

# Pavel P. SHANAYTSA

## EDUCATION AND QUALIFICATIONS:

**2005 - Moscow State Railway University (MIIT), Moscow, Russia.**

Postgraduate course (Ph.D.) in Economics.

**2003 - City University Business School, London, UK.**

Master of Science (M.Sc.) in Logistics, Trade and Finance.

**2001 - Moscow State Railway University (MIIT), Moscow, Russia.**

Undergraduate course in Economics

## WORK EXPERIENCE:

**2012 – Currently – TransContainer Europe GmbH, Vienna, Austria.**

Managing Director

**2007 – Currently – JSC TRANSCONTAINER, Representation in Germany, Berlin, Germany.**

Director of Representation

**2005 – 2007 - THE PARTNERS COMPANY A/S, Moscow, Russia.**

Director of Business Development

**2003 – 2005 - SAMSKIP, Container Department for Baltic Service, Moscow, Russia.**

Sales & Marketing Manager



GLOBAL  
RAIL  
FREIGHT  
CONFERENCE

## SEAMLESS TRANSPORT CHAINS THROUGH HARMONISATION

*Success Stories and Global Perspectives for Rail Freight*



Pavel Shanaytsa  
Managing Director  
TransContainer Europe GmbH



GRFC 2014 VIENNA



23-26 June 2014

## Key Facts

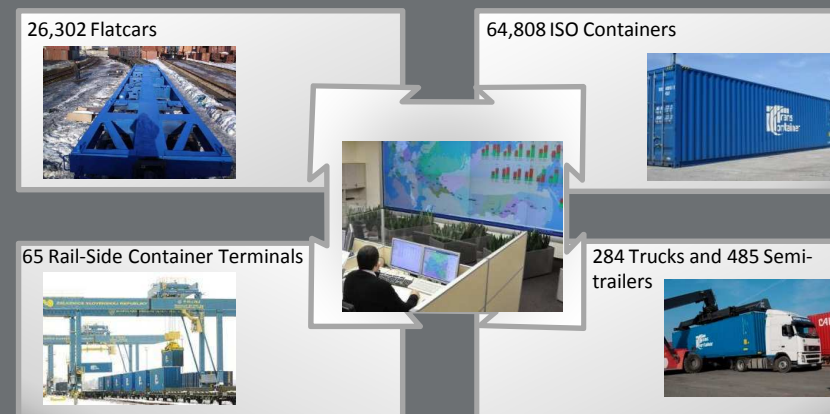
- Established in 2006 as a 100% subsidiary of JSC Russian Railways (currently 50%+2 owned by JSC Russian Railways)
- Russia's leading intermodal container transportation and logistics company
- No.1 in Russia by volume of container transportation by rail
- No.1 in Russia by container-dedicated flatcar fleet size
- No.1 in Russia by volume of rail-side container terminal handling
- Asset-based integrated business model aimed to serve all types of customers
- Presence in Russia, Europe and Asia
- Listed on London Stock Exchange and Moscow Exchange
- Rated Ba3 (Moody's), BB+ (Fitch)

## Financial Highlights

RUB MM	2011	2012	2013	1Q13	1Q14
Adjusted Revenue	22 701	25 574	25 328	5 633	4 884
Growth	37.6%	12.7%	-1.0%		-13.3%
EBITDA	8 448	10 427	10 074	2 129	2 264
Adjusted EBITDA Margin	37%	41%	40%	38%	46%
Net Income	3 843	5 232	5 974	1 108	1 309
Net Debt	6 150	6 531	6 554	5 112	4 877
Net Debt / EBITDA	0.73x	0.63x	0.65x	0.6x	0.54x

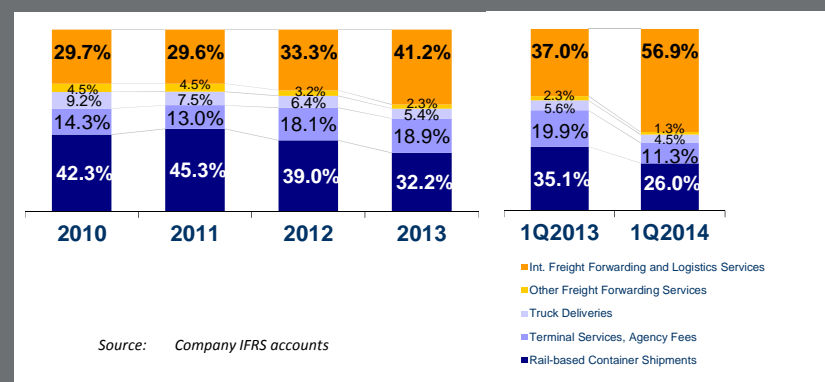
## Unique Asset Base Integrated for Logistics Solutions

