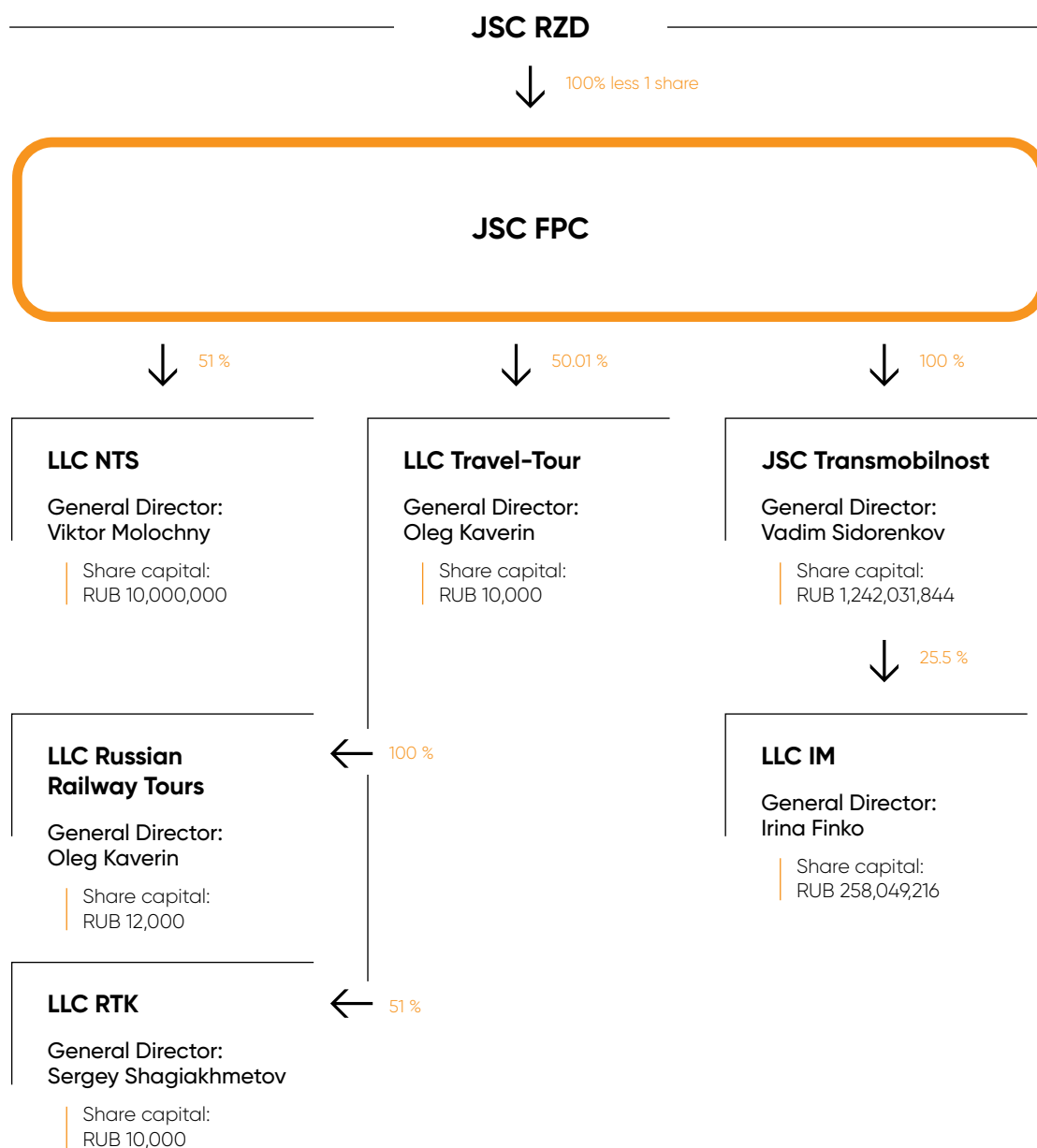


# INFORMATION ABOUT SUBSIDIARIES AND AFFILIATES

The following subsidiaries and affiliates are covered by FPC's corporate governance system: LLC NTS, LLC Travel-Tour, LLC Russian Railway Tours, LLC RTK, JSC Transmobilnost, and LLC IM.

## FPC's organisational structure



<sup>1</sup> JSC FPC-Logistika was renamed JSC Transmobilnost on 22 April 2019.

