

*LEO*EXPRESS



Free Market Road Show, Bratislava 14. 4. 2015

DISRUPTING THE RAIL STATUS QUO



IT WAS A HARD START UP...

» 2 years of operation



» 1,9 mil. Passengers



» 3 EU Countries

» Difficult 2 years, price dumping incumbent on 1st line by -60% (worst case -30% acknowledged by Credit Suisse)



» European Commission investigation, Antimonopoly Office, Civil Court of the Czech Republic: claiming incurred damages of EUR 25 mil. and counting EUR 1 mil. each month, expecting payment in 1-2 years



» On other 3 corridors CD did not dare to go as illegal (only 15-25% price drops)



... AFTER HARD START UP PHASE NOW STRONG AND GROWING FAST

- » Refinanced with support of Credit Suisse, postponed repayments
- » EBITDA positive after 6 months, Net Profit end/2015
- » 500 000 km/EMU/year
(e.g.: new Polish PKP Pendolino: 380 000 km/EMU/Year + 31% difference)



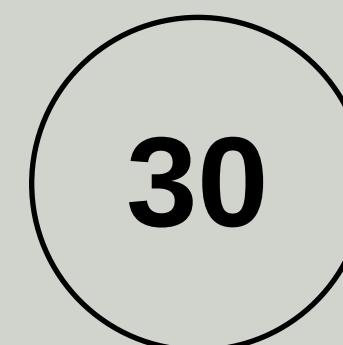
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PKP Pendolino

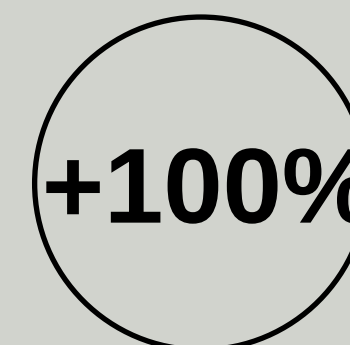
- » Cost: LE 2,5 EUR/trainkm vs. Pendolino 7 EUR/trainkm

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Pendolino



2015



2015

- » In the new timetable 15 stations added, 30 total

.....all this at 0 state subsidies per KM

YOU KNOW HOW GOVERNMENTS OPERATE RAIL SYSTEMS?



---WELL WE AT LEO EXPRESS THINK THIS SHOULD CHANGE

WOULD YOU WANT TO EAT YOUR DAILY LUNCH AT STATE OWNED
GOVERNMENT RUN CANTEEN?

