

## Selected operational information for the six months ended 30 June 2013

Certain comparable financial and operational information has been re-presented for the first six months of 2012 to conform with changes in the presentation and accounting for operations with Engaged Fleet for the year ended 31 December 2012 and for the first six months of 2013.

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

### Rolling stock fleet

	As at 30 June 2013	As at 30 June 2012	Change	Change, %	As at 31 Dec 2012
<b>Owned Fleet</b>					
Gondola cars	40,357	38,038	2,319	6%	38,534
Rail tank cars	19,074	18,627	447	2%	19,076
Hopper cars	707	713	-6	-1%	712
Locomotives	75	54	21	39%	58
Flat cars	1,186	121	1,065	880%	121
<b>Total</b>	<b>61,399</b>	<b>57,553</b>	<b>3,846</b>	<b>7%</b>	<b>58,501</b>
<i>Owned Fleet as % of Total Fleet</i>	<i>95%</i>	<i>92%</i>	<i>-</i>	<i>-</i>	<i>94%</i>
<b>Leased-in Fleet</b>					
Gondola cars	0	1,959	-1,959	-100%	345
Rail tank cars	3,546	3,191	355	11%	3,089
Hopper cars	0	4	-4	-100%	0
Locomotives	0	3	-3	-100%	0
Flat cars	0	0	0	0%	0
<b>Total</b>	<b>3,546</b>	<b>5,157</b>	<b>-1,611</b>	<b>-31%</b>	<b>3,434</b>
<i>Leased-in Fleet as % of Total Fleet</i>	<i>5%</i>	<i>8%</i>	<i>-</i>	<i>-</i>	<i>6%</i>
<b>Total Fleet (Owned Fleet + Leased-in Fleet)</b>	<b>64,945</b>	<b>62,710</b>	<b>2,235</b>	<b>4%</b>	<b>61,935</b>
<b>Total Fleet by type of rolling stock, %</b>					
Gondola cars	62%	64%	-	-	63%
Rail tank cars	35%	35%	-	-	36%
Hopper cars	1%	1%	-	-	1%
Locomotives	0%	0%	-	-	0%
Flat cars	2%	0%	-	-	0%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>-</b>	<b>-</b>	<b>100%</b>
<b>Leased-out Fleet</b>					
Gondola cars	701	3,836	-3,135	-82%	1,235
Rail tank cars	8,660	7,609	1,051	14%	7,509
Hopper cars	601	523	78	15%	463
Locomotives	0	0	0	0%	0
Flat cars	292	21	271	1290%	20
<b>Total</b>	<b>10,254</b>	<b>11,989</b>	<b>-1,735</b>	<b>-14%</b>	<b>9,227</b>
<i>Leased-out Fleet as % of Total Fleet</i>	<i>16%</i>	<i>19%</i>	<i>-</i>	<i>-</i>	<i>15%</i>
<b>Average age of Owned Fleet</b>					
Gondola cars	6.1	5.4	-	-	5.8
Rail tank cars	10.0	9.2	-	-	9.5
Hopper cars	7.0	6.0	-	-	6.5
Locomotives	11.2	7.4	-	-	7.1
Flat cars	24.7	3.3	-	-	3.8
<b>Total</b>	<b>7.7</b>	<b>6.6</b>	<b>-</b>	<b>-</b>	<b>7.0</b>

