

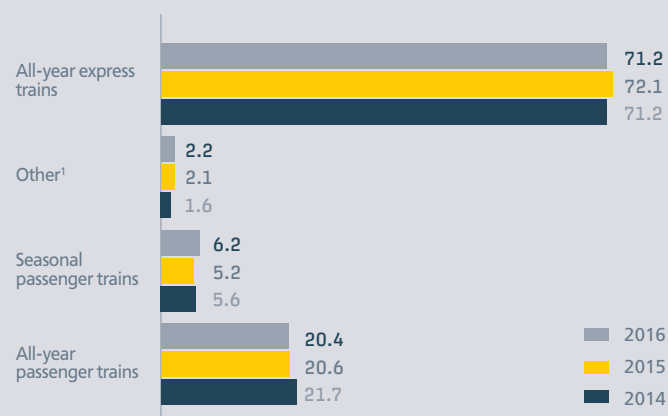
# FPC's investment appeal

1. Monopolistic position in the long-distance rail passenger transportation market in Russia.
2. Low competition in the domestic rail passenger transportation market from international companies due to challenges in entering the Russian market.
3. The Company's high social and strategic importance for the state as the main transport operator for long- and medium-distance travel covering most of Russia, including regions with extreme climatic and natural conditions which lack road transport infrastructure.
4. Strategic importance for the implementation of long-term objectives of state-owned RZD Holding.
5. State regulation of fares for long-distance passenger transportation, and income loss compensation paid by the state.

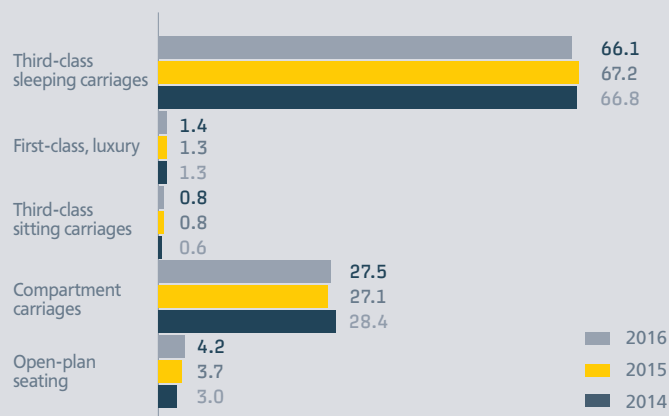
## Key indicators

Indicators	2014	2015	2016	2016/2015, %
<b>Passenger turnover, billion passenger-kilometres</b>	<b>94.6</b>	<b>86.1</b>	<b>89.5</b>	<b>103.9</b>
on trains made up by FPC	87.5	81.1	85.1	104.8
deregulated segment	28.7	24.2	26.0	107.2
domestic traffic	25.2	22.7	24.3	107.1
interstate traffic	3.5	1.6	1.7	108.2
regulated segment	58.8	56.9	59.1	103.8
on trains made up in the CIS and Baltic states	7.1	4.9	4.4	89.2
<b>Passengers carried, million people</b>	<b>98.7</b>	<b>91.3</b>	<b>93.8</b>	<b>102.7</b>
deregulated segment	35.9	30.3	31.1	102.5
regulated segment	62.8	60.9	62.7	102.9
<b>Average number of carriages in a train, carriages</b>	<b>13.0</b>	<b>12.7</b>	<b>12.7</b>	<b>100.0</b>

Passenger turnover by train type in 2014–2016, %



Passenger turnover by carriage type in 2014–2016, %

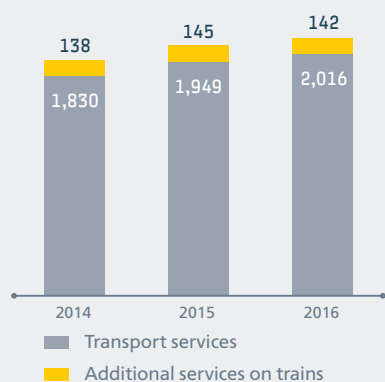


<sup>1</sup> Other trains include seasonal express trains, one-off passenger trains, local passenger trains (running on one railway line only).

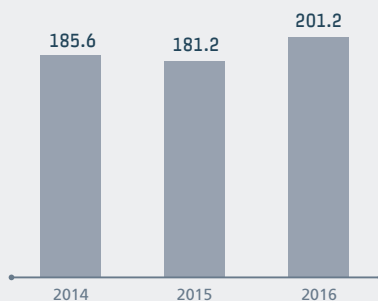
- 6. Conservative financial policy and low debt level.
- 7. High potential growth of population mobility.

- 8. Railway passenger services to support major passenger flows in Russia.

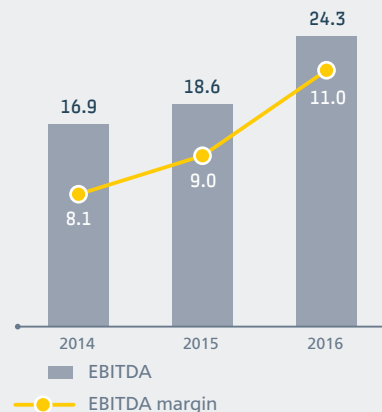
**Average revenue per passenger (incl. VAT) in 2014–2016, RUB**



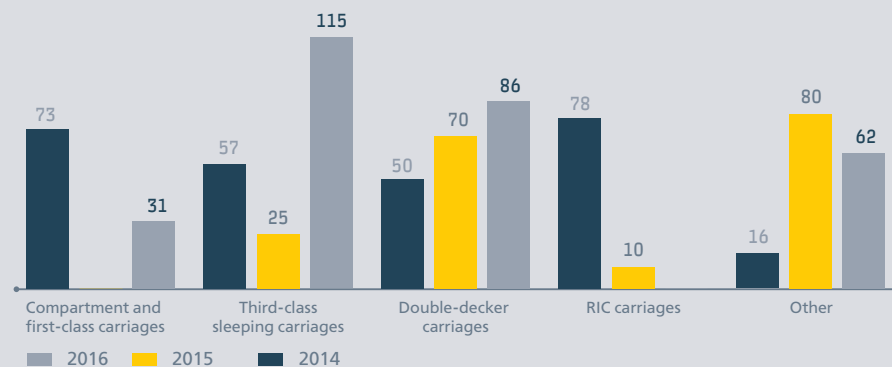
**Revenue from operating activities in 2014–2016, RUB billion**



**EBITDAR and EBITDA margin (incl. Subsidies) in 2014–2016**



**Rolling stock acquisition in 2014–2016, carriages**



**Total debt to EBITDA and total debt to revenue ratios in 2014–2016**

