



RZD Logistics **РЖД**



www.rzdlog.com

RZD Logistics JSC

LOGISTICS ECOSYSTEM



LOGISTICS ECOSYSTEM for all businesses



13 BRANCHES,
subsidiaries, subdivisions and joint ventures in Russia and abroad



more than
4 000
clients and partners



23,9
mln tons
processed cargo for 2023



35,3
bln rubles
revenue in 2023



Multimodal service

organization of cargo delivery in containers by rail and multimodal transport chains



More than **50 permanent delivery points** in Russia, China and other countries logistics services for international trade throughout the Eurasian space (CIS countries, China, Vietnam, Iran, India, EU countries).

Supply Chain Management

integrated logistics services for industrial enterprises, including the organization of internal logistics and first/last mile delivery of goods



RZD Logistics is one of the largest network company operating this market segment. The regular customers portfolio include more than **100 companies**. **The unique experience** in managing the logistics of the country's largest metallurgical holdings.

Project logistics/oversize cargo

a whole complex of transport-logistics services for transportation and delivery of oversize cargo in transporter wagons and other types of rolling stock



The fleet of **transporter wagons** in operation, **own design bureau** for the development of drawings and fastening schemes, all works related to cargo handling, first and last miles transportation, **dozens of projects in 2023**

Agrologistics

specialized service for international transportation of agricultural products



The full cycle of services for international transportation within export delivery of Russian agricultural products and industrial goods to target markets via organized accelerated container railway routes. A digital service **"Agroexpress"** was launched on the platform "My export" in cooperation with Russian Export Center.

Freight logistics

range of services for freight and empty rolling stock forwarding by any types of rolling stock



Comprehensive transport and forwarding services, including shipper/ consignee services, organization of loading and unloading operations, provision of rolling stock, payment of freight charges and customs clearance, road transportation. Among the significant projects: **organizing the transportation of the Talgo** high-speed train for the Uzbekistan Railways, **rail transportation of household appliances** from Turkey to Russia along the Baku-Tbilisi-Kars railway corridor, **transporting coal products** from the Kuzbass region to Iran via INSTC, **transportation of humani-tarian aid** to the affected regions of Turkey along the Baku-Tbilisi-Kars transport corridor and oth-ers.



RZD Logistics



MULTIMODAL SERVICE



- Organization of cargo delivery in containers by rail and multimodal transport chains using international transport corridors (CIS countries, China, UAE, Vietnam, the Islamic Republic of Iran, India, EU countries)
- Cargo freight-forwarding and empty rolling stock
- More than 50 permanent delivery points in Russia, China and other countries
- Customs clearance
- Representatives and sales offices in regions of China, Kazakhstan and other countries

ADVANTAGES

-  Comprehensive service within business ecosystems
-  "Door-to-door" delivery
-  Cargo safety and Insurance
-  The largest agent network in the Russian Federation
-  Special rates for direct railway services
-  Prompt informing on cargo dislocation
-  Customs registration
-  Reducing forwarding charge
-  Optimal price-quality ratio
-  Transparency of delivery process
-  Freight forwarding abroad: Iran, India, UAE, China, Vietnam
-  Seamless logistics within space 1520 and 1435
-  LCL shipments of assembled cargo in universal containers from China to Moscow
-  Delivery by any mode of transport, except for aviation
-  Flexible payment conditions



