



**THREE-YEAR BUSINESS PLAN
FROM 2022 TO 2024**

Mostar, December 2021

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1. Introduction

The Public Company Motorways of the Federation of Bosnia and Herzegovina Ltd. Mostar (hereinafter: JP Autoceste) was registered in 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 the FBiH", No. 12/10, 16/10 and 66/13), Law on Public Companies ("Official Gazette of the FBiH", No. 81/15) and the Decision on Status Issues of the Public Company Motorways of the Federation of Bosnia and Herzegovina Ltd. Mostar, adopted by the Government of the Federation of Bosnia and Herzegovina (Decision V No. 593/10 of July 1, 2010) at the 149th session held on 01 July 2010 in Sarajevo.

The Business Plan for 2022 aims to determine the basic strategic goals of the business in order to achieve the best results through the realization of business activities in infrastructure construction, management and maintenance of motorways and expressways. This Business Plan defines the basic settings on which the development and operation of JP Autoceste in the coming period is based, and which refer to:

- Design and construction of sections of motorways and expressways for which sources of financing are secured, in order to imply the above through financial effects, that is, the realization of income from toll collection services. Indirectly, the impact of the built motorway will be visible regionally through better transport connectivity;
- Base the company's work on economic principles that will make it self-sustainable and achieve profitable business in the long term;
- Ensure the continuity of maintenance services, through their improvement and advancement;
- Continue 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 expressways;
- Improve customer service through post-paid payments, introduction of smart cards, and constant improvement of IT infrastructure in the area of operational support for motorway management and maintenance;
- Continue activities on securing funds from various sources, international loan funds, grant funds, funds from the budget of the Federation of BiH or from other sources, with the aim of faster construction of motorways and expressways of the Federation of BiH.

All these activities require the fulfilment of certain preconditions necessary for the realization of this plan. Given the undefined deadlines for the ratification of loan agreements with international financial institutions, as a grant of WBIF funds, and the expansion of the activities of JP Autoceste in order to start preparing the construction of new sections of both the motorway and expressways, all planned business activities will be subject to continuous monitoring of the realization from by the Management Board of the Company. In accordance with the implementation of the activities included in the Business Plan, as well as possible deviations from it, JP Autoceste will consider and possibly make a decision on the rebalancing of this plan during the year.

2. ABOUT US

The activities of JP Autoceste are defined by the Company's Statute as jobs and tasks on motorways and expressways in the Federation of Bosnia and Herzegovina, namely:

- Preparation of long-term, medium-term and annual development plans and programmes, maintenance, protection, reconstruction, construction, reconstruction of roads and road facilities as well as reports on the implementation of these plans and programs;
- Performing motorway maintenance work;
- Investment works for studies and projects, renovation, construction, reconstruction and maintenance on motorways and facilities;
- Proposing financial plans and improving the manner of raising funds intended for the construction of motorways and expressways;
- Keeping records (database) of motorways, facilities, traffic signals and equipment on motorways and the cadaster of the motorway land belt;
- Assignment of works on reconstruction, construction, renovation and maintenance of motorways;
- Preparation and monitoring of the implementation of the program of measures and activities for the improvement of traffic safety on the motorways it manages;
- Preparation of bases for awarding concessions and ensuring professional and technical supervision;
- Organization of the toll collection system;
- Collecting data and informing the public about the condition of motorways and the mode of traffic;
- Taking the necessary measures to preserve and protect the environment;
- Organizing and providing services to users of motorways and expressways, etc.

The main task of JP Autoceste is the construction of the motorway on Corridor Vc. There is the longest part of the branch of Corridor Vc on the territory of Bosnia and Herzegovina. In a total length of about 320 km, the construction of the Corridor Vc motorway improves the connection of BiH with neighbouring countries and improves the potential for economic development. The project has the strong support of the Government of the Federation of BiH, and is expected to enable Bosnia and Herzegovina better integration with economic and social structures in Europe.