### Operation of rolling stock (incl. Engaged Fleet)

	H1 2013	H1 2012	Change	Change, %	2012
<b>Freight Rail Turnover, billion tonnes-km</b>					
<b>Metallurgical cargoes</b>	<b>44.1</b>	<b>24.3</b>	<b>19.9</b>	<b>82%</b>	<b>75.7</b>
Ferrous metals	16.5	13.2	3.3	25%	30.0
Scrap metal	2.0	1.0	1.0	109%	2.1
Iron ore	25.6	10.1	15.5	153%	43.7
<b>Oil products and oil</b>	<b>13.1</b>	<b>15.6</b>	<b>-2.5</b>	<b>-16%</b>	<b>30.3</b>
<b>Coal (incl. coke)</b>	<b>12.2</b>	<b>7.7</b>	<b>4.5</b>	<b>58%</b>	<b>18.4</b>
<b>Construction materials</b>	<b>5.6</b>	<b>3.5</b>	<b>2.1</b>	<b>59%</b>	<b>7.9</b>
Crushed stone	5.0	2.6	2.4	94%	6.0
Cement	0.2	0.1	0.0	11%	0.3
Other construction materials	0.4	0.8	-0.4	-50%	1.6
<b>Other</b>	<b>3.7</b>	<b>2.5</b>	<b>1.2</b>	<b>46%</b>	<b>5.5</b>
<b>Total</b>	<b>78.7</b>	<b>53.6</b>	<b>25.1</b>	<b>47%</b>	<b>137.8</b>
<b>Freight Rail Turnover by cargo type, %</b>					
Metallurgical cargoes (incl. ferrous metal, scrap metal and iron ore)	56%	45%	-	-	55%
Oil products and oil	17%	29%	-	-	22%
Coal (incl. coke)	16%	14%	-	-	13%
Construction materials (incl. cement)	7%	7%	-	-	6%
Other	5%	5%	-	-	4%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>-</b>	<b>-</b>	<b>100%</b>
<b>Transportation Volume, million tonnes</b>					
<b>Metallurgical cargoes</b>	<b>25.2</b>	<b>12.0</b>	<b>13.2</b>	<b>110%</b>	<b>37.0</b>
Ferrous metals	9.2	5.7	3.4	60%	14.5
Scrap metal	1.9	1.2	0.8	67%	2.5
Iron ore	14.1	5.1	9.0	177%	20.0
<b>Oil products and oil</b>	<b>11.8</b>	<b>12.4</b>	<b>-0.6</b>	<b>-5%</b>	<b>25.1</b>
<b>Coal (incl. coke)</b>	<b>5.9</b>	<b>4.6</b>	<b>1.3</b>	<b>28%</b>	<b>10.0</b>
<b>Construction materials</b>	<b>5.3</b>	<b>3.0</b>	<b>2.3</b>	<b>78%</b>	<b>7.0</b>
Crushed stone	4.8	2.3	2.5	108%	5.5
Cement	0.1	0.1	0.0	25%	0.2
Other construction materials	0.4	0.6	-0.2	-26%	1.3
<b>Other</b>	<b>3.1</b>	<b>2.3</b>	<b>0.8</b>	<b>36%</b>	<b>4.8</b>
<b>Total</b>	<b>51.2</b>	<b>34.2</b>	<b>17.1</b>	<b>50%</b>	<b>83.9</b>

