



# Increasing efficiency through smart investments at Port of Tallinn

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CCO/ Member of the Management Board

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



# VISION:

Port of Tallinn aims to become **the most innovative port** on the shores of the Baltic Sea by offering its customers the best **environment** and **development opportunities**.

# PORT OF TALLINN

Port of Tallinn aims to become *the most innovative port on the shores of the Baltic Sea* by offering its customers the *best environment and development opportunities*



## Passengers

*10.6 M  
passengers  
a year*



## Cargo

*20.6 M  
tons a year*



## Shipping

*5 ferries:  
2 MM passengers &  
1 MM vehicles a year;  
Ice-breaker Botnica*



## Real Estate

*Old City Harbour  
Development 16 ha  
Muuga Industrial Park 76 ha  
Paldiski Industrial Park 34 ha*

# Port of Tallinn operates *4 harbours*

- 2 passenger harbours
- 2 cargo harbours

Port of Tallinn operates as a landlord type of port with no cargo handling operations of its own.

It is maintaining and developing the port infrastructure and leasing territories to terminal operators.



# Revenue Structure & Main Customers

(2018 )

## Passenger harbours

### Regular lines



### Cruise



## Other

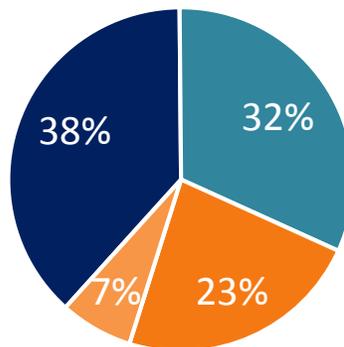
### Botnica



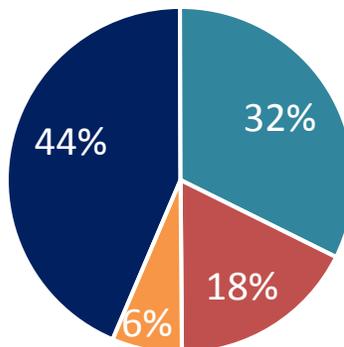
Republic of Estonia



## Revenue



## Adjusted EBITDA



## Cargo harbours

### Terminal operators



### Shipping lines



## Ferries

### Clients

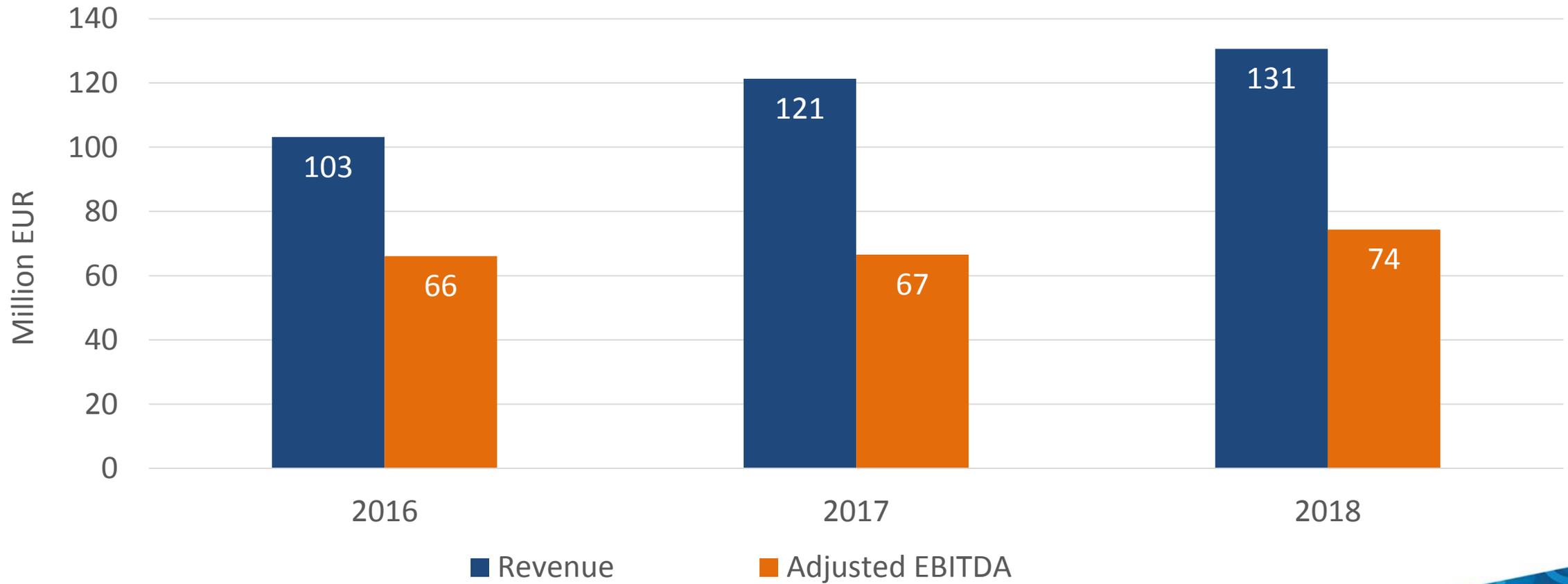


Republic of Estonia



# Results

Revenue, EBITDA



**Airborne**  
WIRELESS NETWORK  
AIRBORNEWIRELESSNETWORK.COM  
TICKER: ABWN

Abyen

NASDAQ WELCOMES  
AS TALLINNA SADAM  
TO NASDAQ BALTIC  
MAIN LIST  
TALLINNA  SADAM  
Heade sõnumite sadam

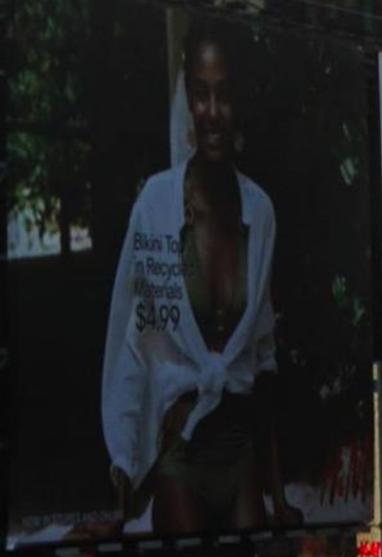
 Nasdaq

ANNIFER LOPEZ NE-YO DERE  
**WORD**  
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TONIGHT