The Corridor Vc in BiH includes four main sections, referred to in FBiH Government documents as lots, as follows:

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



Figure 1. Route overview of Corridor Vc and express roads in the Federation of BiH

The part of Corridor Vc that passes through the Federation of BiH is 285 km. In addition, the construction of the motorway Žepče - Tuzla - Brčko - Orašje is planned, as well as several expressways as a basis for connecting the Federation of BiH in regional and further international traffic flows with modern roads:

| Ord.no. | Relation | Road type |
|---------|---|------------|
| 1. | Sarajevo –Zenica – RS – Odžak – Svilaj (Corridor Vc-north) | Motorway |
| 2. | Sarajevo – Mostar – connection with Adriatic-Ionian motorway Split – Ploče (Corridor Vc-south) | Motorway |
| 3. | Počitelj – Stolac – Neum – Trebinje(RS)/Dubrovnik(RH)-border with Montenegro (Adriatic-Ionian motorway) | Motorway |
| 4. | Tuzla – Brčko (connection to Corridor DDS) – Orašje – border with Croatia (connection to Corridor X) | Motorway |
| 5. | Žepče – Tuzla | Motorway |
| 6. | Lašva-Travnik-Jajce-Bihać-Velika Kladuša | Expressway |
| 7. | Sarajevo –Goražde – border with Republic of Serbia | Expressway |
| 8. | Mostar – Široki Brijeg – Grude- border with Croatia | Expressway |
| 9. | Nević Polje– Bugojno – Kupres – Livno – border with Croatia | Expressway |

2.1.Vision

Create road infrastructure of the highest rank, equivalent to the most modern roads in the world.

2.2.Mission

We build, manage and maintain the highest-level road infrastructure, acting socially responsible with a special focus on environmental compliance and traffic safety.

