Development of international passenger rail transport in the context of ITC UNECE Resolution No. 264

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Deputy Head of International and Governmental Relations Division
JSC Federal Passenger Company
Resolution No. 264 is supported by the professional railway community

Increase in traffic volume

ITC is convinced of the significant potential for the long-distance East-West rail passenger transportation service growth

Enhanced cooperation

Calls on railway carriers to intensify cooperation and take measures to attract passenger traffic

Government support

Invites the governments of interested countries to actively introduce the mechanisms of governmental support to preserve the international rail passenger traffic

Regulatory and legal framework

Invites interested countries to accede to the Convention on the facilitation of border crossing procedures for passengers, luggage and load-luggage carried in international traffic by rail

ORGANIZATION FOR COOPERATION BETWEEN RAILWAYS

COUNCIL FOR RAIL TRANSPORT OF THE COMMONWEALTH MEMBER STATES

ITC is convinced of the significant potential for the long-distance East-West rail passenger transportation service growth.
Federal Passenger Company is the national passenger railway carrier of the Russian Federation.

Provides direct and transit transportation to and from 23 European and Asian countries, and 77 out of 85 regions of the Russian Federation.

- **France**
- **Monaco**
- **Germany**
- **Austria**
- **Italy**
- **the Czech Republic**
- **Poland**
- **Finland**
- **Belarus**
- **Ukraine**
- **Moldova**
- **Azerbaijan**
- **Latvia**
- **Lithuania**
- **Estonia**
- **Kirgizistan**
- **Uzbekistan**
- **Mongolia**
- **China**
- **North Korea**
For our demanding passengers, we create new advantages and new consumer properties in our carriages and services.

Constant contact with the passengers allowed for:

New consumer properties:

- Showers
- Motion-sensor faucets
- Individual climate control
- Luggage compartments
- Safes (in compartment carriages)
- Personal space customization
- Vending machines areas
- Passenger loading and disembarking zones lighting
In 2019, JSC “FPC” signed a long-term contract for the renewal of carriages until 2025.

**Contract's main parameters**

- **Annual purchase**: ~500 carr.
- **Purchase volume**: ~3.7 thous. carr.
- **Contract price**: ~3.3 bln. euros

**Contract's key principles**

- new concept for couchette carriages
- transition to innovative rolling stock
- transition to two-car trains, introduction of air suspension in 2020
- fixed carriages price indexing order

* the average annual rate of 2019 is 72.49 rubles per 1 euro
The company is continuously improving its sales system

**Digital sales channels, %**

- 2010: 6%
- 2016: 40%
- 2018: 53%
- 2019: 57%
- 2025: 70%

* 10 times

**Booking trending*, days**

- 2010: 45 days
- 2016: 60 days
- 2017: 90 days
- 2019*: 120 days
- 2025: 180 days

* 3 times

* on some trains
JSC "FPC" is developing a complex of digital services called "Innovative Mobility" aimed at implementing of multimodal transportation.
### Examples of completed projects: new transport products

<table>
<thead>
<tr>
<th>Transport Product</th>
<th>Performance Data</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Day trains</strong></td>
<td><strong>About 17.7 mln.</strong> passengers carried, + 18% compared to 2018</td>
</tr>
<tr>
<td><strong>Double-deck rolling stock</strong></td>
<td><strong>About 6 mln.</strong> passengers carried, + 30% compared to 2018</td>
</tr>
<tr>
<td>&quot;Talgo&quot; train Moscow - Berlin</td>
<td><strong>49 thous.</strong> passengers carried, + 60% compared to 2018</td>
</tr>
<tr>
<td><strong>Higher-speed trains</strong></td>
<td><strong>10.2 mln.</strong> passengers carried, + 9% compared to 2018</td>
</tr>
<tr>
<td><strong>Vehicle transportation carriage</strong></td>
<td><strong>5.5 thous.</strong> vehicles carried, + 0.2% compared to 2018</td>
</tr>
<tr>
<td><strong>Multimodal transport</strong></td>
<td><strong>9 routes</strong></td>
</tr>
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<td></td>
<td><strong>39 thous.</strong> passengers carried, since December 2014</td>
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</table>

*Performance data for 12 months of 2019*
International direct traffic volumes in 2019 and 10 months of 2020

In March 2020, the Government of the Russian Federation decided to suspend international passenger traffic by all modes of transport due to the threat of a new coronavirus infection.
Passenger transportation in Through-Passenger Cars of JSC "FPC" on the route Moscow - Warsaw - Prague (in 2019/20's train schedule)

**Passenger transportation on the route Moscow - Warsaw - Prague in 2018/2019’s train schedule**

- **No. 9/10 MOSCOW - WARSAW** * "East-West" Tariff (EWT)
  - Traffic frequency: 3 times per week
  - Average carriage number: 4 carriages (including 1 Moscow-Brest carriage)
  - Passengers carried: 27.6 thous. people
  - Capacity usage: 57.9%
  - Journey time: 18 hours 33 minutes
  - Depart. from Moscow / Warsaw: 15 hours 51 minutes / 15 hours 55 minutes
  - Arr. to Warsaw / Moscow: 08 h 24 min / 13 h 11 min

