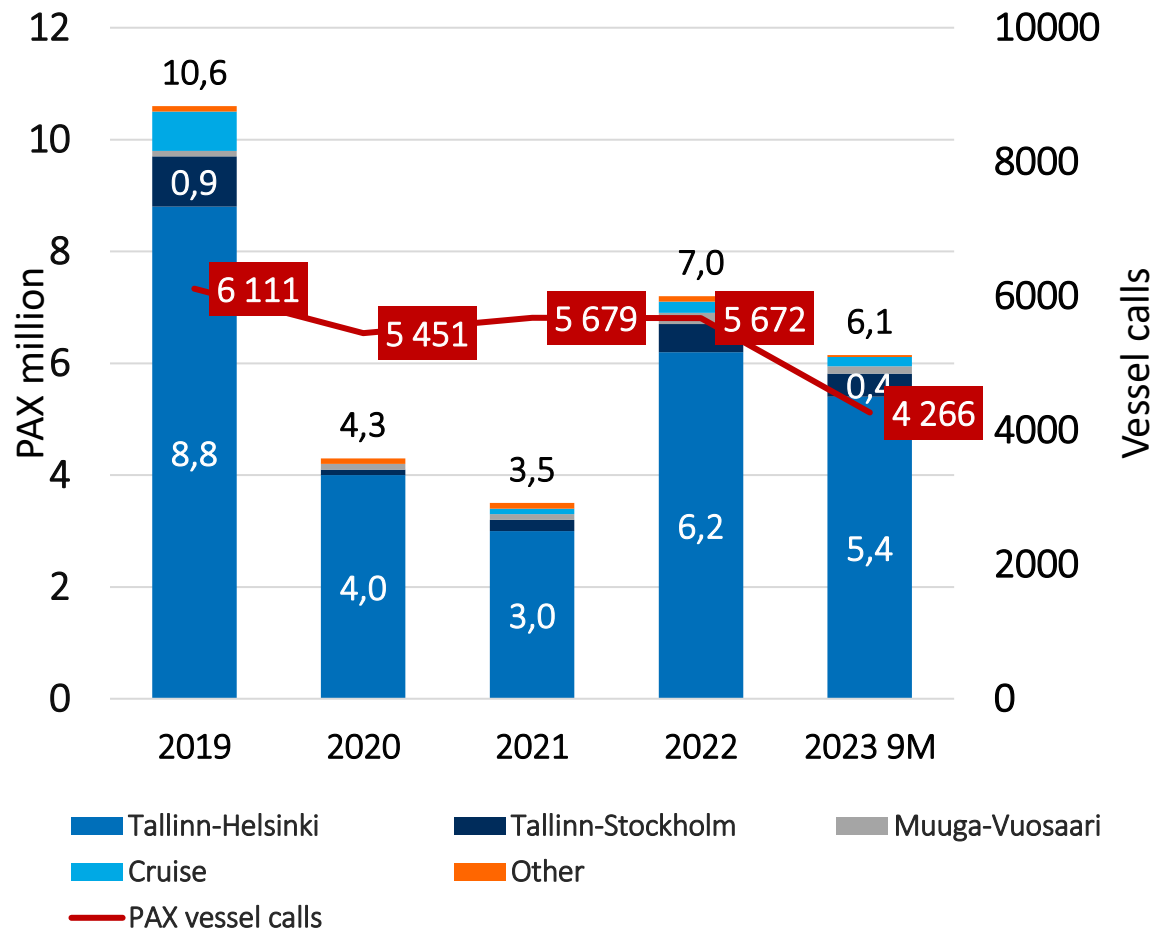
Ferry

Saaremaa ja Hiiumaa
ferry lines

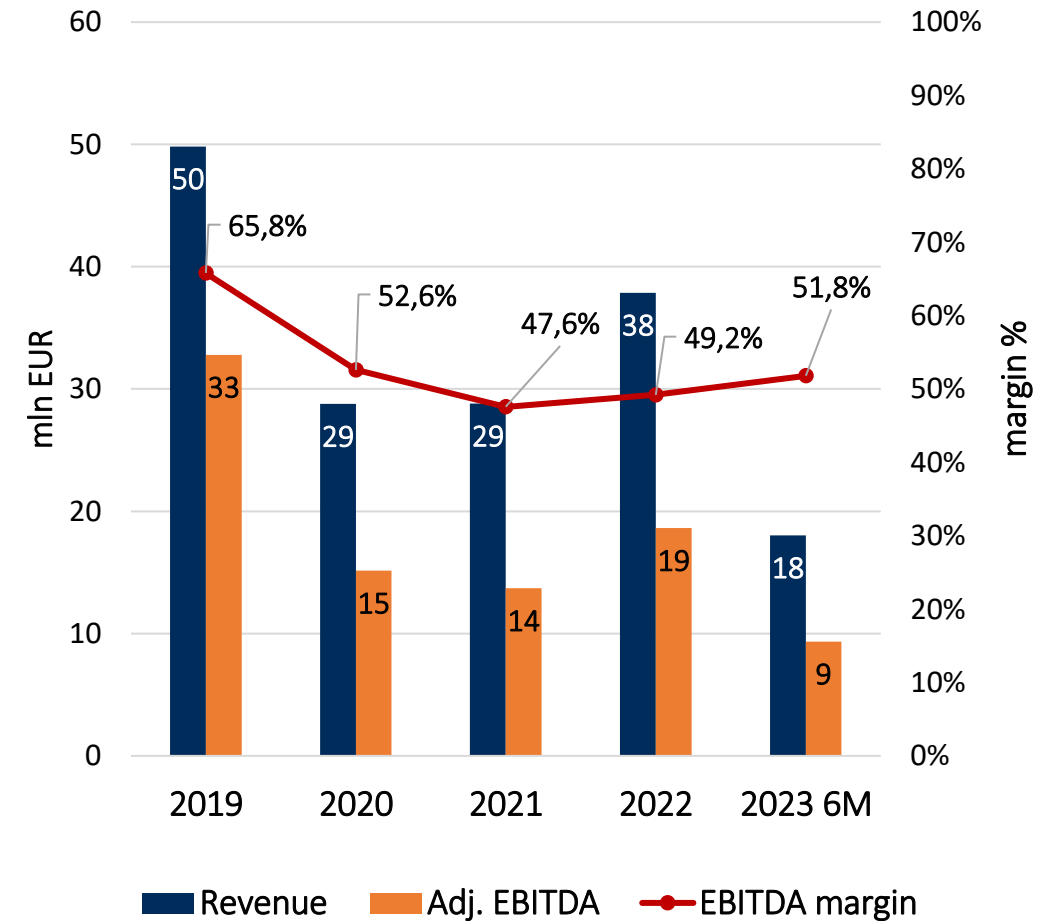


Passengers and PAX harbours

Passenger volumes

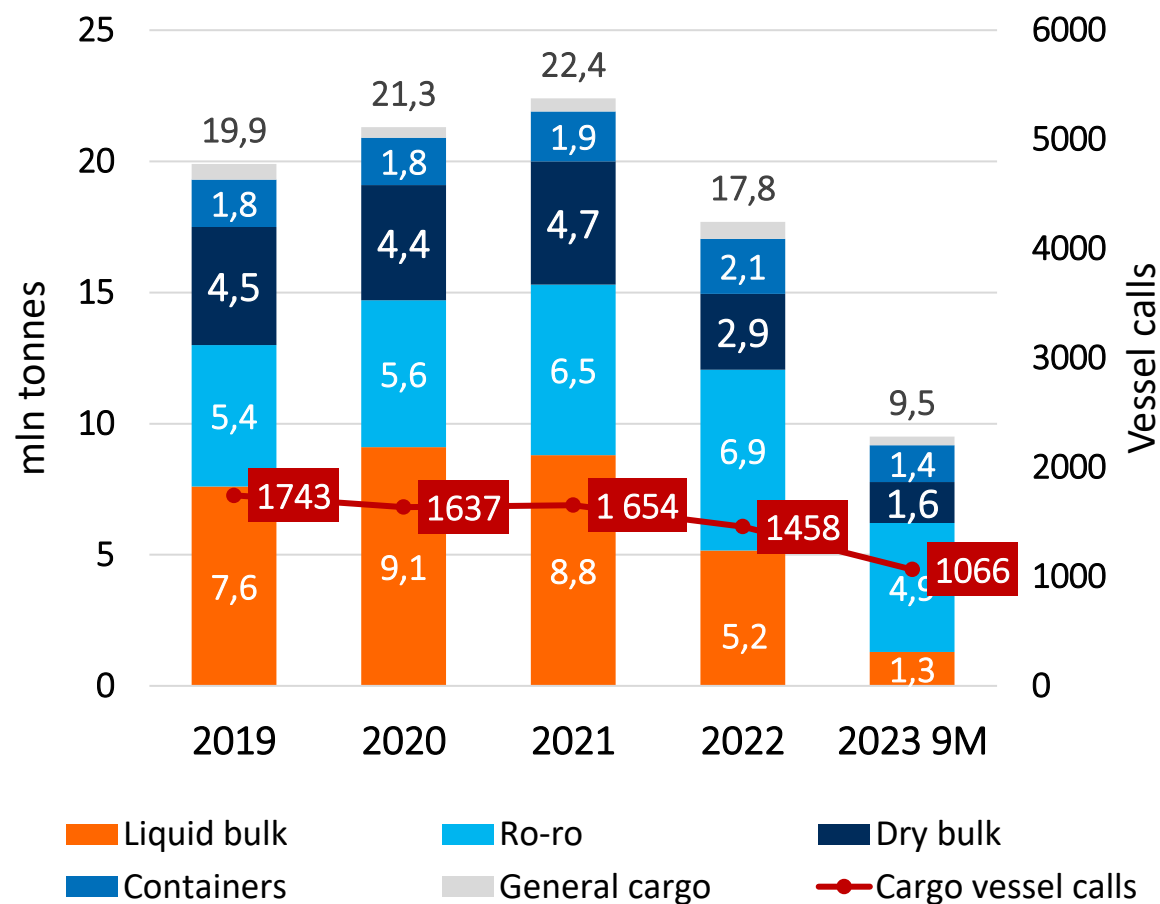


Passenger harbours' performance

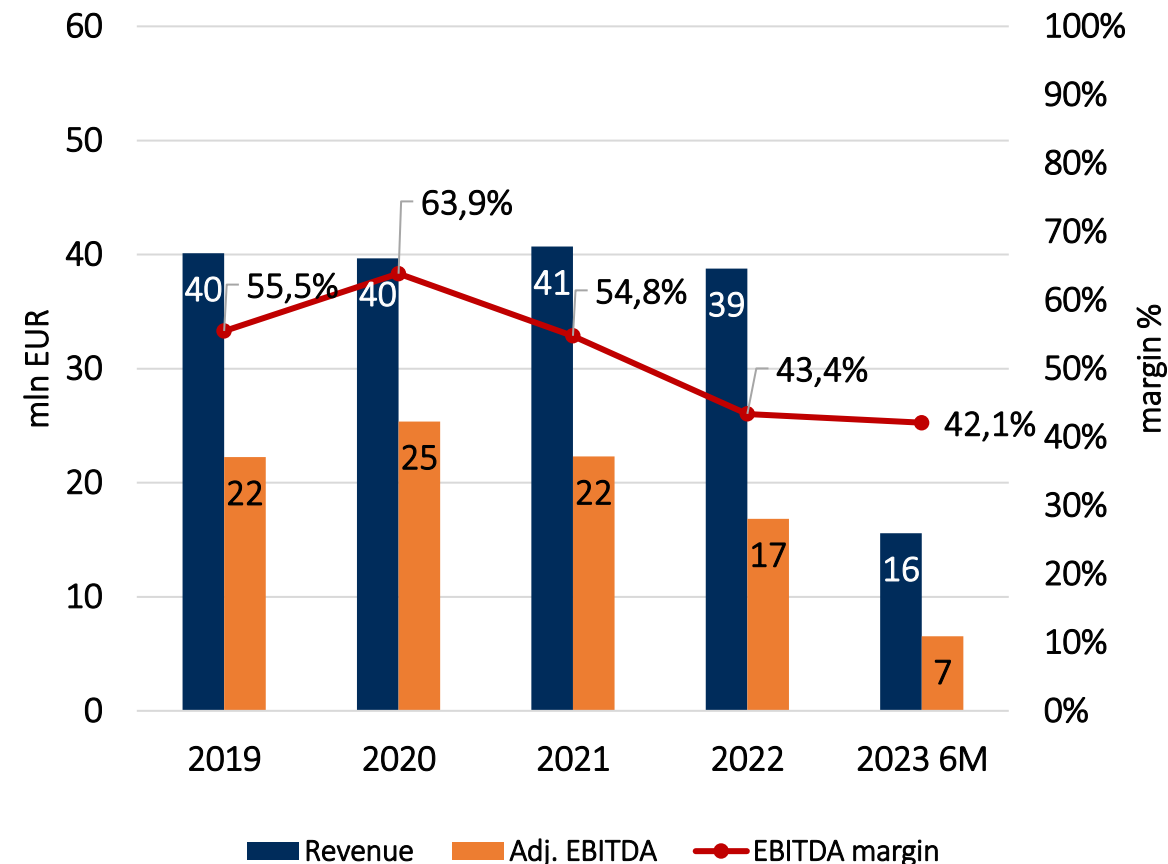


Cargo volume and harbours

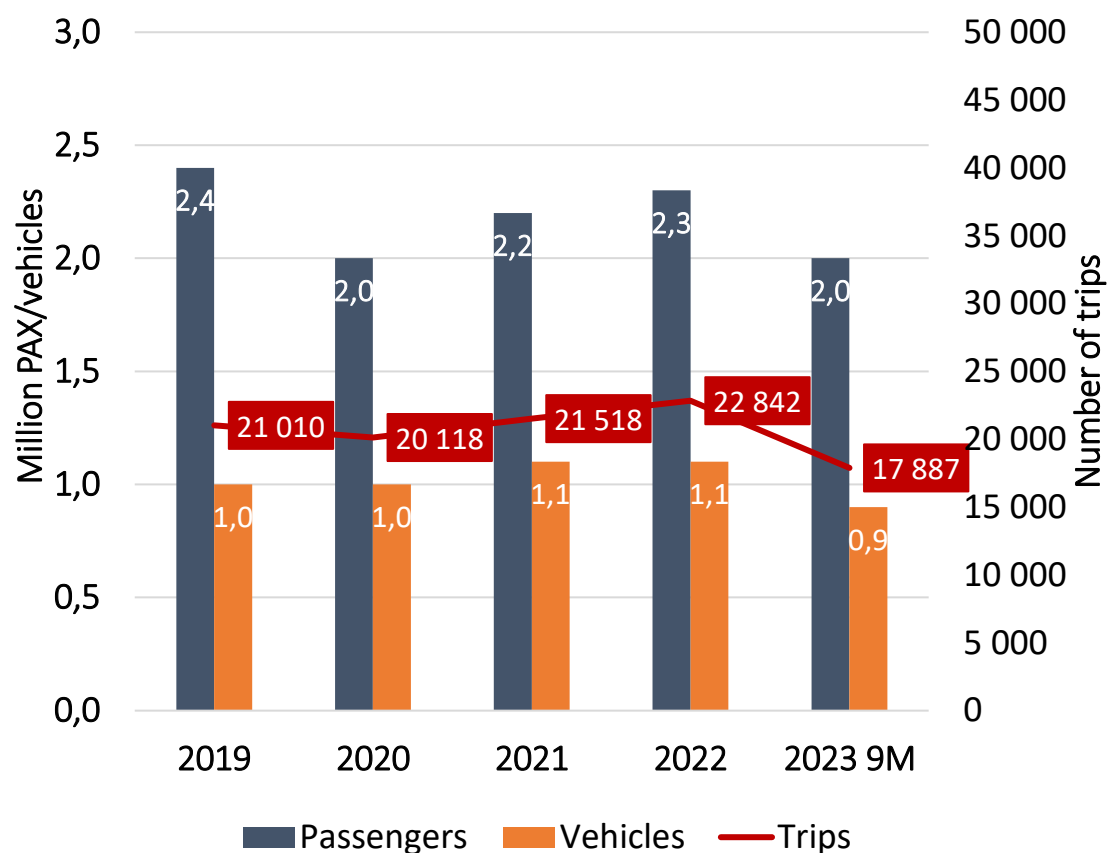
Cargo volume



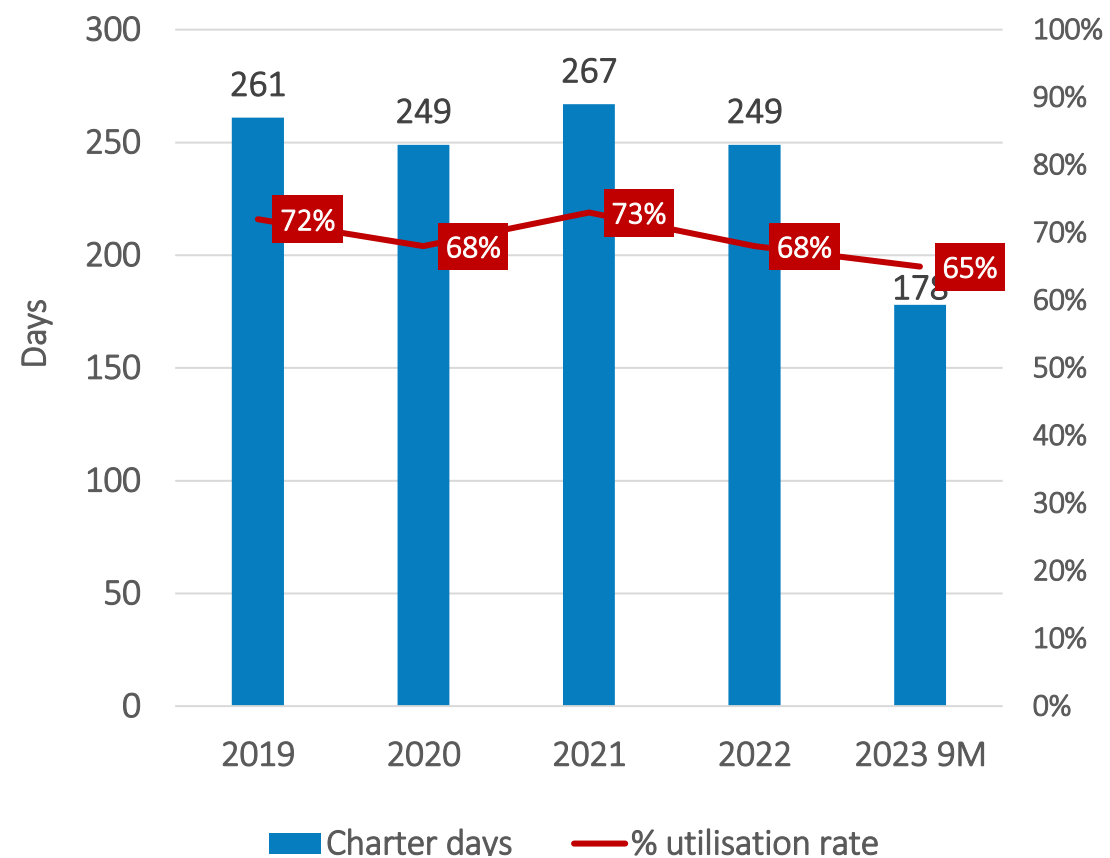
Cargo harbours' performance



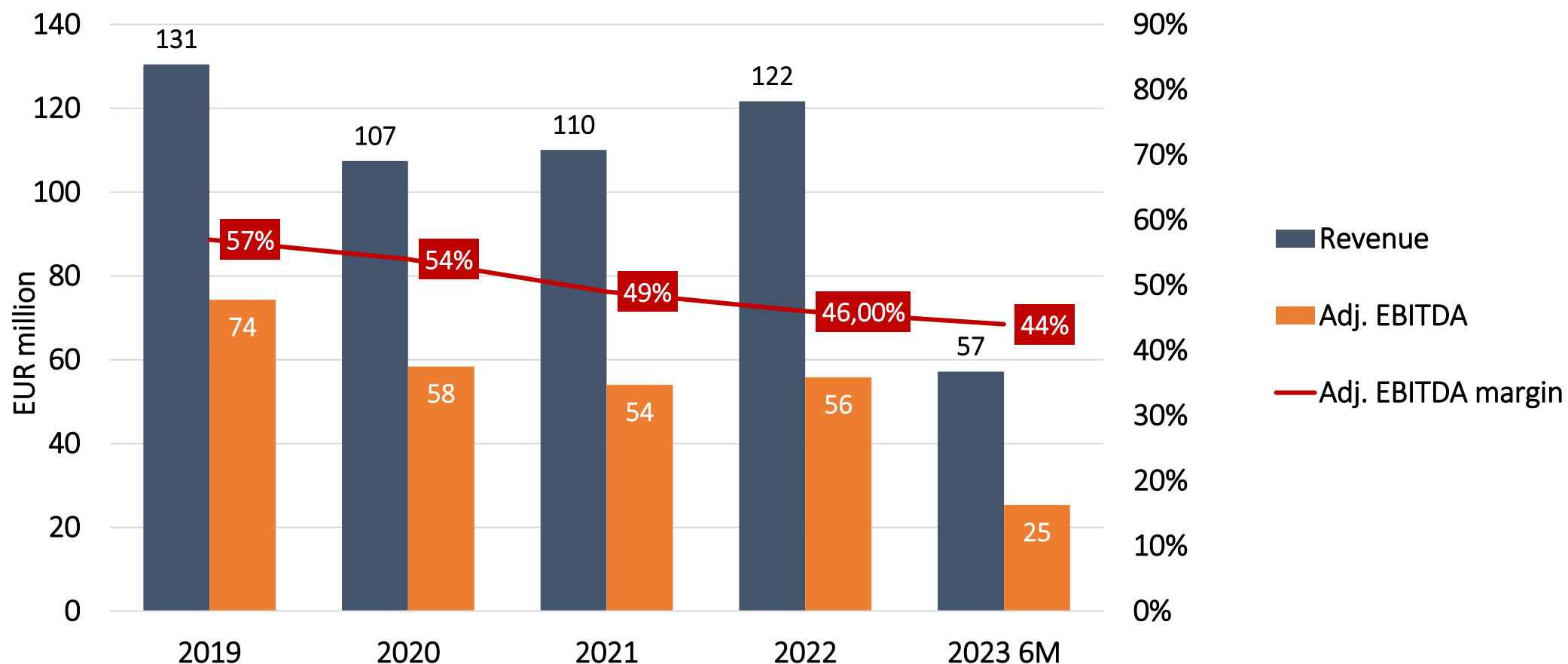
Ferry operations



MPSV Botnica charter



Revenue and profitability



An architectural rendering of the Tallinn Sadam development, featuring a large, modern, sail-shaped building and a waterfront promenade with trees and walkways. A