International Post Corporation

Lithuanian Post and eBay sign Memorandum of Understanding: Strengthens Lithuanian businesses' opportunities to grow in international markets

14-05-2026

Lithuanian Post and global e-commerce platform eBay have signed a Memorandum of Understanding aimed at strengthening the opportunities of Lithuanian businesses to expand in international markets, simplify export processes and improve logistics solutions in the Baltic States.

“The Baltics are a region with a strong entrepreneurial spirit and global potential. We see businesses ready to expand beyond their home country and reach new customers around the world. With access to 190 markets, eBay is proud to help turn this potential into real growth, enabling Baltic businesses to achieve long-term success,” said Vidmay Naini, Managing Director of Global Growth Markets at eBay.

"This partnership between Lietuvos Paštas and eBay, based on long-term cooperation, also reflects the strong momentum of Lithuanian e-commerce. We can already see how local businesses are successfully reaching customers around the world, and the growth is obvious - in the first quarter of 2026 alone, we handled 840,000 shipments, which is 31% more than in the same period last year. By signing the memorandum with eBay, we aim to further strengthen sellers' capabilities, simplify export processes and improve logistics solutions, thus helping even more Lithuanian businesses grow internationally. We hope to continue this successful cooperation and open up new opportunities together," said Kastytis Valantinas, CEO of Lietuvos Paštas.

"We aim to make Lithuanian Post as close to the people as possible and meet the various expectations of our customers. This cooperation is a great opportunity to further strengthen the competitiveness and positions of our country's logistics in the Baltic region and in the international market," says AkvilÄ— DanielÄ—, Vice Minister of Transport and Communications.

In order to strengthen the export opportunities of Baltic businesses, at the end of April, Lithuanian Post and eBay organized a series of seminars and events in the Baltic States called "Baltics Go Global with eBay". During the events, representatives of small and medium-sized enterprises, exporters and

e-commerce partners delved into the possibilities of international e-commerce development, preparation for export, product categories with high potential and practical steps on how to reach customers in global markets.

eBay provides access to over 135 million buyers in 190 markets and offers a variety of tools to help Baltic businesses achieve better results in international markets. Sellers can use artificial intelligence (AI)-based tools and insights to better understand global demand, optimize listings and improve performance, thereby expanding their operations in international markets more effectively.

Source: Lietuvos Paštas

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