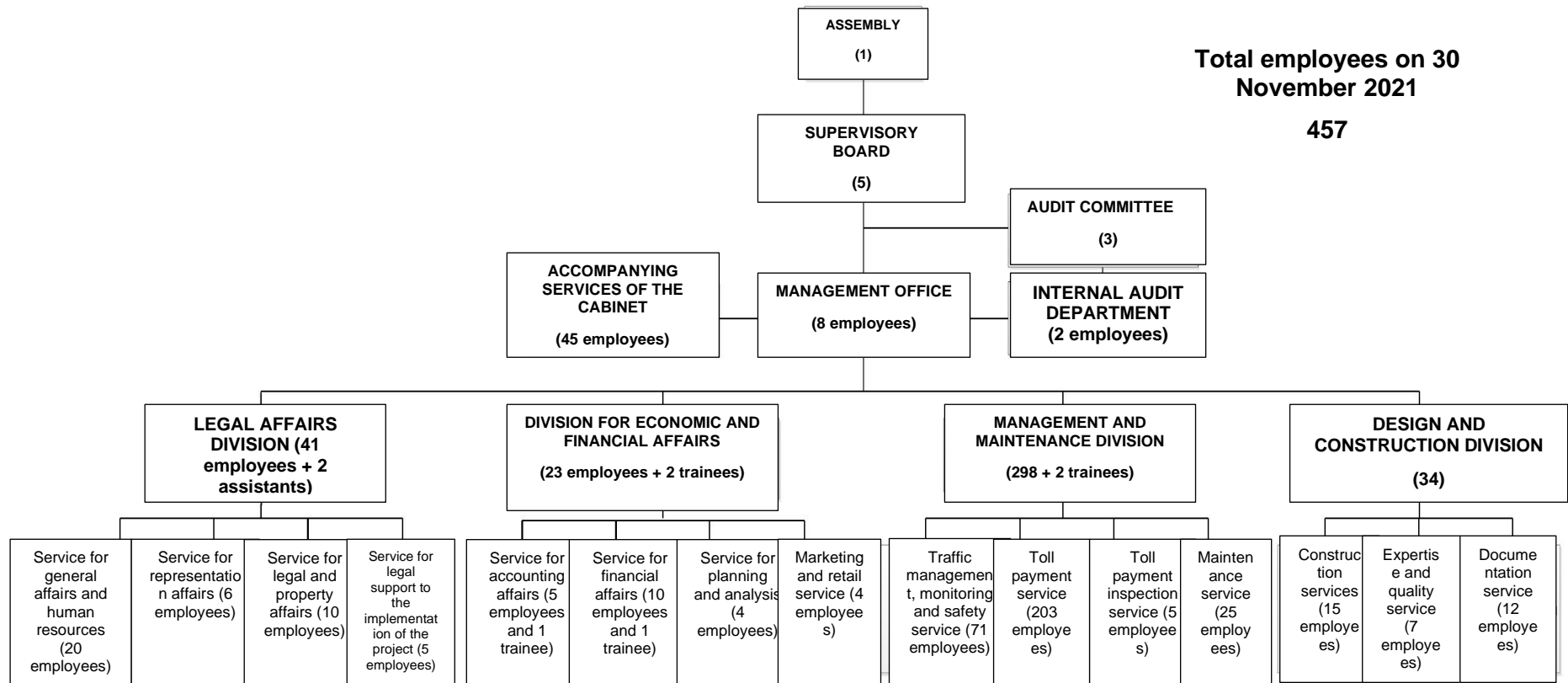
2.3. Strategy

The strategy of JP Autoceste is that, by achieving the planned tasks, with quality staff, good coordination and organization, a quality information system achieves profitable business and positive financial results, and, indirectly through better transport connections, has a significant impact on overall economic development in the environment in which it is located.

Budući da je planirana ekspanzija u gradnji na području Koridora Vc, u narednom periodu može se očekivati značajan uticaj na bruto društveni proizvod (BDP) u Federaciji BiH kroz povećanje zaposlenosti, ekspanziju građevinskog sektora te proizvodnju i prodaju građevinskog materijala potrebnog za gradnju.

3. BUSINESS ORGANIZATION

The organization of the business of JP Autoceste ensures the performance of activities from the activities of the Company determined by the Law on Roads, the Statute and other general acts of the Company. Performance of tasks is regulated through basic and independent organizational units designed in a way that ensures legal, responsible, efficient and economical performance of tasks of JP Autoceste.



4. CONSTRUCTION OF A MOTORWAY AND AN EXPRESS ROAD ACTIVITY PLAN

4.1. Graphic display of sections on Corridor Vc



4.2. Table representing the construction plan of the motorway and express road in 2022 to 2024

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 | 356.579,918 | EIB (The European Investment Bank) 90 million Euros EBRD (The European Bank for Reconstruction and Development) 70 million Euros | Design: FIDIC Yellow Book | The Preliminary design is completed. The Contract for Construction and services of monitoring the execution of works and technical assistance was concluded. The contract was signed pursuant to the FIDIC Yellow Book. An urban planning permission was obtained, an environmental permit was renewed, and general construction permit was obtained for this section. |
| | | | | | Expropriation: 100% | |
| | | | | | Construction: 13,80% | |
| 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. Contract for Construction and services of monitoring the execution of works and technical assistance was concluded. The works were contracted pursuant to the FIDIC Red Book. An urban planning permit, a building permit and an environmental permit were obtained for this section. Partial changes to the Main project and scope of the Contract are possible, due to compliance with the previous section of Nemila-Vranduk. |
| | | | | | Expropriation: 100% | |
| | | | | | Construction: 64,70% | |
| 3 | Ponirak – Vraca; („Zenica Tunnel“) | 3,2 | 120.128,576 | EIB 50 mil. 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. The construction works were contracted pursuant to the FIDIC Red Book. An urban planning permit, a building permit and an environmental permit were obtained. |
| | | | | | Expropriation: 100% | |
| | | | | | Construction: 48,38% | |
| 4 | Tarčin – Ivan – Lot 1 Tarčin – Ivan Tunnel entrance | 4,9 | 134.330,881 | EIB 50 mil. Euros (for Lot 1) | Design: 100% | The Main project is completed. An environmental permit and an urban planning approval have been obtained for this section. The building permit was obtained in 12/2019, |