First class  
class of its  
American A

Bikini Top  
in Recycled  
Materials  
\$4.99



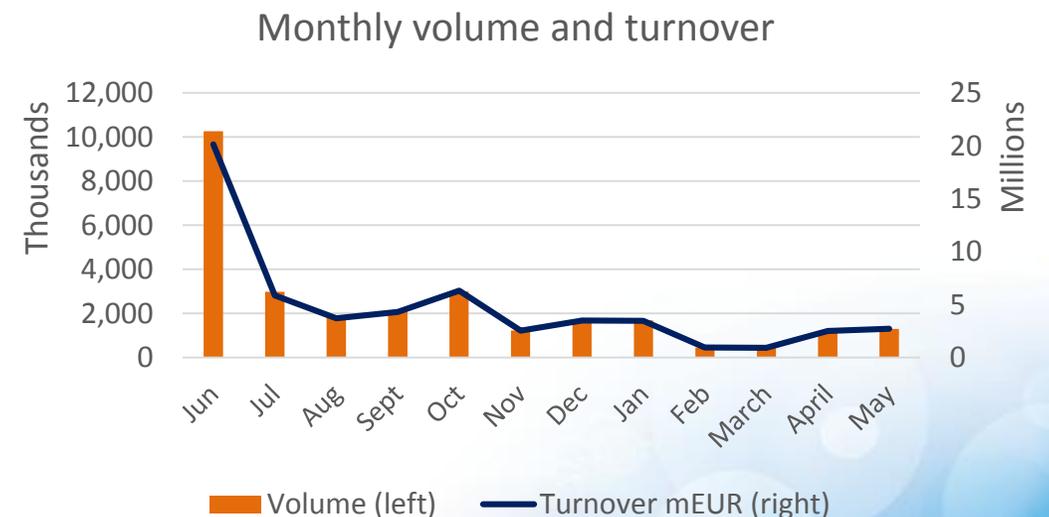
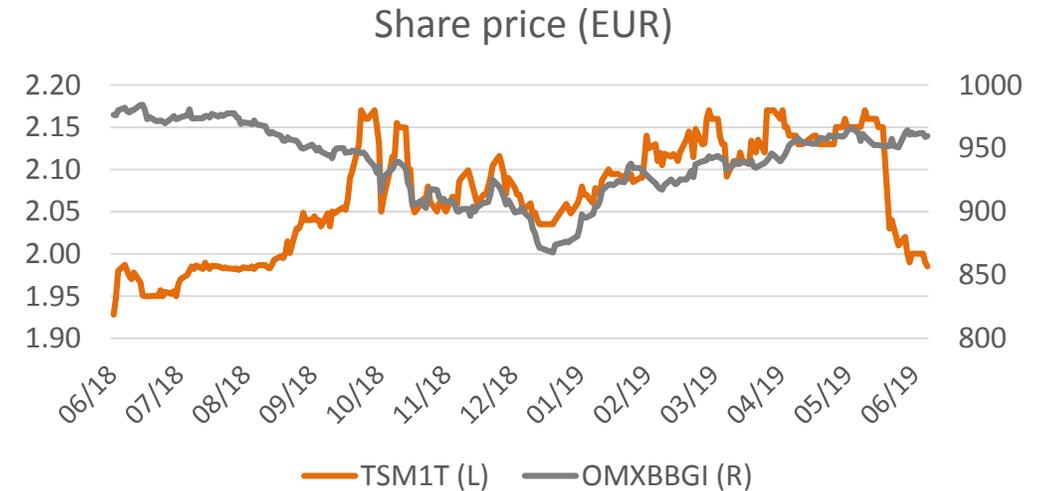
Nasdaq PLAYA  
BRANDS CITY

