



**THREE - YEAR BUSINESS PLAN
FOR 2021 - 2023**

Mostar, January, 2021

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1. Introduction

The Public enterprise Autoceste Federacije Bosne i Hercegovine limited liability company Mostar (hereinafter: JP Autoceste) was registered with the court in Mostar on 28 October 2010 in accordance with the Law on Roads of the Federation of Bosnia and Herzegovina ("Official Gazette of FBiH", No. 12/10, 16/10 and 66/13), the Law on Enterprises ("Official Gazette of FBiH", 81/15) and the Decision on Status Issues of the Public enterprise Autoceste Federacije Bosne i Hercegovine limited liability company Mostar, passed by the Government of the Federation of Bosnia and Herzegovina (Decision V number 593/10 dated 1 July 2010) on its 149th session held on 1 July 2010 in Sarajevo.

The goal of the 2021 Business plan is to determine basic strategic goals of business operations in order to achieve the best results in infrastructure construction, management and maintaining motorways and express roads. This Business Plan defines the basic principles of development and business activities of JP Autoceste on which development and operational activities of JP Autoceste in the following period are founded and which refer to the following:

- Business activities of the enterprise should be founded on economic principles thanks to which long-term profitable business activities will be sustainable and achieved;
- Provide continuity of maintenance services through their improvement and upgrading;
- Design and construction of motorway sections for which there are financial sources in order to imply the above-mentioned through financial effects, i.e., achievement of income from services from toll payment. Indirectly, the impact of the motorway will be visible within regional frameworks through better traffic connection;
- Resume activities to find optimal sources of funds that will ensure an increase in the intensity of activities on the construction of sections of the motorway and express roads;
- Improve service provided to users by using post-paid payment, introducing smart cards and constant improvement of IT infrastructure in the part referring to operative support to motorway management and maintenance;
- continue activities to secure assets from different sources, international credit assets and realisations from the budget of Federation of BiH or from other sources with the goal to build motorways and express roads of the Federation of BiH more quickly.

All the above-mentioned activities require certain preconditions necessary for the realization of this plan to be fulfilled. Taking into consideration the undefined deadlines for the ratification of the debt contracts with international financial institutions and the increase of activities of JP Autoceste in order to start preparation for the construction of new sections, all planned business activities will be a subject of continuous monitoring of realisation by the Company's Management. In accordance with the realisation of activities that are included in the Business plan as well as potential deviation from them, during the year JP Autoceste will consider and possibly make a decision on rebalancing this plan.

2. ABOUT US

The activities of JP Autoceste as well as works and tasks referring to motorways and express roads in the Federation of BiH are defined by the Company's Articles of Association including the following:

- Preparation of long-term, mid-term, short-term and annual development plans and programs, maintaining, protection, reconstruction, construction, restoration of roads and road structures as well as reports on the realisation of those plans and programs;
- carrying out motorway maintenance works;
- Investment works for studies and projects, restoration, construction, reconstruction and maintenance of motorways and facilities;
- Financial plans proposal and improving the way funds are raised intended for the needs of constructing motorways and express roads;
- Keeping records (database) of motorways, structures, traffic signs and equipment on motorways as well as of the cadastre of motorway land;
- Contracting related to reconstruction, construction, restoration and maintenance of motorways;
- Preparation and monitoring the realisation of programs of measures and activities intended to improve the traffic safety of the managed motorways;
- Preparation of background for granting concessions and ensuring professional and technical supervision;
- Organisation of toll payment system;
- Collecting data and informing the public on road conditions and traffic movement;
- Taking necessary measures for the preservation and protection of the environment;
- Organising and providing services to motorway and express road users etc.

The basic task of JP Autoceste is to build a motorway on Corridor Vc. The majority of the Corridor Vc branch is on the territory of Bosnia and Herzegovina. With a total length of approximately 320 km, the construction of the motorway Corridor Vc improves the connection of BiH with neighbouring countries and improves the potential for economic growth. The project is strongly supported by the Government of the Federation of BiH and it is expected to enable Bosnia and Herzegovina better integration with economic and social structures in Europe.

The Corridor Vc in BiH contains four main sections, called lots in the documents of the Government of the Federation of BiH, as follows:

- **Lot 1:** Svilaj on the river Sava (connection with the Corridor X) – Doboj South;
- **Lot 2:** Doboj South – Sarajevo South (Tarčin);
- **Lot 3:** Sarajevo South (Tarčin) – Mostar North;
- **Lot 4:** Mostar North – Bijača at the southern border with Croatia.