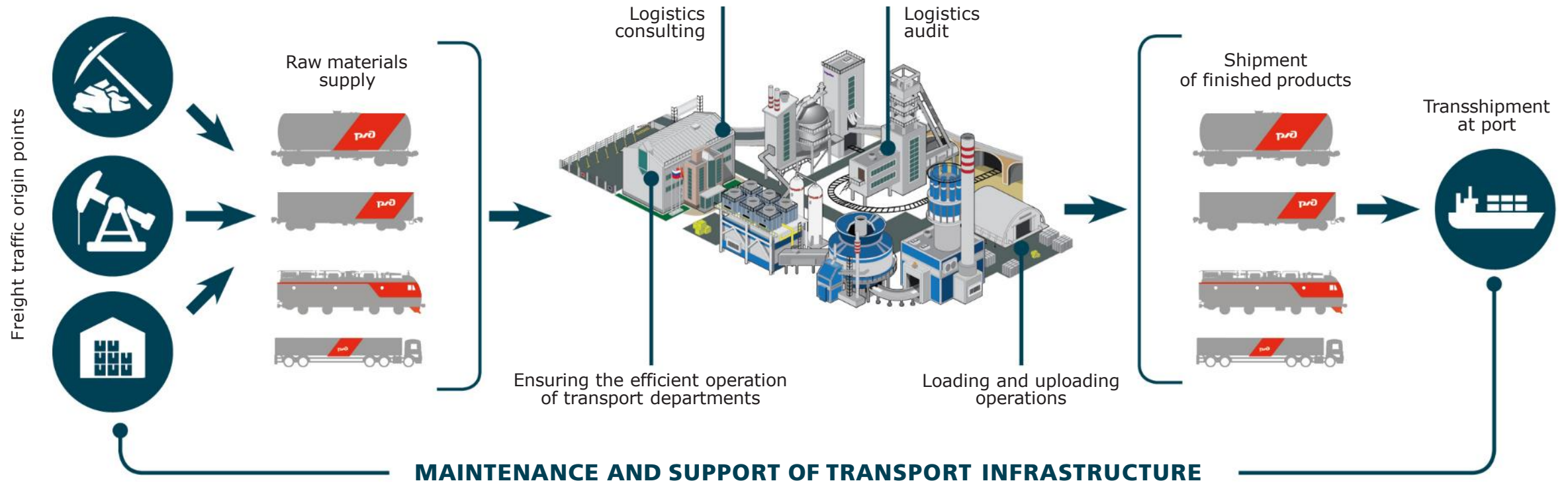
SUPPLY CHAIN MANAGEMENT

Integrated logistics solutions for industrial enterprises including:

- Organization of the internal logistics (transport infrastructure maintenance, locomotive traction service, Loading and unloading operations)
- Enterprises' commodity flow management (raw materials supply, finished products shipment)
- Logistic technologies improvement (modeling, logistics consulting)

ADVANTAGES

-  RZD Logistics JSC is the leading networking company working in segment of Logistics outsourcing for industrial enterprises
-  Optimization of the logistics budget by reducing transport costs and developing optimal logistics solutions
-  Guarantee of a stable supply of raw materials and shipment of finished products
-  Release of Enterprises' resources and focusing on the company's main business – production increase
-  Consulting of any supply stage
-  Complex service:
 - Execution of transportation documents
 - Rate payment
 - Performance of the functions of consignor and consignee
 - Interaction with carriers (including RZD), stevedores and seaports



ECONOMIC BENEFIT IN COMPLETED PROJECTS





BALANCE MODELING incoming and outgoing cargo flows and transport assets - logistics consulting

- Identification of the limiting processes of enterprise logistics
- Development of proposals for logistics optimization
- Building dynamic transportation models



DEVELOPMENT OF OPERATING MODEL

- Planning resources and building processes necessary for the work of the created model
- Preparation of IT solutions
- Development of technological maps of internal and external interaction
- Correction of technology documents
- Business Process Formation
- Selection, placement and training of personnel
- Development / optimization of the budget



MANAGEMENT Vehicle traffic and infrastructure control

- Development of optimal transportation parameters
- Coordination of loading and unloading
- Routing of cargo flows of enterprises, including the formation of route shipments
- Elimination of technological barriers to the movement of cargo
- Regulation of delivery of wagons (exclusion of downtime of loading / unloading fronts)
- 24/7 dispatching control
- Organization of work on the access roads to the enterprises
- Vehicle fleet management (wagons, locomotives, vehicles, lifting equipment)



OPERATING CONTROL

- Informing of the location of the cargo and the estimated date of arrival
- Monitoring the implementation of work schedules and business processes
- Monitoring the performance of the operating model
- Preparation of consolidated analytical reports for the customer



RESULTS OF LOGISTICS OPTIMIZATION

- Reduce the fleet of used wagons **>25%**
- Optimization of the use of shunting locomotives **>12%**
- Acceleration of the wagons' turnover **>17%**
- Shorter waiting time for handling wagons on cargo fronts **30%**
- Growth in speed/accuracy/rhythm of delivery **30%**
- General reduction of the transportation costs per 1 ton of products **20%**