Nasdaq

# Trading of the share

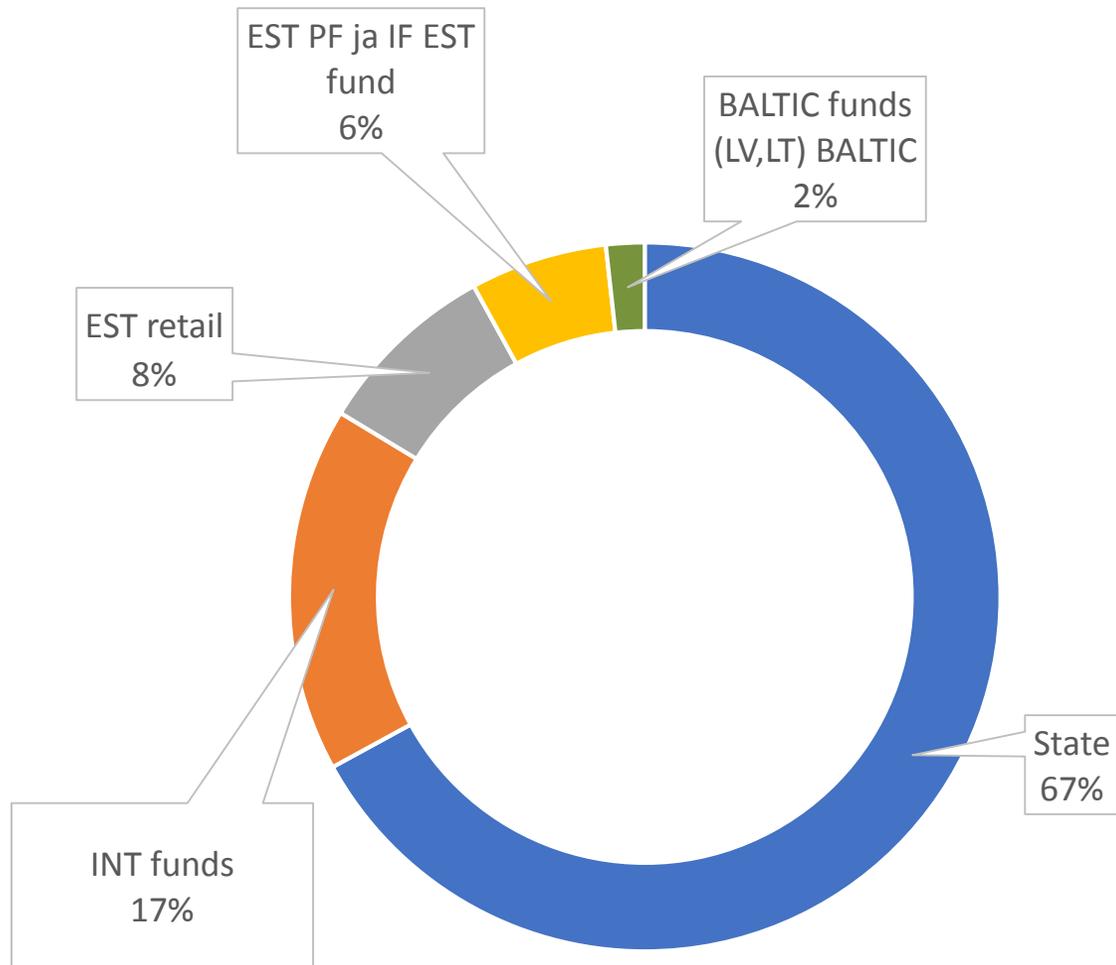
## First year on Nasdaq Tallinn SE

- Market capitalisation **EUR 523 mln**
- Listed since 13.06.18, **263 mln shares**
- **Free float 33%**, i.e. 86.7 million shares
- Share price has **traded up 17%**  
*(compared to offer price). Max EUR 2.18*



# Port of Tallinn

as a listed company on Nasdaq Tallinn



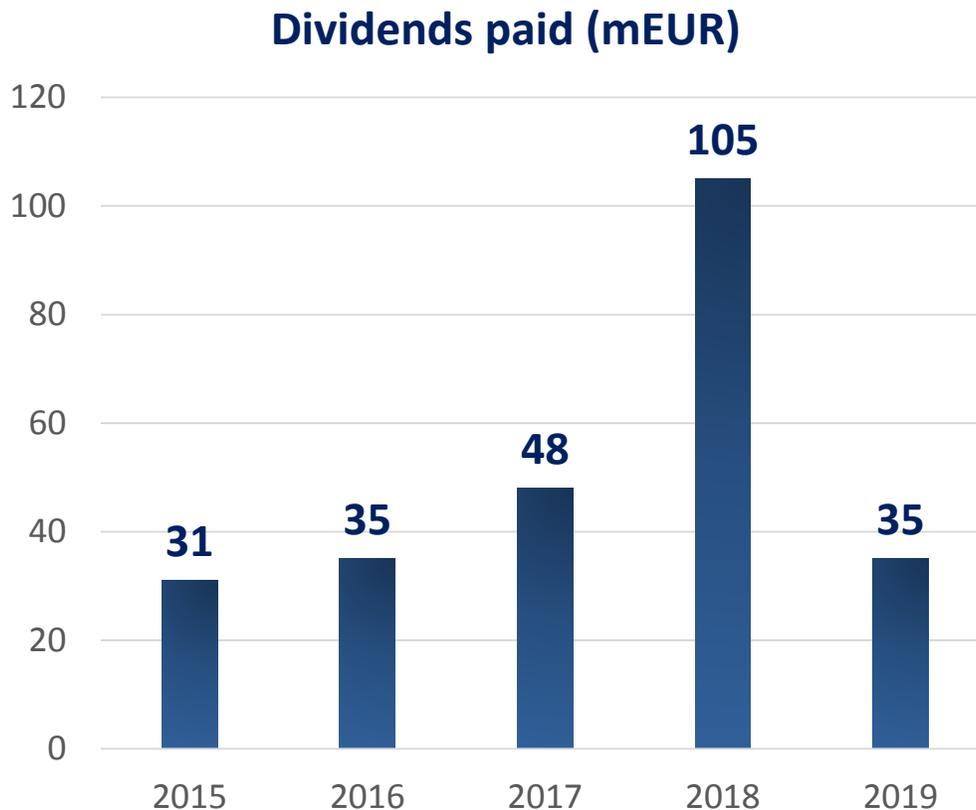
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# Dividend *stock*

## Equity story



- ✓ Expectations of the State as the majority shareholder for continuous stable dividends
- ✓ Stable EBITDA and cashflow

## DIVIDEND POLICY

- **Min EUR 30M** annually in 2019 and 2020
- starting 2021 **at least 70% of net profit**

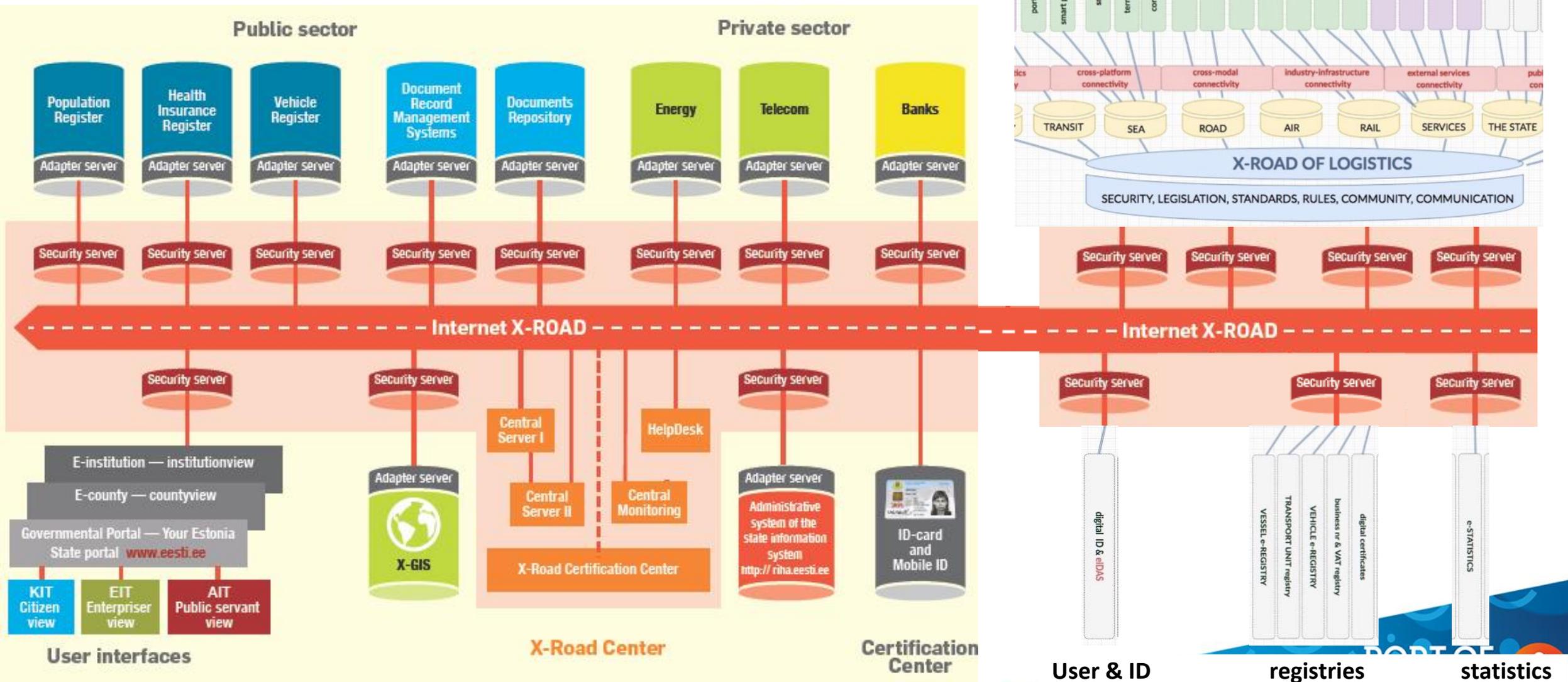
**Dividend paid in 2019 EUR 35,242M**  
(EUR 0,134 per share)