Picture 1 Overview of the Corridor Vc route and express roads in the Federation of BiH

The part of Corridor Vc passing through the Federation of BiH is 273 km long. In addition to this, the construction of motorway Žepče – Tuzla – Brčko – Orašje is also planned, as well as several express roads that would be basis for connecting the Federation of BiH with regional and further international traffic flow through modern roads:

O.n.	Route	Type of road
1.	Sarajevo –Zenica – RS – Odžak – Svilaj (Corridor Vc-North))	Motorway
2.	Sarajevo – Mostar – connection with JJAC Split – Ploče (Koridor Vc-south)	Motorway
3.	Počitelj – Stolac – Neum – Trebinje (the Republic of Srpska)/Dubrovnik (the Republic of Croatia)-border with Montenegro (Adriatic-Ionian motorway)	Motorway
4.	Tuzla – Brčko (connection with Corridor DDS) – Orašje – border with the Republic of Croatia (connection with Corridor X)	Motorway
5.	Žepče – Tuzla	Motorway
6.	Lašva-Travnik-Jajce-Bihać-Velika Kladuša	Express road
7.	Sarajevo –Goražde – border with the Republic of Srpska	Express road
8.	Mostar – Široki Brijeg – Grude- border with the Republic of Croatia	Express road
9.	Nević Polje– Bugojno – Kupres – Livno – border with the Republic of Croatia	Express road

2.1. Vision

To create a high-quality road infrastructure equivalent to the most modern roads in the world.

2.2. Mission

We build, manage and maintain a high-quality road infrastructure, acting socially responsible with a special focus on coherence with environment and traffic safety.

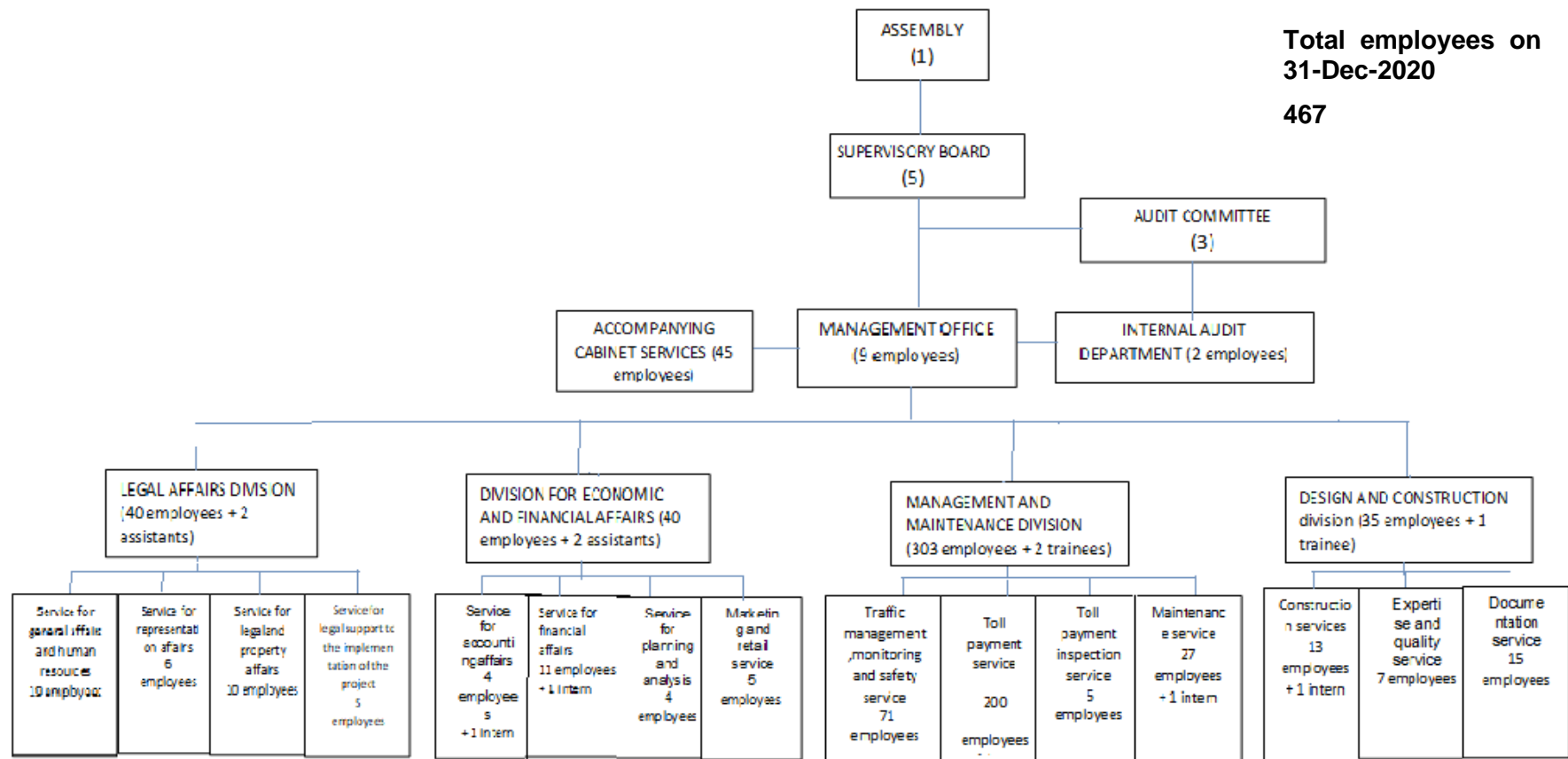
2.3. Strategy

The strategy of JP Autoceste is to operate profitably and achieve positive financial results by accomplishing its planned goals, with a high-performing workforce, good coordination and organisation, a high-quality information system, and indirectly, to significantly impact the whole economic development in their surrounding through improved traffic connections.

