

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 2013	As at 31 December 2012	Change	Change, %
Owned Fleet				
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%
<i>Owned Fleet as % of Total Fleet</i>	<i>93%</i>	<i>94%</i>	-	-
Leased-in Fleet				
Gondola cars	533	345	188	54%
Rail tank cars	4,151	3,089	1,062	34%
Hopper cars	0	0	0	0%
Locomotives	0	0	0	0%
Flat cars	0	0	0	0%
Total	4,684	3,434	1,250	36%
<i>Leased-in Fleet as % of Total Fleet</i>	<i>7%</i>	<i>6%</i>	-	-
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%	-	-
Total	100%	100%	-	-
Leased-out Fleet				
Gondola cars	600	1,235	-635	-51%
Rail tank cars	8,887	7,509	1,378	18%
Hopper cars	601	463	138	30%
Locomotives	3	0	3	0%
Flat cars	292	20	272	1360%
Total	10,383	9,227	1,156	13%
<i>Leased-out Fleet as % of Total Fleet</i>	<i>16%</i>	<i>15%</i>	-	-
Average age of Owned Fleet				
Gondola cars	6.4	5.8	-	-
Rail tank cars	10.5	9.5	-	-
Hopper cars	7.4	6.5	-	-
Locomotives	11.8	7.1	-	-
Flat cars	25.2	3.8	-	-
Total	8.0	7.0	-	-

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%

Operation of rolling stock (excl. Engaged Fleet)

	2013	2012	Change	Change, %
Freight Rail Turnover, billion tonnes-km				
Metallurgical cargoes	65.9	55.7	10.2	18%
Ferrous metals	25.5	26.4	-0.9	-3%
Scrap metal	2.1	2.1	0.0	0%
Iron ore	38.3	27.2	11.1	41%
Oil products and oil	25.1	30.3	-5.3	-17%
Coal (incl. coke)	21.2	17.5	3.8	22%
Construction materials	11.0	7.9	3.2	40%
Crushed stone	9.9	6.0	3.9	65%
Cement	0.3	0.3	0.1	20%
Other construction materials	0.8	1.6	-0.8	-50%
Other	7.8	5.3	2.4	46%
Total	131.0	116.7	14.4	12%
Transportation Volume, million tones				
Metallurgical cargoes	35.7	28.0	7.7	27%
Ferrous metals	13.4	12.2	1.3	10%
Scrap metal	2.3	2.5	-0.2	-8%
Iron ore	20.0	13.4	6.6	50%
Oil products and oil	23.0	25.1	-2.1	-8%
Coal (incl. coke)	9.8	9.5	0.3	3%
Construction materials	10.8	6.9	3.8	55%
Crushed stone	9.5	5.5	4.0	74%
Cement	0.2	0.2	0.0	23%
Other construction materials	1.0	1.3	-0.2	-19%
Other	6.6	4.7	1.9	41%
Total	86.0	74.3	11.6	16%
Average Rolling Stock Operated, units				
Gondola cars	38,920	31,656	7,264	23%
Rail tank cars	13,535	14,892	-1,357	-9%
Hopper cars	127	144	-17	-12%
Locomotives	38	37	1	4%
Flat cars	826	96	730	763%
Total	53,445	46,825	6,620	14%
Average Number of Loaded Trips per Railcar				
Gondola cars	23.9	23.5	0.3	1%
Rail tank cars	28.3	28.2	0.1	0%
Hopper cars	29.8	19.5	10.3	53%
Flat cars	32.4	12.1	20.3	167%
Total	25.1	25.0	0.2	1%
Average Distance of Loaded Trip, km				
Gondola cars	1,706	1,769	-62	-4%
Rail tank cars	1,076	1,201	-125	-10%
Hopper cars	396	568	-172	-30%
Flat cars	1,636	1,852	-216	-12%
Total	1,521	1,561	-40	-3%
Average Price per Trip				
Average Price per Trip, USD	907	992	-84	-9%
Average Price per Trip, RUB	28,947	30,813	-1,866	-6%
Net Revenue from Operation of Rolling Stock by cargo type, USD million				
Metallurgical cargoes	390.8	433.9	-43.0	-10%
Ferrous metals	218.9	269.3	-50.4	-19%
Scrap metal	18.0	28.8	-10.9	-38%
Iron ore	154.0	135.7	18.3	13%
Oil products and oil	601.8	493.2	108.7	22%
Coal (incl. coke)	105.6	104.2	1.4	1%
Construction materials (incl. cement)	65.6	66.5	-0.9	-1%
Other	53.9	61.2	-7.3	-12%
Total	1,217.8	1,159.0	58.8	5%
Net Revenue from Operation of Rolling Stock by cargo type, %				
Metallurgical cargoes (incl. ferrous metal, scrap metal and iron ore)	32%	37%	-	-
Oil products and oil	49%	43%	-	-
Coal (incl. coke)	9%	9%	-	-
Construction materials (incl. cement)	5%	6%	-	-
Other	4%	5%	-	-
Total	100%	100%	-	-
Net Revenue from Operation of Rolling Stock by largest clients (incl. their affiliates and suppliers), %				
RN Holding (former TNK-BP)	28%	21%	-	-
MMK	17%	13%	-	-
Metallinvest	13%	13%	-	-
Evrz	3%	7%	-	-
Gazpromneft	8%	6%	-	-
Lukoil	2%	4%	-	-
Rosneft	1%	2%	-	-
Severstal	2%	2%	-	-
Mechel	1%	2%	-	-
TMK	1%	1%	-	-
Other (incl. small and medium enterprises)	23%	28%	-	-
Empty Run Ratio				
Gondola cars	38%	38%	-	-
Rail tank cars and hopper cars and flat cars	109%	105%	-	-
Total Empty Run Ratio	53%	57%	-	-
Empty Run Costs, USD million				
	309.8	253.9	55.9	22%
Share of Empty Run Kilometres Paid by Globaltrans				
	89%	81%	-	-