An aerial photograph of a port area, likely in Tallinn, Estonia, showing a harbor with several large ships docked at a pier. The image is overlaid with a semi-transparent blue filter. The text 'TALLINNA' and 'SADAM' are positioned on either side of a small orange anchor icon.

TALLINNA  SADAM

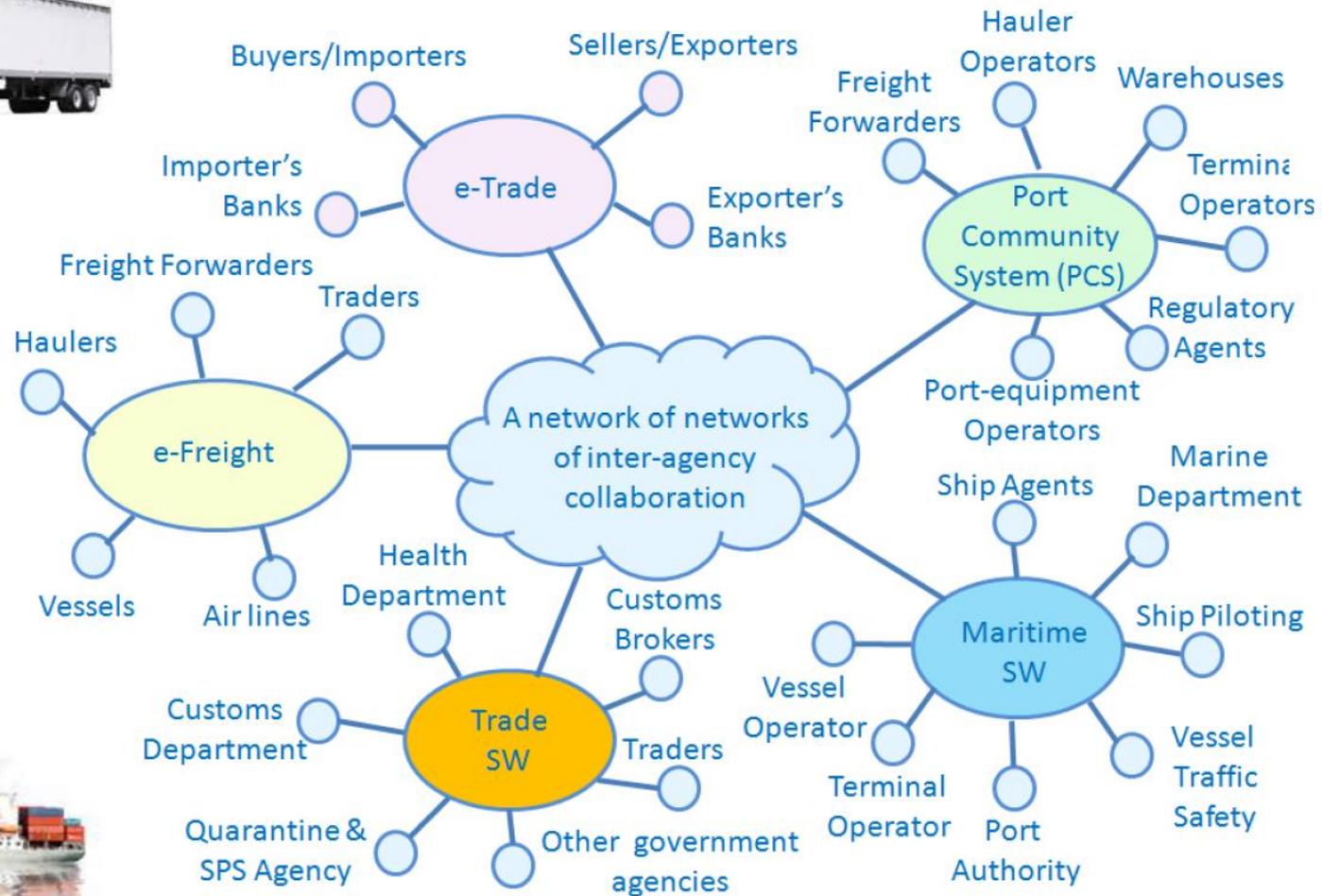
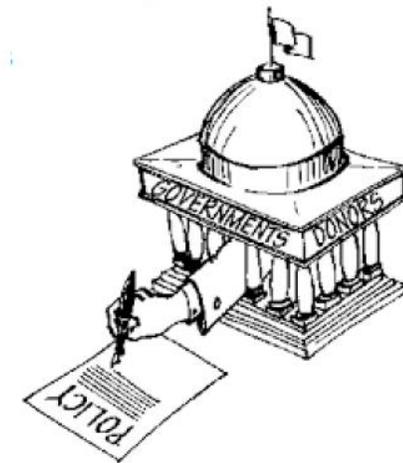
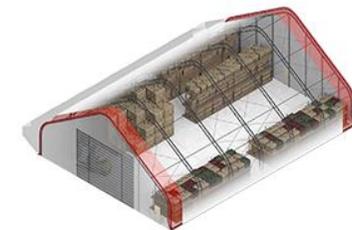
# Smart Port

