



**RailTransAuto**

Always on time!

**Delivering cars from Japan to Russia and  
Kazakhstan: railway transportation from the Far  
East through Trans-Siberian Railway**



16th International Business  
Conference  
November 2-8, 2007, Tokyo, Japan

# Forecast of vehicle carrying market expansion within the territory of Russian Federation in the next years, thsnd.vehicles per year



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Vehicle carrying market segments	2007	2008	2009	2010
New vehicle import	1 200	1 550	1 900	2 300
Foreign brand vehicles manufacturing in Russia (SKD/CKD)	428	560	730	900
Import of the foreign second-hand vehicles	400	370	320	260
Domestic brand vehicles	680	650	600	500
<b><i>Total vehicle carrying market at Russian market</i></b>	<b>2 708</b>	<b>3 130</b>	<b>3 550</b>	<b>3 960</b>
Export of domestic brand vehicle (AVTOVAZ)	110	100	90	80
Vehicle transit to Central Asia through the territory of Russia	216	280	340	400
<b><u>Total vehicle carrying market within the territory of Russia</u></b>	<b>3 034</b>	<b>3 510</b>	<b>3 980</b>	<b>4 440</b>



## Corporate structure

JSC “Russian Railways” 51%

“TransGroup AS” Ltd 49%

JSC “RailTransAuto”

JSC “RailTransAuto” is the major vehicle rail carrier in Russian Federation.

The fleet of wagons of the company:

As on October, 1 of 2007 - **2000 specialized double-deck** wagons.

By the end of year 2008 the **car fleet will number 3500** wagons.

By the end of year 2010 – **5100** wagons.



# New specialized double-deck wagon model 811-1291



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# The Terminal Network of “RailTransAuto”



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# The Japan - Russia route



The car manufacturers located in Japan can find the route using our own Zarubino terminal at the Seaport in the Troitsa Bay of attractive





# Port Location at Troitsa Bay Zarubino Car Terminal



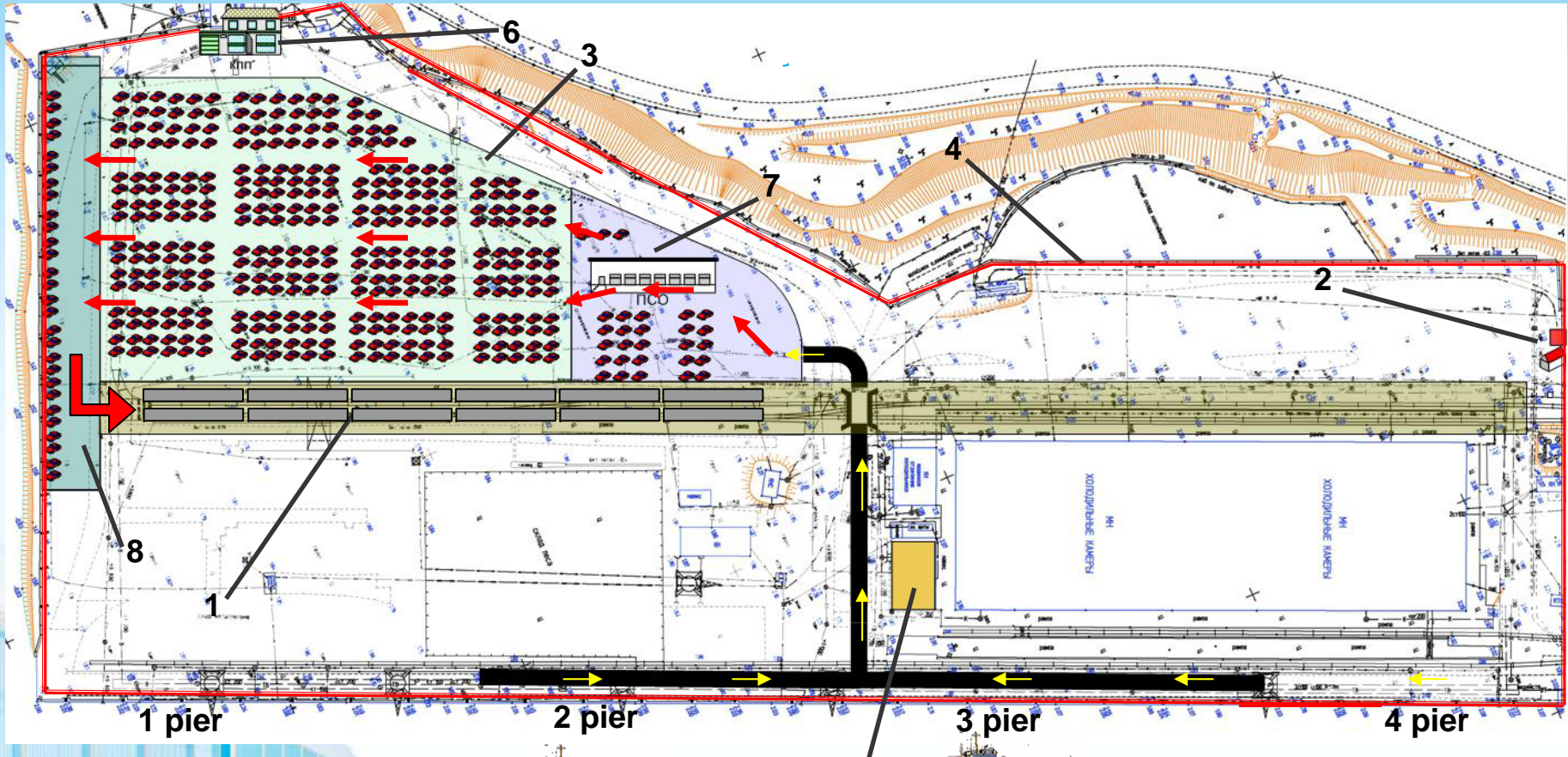
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# Zarubino Car Terminal



