

# Operational Overview

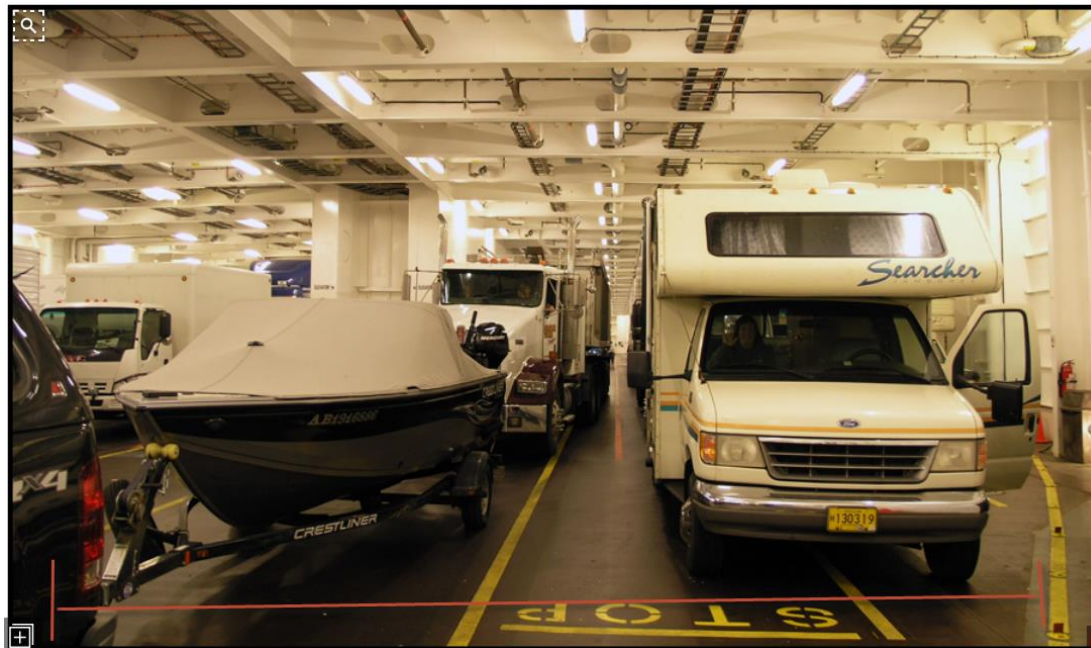


## FY2019 "by the numbers"

- 22M Passengers
- 8M Vehicles
- 5,000 Employees
- 35 Vessels
- 47 Terminals
- 26 Routes
- 1,600 KMs of Coastline
- \$1B Revenue
- \$821M Expenses
- \$52M Net Earnings
- \$3.9B Capital Plan (12 Year)
- 1 shareholder

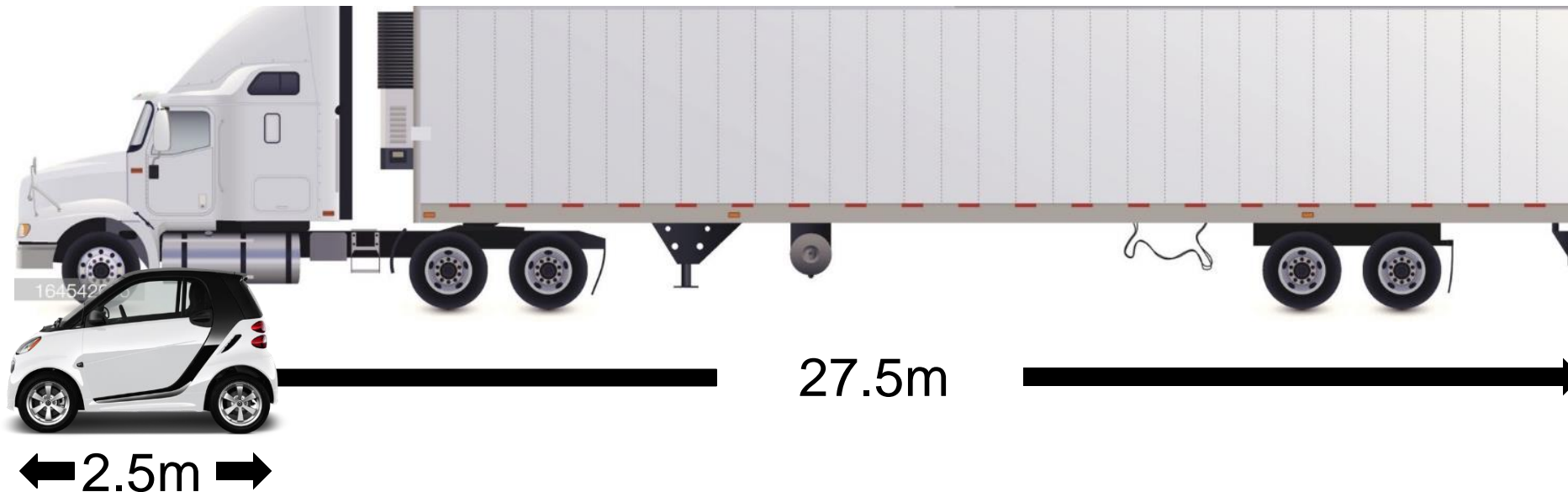
## Background and Challenge:

