

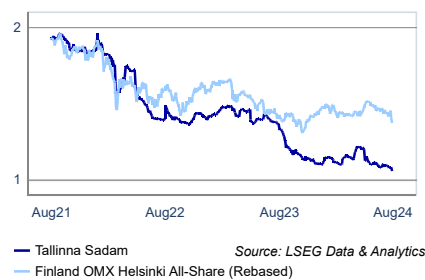
## Tallinna Sadam

Business Services  
Estonia

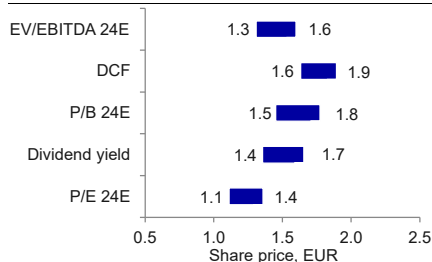
## KEY DATA

Stock country	Estonia
Bloomberg	TSM1T ET
Reuters	TSM1T.TL
Share price (close)	EUR 1.06
Free float	33%
Market cap. (bn)	EUR 0.28/EUR 0.28
Website	www.ts.ee
Next report date	12 Aug 2024

## PERFORMANCE



## VALUATION APPROACH (EUR/SHARE)



## ESTIMATE CHANGES

Year	2024E	2025E	2026E
Sales	-1%	-2%	-1%
EBIT (adj)	-1%	-4%	-4%

Source: Nordea estimates

## Nordea IB &amp; Equity - Analysts

Pasi Väisänen  
Director

## A relatively stable year expected ahead

We expect positive group revenue growth in Q2 after a decline for the last four quarters on a y/y basis. On average, we expect 2024 to be a year in line with 2022-23 in terms of net sales. The equity story is built more upon medium-term growth areas rather than just a stable 2024. Ongoing growth projects include property development, the Paldiski harbour and possible construction of its own support vessel. Our valuation approach for Tallinna Sadam is based on the combination of our DCF model and a peer group comparison. Our estimated fair value range is EUR 1.4-1.7.

## Number of vessel calls was about the same in Q2 as last year

The number of passengers increased by 1% while total cargo tonnes declined by 1% in Q2 y/y. Liquid bulk volumes reached an all-time low in Q2 but ro-ro traffic increased by 8% in Q2 y/y. We expect the Other segment to be a positive surprise in Q2 because Botnica had high utilisation ratios in the quarter. Overall, we model Q2 net sales of EUR 30.4m, indicating 5.7% y/y revenue growth. We estimate an EBITDA margin of 50% for Q2 (Q1: 46%) and 3% y/y sales growth with a 45% EBITDA margin for the full year.

## Several growth projects underway

Major news in H2 2024 could be related to a final investment decision of the offshore service vessel and to the launch of a property development project in Old City Harbour. The timing of the company's property development projects has depended on the granting of relevant approvals. An FID of service vessels is also such a big investment (EUR ~80m) that it needs to be carefully evaluated with different cash flow scenarios.

## Valuation below the sector median

Long-term risks came down in April 2024 when Tallinna Sadam expanded its contract with the state to provide domestic ferry services between Estonia's mainland and its biggest islands. However, a strong growth path is still missing, which is why a small valuation discount compared to the peer group median could remain. The stock is trading at a 2024E P/BV of 0.7x compared to its historical average of 1.2x (2018-23) and the peer group average of 1.3x. The government of Estonia is considering reducing its ownership in Tallinna Sadam to 51%. We believe that final transaction could happen after the latest investment in Paldiski is ready in mid-2025.

## SUMMARY TABLE - KEY FIGURES

EURm	2020	2021	2022	2023	2024E	2025E	2026E
Total revenue	107	110	122	117	120	125	129
EBITDA (adj)	60	55	56	50	55	58	60
EBIT (adj)	36	30	31	25	31	32	34
EBIT (adj) margin	33.1%	27.0%	25.3%	21.1%	25.4%	25.8%	26.6%
EPS (adj, EUR)	0.11	0.10	0.09	0.06	0.08	0.08	0.09
EPS (adj) growth	-35.8%	-10.2%	-3.2%	-37.7%	28.6%	2.6%	10.1%
DPS (ord, EUR)	0.08	0.10	0.07	0.07	0.07	0.07	0.08
EV/Sales	6.1	6.0	4.3	3.8	3.6	3.4	3.2
EV/EBIT (adj)	18.5	22.1	16.8	17.8	14.2	13.3	12.1
P/E (adj)	16.6	19.1	15.1	19.2	14.1	13.7	12.5
P/BV	1.3	1.3	1.0	0.8	0.7	0.7	0.7
Dividend yield (ord)	4.3%	5.2%	5.1%	6.5%	6.9%	6.6%	7.2%
FCF Yield bef A&D, lease	4.1%	7.8%	13.9%	9.0%	2.7%	8.2%	11.1%
Net debt	185	168	143	142	153	150	137
Net debt/EBITDA	3.1	3.1	2.5	2.8	2.8	2.6	2.3
ROIC after tax	5.2%	4.4%	4.6%	3.8%	4.6%	4.8%	5.1%