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1. Railway line area

2. Fire escape

3. Storage area

4. Temporary customs area

5. Administrative area

6. Entrance (Check-point)

7. Inspection area

8. Completing and loading area



## Mihnevo terminal (Moscow region)



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50 km to the South of the Moscow ring highway

The first stage of Terminal – 10,75 hectares (October 2007).

Warehousing of 4335 vehicles at a time, car wash, PDI.

Total area of the Terminal – 15,2 hectares (2nd stage - May 2008).

After May 2008 –Zone of Temporary Storage Warehouse (TSW).

Railway zone 39 wagons – 390 cars.

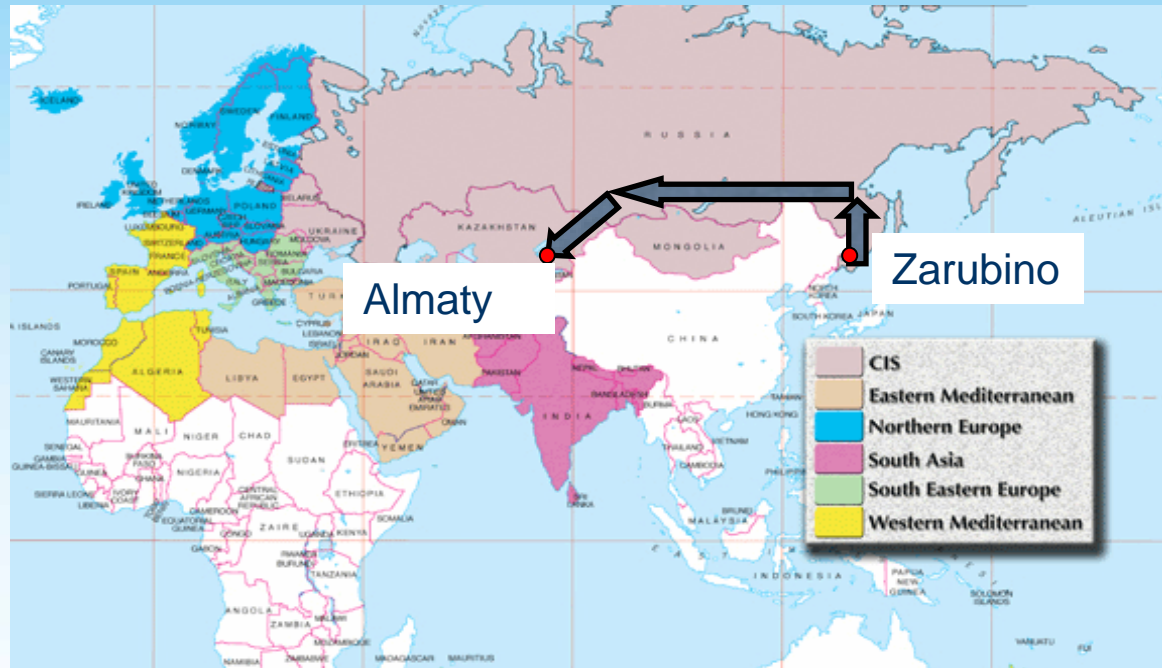
Simultaneous shipment of 25 trucks - 175 vehicles.