large cruise ship is docked in the background, and a small boat is in the foreground. The entire scene is overlaid with a blue tint.

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Quo vadis, Tallinn Sadam?

Valdo Kalm
CEO

Our vision

The vision of the Port of Tallinn is to be the **most innovative port in the Baltic Sea**, as innovation and environmental friendliness create a **competitive advantage**.



Business strategy

- Find sustainable growth opportunities in all four business areas
- To ensure a stable shareholder's income, to fulfill the dividend policy
- Responsible business and organizational culture
- To become the hub of the green infrastructure of the Baltic Sea

An aerial photograph of a harbor area, likely in Tallinn, Estonia, showing a marina with many sailboats, industrial buildings, and a bridge in the background. The entire image is covered with a semi-transparent blue filter.

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Future vision

Port 2030+

- Marine Single Window 4.0
- Intelligent port partner platform Smart Port 4.0
- Automated management of port infrastructure
- Port digital twin
- Alternative energy sources
- Climate neutral Port of Tallinn
- Value proposition based marketing and sales



Cargo

- Multimodal port
- North-South stream and growing Scandinavian oriented ro-ro, Rail Baltic
- Construction and maintenance base of wind farms
- Alternative fuels' terminals
- Near-shoring and new trade logistics
- Production of technological components in Muuga and Paldiski industrial parks



Passengers

- Tallinn-Helsinki green corridor
- Tallinn-Stockholm green corridor
- Joint marketing of the cruise region
- Modern and sustainable passenger terminals - renovating passenger terminal A



Shipping

- Offshore business development
- Offshore windfarms maintenance fleet
- Hybrid and electric vessels

The background is a blue-tinted photograph of a harbor. On the left, a tall, modern, sail-like structure stands prominently. In the center, a large cruise ship is docked at a pier. The water is calm, reflecting the sky and the structures. The overall atmosphere is serene and modern.