- **No. 21/22 MOSCOW - PRAGUE** * "Global Price" (GP)
  - Traffic frequency: Once a week
  - Average carriage number: 8 carriages (including 3 Moscow-Brest carriages)
  - Passengers carried: 18.5
  - Capacity usage: 60.9%
  - Journey time: 28 hours 27 minutes
  - Depart. from Moscow / Warsaw: 19 h 12 min / 06 h 24 min
  - Arr. To Prague / Moscow: 21 hours 39 minutes / 11 hours 45 minutes

**DAILY COURSING OF THREE MOSCOW - PRAGUE (VIA WARSAW) THROUGH-PASSENGER CARS WAS ORGANIZED AT EAST-WEST TARIFF (EWT)**

THE ORGANIZATION OF A THROUGH-PASSENGER CAR’S TRAFFIC TO AUSTRIA: MOSCOW - VIENNA - GRAZ (EAST-WEST TARIFF (EWT)) IS CURRENTLY CONSIDERED

* operation of trains / carriages in 2018
Planned schedule of Moscow - Prague / Vienna (Graz) through-passenger cars (in 2020/2021's train schedule)

**MOSCOW - PRAGUE**

**JOURNEY TIME**

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**MOSCOW - VIENNA**

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**MOSCOW - GRAZ**

**GRAZ - MOSCOW**

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**Change of train numbering at stations: Minsk, Brest, Bohumin**
Our international trains

Night trains to European countries

JSC "FPC"'s rolling stock includes

200 modern RIC size 1-st class carriages

In the context of the general tendency of European carriers to refuse from night transportation, JSC "FPC" offers a unique service in terms of service level and comfort ("train-hotel").

High-speed Moscow-Berlin train No. 13/14 "STRIZH"

Patentes Talgo production

Switch device (Brest, Belarus station)

Unique technology of automatic rail gauge change 1520 mm $\rightarrow$ 1435 mm

Track gauge changing takes only 25 minutes (change of wheel sets $\approx$ 4 times longer)

Facilitates train acceleration when crossing borders and increasing passenger comfort
Influence of quarantine restrictive measures

79% of respondents noted that the restrictive measures taken in March-June affected their train rides.

61% of respondents noted that the restrictive measures taken since September affected their train rides.

Main reasons for passengers to refrain from travelling during a pandemic

- Afraid of getting infected and/or infecting others: 55%
- The country (where I would like to travel) is closed: 40%
- Deterioration of financial situation (no money for travelling): 26%
- Cancellation of work trips by the employer: 24%
- Personal reasons: 18%
- Insufficient measures to ensure transport safety: 14%
- The city (in the Russian Federation) is closed: 13%
- Train is cancelled: 12%
- Flight is cancelled: 11%
- Travelling by private vehicles is restricted: 10%

WEALTH STATUS OF THE PASSENGER

- Greatly deteriorated: 20%
- Slightly deteriorated: 34%
- Has not changed: 34%
- Slightly improved: 5%
- Greatly improved: 1%

June 1-15
- Afraid of getting infected and/or infecting others: 55%
- The country (where I would like to travel) is closed: 40%
- Deterioration of financial situation (no money for travelling): 26%
- Cancellation of work trips by the employer: 24%
- Personal reasons: 18%
- Insufficient measures to ensure transport safety: 14%
- The city (in the Russian Federation) is closed: 13%
- Train is cancelled: 12%
- Flight is cancelled: 11%
- Travelling by private vehicles is restricted: 10%

August 1-17
- Afraid of getting infected and/or infecting others: 44%
- The country (where I would like to travel) is closed: 29%
- Deterioration of financial situation (no money for travelling): 18%
- Cancellation of work trips by the employer: 14%
- Personal reasons: 13%
- Insufficient measures to ensure transport safety: 10%
- The city (in the Russian Federation) is closed: 9%
- Train is cancelled: 8%
- Flight is cancelled: 6%
- Travelling by private vehicles is restricted: 4%

September 28-30
- Afraid of getting infected and/or infecting others: 49%
- The country (where I would like to travel) is closed: 23%
- Deterioration of financial situation (no money for travelling): 15%
- Cancellation of work trips by the employer: 13%
- Personal reasons: 12%
- Insufficient measures to ensure transport safety: 9%
- The city (in the Russian Federation) is closed: 6%
- Train is cancelled: 5%
- Flight is cancelled: 4%
- Travelling by private vehicles is restricted: 2%

Results of a survey on the base of the Russian Railways "Bonus" Loyalty Program participants, 9.8 thous. respondents

60% (+4% by August of 2020) of respondents note a deterioration in their financial situation.

Федеральная пассажирская компанія
Prospects for the development of the long-distance passenger transportation market until 2030

- Domestic airlines passengers
- Long-distance railroad passengers
- Long-distance private vehicles travellers
- Bus passengers

2019: 17
2020: 13
2021: 17
2022: 17
2023: 17
2024: 18
2025: 18
2026: 18
2027: 18
2028: 19
2029: 19
2030: 183

Domestic airlines passengers: 2019-2020 decrease by 34%
Long-distance railroad passengers: 2022-2023 increase by 140%
Long-distance private vehicles travellers: 2026-2027 increase by 124%
Bus passengers: 2027-2028 increase by 129%
Harmonization of legal framework and interaction with international organizations are necessary for restoration of East-West international passenger traffic.