

Tariff Regulation

Regulated transportation segment

Tariff rates for travel in third-class open-plan sleeping carriages and fourth-class seating carriages (with seats) of passenger and higher-speed locomotive-hauled trains and first-, second- and third-class carriages in higher-speed trains of motor-driven rolling stock are established by the Tariff Guide approved by the Federal Tariff Service of Russia (FTS of Russia)¹, depending on the category of train, type of carriage and distance travelled by passenger, which is indexed by relevant orders of the Federal Antimonopoly Service (FAS of Russia).

In accordance with Order of the FAS of Russia No. 751/23 dated 19 October 2023, these tariffs are indexed by 10.75% effective 1 December 2023.

Effective 1 December 2024, tariffs in this segment were indexed by 11.6%².

Starting from 2003, indices differentiated by calendar periods of the year are applied for tariff rates of domestic public railway service in third-class open-plan sleeping carriages and fourth-class seating carriages (when using locomotive-hauled trains) in long-distance trains of JSC FPC and motor-driven rolling stock. The periods of application of differentiated indices are adjusted depending on holidays and weekends on the basis of the occupational calendar.



This solution is aimed to streamline the demand for long-distance passenger service and reduce the carrier's overall costs of maintaining a reserve fleet of carriages and locomotive crews. This measure helps to accommodate the traffic during peak demand periods and allows passengers to save money during periods of relatively low transport mobility.

Starting from 2021, JSC FPC was granted the right to set differentiated indices to the tariffs subject to calendar periods (hereinafter, referred to as flexible tariff regulation schedule) depending on changes

in demand to ensure that the average annual (within a calendar year) value of tariffs does not exceed 1.0 (recalculated per number of days). The maximum index is 1.2. The flexible tariff regulation schedule is approved by the Company's internal regulatory documents.

Since 2015, JSCFPC has been granted the right to regulate tariff rates for travel in third-class open-plan sleeping carriages within the established allowance, which let the Company run various marketing campaigns in this transport segment.

Deregulated transportation segment

In accordance with clause 5 of the List of works (services) of natural monopoly entities in the field of railway transportation, the tariffs, fees and charges of which are regulated by the state¹, the Company has the right to independently set tariffs for passenger transportation in first-class and second-class sleeping carriages.

Price regulation is not applied to passenger public rail service with higher-speed trains in the domestic market. This right is set out in Decree No. 431-t/1 of the FTS of Russia dated 14 December 2010 “On Changing State Regulation of Natural Monopolies in the Context of Domestic Public Rail Passenger Services, as well as Bed Linen Provision Service”.

Thus, in the deregulated segment (in deluxe carriages, first-class sleeping carriages and second-class sleeping carriages, as well as in all types of higher-speed train carriages), JSC FPC sets passenger tariff rates at its reasonable discretion.

The main tariff setting mechanisms in the deregulated segment in force in 2024:

- Dynamic pricing system
- Tariff plans
- Sales promotion

Dynamic pricing system

Dynamic pricing is a multi-factor tariff setting tool. Tariff rates vary with train category, uneven demand (depending on time of year, day of week, departure and arrival times), seat/berth category (upper or lower berth), depth of sales, etc. At the time of sale, dynamic pricing creates variable tariff rates at the system level by taking into consideration both anticipated demand and a variety of environmental phenomena.

The pricing system helps ensure the balance between the demand for, and cost of, services, ultimately driving up the demand for rail services.

JSC FPC offers various marketing initiatives to stimulate consumer demand in both the deregulated and regulated segments and to defend the Company's position in the passenger market.

¹ Order No. 156-t/1 dated 27 July 2010.
² According to Order No. 863/24 of the FAS of Russia dated 15 November 2024.

¹ Approved by Decree of the Government of the Russian Federation No. 643 dated 5 August 2009.