

Ljubljana Stock Exchange Strategy to 2028



LJUBLJANSKA BORZA

LJUBLJANA *Stock Exchange*

LJSE STRATEGY



LJUBLJANSKA BORZA
LJUBLJANA Stock Exchange

MISSION

We support the development of the Slovenian capital market by providing reliable, safe, transparent and modern services, thereby strengthening trust among stakeholders.

VISION

The Ljubljana Stock Exchange will at least double its revenue growth* by 2028, strengthening its leading position in the Adria region.

VALUES

- Acting with integrity
- Stakeholder focus
- Committed to excellence

STRATEGIC GOALS

- ✓ Increase in turnover of **capitalisation by 25%** and net increase in the **number of instruments** by **15**
- ✓ Develop **new products and services**
- ✓ Focused on **stakeholders' satisfaction and trust**
- ✓ **Improving business excellence**
- ✓ Focused on long-term **profitability**

*revenue growth 2018 - 2023



INCREASE IN TURNOVER OF STOCK MARKET CAP BY 25% AND NET INCREASE IN THE NUMBER OF INSTRUMENTS BY 15

Support for individual investment accounts (INR accounts)

Increase investments and number of institutional investors

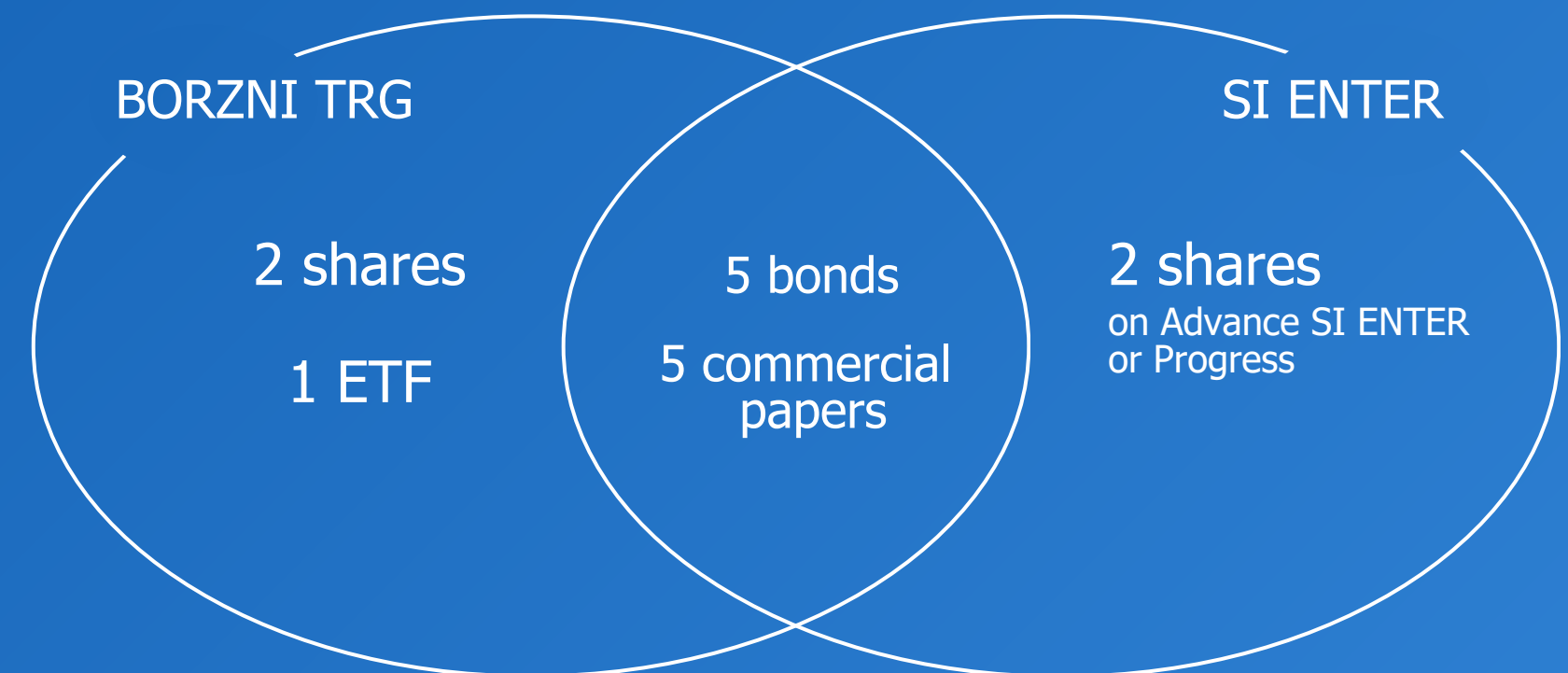


Promotion of the bond market

2 new exchange members (directly or indirectly)