Since the expansion of construction in the area of Corridor Vc is planned, a significant impact on the gross domestic product (GDP) in the Federation of BiH can be expected through the increase of employment, expansion of the construction industry and the production and sale of construction material necessary for the construction.

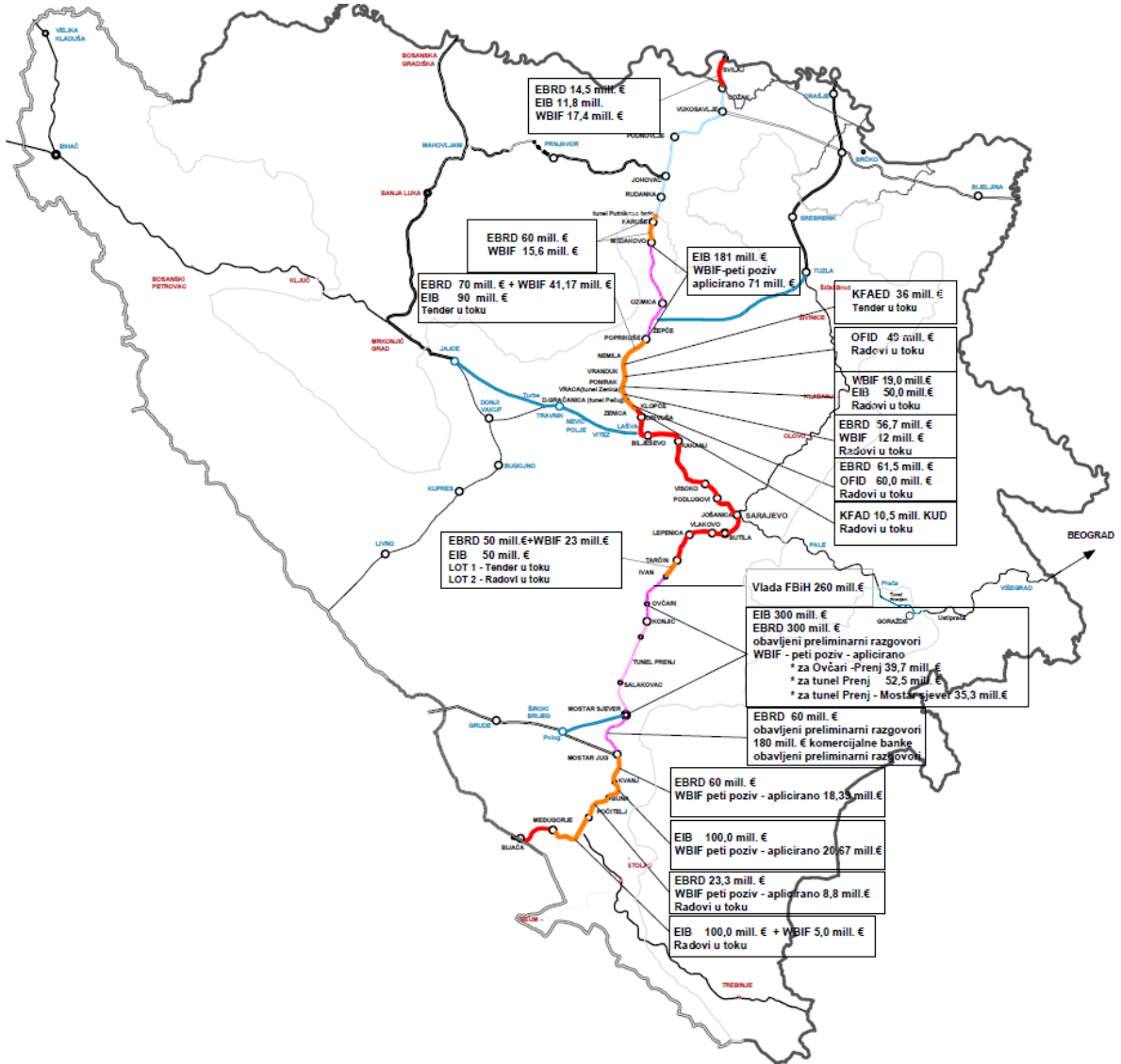
3. BUSINESS ORGANISATION

The business organisation of JP Autoceste ensures conducting business operations from the activities of enterprises established by the Law on Roads, the Articles of Association and other general documents of the company. Conducting operations is regulated through basic and independent organizational units shaped in a way that ensures legal, responsible, efficient and economical business operations of JP Autoceste.



