

The logo consists of two overlapping shapes: a dark blue arrow pointing right containing the letters 'LTG' in white, and a white arrow pointing left containing the word 'CARGO' in dark blue. The two arrows meet at their tips in the center.

**LTG**

**CARGO**

# **LTG CARGO STRATEGY SUMMARY:**

## **Leader in the North – South corridor**

# LTG Cargo future in the (un)certain environment

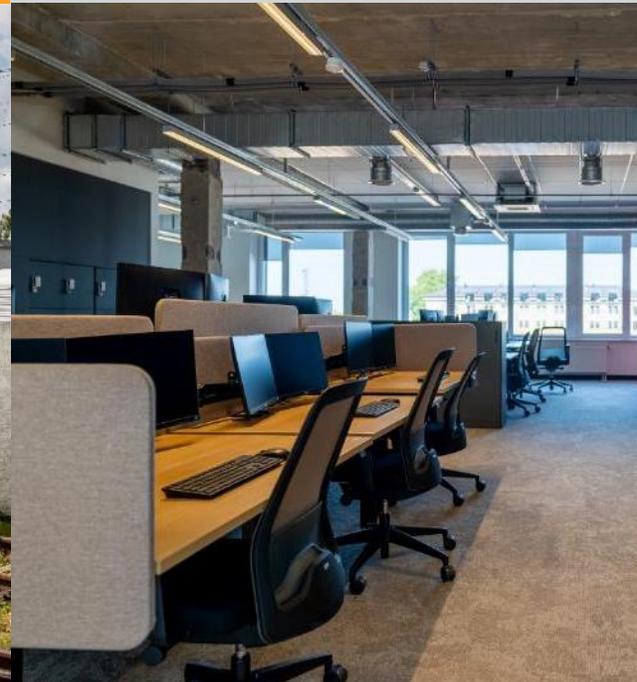


**01** Geopolitical changes

**02** Competitive environment

**03** Digitalisation

**04** European Green Deal



# LTG Cargo goal:

Leader in the North - South corridor

## North – South strategic directions



Bulk cargo - backbone



Expansion of intermodal

### Vision

To be the backbone of the transport system

### Mission

Connecting people and businesses for a more sustainable future

### Values

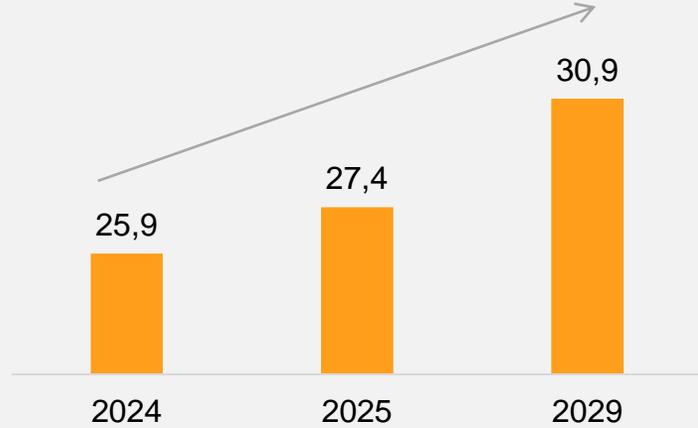
Responsibility | Client orientation | Cooperation | Improvement



# How will we measure our success in 2025 – 2029?

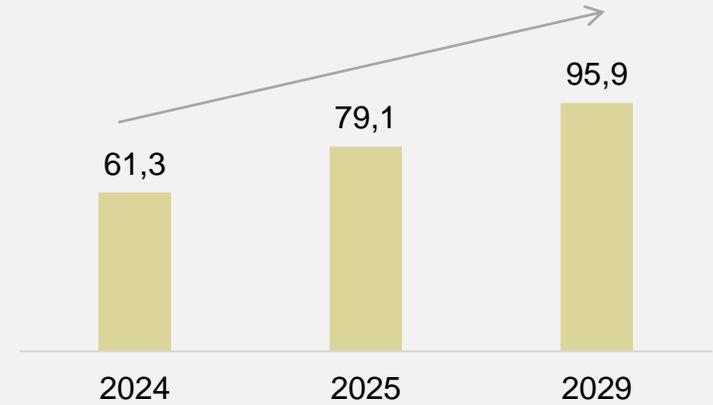


**LTG Cargo annual freight turnover<sup>1</sup>  
(mln. t.) 2024 – 2029**



 **5 mln. t.  
growth**

**LTG Cargo EBITDA<sup>2</sup> trend (mln. EUR)  
2024 – 2029**



 **56%  
growth**

1 – LTG Cargo's freight turnover in Lithuania with both bulk and intermodal cargo; 2 – EBITDA is a company's profit indicator, which determines earnings before interest, taxes, depreciation and amortization. This allows for a more accurate comparison of companies' profitability by eliminating the aforementioned factors

# Strategic directions will help to achieve our goals!



# Customer experience

High customer satisfaction and loyalty

Customers are most satisfied with:



Caring employees



Clear invoices for services



High-quality cargo delivery



High-quality customs brokerage services

Goal – to achieve average NPS of the logistics industry



Customer satisfaction will be improved by implementing measures in these areas:



