Head

Design and Survey Institute

for transport

AS "BOSHTRANSLOYIHA"

"APPROVED"
by decision of the Supervisory Board
JSC "BOSHTRANSLOYIHA"
Protocol No.4 November 25, 2020

"ACCEPTED"
at the annual meeting of shareholders
JSC "BOSHTRANSLOYIHA"
Protocol June 10, 2021

Business plan

activities of JSC "BOSHTRANSLOYIHA"

for 2021

Tashkent city-2021

1. GOAL SETTING (STRATEGY)

1.1.Joint Stock Company "Lead Design and Survey Institute for Transport "BOSHTRANSLOYIHA" was reorganized by reorganizing the Open Joint Stock Company "Lead Design and Survey Institute for Transport" BOSHTRANSLOYIHA" in accordance with the Law of the Republic of Uzbekistan "On Amendments and Additions to the Law of the Republic of Uzbekistan" On Joint Stock Companies and protection of shareholder rights". JSC "BOSHTRANSLOYIHA" was registered by the decision of the Khokim of Mirabad district of Tashkent city No. 03-000463 dated 10.09.2014.

Head design and survey institute for transport JSC "Boshtransloiyha" (until 1994 - the state design and survey institute "Tashgiprotrans" of the Ministry of Transport Construction of the USSR, until 2001 - KP "Giprotrans", until 2003 LLC "Boshtransloiyha", until 2014 OJSC "Boshtransloiyha") was organized in 1953 to provide transport construction in the republics of Central Asia and Kazakhstan with design estimates.

By the Decree of the Cabinet of Ministers of the Republic of Uzbekistan No. 165 dated April 27, 2000, the institute was designated as the lead design and survey organization for the design of railways and related infrastructure.

The Institute carries out design and survey work on a wide range of objects: new railways, reconstruction and strengthening of existing railway lines, second tracks and double-track inserts, development and reconstruction of railway stations and junctions, automatic blocking and dispatch centralization, main communication lines, electrification of railway sections. The scope of the institute also includes the design of bridges and overpasses, facilities for locomotive, wagon and other railway facilities, railroad depots for storage and production purposes, freight yards and terminals, border transshipment stations, railway stations, residential villages and the entire infrastructure of the designed facilities.

According to the Institute's projects, the following were built and put into operation:

- new railways Mekhnat-Jizzakh, Marokand-Kashkadarya, Termez-Yavan, Tejen-Seraks, Kurgan-Tyube-Kulyab, Navoi-Uchkuduk-Sultanuizdag-Nukus, Tashguzar-Boysun-Kumkurgan, Hairatan-Mazari Sharif, Angren-Pap, Bukhara -Misken, Urgench - Khiva and others;

- second tracks and double-track inserts on the sections Arys-Chu, Mekhnat-Jizzakh, Jizzakh-Marokand, Kandagach-Arys, Kandagach-Nikeltau, Khavast-Kokand, Marokand-Navoi;

- railway electrification lines Pap-Kokand-Andijan, Marakand-Karshi, Karshi-Termez, Samarkand-Bukhara with the organization of high-speed passenger trains, high-speed traffic is also organized on the Tashkent-Samarkand section.

- large railway bridges across the rivers Syrdarya, Vakhsh, Surkhandarya, Zeravshan, Naryn, a combined bridge over the Amu Darya.

- road bridges and overpasses in Tashkent, Ashgabat, Andijan, Namangan, Karaganda, Mary;

- railway junctions and major stations: Arys, Shumilova, Kokand, Chardzhou, Mary, Ashgabat, Karshi, Termez, Kustanai, Orsk, Tobol;

- railway stations in Tashkent (with complex development of the station square), Dushanbe, Margilan, Urgench, Navoi, Samarkand, Termez, Jizzakh, Nukus, Uchkuduk, Kokand, Bukhara, Khiva and in a number of other cities.

- access railway track Free Industrial Zone in Navoi city to Kandym GPP, Logistics Center in Angren and others.

