

STRATEGIC PARTNERSHIP – OPPORTUNITIES AND POTENTIAL

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07-12-2018 | Kyiv

ECONOMIC PARTNERSHIP GROWTH ISSUES - LITHUANIA AND UKRAINE

Trade increase:

2017 + 20,5 % 

2018 + 14,6% 

Ukraine is #10 most important market to invest for Lithuanian investors in 2018



Rail freight increase:

2017 + 25,6% 

2018 + 10,2% 

First passenger train connecting 4 Capitals



CONNECTING FOUR CAPITALS BETWEEN KIEV AND RIGA



2018 September 28 – the first train departed from Kiev



Distance – 1165 km

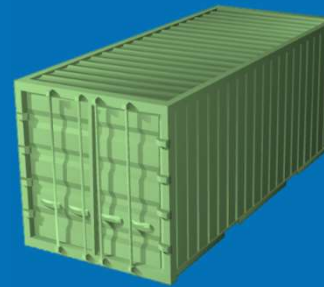


15 YEARS OF SUCCESS - "VIKING TRAIN"



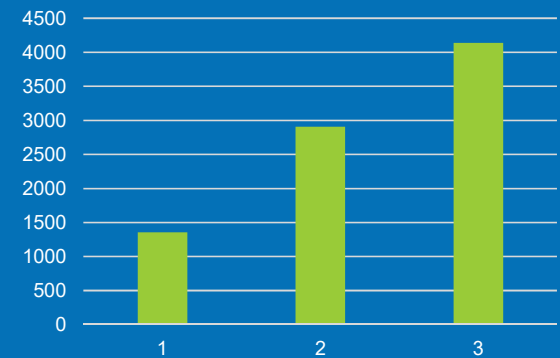
- Klaipėda - Minsk - Odesa
- Klaipėda - Minsk - Bukarest - Istanbul