# The Japan - Kazakhstan route



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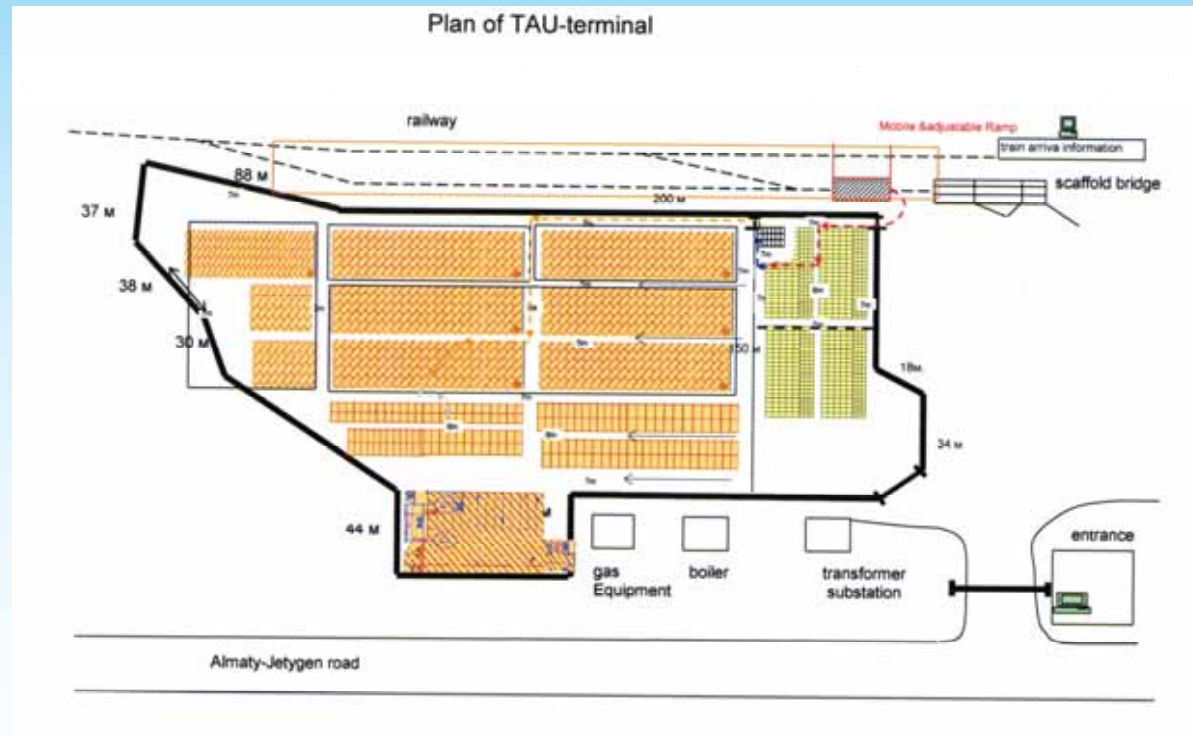


The car sale market in Kazakhstan - annual growth on 50%.  
Currently - 90% of imported cars to Kazakhstan are used cars.  
By the year 2009 - the increase of new cars volume up to 30%. A complete logistic chain : unloading at terminal Zarubino at the Far East - rail transportation to Tau-Terminal - unloading and customs clearance.

# New vehicle delivery to Kazakhstan from Japan



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Our strategic partner - "Tau-terminal" in Almaty (4 ha in 2007, 10 ha in 2009).