## LLC NTS

LLC NTS operates in the following areas:

- Delivering drinks, food, and non-food products to FPC trains for sale to passengers via train attendants and independent operators (railway catering operators) on board
- Small- and large-scale wholesale trade in beverages and food products from warehouses leased by LLC NTS to any company selling such goods in Russia
- Railway catering operator acting under dining carriage lease agreements with FPC
- Railway catering operator and supplier of food and non-food products for sale to passengers on higher-speed Strizh trains
- Supplier of on-board meals, both included in the fare and additional ones, which can be pre-ordered when purchasing a ticket at a ticket office or online on Russian Railways' website, or ordered directly from a train attendant during the journey
- Sale of goods to passengers on FPC trains via train attendants, where LLC NTS acts as an agent and receives agency fees reflected in the revenue

### Net profit, RUB million



### Revenue from sales of goods and services, RUB million

Indicators	2019	2020
<b>Sales of goods, total:</b>	<b>1,252.6</b>	<b>1,147.7</b>
Train attendants	961.5	614.6
Strizh trains	96.5	127.5
Wholesale trade	194.6	405.6
<b>Sales of services, total:</b>	<b>1,090.7</b>	<b>495.4</b>
Dining carriages	376.2	216.8
Catering	713.4	278.6
Other services	1.1	–
<b>Total</b>	<b>2,343.4</b>	<b>1,643.2</b>

The COVID-19 situation and related restrictions led to a reduction in passenger numbers, including children travelling in summer, cancellation of a number of trains on which LLC NTS sold goods and provided catering services, a ban on visiting dining carriages (during the pandemic until July 2020, dining carriages only

provided takeaway services), and a ban on sales of merchandise to passengers as well as alcoholic drinks in dining carriages (Urgent Order No. 2253 dated 29 March 2020). This all resulted in LLC NTS's revenue dropping to the 2019 level of RUB 700.2 million, or by 29.9%, in 2020.

## Travel Tour Group

Travel Tour Group's objectives:

- Develop rail tourism by building up new tourist-oriented rail routes
- Increase the volume of rail services provided to organised passenger groups
- Develop the middle-class rail travel segment
- Meet foreign and domestic demand for visiting Russia's cultural and historical centres

### LLC Travel-Tour

LLC Travel-Tour, the Group's parent company, has coordinating and technical roles.

### LLC Russian Railway Tours

LLC Russian Railway Tours' key activities:

- Organising own rail tours
- Organising rail services, chartered VIP rail services and tourist travel services for RZD Holding employees
- Servicing tourist groups organised by travel agencies as well as corporate customers in rented trailing carriages or special trains

The number of passengers serviced by LLC Russian Railways Tours fell to 197,700 in 2020, or by 70% year-on-year, due to COVID-19 restrictions.

The number of passengers serviced in the Tourism segment decreased due to border closures with EU countries and China, resulting in suspended sales of some international tours – the most profitable products offered by the Company.

Due to mass event bans during 2020, the Company signed one corporate services contract (the Comprehensive Services segment).

The Rail Services business, comprising children and shift worker transportation services, shrank due to the lack of travelling children. On the contrary, shift worker transportation services have recovered to 2019 levels. The Company also started a new project to lease out carriages for shift worker accommodation.

#### Net profit, RUB million



#### Passengers serviced by LLC Russian Railway Tours, by segment

Segment	2019	2020
Tourism	133,250	10,550
Comprehensive services	3,772	9
<b>Rail services</b>	145,639	74,366
<b>Total</b>	<b>282,661</b>	<b>84,925</b>

### LLC RTK

Previously, LLC RTK's core business included sales of tickets and travel services as well as business trips for RZD Holding employees.

In Q3 2020, LLC RTK refocused its operations and currently provides services under a service agreement for supplying carriages with sleep equipment, such as mattresses and pillows, upon request from FPC's North Caucasus Branch.

The company's revenue according to its accounting statements as at 31 December 2020 was RUB 108 million, with net profit of RUB 16 million.

## JSC Transmobilnost

JSC Transmobilnost was established to provide unaccompanied baggage transport services within FPC Group, achieve profitability in the segment and regain FPC's leading position in the unaccompanied baggage transport market.

Core activities of JSC Transmobilnost:

- Providing carload services using baggage carriages
- Leasing baggage carriages

In 2020, the number of carloads shipped by Transmobilnost grew by 60.7% year-on-year, driven by both increased demand for freight services amid the pandemic, and the expansion of its operating fleet, achieved through FPC's contribution

of 14 carriages to Transmobilnost under an asset contribution agreement, and carriage overhauls throughout the year.

### Net profit, RUB million



### JSC Transmobilnost's operating results

Indicators	2019	2020
Number of carloads shipped	1,984	3,190
Operating fleet, carriages	169	179



<sup>1</sup> Including operated and leased carriages.

**LLC IM**

LLC IM (a JSC Transmobilnost subsidiary) acts as the operator for the Innovative Mobility multimodal platform providing a single interface to offer passengers tools for planning, booking, and purchasing tickets for trips involving various modes of transport, as well as related value-added services. The multimodal platform integrates all modes of transport into a single network offering passengers door-to-door travel experience.

The number of tickets issued/refunded in 2020 declined by 36.5% year-on-year due a decrease in passenger traffic across all modes of transport as a result of reduced passenger mobility amid COVID-19 restrictions.

**Net profit, RUB million****LLC IM's operating results**

Indicators	2019	2020
Number of e-tickets sold, '000 tickets	21,120.6	13,409.9