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Real estate development in the Old City Harbour

Piret Üts
Real estate business manager

Old City Harbour area (yellow)

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Area of port operations and real estate development

blue – port operations/ orange – RE development



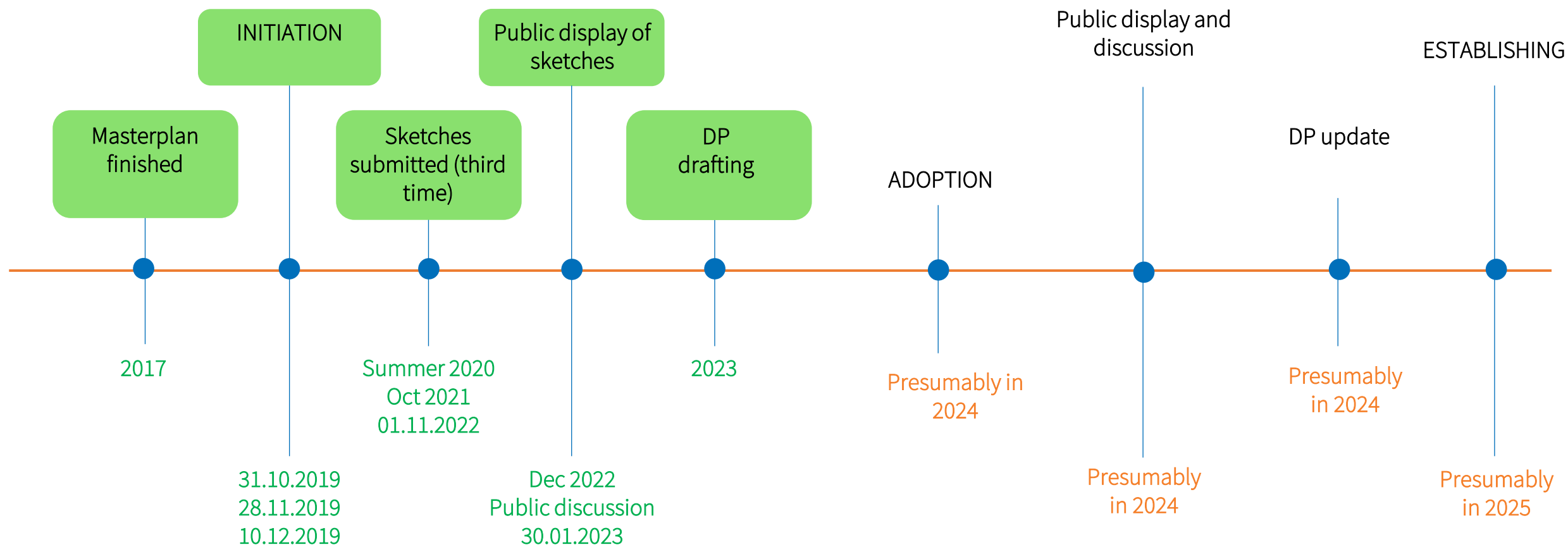
Six detailed plans
are in process



Detailed plans in process

1. Terminal A DP
2. Northern part DP
3. Admiralty DP
4. Terminal D DP
5. Southern part DP
6. Tuukri str. 17, 19, 19a etc. DP
(new elementary school plot)





Detailed plan (DP) process

Role of Port of Tallinn

- The owner's long-term view
- Finding a balance - port activity and urban spaces
- Examples from the best solutions in European cities
- Direction indicator throughout the development



Role of Port of Tallinn

Buildings and areas related to
port activities

- The port as real estate developer and future property owner.

Commercial buildings (for example hotel, office, trade center, entertainment, etc.)

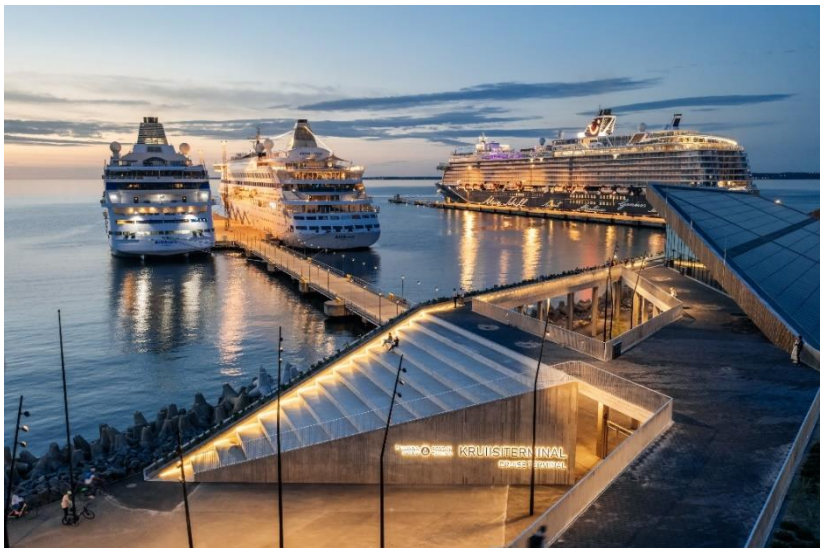
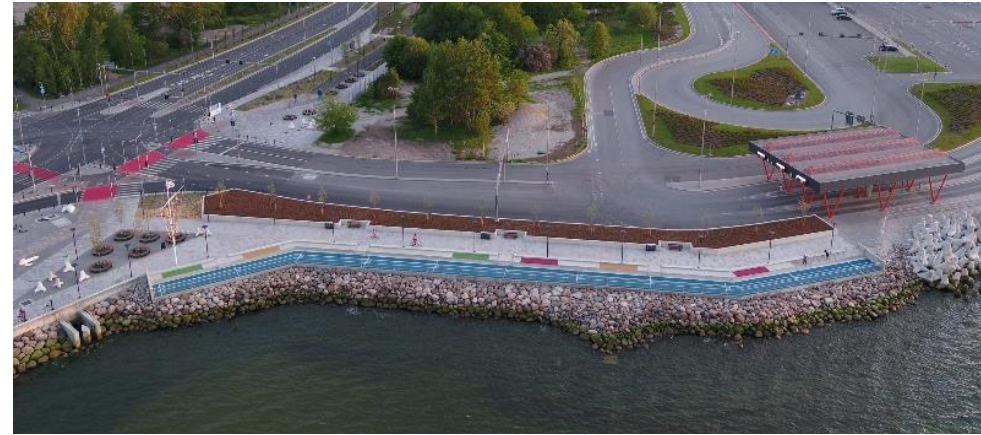
- Setting building rights
- Partnership (joint venture)
- Real estate developer

Apartment buildings

- Preferably setting building rights



Completed in 2020-2022



The background image shows a boat moving across a body of water, leaving a white wake. A flag is visible on the right side of the boat. In the foreground, the backs of two people are visible as they look out over the water. The entire image is covered with a semi-transparent blue filter.