IT solutions for logistics management. EDIS (the digital dispatcher)

Basic automation processes

- Performance analysis and evaluation
- Production planning and accounting
- Dispatch control and monitoring
- Automation of technological processes

Enterprise Automation Objects

- Freight zones
- Enterprise stations
- Adjacent stations
- External logistics

Features of EDIS

- Intuitive interface
- Integration with ERP-systems, automated systems for recognition and accounting of rolling stock, etc.
- Ability to adapt to the needs of a particular enterprise
- Ability to obtain information about the location and approach of wagons
- Extensive functionality and capabilities for analyzing transport activities, as well as necessary reporting generation

IT logistics management includes

- Railway transportation management
- Management of logistics assets
- Management of cargo and commercial work

ECONOMIC BENEFIT FROM THE USE OF THE SYSTEM



Increase in the rolling stock turnover / reduction of downtime by an average of **15%**



Reducing fines for abnormal downtime up to **25%**



Reduced load on enterprise infrastructure by **12%**



Reduction of time for preparation and execution of transportation documents



Monitoring the state of shunting, cargo and technological operations



Consolidation into a single workspace of all services involved in solving logistics problems: supply, sales, logistics, etc.

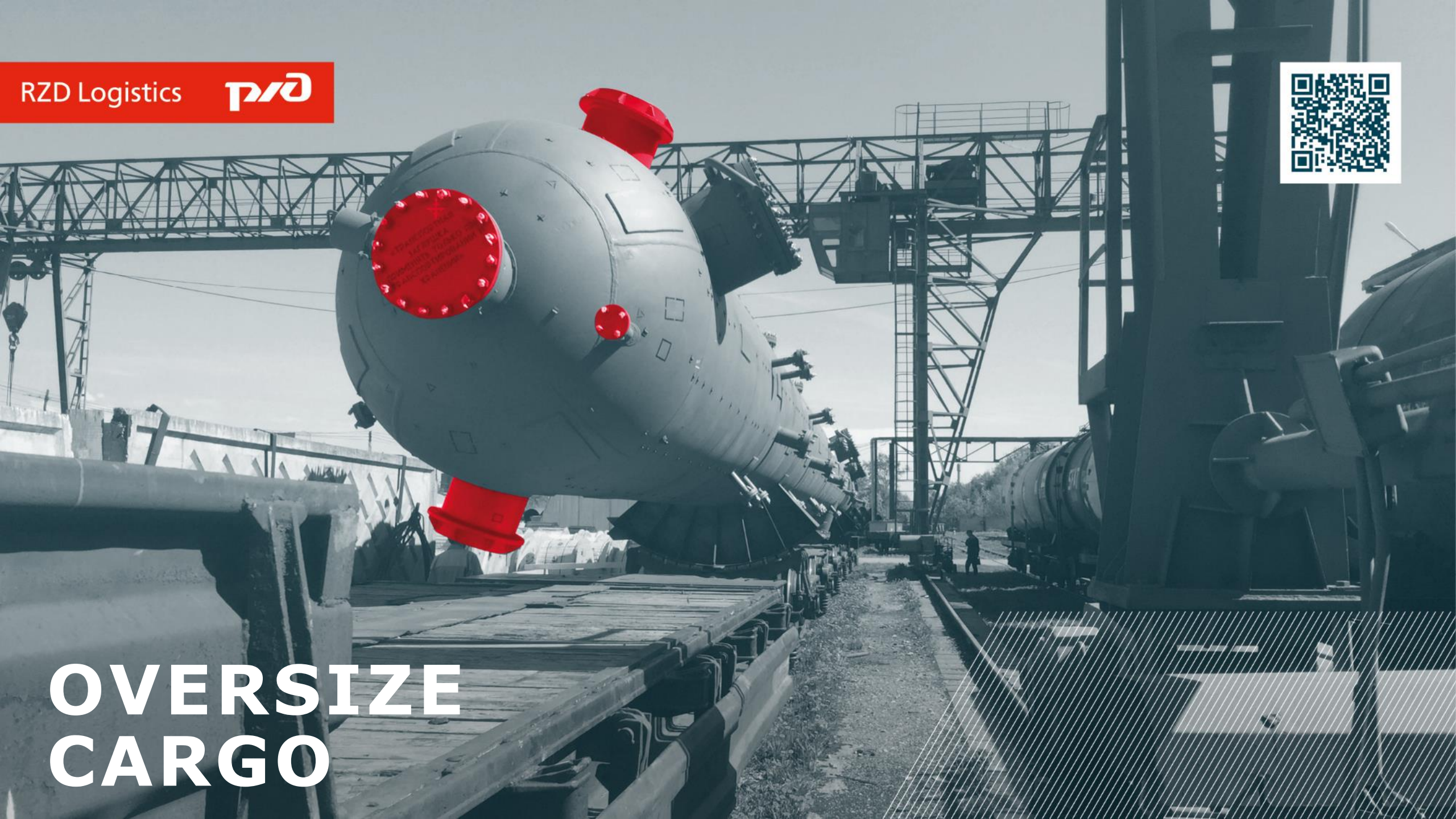


Reduced influence of the human factor, automation of work



Document flow with Russian Railways using EDS





OVERSIZE CARGO

Organization of internal and international transportation of the oversized, long and heavy cargo by any means of transport in a "door to door" format

- Agricultural and heavy-weight construction equipment
- Machinery and automotive vehicles
- Heating and mine drilling equipment
- Oil and gas, power engineering equipment
- Metallurgical equipment and various machine-tools
- Rail tracks, rail equipment and rolled metal (rolled coil, metal structures, cable products)
- Heavy machinery and industry equipment
- Own design bureau for the development of drawings, MTU, NTU and fastening schemes, including oversized, long and heavy cargo

ADVANTAGES

- | | | | |
|--|---|--|--|
