

# Tallinna Sadam

**Business Services**  
Estonia

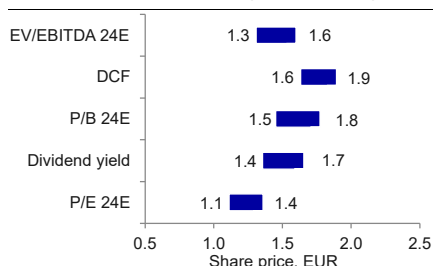
## KEY DATA

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	

## PERFORMANCE



## VALUATION APPROACH (EUR/SHARE)



## ESTIMATE CHANGES

Year	2024E	2025E	2026E
Sales	0%	0%	0%
EBIT (adj)	0%	2%	2%

Source: Nordea estimates

### Nordea IB & Equity - Analysts

**Pasi Väisänen**  
Director

## Botnica weighed down profitability in Q3

Net sales and EBITDA were close to our expectations in Q3 but slightly below LSEG Data & Analytics consensus. The biggest negative surprise came from the Other segment, where EBITDA was EUR -1.8m in Q3. However, EBITDA in the Cargo Harbours segment was clearly above our expectation. First tenders regarding the property development projects may be seen in H1 2025. We still expect EBITDA to grow in 2024 y/y, while investments give the option of long-term growth. Our estimated fair value range is therefore EUR 1.4-1.7. Our valuation approach for Tallinna Sadam is based on a combination of our DCF model and a peer group comparison.

### EBITDA margin was 42% in Q3

Group net sales came in at EUR 31.2m for Q3 (our estimate: EUR 31.1m), while adjusted EBITDA was EUR 13.3m (our estimate: EUR 13.2m). Operating profit for the Passenger Harbours, Cargo Harbours and Ferry segments beat our expectations in Q3. However, the Other segment was clearly below our forecast. MPSV Botnica's utilisation ratio was only 27% (64%) in Q3. The total impact of MSV Botnica's technical problems was EUR 2.5m in Q3, so the group-level EBITDA margin could have been as high as 50% in Q3. Our estimate changes for 2025-26 are related to lower-than-expected costs. The company's cost-saving measures have been successful.

### Headwind for offshore wind power parks in the Baltic Sea

The company is building a new offshore wind power construction and support harbour at Paldiski. The new quay at Paldiski could start to contribute to group EBITDA in 2027. A long-term uncertainty for this investment is related to rejection of Swedish and Finnish offshore wind power projects in the Baltic Sea. However, an expansion at Paldiski can be used for other traffic as well; e.g. NATO can use the harbour for logistics purposes. Moreover, ro-ro traffic can be increased at Paldiski if wind power projects do not start as expected. But the investment in a service vessel could be considered more carefully before the FID phase.

### Valuation does not look challenging

The share price has declined by 43% from 2022 to 2024 to date, which we believe is not warranted. The company's 2024E P/BV is now 47% below the peer group median, but EBITDA is nonetheless back in growth mode this year and future growth investments are progressing well. Overall, the company's valuation does not seem challenging, but we argue that stronger FCF could be needed for a rerating of valuation multiples.

## SUMMARY TABLE - KEY FIGURES

EURm	2020	2021	2022	2023	2024E	2025E	2026E
Total revenue	107	110	122	117	120	124	128
EBITDA (adj)	60	55	56	50	53	58	61
EBIT (adj)	36	30	31	25	29	33	35
EBIT (adj) margin	33.1%	27.0%	25.3%	21.1%	24.0%	26.7%	27.5%
EPS (adj, EUR)	0.11	0.10	0.09	0.06	0.07	0.08	0.09
EPS (adj) growth	-35.8%	-10.2%	-3.2%	-37.7%	16.0%	15.7%	9.3%
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	3.7	3.6	3.3
EV/EBIT (adj)	18.5	22.1	16.8	17.8	15.5	13.6	11.9
P/E (adj)	16.6	19.1	15.1	19.2	15.5	13.4	12.3
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%	6.7%	7.3%
FCF Yield bef A&D, lease	4.1%	7.8%	13.9%	9.0%	-2.3%	4.7%	18.3%
Net debt	185	168	143	142	167	173	141
Net debt/EBITDA	3.1	3.1	2.5	2.8	3.2	3.0	2.3
ROIC after tax	5.2%	4.4%	4.6%	3.8%	4.3%	4.9%	5.2%

