

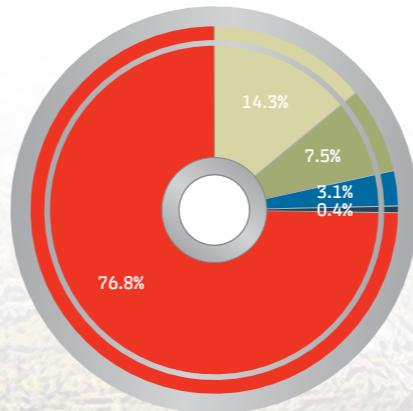
## Partner Information Sheet



Partnership with JSC Federal Freight will provide the highest service standard for your business logistics



One of the largest rolling stock in Russia



JSC Federal Freight rolling stock contains more than 160 thousand cars:



123 thousand  
open cars



5 thousand  
tank cars



23 thousand  
boxcars



500  
other car models



12 thousand  
flatcars

## Integrated approach to freight transportation

JSC Federal Freight is a common network freight rolling stock operator



### The company offers a wide range of railway freight services:

- Provides freight cars, also on public offer basis
- Controls freight traffic at all freight stages
- Renders freight information support
- Provides car maintenance service with the use of company maintenance facilities
- Renders forwarding services



## Reliable partner for leading enterprises within the country

The company successfully cooperate with the leading Russian enterprises in mineral mining, coal mining and metal industries

### JSC Federal Freight is the partner for many Russian market leaders:



ОАО «Карельский окатыш»



КУЗБАССРАЗРЕЗУГОЛЬ



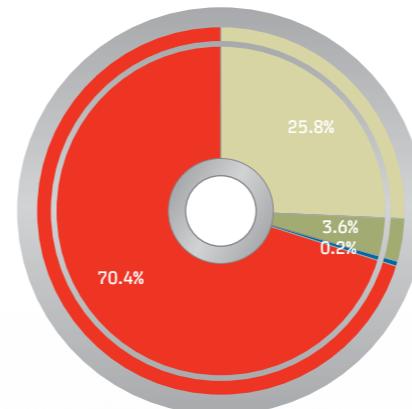
## Mission and goals

The company mission is to guarantee timely freight service and provide quality rolling stock to the existing and future customers within Area 1520, including state and socially important freights

### Company goals and objectives are to:

- Get leading position in the freight operation market
- Increase productivity of freight rolling stock and infrastructure
- Renovate rolling stock and reduce average age of cars
- Improve customer-oriented policy by servicing in the freight operation market
- Exercise rolling stock innovation and modernization with the use of modern foreign technologies

## The main goal of the investment program is to renovate the rolling stock



### JSC Federal Freight pattern of investments in 2013:

- Rolling Stock Purchasing
- Rolling Stock Modernization
- Organizational Capital Investments
- Financial Investments

In 2011-2013, the company bought 18,25 thousand units of rolling stock

## Stable business growth

### Chief annual results of the Company in 2013:

- Total amount carload calculated for freight cars managed by JSC Federal Freight was 150 million tons (18% of total carload in network versatile cars)
- Total turnover of freight cars under management of JSC Federal Freight reached 290 billion thousand t/km (21% of total turnover in network versatile cars)

## Commercial efficiency

### JSC Federal Freight pursues large-scale politics aimed at new technologies implementation that will help to ensure high commercial efficiency of railway freight in order to:

- Renovate The Structure Of Cars And Replace Obsolete Car Models With The Innovative Ones
- Reduce Life Cycle Support And Increase Earning Capacity Of Cars
- Extend Freight Nomenclature By Freight Traffic From Other Means Of Transport

## Implementation of new technologies

Implementation of new technologies meeting the most recent demands and achievements of innovative development



### Open cars

Designing an open car equipped with innovative details and components, with bearing capacity 75 tons and a turnaround cycle extended up to 500 thousand km



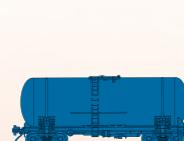
### Piggyback traffic

Designing and certification of a flat car aimed for piggyback traffic



### Boxcars

Designing of a 4-axle boxcar with a sliding roof, wide doorway opening, with bearing capacity no less than 72 tons