- Current traffic optimization algorithm does not meet operational requirements
  - Inaccurate calculation of 'Current Conditions'
  - Under utilized deck space leading to operational inefficiencies
- Connectivity challenges at many terminal locations

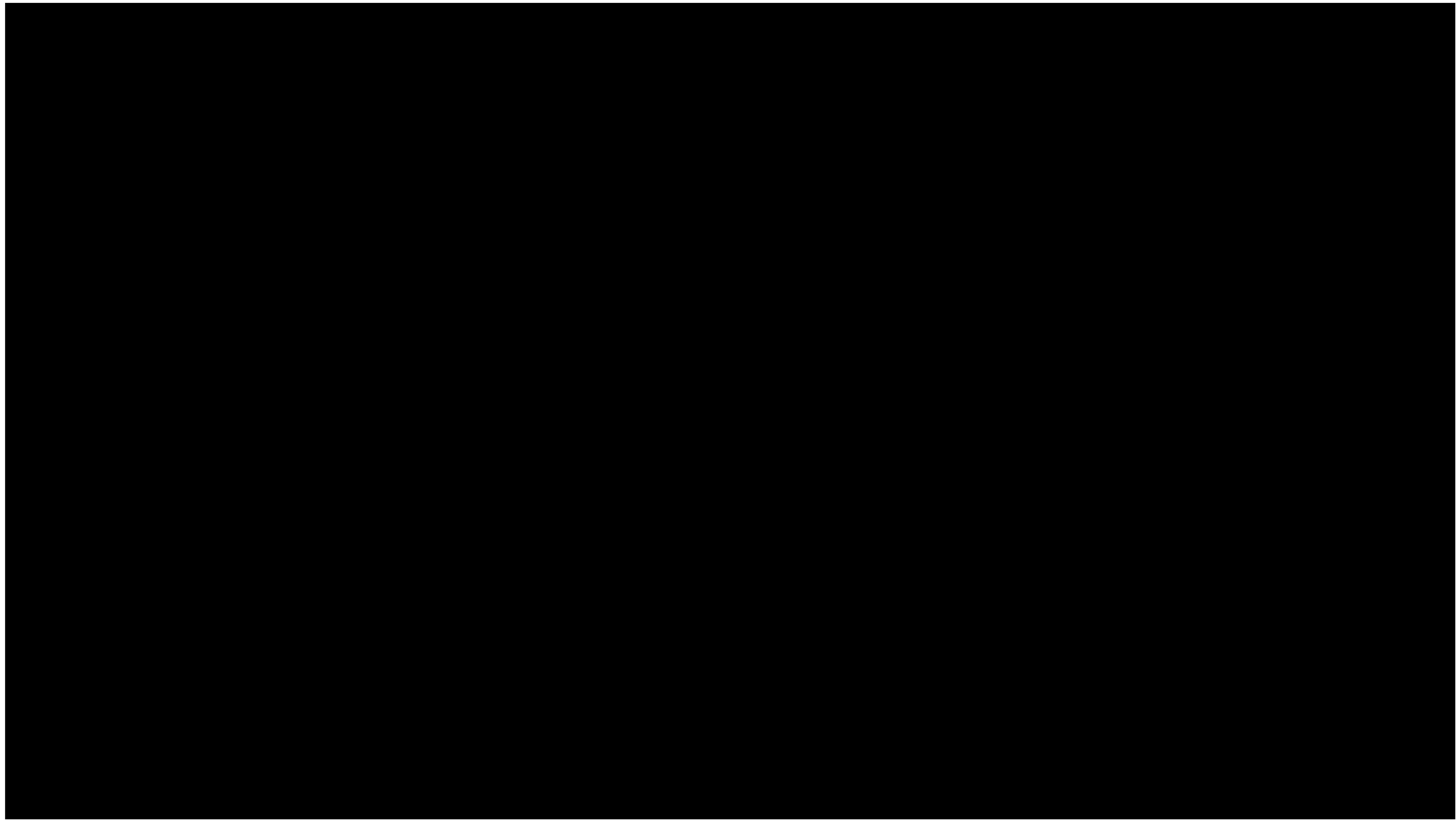


## Required business outcome:

- AI/Machine learning technology that will calculate available deck space in real time as vehicles enter the terminal
- Automatic marshalling of traffic to ensure optimal deck utilization
- A solution that can be implemented at the major terminals and later rolled out to minor and northern terminals where connectivity can be a challenge



# Smart Port in Tallinn, Estonia



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**Thank you.**