## Operation of rolling stock (excl. Engaged Fleet)

	H1 2013	H1 2012	Change	Change, %	2012
<b>Freight Rail Turnover, billion tonnes-km</b>					
<b>Metallurgical cargoes</b>	<b>33.5</b>	<b>24.3</b>	<b>9.3</b>	<b>38%</b>	<b>55.7</b>
Ferrous metals	12.9	13.2	-0.3	-2%	26.4
Scrap metal	0.9	1.0	-0.1	-10%	2.1
Iron ore	19.8	10.1	9.6	95%	27.2
<b>Oil products and oil</b>	<b>13.1</b>	<b>15.6</b>	<b>-2.5</b>	<b>-16%</b>	<b>30.3</b>
<b>Coal (incl. coke)</b>	<b>10.9</b>	<b>7.6</b>	<b>3.4</b>	<b>44%</b>	<b>17.5</b>
<b>Construction materials</b>	<b>5.5</b>	<b>3.5</b>	<b>2.0</b>	<b>58%</b>	<b>7.9</b>
Crushed stone	5.0	2.6	2.4	92%	6.0
Cement	0.2	0.1	0.0	10%	0.3
Other construction materials	0.4	0.7	-0.4	-51%	1.6
<b>Other</b>	<b>3.7</b>	<b>2.5</b>	<b>1.2</b>	<b>47%</b>	<b>5.3</b>
<b>Total</b>	<b>66.7</b>	<b>53.4</b>	<b>13.3</b>	<b>25%</b>	<b>116.7</b>
<b>Transportation Volume, million tonnes</b>					
<b>Metallurgical cargoes</b>	<b>18.3</b>	<b>11.7</b>	<b>6.6</b>	<b>56%</b>	<b>28.0</b>
Ferrous metals	6.7	5.6	1.1	19%	12.2
Scrap metal	1.1	1.2	-0.1	-8%	2.5
Iron ore	10.5	5.0	5.6	112%	13.4
<b>Oil products and oil</b>	<b>11.8</b>	<b>12.4</b>	<b>-0.6</b>	<b>-5%</b>	<b>25.1</b>
<b>Coal (incl. coke)</b>	<b>5.2</b>	<b>4.5</b>	<b>0.7</b>	<b>15%</b>	<b>9.5</b>
<b>Construction materials</b>	<b>5.2</b>	<b>3.0</b>	<b>2.2</b>	<b>75%</b>	<b>6.9</b>
Crushed stone	4.7	2.3	2.4	104%	5.5
Cement	0.1	0.1	0.0	24%	0.2
Other construction materials	0.4	0.6	-0.2	-28%	1.3
<b>Other</b>	<b>3.0</b>	<b>2.2</b>	<b>0.8</b>	<b>35%</b>	<b>4.7</b>
<b>Total</b>	<b>43.5</b>	<b>33.8</b>	<b>9.7</b>	<b>29%</b>	<b>74.3</b>
<b>Average Rolling Stock Operated, units</b>					
Gondola cars	38,483	26,988	11,495	43%	31,656
Rail tank cars	13,523	14,711	-1,188	-8%	14,892
Hopper cars	160	44	117	267%	144
Locomotives	38	36	2	5%	37
Flat cars	764	95	669	704%	96
<b>Total</b>	<b>52,968</b>	<b>41,873</b>	<b>11,094</b>	<b>26%</b>	<b>46,825</b>
<b>Average Number of Loaded Trips per Railcar</b>					
Gondola cars	12.2	13.1	-0.9	-7%	23.5
Rail tank cars	14.5	14.0	0.5	3%	28.2
Hopper cars	13.6	13.7	-0.1	0%	19.5
Flat cars	16.2	6.2	10.0	160%	12.1
<b>Total</b>	<b>12.8</b>	<b>13.4</b>	<b>-0.6</b>	<b>-4%</b>	<b>25.0</b>
<b>Average Distance of Loaded Trip, km</b>					
Gondola cars	1,715	1,769	-54	-3%	1,769
Rail tank cars	1,100	1,255	-154	-12%	1,201
Hopper cars	378	508	-130	-26%	568
Flat cars	1,673	1,704	-31	-2%	1,852
<b>Total</b>	<b>1,532</b>	<b>1,577</b>	<b>-45</b>	<b>-3%</b>	<b>1,561</b>
<b>Average Price per Trip</b>					
Average Price per Trip, USD	943	1,006	-63	-6%	991.6
Average Price per Trip, RUB	29,287	30,751	-1,464	-5%	30,813
<b>Net Revenue from Operation of Rolling Stock by cargo type, USD million</b>					
<b>Metallurgical cargoes</b>	<b>210.5</b>	<b>204.9</b>	<b>5.6</b>	<b>3%</b>	<b>433.9</b>
Ferrous metals	117.2	138.4	-21.1	-15%	269.3
Scrap metal	6.7	13.5	-6.8	-51%	28.8
Iron ore	86.6	53.0	33.6	63%	135.7
<b>Oil products and oil</b>	<b>317.3</b>	<b>247.3</b>	<b>70.0</b>	<b>28%</b>	<b>493.2</b>
<b>Coal (incl. coke)</b>	<b>57.6</b>	<b>48.8</b>	<b>8.9</b>	<b>18%</b>	<b>104.2</b>
<b>Construction materials (incl. cement)</b>	<b>28.9</b>	<b>30.6</b>	<b>-1.8</b>	<b>-6%</b>	<b>66.5</b>
<b>Other</b>	<b>26.6</b>	<b>33.6</b>	<b>-7.1</b>	<b>-21%</b>	<b>61.2</b>
<b>Total</b>	<b>640.9</b>	<b>565.2</b>	<b>75.7</b>	<b>13%</b>	<b>1,159.0</b>
<b>Net Revenue from Operation of Rolling Stock by cargo type, %</b>					
Metallurgical cargoes (incl. ferrous metal, scrap metal and iron ore)	33%	36%	-	-	37%
Oil products and oil	50%	44%	-	-	43%
Coal (incl. coke)	9%	9%	-	-	9%
Construction materials (incl. cement)	5%	5%	-	-	6%
Other	4%	6%	-	-	5%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>-</b>	<b>-</b>	<b>100%</b>
<b>Net Revenue from Operation of Rolling Stock by largest clients (incl. their affiliates and suppliers), %</b>					
RN Holding (former TNK-BP)	29%	19%	-	-	21%
MMK	15%	13%	-	-	13%
Metalloinvest	13%	10%	-	-	13%
Evrast	3%	9%	-	-	7%
Gazpromneft	8%	5%	-	-	6%
Lukoil	3%	4%	-	-	4%
Rosneft	1%	3%	-	-	2%
Severstal	2%	2%	-	-	2%
Mechel	2%	2%	-	-	2%
TMK	1%	2%	-	-	1%
Other (incl. small and medium enterprises)	24%	32%	-	-	28%
<b>Empty Run Ratio</b>					
Gondola cars	37%	42%	-	-	38%
Rail tank cars, hopper cars and flat cars	110%	104%	-	-	105%
<b>Total Empty Run Ratio</b>	<b>53%</b>	<b>60%</b>	<b>-</b>	<b>-</b>	<b>57%</b>
<b>Empty Run Costs, USD million</b>					
	162.4	122.8	39.6	32%	253.9
<b>Share of Empty Run Kilometres Paid by Globaltrans</b>					
	88%	80%	-	-	81%