4. ACTIVITY PLAN ON THE CONSTRUCTION OF THE MOTORWAY AND THE EXPRESS ROAD

4.1. Graphic display of sections on Corridor Vc



4.2. Table representing the construction plan of the motorway and express road in 2021 to 2023

Table 1

O. n.	Section	km	Estimated/contracted (construction +monitoring) value in BAM (VAT free)	Source of funding	Percentage (%) of project realization	Note / current status
1	2	3	4	5	6	7
A) Sections under construction						
1	Poprikuše - Nemila	5,5	356.486.038	EIB (The European Investment Bank) 90 million Euros EBRD (The European Bank for Reconstruction and Development) 70 million Euros	Design: FIDIC Yellow Book	The Main design is completed. The Construction contract and the contract on services of monitoring the execution of works and technical assistance were concluded. The contract was signed pursuant to the FIDIC Yellow Book. An urban permit and an environmental permit were obtained for this section.
					Expropriation: 100%	
					Construction: 0%	
2	Vranduk - Ponirak	5,3	132.108.163	OFID (The OPEC Fund for International Development) 49 million Euros (two credit lines: 27.15 million USD and 24.30 million Euros)	Design: 100%	The Main design is completed. The Construction contract and the contract on services of monitoring the execution of works were concluded. Works were contracted pursuant to the FIDIC Red Book. An urban permit, a building permit and an environmental permit were obtained for this section.
					Expropriation: 100%	
					Construction: 30%	
3	Ponirak - Vraca	2,7	119.945.626	EIB 50 million Euros	Design: 100%	The main design is completed. The contract for consulting services for technical assistance for the PIU of JP Autoceste was concluded. The construction and monitoring services contract was concluded. Construction works were contracted pursuant to the FIDIC Red Book. An urban permit, a building permit and an environmental permit were obtained.
					Expropriation: 100%	
					Construction: 28%	
4	Vraca – Donja Gračanica	3,5	117.345.045	EBRD 80 million Euros (funding this section)	Design: 100%	The Preliminary design – the FIDIC Yellow book. The Main design is completed. Contracts for execution of works and construction monitoring services were signed. An urban

				cca 56.7 million Euros)	Expropriation: 100%	permit was obtained for this section, an environmental permit and construction permits for route parts (Pečuj Tunnel – interchange Donja Gračanica and joint on M17; viaduct Donja Gračanica; Hum Tunnel;). For the fourth part of this section, the southern exit from the Zenica Tunnel to the Donja Gračanica interchange, the issuance of a construction permit is pending.
					Construction: 80%	
5	Klopče - D.Gračanica	5,8	262.280.883	OFID 24 million Euros OFID 48 million USD EBRD 76 million Euros (funding this section 65,1 million Euros)	Design: 100%	The Main design is completed. Construction of this subsection is completed. An urban permit, a building permit and an environmental permit were obtained for this section. The main works have been completed; the final works and the technical inspection of the subsection still need to be finished.
					Expropriation: 100%	
					Construction: 99%	
6	Tarčin - Ivan - Lot 1 Tračin – (Ivan tunnel entrance)	4,9	134.330.881	EIB 50 million Euros (for Lot 1)	Design: 100%	The Main design is completed. An urban permit, a building permit and an environmental permit were obtained for this section. The urban permit was obtained in 12/2019, together with Lot 2 Ivan Tunnel. A construction contract and a contract for the supervision of the execution of works have been concluded. The procedure for technical assistance services for PIU has been merged with the procedure for the procurement of technical assistance on the section Kvanj-Buna and it is pending. The works have been contracted according to the FIDIC Red Book.
					Expropriation: 100%	
					Construction: 15%	
7	Tarčin - Ivan Lot 2 tunnel Ivan	2	116.327.527	EBRD 50 million Euros (for Lot 2)	Design: 100%	The Main design is completed. Contracts for the performance of works and supervision services have been concluded. An environmental permit, urban permit and building permit were obtained for this section. Construction on the subsection began in late 2019. Works contracted according to the FIDIC Red Book.
					Expropriation: 100%	
					Construction: 25%	
8	Buna - Počitelj	7,2	46.550.733	EBRD 80 mil Euros (funding this section 23.3 million Euros)	Design: 100%	The Main design is completed. Contracts signed for construction and supervision services. The official start of works on this section was on August 3, 2018. An urban permit, an environmental and building permit were
					Expropriation: 100%	

					Construction: 82%	obtained. An amendment to the building permit for the relocation of the transmission line was obtained. Works contracted according to the FIDIC Red Book.
9	Počitelj - Zvirovići	11,1	172.949.609	EIB 100 million Euros	Design: 100%	An urban permit, a building permit and an environmental permit were obtained. Contracts for execution of works and services of monitoring the construction were signed and a TA for the PIU of JP Autoceste. The construction works are divided into two lots: Lot 1 interchange Počitelj – beginning of the Počitelj bridge and the end of Počitelj – Zvirovići bridge, and Lot 2 Počitelj bridge. Construction works were contracted pursuant to the FIDIC Red Book.
					Expropriation: 100%	
					Construction: 29%	
10	Express road Prača - Goražde (phase one)	13,7 (5.8)	72.977.897	Decision of the government of FBiH on adoption of program of spending a part offunds "Capital transfers to public enterprises"	Design: 100%	The Preliminary design was completed – a 5.5 km long Tunnel will be built pursuant to the model from the FIDIC Yellow Book. Construction contract and contract for monitoring services were signed. An environmental and an urban permit were obtained for this section.
					Expropriation: 100%	
					Construction: 25%	
11	Regional road R2425a Tromeđa - Zvirovići	5,8	6.194.818	Financing from excise revenues	Design: 100%	The Main design is completed. Contracts for execution of works and services of monitoring the construction were signed.
					Construction: 92%	
12	Sarajevo bypass (lot 3B)	1,5	21.359.977	Financing from excise revenues	Design: 100%	The Main design is completed. A tender procedure for the selection of contractors is in progress. A contract was signed for monitoring services. An urban permit and an environmental and building permit were obtained for this section. The construction works shall be contracted pursuant to the FIDIC Red Book.
					Expropriation: 98%	
					Construction: 0%	
B) Sections for which procurement procedure is in progress						
13	Putnikovo brdo - Medakovo	8,5	123.845.405	EBRD 60 million Euros	Design: 95%	The preparation of the Main design is in the final phase. An urban permit was obtained. The construction works shall be contracted pursuant to the FIDIC Red Book. The procurement procedure for the selection of contractors and supervision services is in progress.
					Expropriation: 10%	
					Construction: 0%	