|  <p>Comprehensive service within business ecosystems</p> |  <p>Fleet of transporter wagons in operational management</p> |  <p>Organization of transportation of 100-meter rails on specialized rolling stock</p> |  <p>Own qualified loading specialists</p> |
|  <p>High competencies (dozens of developed and implemented unique projects)</p> |  <p>Fleet of universal and specialized rolling stock (platforms, platforms with equipment and turnstiles)</p> |  <p>Organization of work with new products on the electronic platform of the Russian Railways-Freight Transportation holding</p> |  <p>First/last mile delivery</p> |
|  <p>Individual approach to every client</p> |  <p>Organization of "windows" for crossing railway infrastructure</p> |  <p>Ensuring the sending of universal rolling stock and transporters for loading outside the Russian Federation within "Space 1520"</p> |  <p>Organization of inland water transport services</p> |
|  <p>Organization of rail and multimodal transportation</p> |  <p>Cooperation with VNIIZhT allows one-time transportation on articulated transporters</p> |  <p>Cargo safety and Insurance</p> |  <p>Control over the progress of cargo on the entire route 24/7</p> |

A comprehensive service for the development and implementation of non-standard logistics solutions from the design of transport and logistics schemes to the transportation by all means of transport.

- Cargo measurement
- Determining the overall dimensions of the cargo
- Selection of the type of rolling stock
- Development and coordination with Russian Railways of all drawings and fixation schemes
- Provision of a scheme approval service through a personal account on the RZD-Freight Transportation electronic platform, which ensures the transparency of the process, as well as saving the customer's time and financial resources
- Elaboration and survey of routes, coordination of transportation of oversized cargo
- Provision of the transporter wagons, the universal and specialized rolling stock
- Payment of the tariff on the territory of the Russian Federation and other states
- Provision of the buffer train cars and rolling stock for additional equipment and cargo
- Organization of loading and reloading, registration of transportation documents
- "Door to door" delivery
- Insurance services
- Customs clearance



RZD Logistics



AGROLOGISTICS

“Agroexpress” – straight and multimodal export/import transportation of agricultural products in the dry, refrigerated containers and flexitanks.