## Engaged Fleet

	H1 2013	H1 2012	Change	Change, %	2012
Net Revenue from Engaged Fleet, USD million	25.0	3.2	21.8	686%	18.0

## Employees

	As at 30 June 2013	As at 30 June 2012	Change	Change, %	As at 31 Dec 2012
<b>Employees by departments (simplified)</b>					
Operations	1,156	829	327	39%	802
Administrative	532	377	155	41%	383
<b>Total</b>	<b>1,688</b>	<b>1,206</b>	<b>482</b>	<b>40%</b>	<b>1,185</b>

## Definitions (in alphabetical order)

<b>Average Distance of Loaded Trip</b> 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.
<b>Average Number of Loaded Trips per Railcar</b> is calculated as total number of loaded trips in the relevant period divided by Average Rolling Stock Operated.
<b>Average Price per Trip</b> 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.
<b>Average Rolling Stock Operated</b> 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).
<b>Engaged Fleet</b> 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.
<b>Empty Run or Empty Runs</b> means movement of railcars without cargo for the whole or a substantial part of the journey.
<b>Empty Run Costs</b> (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.
<b>Empty Run Ratio</b> 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).
<b>Freight Rail Turnover</b> 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.
<b>Leased-in Fleet</b> is defined as rolling stock fleet leased-in under operating leases, including both railcars and locomotives.
<b>Leased-out Fleet</b> is defined as rolling stock fleet leased out to third parties under operating leases.
<b>Net Revenue from Engaged Fleet</b> (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").
<b>Net Revenue from Operation of Rolling Stock</b> (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.
<b>Owned Fleet</b> 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.
<b>Share of Empty Run Kilometres Paid by Globaltrans</b> 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.
<b>Total Empty Run Ratio</b> 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.
<b>Total Fleet</b> 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.
<b>Transportation Volume</b> 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.