

LEO EXPRESS

**20. Polsko-Niemiecko-Czeskie Forum
Kooperacji Firm
14 November 2013**



LEO EXPRESS

Company Introduction

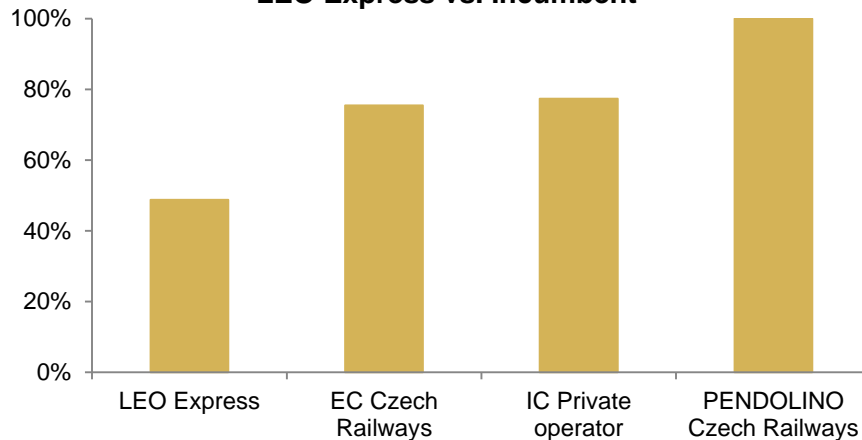
- Private railway operator focusing on passenger transportation
- Established and launched its operations on Prague - Ostrava route in December 2012
- Currently operates 16 daily connections with 5 trains
- Alternative to the state owned operators in the CEE region
- Competing with quality as well as price



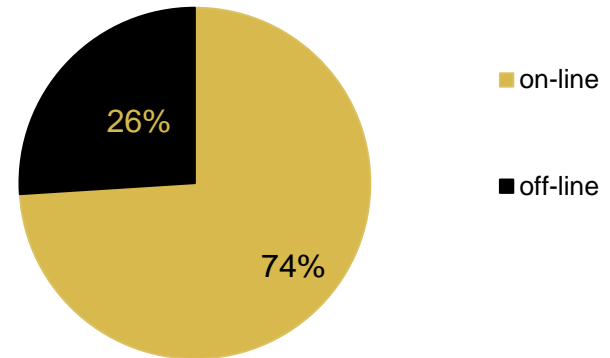
Company Introduction

- First open access operator in Europe duly starting on time
- First open access operator in Europe to be EBITDA positive within first 12 months of operations
- Highest level of online sales (74%) in CEE
- Most innovative product and online offering in train passenger transport in CEE
- 50% lower operational costs than typical CEE state railway operator

**Direct costs comparison
LEO Express vs. Incumbent**



On-line / off- line sales ratio



Milestones

We have conducted more than
5 000 connections

We have carried more than
700 ths. passengers

We have transported passengers from competitor's trains with technical problems
4 times free of charge

Our Facebook page has reached
23 ths. fans

Our mobile app has been downloaded by
20 ths. users

We have canceled just
5 connections

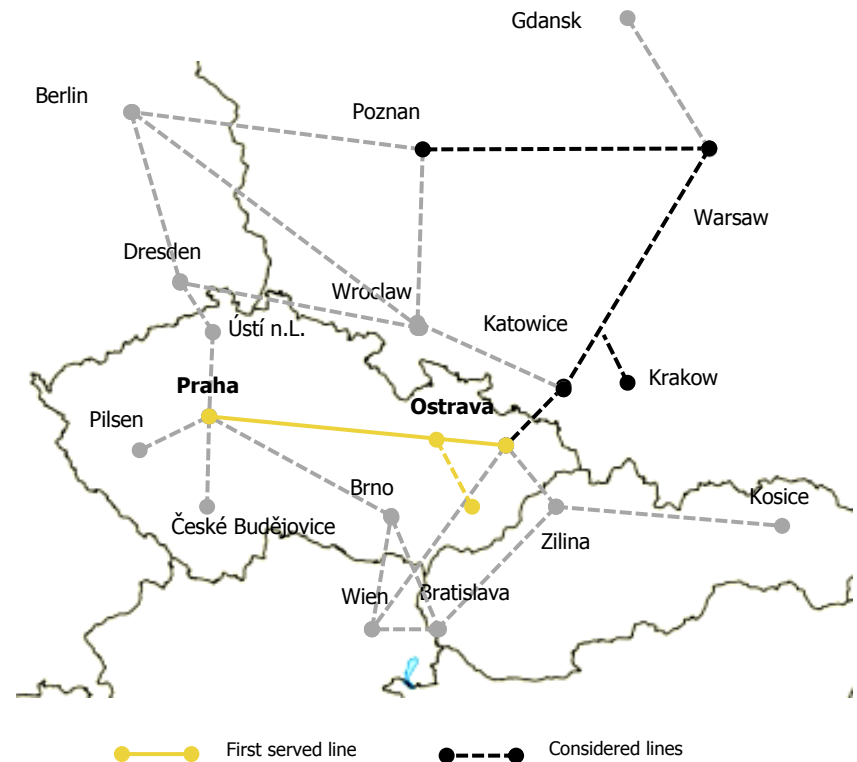
Key factors of success

- On-board comfort and steward services
 - On-seat catering with hot and cold drinks and delicious food
 - Better seating comfort and atmosphere compared to other operators
 - Video on Demand, Games, Real-Time Journey Information, News Feed, Wi-Fi internet
- Customer friendly ticketing and boarding
 - On-line booking system and on-board ticket sales through fast PDA devices
 - Unique website and reservation system
- Fully fledged royalty program
 - Known only in Airlines until now
 - More than 15 000 registrations since its start in September
- Innovative payment channels
 - PayU, mobile application



Expansion in Poland/CEE

- Potential for up to 18 connections per day on Warsaw – Katowice and Warsaw – Krakow routes
- Potential for up to 18 connections per day on Warsaw– Poznan – Wroclaw and Warsaw-Poznan-Szczecin routes
- Selected routes are amongst the busiest routes in Poland, and currently served with outdated trains
- LEO Express will offer significantly higher quality of services with competitive prices



We look forward to
working with you!