In 2020, the Boshtransloiyha Institute carried out work on 45 projects, including the most important ones:

1. Railway electrification section Pap - Namangan - Andijan.

2. Railway electrification line Bukhara - Urgench - Khiva.

3. Electrification of the cargo track on the Marokand-Navoi section.

4. Construction of the second high-speed electrified railway track on the Navoi-Bukhara section.

5. Construction of a ring elevated metro line in Tashkent (I-st stage of construction put into operation).

6. Construction of the Sergeli line of the Tashkent metro (at the stage of completion).

7. Construction of a modern airport complex for civil (business) aviation on the basis of the Tashkent-Vostochny airfield.

8. Reconstruction of the airport in Samarkand

9. Construction of a three-level interchange at the intersection of the Akhangaran highway with the street. Tarakiyot (the object was put into operation).

10. Construction of the railway line Shavat-Gurlen-Dzhumurtau-Koybakly (Korauzyak) with a combined metal bridge over the Amu Darya River".

11. Construction of an access railway track to the territory of a nuclear power plant.

12. Removal of the existing railway section Dungulyuk-Burgutli-Misken from the flood zone of the Shurbulak reservoir.

13. Straightening of the main track at the section of Misken station - Istiklol station of the Bukhara-Urgench-Khiva railway line. Section st.Misken - st.Urgench.

14. Straightening of the main railway track at the section of Akrabat station - Kumkurgan station of the railway line Karshi - Termez.

15. The building of the "VIP Terminal for 50 people" and the perimeter fence of the territory of the Muynak airport.

For some of them, work will continue in 2021.

In 2021, design and survey work will be launched at the following facilities:

Railway electrification line Bukhara - Urgench - Khiva.

Electrification of the freight track on the Marokand-Navoi section.

Construction of a ring elevated metro line in Tashkent (II-th stage of construction from the Kuilyuk station to the Kipchak station of the Sergeli metro line under construction).

Construction of the second track of the electrified high-speed railway line on the section Navoi - Bukhara.

Construction of a modern airport complex for civil (business) aviation on the basis of the Tashkent-Vostochny airfield.

Straightening of the main track at the section of Misken station - Istiklol station of the Bukhara-Urgench-Khiva railway line. Section st.Misken - st.Urgench.

Straightening of the main railway tracks on the section of Akrabat station - Kumkurgan station of the railway line Karshi - Termez.

Construction of an access railway track to the territory of the nuclear power plant.

Construction of the railway line Shavat-Gurlen-Dzhumurtau-Koybakly (Korauzyak) with a combined metal bridge across the Amu Darya River.

Construction of overpasses in Tashkent.

Construction of an underground metro line from the Buyuk Ipak Yuli station to the TTZ station in the city of Tashkent.

The main customer for the Institute "Boshtransloiyha" is JSC "Uzbekiston temir yullari". This trend will continue in the coming years.

The share of design work for this company in the total volume of design and survey work in 2021 is expected to be up to 90%.

At the same time, the marketing strategy is as follows - the Institute will continue to search for customers for the design of railway facilities. transport, both in Uzbekistan and on the territory of Kazakhstan, Kyrgyzstan, Afghanistan, Turkmenistan.

The Institute will continue intensive work on the development and implementation of underground metro design, which will further expand the range of services and increase the portfolio of orders.

The executive body of Boshtransloiyha JSC will focus its main activities in 2021 on:

- further improvement of the quality of work performed upon reaching the level of the volume of work and services performed not lower than 26 000million soums

- ensuring the main activity of JSC "Boshtransloiyha" - the implementation of design and survey work and services.

- modernizing the production of the enterprise as a design and survey institute and improving the effectiveness of the ISO 9001-2015 quality management system in order to improve the quality of services provided to world standards and reduce production costs through further automation of design work. This will allow JSC "Boshtransloiyha" to consolidate its position in the domestic market of design services and ensure the output of products to the near and far abroad. Implementation of BIM technologies and new modern design and survey programs.

- development of society by holding an event and investing in equipping workplaces with modern technical means and working conditions.