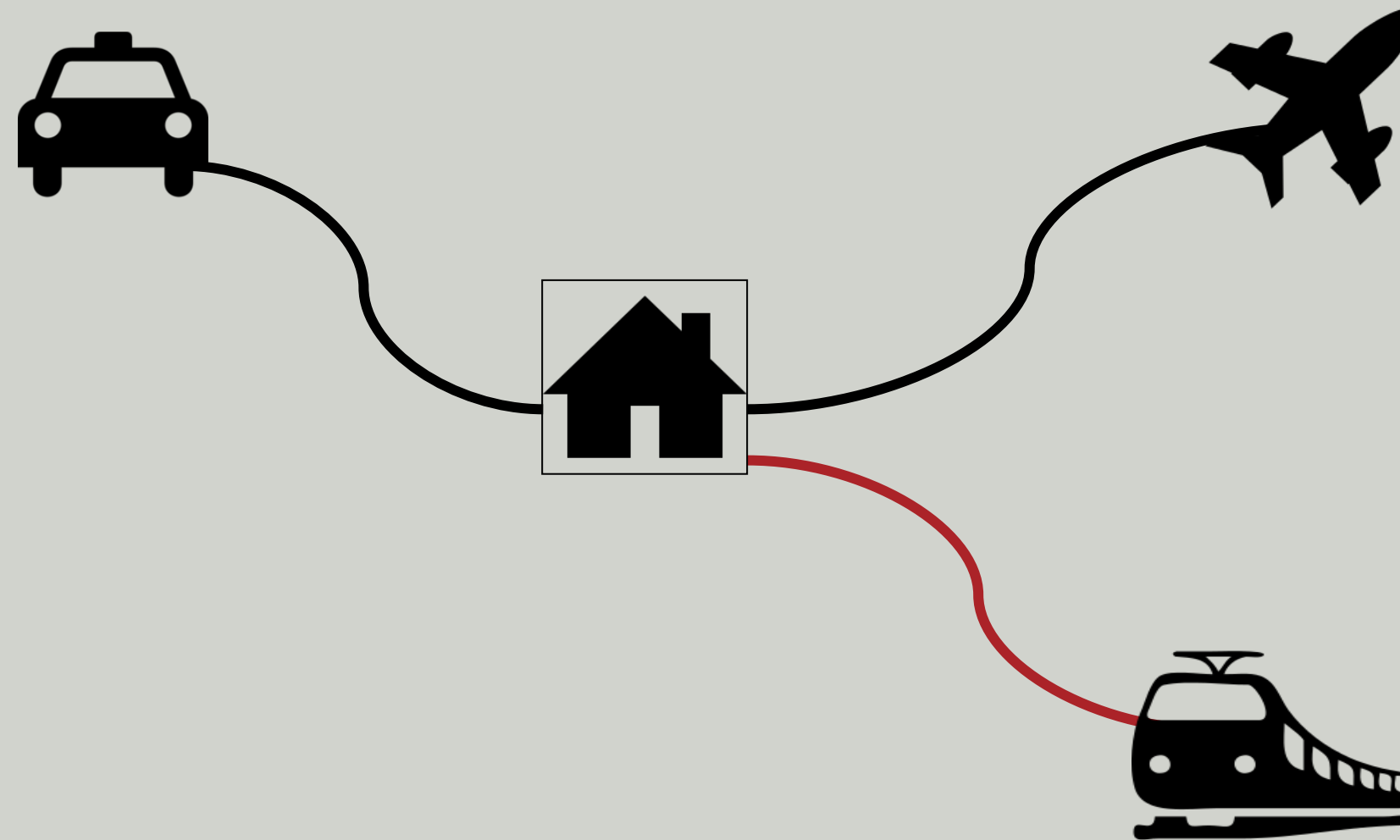


WOULD YOU WANT TO USE A GOVERNMENT PRODUCED SMARTPHONE?



---SO WHY SHOULD THERE ONLY BE GOVERNMENT TRAINS?

TRAINS: THE LAST PASSENGER INDUSTRY TO BE DISRUPTED



LEO EXPRESS REDEFINES TRAINS FOR THE 21ST CENTURY

- » 100 mph top speeds
- » Roll-on accessibility
- » 3 classes of comfort
- » Effective use of time
- » Hybrid electric/diesel
- » Highest safety standards