### Flat cars

Designing of a versatile flat car for wide-range freight nomenclature

### Tank cars

Purchasing of tank cars with an extended tank volume

## Forwarding

### Contact details

**Forwarding Department**  
**JSC Federal Freight Moscow Representative Office**  
**Tel.: +7 (499) 262-17-77, ext. 12-03**  
**E-mail: [Secretary - DEks@raiffgk.ru](mailto:Secretary - DEks@raiffgk.ru)**

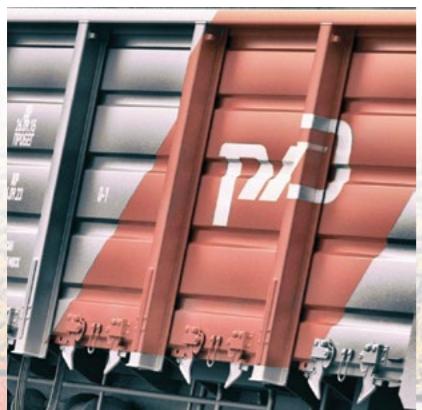


JSC Federal Freight provides a wide range of services from the moment of railway freight execution, including the following:

- Organization and support of railway freights
- Payment of railway tariffs in the territory of Russia, CIS and Baltic countries, third countries
- Providing freight security and shift security escort
- Interaction with the Transport Service Centre of OJSC Russian Railways, SJSC Mortcenter-TEK, administration of railways and forwarders concerning clearance of freight requests
- Round-the-clock centralized control of freight travel
- Providing freight travel information to the customer

We exercise freight traffic throughout the territory of the Russian Federation and CIS countries, also countries of Europe and Asia. High competence of the Company staff and featured rolling stock enable us to offer our customers the most favourable terms of freight carriage. Our target is long-term collaboration with our customers and partners.

## Online service



### Customer information management system (CIMS)

- Information support of empty (loaded) cars travel
- Information about operation contract turnover (cash management, dynamic balance, balance with the account of completed and performed services)
- Request history
- Message communication with the manager

For access to CIMS please send an arbitrary request to your JSC Federal Freight manager and within 24 hours you will get the access.

**The service is free of charge**

## Offer for small and medium business – JSC Federal Freight offer

Rolling stock under public  
offer terms:

### Open cars



### Boxcars



### Flat cars



The cars are provided for freight within  
the territory of The Russian Federation

Railcars online:

- **Independent cost calculation for the freight** at the web-site [www.railfgk.ru](http://www.railfgk.ru). Time saving and cost calculation based on current tariff rates are distinctive advantages of online service
- **A convenient way of car ordering** – round-the-clock, with the minimum of legal formalities, immediate invoice formation
- **Guaranteed car provisioning** – within no longer than 10 days after the money receipt on JSC Federal Freight account
- **Full set of documents**, properly executed contract, invoices and commission acts
- **Technical and information support** – the staff of Customer support service is always ready to render necessary assistance



### Contact details

#### JSC Federal Freight Customer support service

Tel.: +7 (800) 250-47-77

E-mail: [help@railfgk.ru](mailto:help@railfgk.ru)

## Territorial accessibility



14 branches of JSC Federal Freight work are situated within the range of Russian railways. There are representative offices of JSC Federal Freight in Ukraine and the Republic of Kazakhstan

## Contact information

### Administrative office

**Address:** 620026, Russia, Yekaterinburg, Kuibisheva st., 44  
**Tel.:** +7 (343) 380-71-44

### Moscow representative office

**Address:** 107078, Russia, Moscow, Mashi Porivayevoy st., 34, p.o. no.17  
**Tel.:** +7 (499) 262-17-77  
**E-mail:** [info@railfgk.ru](mailto:info@railfgk.ru)  
[www.railfgk.ru](http://www.railfgk.ru)

### St. Petersburg branch

**Address:** 191040, St. Petersburg, Lygovsky prospekt, 61A  
**Tel.:** +7 (812) 458-66-77  
**Fax:** +7 (812) 458-66-79  
**E-mail:** [spb@railfgk.ru](mailto:spb@railfgk.ru)

### Moscow branch

**Address:** 107078, Moscow, Kalanchevskaya st., 13, p.o. 322  
**Tel.:** +7 (499) 262-17-77, ext. 3013  
**Fax:** +7 (499) 262-17-77, ext. 3198  
**E-mail:** [msk@railfgk.ru](mailto:msk@railfgk.ru)