Source: Company data and Nordea estimates

# Quarterly estimates by segment

## QUARTERLY ESTIMATES BY SEGMENT (EURm)

	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24	Q2 24	Q3 24	Q4 24E	Q1 25E	Q2 25E	Q3 25E	Q4 25E
<b>Passenger harbours</b>												
Sales (EURm)	8.0	10.0	10.7	8.8	7.5	10.0	11.5	9.1	7.9	10.5	12.0	9.5
Sales growth (%)	33%	-7%	-17%	8%	-6%	0%	0%	4%	5%	5%	4%	4%
Adj. EBIT (EURm)	1.2	3.9	4.3	2.4	1.5	3.8	5.1	2.4	1.6	4.1	5.0	2.6
Adj. EBIT margin (%)	15%	39%	40%	28%	20%	38%	44%	27%	20%	39%	42%	28%
<b>Cargo harbours</b>												
Sales (EURm)	7.9	7.7	7.2	8.0	7.8	7.5	7.9	8.2	8.0	7.8	8.3	8.6
Sales growth (%)	-18%	-22%	-23%	-19%	-2%	-3%	-3%	2%	3%	4%	5%	5%
Adj. EBIT (EURm)	1.2	1.1	0.5	0.3	1.6	1.0	1.4	0.7	1.6	1.2	1.4	0.7
Adj. EBIT margin (%)	16%	15%	7%	4%	21%	13%	17%	8%	20%	15%	16%	8%
<b>Ferry segment</b>												
Sales (EURm)	8.4	9.4	10.4	8.5	8.6	9.6	10.7	8.7	8.9	9.9	10.9	8.9
Sales growth (%)	13%	7%	2%	2%	2%	2%	3%	3%	3%	3%	2%	2%
Adj. EBIT (EURm)	2.4	2.7	3.1	1.5	2.0	2.7	3.5	1.9	2.4	2.9	3.6	1.9
Adj. EBIT margin (%)	28%	29%	30%	18%	23%	28%	33%	21%	27%	29%	33%	22%
<b>Other</b>												
Sales (EURm)	4.0	1.7	3.1	2.8	4.1	4.6	1.1	2.9	4.1	3.2	2.8	3.0
Sales growth (%)	10%	76%	-17%	48%	2%	171%	-65%	4%	1%	-30%	150%	1%
Adj. EBIT (EURm)	2.0	-2.0	-0.5	0.4	1.9	1.3	-2.7	0.6	1.9	1.1	0.5	0.7
Adj. EBIT margin (%)	49%	-116%	-15%	15%	45%	28%	-243%	21%	47%	35%	18%	22%
<b>Group</b>												
Sales (EURm)	28.4	28.8	31.4	28.0	27.9	31.7	31.2	28.9	28.9	31.4	33.9	29.9
Sales growth (%)	6%	-5%	-13%	-1%	-2%	10%	-1%	3%	3%	-1%	9%	3%
Adj. EBITDA (EURm)	13.6	11.7	13.5	10.4	12.7	14.8	13.2	11.6	13.5	15.3	16.5	11.9
Adj. EBITDA margin (%)	48%	41%	43%	37%	46%	47%	42%	40%	47%	49%	49%	40%
Adj. EBIT (EURm)	6.8	5.8	7.4	4.6	7.0	8.9	7.3	5.5	7.5	9.3	10.5	5.9
Adj. EBIT margin (%)	24%	20%	24%	17%	25%	28%	23%	19%	26%	29%	31%	20%
Net financials	-1.1	-1.5	-1.7	-1.8	-1.8	-1.9	-2.0	-2.0	-2.1	-2.2	-2.3	-2.4
PTP	5.7	4.3	5.7	2.8	5.2	7.0	5.3	3.5	5.4	7.1	8.2	3.5
Net result adj.	5.7	1.4	5.7	2.8	5.2	3.9	5.3	3.5	5.2	3.9	8.1	3.5
Net result	5.7	1.4	5.7	2.8	5.2	3.9	5.3	3.5	5.2	3.9	8.1	3.5
EPS adj. (EUR)	0.02	0.01	0.02	0.01	0.02	0.01	0.02	0.01	0.02	0.02	0.03	0.01
EPS (EUR)	0.02	0.01	0.02	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 ESTIMATES BY SEGMENT (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	38.1	39.8
Sales growth (%)		0%	0%	-62%	51%	32%	-1%	2%	4%
Adj. EBIT (EURm)	28.8	26.4	26.4	-0.5	6.7	10.9	11.8	12.7	13.3
Adj. EBIT margin (%)	58%	53%	53%	-3%	23%	29%	31%	33%	33%
<b>Cargo harbours</b>									
Sales (EURm)	39.8	41.7	40.1	38.5	40.7	38.8	30.8	31.4	32.7
Sales growth (%)		5%	-4%	-4%	6%	-5%	-21%	2%	4%
Adj. EBIT (EURm)	15.1	15.5	14.2	11.1	13.6	8.4	3.2	4.7	4.8
Adj. EBIT margin (%)	38%	37%	35%	29%	33%	22%	10%	15%	15%
<b>Ferry segment</b>									