As of 31 March 2014



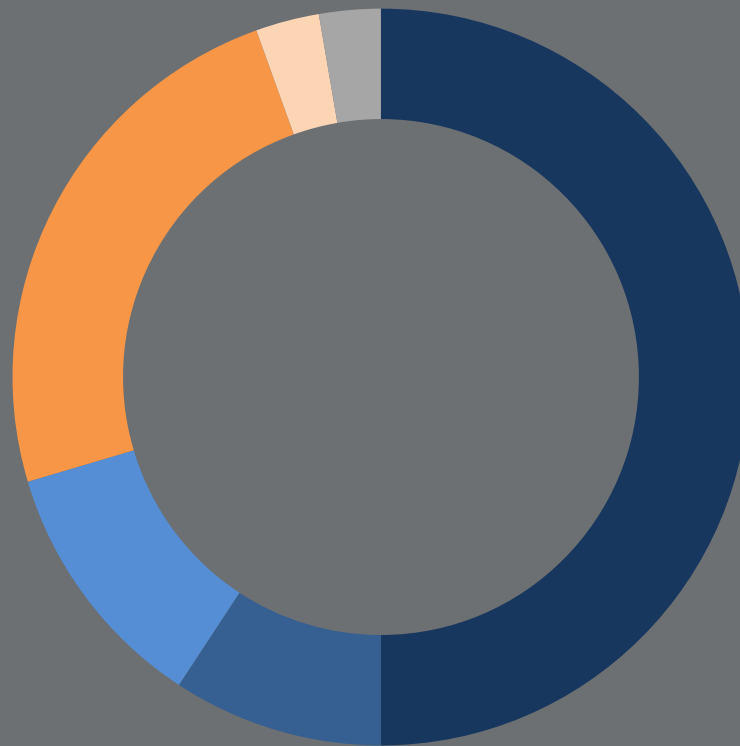
Source: Company data

## Adjusted Revenue Composition



# Share Capital Structure

■ in form of GDRs  
■ in form of Shares



■ RZD, 50.0%

■ EBRD, 9.25%

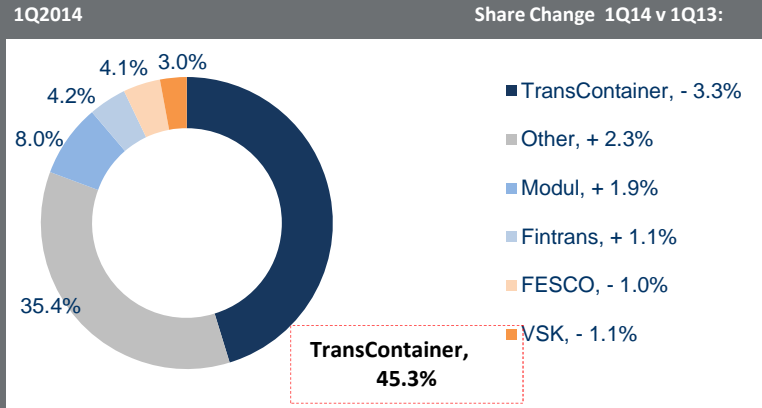
■ TRANSFINGROUP, 11.17%

■ FESCO, 24.1%

■ Other, 5.49%

# Market Leadership in Key Segments

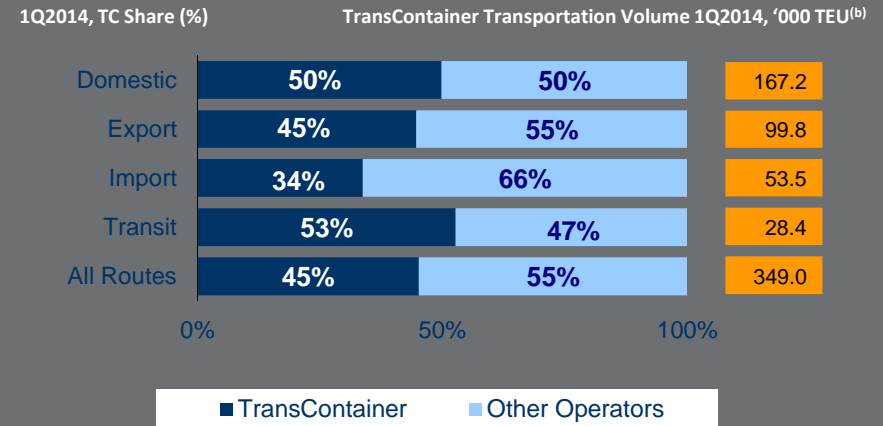
## Largest Market Share in Rail-Based Container Transportation



