

LG 2030 GROWTH STRATEGY

2018 VILNIUS



LG MISSION: WHAT WE DO AND WHY WE DO IT?

Connecting people and businesses
for better future



LG VISION: WHO DO WE WANT TO BE?

CEE leader in mobility and logistics services

LG VALUES

DRIVE



INTEGRITY



CUSTOMER
FOCUS



RESPONSIBILITY



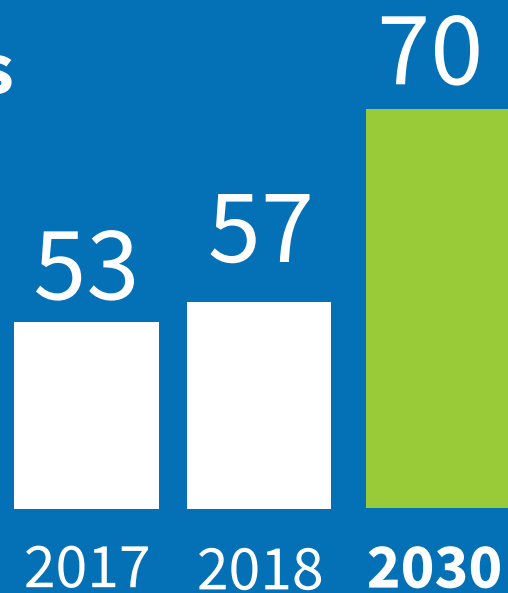
RESPECT



Freight volumes

M tones

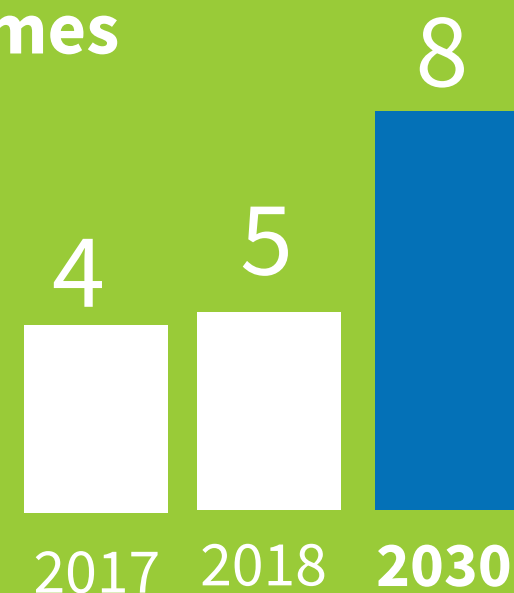
+ 30 %



Passenger volumes

M passengers

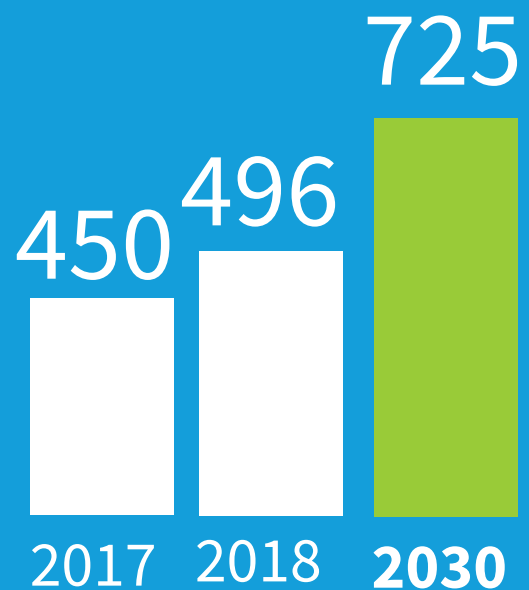
+ 100 %



Revenue

M EUR

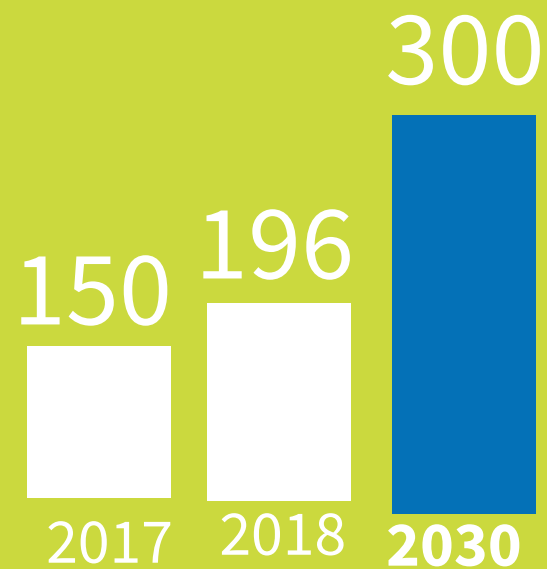
+ 60 %



EBITDA

M EUR

+ 100 %



€ 7,000,000,000

**Size of Investment Portfolio
in LG 2030 Growth Strategy**

LG ACTIVITIES



People:
Best team



Efficiency:
Increased company value



LG for business:
Innovative and
customer-centric
company



LG for passengers:
Preferred choice
for passengers