Sales (EURm)	27.1	30.1	30.8	29.4	30.7	34.8	36.7	37.6	38.6
Sales growth (%)		11%	2%	-5%	4%	13%	6%	3%	2%
Adj. EBIT (EURm)	3.5	7.4	8.3	8.1	6.6	8.9	9.7	10.1	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	12.7	13.1
Sales growth (%)		95%	9%	-3%	5%	4%	13%	9%	3%
Adj. EBIT (EURm)	-7.1	2.3	2.9	1.9	2.9	2.6	-0.1	1.1	4.2
Adj. EBIT margin (%)	-154%	25%	29%	20%	29%	25%	-1%	8%	32%
<b>Group</b>									
Sales (EURm)	121.3	130.6	130.5	107.4	110.1	121.7	116.6	119.8	124.1
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	53.1	58.3
Adj. EBITDA margin (%)	55%	57%	57%	56%	50%	46%	43%	44%	47%
Adj. EBIT (EURm)	40.3	52.1	51.7	35.6	29.8	30.8	24.6	28.7	33.1
Adj. EBIT margin (%)	33%	40%	40%	33%	27%	25%	21%	24%	27%
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	21.0	24.2
Net result adj.	26.8	24.4	44.4	28.5	25.6	24.8	15.4	17.9	20.7
Net result	26.8	24.4	44.4	28.5	25.6	24.8	15.4	17.9	20.7
EPS adj. (EUR)	0.10	0.11	0.17	0.11	0.10	0.09	0.06	0.07	0.08
EPS (EUR)	0.10	0.11	0.17	0.11	0.10	0.09	0.06	0.07	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	5,199	5,394	9%	1%	14%	4%	37%	28%	26%	25%
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	3,360	36%	22%	28%	16%	48%	44%	47%	47%
China Merchants Port Holdings	1,501	1,332	1,421	1,492	6%	-8%	2%	5%	36%	40%	42%	40%
Qube Holdings	1,635	1,749	2,073	2,459	27%	15%	16%	21%	9%	9%	10%	10%
COSCO SHIPPING Ports	1,347	1,318	1,407	1,479	19%	1%	5%	5%	19%	23%	17%	17%
Abu Dhabi Ports Company	1,399	2,882	4,077	4,484	41%	112%	40%	10%	30%	18%	17%	18%
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	486	545	11%	11%	17%	11%	26%	25%	28%	30%
Wilson Sons Holdings Brasil	402	453	425	465	6%	7%	10%	9%	26%	28%	29%	29%
Dalrymple Bay Infrastructure	399	404	426	431	24%	5%	16%	1%	37%	37%	26%	35%
Isewan Terminal Service	387	486	347	n.a.	25%	34%	-19%	n.a.	6%	8%	6%	n.a.
Santos Brasil Participacoes	341	399	478	550	26%	11%	39%	15%	29%	35%	41%	44%
Westshore Terminals Investment	201	261	263	248	-14%	30%	7%	-6%	39%	45%	43%	40%
Saudi Industrial Services	247	387	271	286	1%	61%	5%	6%	26%	34%	13%	15%
Touage Investissements Reunies	211	195	n.a.	n.a.	25%	-7%	n.a.	n.a.	14%	14%	n.a.	n.a.
Alexandria Container and Cargo	145	147	128	189	19%	75%	33%	63%	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	75	n.a.	-1%	7%	-1%	n.a.	6%	10%	6%	n.a.
Gujarat Pipavav Port	89	103	110	116	1%	23%	8%	8%	39%	42%	44%	49%
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>7%</b>	<b>26%</b>	<b>26%</b>	<b>26%</b>	<b>29%</b>
Tallinna Sadam (Nordea)	122	117	120	124	11%	-4%	3%	4%	25%	21%	24%	27%
<b>diff. from median (pp)</b>					<b>0</b>	<b>-15</b>	<b>-7</b>	<b>-3</b>	<b>-1</b>	<b>-5</b>	<b>-2</b>	<b>-3</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	15.6	13.4	6.5	16.3	11.2	9.8	1.7	1.6	1.4	1.4