Repair work of production areas and equipping of workplaces with office equipment and other modern equipment will continue. Carrying out these activities will improve the productivity and quality of work.

In the planned year, the personnel policy will be continued in the direction of training and retraining of production personnel. The result of the personnel policy should be a tendency to “rejuvenate” the main personnel potential and attract experienced personnel. To this end, measures will be taken to stimulate specialists who improve their professional level, including outside the Republic of Uzbekistan.

Mastering modern software.

The proposed strategy will guarantee the successful operation of Boshtransloiyha JSC in 2021.

2. DESCRIPTION OF THE ENTERPRISE

2.1. The structure of the authorized fund

In accordance with the charter of JSC "Boshtransloiyha" (registered No. 03-000463 dated November 22, 2018), the authorized capital of the company is 4,453,008 thousand soums (four billion four hundred fifty-three million eight thousand soums). The par value of each share is

1 000 sum. Total number of shares 4,453,008 pcs.

List of the main shareholders of JSC “Boshtransloiyha” according to the register

No. p/n	Share structure	Share in the authorized fund %	Note
1.	State Assets Management Agency	21.63	
2.	JSC "Uzbekiston temir yullari"	48.17	
3.	Other legal entities	27.33	
4.	Individuals	2.87	
	Total	100	

2.2. Primary activity.

The main activity is integrated design and engineering surveys for the construction, expansion, technical re-equipment, reconstruction and overhaul of railway, air and road transport, industrial, civil and agricultural facilities.

JSC "Boshtransloiyha" has licenses and license agreements for the right to:

1. performance of engineering and technical surveys for construction projects and development of design and estimate documentation for the construction of housing, civil and industrial facilities;

2. production of geodetic works;

3. design of bridges and tunnels;

4. fire alarm design;

5. designing international telecommunications networks.

2.3. Company structure.

Management apparatus: management, office manager (office), regime secret service, personnel management service, accounting department, production coordination service, design and information support service.

Production departments: engineering surveys, railway design, architectural and construction, automation and communications, artificial structures, electrical engineering and contact network, technical structures and utilities.

Auxiliary departments:

Department of modern information technologies and release of projects.

Service for the provision of vehicles and special equipment for survey work.

Service of technical operation and maintenance of the building.

Purchasing and Inventory Management Service.

Rest zone.

3. REFORMS IN THE CONSTRUCTION COMPLEX

The introduction of modern technologies at the enterprises of the construction industry is envisaged.

The main requirements imposed by society on construction products, and in particular on design organizations and the nature of their functioning during the transition to market relations, include:

- a significant increase in the reliability of the functioning of design organizations and strict observance of contractual obligations;

- ensuring break-even work and normal profitability of organizations as the basis of their existence;

- reduction in the duration of the design of objects;

- improving product quality;

- changing the nature of the designed facilities, ensuring their rapid adaptation to changing production conditions;

- strengthening the mobility of design organizations as an important factor in their competitiveness in

the domestic and foreign markets;

- stable business reputation and viability of enterprises;
- the possibility of providing a range of professional services by design organizations.

4. MAIN FACTORS, AFFECTING PRODUCTION EFFICIENCY

4.1. Marketing

Marketing is one of the main factors for the effective operation of the Enterprise, at the same time it is one of the most expensive activities, which covers the analysis of project services markets, the implementation of services and the search for markets, the study of competing companies, advertising, image, the formation of goals and strategies of the Enterprise.

This will provide more opportunities for the works and services of the Enterprise to gain a foothold and expand its presence in the domestic market, enter the world market, and also optimize costs.

4.2. Product quality

Due to the increasing market demand for the quality of work and services performed to ensure the stability of the Enterprise.

It is planned to invest in a phased modernization of the Enterprise and improve the quality of work and services, which will ensure successful competition in the domestic and world markets. Improving the quality is associated with improving the professional qualifications of employees, automating design work, providing favorable working conditions and rest for employees.

4.3. production possibilities.

Existing fixed assets of the Enterprise have a fairly large accumulated physical and functional depreciation. Buildings (facade, interior) require repair. The main production units need specialized equipment with computer and office equipment, telecommunications, specialized furniture, inventory, and lighting.