| | | | | | | |
|---|--|---------------|-------------|--|---|---|
| | | | | | Expropriation: 100% | together with Lot 2 Tunnel Ivan. A Contract for construction and monitoring services has been concluded. The procedure for technical assistance services for PIU has been combined with the procedure for the procurement of technical assistance on the Kvanj - Buna Tunnel section and the procedure is ongoing. The works are contracted according to Red FIDIC. |
| | | | | | Construction: 51,60% | |
| 5 | Tarčin - Ivan Lot 2 Ivan Tunnel | 2 | 116.400.284 | EBRD 50 mil. 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 planning 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: 44,30% | |
| 6 | Počitelj - Zvirovići; LOT 1 route; LOT 2 bridge "Počitelj" | 11,1 | 172.949.609 | EIB 100 mil. Euros | Design: 100% | An urban planning permit, a building permit and an environmental permit were obtained. The 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: LOT 1 45,00%; LOT 2 35,00% | |
| 7 | BC Prača - Goražde (I phase); LOT 1 excavation and primary subgrade of the "Hranjen" tunnel | 19,5 (5.8) | 72.977.897 | Decision of the government of FBiH on adoption of program of spending a part of funds "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. The Main Design is completed and Construction permit was issued. An environmental and an urban permit were obtained for this section. *The presented percentage of construction realization represents the financial realization of the Contract, while the percentage of physical realization due to difficult construction conditions is significantly lower (approx. 40%) |
| | | | | | Expropriation: 100% | |
| | | | | | *Construction: 95,62% | |
| 8 | Sarajevo bypass (lot 3B) | 1,5 | 21.359.977 | Financing from excise revenues | Design: 100% | The Main Design is completed. Contracts for execution of works and services of monitoring the construction were signed. An urban planning permit and an environmental and building permit were obtained for this section. The |
| | | | | | Expropriation: 100% | |

| | | | | | | |
|---|-----------------------------|-----|----------------|---|----------------------|---|
| | | | | | Construction: 11,40% | construction works shall be contracted pursuant to the FIDIC Red Book. |
| B) Sections for which procurement procedure is in progress | | | | | | |
| 9 | Putnikovo brdo - Medakovo | 8,5 | 188.737.595 | EBRD 60 mil. Euros | Design: 100% | The Main Design is completed. The environmental permit and urban planning permit were 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: 85% | |
| | | | | | Construction: 0% | |
| 10 | Nemila - Vranduk | 5,7 | 113.990.662,00 | KFAED (The Kuwait Fund for Arab Economic Development) 36 mil. Euros and KFAED 21 mil. Euros | Design: 100% | The Main Design is completed. The procurement procedure for Contractor is in progress. A contract was concluded for construction supervision services. The urban planning permit and environmental permit were obtained. The construction works shall be contracted pursuant to the FIDIC Red Book. Partial changes to the main project and the scope of the construction contract are possible, due to the optimization of the motorway route. |
| | | | | | Expropriation: 99% | |
| | | | | | Construction: 0% | |
| 11 | Kvanj Tunnel - Buna | 5,2 | 200.639.211 | EIB 100 mil. Euros | Design: Yellow FIDIC | 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. The procurement procedure for construction works is in progress. The process of procurement of supervision services has been completed and the contract has been signed. The procedure for technical assistance services for the PIU was combined with the procedure for the procurement of technical assistance on the Tarčin - Ivan tunnel subsection, and a contract was signed. |
| | | | | | Expropriation: 100% | |
| | | | | | Construction: 0% | |
| 12 | Mostar South - Kvanj tunnel | 9,2 | 129.554.179 | EBRD 60 mil. Euros | Design: Yellow FIDIC | The Preliminary design is completed. The works will be contracted according to Yellow FIDIC. A public hearing was held. An environmental permit has been obtained. After the expiration of the prescribed period of 30 days, a request was submitted to the competent ministry to confirm the validity of the decision on the environmental permit. An administrative dispute was initiated before the Cantonal Court in Sarajevo based on this decision, and the issuance of the environmental permit by the Federal Ministry of Environment and Tourism was prolonged. The Cantonal Court in Sarajevo made a positive decision in favour of JP Autoceste FBiH, and the environmental permit is expected to become legally binding soon. |
| | | | | | Expropriation: 80% | |