Source: Company data and Nordea estimates

# Quarterly estimates by segment

## QUARTERLY SEGMENT ESTIMATES (EURm)

	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24	Q2 24E	Q3 24E	Q4 24E
<b>Passenger harbours</b>												
Sales (EURm)	6.0	10.7	13.0	8.1	8.0	10.0	10.7	8.8	7.5	10.3	11.4	9.4
Sales growth (%)	21%	88%	34%	-3%	33%	-7%	-17%	8%	-6%	3%	6%	7%
Adj. EBIT (EURm)	0.6	4.5	5.6	0.2	1.2	3.9	4.3	2.4	1.5	3.9	4.6	2.6
Adj. EBIT margin (%)	10%	42%	43%	3%	15%	39%	40%	28%	20%	38%	40%	27%
<b>Cargo harbours</b>												
Sales (EURm)	9.7	9.9	9.4	9.9	7.9	7.7	7.2	8.0	7.8	8.0	7.6	8.4
Sales growth (%)	1%	0%	-14%	-5%	-18%	-22%	-23%	-19%	-2%	4%	6%	5%
Adj. EBIT (EURm)	3.1	3.0	1.5	0.9	1.2	1.1	0.5	0.3	1.6	1.2	0.5	0.5
Adj. EBIT margin (%)	32%	31%	16%	9%	16%	15%	7%	4%	21%	15%	7%	6%
<b>Ferry segment</b>												
Sales (EURm)	7.4	8.8	10.2	8.3	8.4	9.4	10.4	8.5	8.6	9.7	10.8	8.8
Sales growth (%)	9%	13%	18%	12%	13%	7%	2%	2%	2%	3%	4%	4%
Adj. EBIT (EURm)	1.8	2.5	3.0	1.6	2.4	2.7	3.1	1.5	2.0	2.8	3.4	2.0
Adj. EBIT margin (%)	24%	28%	30%	20%	28%	29%	30%	18%	23%	29%	31%	22%
<b>Other</b>												
Sales (EURm)	3.7	1.0	3.8	1.9	4.0	1.7	3.1	2.8	4.1	2.4	2.5	2.9
Sales growth (%)	2%	4%	22%	-17%	10%	76%	-17%	48%	2%	43%	-20%	3%
Adj. EBIT (EURm)	1.8	-0.8	1.8	-0.1	2.0	-2.0	-0.5	0.4	1.9	1.2	0.4	0.6
Adj. EBIT margin (%)	48%	-88%	47%	-6%	49%	-116%	-15%	15%	45%	47%	15%	21%
<b>Group</b>												
Sales (EURm)	26.8	30.4	36.3	28.2	28.4	28.8	31.4	28.0	27.9	30.4	32.3	29.5
Sales growth (%)	7%	25%	13%	-1%	6%	-5%	-13%	-1%	-2%	6%	3%	5%
Adj. EBITDA (EURm)	13.5	15.4	18.0	9.0	13.6	11.7	13.5	10.4	12.7	15.1	14.9	11.7
Adj. EBITDA margin (%)	50%	51%	50%	32%	48%	41%	43%	37%	46%	50%	46%	40%
Adj. EBIT (EURm)	7.2	9.1	11.8	2.6	6.8	5.8	7.4	4.6	7.0	9.0	8.9	5.6
Adj. EBIT margin (%)	27%	30%	33%	9%	24%	20%	24%	17%	25%	30%	27%	19%
Net financials	-0.3	-0.3	-0.4	-0.9	-1.1	-1.5	-1.7	-1.8	-1.8	-1.9	-2.0	-2.0
PTP	7.0	8.8	11.5	1.7	5.7	4.3	5.7	2.8	5.2	7.2	6.9	3.6
Net result adj.	7.0	4.7	11.5	1.8	5.7	1.4	5.7	2.8	5.2	4.2	6.9	3.6
Net result	7.0	4.7	11.5	1.8	5.7	1.4	5.7	2.8	5.2	4.2	6.9	3.6
EPS adj. (EUR)	0.03	0.02	0.04	0.01	0.02	0.01	0.02	0.01	0.02	0.02	0.03	0.01
EPS (EUR)	0.03	0.02	0.04	0.01	0.02	0.01	0.02	0.01	0.02	0.02	0.03	0.01