Adani Ports	34.2	25.7	33.8	27.2	27.7	19.6	28.0	23.3	7.0	6.4	5.5	4.7
China Merchants Port	5.7	6.9	7.1	7.2	20.9	20.7	18.1	18.0	0.5	0.5	0.5	0.5
Qube Holdings	45.1	35.2	46.9	31.9	11.0	11.3	24.9	19.8	1.1	1.0	1.6	1.6
COSCO SHIPPING Ports	8.7	7.7	6.6	6.2	25.2	24.5	23.3	21.9	0.3	0.3	0.3	0.3
Abu Dhabi Ports Company	n.a.	30.3	19.9	16.8	24.6	29.8	17.3	15.1	n.a.	1.3	1.2	1.1
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	28.4	24.7	31.7	26.1	26.4	22.7	2.3	2.3	2.2	2.2
Wilson Sons Holdings Brasil	12.9	18.2	16.1	13.9	9.3	12.4	12.8	11.3	0.6	n.a.	n.a.	n.a.
Dalrymple Bay Infrastructure	17.5	18.0	23.4	21.8	12.5	12.2	17.3	13.0	1.5	1.4	2.3	3.0
Isewan Terminal Service	17.2	11.0	7.2	7.0	14.1	11.1	8.1	7.8	1.1	1.1	1.1	1.0
Santos Brasil Participacoes	12.5	13.5	14.7	12.7	11.0	10.7	10.5	8.5	5.1	4.9	4.9	4.7
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	2.2	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	13.0	15.0	14.9	11.1	10.3	11.9	2.1	2.0	0.0	0.0
Alexandria Container and Cargo	5.5	7.7	10.4	8.3	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	93.5	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	30.7	n.a.	n.a.	1.0	1.0	n.a.	n.a.
Fushiki Kairiku Unso	8.3	6.2	9.1	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	20.2	10.1	12.2	20.2	15.3	4.1	4.0	4.1	4.1
Namyong Terminal	n.a.	8.1	8.1	7.0	6.8	7.5	6.3	5.4	0.7	0.9	n.a.	n.a.
Sakurajima Futo Kaisha	7.2	8.6	9.0	9.4	15.7	13.3	16.2	16.3	1.2	1.1	1.0	1.0
<b>Group median</b>	<b>15.0</b>	<b>14.0</b>	<b>13.0</b>	<b>13.6</b>	<b>14.1</b>	<b>12.2</b>	<b>16.7</b>	<b>15.1</b>	<b>1.1</b>	<b>1.1</b>	<b>1.3</b>	<b>1.4</b>
Tallinna Sadam (Nordea)	15.1	19.2	15.6	13.5	16.8	17.8	14.9	12.6	1.0	0.8	0.7	0.6
<b>diff. from average</b>	<b>1%</b>	<b>37%</b>	<b>21%</b>	<b>-1%</b>	<b>19%</b>	<b>45%</b>	<b>-11%</b>	<b>-17%</b>	<b>-13%</b>	<b>-29%</b>	<b>-47%</b>	<b>-53%</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>124</b>	<b>128</b>
Revenue growth	10.0%	17.5%	7.7%	-0.1%	-17.8%	2.5%	10.6%	-4.2%	2.7%	3.6%	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	53	58	61
Depreciation and impairments PPE	0	-26	-22	-23	-24	-25	-25	-25	-24	-25	-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	29	33	35
Amortisation and impairments	0	0	0	0	0	0	0	0	0	0	0
EBIT	49	40	52	52	36	30	31	25	29	33	35
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>21</b>	<b>24</b>	<b>26</b>
Reported taxes	-9	-12	-26	-6	-5	-3	-4	-3	-3	-3	-4
Net profit from continued operations	40	27	24	44	29	26	25	15	18	21	23
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	18	21	23
<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>0.07</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%	44.3%	47.0%	47.4%
EBITA	47.4%	33.2%	39.9%	39.6%	33.1%	27.0%	25.3%	21.1%	24.0%	26.7%	27.5%
EBIT	47.4%	33.2%	39.9%	39.6%	33.1%	27.0%	25.3%	21.1%	24.0%	26.7%	27.5%