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|--|--|------------|-------------|--|---|--|
| | | | | | Construction: 0% | |
| 13 | Express road Lašva - Nević Polje (LOT 5. Petlja Business zone Vitez - Nević Polje interchange) | 24.5 (5.5) | 55.000.000 | Decision of the government of FBiH on adoption of program of spending a part of funds "Capital Transfers to Public Enterprises" | 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 contracted according to the FIDIC Red Book. The expropriation is expected to be completed by the signing of the construction contract. |
| | | | | | Expropriation: 92% | |
| | | | | | Construction: 0% | |
| C) Sections for which preparatory activities for construction are in progress | | | | | | |
| 14 | Medakovo - Ozimica | 21,7 | 380.678.253 | Funding of the entire section Medakovo – Poprikuše EIB (up to 340 million Euros) and WBIF (The Western Balkans Investment Framework) grant | Design: 100% | The Main Design is completed. An environmental permit and urban planning permit have been obtained. The works will be contracted according to Red FIDIC. |
| | | | | | Expropriation: 25% | |
| | | | | | Construction: 0% | |
| 15 | Ozimica - Poprikuše | 12,8 | 355.750.000 | Funding of the entire section Medakovo – Poprikuše EIB (up to 340 million Euros) and WBIF grant | Design: 6% | 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 an Expropriation and Parcelling Study from the end point of the section Poprikuša - Ozimica, with a length approx. 6 km to the north. The contract for the |
| | | | | | Expropriation: 80% (route part of 6 km) | |

| | | | | | | |
|-----|-----------------------|------|-------------|---|----------------------|--|
| | | | | | Construction: 0% | procurement of the Main design was signed on 05 October 2021. The development of the Main Design is in progress. Contract duration is 10 months. The works will be contracted according to Red FIDIC. |
| 16 | Ivan - Ovčari | 10,5 | 350.000.000 | EIB and KFAED (construction) and WBIF (Design) | Design: 10 % | 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% | |
| 17 | Ovčari - Mostar South | | | | | |
| 17A | Ovčari - Prenj | 11 | 303.544.816 | EIB i EBRD (up to 600 million Euros) applied for WBIF grant funds | Design: 15% | IPF 8 is in charge of implementation. The Main Design is in progress. The development of study documentation began in the third quarter of 2020, and the start of the development of the main design began in the second quarter of 2021. Preliminary water approval, preliminary approval of Elektroprivreda BiH (Electricity Supply BiH), Elektroprivreda HZHB (CCHB Electricity Supply), Elektroprijenosa BiH, BH Gas was obtained. Drafting of an amendment to the Environmental Impact Study is in progress. Urban planning consent will be obtained after obtaining an environmental permit. |
| | | | | | Expropriation: 0% | |
| | | | | | Construction: 0% | |
| 17B | Tunnel Prenj | 12 | 762.773.700 | EIB i EBRD (up to 600 million Euros) applied for WBIF grant funds | Design: Yellow FIDIC | IPF 8 is in charge of implementation. The Main Design is in progress. The development of study documentation began in the third quarter of 2020, and the start of the development of the main design began in the second quarter of 2021. Preliminary water approval, preliminary approval of Elektroprivreda BiH (Electricity Supply BiH), |

| | | | | | | |
|-----|--|------|-------------|---|-------------------|---|
| | | | | | Expropriation: 0% | Elektroprivreda HZHB (CCHB Electricity Supply), Elektroprijenosa BiH, BH Gas was obtained. Drafting of an amendment to the Environmental Impact Study is in progress. Urban planning consent will be obtained after obtaining an environmental permit. It is necessary to prepare additional studies (Life Cycle Analysis and Traffic Sensitivity Study) that will provide a clearer picture of the decision-making process regarding the phased construction of the tunnel. |
| | | | | | Construction: 0% | |
| 17C | Tunnel Prenj (exit) - Mostar North | 13 | 264.428.216 | EIB i EBRD (up to 600 million Euros) applied for WBIF grant funds | Design: 0% | Preliminary design is completed. The insurance is provided by WBIF grant funds for the development of the Main design. The TOR is agreed between IFICO, EUD and IFI and covers everything requested by the application. For the implementation in charge of IPF 8. The development of study documentation began in the third quarter of 2020, and the start of the development of the main design began in the second quarter of 2021. Previous water consent, previous consent of Elektroprivreda BiH Electricity Supply BiH), Elektroprivreda HZHB (CCHB Electricity Supply), Elektroprijenos BiH was obtained. Development of an amendment to the Environmental Impact Study is in progress. Urban planning permit will be obtained after obtaining an environmental permit. |
| | | | | | Expropriation: 0% | |
| | | | | | Construction: 0% | |
| 17D | Mostar North - Mostar South | 14,2 | 488.957.500 | EBRD (50 million Euros) Local banks Consortium (150 million Euros) and WBIF (50 million Euros) | Design: 0% | It is planned to create 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. An environmental impact study and studies for obtaining a previous water permit have been prepared. A request for the issuance of an environmental permit has been |
| | | | | | Expropriation: 0% | |

