

KEY EVENTS OF 2020

A NEW STATUS

In 2020, TransContainer became a completely private company, with 100% shares held by Delo Group.

August. LLC Delo-Center, a subsidiary of Delo Group, completed the consolidation of 100% of TransContainer shares by purchasing 0.4% of the shares held by minority shareholders.

September. On 29 September, the listing of global depositary receipts representing ordinary shares of TransContainer was terminated on the main market of the London Stock Exchange.

A NEW TEAM

In March, TransContainer was headed by Alexanders Isurins. Within a year, the composition of the Company's Management Board was almost completely changed.

The team was joined by:

- Sergey Dolgov, Vice President for Internal Control and Business Support;
- Boris Kipkeev, Vice President for External Relations;
- Sergey Mukhin, Commercial Vice President;
- Vyacheslav Ter-Khachaturov, Vice President of Safety;

A NEW REALITY

- Pavel Skachkov, Vice-President of Economics and Finance;
- Vadim Trifonov, Vice President of Personnel. Digital transformation and automation remain at the top of global trends in recent years. The COVID-19 pandemic has accelerated these processes.

March. Since 19 March, the majority of employees of TransContainer's headquarters and the Moscow branch office work remotely. Due to the developed IT infrastructure, the format change has not affected the stability and quality of services, communications both within the Company and with customers and partners. Thus, in March-April 2020 alone, the number of new unique users of the online sales service iSales was doubled.

July. TransContainer and SIBUR launched a pilot project for the integration of transport management systems (TMS) to organise a single end-to-end process for the planning and control of multimodal transportation. TransContainer became the first logistics company to successfully establish information exchange with SIBUR at all stages of multimodal transportation.

RECORDS

Record high container transportation volume:

2,405 thousand TEUs
+17.3% year-on-year

Absolute record high revenue-generating transportation over the year:

1,946 thousand TEUs
+16.2% year-on-year

The minimum empty run ratio for the past five years:

17.0 %
-0.2 p. p. year-on-year

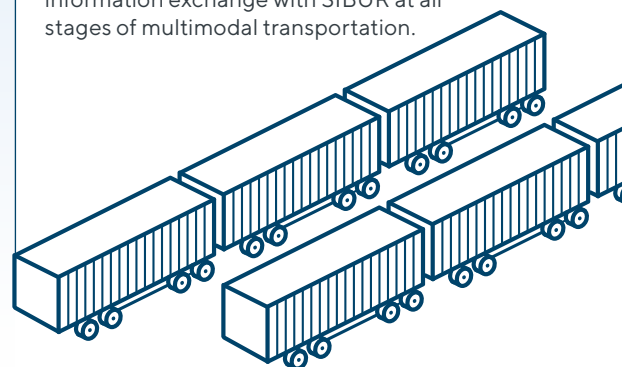
Record high level of labour productivity

transportations:
745 TEU/person-year
+19.9% year-on-year

adjusted revenue RUB
1,024 thousand / person-month
+10.1% year-on-year

Record low share of non-operational fleet in the inventory rolling stock

1.8 %
2.3% year-on-year



A YEAR OF CHANGE

NEW ROUTES

In 2020, TransContainer initiated new transportation routes to expand the geography of services.

January. Delivery of dangerous cargo in refrigerated containers from the Republic of Korea to Poland via the Russian Far East and Brest. The partners were the Korean company Pantos Logistics and container terminal operator Global Ports (30.75% held by Delo Group), which owns Vostochnaya Stevedoring Company LLC in Nakhodka.

February. Expedited service for delivery of petrochemical products in tank containers from Salavat (Bashkiria) to Kotka (Finland).

March. Transportation of export poultry meat in refrigerated containers on the loop route from Nevinnomyssk to Novorossiysk. The products are then shipped by sea to the Gulf countries and China.

April. A regular container train to deliver imported consumer goods from Novorossiysk to Rostov-on-Don. It was organised in cooperation with RUSCON (part of Delo Group).

May. Regular service from China to Ekaterinburg via Zabaikalsk for importing machinery and equipment.

July. A regular container train from St. Petersburg to Perm and back.

August. Regular service from Nakhodka to the Moscow Region (Electrougli station). It was organised in cooperation with Global Ports (30.75% held by Delo Group).

August. A container train for exporting food products from Krasnodar to Gaoyi (China) via Naushki. It was organised in cooperation with Maxima Logistics.

September. A container train from St. Petersburg to Shenyang (China) via Zabaikalsk for exporting timber products.

September. A container train from the Krasnoyarsk Region to the central provinces of China via Zabaikalsk for exporting aluminium alloys produced by RUSAL.

September. The first shipment of vegetable oil in flexitanks from Penza to China via Zabaikalsk.

September. A container train for exporting timber products from the Kemerovo Region to China via Dostyk. It was organised in cooperation with AllianceTransTorg and with the support of Russian Railways and KTZ Express.

September. A container train for exporting beer products from Novosibirsk to China via the border crossing Grodekovo – Suifenhe.

November. Container service from Togliatti to India via Novorossiysk for exporting grain products in liner bags. It was organised in cooperation with Russian Railways and EUROPACK Ltd.

November. Expedited delivery of fuel pellets from the Krasnoyarsk region to Nordic countries via St. Petersburg. Organised in cooperation with Global Ports (30.75% held by Delo Group).

NEW CARGOES

One of the trends in 2020 was the containerisation of cargo that had been previously transported using other types of containers and rolling stock (timber cargo, coal, oils, etc.).

February. The first container train with zinc-lead concentrate was dispatched from the Noyon-Tolgoi field in Zabaikalsk region to China.

April. Transportation of mineral oil in flexitanks was initiated together with RUSCON (part of Delo Group) on the Sarepta – Novorossiysk route and further to the ports of Turkey.

May. The delivery of metal concentrates to China using specialised open-top containers was provided in cooperation with Russian Railways and Chinese Railway.

In January 2021, the Company started transporting coal in open-top containers from Zabaikalsk region to China via Zabaikalsk.

