



Association «Development of Coach Terminals of the Country» (Russia)

The passenger transport industry digitalization



The industry is in a deplorable state

- A quarter of the whole fleet is over 10 years old and does not meet modern safety and comfort requirements
- The number of accidents involving buses has been growing for the fifth consecutive year
- Legal carriers and bus stations are losing revenue
- The number of accidents involving buses has been growing for the fifth consecutive year
- Online travel services take passengers away



Bus in Russia is more dangerous than plane and train

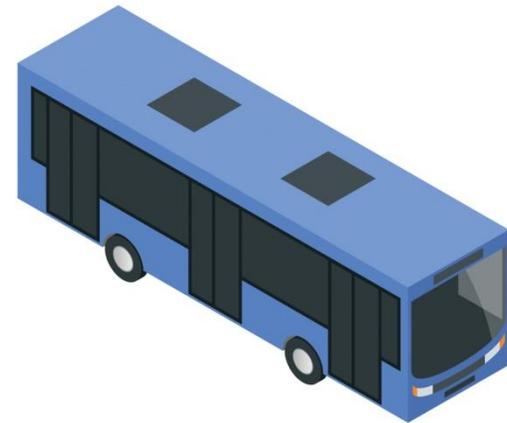
- **2.84** injured persons per 1 million passengers*
- **8,854** persons were injured in coach accidents and **269** persons were killed in 2018
- **62** cases of driving a passenger bus under the influence of alcohol were detected

*According to the National Union of Liability Insurers for 2013-2018.



For transporters

- Increase in revenue
- Additional earning channels
- Increasing the occupancy of buses
- Landing and disembarkation anywhere is legal
- Company statistics and analytics
- Full control over ticket sales





For coach terminals

- Increase in revenue
- Additional earning channels
- Return of passengers due to expulsion of all "grey" carriers from the market
- Reduced costs and administrative burden





For passengers

- Easy and convenient to buy tickets
- Comfort and safety in travel
- Bus location in the application
- New services at the stations
- Coach terminals and carrier ratings
- Online ticket verification services





illegal carriers use digital technology to the maximum extent possible

Москва-Тверь-Москва автобус попутчики

Информация

Купите билет на комфортабельный Автобус Москва - Тверь - Москва со скидкой до 70% - бронируйте на сайте или по телефону. Оплата онлайн или при посадке. Билеты на автобус в любой город РФ!

<https://star-bus.ru/raspisanie/moskva-tver>

Участники 283

Денис Дана Владимир
Алексей Булат Милана

Контакты 1
Виктор Виктор

Social networks

Тверь → Москва 22 нояб.

Найден 21 рейс
Всё указанное время – местное

Отправление	В пути	Прибытие	Рейс	Стоимость	Места
2:00	3ч 25м	5:25	261294024 Тверь - Москва (081 Кучук Дмитрий Евгеньевич)	Самый быстрый 994 руб.	17 из 17
2:00	3ч 55м	5:55	261294026 Тверь - Москва Москва, Аэропорт Внуково	994 руб.	17 из 17
2:00	4ч 25м	6:25	261294028 Тверь - Москва Москва, Аэропорт Домодеово	994 руб.	17 из 17
6:00	3ч 25м	9:25	261294030 Тверь - Москва (081 Кучук Дмитрий Евгеньевич)	Самый быстрый 994 руб.	17 из 17
6:00	3ч 55м	9:55	261294032 Тверь - Москва (081 Кучук Дмитрий Евгеньевич)	994 руб.	17 из 17

Aggregators

Москва, в центре → Тверь, в центре
сегодня 17:00

Все С попутчиками На автобусе

Москва-Тверь: 16 поездок
В 2 поездках нет свободных мест

17:00 Москва 300,00 Р

19:50 Тверь

Валентин Лучший вариант

17:00 Москва 300,00 Р

19:50 Тверь

Communities

50%

Gray market share in interregional passenger traffic



Transparency of bus transportation for passengers and the state



From May 15 to June 15, 2019, the Ministry of Transport of the Russian Federation intercity passenger realized a pilot project on monitoring and control in 4 federal districts

- Detection of illegal regular bus transportation
- Identification of regular transportation "under the guise of registered"
- Identification of regular carriages in passenger cars
- Admission of passengers on the way

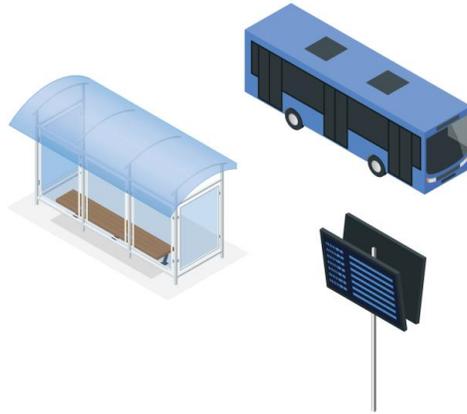


Everyone wins



Passengers

- Online ticketing
- Comfort on the way
- Travel safety



Industry

- Increase in profit
- Fleet renewal
- Attraction of investments



The State

- Transparent and reliable control
- Reduced accident rate
- Increased quality of transport services



Thank you for your attention!