14	Nemila - Vranduk	5,7	70.409.880,00	KFAED (The Kuwait Fund for Arab Economic Development) 36 million Euros	Design: 100%	The Main design is completed. Procurement procedures for contractors and consulting services are in progress. An urban permit and an environmental permit were obtained. The construction works shall be contracted pursuant to the FIDIC Red Book. The expropriation in the previous period was slower than planned as a direct consequence of the Covid 19 pandemic. The expropriation is expected to be completed by the time the construction contract is signed.
					Expropriation: 85%	
					Construction: 0%	
15	Kvanj - Buna (Kvanj tunnel)	5,2	201.366.923	EIB 100 million Euros	Design: FIDIC Yellow Book	The Preliminary design is completed. The contract will be made pursuant to the FIDIC Yellow Book. An urban permit and an environmental permit were obtained. After choosing technical assistance for the procurement procedure for the Kvanj– Buna Tunnel, the procurement of works procedure for the construction of the motorway was initiated as well as for consulting services and technical assistance for the PIU. Procurement procedure for monitoring services is completed and the contract is signed. The procedure for technical assistance services for the PIU has been merged with the procedure for the procurement of technical assistance on the sub-section Tarčin - tunnel Ivan and the procedure is ongoing.
					Expropriation: 95%	
					Construction: 0%	
16	Mostar South - Kvanj	9,2	140.583.567	EBRD 60 million Euros	Design: FIDIC Yellow Book	The Preliminary design is completed. The construction works shall be contracted pursuant to the FIDIC Yellow Book. Obtaining the environmental permit is in progress, as part of which a public debate on the adoption of the EMS will be held. The tender documentation for the selection of contractors is ongoing, while the procedure for selecting a consultant for monitoring services has been initiated.
					Expropriation: 80%	
					Construction: 0%	
17	Express road Lašva - Nević Polje (lot 1 Vitez - Nević Polje)	24.5 (5.5)	55.000.000	Decision of the Government FBiH on adoption of program of spending a part of	Design: 100%	The Main design is completed. An urban permit and a general consent for construction were obtained. The tender procedure for the selection of contractors under the accelerated procedure is in progress. The works will be

				funds "Capital transfers to public enterprises"	Expropriation: 40%	contracted according to the FIDIC Red Book. The expropriation in the previous period was slower than planned as a direct consequence of the Covid 19 pandemic. The expropriation is expected to be completed by the signing of the construction contract.
					Construction: 0%	
C) Sections for which preparatory activities for construction are in progress						
18	Medakovo - Ozimice	21,7	340.500.000	Funding of the entire section Medakovo – Poprikuše EIB (up to 340 million Euros) and WBIF grant	Design: 90%	The Main design is in progress. An urban permit was obtained and the environmental permit was renewed. Construction works shall be contracted pursuant to the FIDIC Red Book.
					Expropriation: 0%	
					Construction: 0%	
19	Ozimice - Poprikuše	12,8	355.750.000	Funding of the entire section Medakovo – Poprikuše EIB (up to 340 million Euros) and WBIF (The Western Balkans Investment Framework) grant	Design: 0%	The Preliminary design was finished in 2006, and its analysis and optimization during 2013/2014. In the same period, the Feasibility Study for this section was amended. An environmental permit has been obtained. During 2019, project documentation was prepared for the change of the final part of Ozimica - Poprikuša, with a length of approx. 1.1 km, and a Expropriation and Parcelling Study from the end point of the section Poprikuša - Ozimica, with a length of approx. 6 km to the north. A tender for the Main design was announced. Construction works shall be contracted pursuant to the FIDIC Red Book.
					Expropriation: 80% (part of the route of 6 km)	
					Construction: 0%	
20	Ivan - Ovčari	10,5	350.000.000	EIB and KFAED (construction) and WBIF (Design)	Design: 0%	WBIF grant funds were provided for the preparation of the Feasibility Study, the Environmental Impact Study, the Preliminary Design, the Main Design and the revision of the Main design. The ToR for the main design has been agreed between IFICO, EUD, and IFI. The preparation of the study documentation began in the first quarter of 2021.
					Expropriation: 0%	
					Construction: 0%	

