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**JSC Federal Passenger Company** 

the Risk Management section

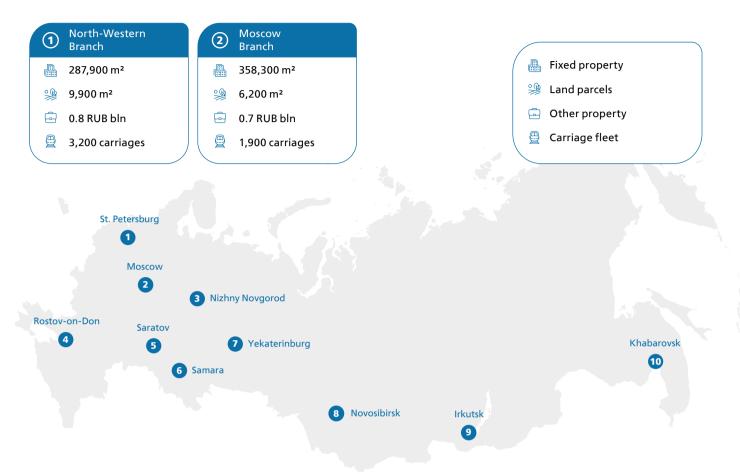
# **Business Model**

#### Traffic safety level Lines of business **Product range** Promotion Passenger satisfaction index (longdistance trains) Regulated domestic long-distance Regulated international long-Regulation, subsidies, interest in Advertising campaigns **Transportation** passenger services distance passenger services increasing transport mobility PR support in media and events In branded trains: Deluxe / 1st-Long-distance baggage, Deregulated domestic Control of service quality and safety and 2nd-class sleeping carriages / longdistance passenger services unaccompanied baggage, and mail Posting of information and levels to ensure they meet the approved 3d-class open sleeping carriages / transportation promotional material on trains, ticket standards motorised and seating carriages Key values offices, the Internet and social media Other lines of business Stronger investment appeal of the In standard trains: Deluxe / 1st-Marketing promotions transport industry and 2nd-class sleeping carriages / For passengers 3d-class open sleeping carriages / Loyalty programme Higher budget efficiency of the transport motorised and seating carriages Transportation In international trains: Good travel experience Deluxe / RIC / seating carriages Time saving In tourist trains Key resources Sales channels For the state Carriage fleet : Carriage turnover Loans and borrowings as at 31.12.23 Driving population mobility while JSC FPC (ticket offices) Other Key partners ensuring the effectiveness of budget 2,828.2 **23**% expenditures Baggage, unaccompanied baggage and mail transportation thousand **Parent Company and its** For corporate clients Repair and maintenance of clients' carriages branches Internet and other consumers rolling stock Provider of locomotive and infrastructure **75**% Technical services and maintenance **Equipment and materials** Value-added services on trains High quality work at a decent price services in a reasonable time ~400 23 depots Other transportation services Supplier of equipment and materials Agencies 36 carriage sites contractors **Commuter companies** 10 railway agencies 2% Average headcount Ticket sales, multimodal transport services 1 Vehicle Transport Centre 3 Passenger Catering Directorates thousand people Cost breakdown Revenue breakdown Customers Market COST BREAKDOWN, RUB billion REVENUE BREAKDOWN, RUB billion Passengers Distribution of key financial flows Corporate clients Expenses, total 286.0 Revenues, total 315.8 **Resource suppliers** Other consumers **OPERATING ACTIVITIES.** RUB billion INVESTMENT ACTIVITIES, RUB billion Carriage supplier Public authorities and agencies 261.4 278.6 37.2 Finance market Passenger services Passenger services Labour market Other lines of business Other lines of business 10.6 3.4 46.1 76.9 Materials and equipment market Rolling stock acquisition Payroll expenses Federal budget subsidies Technology market Rolling stock upgrades Material expenses 8,4 RUB billion Other Infrastructure services expenses Technical services and maintenance Locomotive lease expenses market Profit / Loss Revenue from regular activities Interest payable RUB billion FINANCIAL ACTIVITIES **NET PROFIT EBITDA** margin Passenger departures Net debt/EBITDA In accordance with

**Key risks\*** 

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#### JSC FPC's assets at the 2023 year-end (as of 31 December 2023)



3	Gorky Branch

- 75,200 m<sup>2</sup>
- a 0.3 RUB bln
- 9 1,300 carriages

### North Caucasus Branch

- 204,800 m<sup>2</sup>
- 9 6,700 m²
- 0.9 RUB bln
  1,900 carriages

#### 5 Volga Branch

- 169,000 m²
- № 100 m²
- 0.4 RUB bln
- 9 1,400 carriages

#### 6 Kuybyshev Branch

- 106,300 m<sup>2</sup>
- a 0.4 RUB bln
- 9 1,300 carriages

#### Ural Branch

- 184,600 m<sup>2</sup>
- 94,500 m<sup>2</sup>
- O.7 RUB bln
- 9 1,800 carriages

### West Siberian Branch

- 174,100 m<sup>2</sup>
  10,300 m<sup>2</sup>
- 0.4 RUB bln
- 1,100 carriages

## East Siberian Branch

- 166,000 m<sup>2</sup>
- 2,200 m²0.4 RUB bln
- 9 1,400 carriages

# Far Eastern Branch

- 65,200 m<sup>2</sup>
- 3,4 RUB bln
- 2 1,000 carriages

# **2023 Highlights**

### **Operating Indicators**

Indicator	2021	2022	2023	vs. 2022, %
Billion passenger-km travelled	67.3	81.2	91.4	112.6
On trains made up by JSC FPC	66.7	79.9	89.9	112.5
Deregulated segment	27.1	32.9	39.2	119.2
Domestic service	26.1	31.2	37.5	120.0
International service	1.0	1.6	1.7	103.9
Regulated segment	39.6	47.1	50.8	107.8
On trains made up in the CIS and Baltic States	0.6	1.2	1.4	116.1
Passengers carried, million passengers	81.2	95.9	108.1	112.7
deregulated segment	33.8	40.5	47.3	117.0
regulated segment	47.4	55.5	60.7	109.5
Average train makeup, carriages (TsO-33 format)	11.4	11.9	12.3	103.6