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 2013	As at 31 December 2012	Change	Change, %
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)

<p>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.</p>
<p>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.</p>
<p>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.</p>
<p>Average Rolling Stock Operated is calculated as the average weighted (by days) number of rolling stock available for operator services (not including rolling stock in maintenance, purchased rolling stock in transition to its first place of commercial utilisation, rolling stock leased out or Engaged Fleet).</p>
<p>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.</p>
<p>Empty Run or Empty Runs means movement of railcars without cargo for the whole or a substantial part of the journey.</p>
<p>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 leased in or leased out and Engaged Fleet.</p>
<p>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 its first place of commercial utilisation, rolling stock leased out or Engaged Fleet).</p>
<p>Freight Rail Turnover is a measure of freight carriage activity over a particular period calculated as the sum of tonnage of each loaded trip multiplied by the distance of each loaded trip, expressed in tonnes-km. It includes volumes transported by the Engaged Fleet, unless otherwise stated.</p>
<p>Leased-in Fleet is defined as rolling stock fleet leased-in under operating leases, including both railcars and locomotives.</p>
<p>Leased-out Fleet is defined as rolling stock fleet leased out to third parties under operating leases.</p>
<p>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").</p>
<p>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 tariffs - loaded trips", "Services provided by other transportation organisation" and Net Revenue from Engaged Fleet.</p>
<p>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.</p>
<p>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.</p>
<p>Total Empty Run Ratio is calculated as total kilometres travelled empty divided by the total kilometres travelled loaded by the fleet operated by Globaltrans (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.</p>
<p>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.</p>
<p>Transportation Volume is a measure of freight carriage activity over a particular period measuring weight of cargo carried in million tonnes. It includes volumes transported by Engaged Fleet, unless otherwise stated.</p>