Increased visibility of the stock exchange

Net addition of new instruments



Lower fees on debt instruments across the chain



DEVELOP AT LEAST 5 NEW PRODUCTS AND SERVICES

Postati pomemben ponudnik storitev ESAP (Evropska enotna dostopna točka) in ESEF (Enotna elektronska oblika) v Sloveniji

Marketing of municipal, ESG and (covered) bonds

Establish a one-stop shop for issuers

FOCUSED ON STAKEHOLDERS' SATISFACTION AND TRUST

Establishing a trusteeship for key stakeholders

Improving the user experience on the exchange's website and applications





IMPROVING BUSINESS EXCELLENCE

Staff development

Integration, harmonization and identification of synergies with the ZSE and other stock exchanges

Progress on internal ESG standards

Improving cyber resilience

FOCUSED ON LONG-TERM PROFITABILITY

Optimising the portfolio of products and services

Increase in revenues from marketing and partnership activities

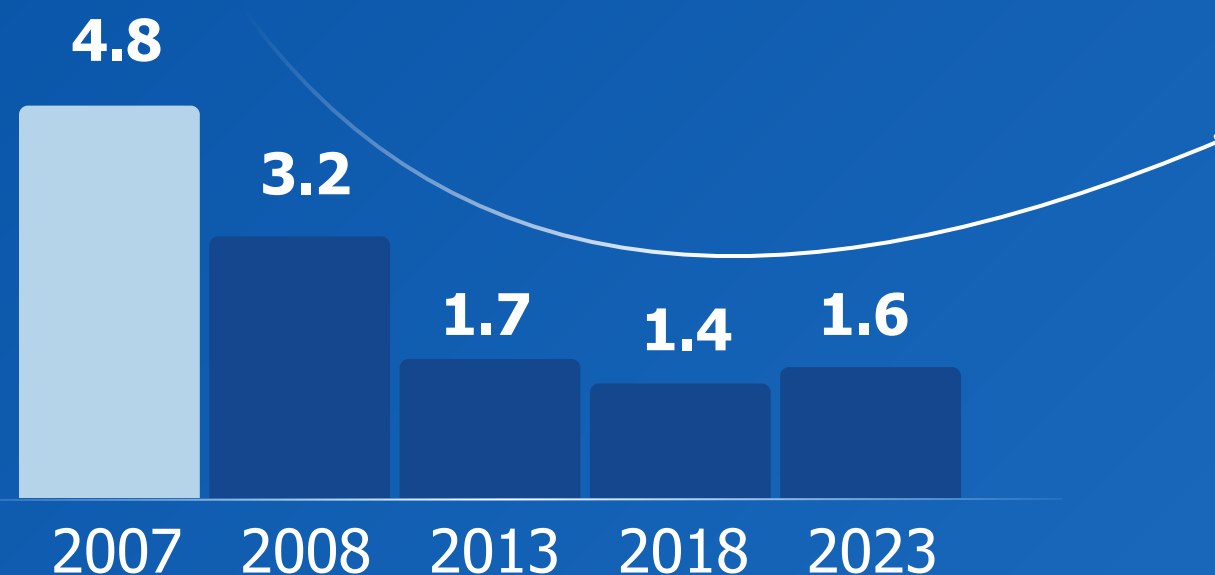
Managing an optimal pricing policy





SUMMARY

Business revenue (mio EUR)



EBITDA margin



VISION

Ljubljanska borza bo do leta 2028 vsaj podvojila rast prihodkov in s tem okrepila svojo vodilno pozicijo v Adria regiji.

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- ✓ Improving business excellence
- ✓ Focused on long-term profitability