| | | | | | | |
|----|---|------|-------------|----------------|-------------------|--|
| | | | | | Construction: 0% | submitted. The urban planning permit will be obtained after the environmental permit. The works will be contracted according to Red FIDIC. The tender for the procurement of the preliminary and main design and the revision of the project in question is in progress, i.e. a call for expressions of interest for the creation of the conceptual and main design and revision of the main design has been published.. |
| 18 | MW Tuzla - Orašje, section Maoča - Tuzla, Lot 5 Čenići - Tuzla | 8 | 118.235.000 | Budget of FBiH | Design: 0% | The conceptual project was completed in 2008, which needs to be supplemented. A Feasibility Study has been prepared, as well as an Environmental Impact Study that needs to be updated. Funds for financing the construction will be provided in the FBiH Budget. |
| | | | | | Expropriation: 0% | |
| | | | | | Construction: 0% | |
| 19 | ER Bihać - Cazin - Kladuša – Croatian border | 10 | 68.250.000 | Budget of FBiH | Design: 0% | Conceptual design for the Kamenica - Bisovac subsection, developed by JP Ceste in April 2021. |
| | | | | | Expropriation: 0% | |
| | | | | | Construction: 0% | |
| 20 | ER Mostar North - Široki Brijeg - Croatian border, section Mostar Sjever - Polog, subsection Mostar Sjever - Vihovići | 11,6 | 82.430.000 | Budget of FBiH | Design: 0% | Preliminary solution, preliminary environmental impact assessment, multi-criteria analysis, traffic study and pre-feasibility study were prepared. |
| | | | | | Expropriation: 0% | |
| | | | | | Construction: 0% | |
| 21 | ER Lašva - Travnik - Jajce, section Nević Polje - Turbe | 10,8 | 84.150.000 | Budget of FBiH | Design: 0% | The Preliminary design with the study documentation, which includes the feasibility study and the environmental impact study, has been completed. The tender for the procurement of the main design and revision of the design in question is in progress. |
| | | | | | Expropriation: 0% | |
| | | | | | Construction: 0% | |

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

| Or.no. | Section | Length (km) | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 |
|--------|---|-------------|------|------|------|------|------|------|------|
| 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 - Vrača | 2,7 | | | | | | | |
| 8 | Tarčin - Ivan (Lot 1.) | 4,9 | | | | | | | |
| 9 | Tarčin - Ivan (Lot 2. Tunnel Ivan) | 2,0 | | | | | | | |
| 10 | Ivan - Ovčari | 11,4 | | | | | | | |
| 11 | Ovčari - Prenj | 10,0 | | | | | | | |
| 12 | Tunnel Prenj | 12,0 | | | | | | | |
| 13 | Prenj - Mostar North | 12,5 | | | | | | | |
| 14 | Mostar North- Mostar South | 14,5 | | | | | | | |
| 15 | Mostar South - Tunnel Kvanj | 8,5 | | | | | | | |
| 16 | Tunnel Kvanj - Buna | 5,2 | | | | | | | |
| 17 | Počitelj - Zvirovići (Lot 1.) | 10,1 | | | | | | | |
| 18 | Počitelj - Zvirovići (Lot 2.) | 1,0 | | | | | | | |
| 19 | ER Lašva - Nević Polje (Lot 1. Vitez - Nević P.) | 5,5 | | | | | | | |
| 20 | ER Prača - Goražde (Lot 1. Phase 1) | 5,8 | | | | | | | |
| 21 | ER Prača - Goražde (Lot 2. Phase 1) | 19,5 | | | | | | | |
| 22 | Sarajevo bypass (Lot 3B) | 1,5 | | | | | | | |
| 23 | MW Orašje - Tuzla, section Maoča - Tuzla, Lot 5. Čanići - Tuzla | 8,0 | | | | | | | |
| 24 | ER Lašva - Travnik - Jajce, section Nević Polje- Turbe | 10,8 | | | | | | | |
| 25 | ER Mostar North - Široki Brijeg – Croatian border, section Mostar North - Polog, subsection Mostar North - Vihovići | 11,6 | | | | | | | |
| 26 | ER Bihać-Cazin-V.Kladuša— Croatian border , section Bihać—Cazin, subsection Kamenica—Bisovac | 7,0 | | | | | | | |