Infrastructure:
Safe and reliable, with
travel speed at 250 km/h



PEOPLE



The best
team in Lithuania



Respect
for employees



Competitive
remuneration



Care
health and safety

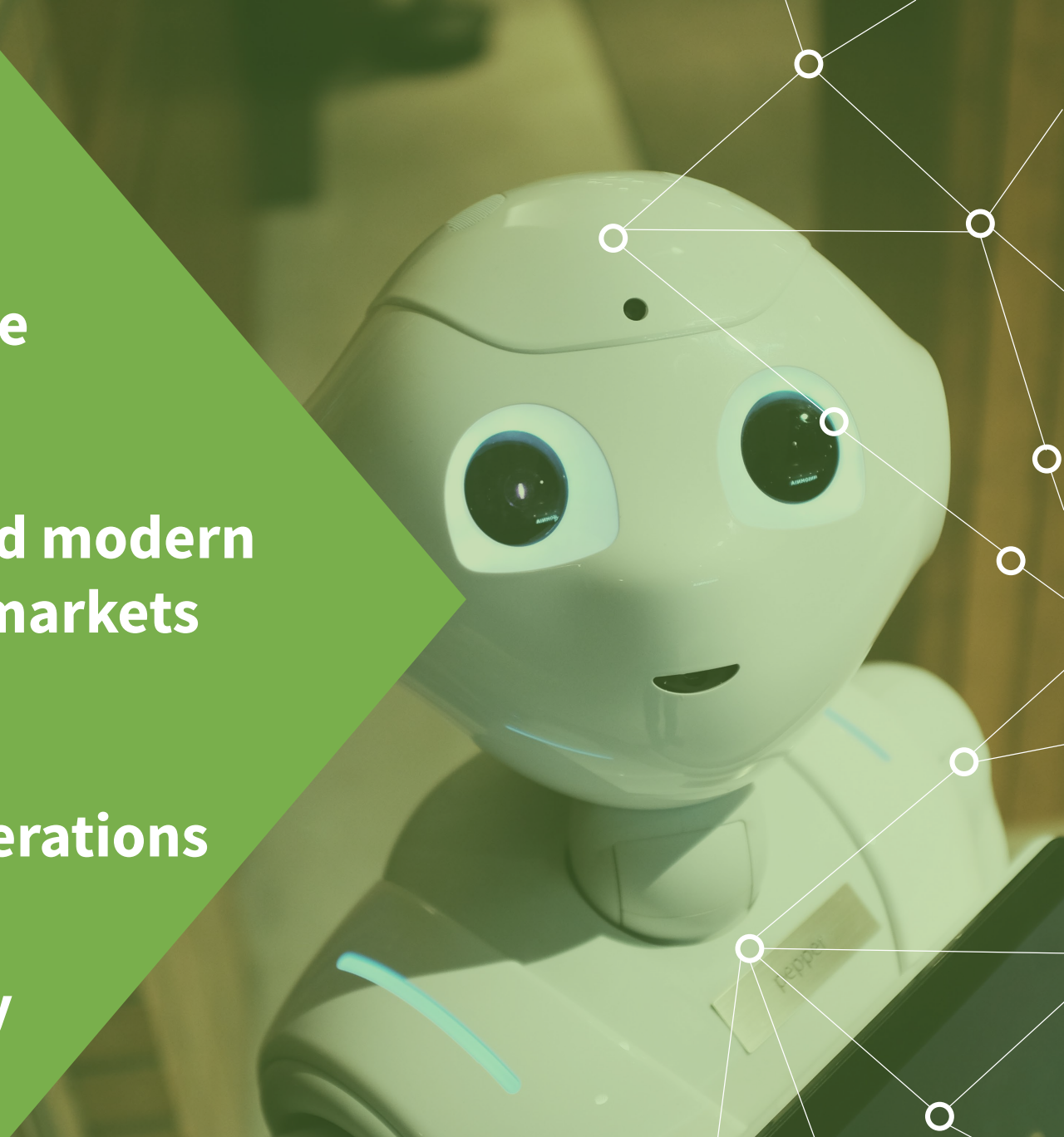


Employees
promotion based merit



EFFICIENCY

- 1.** Global Corporate Governance Standards
- 2.** Unique mix of know-how and modern capabilities to grow in new markets
- 3.** Innovations and modern technologies are used in operations
- 4.** Sustainable and Eco-friendly



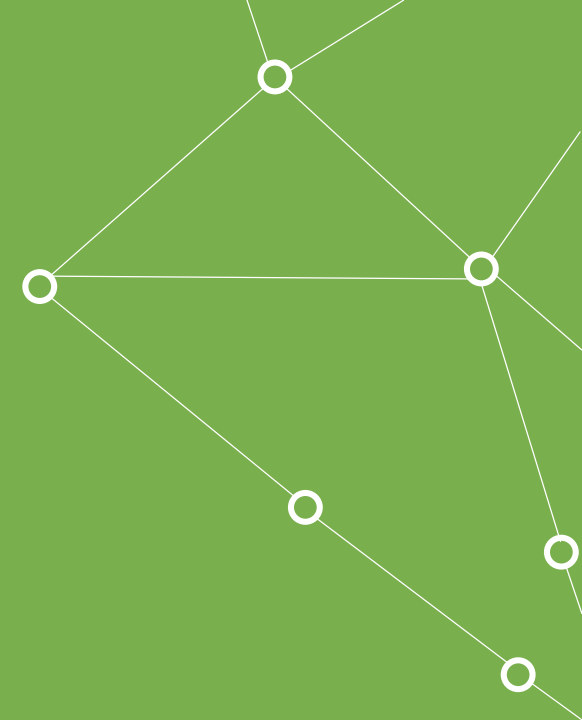
BENEFITS OF EFFICIENCY



**Company
value**



EBITDA



LG FOR BUSINESS



The **most innovative** and **customer-centric** logistics services provider **in the region**



Development in **Lithuania** and **beyond**



Expansion in **1435 mm** area



30% higher freight volume

LG FOR PASSENGERS



**250 km/h
travel speed**



**Double number
of passengers**



**Stations – social
and business hubs**



**End-to-End
transportation
provider**



**Retail promotion
at stations and
trains**



**New
Routes**

INFRASTRUCTURE



**Reliable
and safe**



**Zero
casualties**



**Independent
manager**



**Sufficient
capacity**



**Biggest
Investment
Portfolio**



**Rail Baltica
project**

TECHNOLOGIES



**Alternative
energy**



**Railways
Digitalization**



**Internet of
Things**



**Shift in business
models**



Cybersecurity

REGIONAL CHAMPION

Admired for best-in-class operational efficiency and corporate governance

GENERATING BENEFITS

For clients, employees, shareholder and society

BEST EXAMPLE

In CEE region

LG
2030

TRAVEL QUALITY

Offering a completely new travel experience for passengers

INNOVATIVE

Digitalization and innovation driven