In this business plan, it is planned to direct the main investments into production in order to improve the quality of the design work and services performed and reduce their cost.

To achieve production efficiency, it is planned to allocate funds for further modernization and updating of production equipment (computer and office equipment, software for automationdesign work, specialized furniture and inventory), as well as for repair work (buildings, premises of the main production and auxiliary units) - Appendix No. 3.

4. 4. Professionalism of employees.

It is planned to improve the professional skills of the employees of the Enterprise and improve the quality of work by introducing design automation, which will ensure the successful operation of the Enterprise.

4. 5. Cash.

Investments and financing of working capital will be made mainly at the expense of the joint-stock company's own funds, allocated for the purpose of developing production, in accordance with the business plan for 2021 approved by the Supervisory Board.

4.6. market situation.

The current state is characterized, on the one hand, by the beginningthe predominance of non-state forms of ownership in the construction industry, and on the other hand, the lack of real competition in the construction market.

The main destabilizing factors in the activities of construction and design organizations are still insolvencycustomers, deadlines, design and survey work.

For the buyer - the consumer of design services, the most important criteria are the timing, quality and price of the services and works provided. It also depends on the number of services provided.

5. PRODUCTION AND COST

Over the past few years, the Company has observed a certain trend towards stabilization of the dynamics of sales volume and in the structure of the cost of work and services performed.

2018 and 2019 were uncharacteristic for the enterprise, and were marked by a large amount of work.

Despite the fact that 2020 was an extraordinary and difficult year in all aspects caused by the spread of the covid-19 pandemic, the institute fulfilled all the goals and objectives set.

5.1. Production costs

The forecast of expected income and expenses for the planned period also includes an analysis of the cost of design and survey work, various items of expenditure, tax rates, including:

- costs included in the production cost:

a) direct and indirect material costs;

b) direct and indirect labor costs;

c) other direct and indirect costs, including production overheads;

- costs not included in the cost of production, but included in the expenses of the period, which are taken into account in profit from the main activity:

a) management expenses (administrative expenses);

b) other operating expenses and losses;

- expenses related to the financial activities of an economic entity, taken into account when calculating the profit or loss from its general economic activities:

a) interest expense

b) revaluation of funds invested in securities;

c) other expenses related to financial activities;

extraordinary losses that are taken into account when calculating profit or loss before income tax (profit)

- Taxes
- value added tax (VAT);
- property tax, from the average annual residual value of fixed assets of real estate;
- land tax;
- tax on the use of water resources;
- social tax;
- tax on income (profit).

5.2. Wage

In the planned year, a large increase in the number is not expected, and its dynamics will occur due to the natural retirement of workers by age and the influx of new employees.

The level of salaries is planned to be maintained at the level of 2020, but with an increase in salaries, taking into account inflationary processes and Decrees of the President of the Republic of Uzbekistan on increasing salaries, pensions, scholarships and benefits.

With the modernization and automation of production, it is planned to carry out measures to increase the wages of key specialists.

5.3. Planned profit.

The amount of profit in the formation of contractual prices at current prices for design and survey work includes the costs:

1. Costs common to all organizations.

- Expenses for the payment of income tax, at the rate established by law.

2. Production development costs

- Purchase of computers, software, office equipment, vehicles, geological and geodetic instruments;
- Modernization of equipment, reconstruction and repair of fixed assets;
- Partial replenishment of own working capital;

3. The cost of material incentives for employees

- Compensatory payments of expenses in excess of the norm for business trips;
- Financial assistance to employees
- Carrying out activities for the protection of health and recreation, not directly related to the participation of employees in the production process, funds for children, families to pay for lost work capacity;

4. Costs for the development of the social sphere

- Organization of assistance and free services to educational institutions, preschool institutions, charitable foundations, in accordance with applicable law;
- Also, charitable assistance for the disabled;
- Also, for training and retraining of personnel.