5. BASIC FINANCIAL INDICATORS

The following section provides an overview of financial indicators for the planned period of 2022 to 2024. The 2022 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 2022 (inflow) | Plan for 2022 (recognized in income) | Plan for 2023 (inflow) | Plan for 2023 (recognized in income) | Plan for 2024 (inflow) | Plan for 2024 (recognized in income) |
|--------------|---|------------------------|--------------------------------------|------------------------|--------------------------------------|------------------------|--------------------------------------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| 1. | Revenue from excise duty - 717114 | 180,624,960 | 67,000,000 | 186,912,000 | 85,000,000 | 193.836.240 | 96,000,000 |
| 2. | Settlement of excise taxes on fuel | 70,000,000 | 0 | 0 | 0 | 38,074,824 | 0 |
| 3. | Toll revenue - 722114 | 41,259,609 | 41,259,609 | 45,385,570 | 49,924,127 | 49,924,127 | 49,924,127 |
| 4. | Revenue from road land use fee - 722417 | 650,000 | 650,000 | 650,000 | 650,000 | 650,000 | 650,000 |
| 5. | Other revenues | 3,000,000 | 3,000,000 | 3,000,000 | 3,000,000 | 3,000,000 | 3,000,000 |
| TOTAL | | 295.534.569 | 111.909.609 | 235.947.570 | 134.035.570 | 285.485.191 | 149.574.127 |

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. | Expenses | Plan for 2022 without VAT (BAM) | Plan for 2023 without VAT (BAM) | Plan for 2024 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 | | 44.061.836 | 41.375.643 | 43.076.523 |
| 1. | Salaries and allowances expenditures in addition to salaries to employees | 20.432.876 | 21.454.520 | 22.527.246 |
| 2. | Expenditures for motorway maintenance, toll collection and management | 15.136.124 | 14.536.389 | 14.730.460 |
| 3. | Other operating expenditures | 8.492.836 | 5.384.734 | 5.818.817 |
| Financing from excise revenues - 717114 | | 57.405.319 | 77.632.000 | 95.943.284 |
| 4. | Depreciation | 45.000.000 | 55.000.000 | 70.000.000 |
| 5. | Interest expenditures | 12.355.024 | 22.576.676 | 25.882.427 |
| 6. | Other financial expenditures | 50.295 | 55.324 | 60.857 |
| TOTAL | | 101.467.155 | 119.007.643 | 139.019.807 |

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.

Finacial result

Table 5

| O.n. | Description | Plan for 2022 (BAM) | Plan for 2023 (BAM) | Plan for 2024 (BAM) |
|------------------------|-------------|------------------------|------------------------|------------------------|
| 1 | 2 | 3 | 4 | 5 |
| 1. | Revenues | 111.909.609 | 134.035.570 | 149.574.127 |
| 2. | Expenses | 101.467.155 | 119.007.643 | 139.019.807 |
| FINACIAL RESULT | | 10.442.455 | 15.027.928 | 10.554.321 |

5.2. Credit liabilities

Table 6

| O.n. | Description | Plan for 2022 (BAM) | Plan for 2023 (BAM) | Plan for 2024 (BAM) |
|--------------|------------------------------|------------------------|------------------------|------------------------|
| 1 | 2 | 3 | 4 | 5 |
| 1. | Credit repayments | 149.438.033 | 188.979.327 | 123.918.652 |
| 2. | Interest that is capitalized | 12.456.636 | 17.104.290 | 18.716.915 |
| 3. | Credit interest expenditures | 12.355.024 | 22.576.676 | 25.882.427 |
| TOTAL | | 174.249.694 | 228.660.292 | 168.517.994 |

