

Selected operational information for the year ended 31 December 2013

Terms that require definitions are marked with capital letters and their definitions are provided below in alphabetical order.

Rolling stock fleet

	As at 31 December	As at 31 December	Change	Change, %
Owned Fleet	2013	2012		
Gondola cars	40,095	38,534	1,561	4%
Rail tank cars	19,061	19,076	-15	0%
Hopper cars	707	712	-5	-1%
Locomotives	75	58	17	29%
Flat cars	1,186	121	1,065	880%
Total	61,124	58,501	2,623	4%
Owned Fleet as % of Total Fleet	93%	94%	-	- 47
Leased-in Fleet				
Gondola cars	533	345	188	54%
Rail tank cars	4,151	3,089	1,062	34%
Hopper cars	0	0,003	0	0%
Locomotives	0	0	0	09
Flat cars	0	0	0	0%
Total	4,684	3,434	1,250	36%
Leased-in Fleet as % of Total Fleet	7%	6%	-	-
Total Fleet (Owned Fleet + Leased-in Fleet)	65,808	61,935	3,873	6%
Total Fleet by type of rolling stock, %				
Gondola cars	62%	63%		
Rail tank cars	35%	36%		
Hopper cars	1%	1%		
Locomotives	0%	0%		
Flat cars	2%	0%		
		070		
******	100%	100%	-	
Total		100%	•	
Total			-635	
Total Leased-out Fleet Gondola cars	100% 600	1,235	-635	-519
Total Leased-out Fleet Gondola cars Rail tank cars	100%			-51% 18%
Total Leased-out Fleet Gondola cars	600 8,887	1,235 7,509	-635 1,378 138	-51% 18% 30%
Total Leased-out Fleet Gondola cars Rail tank cars Hopper cars	100% 600 8,887 601	1,235 7,509 463	-635 1,378	-51% 18% 30% 0%
Total Leased-out Fleet Gondola cars Rail tank cars Hopper cars Locomotives Flat cars	600 8,887 601 3 292	1,235 7,509 463 0	-635 1,378 138 3 272	-51% 18% 30% 0% 1360%
Total Leased-out Fleet Gondola cars Rail tank cars Hopper cars Locomotives Flat cars Total	100% 600 8,887 601 3	1,235 7,509 463 0	-635 1,378 138 3	-51% 18% 30% 0% 1360%
Total Leased-out Fleet Gondola cars Rail tank cars Hopper cars Locomotives Flat cars Total Leased-out Fleet as % of Total Fleet	100% 600 8,887 601 3 292 10,383	1,235 7,509 463 0 20 9,227	-635 1,378 138 3 272 1,156	-51% 18% 30% 0% 1360%
Total Leased-out Fleet Gondola cars Rail tank cars Hopper cars Locomotives Flat cars Total Leased-out Fleet as % of Total Fleet	100% 600 8,887 601 3 292 10,383	1,235 7,509 463 0 20 9,227	-635 1,378 138 3 272 1,156	-51% 18% 30% 0% 1360%
Total Leased-out Fleet Gondola cars Rail tank cars Hopper cars Locomotives Flat cars Total Leased-out Fleet as % of Total Fleet Average age of Owned Fleet	100% 600 8,887 601 3 292 10,383 16%	1,235 7,509 463 0 20 9,227 15%	-635 1,378 138 3 272 1,156	-519 189 309 09 13609
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Total Leased-out Fleet Gondola cars Rail tank cars Hopper cars Locomotives Flat cars Total Leased-out Fleet as % of Total Fleet Average age of Owned Fleet Gondola cars Rail tank cars Hopper cars	100% 600 8,887 601 3 292 10,383 16%	1,235 7,509 463 0 20 9,227 15%	-635 1,378 138 3 272 1,156	-51% 18% 30% 0% 1360%
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Operation of rolling stock (incl. Engaged Fleet)

	2013	2012	Change	Change, %
Freight Rail Turnover, billion tonnes-km				
Metallurgical cargoes	87.6	75.7	11.8	16%
Ferrous metals	32.2	30.0	2.2	7%
Scrap metal	3.7	2.1	1.7	81%
Iron ore	51.6	43.7	7.9	18%
Oil products and oil	25.7	30.3	-4.6	-15%
Coal (incl. coke)	23.2	18.4	4.7	26%
Construction materials	11.2	7.9	3.3	42%
Crushed stone	10.1	6.0	4.0	67%
Cement	0.3	0.3	0.1	21%
Other construction materials	0.8	1.6	-0.8	-49%
Other	7.8	5.5	2.4	44%
Total	155.5	137.8	17.7	13%
Freight Rail Turnover by cargo type, %				
Metallurgical cargoes (incl. ferrous metal, scrap metal and iron ore)	56%	55%	-	
Oil products and oil	17%	22%	-	
Coal (incl. coke)	15%	13%	•	
Construction materials (Incl. cement)	7%	6%	•	
Other	5%	4%	-	-
Total	100%	100%	•	
Transportation Volume, million tones				
Metallurgical cargoes	50.0	37.0	13.0	35%
Ferrous metals	18.2	14.5	3.7	25%
Scrap metal	3.6	2.5	1.1	44%
Iron ore	28.2	20.0	8.2	41%
Oil products and oil	23.9	25.1	-1.2	-5%
Coal (incl. coke)	10.8	10.0	0.8	8%
Construction materials	11.0	7.0	4.0	58%
Crushed stone	9.7	5.5	4.2	77%
Cement	0.2	0.2	0.0	22%
Other construction materials	1.1	1.3	-0.2	-19%
Other	6.7	4.8	1.9	40%
Total	102.4	83.9	18.5	22%

