

# Mission and vision of PKP CARGO Group

102-16

Mission and Vision are the core of the PKP CARGO Group strategy, they determine goals and drive everyday activities of employees

## Vision and Mission of PKP CARGO Group



### VISION

Become the Central European leader in rail freight transport by taking the dominant position in the area of the 'Three Seas Initiative' and on the 'New Silk Road'.



### MISSION

Offering comprehensive logistics services on the rail freight and intermodal services market in a way to make it the supplier of first choice.

PKP CARGO GROUP STRATEGY 2019 - 2023

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## Mission, Vision, PKP CARGO Values



### VISION

Become the Central European leader in rail freight transport by taking the dominant position in the area of the 'Three Seas Initiative' and on the 'New Silk Road'.



### MISSION

Offering comprehensive logistics services on the rail freight and intermodal services market in a way to make it the supplier of first choice.



### VALUES



SAFETY



RESPECT



RELIABILITY



COOPERATION



GOOD MANAGEMENT



PROFESSIONALISM



MODERNITY



TRANSPARENCY



RESPONSIBILITY



## PKP CARGO Group Goals



### STRATEGIC OBJECTIVES

- Become number 1 in the area of the "Three Seas Initiative" and on the New Silk Road routes in the European Union measured by freight turnover and freight volume by 2023 and strengthen this position in 2023-2038.
- Gain 65% of the Polish rail freight market by 2023 measured by freight turnover.

### SHORT-TERM OBJECTIVES

- Devise the most competitive offer for business partners on the New Silk Road in the European Union and in the area of the Three Seas Initiative.
- Grow operational efficiency measured by KPIs on an annual basis.

→ Maintain a pace of growth in the share price that is higher than the WIG30's growth.

→ Generate annual net profit equal to at least 5% of revenue starting from 2019 and at least 8% of revenue starting from 2023.



## Strategic initiatives

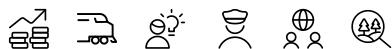


### GROWTH

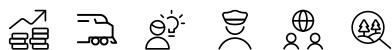
### OPERATIONAL EFFICIENCY

### ORGANIZATIONAL EFFICIENCY

**1.** Adopting and executing an organic growth plan on the domestic market.



**2.** Adopting and executing an inorganic growth plan on the domestic market.



**3.** Coordinating foreign expansion.



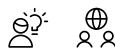
**4.** Aligning the offer to clients to integrate the value chain.



**5.** Adopting and executing an action plan in marketing and CSR in coordination with the PKP Group.



**6.** Developing innovation.



Source: Own study