5. Costs associated with the infrastructure of the organization.

The maintenance of the recreation area, which is on the balance sheet of the enterprise, as well as the costs with the equity participation of the organization;

6. Spending on charity.

6. FINANCIAL PLAN

Based on the results of the institute’s work for 2020, critically evaluating the shortcomings, based on marketing forecasts of expected work in 2021, the institute developed a forecast of the institute’s main profit and loss indicators for 2021 (see Appendix 1).

The forecast of the institute's main indicators of profit and loss for 2021 has been developed taking into account the need for human, material and financial resources.

At the same time, an analysis was made of the implementation of the cost estimate for 2020 (see Appendix 2A), a forecast of estimates of income and expenses for 2021 was made (see Appendix 2), taking into account the new tax code approved by the Law of the Republic of Uzbekistan dated 12/30/2019. No. ZRU-599.

The priority direction of the cost estimate remains the cost of the social sphere, decent wages, the preservation of highly qualified employees and the intellectual potential of society, and the improvement of the qualifications of the Institute's specialists.

Institute "Boshtransloiyha" within the framework of this business plan will work as a specific enterprise in a market economy. Currently, the Institute provides a stable financial position.

CONCLUSIONS

Analysis of the market and order book, given that 2020 was a difficult year due to the pandemic, net sales in 2021 could be26 000million soums, which is accepted for further calculations and is considered as a real version of the forecast.

The proposed management and development strategy will save the resources of the enterprise and provide an opportunity to generate project services in a competitive market.

Measures to equip the main production units of the institute with modern technological means, measures to improve the skills of specialists, improve working conditions will allow the enterprise to improve the efficiency and quality of work performed.

Executive agency
JSC "Boshtransloiyha"
General Director **R.V. Ruziev**

Application 1

Forecast of key profit and loss indicators for 2021.

thousand soums

Name of indicator	row number	Forecast	
		Income (profit)	Expenses (lesion)
Net proceeds from the sale of products (goods, works and services)	10	26000000	x
Cost of goods sold (goods, works and services)	20	x	19877300
Gross profit (loss) from the sale of products (goods, works and services) (line 010-020)	30	6122700	
Period expenses, total (lines 050+060+070+080), including:	40	x	4218900
Administrative expenses	60	x	2152000
Other operating expenses	70	x	2066900
Other operating income	90	235850	
Profit (loss) from operating activities (pp. 030-040+090)	100	2139650	x
Income from financial activities, total (str.120+130+140+150+160), including	110	54150	x
Income in the form of dividends	120	150	x
Income from foreign exchange differences	150	54000	x
Financial activity expenses (lines 180+190+200+210), including:	170	X	
Foreign exchange losses	200	x	
Other expenses related to financial activities	210	X	
Profit (loss) from general business activities (lines 100+110-170)	220	2193800	
Extraordinary profits and losses	230	-	-
Profit (loss) before income tax (profit) (line 220+/-230)	240	2193800	-
Taxable expenses		489000	-
The tax base		2682800	-
Tax on income (profit) 15%	250	X	402400
Net profit (loss) of the reporting period (lines 240-250-260)	270	1791400	-