### Nizhny Novgorod branch

**Address:** 603022, Nizhny Novgorod, Timiryazeva st., 15, bld. 2  
**Tel.:** +7 (831) 233-15-15  
**Fax:** +7 (831) 248-20-23  
**E-mail:** [sekr-nng-do@railfgk.ru](mailto:sekr-nng-do@railfgk.ru)

## Contact information

### Yaroslavl branch

**Address:** 150003, Yaroslavl,  
Respublikanskaya st., 3, bld. 6  
**Tel./Fax:** +7 (4852) 77-22-27  
**E-mail:** [yar@railfgk.ru](mailto:yar@railfgk.ru)

### Rostov branch

**Address:** 344068, Rostov-na-Donu,  
M. Nagibina prosp., 30IBC "Ametist"  
**Tel.:** +7 (863) 238-28-38, ext. 4029  
**Fax:** +7 (863) 238-30-38  
**E-mail:** [rnd@railfgk.ru](mailto:rnd@railfgk.ru)

### Voronezh branch

**Address:** 394043, Voronezh,  
Lenina st., 104B, Business center  
**Tel.:** +7 (473) 265-1670  
**Fax:** +7 (473) 265-1679  
**E-mail:** [vrn@railfgk.ru](mailto:vrn@railfgk.ru)

### Saratov branch

**Address:** 410012, Saratov, Atkarskaya st., 66  
**Tel.:** +7 (8452) 414-888  
**Fax:** +7 (8452) 494-383  
**E-mail:** [sararov@railfgk.ru](mailto:saratov@railfgk.ru)

### Samara branch

**Address:** 443041, Samara, Buyanova st., 1  
**Tel.:** +7 (846) 303-04-46  
**Fax:** +7 (846) 303-04-47  
**E-mail:** [smr@railfgk.ru](mailto:smr@railfgk.ru)

### Yekaterinburg branch

**Address:** 620026, Yekaterinburg,  
Kuybysheva st., 44  
**Tel.:** +7 (343) 380-71-44  
**Fax:** +7 (343) 380-69-38  
**E-mail:** [ekb@railfgk.ru](mailto:ekb@railfgk.ru)

### Chelyabinsk branch

**Address:** 454007, Chelyabinsk, Lenina prosp., 26A  
**Tel.:** +7 (351) 211-69-11  
**Fax:** +7(351) 211-69-10  
**E-mail:** [chk@railfgk.ru](mailto:chk@railfgk.ru)

### Novosibirsk branch

**Address:** 630004, Novosibirsk,  
Vokzalnaya Magistral st.,  
1/1, p.o. 157  
**Tel.:** +7 (383) 248-01-98  
**Fax:** +7 (383) 248-01-99  
**E-mail:** [nsb@railfgk.ru](mailto:nsb@railfgk.ru)

### Krasnoyarsky branch

**Address:** 660099, Krasnoyarsk,  
Oborony st., 21A  
**Tel.:** +7 (391) 291-89-89  
**Fax:** +7 (391) 291-89-70  
**E-mail:** [krs@railfgk.ru](mailto:krs@railfgk.ru)

### Irkutsky branch

**Address:** 664025, Irkutsk,  
Gagarina blv., 68B  
**Tel./Fax:** +7 (3952) 63-98-00  
**E-mail:** [irk@railfgk.ru](mailto:irk@railfgk.ru)

### Khabarovsk branch

**Address:** 680014, Khabarovsk, Vostochnoye shosse, 41  
**Tel.:** +7 (4212) 91-90-19  
**Fax:** +7 (4212) 91-90-29  
**E-mail:** [hbr@railfgk.ru](mailto:hbr@railfgk.ru)

### Representative office in Ukraine

**Address:** 04050, Ukraine, Kiev, Artema st., 72A  
**Tel.:** +38 (044) 585-70-70  
**Fax:** +38 (044) 585-70-71  
**E-mail:** [info@fgk.org.ua](mailto:info@fgk.org.ua)

### Representative office in Kazakhstan

**Address:** 010000, Republic of Kazakhstan, Astana, Kunaeva st., 10  
**Tel./Fax:** +7 (7172) 61-00-91  
**E-mail:** [ZhurkabaevaMB@railfgk.kz](mailto:ZhurkabaevaMB@railfgk.kz)

For detailed information about JSC Federal Freight please visit the web-site:  
[www.railfgk.ru](http://www.railfgk.ru)



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