01 ABOUT COMPANY 02 03 04 05 06 FEDERAL PASSENGER COMPANY ANNUAL REPORT — 2024 FPC.RU

Business Model

JSC Federal Passenger Company

STATE

- Regulation, subsidies, interest in increasing transport mobility
- Control of service quality and safety levels to ensure they meet the approved standards
- Stronger investment appeal of the transport industry
- Higher budget efficiency of the transport industry

KEY PARTNERS

Parent company and its branches

- Provider of locomotive hauling
- Supplier of equipment and materials

Commuter companies

• Ticket sales, multimodal transport services

MARKET

Resource suppliers

- Carriage supplier
- Finance market
- Labour market
- Materials and equipment market
- Technology market
- Technical services and maintenance market

Lines of business

Key resources

Carriage fleet

16,600

carriages

Average

people

headcount

54,000

Borrowings (as of 31.12.24)

RUB 48.5 billion

- Regulated domestic long-distance passenger services
- Deregulated domestic long-distance passenger services

Carriage turnover

million carriage-km

2,954.6

Technical

services and

maintenance

>200

counterparties

- International longdistance passenger services
- Long-distance baggage, unaccompanied cargo luggage, and mail transportation
- Other lines of business

• 23 depots

Equipment and materials

• 37 carriage stations

• 10 railway agencies

• 5 passenger catering

directorates

• vehicle transport centre

Product range

Passenger service

- In branded trains: Deluxe. 1st- and 2nd-class sleeping carriages, 3d-class open sleeping carriages, motorised and seating carriages
- In standard trains: Deluxe. 1st- and 2nd-class sleeping carriages, 3d-class open sleeping carriages, motorised and seating carriages
- In international trains: Deluxe / RIC / seating carriages
- In tourist trains

Other

- Baggage, unaccompanied cargo luggage, and mail transportation
- Repair and maintenance of clients' rolling stock
- Value-added services on trains
- Other transportation services

Promotion

- Advertising campaigns • PR support in media and
- events • Posting of information and promotional material on trains, ticket offices,

the Internet and social

- Marketing promotions
- Loyalty programme

Sales channels

JSC FPC

20%

Internet

79%

Agencies

KPI

Traffic safety

Passenger satisfaction index (longdistance trains)

• Safe, affordable and

comfortable travel

For passengers

KEY VALUES

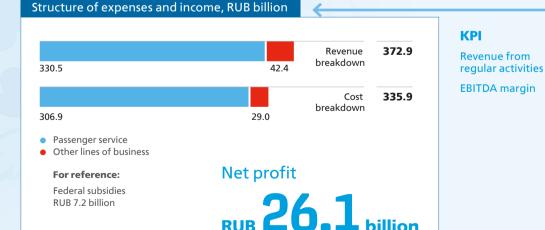
- Good travel experience
 - Time saving

For the state

 Driving population mobility while ensuring the effectiveness of budget expenditures

For corporate clients and other consumers

 High quality work at a decent price in a reasonable time



 Corporate clients Revenue from Other consumers

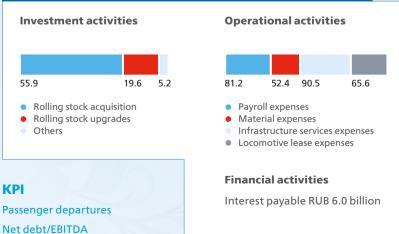
EBITDA margin

• Public authorities and agencies

CUSTOMERS <

Passengers

Distribution of key financial flows, RUB billion



Key risks¹

¹ In accordance with the Risk Management section.

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