Source: Company data and Nordea estimates

# Annual estimates by segment

## ANNUAL SEGMENT ESTIMATES (EURm)

	2017	2018	2019	2020	2021	2022	2023	2024E	2025E
<b>Passenger harbours</b>									
Sales (EURm)	49.9	49.9	49.8	19.0	28.8	37.9	37.5	38.6	40.3
Sales growth (%)		0%	0%	-62%	51%	32%	-1%	3%	4%
Adj. EBIT (EURm)	28.8	26.4	26.4	-0.5	6.7	10.9	11.8	12.5	13.5
Adj. EBIT margin (%)	58%	53%	53%	-3%	23%	29%	31%	32%	33%
<b>Cargo harbours</b>									
Sales (EURm)	39.8	41.7	40.1	38.5	40.7	38.8	30.8	31.8	33.3
Sales growth (%)		5%	-4%	-4%	6%	-5%	-21%	3%	5%
Adj. EBIT (EURm)	15.1	15.5	14.2	11.1	13.6	8.4	3.2	3.8	4.3
Adj. EBIT margin (%)	38%	37%	35%	29%	33%	22%	10%	12%	13%
<b>Ferry segment</b>									
Sales (EURm)	27.1	30.1	30.8	29.4	30.7	34.8	36.7	37.9	39.4
Sales growth (%)		11%	2%	-5%	4%	13%	6%	3%	4%
Adj. EBIT (EURm)	3.5	7.4	8.3	8.1	6.6	8.9	9.7	10.2	10.8
Adj. EBIT margin (%)	13%	25%	27%	28%	21%	26%	27%	27%	28%
<b>Other</b>									
Sales (EURm)	4.6	8.9	9.8	9.5	9.9	10.3	11.7	11.9	11.9
Sales growth (%)		95%	9%	-3%	5%	4%	13%	2%	0%
Adj. EBIT (EURm)	-7.1	2.3	2.9	1.9	2.9	2.6	-0.1	4.0	3.6
Adj. EBIT margin (%)	-154%	25%	29%	20%	29%	25%	-1%	33%	30%
<b>Group</b>									
Sales (EURm)	121.3	130.6	130.5	107.4	110.1	121.7	116.6	120.2	124.9
Sales growth (%)		8%	0%	-18%	3%	11%	-4%	3%	4%
Adj. EBITDA (EURm)	66.7	74.4	74.7	59.7	54.5	56.1	50.0	55.0	57.7
Adj. EBITDA margin (%)	55%	57%	57%	56%	50%	46%	43%	46%	46%
Adj. EBIT (EURm)	40.3	52.1	51.7	35.6	29.8	30.8	24.6	30.5	32.2
Adj. EBIT margin (%)	33%	40%	40%	33%	27%	25%	21%	25%	26%
Net financials	-1.6	-1.5	-1.5	-2.1	-0.9	-1.8	-6.2	-7.7	-8.9
PTP	38.7	50.6	50.2	33.4	28.9	29.0	18.4	22.8	23.4
Net result adj.	26.8	24.4	44.4	28.5	25.6	24.8	15.4	19.9	20.4
Net result	26.8	24.4	44.4	28.5	25.6	24.8	15.4	19.9	20.4
EPS adj. (EUR)	0.10	0.11	0.17	0.11	0.10	0.09	0.06	0.08	0.08
EPS (EUR)	0.10	0.11	0.17	0.11	0.10	0.09	0.06	0.08	0.08

