

## KEY OPERATING HIGHLIGHTS

The year 2018 was more favourable for FPC than 2017.

### OPERATING PERFORMANCE

In 2018, FPC met the demand for passenger services by carrying over 102 million passengers (up 7.2% year-on-year), including 60.3 million in the regulated segment and 41.7 million in the deregulated segment.

By the end of the year, passenger km travelled totalled 91.6 billion, up 5.3% year-on-year, mainly driven by FPC's trains: passenger km travelled totalled 87.7 billion, including 33.6 billion in the deregulated segment and 54.1 billion in the regulated segment.

With the passenger km travelled (up 6% year-on-year) growing faster than the carriage km (up 2.8% year-on-year), we improved our carriage capacity utilisation rates to 71.1% (up 3.1% year-on-year).

### HIGHLIGHTS

INDICATOR	2016	2017	2018	CHANGE 2018/2017, %
<b>Passenger km travelled, billion</b>	<b>89.5</b>	<b>87.0</b>	<b>91.6</b>	<b>105.3</b>
On FPC's trains	85.1	82.8	87.7	106.0
Deregulated segment	26.0	28.1	33.6	119.5
Domestic traffic	24.3	26.5	31.9	120.4
Interstate traffic	1.7	1.7	1.8	106.4
Regulated segment	59.1	54.6	54.1	99.0
On trains of the CIS and Baltic states	4.4	4.2	3.8	91.8
<b>Passengers carried, million</b>	<b>93.8</b>	<b>95.1</b>	<b>102.0</b>	<b>107.2</b>
Deregulated segment	31.1	35.2	41.7	118.4
Regulated segment	62.7	59.9	60.3	100.6

### FINANCIAL RESULTS

In 2018, operating revenues amounted to RUB 226.1 billion, up 4.6% year-on-year.

Operating expenses increased to RUB 222.2 billion, or by 5.8% year-on-year.

Subsidies from the federal budget amounted to RUB 8.6 billion (RUB 7.8 billion in 2017).

EBITDA for 2018 was RUB 26.8 billion, down RUB 0.2 billion year-on-year.

FY2018 net profit was RUB 6.1 billion (RUB 7.9 billion in 2017).

The Company's non-current liabilities increased from RUB 24 billion to RUB 43 billion, or by 79.6%, driven by an increase in long-term loans and borrowings by RUB 18.2 billion.

Current liabilities rose to RUB 37.8 billion, or by RUB 5.2 billion year-on-year, driven, in particular, by an increase in short-term borrowings by RUB 4.9 billion.