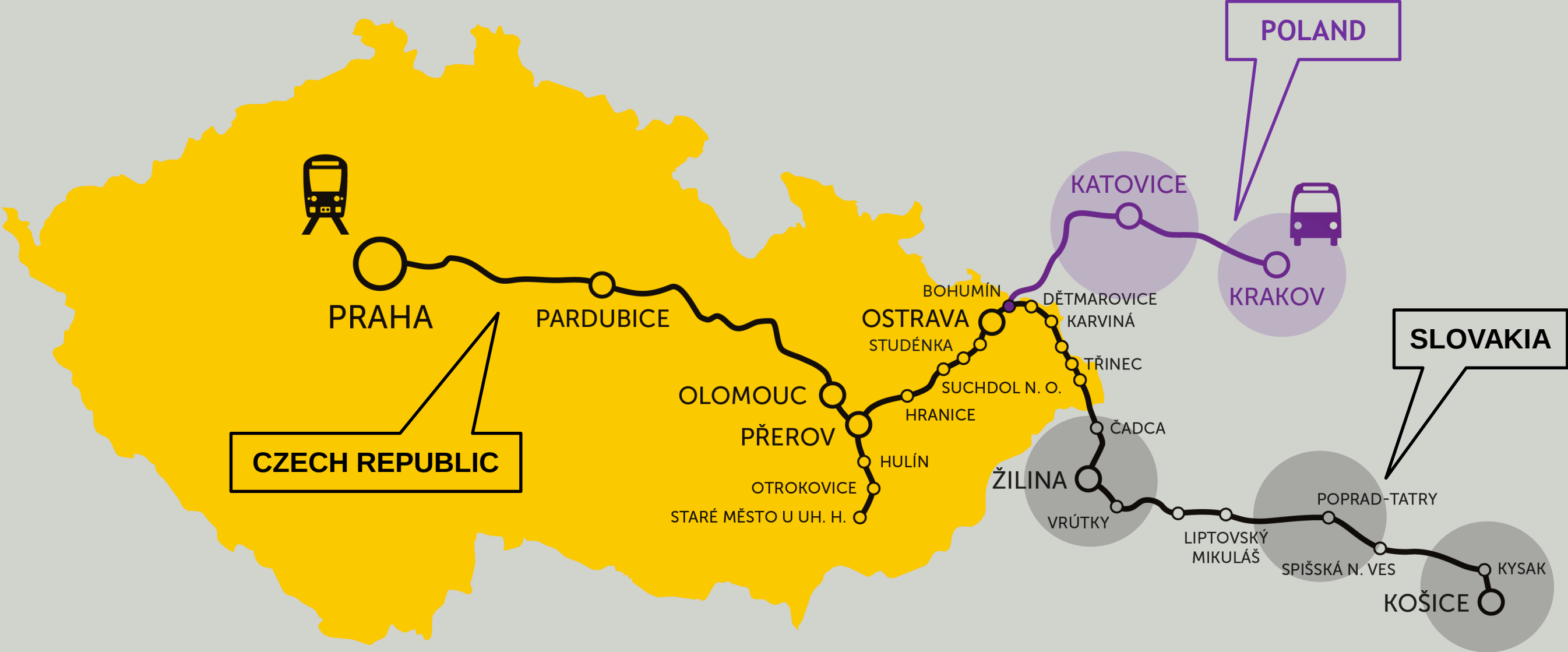


VALUE TO PASSENGERS NEVER SEEN ON TRACKS BEFORE

- » High level of customer satisfaction
- » Delicious catering by Emirates
- » At seat service by stewards, stewardesses
- » Free Wi-Fi
- » Entertainment & info portal
- » Newspapers and magazines
- » 75 percent online sales



SUCCESSFUL NEW NETWORK NOW SERVING 3 NATIONS



UBER INTEGRATION SCHEDULED FOR LAUNCH IN APRIL



U B E R $\rightleftharpoons$ *LEO*EXPRESS

RAIL/BUS/RIDES E-COMMERCE NETWORK

- » On-line platform that serves up travel choices with pricing and sales availability
- » Provides means of buying through trips using multiple carriers
- » Promotes public transportation choices

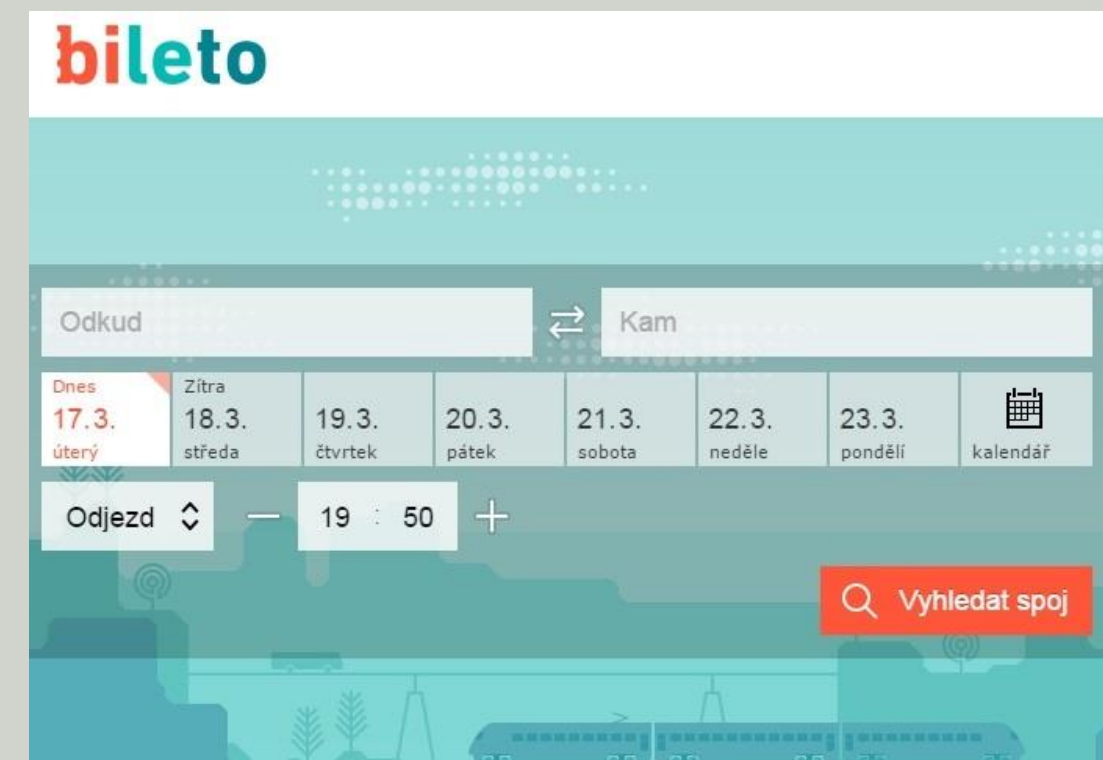


WHAT IS THE FUTURE OF RAIL?

Buses



Mobile E-commerce



WHAT IS THE NEXT BIG TECHNOLOGY?

EMU



IPEMU
(Independently Powered Electrical Multiple Units)



HYPERLOOP ?



THANK YOU FOR YOUR ATTENTION