Source: Company data and Nordea estimates

# Peer group financials and valuation

## PEER GROUP FINANCIALS

	Sales (EURm)				Sales growth				EBIT margin			
	2022	2023	2024E	2025E	2022	2023	2024E	2025E	2022	2023	2024E	2025E
Shanghai International Port Group	5,050	4,794	5,002	5,139	9%	1%	10%	3%	37%	28%	23%	24%
Hamburger Hafen und Logistik	1,578	1,447	1,619	1,700	8%	-8%	9%	5%	13%	9%	12%	13%
Adani Ports	2,038	2,341	2,969	3,350	36%	22%	28%	16%	48%	44%	47%	47%
China Merchants Port Holdings	1,501	1,332	1,442	1,504	6%	-8%	2%	4%	36%	40%	36%	36%
Qube Holdings	1,635	1,749	2,033	2,146	27%	15%	10%	7%	9%	9%	10%	10%
COSCO SHIPPING Ports	1,347	1,318	1,438	1,513	19%	1%	6%	5%	19%	23%	18%	18%
Abu Dhabi Ports Company	1,399	2,882	4,235	4,768	41%	112%	40%	13%	30%	18%	16%	17%
Vegetexco Port	512	467	n.a.	n.a.	25%	-3%	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Sociedad Matriz SAAM	432	489	n.a.	n.a.	13%	17%	n.a.	n.a.	15%	13%	n.a.	n.a.
Ocean Wilsons Holdings	411	441	498	550	11%	11%	17%	10%	26%	25%	29%	30%
Wilson Sons Holdings Brasil	402	453	491	530	6%	7%	13%	8%	26%	28%	29%	30%
Dalrymple Bay Infrastructure	399	404	406	417	24%	5%	10%	3%	37%	37%	36%	36%
Isewan Terminal Service	387	486	n.a.	n.a.	25%	34%	n.a.	n.a.	6%	8%	n.a.	n.a.
Santos Brasil Participacoes	341	399	485	556	26%	11%	39%	15%	29%	35%	42%	45%
Westshore Terminals Investment	201	261	240	239	-14%	30%	-2%	0%	39%	45%	37%	37%
Saudi Industrial Services	247	387	263	285	1%	61%	0%	8%	26%	34%	21%	23%
Touage Investissements Reunies	211	n.a.	n.a.	n.a.	25%	n.a.	n.a.	n.a.	14%	n.a.	n.a.	n.a.
Alexandria Container and Cargo	145	147	115	162	19%	75%	30%	40%	60%	72%	n.a.	n.a.
Sun Kwang	128	130	n.a.	n.a.	6%	8%	n.a.	n.a.	16%	21%	n.a.	n.a.
China Container Terminal	96	93	n.a.	n.a.	2%	n.a.	n.a.	n.a.	11%	9%	n.a.	n.a.
Fushiki Kairiku Unso	86	83	n.a.	n.a.	-1%	7%	n.a.	n.a.	6%	10%	n.a.	n.a.
Gujarat Pipavav Port	89	103	110	117	1%	23%	8%	10%	39%	42%	44%	48%
Namyong Terminal	39	46	44	45	9%	20%	1%	2%	27%	33%	38%	n.a.
<b>Group median</b>					<b>11%</b>	<b>11%</b>	<b>10%</b>	<b>8%</b>	<b>26%</b>	<b>28%</b>	<b>29%</b>	<b>30%</b>
Tallinna Sadam (Nordea)	122	117	120	125	11%	-4%	3%	4%	25%	21%	25%	26%
<b>diff. from median (pp)</b>					<b>0</b>	<b>-15</b>	<b>-7</b>	<b>-4</b>	<b>-1</b>	<b>-7</b>	<b>-4</b>	<b>-4</b>

Source: Company data, LSEG Data & Analytics and Nordea estimates

## PEER GROUP VALUATION (x)

	P/E				EV/EBIT				P/B			
	2022	2023	2024E	2025E	2022	2023	2024E	2025E	2022	2023	2024E	2025E
Shanghai International Port Group	77.8	3.5	n.a.	n.a.	37.4	8.3	n.a.	n.a.	2.3	0.3	n.a.	n.a.
Hamburger Hafen und Logistik	9.7	63.1	15.7	13.5	6.5	16.3	11.0	9.6	1.7	1.6	1.4	1.4
Adani Ports	34.2	25.7	33.8	29.9	27.7	19.6	28.0	25.8	7.7	7.1	6.1	5.1
China Merchants Port	5.7	6.9	7.4	7.0	20.9	20.7	19.5	18.7	0.4	0.4	0.4	0.4
Qube Holdings	45.1	35.2	44.2	31.2	11.0	11.3	17.2	14.3	1.1	1.1	1.7	1.7
COSCO SHIPPING Ports	8.7	7.7	6.3	6.1	25.2	24.9	21.9	20.6	0.3	0.4	0.2	0.2
Abu Dhabi Ports Company	n.a.	30.3	20.4	14.8	24.6	29.8	16.5	13.6	n.a.	1.2	1.1	1.0
Intergis Co	7.6	4.2	7.8	n.a.	2.5	0.9	1.4	n.a.	0.5	0.4	0.4	n.a.
Vegetexco Port	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Sociedad Matriz SAAM	7.6	10.9	n.a.	n.a.	13.3	14.5	n.a.	n.a.	0.6	0.5	n.a.	n.a.
Ocean Wilsons Holdings	38.3	28.6	24.1	23.6	31.7	26.1	25.1	23.0	2.1	2.1	2.1	2.0
Wilson Sons Holdings Brasil	13.1	18.6	16.0	14.0	9.4	12.5	11.0	10.0	0.6	n.a.	n.a.	n.a.
Dalrymple Bay Infrastructure	17.5	18.0	23.2	20.9	12.5	12.2	12.7	12.2	1.3	1.3	2.2	3.2
Isewan Terminal Service	17.2	11.0	6.7	6.6	14.1	11.1	6.6	6.3	1.1	1.1	1.0	1.0
Santos Brasil Participacoes	14.8	15.9	15.5	13.1	12.7	12.3	10.5	8.7	5.4	5.2	5.2	6.1
Westshore Terminals Investment	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Saudi Industrial Services	41.3	58.4	n.a.	n.a.	18.9	10.2	n.a.	n.a.	1.0	0.9	n.a.	n.a.
Touage Investissements Reunies	20.9	14.5	15.3	14.5	14.9	11.1	12.9	12.7	2.0	1.9	0.0	0.0
Alexandria Container and Cargo	5.5	7.7	12.9	8.9	5.2	8.1	n.a.	n.a.	2.1	4.5	n.a.	n.a.
Sun Kwang	n.a.	n.a.	n.a.	n.a.	45.4	93.9	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
China Container Terminal	21.6	32.5	n.a.	n.a.	24.3	31.7	n.a.	n.a.	1.0	1.1	n.a.	n.a.
Fushiki Kairiku Unso	8.3	6.2	n.a.	n.a.	10.8	6.4	n.a.	n.a.	0.3	0.4	n.a.	n.a.
Gujarat Pipavav Port	18.7	18.0	30.0	24.0	10.1	12.2	20.2	18.6	4.9	4.8	4.9	5.1
Namyong Terminal	n.a.	8.1	7.9	6.7	6.8	7.5	6.0	5.3	0.7	0.9	n.a.	n.a.
Sakurajima Futo Kaisha	7.2	8.6	10.3	10.6	15.7	13.3	18.7	17.6	1.3	1.1	0.9	0.8
<b>Group median</b>	<b>16.0</b>	<b>15.2</b>	<b>15.5</b>	<b>13.7</b>	<b>14.1</b>	<b>12.3</b>	<b>14.7</b>	<b>13.6</b>	<b>1.1</b>	<b>1.1</b>	<b>1.3</b>	<b>1.4</b>
Tallinna Sadam (Nordea)	15.1	19.2	14.1	13.7	16.8	17.8	13.6	12.1	1.0	0.8	0.7	0.6
<b>diff. from average</b>	<b>-6%</b>	<b>26%</b>	<b>-9%</b>	<b>0%</b>	<b>19%</b>	<b>45%</b>	<b>-8%</b>	<b>-11%</b>	<b>-13%</b>	<b>-28%</b>	<b>-47%</b>	<b>-56%</b>