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Operation of rolling stock (excl. Engaged Fleet)

Freight Rail Turnover, Billion Inomes-lem	Change	Change
Ferrous metals	10.2	
Scrap meabl	-0.9	
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Construction materials	-5.3	-
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Cement	3.2	
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Cement	3.8	
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Concloid cars		
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Hopper cars	-1,357	
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Engaged Fleet

	12m 2013	12m 2012	Change	Change, %
Net Revenue from Engaged Fleet, USD million	58.6	18.0	40.5	225%

Employees

	As at 31 December	As at 31 December	Change	Change, %
	2013	2012		
Employees by departments (simplified)				
Operations	1,102	802	300	37%
Administrative	518	383	135	35%
Total	1,620	1,185	435	37%

Definitions (in alphabetical order)

Average Distance of Loaded Trip is calculated as the sum of the distances of all loaded trips for a period divided by the number of loaded trips for the same period.

Average Number of Loaded Trips per Railcar is calculated as total number of loaded trips in the relevant period divided by Average Rolling Stock Operated.

Average Price per Trip is calculated as Net Revenue from Operation of Rolling Stock divided by total number of loaded trips during the relevant period in the respective currency.

Average Rolling Stock Operated is calculated as the average weighted (by days) number of rolling stock available for operator services (not including rollin g stock in maintenance, purchased rolling stock in transition to its first place of commercial utilisation, rolling stock leased out or Engaged Fleet).

Engaged Fleet is defined as rolling stock subcontracted or otherwise engaged from a third-party rail operator for a loaded trip from the point of origination to the cargo's destination, at which point the railcar is then released to such third-party.

Empty Run or Empty Runs means movement of railcars without cargo for the whole or a substantial part of the journey.

Empty Run Costs (a non-GAAP financial measure meaning costs payable to RZD for forwarding empty railcars) is derived from management accounts and presented as part of the "Infrastructure and locomotive tariffs: empty run trips, other tariffs' component of "Cost of sales" reported under EU IFRS. Empty Run Costs do not include costs of relocation of rolling stock to and from maintenance, purchased rolling stock in transition to its first place of commercial utilisation, rolling stock for in or leased out and Engaged Fleet.

Empty Run Ratio is calculated as the total of empty trips in kilometres by respective rolling stock type divided by total loaded trips in kilometres of such rolling stock type. Empty trips are only applicable to rolling stock operated (not including rolling stock in maintenance, purchased rolling stock in transition to it's first place of commercial utilisation, rolling stock leased out or Engaged Fleet).

Freight Rail Turnover is a measure of freight carriage activity over a particular period calculated as the sum of tonnage of each loaded trip multi plied by the distance of each loaded trip, expressed in tonnes-km. It includes volumes transported by the Engaged Fleet, unless otherwise stated.

Leased-in Fleet is defined as rolling stock fleet leased-in under operating leases, including both railcars and locomotives.

Leased-out Fleet is defined as rolling stock fleet leased out to third parties under operating leases.

Net Revenue from Engaged Fleet (a non-GAAP financial measure) represents the net sum of the price charged for transportation to clients by the Group utilising Engaged Fleet less the loaded railway tariff charged by RZD (included in the EU IFRS line item 'Infrastructure and locomotive tariff – loaded trip') less the cost of attracting fleet from third-party operators (included in the EU IFRS line item' Services provided by other transportation organisations').

Net Revenue from Operation of Rolling Stock (a non-GAAP financial measure) is defined as the sum of "Revenue from railway transportation-operators services (tariff borne by the Group)" and "Revenue from railway transportation-operators services (tariff borne by the client)" less "Infrastructure and locomotive ta riffs - loaded trips", "Services provided by other transportation organisation" and Net Revenue from Engaged Fleet.

Owned Fleet is defined as the rolling stock fleet owned and leased in under finance lease as at the end of the reporting period. It includes railcars and locomotives unless otherwise stated and excludes Engaged Fleet.

Share of Empty Run Kilometres Paid by Globaltrans is defined as the percentage of empty run kilometres paid by Globaltrans divided by the total amount of empty run kilometres incurred by the fleet operated by Globaltrans (not including relocation of rolling stock to and from maintenance, purchased rolling stock in transition to its first place of commercial utilisation, and rolling stock leased out or Engaged Fleet) in the relevant period.

Total Empty Run Ratio is calculated as total kilometres travelled empty divided by the total kilometres travelled loaded by the fleet operated by G lobaltrans (not including the relocation of rolling stock to and from maintenance, purchased rolling stock in transition to its first place of commercial utilisation, or rolling stock leased out or Engaged Fleet) in the relevant period.

Total Fleet is defined as the total rolling stock owned and leased in under finance and operating leases as at the end of period. It includes railcars and locomotives unless otherwise stated and excludes Engaged Fleet.

Transportation Volume is a measure of freight carriage activity over a particular period measuring weight of cargo carried in million tonnes. It in cludes volumes transported by Engaged Fleet, unless otherwise stated