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Values and principles

New linear park through Old City Harbour

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Connecting green areas of the city



- Opening city to the sea
- All in one area
 - Apartments, offices, business
 - Culture, education and entertainment
 - service, small shops and cafes on the lower floors of the buildings



New level of mobility service:

- sidewalks and cycling paths
- Public transport
- Car use as service



Use of renewable
energy sources,
including seawater-based
heating and cooling.

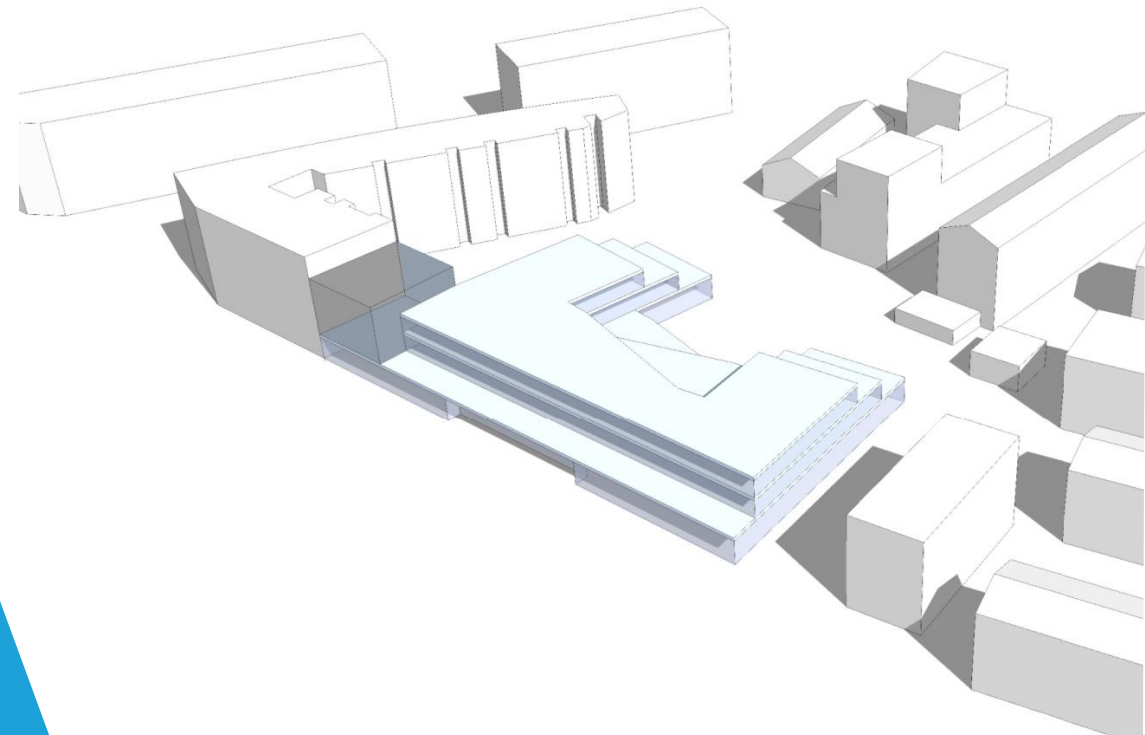
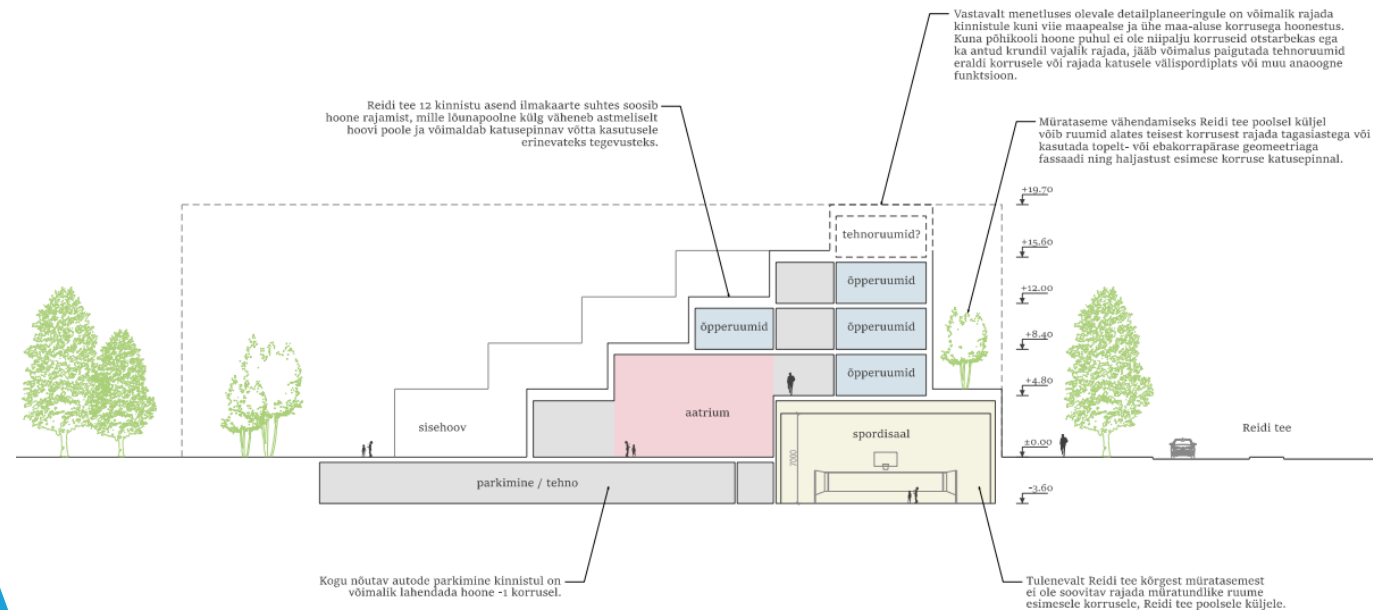


A diverse and
carefully designed
public space



Planning a new school

- The obligation to provide a plot (plots) for the use of the designated municipal educational institution(s) of the city of Tallinn - results from the order for the initiation of the DP
- Reid Road 12 plot is a suitable location for an elementary school agreed with the Tallinn city planning department.
- We are planning a plot with building rights within the Tuukri DP (no. DP038310).



