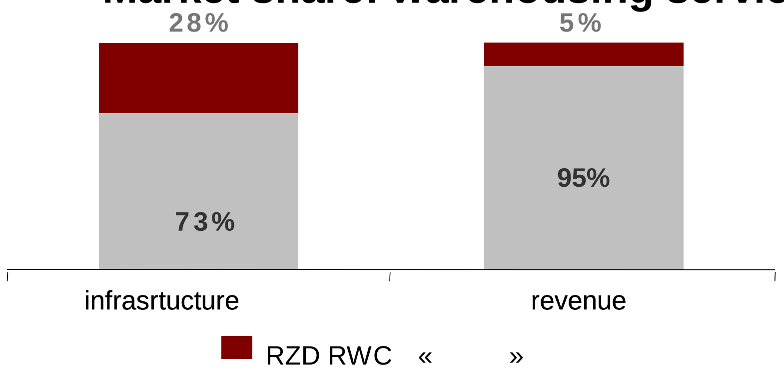
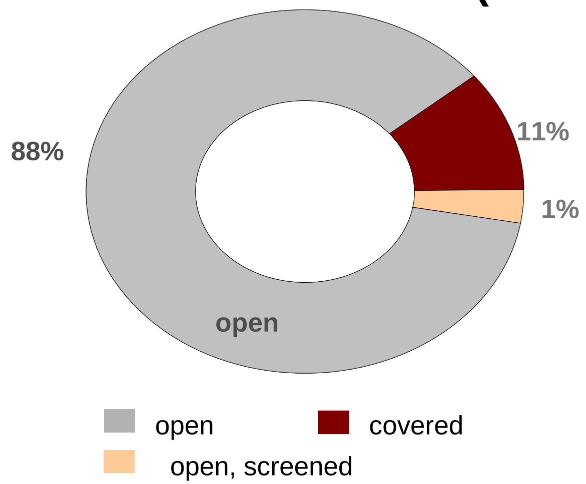
Position of the RZD terminal and warehousing complex on the market

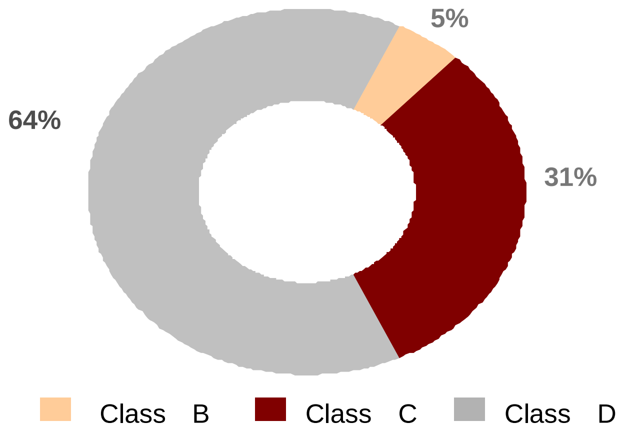
Market share: warehousing services



Breakdown of facilities (5.6 million sq m)