Market volume:  
0.8 MM TEU

Source: RZD Information Center

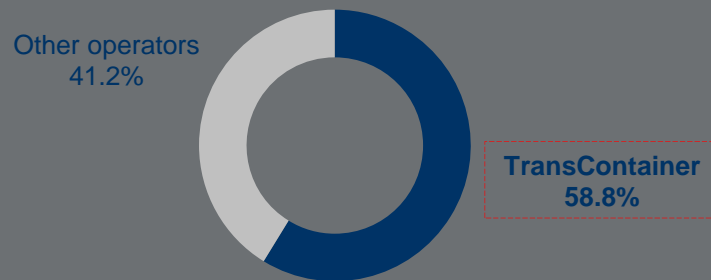
## Strong Presence on Domestic, Export and Import Routes



Source: RZD Information Center

## Largest Owner of Flatcars

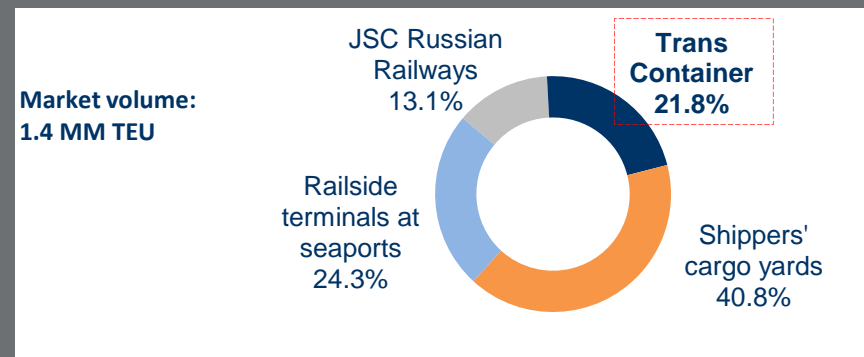
By capacity in TEU, as of 31/12/2013



Source: RZD Information Center

## Largest Market Share of Rail-Side Container Terminal Handling

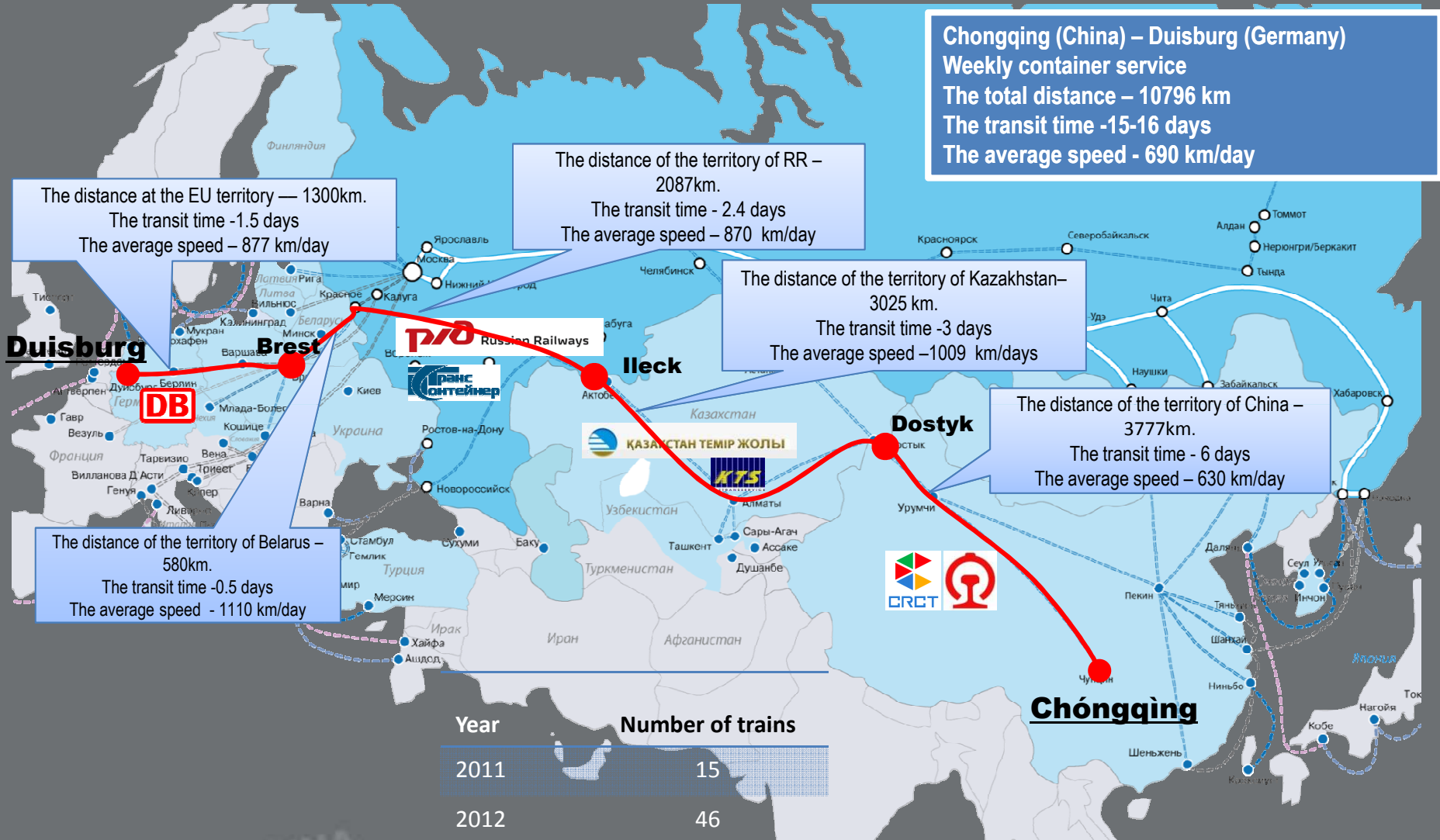
Market Structure, 1Q2014<sup>(c)</sup>



Source: RZD Information Center

(a) Total ISO containers transported by rail in Russia  
 (b) Total containers transported by Company's flatcar fleet  
 (c) ISO containers + MDC containers