Source: LSEG Data & Analytics and Nordea estimates

# Reported numbers and forecasts

## INCOME STATEMENT

EURm	2016	2017	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E
<b>Total revenue</b>	<b>103</b>	<b>121</b>	<b>131</b>	<b>131</b>	<b>107</b>	<b>110</b>	<b>122</b>	<b>117</b>	<b>120</b>	<b>125</b>	<b>129</b>
Revenue growth	10.0%	17.5%	7.7%	-0.1%	-17.8%	2.5%	10.6%	-4.2%	3.0%	4.0%	3.5%
of which organic	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
of which FX	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
EBITDA	49	67	74	75	60	55	56	50	55	58	60
Depreciation and impairments PPE	0	-26	-22	-23	-24	-25	-25	-25	-25	-26	-26
of which leased assets	0	0	0	0	0	0	0	0	0	0	0
EBITA	49	40	52	52	36	30	31	25	31	32	34
Amortisation and impairments	0	0	0	0	0	0	0	0	0	0	0
EBIT	49	40	52	52	36	30	31	25	31	32	34
of which associates	0	0	0	0	0	0	0	0	0	0	0
Associates excluded from EBIT	0	0	0	0	0	0	0	0	0	0	0
Net financials	-1	-2	-1	-1	-2	-1	-2	-6	-8	-9	-9
of which lease interest	0	0	0	0	0	0	0	0	0	0	0
Changes in value, net	0	0	0	0	0	0	0	0	0	0	0
<b>Pre-tax profit</b>	<b>48</b>	<b>39</b>	<b>51</b>	<b>50</b>	<b>33</b>	<b>29</b>	<b>29</b>	<b>18</b>	<b>23</b>	<b>23</b>	<b>25</b>
Reported taxes	-9	-12	-26	-6	-5	-3	-4	-3	-3	-3	-3
Net profit from continued operations	40	27	24	44	29	26	25	15	20	20	22
Discontinued operations	0	0	0	0	0	0	0	0	0	0	0
Minority interests	0	0	0	0	0	0	0	0	0	0	0
Net profit to equity	40	27	24	44	29	26	25	15	20	20	22
<b>EPS, EUR</b>	<b>0.15</b>	<b>0.10</b>	<b>0.11</b>	<b>0.17</b>	<b>0.11</b>	<b>0.10</b>	<b>0.09</b>	<b>0.06</b>	<b>0.08</b>	<b>0.08</b>	<b>0.09</b>
DPS, EUR	0.13	0.18	0.46	0.12	0.08	0.10	0.07	0.07	0.07	0.07	0.08
of which ordinary	0.13	0.18	0.46	0.12	0.08	0.10	0.07	0.07	0.07	0.07	0.08
of which extraordinary	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