In 15 years:
 Total of 533 543 TEU
 Volume increased
 x24 times



Sustainable increase of
 TEU from Ukraine

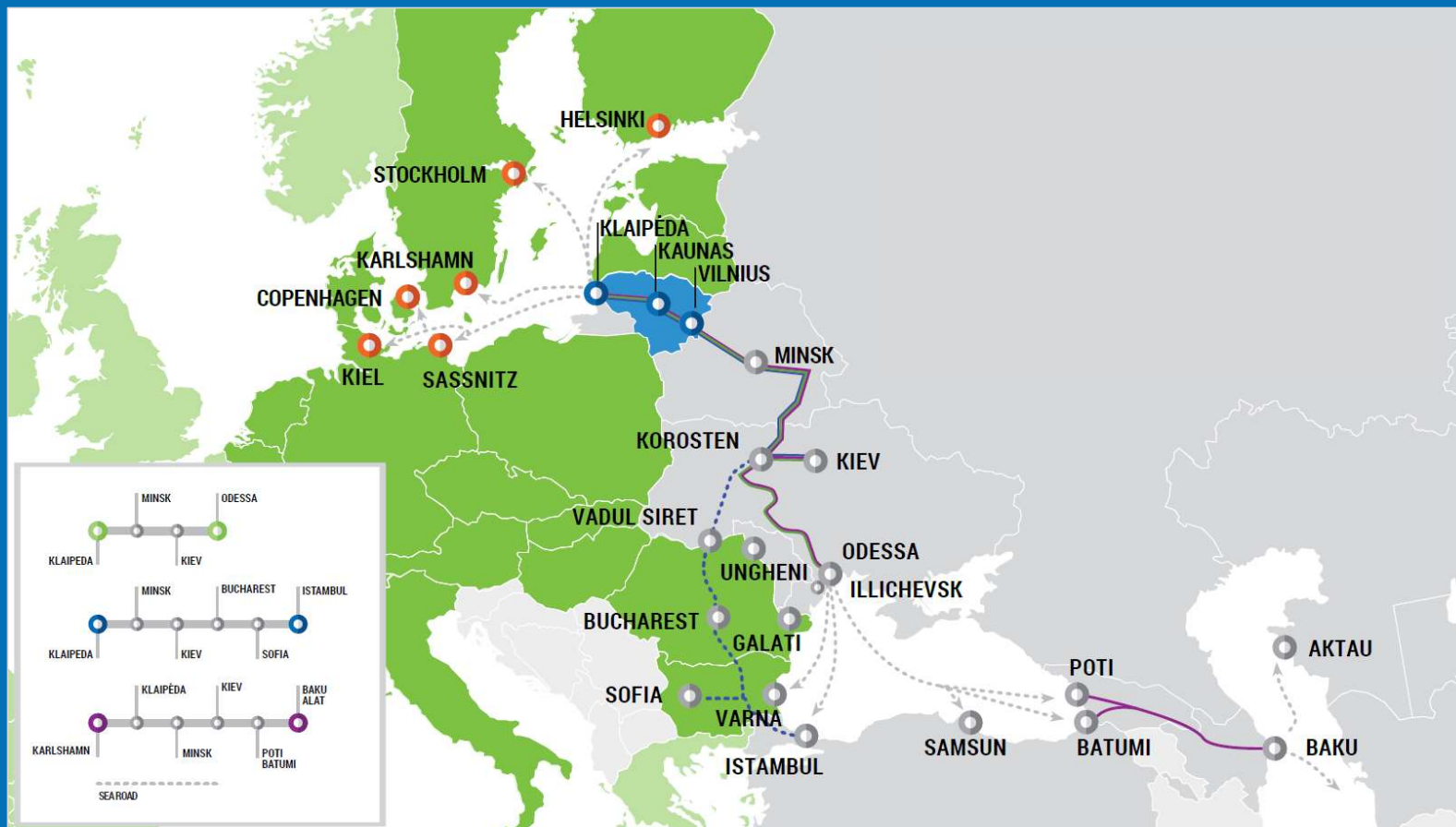
2017: + 150%
 2018: + 42%



TEU by "Viking Train" to Ukraine



LITHUANIA – UKRAINE'S SEAPORT IN NORTHERN EUROPE



KEY FACTS OF LITHUANIAN RAILWAYS



1859

Beginning of Lithuanian Railways:
construction of first track



~10,000

No of employees, 2018



>20

No of different countries
we do business with



450

Revenues,
2017, M EUR



+10,8 %



53

Cargo transported,
2017, M t



+10,2 %



5

No of passenger carried,
2017, M



+0,7 %



One of the largest and the
most modern transport
companies in Lithuania



Representative offices:
Belarus (Minsk),
Russia (Moscow),
Kazakhstan (Astana),
China (Beijing),
Poland (Warsaw)



Lithuania is crossed by three
international corridors

LG VALUES

DRIVE



INTEGRITY



CUSTOMER
FOCUS



RESPONSIBILITY



RESPECT

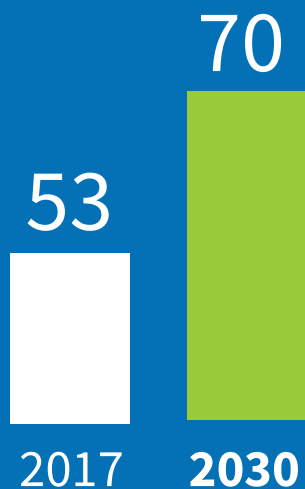


LG 2030 GROWTH STRATEGY

Freight volumes

M tones

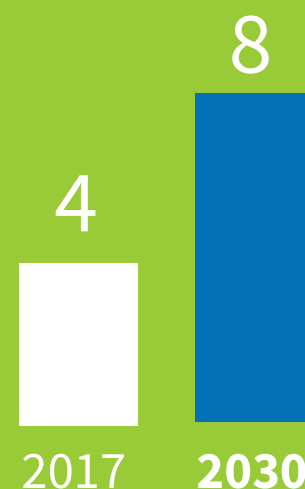
+ 30 %



Passenger volumes

M passengers

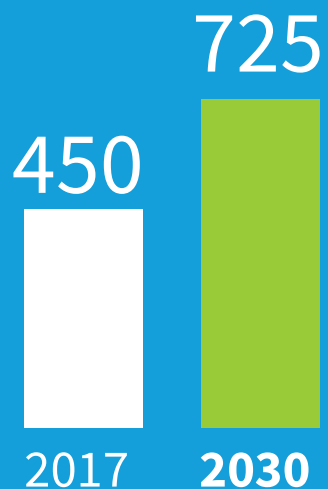
+ 100 %



Revenue

M EUR

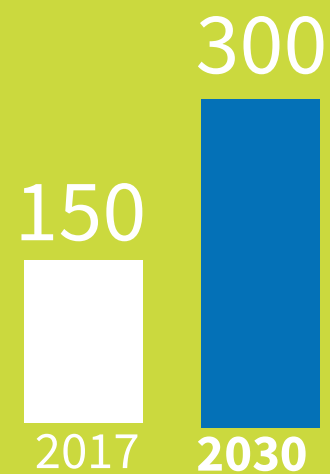
+ 60 %



EBITDA

M EUR

+ 100 %



REGIONAL CHAMPION

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

GENERATING BENEFITS

For clients, employees, shareholder and public

BEST EXAMPLE

In CEE region

LG
2030

TRAVEL QUALITY

Offering a completely new travel experience for passengers

INNOVATIVE

Activities are based on innovations

LG ACTIVITIES



People:
The best team



Efficiency:
Increased profit and
company value



LG for business:
The most innovative
and customer-centric
logistics services
provider in the region



LG for passengers:
A preferred choice
for passengers



Infrastructure:
Safe and reliable, allowing travel at the speed of
250 km/h



7,000,000,000 EUR

The size of the **Investment Portfolio**
during the implementation of **LG**
2030 Growth Strategy

Investments

SYNERGY



Cooperation between AB "Lietuvos geležinkeliai" and AO "Ukrzaliznytsia"



Possibilities to cooperate in order to increase purchase power in acquiring new rolling stock



Cooperation seeking for optimal utilization of existing rolling stock



Synergy, utilizing both sides' strengths in rolling stock repairs

THANK YOU!