## Adjusted earnings

EBITDA (adj)	49	67	74	75	60	55	56	50	53	58	61
EBITA (adj)	49	40	52	52	36	30	31	25	29	33	35
EBIT (adj)	49	40	52	52	36	30	31	25	29	33	35
EPS (adj, EUR)	0.15	0.10	0.11	0.17	0.11	0.10	0.09	0.06	0.07	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%	44.3%	47.0%	47.4%
EBITA (adj)	47.4%	33.2%	39.9%	39.6%	33.1%	27.0%	25.3%	21.1%	24.0%	26.7%	27.5%
EBIT (adj)	47.4%	33.2%	39.9%	39.6%	33.1%	27.0%	25.3%	21.1%	24.0%	26.7%	27.5%

## Performance metrics

CAGR last 5 years											
Net revenue	3.0%	6.5%	4.8%	3.1%	2.7%	1.3%	0.1%	-2.2%	-1.7%	2.9%	3.1%
EBITDA	2.7%	11.1%	8.3%	7.1%	8.1%	2.2%	-3.4%	-7.6%	-6.6%	-0.5%	2.2%
EBIT	2.7%	0.4%	0.9%	-0.5%	-2.5%	-9.5%	-5.2%	-13.9%	-11.1%	-1.4%	3.5%
EPS	1.1%	-2.6%	-6.7%	2.7%	-1.5%	-8.3%	-1.5%	-11.3%	-16.6%	-6.2%	-2.4%
DPS	0.7%	19.1%	46.7%	0.4%	-1.6%	0.7%	-10.7%	-30.8%	-8.7%	-1.6%	-4.4%
Average last 5 years											
Average EBIT margin	46.2%	43.5%	41.8%	40.3%	38.5%	34.9%	33.3%	29.4%	26.0%	24.8%	25.0%
Average EBITDA margin	46.2%	48.5%	50.5%	52.7%	54.7%	55.0%	53.2%	50.3%	47.5%	45.9%	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	15.5	13.4	12.3
EV/EBITDA (adj)	n.a.	n.a.	9.5	9.3	11.0	12.1	9.2	8.8	8.4	7.7	6.9
EV/EBITA (adj)	n.a.	n.a.	13.6	13.4	18.5	22.1	16.8	17.8	15.5	13.6	11.9
EV/EBIT (adj)	n.a.	n.a.	13.6	13.4	18.5	22.1	16.8	17.8	15.5	13.6	11.9