- Regular Russia - China, Belarus - China export routes with the possibility of coupling at consolidation points **(from 14 days)**
- Food products delivery starting from one container to China, Turkey, Iran, India, UAE and CIS countries (Uzbekistan, Tajikistan, Kazakhstan, Turkmenistan, Kyrgyzstan and Azerbaijan)

ADVANTAGES



Comprehensive service within business ecosystems



Ability to ship from the Russian regions starting from one container



Ability to ship mixed trains of different types of freight



Online-system of the 24/7 temperature and humidity control in container



Special rates for direct railway services



Express railway delivery



Scheduled trains



On-line tracking of the cargoes location



Own fleet of new autonomous refrigerated containers



Transportation of temperature-controlled freight



"Door-to-door" delivery



Insurance



EXPORT/IMPORT LAUNCH of container trains on route: Russia – China – Russia from any part of our country



Export/import launch of the refrigerated train on route Russia – China – Russia (own fleet of 40 ft autonomous refrigerated containers)



Launch starting from one container by the direct Russia – China rail route, including launches from Russian regions

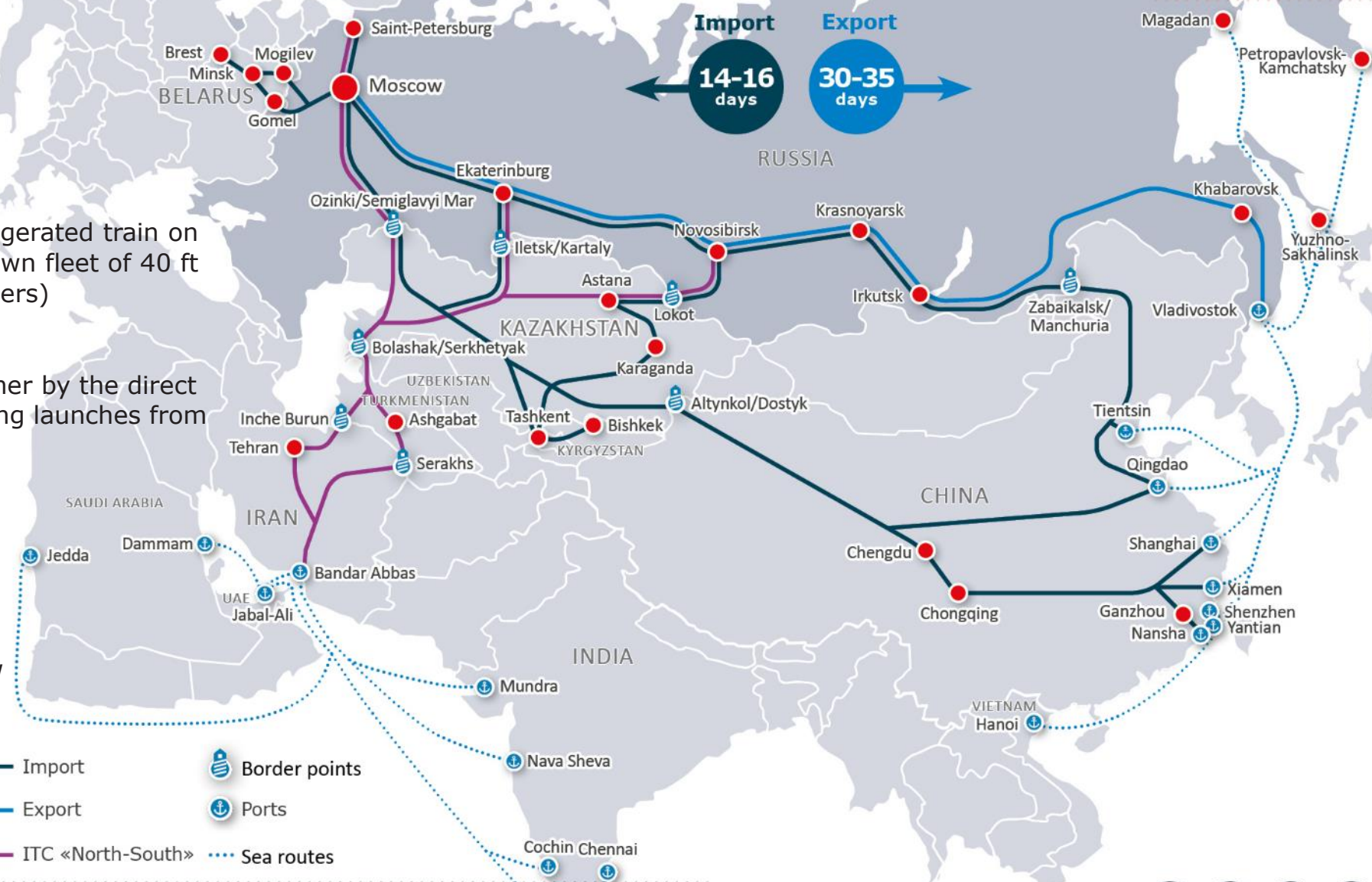


The average shipment time on route Russia – China – Russia **(25 days)**

Moscow – Chongqing – Moscow **(from 14 days)**

Moscow – Vladivostok – Shanghai – Qingdao **(from 30 days)**

- Import
- Export
- ITC «North-South»
- Border points
- Ports
- Sea routes



Import 14-16 days

Export 30-35 days

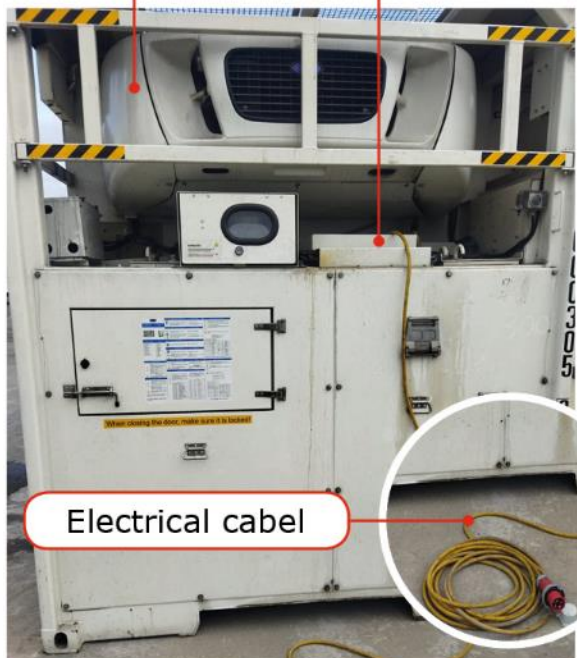


Refrigeration unit Carrier Supra 1250



Network operation

Diesel engine operation



Electrical cabel

Tank 1000 liters

BENEFITS FOR THE CARGO OWNER



Seamless transportation of temperature-sensitive cargo, which enables unbroken cold supply chain



25-30 days of reserve for reliable operation of the refrigerated container at all stages of international transportation:

- Shipment and auto-delivery
- Handling at the railway terminal and railway transportation
- Seaport handling and shipping
- Unloading and auto-delivery to the client
- Seamless international railway transportation between the Russian Federation and China, Turkey, etc. (independence of railway transportation from different railway gauges in the Russian Federation and other countries)