# E-government & Logistics X-road



X-Road was launched in 2001

# Logistics X-Road & Single Window



# A smart port is

## AUTOMATED & DIGITAL

Fully automated operation from STS Cranes to AGV, using big data

## LEARNING

Capture of data for analytics and predictive modelling

## EFFICIENT

Optimised Port Of Call process coordinated with inland transport



## SUSTAINABLE

Use of renewable energy  
Network of sensors to monitor environmental health.

## INTEGRATED

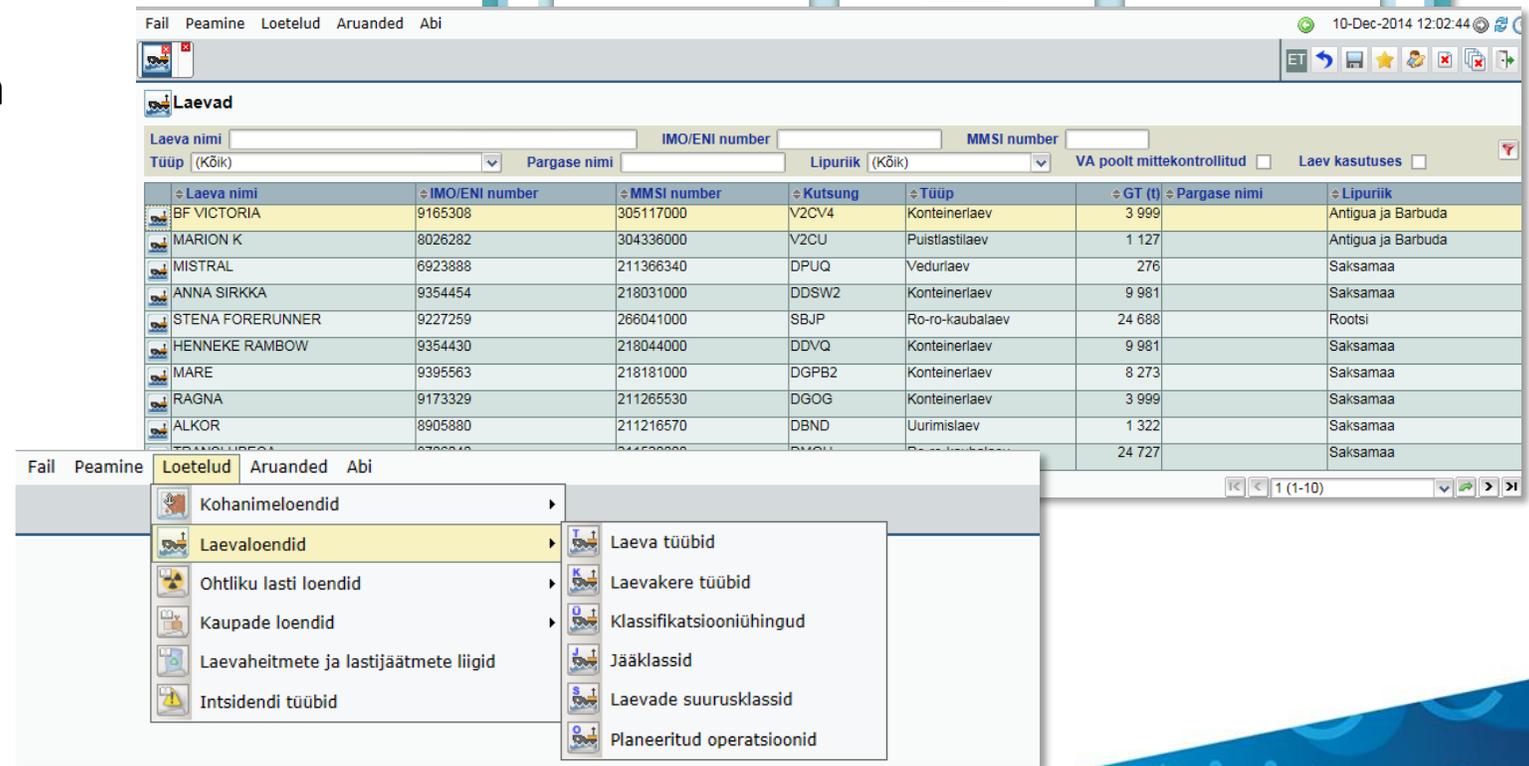
Collaborative Decision Making based on single source of information

## SECURE

Coastal/border security  
Cyber security

# Maritime Single Window

- EMDE (*Estonian Maritime Documents Exchange*) **synchronization of data on ship visits and automatic transfer of uploaded documents to the port and relevant authorities**
- Harbour Master's Department can carry out necessary EMDE procedures directly via the **Port Management Program FlexPort**
- Electronic data exchange works through **web solutions** and **XML-messages**. Also PDF-files are used as an alternative
- Launched in **2013**, fully implemented for all ships in **2016**