Application 2

Estimate forecast
income and expenses for 2021

thousand soums

Name of items of income and expenses	Income thousand soums	Expenses thousand soums	1 quarter	2nd quarter	3rd quarter	4th quarter
1. Revenue from product sales	29000000					
2. VAT tax			3000000			
3. Net proceeds from product sales	**26000000**		**6325000**	**6525000**	**6575000**	**6575000**
4.Other income	**290000**		70300	70100	70600	79000
5. Production cost		**19877300**	**4845600**	**5010600**	**5024400**	**4996700**
Including						
OS depreciation		546400	133400	135700	138500	138800
Material costs		560000	135200	141600	141800	141400
Production payroll costs departments		15700000	3850000	4000000	3950000	3900000
Unified social payment 12%		1884000	462000	480000	474000	468000
Travel expenses		79000	16000	20000	25000	18000
Public utilities		239800	71000	46800	47300	74700
Including		0				
Communication services		34000	8400	8400	8600	8600
Thermal energy		57800	26700	500	600	30000
Electricity		120000	29000	31000	31000	29000
Garbage removal		5000	1200	1200	1300	1300
Security		23000	5700	5700	5800	5800
Preventive testing and repair of equipment		110000	27000	27000	28000	28000
Building renovation		70000	12000	20000	20000	18000
Those. Literature and subscription		17000	4000	4500	4000	4500
Acquisition and maintenance of software tools		531100	100000	100000	160800	170300
other expenses		140000	35000	35000	35000	35000
6. Period expenses		**4218900**	**1008500**	**1062900**	**1058000**	**1089500**
Including						
Administration salary costs		1630000	410000	420000	410000	390000
Social tax 12%		195600	49200	50400	49200	46800
Depreciation		7200	1600	1700	1900	2000
Material costs		79000	19000	19000	20000	21000
Travel expenses		400	100	100	100	100
taxes		480000	120000	120000	120000	120000
Communication services		9200	2300	2300	2300	2300
Auditing		8000	8000			
Charity		0				
Medical services		13500	3300	3400	3500	3300
Mat help and compensation payments		480000	120000	120000	120000	120000
Content by recreation area		300000	75000	75000	75000	75000

Deductions to the trade union committee		4000	1000	1000	1000	1000
Supplement for children's tickets wellness camps and kindergartens		16000	2000	5000	5000	4000
Training including ISO 9001-2000		16000	4000	4000	4000	4000
Lawyer		40000	10000	10000	10000	10000
Bank services		150000	35000	35000	40000	40000
sick leave		170000	45000	40000	40000	45000
Repair of equipment		20000	3000	6000	6000	5000
Other		600000	100000	150000	150000	200000
7. Financial result	**2193800**		**541200**	**521600**	**563200**	**567800**
8. Taxable base	**489000**		**150000**	**67000**	**132000**	**140000**
9. income tax 15%		**402400**	103680	88290	104280	106150
10.Net profit	**1791400**		**437520**	**433310**	**458920**	**461650**

Appendix 2a

2021 Income and Expenditure Forecast
Analytical table

thousand soums

	business plan 2020		forecast for 2020		Business plan for 2021			
Name of items of income and expenses	**Income thousand soums**	**Expenses thousand soums**	**Income thousand soums**	**Expenses thousand soums**	**Income thousand soums**	**Expenses thousand soums**	**% (b.p. 2020)**	**% (to 2020 forecast)**
1. Revenue from product sales	29000000		29000000		29000000		100,00%	100,00%
2. VAT tax		3000000		3000000		3000000	100,00%	100,00%
3. Net proceeds from product sales	**26000000**		**26000000**		**26000000**		100,00%	100,00%
4.Other income	251600		289180		290000		115,26%	100,28%
5. Production cost		**20600000**		**19435500**		**19877300**	96,49%	102,27%
Including								
OS depreciation		626700		550000		546400	87,19%	99,35%
Material costs		914000		560000		560000	61,27%	100,00%
Production payroll costs departments		14150000		15200000		15700000	110,95%	103,29%
Social tax 12%		1698000		1824000		1884000	110,95%	103,29%
Travel expenses		200000		78000		79000	39,50%	101,28%
Public utilities		269000		238500		239800	89,14%	100,55%
Including								
Communication services		43400		34000		34000	78,34%	100,00%
Thermal energy		57600		57700		57800	100,35%	100,17%
Electricity		131300		119000		120000	91,39%	100,84%
Garbage removal		5700		4800		5000	87,72%	104,17%
Security		31000		23000		23000	74,19%	100,00%
Preventive testing and repair of equipment		152100		159000		110000	72,32%	69,18%
Building Renovation		100000		70000		70000	70,00%	100,00%
Those. Literature and subscription		26800		16000		17000	63,43%	106,25%
Costs for work performed without VAT		1170000		0		0	0,00%	
Acquisition and maintenance of software tools		900000		650000		531100	59,01%	81,71%
other expenses		393400		90000		140000	35,59%	155,56%
6. Period expenses		**3500000**		**4200000**		**4218900**	120,54%	100,45%
Including								
Administration salary costs		1400000		1575000		1630000	116,43%	103,49%
Social tax 12%		168000		189000		195600	116,43%	103,49%
Depreciation		4000		7100		7200	180,00%	101,41%
Material costs		25000		78000		79000	316,00%	101,28%
Travel expenses		8000		400		400	5,00%	100,00%
taxes		161600		377000		480000	297,03%	127,32%
Communication services		2400		9300		9200	383,33%	98,92%
Auditing		16100		8000		8000	49,69%	100,00%
Charity		1200		0		0	0,00%	
Medical services		17000		13500		13500	79,41%	100,00%
Mat assistance and compensation payments (including agricultural products)		600000		475000		480000	80,00%	101,05%
Content by recreation area		370000		299000		300000	81,08%	100,33%
Deductions to the trade union committee		7200		0		4000	55,56%	
Supplement for children's tickets wellness camps and kindergartens		5900		15800		16000	271,19%	101,27%
Training, incl. ISO		56500		16000		16000	28,32%	0,00%
Lawyer		44100		36500		40000	90,70%	109,59%
Bank services		180000		150000		150000	83,33%	100,00%
sick leave		170000		330000		170000	100,00%	51,52%
Repair of equipment		50000		20400		20000	40,00%	98,04%
Other		213000		600000		600000	281,69%	100,00%

