

## TYPES OF ACTIVITIES

### FPC engages in:

- Rail passenger services on domestic routes in the regulated sector using:
  - third-class open sleeping carriages
  - fourth-class seating carriages
  - motorised carriages
- Rail passenger services on domestic routes in the deregulated sector using:
  - deluxe and saloon carriages
  - first-class sleeping compartment carriages
  - second-class sleeping compartment carriages
  - carriages with seats
  - “special order” passenger services and regular tourist trips
  - movement of third-party carriages on FPC trains on domestic routes
  - ensuring the mileage of cars of third-party companies in trains of JSC “FPC” in domestic communication
- International long-distance passenger services:
  - passenger services on international routes
  - movement of third-party carriages on FPC trains running on international routes
- Baggage, unaccompanied baggage, and mail transport:
  - baggage transport
  - unaccompanied baggage transport
  - movement of carriages for freight forwarders on FPC trains
- Other lines of business:
  - repair and maintenance of clients’ rolling stock
  - providing additional services on trains
  - other types of activities:
    - leasing rolling stock
    - leasing real estate and equipment.

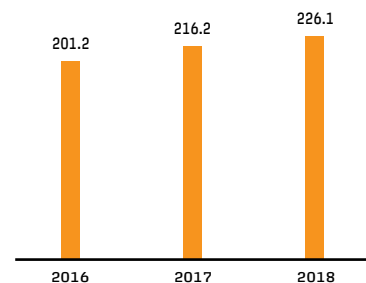
## COMPETITIVE ADVANTAGES OF LONG-DISTANCE TRAINS

### Competitive advantages of FPC’s long-distance trains:

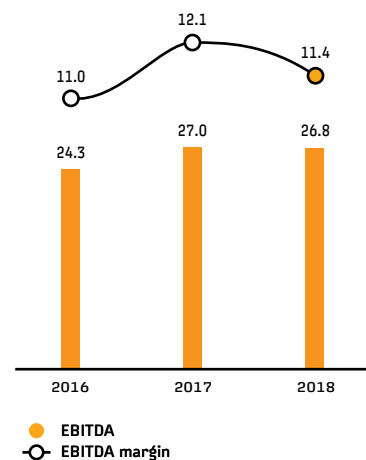
- passenger safety
- comfortable travel
- provision for the carriage of passengers with special needs
- children up to five years old travelling free of charge
- minimum commission charged for ticket cancellation and reissue; cancellations and refunds can be processed via the website
- increased baggage allowance: second-class sleeping compartment carriage – up to 36 kg; deluxe carriage – up to 50 kg
- no lengthy check-in procedure and railway station proximity to centres of cities and other locations
- an environmentally-friendly and safe mode of transport.

<sup>1</sup> The decline in the EBITDA margin as compared to 2017 was due to expenses (105.8% of the 2017 level) outstripping revenue growth (104.6% of the 2017 level) as a result of higher locomotive lease costs.

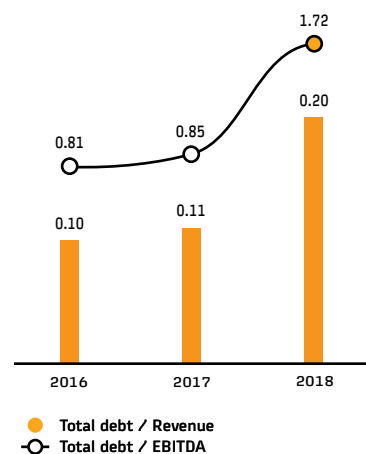
### OPERATING REVENUES, RUB BILLION



### EBITDA AND EBITDA MARGIN (INCLUDING SUBSIDIES)<sup>1</sup>



### TOTAL DEBT/EBITDA (INCLUDING SUBSIDIES) RATIO AND TOTAL DEBT/REVENUE RATIO



Company Profile

Development Strategy

Performance Overview

Corporate Governance

Sustainable Development

Appendices