61,1 m³ Maximum load volumes



-29°C / +29°C Temperature regime



27 040 kg Maximum load weight



Contemporary fleet of container equipment produced in 2022

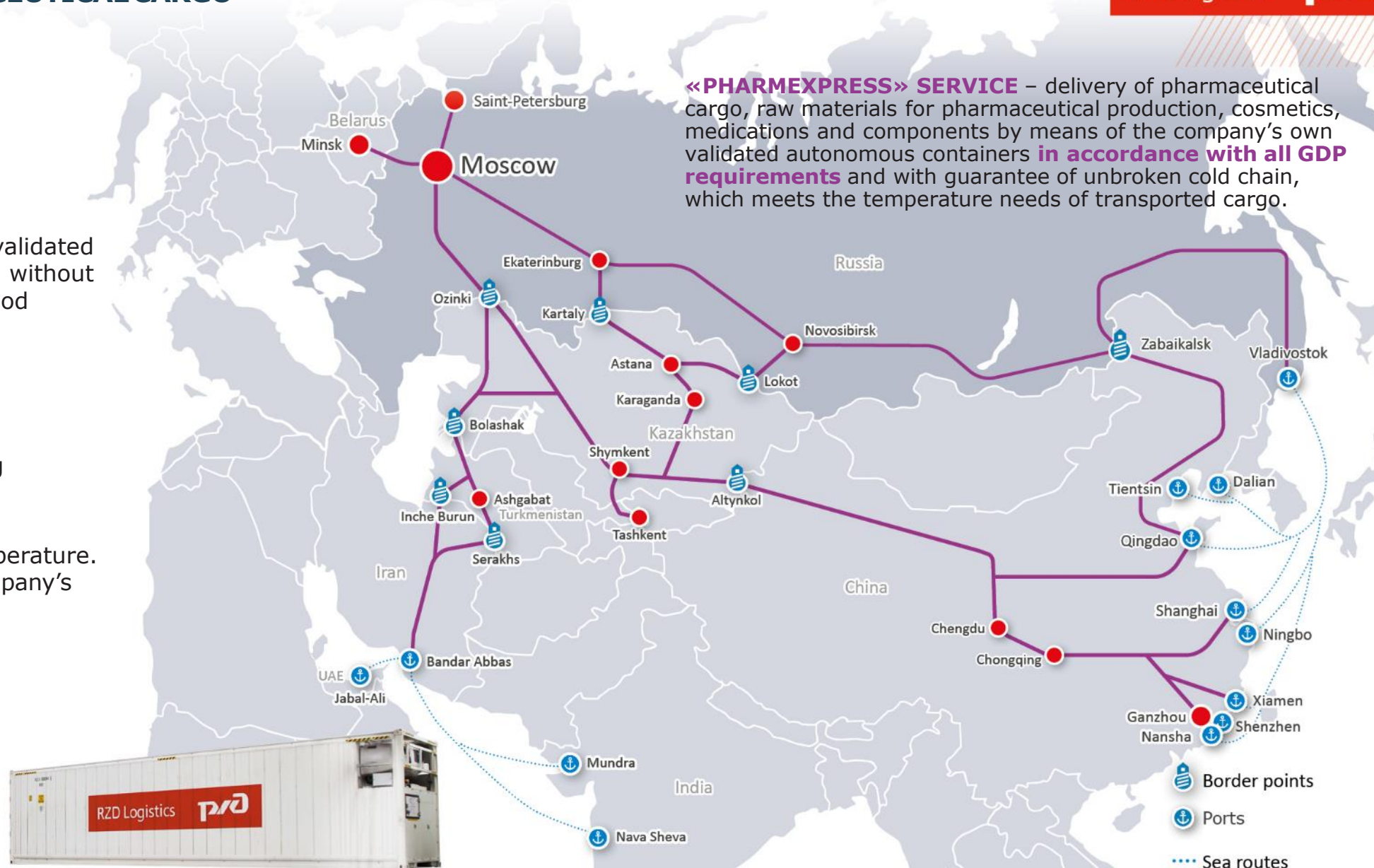
OUR ADVANTAGES

- All modes of transport: railway, auto, aviation
- The fleet of allocated validated refrigerated containers without commodity neighborhood
- Insurance and customs services
- GPS-tracking, including the territory of China
- Remote control of temperature. Dispatchers in the company's staff

Autonomous container allows to minimize all possible risks during multimodal transportation: change of gauge track and transport, waiting time in terminals, procedures of phytosanitary and veterinary control.







«PHARMEXPRESS» SERVICE – delivery of pharmaceutical cargo, raw materials for pharmaceutical production, cosmetics, medications and components by means of the company's own validated autonomous containers **in accordance with all GDP requirements** and with guarantee of unbroken cold chain, which meets the temperature needs of transported cargo.



- Border points
- Ports
- Sea routes



-  Comprehensive service within business ecosystems
-  Direct container trains using flexitank packaging
-  Special rates for direct railway services, including subsidies from Chinese platform companies
-  "Door-to-door" delivery
-  On-line tracking of the cargoes location
-  The average delivery time — **21 days**
- Novosibirsk/Barnaul — Zabaikalsk — Chongqing **(from 17 days)**
- Moscow — Zabaikalsk — Chongqing **(from 25 days)**

TRANSPORTATION OF THE BULKCARGO

- Complex transportation of the bulk cargo in flexitanks - direct export transportation of vegetable oils to China using flexitanks as part of container trains (delivery of vehicles for loading, installation of a flexitank, loading and en route control)
- Organization of export shipments of oil and fat products in flexitanks along the route Russia - China / Korea (special rates for train shipments from <90 twenty-foot containers) from anywhere in Russia
- Regular routes of the export direction Russia - China with the possibility of picking up at the points of formation of the modular trains
- Export shipments of single containers through seaports

Transportation of bulk cargoes in flexitanks and bulk cargo in "big bags": Russian Federation/China/Vietnam/Iran/Middle East/Central Asia and other countries

Benefits of working with us:

- Delivery without intermediate repacking
- Preservation of the quality and volume of the product
- Always new and sealed packaging, product purity guarantee
- Transportation of viscous goods in low temperatures
- Transportation of bulk cargoes in small batches
- Cost reduction compared to transportation by other wagons
- Door-to-door delivery

Liquid and bulk cargoes: vegetable oils, chemicals (non-hazardous) legumes, grains.