## 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	15.5	13.4	12.3
EV/Sales	n.a.	n.a.	5.42	5.32	6.13	5.97	4.25	3.76	3.71	3.64	3.26
EV/EBITDA	n.a.	n.a.	9.5	9.3	11.0	12.1	9.2	8.8	8.4	7.7	6.9
EV/EBITA	n.a.	n.a.	13.6	13.4	18.5	22.1	16.8	17.8	15.5	13.6	11.9
EV/EBIT	n.a.	n.a.	13.6	13.4	18.5	22.1	16.8	17.8	15.5	13.6	11.9
Dividend yield (ord.)	n.a.	n.a.	22.5%	5.8%	4.3%	5.2%	5.1%	6.5%	6.9%	6.7%	7.3%
FCF yield	n.a.	n.a.	8.0%	6.7%	4.1%	7.8%	13.9%	9.0%	-2.3%	4.7%	18.3%
FCF Yield bef A&D, lease adj	n.a.	n.a.	8.0%	6.7%	4.1%	7.8%	13.9%	9.0%	-2.3%	4.7%	18.3%
Payout ratio	62.3%	126.2%	430.6%	68.0%	71.0%	99.6%	77.4%	124.3%	107.2%	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	594	586
Inventory	0	0	0	0	0	0	1	1	1	1	1
Accounts receivable	17	9	8	11	10	14	7	12	13	13	13
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	34	48	70
Total current assets	68	17	51	46	37	49	53	42	47	62	84
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>633</b>	<b>655</b>	<b>670</b>
Shareholders equity	347	326	368	377	375	381	381	378	376	378	402
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	376	378	402
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	186	207	198
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	222	243	234
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	6
Short term interest bearing debt	118	22	16	16	17	16	16	14	16	15	14
Total current liabilities	139	33	34	31	30	30	37	35	35	35	34
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>633</b>	<b>655</b>	<b>670</b>
<b>Balance sheet and debt metrics</b>											
Net debt	196	229	171	173	185	168	143	142	167	173	141
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	-5	-5	-5
Invested capital	569	581	565	577	589	582	557	557	581	589	581
Capital employed	593	561	581	585	587	584	568	549	578	599	613
ROE	11.5%	8.0%	7.0%	11.9%	7.6%	6.8%	6.5%	4.1%	4.8%	5.5%	5.8%
ROIC	7.6%	6.0%	7.8%	7.8%	5.2%	4.4%	4.6%	3.8%	4.3%	4.9%	5.2%
ROCE	8.6%	7.0%	9.1%	8.9%	6.1%	5.1%	5.4%	4.6%	5.1%	5.6%	5.8%
Net debt/EBITDA	4.0	3.4	2.3	2.3	3.1	3.1	2.5	2.8	3.2	3.0	2.3
Interest coverage	82.5	20.8	26.0	29.5	20.9	21.7	15.4	3.5	3.7	3.7	3.8
Equity ratio	54.3%	54.6%	59.0%	60.3%	59.8%	60.5%	61.3%	62.3%	59.5%	57.7%	60.0%
Net gearing	56.5%	70.2%	46.5%	45.8%	49.3%	44.2%	37.5%	37.5%	44.5%	45.9%	35.1%

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>53</b>	<b>58</b>	<b>61</b>
Paid taxes	-8	-21	-21	-11	-5	-3	-4	-3	-3	-3	-4
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	0	0	20
<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>42</b>	<b>46</b>	<b>68</b>
Change in NWC	0	0	0	n.a.	0	0	0	0	-2	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>40</b>	<b>46</b>	<b>68</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>-6</b>	<b>13</b>	<b>51</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	-6	13	51
Free cash flow bef A&D, lease adj	10	16	43	35	19	38	52	27	-6	13	51
Dividends paid	-35	-48	-105	-35	-30	-20	-25	-19	-19	-19	-19
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	30	20	-10
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	4	14	22
<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.	68.7%
Capex/Sales	37.6%	21.0%	9.4%	21.6%	28.0%	11.1%	0.1%	14.7%	38.7%	26.7%	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	278	278	278
Enterprise value	n.a.	n.a.	708	695	658	657	518	438	445	451	419
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 11/11/2024, 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.

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**Issuer Review**

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

**Completion Date**

12 Nov 2024, 00:24 CET

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