

# The Company's Position in the Industry

In 2018, the Company reaffirmed its leadership in the domestic railway container transportation market supplying flatcars and containers to its customers.

The Company performs transportation using own rolling stock and involving third parties engaged through the agency agreements (totally – transportation operated by the Company).

Transportation operated by the Company includes third-party container shipments using the rolling stock of the third parties engaged through the agency agreements. Such shipments do not involve the transport assets of Public Joint Stock Company TransContainer. In this case, the Company acts as an agent of the rolling stock owner.

The overall volume of traffic operated by the Company amounted to 1.958 mln TEUs in 2018. TransContainer's market share for this line of business went down by 4 p.p. year-on-year to 44%.

## The Company's Share of Total Container Traffic in the Russian Railways Network by Traffic Type

Transportation	2017 (%)		2018 (%)	
	PJSC TransContainer		PJSC TransContainer	
Domestic	52		48	
Export	48		44	
Import	48		43	
Transit	33		34	
All routes	48		44	

Sources: Russian Railways, Company data

Transportation	2017 ('000 TEU)				2018 ('000 TEU)	
	Operated by the Company		Including by Company's assets		Including by Company's assets	
Domestic	932	904	904	887		
Export	465	432	498	477		
Import	337	315	364	355		
Transit	138	126	192	167		
All routes	1,873	1,777	1,958	1,886		