21	Ovčari - Mostar South					
21 A	Ovčari - Prenj	11	303.544.816	EIB i EBRD (up to 600 million Euros) applied for WBIF grant funds	Design: 0%	The Preliminary design is completed. WBIF grant funds were provided for the development of the main design. The ToR was agreed between IFICO, EUD and IFI and covers everything required by the application. IPF 8 is in charge of the implementation. The preparation of the study documentation started in the third quarter of 2020, the beginning of the development of the main design is expected in the first quarter of 2021. A preliminary water consent has been obtained. The Environmental Impact Study was approved by the Federal Ministry of Environment and Tourism and public hearings were held. An application for an environmental permit has been submitted. The preparation of the supplement to the Environmental Impact Study is in progress. An urban permit shall be obtained after the environmental permit.
					Expropriation: 0%	
					Construction: 0%	
21 B	Prenj Tunnel	12	488.175.168	EIB and EBRD (up to 600 million Euros) applied for WBIF grant funds	Design: FIDIC Yellow Book	The preliminary design for tunnel Prenj has been completed. In cooperation with external associates, the Program of additional research works was made. The realization of the part of the Program related to hydrogeological research and trial EG mapping (engineering-geological mapping) and research from the Program of additional research works is in progress. A preliminary water consent has been obtained. The environmental impact study was approved by the Federal Ministry of Environment and Tourism and public hearings were held. An application for an environmental permit has been submitted. Through the WBIF grant, activities have

					Expropriation: 0%	<p>been started to draft an amendment to the Environmental Impact Study as well as accompanying documentation related to the social and environmental issues of the design. The implementation of the design is planned pursuant to the FIDIC Yellow Book. In cooperation with CTP Zagreb (Centre for Technical Systems and Fire Engineering Zagreb), a project task was prepared for the preparation of a Quantitative Risk Analysis and accompanying studies (Ventilation Study, Risk Assessment Study for Transport of Hazardous Materials, Fire Risk Assessment Study). Funding and preparation of the Analysis and accompanying studies shall be realized through a fund implemented by the European Union Technical Assistance Program - Connect. The beginning of the study was in June 2020, and the completion is scheduled for December 2020. Due to the situation with the pandemic, the deadline set for December was not met. The preparation of study documentation for risk analysis is in progress, and it is expected to be completed in the second quarter of 2021.</p>
					Construction: 0%	
21 C	Prenj Tunnel (exit) - Mostar North	13	264.428.216	EIB and EBRD (up to 600 million Euros) applied for WBIF grant funds	Design: 0%	<p>The Preliminary design completed. A preliminary water consent has been obtained. The environmental impact study was approved by the Federal Ministry of Environment and Tourism and public hearings were held. An application for an environmental permit has been submitted. The development of the amendment to the Environmental Impact Study through the WBIF grant began in October 2020. An urban permit shall be obtained after the environmental permit. The implementation of the design is planned pursuant to the FIDIC Red Book contract conditions. WBIF grant funds were provided for the development of the Main design. The preparation of the study documentation started in the third quarter of 2020; the start of the preparation of the Main design is expected in January 2021.</p>
					Expropriation: 0%	
					Construction: 0%	

21 D	Mostar North - Mostar South	15	488.957.500	EBRD (50 million Euros) Local banks Consortium (150 million Euros) and WBIF (cca 50 million Euros or 20% of the contracted value)	Design: 0%	It is planned to make a Preliminary and Main design. Previously made designs do not match position-wise, since the route of the motorway was changed. The route was changed pursuant to the Spatial Plan of special features of importance for the Federation - Motorway on Corridor Vc. Research works have been performed for this sub-section and a preliminary geotechnical mission G1 has been prepared for the route adopted by the Spatial Plan. The terms of reference for the preparation of the Environmental Impact Study and the Study for obtaining a prior water consent have been prepared. The preparation of the Environmental Impact Study and other documents according to EBRD's environmental protection and social issues is being prepared. The subject documentation is financed by an EBRD grant, and the consultant is the company Enova d.o.o. Sarajevo. Accordingly, the EIA (Environmental Impact Assessment) and accompanying documents had to be amended, it was necessary to obtain a preliminary water consent, to hold a public debate on the adoption of the EIA, and then to obtain an environmental permit. The EIA was completed by the consulting company ENOVA d.o.o. Sarajevo, and sent for review to the EBRD. An urban permit shall be obtained after the environmental permit. The works shall be contracted pursuant to the FIDIC Red Book.
					Expropriation: 0%	
					Construction: 0%	