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The port and living environment



Smart Port



Co-financed by the European Union
Connecting Europe Facility

Onshore power for ships in Old City Harbour



Automooring in Old City Harbour



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New business opportunities

Margus Vihman
CCO / member of the management board

Development of container and ro-ro lines

- Increasing North-South cargo flows,
- Routing trucks from the city center to Muuga and Paldiski
- Muuga second floor ramp - faster and more environmentally friendly service ramp
- Additional trips
- Marketing and sales to get new operators

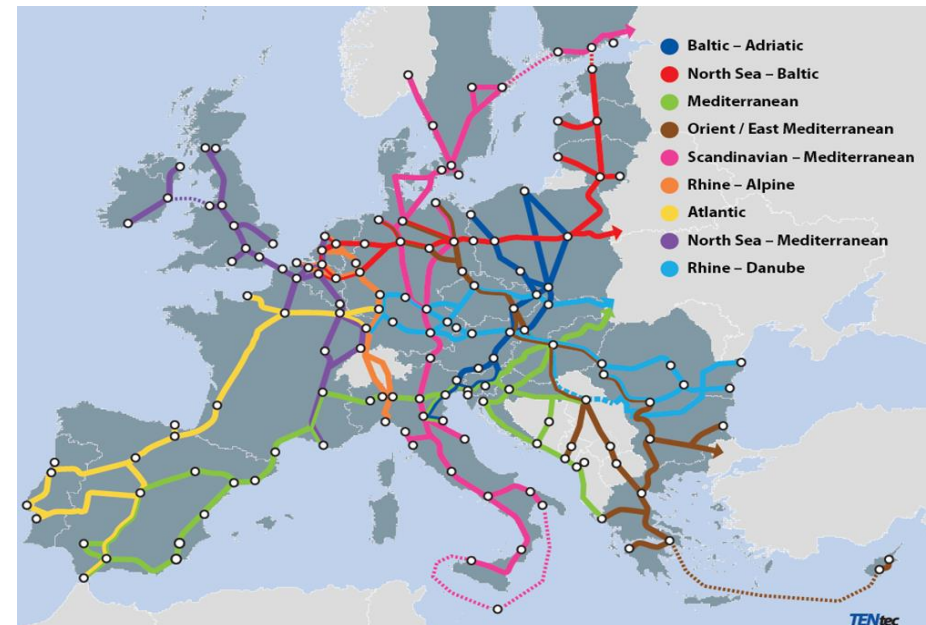


Rail Baltic freight station

North-South trade

- Loading possibilities from sea, road and rail transport
- Capacity 4-5 mln tonnes of cargo per year
- Serves 1435 mm and 1520 mm gauge railway

- Design in updating
- Construction planned 2025-2027
- Financed by Connecting Europe Facility (CEF I)



Paldiski South Harbour: offshore wind farm construction and maintenance port

- Quay length: 310 m
- Hinterland area: 10 ha
- Investment ca EUR 53 million
- Co-financed by European Commission project EstMilMob EUR 20 million
- Adding value to the construction and maintenance of offshore wind farms





Paldiski South Harbour industrial park

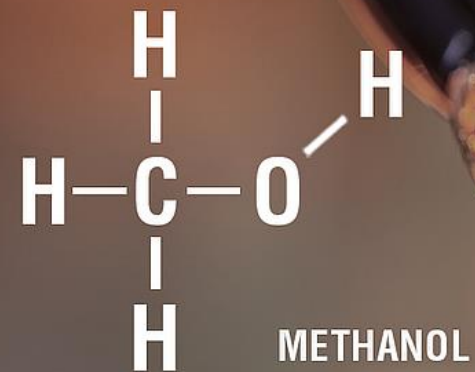
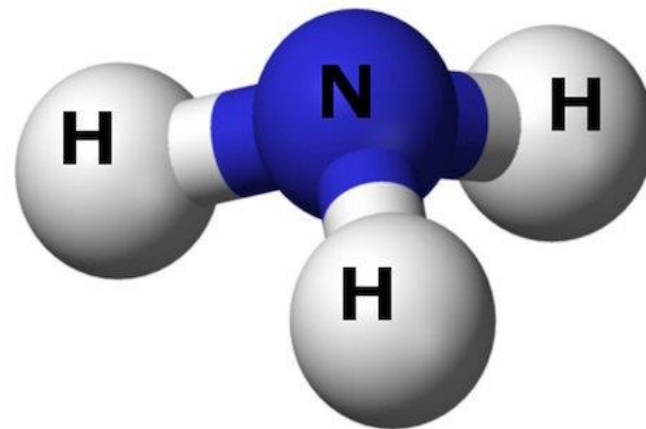
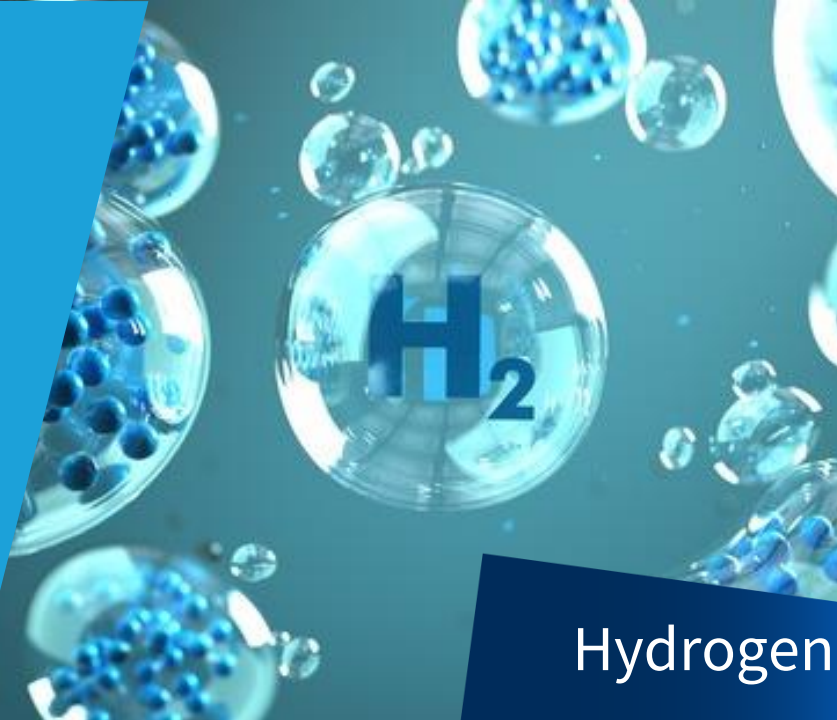
Muuga Industrial Park