## Profit margin in percent

EBITDA	47.4%	55.0%	57.0%	57.2%	55.6%	49.5%	46.1%	42.9%	45.8%	46.2%	46.6%
EBITA	47.4%	33.2%	39.9%	39.6%	33.1%	27.0%	25.3%	21.1%	25.4%	25.8%	26.6%
EBIT	47.4%	33.2%	39.9%	39.6%	33.1%	27.0%	25.3%	21.1%	25.4%	25.8%	26.6%

## Adjusted earnings

EBITDA (adj)	49	67	74	75	60	55	56	50	55	58	60
EBITA (adj)	49	40	52	52	36	30	31	25	31	32	34
EBIT (adj)	49	40	52	52	36	30	31	25	31	32	34
EPS (adj, EUR)	0.15	0.10	0.11	0.17	0.11	0.10	0.09	0.06	0.08	0.08	0.09

## Adjusted profit margins in percent

EBITDA (adj)	47.4%	55.0%	57.0%	57.2%	55.6%	49.5%	46.1%	42.9%	45.8%	46.2%	46.6%
EBITA (adj)	47.4%	33.2%	39.9%	39.6%	33.1%	27.0%	25.3%	21.1%	25.4%	25.8%	26.6%
EBIT (adj)	47.4%	33.2%	39.9%	39.6%	33.1%	27.0%	25.3%	21.1%	25.4%	25.8%	26.6%

## Performance metrics

CAGR last 5 years											
Net revenue	3.0%	6.5%	4.8%	3.1%	2.7%	1.3%	0.1%	-2.2%	-1.6%	3.1%	3.3%
EBITDA	2.7%	11.1%	8.3%	7.1%	8.1%	2.2%	-3.4%	-7.6%	-5.9%	-0.6%	2.0%
EBIT	2.7%	0.4%	0.9%	-0.5%	-2.5%	-9.5%	-5.2%	-13.9%	-10.0%	-1.9%	2.9%
EPS	1.1%	-2.6%	-6.7%	2.7%	-1.5%	-8.3%	-1.5%	-11.3%	-14.9%	-6.5%	-2.6%
DPS	0.7%	19.1%	46.7%	0.4%	-1.6%	0.7%	-10.7%	-30.8%	-8.7%	-2.0%	-4.6%
Average last 5 years											
Average EBIT margin	46.2%	43.5%	41.8%	40.3%	38.5%	34.9%	33.3%	29.4%	26.3%	24.9%	24.9%
Average EBITDA margin	46.2%	48.5%	50.5%	52.7%	54.7%	55.0%	53.2%	50.3%	47.8%	46.1%	45.6%

## VALUATION RATIOS - ADJUSTED EARNINGS

EURm	2016	2017	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E
P/E (adj)	n.a.	n.a.	19.1	11.7	16.6	19.1	15.1	19.2	14.1	13.7	12.5
EV/EBITDA (adj)	n.a.	n.a.	9.5	9.3	11.0	12.1	9.2	8.8	7.9	7.4	6.9
EV/EBITA (adj)	n.a.	n.a.	13.6	13.4	18.5	22.1	16.8	17.8	14.2	13.3	12.1
EV/EBIT (adj)	n.a.	n.a.	13.6	13.4	18.5	22.1	16.8	17.8	14.2	13.3	12.1

## VALUATION RATIOS - REPORTED EARNINGS

EURm	2016	2017	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E
P/E	n.a.	n.a.	19.1	11.7	16.6	19.1	15.1	19.2	14.1	13.7	12.5
EV/Sales	n.a.	n.a.	5.42	5.32	6.13	5.97	4.25	3.76	3.60	3.43	3.22
EV/EBITDA	n.a.	n.a.	9.5	9.3	11.0	12.1	9.2	8.8	7.9	7.4	6.9
EV/EBITA	n.a.	n.a.	13.6	13.4	18.5	22.1	16.8	17.8	14.2	13.3	12.1
EV/EBIT	n.a.	n.a.	13.6	13.4	18.5	22.1	16.8	17.8	14.2	13.3	12.1
Dividend yield (ord.)	n.a.	n.a.	22.5%	5.8%	4.3%	5.2%	5.1%	6.5%	6.9%	6.6%	7.2%
FCF yield	n.a.	n.a.	8.0%	6.7%	4.1%	7.8%	13.9%	9.0%	2.7%	8.2%	11.1%
FCF Yield bef A&D, lease adj	n.a.	n.a.	8.0%	6.7%	4.1%	7.8%	13.9%	9.0%	2.7%	8.2%	11.1%
Payout ratio	62.3%	126.2%	430.6%	68.0%	71.0%	99.6%	77.4%	124.3%	96.7%	90.0%	90.0%

