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

CUSTOMER FOCUS

RESPECT

INTEGRITY

RESPONSIBILITY
Freight volumes
M tones

2017: 53
2018: 57
2030: 70
+ 30 %

Passenger volumes
M passengers

2017: 4
2018: 5
2030: 8
+ 100 %

Revenue
M EUR

2017: 450
2018: 496
2030: 725
+ 60 %

EBITDA
M EUR

2017: 150
2018: 196
2030: 300
+ 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

Competitive remuneration

Employees promotion based merit

Respect for employees

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

2x

Company value

300 M EUR

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
- €6 Bn Investment Portfolio
- Rail Baltica project

Biggest Portfolio

Rail Baltica Project
TECHNOLOGIES

- Alternative energy
- Railways Digitalization
- Internet of Things
- Shift in business models
- Cybersecurity
LG 2030

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

TRAVEL QUALITY
Offering a completely new travel experience for passengers

INNOVATIVE
Digitalization and innovation driven