# The container service China – Europe

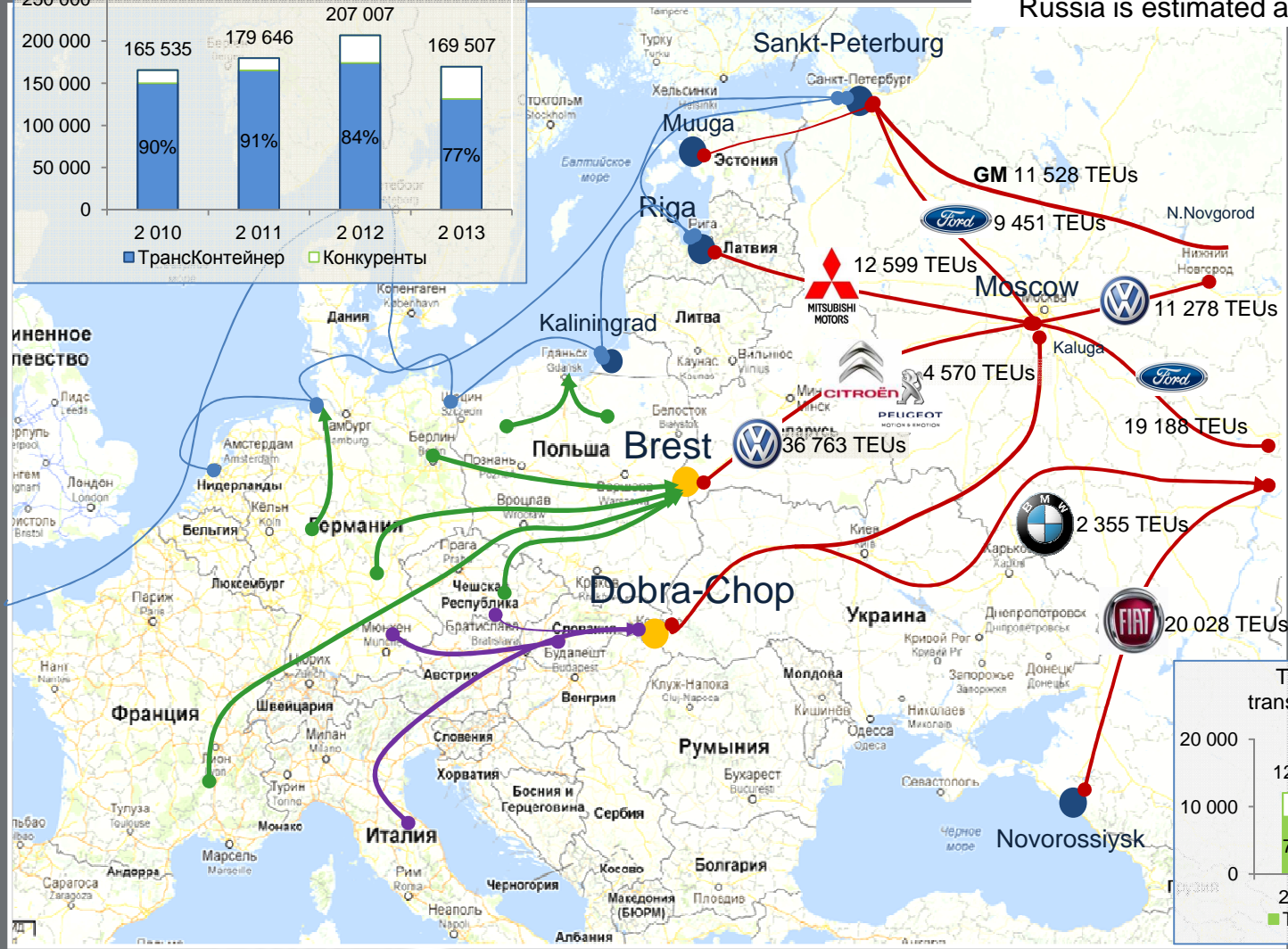
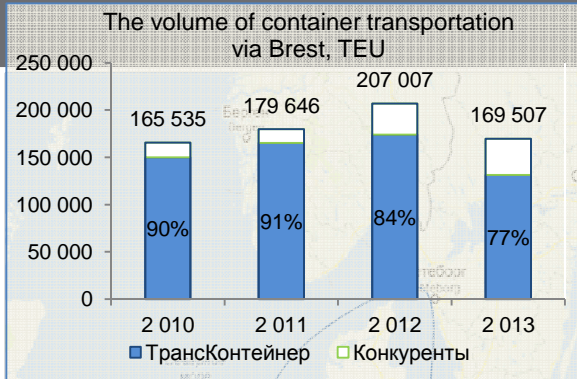


Year	Number of trains
2011	15
2012	46
2013	77



# The container services Europe - Russia

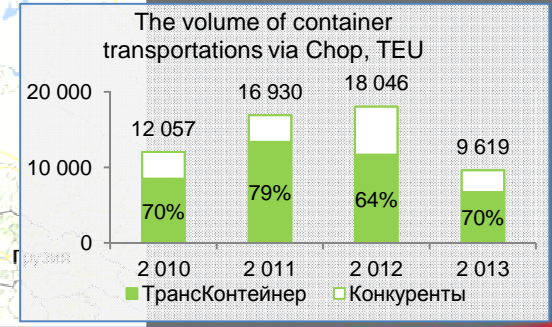
The joint market of automobile and railway transportations of containers in the route Europe-Russia is estimated at more than 700 thousand of



TEUs

16%	Germany	116 000 TEU
15%	Belarus	114 000 TEU
14%	Slovakia	104 000 TEU
13%	Poland	92 000 TEU
11%	Ukraine	80 000 TEU
7%	Czech Republic	50 000 TEU
24%	Others	180 000 TEU

\* Excluding the Baltic states



# Development in South Europe - Moscow Rail Express

**Latest news:** ½ standard  
block train length within  
1520 is approved by RZD!



- With the **Moscow Rail Express**, Rail Cargo Austria and TransContainer offer two departures per week in the roundtrip between Italy and Dobra with a stop in Vienna.
- One roundtrip between Dobra and Moscow every week.
- Total transit time – 6 days
- Container equipment in Italy
- *Next project step – connection of BILK Terminal in Budapest to Dobra.*



## Global events that influence structure & strategy of TransContainer

- RZD holds 75% shares of GEFECO since 2012
- Russia, Kazakhstan and Belarus unite their strongest logistics assets in joint company UTLC (United Transport Logistics Company)

Thank you for your attention!