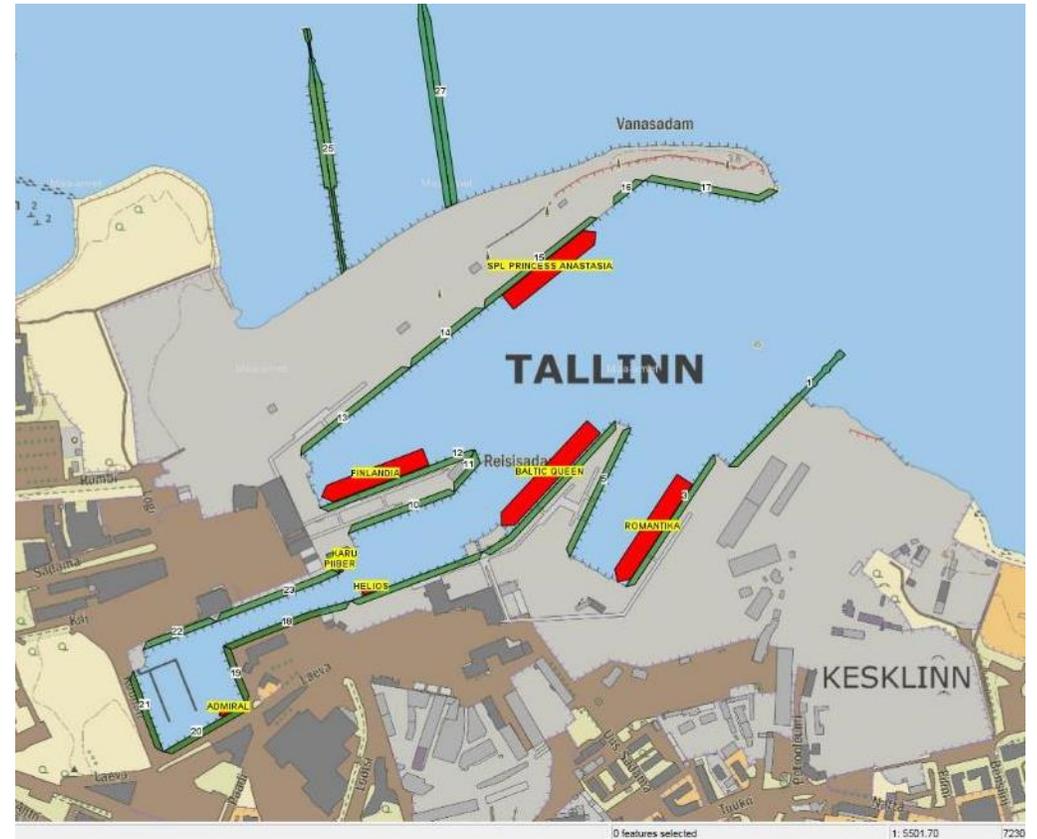


# Port Administration *Program*

- **FlexPort** – port management program, which is based on enterprise resource planning platform **Microsoft Dynamics AX 2009**
- Integrates **operational data** and **financial records**
- Due to integration of different data it's also possible to display **ships' graphic placement** in the port and get **weather extracts**
- In use since **2011**

## Also enables to:

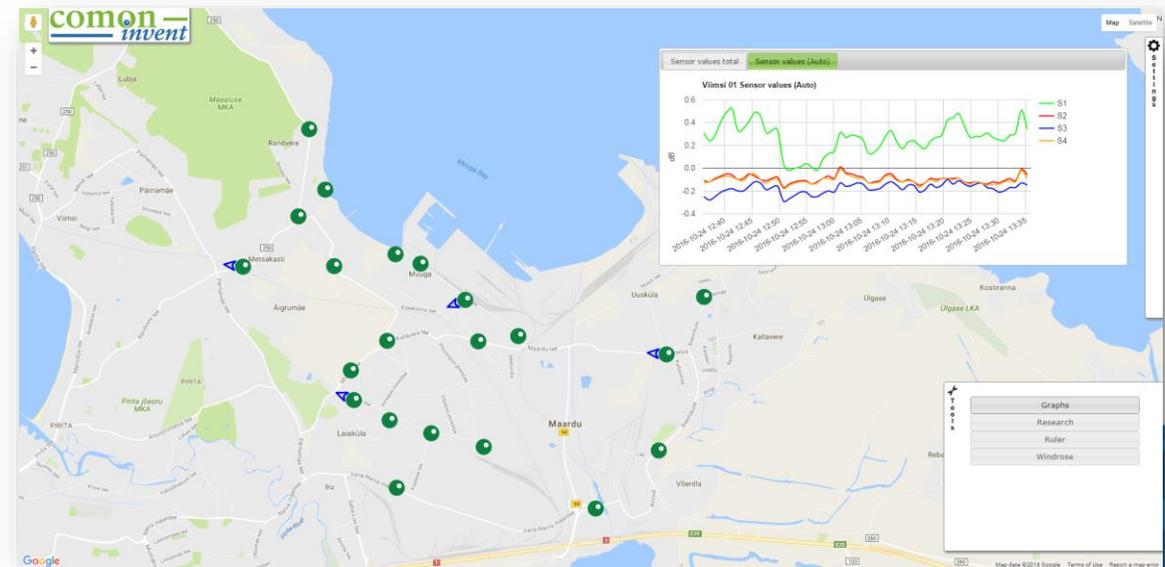
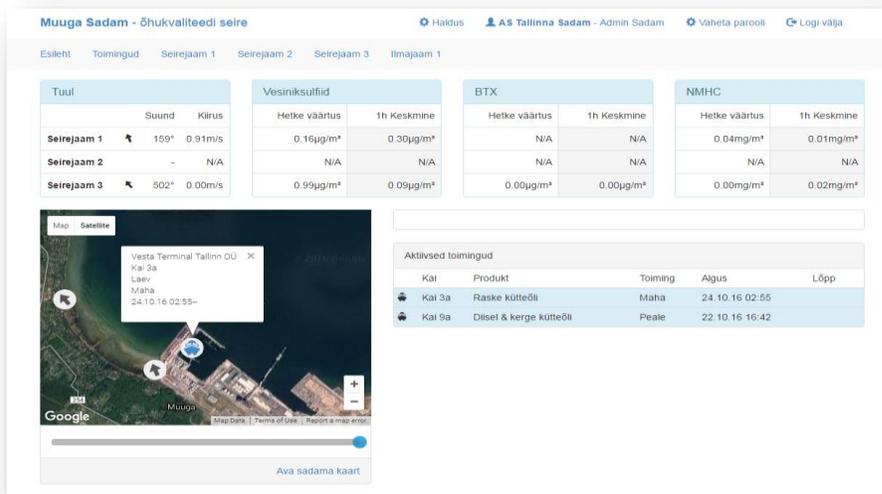
- Register **vessel calls** and their **operations**
- Upload relevant **documents to every call**
- Calculate and issue **invoices**
- Get reports and **statistics**
- **Integrated** with EMDE (Single Window)