Simple ordering / payment process



Reliability and safety



Services that meet customer needs



Expert partnership



Innovative, sustainable solutions

# Business expansion



Lithuania is the backbone, allowing to expand abroad

## INTERMODAL

LITHUANIA

ABROAD



Currently unprofitable

Additional incentives are needed to grow intermodal activities in Lithuania:



Tax and regulatory measures



Intermodal infrastructure subsidies and investment incentives



Kaunas - Duisburg route expansion



Exploring for new potential routes and customers

## POLSKA



Stabilising the company and improving EBITDA



Net profit in 2029



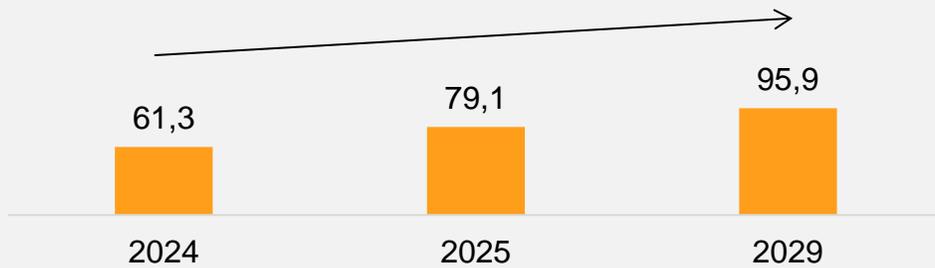
Key enabler to the North – South corridor

# Operational excellence

Creating more value

LTG Cargo EBITDA trend  
2024 – 2029

 >50% growth



Challenges:



Rising costs



Ensuring competitiveness



Challenges will be overcome by:



# Environmental protection, social responsibility and governance



## Improved sustainability



Traction fleet electrification



Lower CO<sub>2</sub> emissions



Optimised energy consumption



Sustainable daily business activities

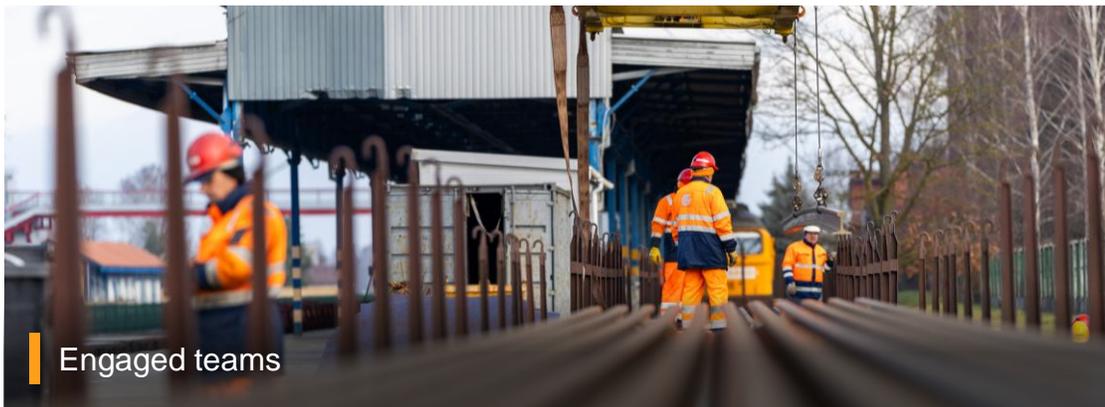
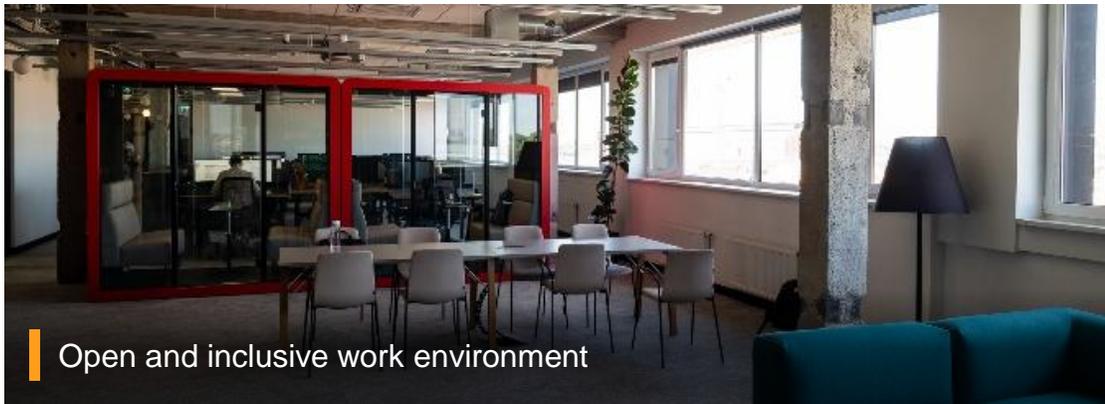


# Engaging organisational culture



Employees are the foundation of LTG Cargo

More engaging organisation will be created with:



# Business resilience



Overcoming challenges and improving safety

**01** Employee safety



**02** Implementation of sanctions and risk management



**03** FREE Rail – technological and operational synchronization with EU



# Investments will help us become a leader in the North-South corridor



A total of almost 505 million EUR will be invested during 2025 - 2029. Key projects:



Acquisition of 1520 mm electric locomotives



Locomotive repair program



Renewal of the wagon fleet



Construction of a repair depot in Vaidotai



Freight wagon repair program



Rail Baltica rolling stock acquisition