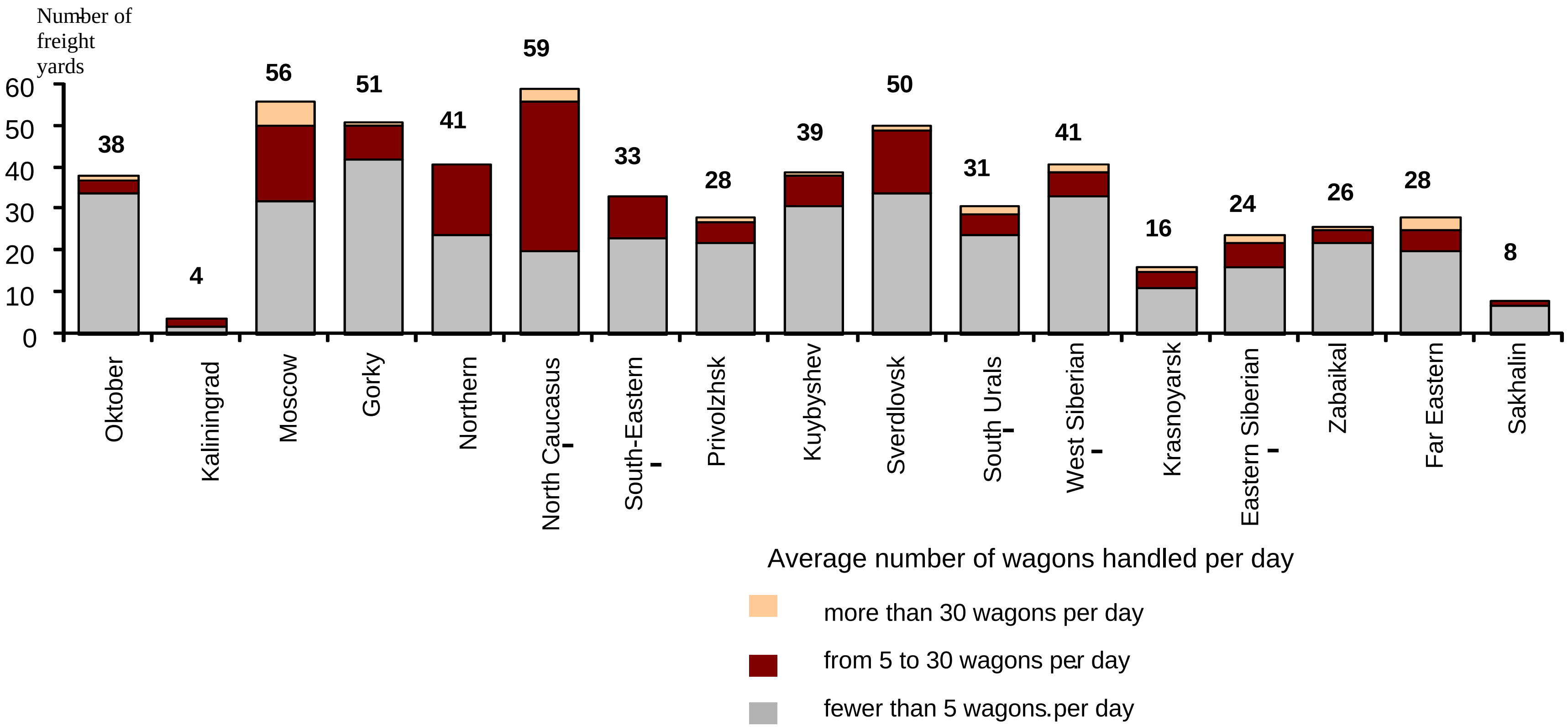
Breakdown of covered facilities



- ✓ The proportion of revenue from warehousing services by volume of market does not correspond to the proportion by volume of infrastructure
- ✓ The facilities are predominantly open, and there are none of the class A warehouses required by the market

Breakdown of current RZD terminal and warehousing complex activity by RZD subsidiary railway

Number of freight yards and volume of trucks handled by them



Prerequisites for retaining and developing the terminal and warehousing complex within the structure of RZD

✓ Competitive advantages of the RZD terminal and warehousing complex

- network organised by territory
- direct access to the railway infrastructure
- availability of specialised equipment and skilled personnel
- well organised process to serve clients at joint use sites
- established client base

✓ Risk of losing part of our freight because of lack of terminal and warehousing services

✓ Obligation to provide containerised freight handling services at joint use sites

Strategic objectives for the development of the RZD terminal and warehousing complex (at the stage of the subsidiary's work)

For RZD

- ✓ Developing product policy and the services marketing system (expanding the range of services, developing cooperation with the corporate transport services system).
- ✓ Rationalisation of assets (optimising the quantity and structure of freight yards).
- ✓ Carrying out work to modernise and re-equip basic facilities.

Main benefits from restructuring the terminal and warehousing business

For RZD

- A stronger position on the market and an increased market share
- Additional volumes of freight attracted to railways
- Rise in revenue from terminal and warehousing business
- Increased quality of assets

For customers

- Getting an integrated terminal and warehousing service at market prices
- Increased quality of terminal and warehousing services