# MAIRIS / e-Nose system

## Monitoring air quality & detecting anomalies

- Reducing the risk of **odour nuisance**
- **Detecting** anomalies in air composition caused by the presence of reactive trace gases
- Getting updated info about the sources of anomalies – **24/7 online data, 1 minute frequency**
- A Network of 20 eNoses
- In use since **2016**



# Memorandum of Understanding

## *Between 4 Ports concerning OPS*

### Port of Helsinki, Ports of Stockholm, Port of Tallinn and Port of Turku

**4 ports agree to set a common approach for the new on-shore power supply:**

- The Ports will provide new built connections with a voltage of **11 kV** and a frequency of **50 Hz**.
- The Parties will **jointly encourage** other ports and shipping companies **to follow** this initiative and recommendations concerning onshore power supply standards.
- The Parties will continue to work to **minimize the negative effects on the environment** of port operations and shipping in the Baltic Sea region.

|| PORT OF  
HELSINKI ||



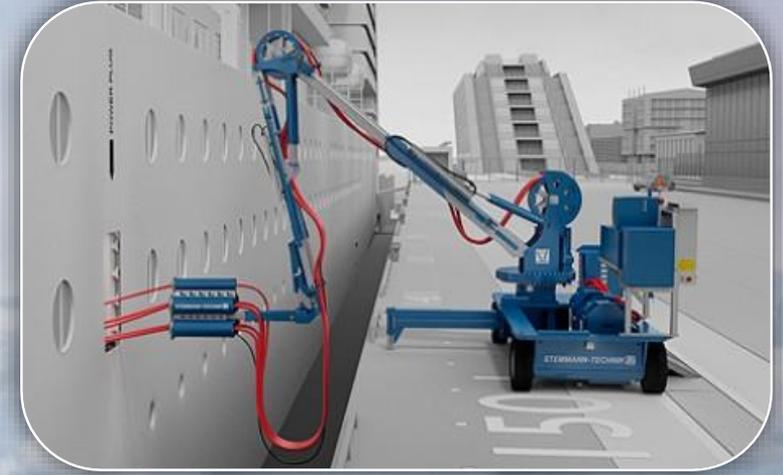
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The Port of Good News

PORT OF TURKU  
FINLAND  
PORT OF  
TALLINN



# OPS and *Automooring*

- **On-shore power supply** – cooperation with the **Port of Helsinki, Port of Turku and Ports of Stockholm** to agree to provide in all their ports **on-shore power supply for 11kV** for Ro-Pax vessels.
- **Automooring** – quick, efficient and safe



# Intelligent traffic-flow management for ports



Rather unique, automatic check-in system with license plate recognition-solution and port area traffic management

for the passengers with vehicles

at the ports with single or multiple ferry operators.



# The Goal

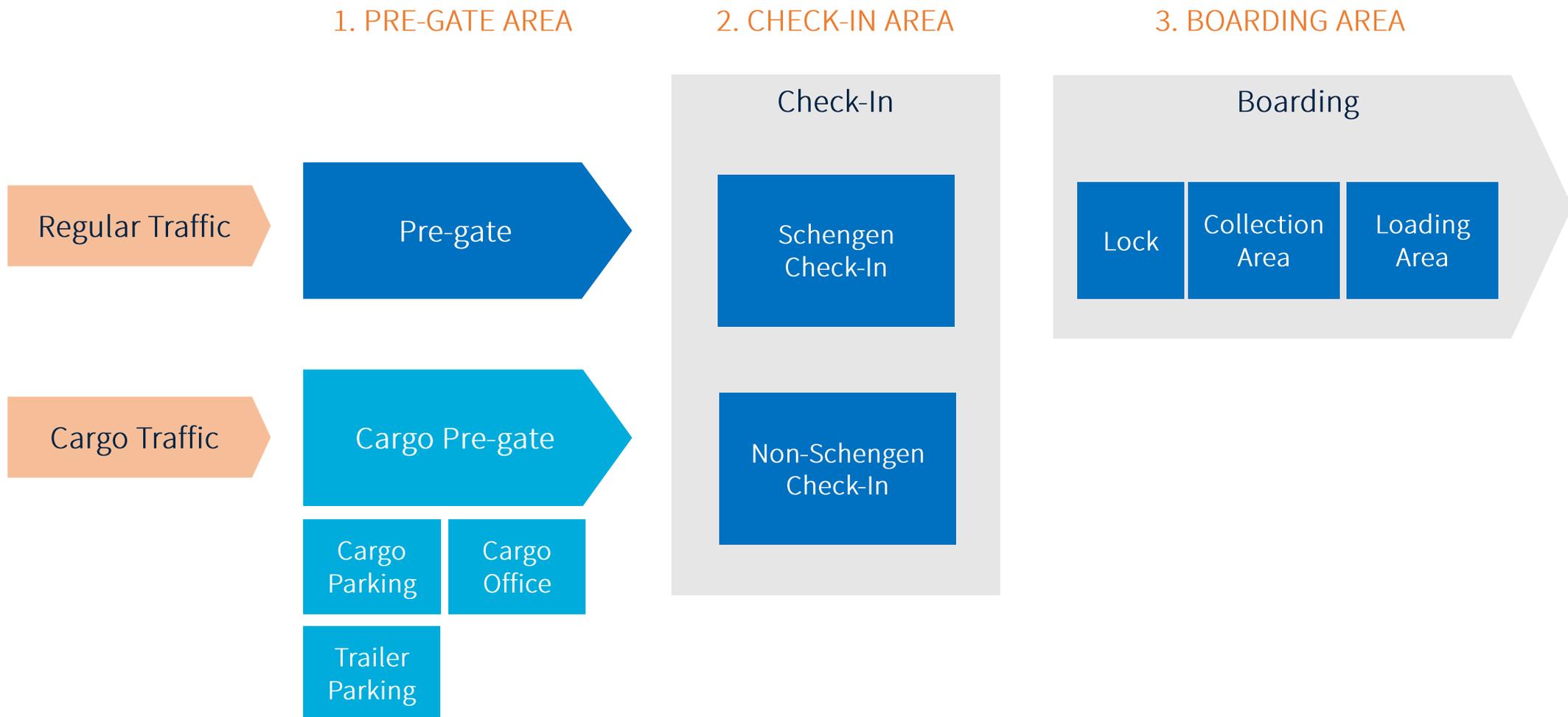
is to minimize the time spent in the port by providing a fully integrated and all-inclusive, easy to understand service for passengers with vehicles