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- Territory 76 ha
- Detail planning in place
- Communications to the border of plots
- In the heart of supply chains



Alternative fuels in maritime and logistics



Ukrainian grain and project based cargo

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Helsinki-Tallinn

9 million passengers
2 million vehicles

Vuosaari-Muuga

150 000 passengers
130 000 vehicles



Focus areas:

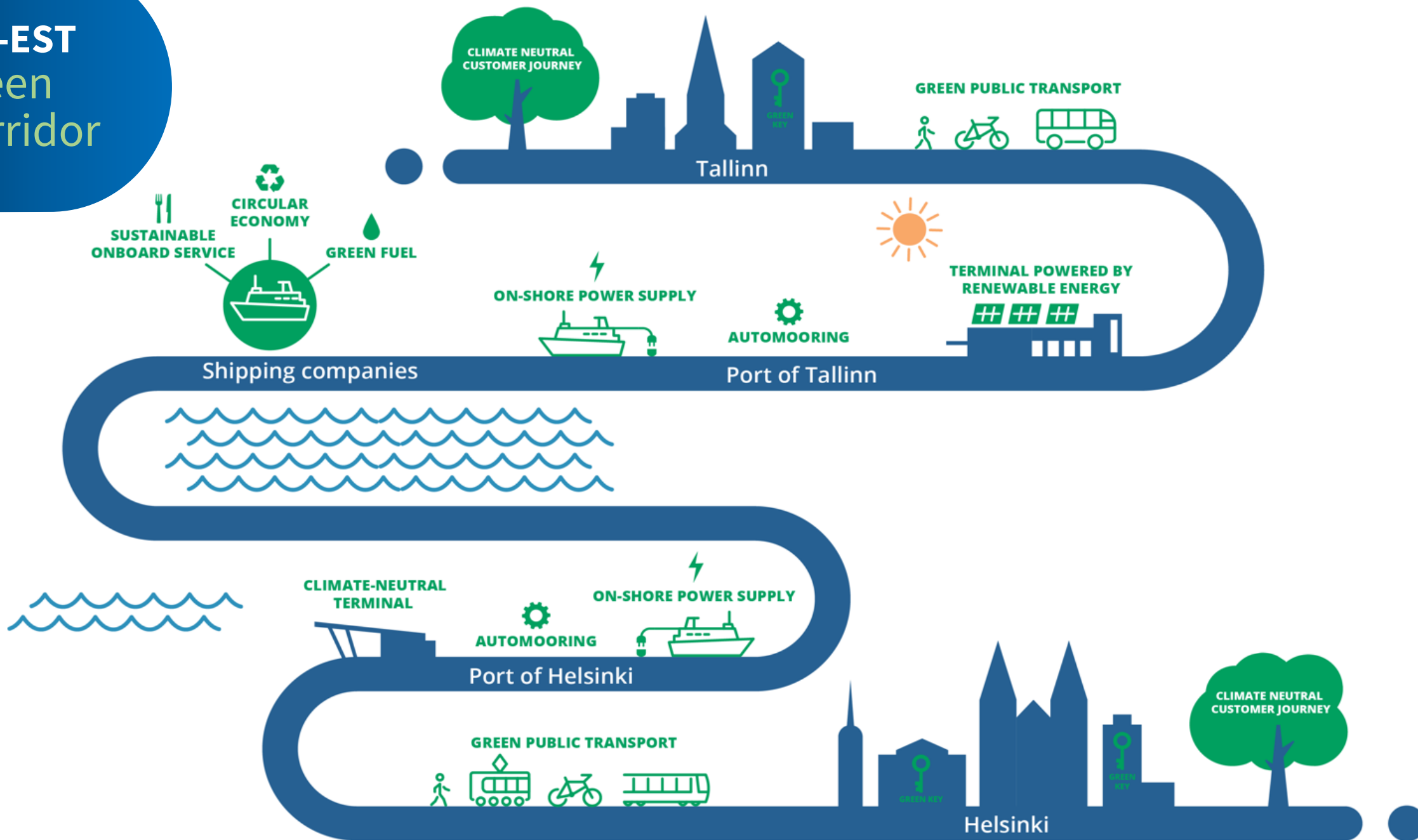
- Green cities, sustainable tourism infrastructure and green transport
- Sustainable port infrastructure and green energy
- Sustainable port operations and services
- Green shipping and sustainable onboard services

FIN-EST Green Corridor

Outcome:

- Roadmap towards climate neutrality by activities of the partners
- More sustainable passenger and cargo traffic between Finland and Estonia
- Enhancing the sustainability of destinations and marine operations to foster the future growth of tourism streams and regional economies
- Increased joint partnership for relevant funding solutions towards green transition
- Increased joint partnership with academic and applied science institutions

FIN-EST Green Corridor





CruiseBaltic

Joint marketing of cruise region

- Visits
- Fairs and conferences
- FAM-tours
- Marketing materials
- Digital marketing



An aerial night-time rendering of a modern port terminal development. The scene features several large cruise ships docked at a long pier. In the foreground, a large, modern terminal building with a curved, illuminated roof is visible. To the right, a marina is filled with numerous sailboats. The surrounding area includes parking lots, walkways, and other buildings, all illuminated by warm lights. A large blue diagonal shape is overlaid on the left side of the image, containing the text.

A-terminal area development

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NASDAQ
BALTIC AWARDS



2021 INVESTOR RELATIONS
OF THE YEAR