4.3. Activity dynamics on the construction of motorways and express roads

O.n.	Section	Length (km)	2018	2019	2020	2021	2022	2023
1	Putnikovo brdo - Medakovo	8,5					██████████	
2	Medakovo - Ozimice	21,7					██████████	██████████
3	Ozimice - Poprikuše	12,8						██████████
4	Poprikuše - Nemila	5,5				██████████	██████████	██████████
5	Nemila - Vranduk	5,7					██████████	
6	Vranduk - Ponirak	5,3			██████████	██████████	██████████	
7	Ponirak - Vraca	2,7			██████████	██████████	██████████	
8	Vraca – Donja Gračanica	3,9		██████████	██████████	██████████		
9	Klopče – Donja Gračanica	5,8	██████████	██████████	██████████			
10	Drivuša - Klopče	2,3	██████████	██████████				
11	Tarčin – Ivan (Lot 1)	4,9				██████████	██████████	
12	Tarčin - Ivan (Lot 2 Ivan Tunnel)	2,0			██████████	██████████	██████████	
13	Ivan - Ovčari	11,4						██████████
14	Ovčari - Preanj	10,0						██████████
15	Tunnel Preanj	12,0					██████████	██████████
16	Preanj – Mostar North	12,5					██████████	██████████
17	Mostar North – Mostar South	14,5					██████████	██████████
18	Mostar South - Kvanj	8,5					██████████	██████████
19	Kvanj – Buna (Kvanj Tunnel)	5,2					██████████	██████████
20	Buna - Počitelj	7,2	██████████	██████████	██████████			
21	Počitelj – Zvirovići (Lot 1)	10,1			██████████	██████████	██████████	
22	Počitelj – Zvirovići (Lot 2)	1,0			██████████	██████████	██████████	
23	ER Lašva – Nević polje (Lot 1 Vitez – Nević p.)	5,5				██████████	██████████	
24	ER Prača Goražde (Lot 1, phase one)	5,8		██████████	██████████	██████████	██████████	██████████
25	ER Prača Goražde (Lot 2, phase one)	19,5					██████████	██████████
26	Sarajevo bypass (Lot 3B)	8,5				██████████	██████████	
27	Regional R425a Tromeda - Zvirovići	5,8		██████████	██████████			
	Total	218,6						

Red. br.	Dionica	Dužina (km)	2018	2019	2020	2021	2022	2023
1	Putnikovo brdo - Medakovo	8,5						
2	Medakovo - Ozimice	21,7						
3	Ozimice - Poprikuše	12,8						
4	Poprikuše - Nemila	5,5						
5	Nemila - Vranduk	5,7						
6	Vranduk - Ponirak	5,3						
7	Ponirak - Vraca	2,7						
8	Vraca - Donja Gračanica	3,9						
9	Klopče - Donja Gračanica	5,8						
10	Drivuša - Klopče	2,3						
11	Tarčin - Ivan (Lot 1.)	4,9						
12	Tarčin - Ivan (Lot 2. tunel Ivan)	2,0						
13	Ivan - Ovčari	11,4						
14	Ovčari - Prenj	10,0						
15	Tunel Prenj	12,0						
16	Prenj - Mostar sjever	12,5						
17	Mostar sjever - Mostar jug	14,5						
18	Mostar Jug - Kvanj	8,5						
19	Kvanj - Buna (tunel Kvanj)	5,2						
20	Buna - Počitelj	7,2						
21	Počitelj - Zvirovići (Lot 1.)	10,1						
22	Počitelj - Zvirovići (Lot 2.)	1,0						
23	BC Lašva - Nević Polje (Lot 1. Vitez - Nević P.)	5,5						
24	BC Prača - Goražde (Lot 1. Faze I)	5,8						
25	BC Prača - Goražde (Lot 2. Faze I)	19,5						
26	Sarajevska obilaznica (Lot 3B)	8,5						
27	Regionala R425a Tromeđa - Zvirovići	5,8						
	Ukupno	218,6						

5. BASIC FINANCIAL INDICATORS

The following section provides an overview of financial indicators for the planned period of 2021 to 2023. The 2021 Business Plan elaborates in detail all business activities with individual financial estimates.

5.1. Revenues, expenses and financial result

Revenue plan overview

Table 3

O.n.	Name of the revenue	Plan for 2021 (BAM)	Plan for 2022 (BAM)	Plan for 2023 (BAM)
1	2	3	4	5
1.	Excise revenue - 717114	172.600.000	181.230.000	188.479.200
2.	Settlement of excise taxes on fuel	59.000.000	0	35.000.000
3.	Toll revenue - 722114	38.590.025	46.565.409	47.064.929
4.	Revenue from road land use fee - 722417	550.000	600.000	650.000
5.	Other revenues	3.000.000	3.000.000	3.000.000
TOTAL		273.740.025	231.395.409	274.194.129

The projection of excise revenues was made on the basis of estimates of the actual realization in the previous period, as well as the projections of the Macroeconomic Analysis Department of the Indirect Taxation Authority.

Toll revenues were made on the basis of the traffic projection, while the projection of the fee for the use of road land was made on the basis of existing land lease agreements for the provision of services and accompanying activities to motorway users and future planned contracts.