Source: Company data and Nordea estimates

**BALANCE SHEET**

EURm	2016	2017	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E
Intangible assets	1	2	2	2	2	2	2	2	2	2	2
of which R&D	0	0	0	0	0	0	0	0	0	0	0
of which other intangibles	1	2	2	2	2	2	2	2	2	2	2
of which goodwill	0	0	0	0	0	0	0	0	0	0	0
Tangible assets	569	577	569	575	588	576	564	559	581	589	581
of which leased assets	0	0	0	0	0	0	0	0	0	0	0
Shares associates	1	1	2	2	1	2	2	2	2	2	2
Interest bearing assets	0	0	0	0	0	0	0	0	0	0	0
Deferred tax assets	0	0	0	0	0	0	0	0	0	0	0
Other non-IB non-current assets	0	0	0	0	0	1	0	0	0	0	0
Other non-current assets	0	0	0	0	0	0	0	0	0	0	0
Total non-current assets	571	581	573	579	591	580	569	564	586	593	585
Inventory	0	0	0	0	0	0	1	1	1	1	1
Accounts receivable	17	9	8	11	10	14	7	12	11	11	12
Short-term leased assets	0	0	0	0	0	0	0	0	0	0	0
Other current assets	0	0	0	0	0	0	0	0	0	0	0
Cash and bank	50	7	43	35	27	35	44	30	33	37	44
Total current assets	68	17	51	46	37	49	53	42	44	49	57
Assets held for sale	0	0	0	0	0	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
<b>Total assets</b>	<b>639</b>	<b>597</b>	<b>624</b>	<b>626</b>	<b>628</b>	<b>630</b>	<b>621</b>	<b>606</b>	<b>630</b>	<b>642</b>	<b>642</b>
Shareholders equity	347	326	368	377	375	381	381	378	388	399	404
Of which preferred stocks	0	0	0	0	0	0	0	0	0	0	0
Of which equity part of hybrid debt	0	0	0	0	0	0	0	0	0	0	0
Minority interest	0	0	0	0	0	0	0	0	0	0	0
Total Equity	347	326	368	377	375	381	381	378	388	399	404
Deferred tax	0	0	0	0	0	0	0	0	0	0	0
Long term interest bearing debt	128	214	198	192	194	187	171	158	174	175	171
Pension provisions	0	0	0	0	0	0	0	0	0	0	0
Other long-term provisions	0	0	0	0	0	0	0	0	0	0	0
Other long-term liabilities	25	25	24	26	28	31	31	36	36	36	36
Non-current lease debt	0	0	0	0	0	0	0	0	0	0	0
Convertible debt	0	0	0	0	0	0	0	0	0	0	0
Shareholder debt	0	0	0	0	0	0	0	0	0	0	0
Hybrid debt	0	0	0	0	0	0	0	0	0	0	0
Total non-current liabilities	153	238	222	217	222	219	203	194	210	211	207
Short-term provisions	1	2	2	2	1	2	2	1	1	1	1
Accounts payable	8	8	10	12	9	10	10	11	12	12	13
Current lease debt	0	0	0	0	0	0	0	0	0	0	0
Other current liabilities	11	2	6	1	3	2	10	8	6	6	7
Short term interest bearing debt	118	22	16	16	17	16	16	14	13	12	11
Total current liabilities	139	33	34	31	30	30	37	35	32	32	32
Liabilities for assets held for sale	0	0	0	0	0	0	0	0	0	0	0
<b>Total liabilities and equity</b>	<b>639</b>	<b>597</b>	<b>624</b>	<b>626</b>	<b>628</b>	<b>630</b>	<b>621</b>	<b>606</b>	<b>630</b>	<b>642</b>	<b>642</b>
<b>Balance sheet and debt metrics</b>											
Net debt	196	229	171	173	185	168	143	142	153	150	137
of which lease debt	0	0	0	0	0	0	0	0	0	0	0
Working capital	-2	0	-8	-2	-1	2	-11	-7	-6	-7	-7
Invested capital	569	581	565	577	589	582	557	557	579	587	578
Capital employed	593	561	581	585	587	584	568	549	575	586	585
ROE	11.5%	8.0%	7.0%	11.9%	7.6%	6.8%	6.5%	4.1%	5.2%	5.2%	5.6%
ROIC	7.6%	6.0%	7.8%	7.8%	5.2%	4.4%	4.6%	3.8%	4.6%	4.8%	5.1%
ROCE	8.6%	7.0%	9.1%	8.9%	6.1%	5.1%	5.4%	4.6%	5.5%	5.6%	5.9%
Net debt/EBITDA	4.0	3.4	2.3	2.3	3.1	3.1	2.5	2.8	2.8	2.6	2.3
Interest coverage	82.5	20.8	26.0	29.5	20.9	21.7	15.4	3.5	3.9	3.6	3.8
Equity ratio	54.3%	54.6%	59.0%	60.3%	59.8%	60.5%	61.3%	62.3%	61.6%	62.2%	62.9%
Net gearing	56.5%	70.2%	46.5%	45.8%	49.3%	44.2%	37.5%	37.5%	39.5%	37.5%	34.0%