- **Simplify** and **accelerate** check-in processes
- **Shorten** check-in time for the vehicles
- **Better utilization** of the port area
- **Minimize** port staff

# Concept

## Overview of the Solution



# 1. Pre-gate area

## Vehicle Measurement & Recognition

### 2 gates – regular traffic and cargo vehicles

- License plate recognition (front and back)
- Dimensions (width, length, height)
- Weight (only at cargo pre-gate)
- Photo recording (photos are taken from front and back)

### Personal driving directions given on information displays

- Before entering the pre-gate
- After passing through the pre-gate



## 2. Check-in area

Schengen and Non-Schengen  
check-in areas

### Automatic check-in

- Number recognition
- Presence sensors
- Information displays
- Barrier gates

### Manual check-in available for

- Unrecognized vehicles
- Oversized vehicles



# 3. Boarding area

## Collection & Loading

### Lock

- Guides vehicles to correct collection lines

### Collection area

- Customizable information displays
- Traffic lights

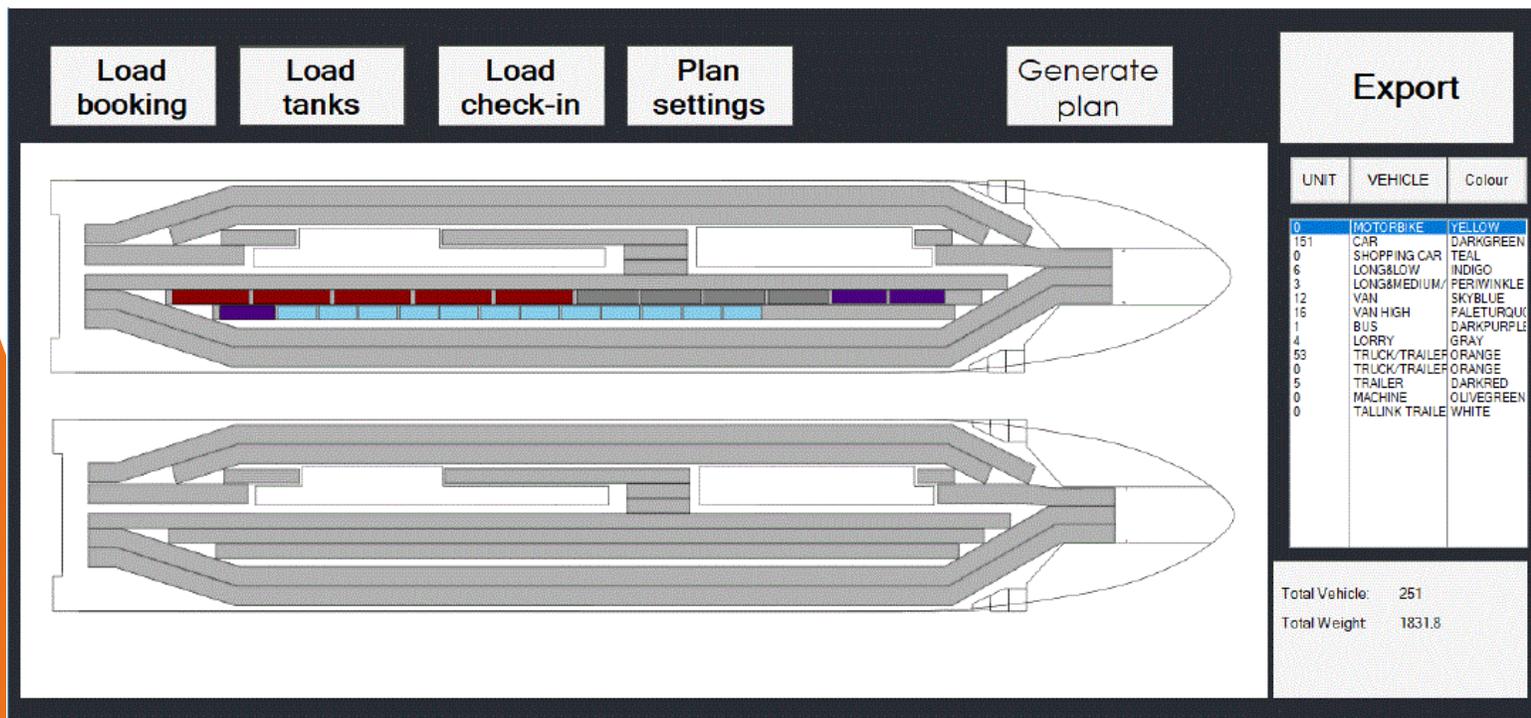
### Loading area

- Guiding displays
- PDA application for staff



# Values for the operator

- Automated input for loading the ship
- Quicker loading of the ship
- Reduced waiting time at the port area for the passengers
- Improved travel experience



UNIT	VEHICLE	Colour
0	MOTORBIKE	YELLOW
151	CAR	DARKGREEN
0	SHOPPING CAR	TEAL
6	LONG&LOW	INDIGO
3	LONG&MEDIUM	PERIWINKLE
12	VAN	SKYBLUE
16	VAN HIGH	PALETURQUO
1	BUS	DARKPURPLE
4	LORRY	GRAY
53	TRUCK/TRAILER	ORANGE
0	TRUCK/TRAILER	ORANGE
0	TRAILER	DARKRED
0	MACHINE	OLIVEGREEN
0	TALLINK TRAILER	WHITE

Total Vehicle: 251  
Total Weight: 1831.8



# Values for the passenger



- Easy to use service
  - Check-in processes
  - Line management flow (gates, displays, etc.)
- Shorter waiting time on the port area
- Improved user experience





# Values for the port

- Efficient use of the port area
- Shorter time spent to load and unload the vehicles to the ship
- Efficient use of the vehicle check-in points
- Less “useless” time for passenger to spend on the port area
- Clear traffic management at the port
- Reduced CO2 emission
- Tools for the port personnel to run the daily operations





Think Smart



Act Green



# Thank You!

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[www.portoftallinn.com](http://www.portoftallinn.com)

  [portoftallinn](https://www.youtube.com/portoftallinn)