

Information message related to the appointment of JSC VTB Capital as a financial advisor of United Transport and Logistics Company, Joint Stock Company on the potential disposal of ordinary registered shares of up to 51% of the registered capital of PJSC TransContainer

In accordance with the engagement letter dated 31 January 2018 JSC VTB Capital («**VTB Capital**») was appointed as a financial advisor of United Transport and Logistics Company, Joint Stock Company («**UTLC**») in connection with the potential disposal by UTLC of the ordinary registered shares in PJSC TransContainer («**TransContainer**», the «**Company**») in the amount of up to 51% of its share capital (the «**Transaction**»).

1. Overview of TransContainer

TransContainer is a vertically integrated intermodal container transportation and logistics company, with presence in Russia and neighboring countries. The Company's business model is optimized for a diversified customer base and a wide geographic presence, providing a full range of services for all categories of customers - from equipment provision services to complex multimodal logistics services. TransContainer is #1 in Russia by volume of container transportation by rail¹, container-dedicated flatcar fleet size and by volume of rail-side container terminal handling.

PJSC «TransContainer» is a legal entity established and acting under the laws of the Russian Federation; the registered address: 19, Oruzheiniy pereulok, Moscow, 125047, the Russian Federation; date of state registration - 4 March 2006, main state registration number (ORGN) - 1067746341024.

Highlights of TransContainer IFRS Financial Results

RUB bn	2014	2015	2016	9M 2016	9M 2017
Adjusted revenue ²	20.5	20.3	22.0	15.7	20.4
<i>Increase</i>	<i>(18.9%)</i>	<i>(1.1%)</i>	<i>8.3%</i>	<i>n/a</i>	<i>30.1%</i>
EBITDA ³	7.8	6.5	7.1	5.3	8.9
<i>Margin</i>	<i>38.1%</i>	<i>32.1%</i>	<i>32.3%</i>	<i>33.8%</i>	<i>43.7%</i>
Net income	3.7	2.8	3.2	2.6	5.2
<i>Margin</i>	<i>17.8%</i>	<i>13.9%</i>	<i>14.8%</i>	<i>16.8%</i>	<i>25.4%</i>
Net debt	4.9	3.7	3.5	(0.3)	1.2
<i>Net debt/ EBITDA⁴</i>	<i>0.62x</i>	<i>0.56x</i>	<i>0.50x</i>	<i>neg.</i>	<i>0.10x</i>

Source: Company data

Detailed information about the Company is available on the website of TransContainer (www.trcont.com). Investor presentation is available at the following link: <http://www.trcont.ru/en/investor-relations/reporting/investor-presentations/>.

¹ By volumes transported by Company's flatcar fleet (in TEU) for 9M 2017

² Revenue less cost of Integrated Freight Forwarding and Logistics Services

³ Profit before income tax plus interest expense plus depreciation and amortization

⁴ Net debt to LTM EBITDA

Information for shareholders and investors is available at the following link:
<http://www.trcont.ru/en/investor-relations/>.

2. Important notice

The decisions regarding execution of the Transaction, including the number of shares to be sold, the price and other terms of sale, the process for determining the preferred bidder and execution of the sale contract, have not been made as of the date of this information message, and may be made / approved by UTLC and its shareholders in accordance with applicable corporate procedures and existing legislation.

VTB Capital is acting as a financial advisor of UTLC in connection with the Transaction. VTB Capital and its affiliates, directors, employees and consultants, directors and employees of its affiliates are not providing any services to potential buyers, making any recommendations to potential buyers, advising potential buyers regarding the suitability of any transactions potential buyers may enter into to buy securities of the Company nor providing advice to the potential buyers in relation to the securities of the Company or the Transaction.

VTB Capital does not accept any responsibility for, or give any representation or warranty as to the truth, accuracy or completeness of any information about the Company and will not be liable in respect of any further information in connection with the Transaction nor will it be obliged to update any disclosed information.

This information message shall not constitute an offer, or a recommendation to sell, or an invitation to purchase the Company and shall not be taken as any form of commitment on UTLC or VTB Capital to execute the Transaction or to negotiate its execution.

VTB Capital will not be responsible or liable for losses, costs or damages of any kind that may directly or indirectly be suffered or incurred by anyone as a result of or in connection with the Transaction or participation in it, including in event of termination of preparation for the Transaction or its execution.

All interested parties bear their own costs and expenses relating to the investigation and evaluation of the Transaction, including the fees and disbursements of own legal, financial and other advisers. Neither VTB Capital nor its advisors shall have any obligation to the abovementioned costs and expenses.