Expenses plan overview

Table 4

O.n.	Expense	Plan for 2021 without VAT (BAM)	Plan for 2022 without VAT (BAM)	Plan for 2023 without VAT (BAM)
1	2	3	4	5
Financing from toll revenues (722114) and fees for the use of road land (722417) and other operating revenues		38.897.930	39.079.307	40.489.086
1.	Salaries and allowances expenditures in addition to salaries to employees	18.928.290	19.874.704	20.868.439
2.	Expenditures for motorway maintenance, toll collection and management	13.586.765	12.856.275	12.912.775
3.	Other operating expenditures	6.382.875	6.348.328	6.707.872
Financing from excise revenues - 717114		54.855.544	63.651.356	86.010.168
4.	Depreciation	46.660.000	53.080.000	67.340.000
5.	Interest expenditures	8.179.741	10.553.973	18.651.047
6.	Other financial expenditures	15.803	17.383	19.122
TOTAL		93.753.474	102.730.663	126.499.255

The plan of operating expenses was made on the basis of the realization of the previous period and the projection of future business activities. Estimation of depreciation expenses made on the basis of previous calculations, as well as projections for assets that are planned to be put into use in the specified period. Salary expenses include expenses on net salaries, taxes and contributions, as well as compensation of employees' expenses. The projection was made on the basis of the planned number of employees in the next three-year period. When it comes to maintenance, toll and management expenses, they refer to all costs of services in the field of regular and extraordinary motorway maintenance, toll collection, as well as motorway management. The projection was made on the basis of previous experience, as well as projections of future necessary services in all segments of motorway management and maintenance. When it comes to the planned values of interest expenses, they are stated on the basis of the projection of repayments of existing and planned new credit indebtedness, and the position of expenses shows interest expenses for credit lines spent on completed projects. Other expenses include all other expenses incurred in regular and occasional planned business activities of JP Autoceste FBiH.

Financial result

Table 5

O.n.	Description	Plan for 2021 (BAM)	Plan for 2022 (BAM)	Plan for 2023 (BAM)
1	2	3	4	5
1.	Revenues	273.740.025	231.395.409	274.194.129
2.	Expenditures	93.753.474	102.730.663	126.499.255
FINANCIAL RESULT		179.986.551	128.664.746	147.694.874

5.2. Credit obligations

Table 6

O.n.	Description	Plan for 2021 (BAM)	Plan for 2022 (BAM)	Plan for 2023 (BAM)
1	2	3	4	5
1.	Credit repayments	109.781.641	122.571.906	147.364.013
2.	Interest that is capitalized	12.523.753	18.292.458	17.912.508
3.	Credit interest expenditures	8.179.741	10.553.973	18.651.047
TOTAL		130.485.135	151.418.337	183.927.567

5.3. Capital investments

Table 7

O. n.	Description	Plan for 2021	Plan for 2022	Plan for 2023
1	2	3	4	5
	A) Investments in the construction of Corridor Vc (without VAT)	729.617.360	963.179.159	1.140.022.211
1.	Land acquisition	52.500.000	47.800.000	5.000.000
	a) financing by own assets	47.500.000	47.500.000	5.000.000
	b) funds from the budget of FBiH – Consumers' Unit	5.000.000	300.000	0
2.	Design services	18.818.717	37.731.655	5.450.000
	a) financing by own assets	14.124.725	23.845.262	5.450.000
	b) financing by international credits	4.693.992	13.886.393	0
3.	Construction	627.425.308	842.305.386	1.093.649.320
	a) financing by international credits	488.872.437	648.733.159	999.944.935
	b) financing by grant funds	74.116.054	88.509.131	23.469.960
	c) budget funds of FBiH – Consumers' Unit	46.000.000	97.163.096	70.234.425
	d) financing by own assets	18.436.817	7.900.000	0
4.	Services of the supervision over the construction	28.059.662	33.425.003	34.213.428
	a) financing by international credits	13.430.958	18.904.697	27.152.097
	b) financing by grant funds	10.077.144	10.495.810	5.163.158
	c) budget funds of FBiH – Consumers' Unit	2.000.000	2.894.250	1.898.173
	d) financing by own assets	2.551.560	1.130.246	0
5.	Services referring to technical assistance	1.898.123	1.682.115	1.599.463
	a) financing by international credits	151.011	237.753	144.968
	b) financing by grant funds	1.381.606	1.223.273	887.772
	c) financing by own assets	365.506	221.089	566.723

6.	Other supporting expert services to construction projects	280.000	140.000	140.000
	a) financing by own assets	280.000	140.000	140.000
7.	Other capital investments	635.550	235.000	110.000
	a) obligations within expropriation - financing by own assets	345.000	135.000	20.000
	b) archaeological research - financing by own assets	290.550	100.000	90.000
	B) Capital investments on the motorway management and maintenance	19.178.000	19.101.000	22.359.000
	a) financing by own assets	19.178.000	19.101.000	22.359.000
	C) Investments into information technologies	1.020.000	950.000	510.000
	a) financing by own assets	1.020.000	950.000	510.000
	D) Other investments	1.970.325	5.523.000	145.000
	a) financing by own assets	1.970.325	5.523.000	145.000
TOTAL (A+B+C+D)		751.785.685	988.753.159	1.163.036.211

Note: Concerning planned budget funds of the FBiH for financing capital investments, it should be noted that they shall be subsequently coordinated to the approved Budget of the FBiH for 2022 and 2023, respectively.

Number: 01-8589-2/21

Date: 23 July 2021

acting Director:

Elmedin Voloder, B.Sc.C.E.