Export routes:



China

- Barnaul / Biysk / Novosibirsk / Tomsk – Zabaikalsk station – to Chengdu, Chongqing 

East Asia

- Barnaul / Biysk / Novosibirsk / Tomsk – ports of Vladivostok / Vostochny – to South Korea, Japan, China, Vietnam  + 

Southern regions

- Stavropol Territory / Krasnodar Territory / Adygea – port of Novorossiysk – to Turkey, Egypt, UAE, India, Pakistan.
- Stavropol Territory, Krasnodar Territory, Adygea – transit through Azerbaijan / Iran – to India, UAE  + 



RZD Logistics



FREIGHT LOGISTICS



A range of services for organizing the transportation of construction, raw materials, chemical, timber and other types of cargo in all types of rolling stock. The list of services includes:

- Multimodal transportation involving several modes of transport, including port forwarding
- Provision of rolling stock
- Payment of freight charges
- Services of the shipper and consignee
- Cargo handling
- Responsible storage of cargo
- Customs clearance
- Road transport



ADVANTAGES



Comprehensive service within single business ecosystem



Wide agent network in Russia



Reducing forwarding charge



Freight forwarding on spaces 1520 and 1435



Ability to ship mixed trains with different types of cargo



Cargo safety and Insurance



Online tracking of the cargoes location



Delivery by any type of rolling stock







CUSTOMS CLEARANCE



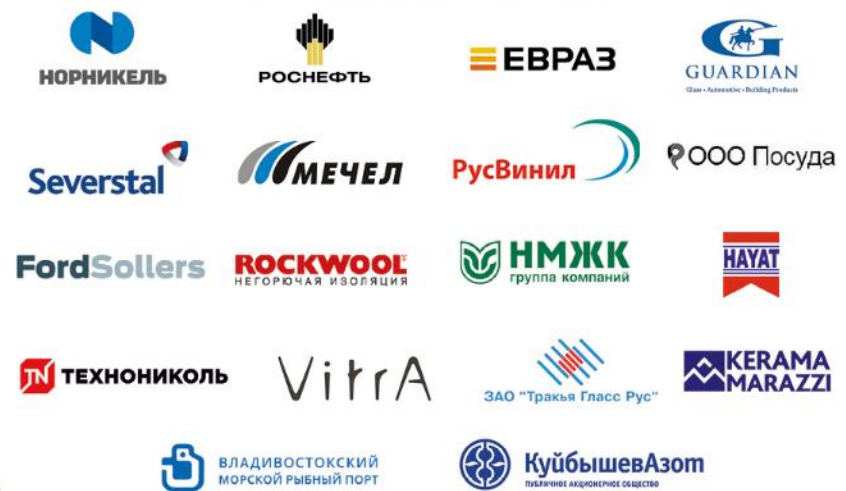
JSC RZD Logistics is included in the **REGISTER OF CUSTOMS REPRESENTATIVES** (entry in the registry 1591 made on April 28th, 2023)

OUR SERVICES

-  Analysis of international trade documentation in order to make sure that it meets the requirements of customs legislation
-  Initiation of customs procedures for goods
-  Consultations for confirmation of customs value and classification code
-  Simplified customs operations due to the use of specialized software program "AS_Logistics"
-  Participation in the customs control (customs examination and inspection)
-  Opening and operational support (at temporary customs control zone is; temporary storage warehouse): Authorized Economic Operator
-  Customs declaration of goods transported by all modes of transport
-  Obtaining of permitting documentation and classification decisions from regional customs office and Federal Customs Service
-  Legal assistance during customs inspection and challenging decisions of customs authorities



WE ARE TRUSTED BY



RZD Logistics



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THANK YOU for your attention

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