Source: Company data and Nordea estimates

**CASH FLOW STATEMENT**

EURm	2016	2017	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E
<b>EBITDA (adj) for associates</b>	<b>49</b>	<b>67</b>	<b>74</b>	<b>75</b>	<b>60</b>	<b>55</b>	<b>56</b>	<b>50</b>	<b>55</b>	<b>58</b>	<b>60</b>
Paid taxes	-8	-21	-21	-11	-5	-3	-4	-3	-3	-3	-3
Net financials	-2	-2	-2	0	0	0	-1	-6	-8	-9	-9
Change in provisions	0	0	0	0	-1	0	0	-1	0	0	0
Change in other LT non-IB	0	0	0	1	3	3	1	5	0	0	0
Cash flow to/from associates	0	0	0	0	0	0	0	0	0	0	0
Dividends paid to minorities	0	0	0	0	0	0	0	0	0	0	0
Other adj to reconcile to cash flow	9	-3	4	-1	-7	-4	1	0	10	10	0
<b>Funds from operations (FFO)</b>	<b>49</b>	<b>41</b>	<b>55</b>	<b>63</b>	<b>50</b>	<b>50</b>	<b>52</b>	<b>44</b>	<b>54</b>	<b>56</b>	<b>48</b>
Change in NWC	0	0	0	n.a.	0	0	0	0	-1	0	0
<b>Cash flow from operations (CFO)</b>	<b>49</b>	<b>41</b>	<b>55</b>	<b>63</b>	<b>50</b>	<b>50</b>	<b>52</b>	<b>44</b>	<b>54</b>	<b>56</b>	<b>49</b>
Capital expenditure	-39	-25	-12	-28	-30	-12	0	-17	-46	-33	-18
<b>Free cash flow before A&amp;D</b>	<b>10</b>	<b>16</b>	<b>43</b>	<b>35</b>	<b>19</b>	<b>38</b>	<b>52</b>	<b>27</b>	<b>8</b>	<b>23</b>	<b>31</b>
Proceeds from sale of assets	0	0	0	0	0	0	0	0	0	0	0
Acquisitions	0	0	0	0	0	0	0	0	0	0	0
Free cash flow	10	16	43	35	19	38	52	27	8	23	31
Free cash flow bef A&D, lease adj	10	16	43	35	19	38	52	27	8	23	31
Dividends paid	-35	-48	-105	-35	-30	-20	-25	-19	-19	-19	-18
Equity issues / buybacks	0	0	120	0	0	0	0	0	0	0	0
Net change in debt	49	-10	-22	-8	2	-10	-17	-16	15	0	-5
Other financing adjustments	0	0	0	0	0	0	0	0	0	0	0
Other non-cash adjustments	0	0	0	0	0	0	0	-7	0	0	0
Change in cash	24	-43	36	-7	-9	8	10	-15	3	4	8
<b>Cash flow metrics</b>											
Capex/D&A	n.m.	96.3%	55.2%	n.m.	n.m.	49.2%	0.5%	67.7%	n.m.	n.m.	68.3%
Capex/Sales	37.6%	21.0%	9.4%	21.6%	28.0%	11.1%	0.1%	14.7%	38.6%	26.6%	13.7%
<b>Key information</b>											
Share price year end (/current)	n.a.	n.a.	2	2	2	2	1	1	1	1	1
Market cap.	n.a.	n.a.	537	522	473	489	375	297	279	279	279
Enterprise value	n.a.	n.a.	708	695	658	657	518	438	433	429	416
Diluted no. of shares, year-end (m)	263.0	263.0	263.0	263.0	263.0	263.0	263.0	263.0	263.0	263.0	263.0

Source: Company data and Nordea estimates

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Nordea has no market-making obligations in Tallinna Sadam shares.

As of 05/08/2024, Nordea Abp holds no positions of 0.5% or more of shares issued by Tallinna Sadam.

As of the publication of this report, the issuer does not hold a position exceeding 5% of the total shares issued in Nordea Abp.

**Investment banking transactions and/or services**

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**Issuer Review**

*This report has not been reviewed by the Issuer prior to publication.*

**Completion Date**

06 Aug 2024, 00:23 CET

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