5.3. Capital investments

Table 7

| O.n. | Description | Plan for 2022 | Plan for 2023 | Plan for 2024 |
|------|---|--------------------|----------------------|----------------------|
| 1 | 2 | 3 | 4 | 5 |
| | A) Investments in the construction of Corridor Vc (without VAT) | 966.198.409 | 1.493.252.133 | 1.204.689.458 |
| 1. | Land acquisition | 94.700.000 | 56.294.680 | 7.800.000 |
| | a) financing by own assets | 75.500.000 | 34.794.680 | 5.300.000 |
| | b) funds from the budget of FBiH – Consumers' Unit | 19.200.000 | 21.500.000 | 2.500.000 |
| 2. | Usluge projektovanja | 52.459.265 | 26.180.385 | 550.000 |
| | a) financing by own assets | 16.281.350 | 9.400.000 | 550.000 |
| | b) financing by international credits | 24.977.915 | 6.580.385 | 0 |
| | c) funds from the budget of FBiH – Consumers' Unit | 11.200.000 | 10.200.000 | 0 |
| 3. | Construction | 788.786.365 | 1.366.410.684 | 1.161.808.952 |
| | a) financing by international credits | 509.413.769 | 1.054.069.065 | 808.941.849 |
| | b) financing by grant funds | 68.766.982 | 97.884.145 | 179.839.808 |
| | c) budget funds of FBiH – Consumers' Unit | 112.942.233 | 141.046.675 | 152.997.500 |
| | d) pre-financing with own funds until the effectiveness of the credit is achieved | 80.942.448 | 43.421.089 | 0 |
| | e) financing by own assets | 16.720.933 | 29.989.709 | 20.029.795 |
| 4. | Usluge nadzora nad građenjem | 26.384.087 | 40.244.754 | 32.019.719 |
| | a) financing by international credits | 7.810.365 | 9.885.403 | 11.885.403 |
| | b) financing by grant funds | 11.132.177 | 23.952.906 | 16.066.816 |
| | c) budget funds of FBiH – Consumers' Unit | 3.957.767 | 4.753.325 | 4.067.500 |
| | d) pre-financing with own funds until the effectiveness of the credit is achieved | 2.428.066 | 1.653.120 | 0 |
| | e) financing by own assets | 1.055.712 | 0 | 0 |

| | | | | |
|------------------------|--|--------------------|----------------------|----------------------|
| 5. | Services referring to technical assistance | 2.727.240 | 3.768.030 | 2.240.786 |
| | a) financing by international credits | 641.810 | 1.200.000 | 1.200.000 |
| | b) financing by grant funds | 1.901.701 | 2.318.344 | 832.714 |
| | c) financing by own assets | 183.729 | 249.686 | 208.072 |
| 6. | Other supporting expert services to construction projects | 432.792 | 524.813 | 377.792 |
| | a) financing by international credits | 97.792 | 195.583 | 97.792 |
| | b) financing by own assets | 335.000 | 329.230 | 280.000 |
| 7. | Other capital investments | 708.660 | 353.600 | 270.000 |
| | a) obligations within expropriation - financing by own assets | 250.000 | 130.000 | 120.000 |
| | b) archaeological research - financing by own assets | 458.660 | 223.600 | 150.000 |
| | B) Capital investments on the motorway management and maintenance | 13.923.540 | 23.244.040 | 14.347.540 |
| | a) financing by own assets | 13.923.540 | 23.244.040 | 14.347.540 |
| | C) Investments into information technologies | 1.460.000 | 700.000 | 560.000 |
| | a) financing by own assets | 1.460.000 | 700.000 | 560.000 |
| | D) Other investments | 3.405.945 | 5.510.000 | 4.510.000 |
| | a) financing by own assets | 3.405.945 | 5.510.000 | 4.510.000 |
| TOTAL (A+B+C+D) | | 984.987.894 | 1.522.706.173 | 1.224.106.998 |

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 2023 and 2024, respectively.

Number: 01-14514-7/21

Date: 22 December 2021

acting Director:

Elmedin Voloder, B.Sc.C.E.