7. Financial result	2151600		2653680		2193800		101,96%	82,67%
8. Taxable base	299000		535700		489000		163,55%	91,28%
9. income tax 15%		367000		478400		402400	109,65%	84,11%
10.Net profit	**1784600**		**2175300**		**1791400**		100,38%	82,35%

Non-deductible expenses
in determining taxable income
(Tax Code of the Republic of Uzbekistan, article 147)
Business plan for 2021

№№	RECORD CONTENT	THOUSAND SUM
1	Payments to pensioners	67000
2	Travel allowances in excess	9000
3	Compensation payments	30000
4	Financial assistance (except in connection with the death of a family member of employees)	21000
5	Medical services	14000
6	Deductions from the Ministry of Construction	26000
7	holiday service	14000
8	District, anhydrous coefficients	4000
9	insurance premium	11000
10	Valuable gifts	45000
11	mat. Help for agriculture. Products	240000
12	newspapers	8000
	TOTAL	**489000**

Приложение 3

ПЕРЕЧЕНЬ планируемых

основных ключевых показателей эффективности на 2021год

№	Показатель	Удельный вес	Прогнозное (целевое) значение	Фактическое значение	Процент выполнения	КПЭ
	A	B	C	D	E	F=ExB/100
1.	1. Прибыль до вычета процентов, налогов и амортизации.(EBITDA — Earnings Before Interest, Taxes, Depreciation & Amortization)*					
2.	2. Соотношение затрат и доходов (CIR — Cost Income Ratio)*	-	-	-	-	-
3.	3. Рентабельность привлеченного капитала (ROCE — Return on Capital Employed)*	-	-	-	-	-
4.	4. Рентабельность акционерного капитала (ROE — Return On Equity)*	-	-	-	-	-
5.	5. Рентабельность инвестиций акционеров (TSR — Total Shareholders Return)*	-	-	-	-	-
6.	6. Рентабельность активов	14,30	0,15			
7.	7. Коэффициент абсолютной ликвидности	14,30	0,2			
8.	8. Коэффициент финансовой независимости	14,28	1			
9.	9. Оборачиваемость кредиторской задолженности в днях	14,28	90			
10.	10. Оборачиваемость дебиторской задолженности в днях	14,28	90			
11.	11. Коэффициент покрытия (платежеспособности)	14,28	1,5			
12.	13. Дивидендный выход	14,28	0,1			
13.	13. Показатель снижения дебиторской задолженности (в % к установленному заданию)					
Всего:		100,00	182,95			

Генеральный директор
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Приложение

ПЕРЕЧЕНЬ планируемых

дополнительных ключевых показателей эффективности на 2021 год

№	Показатель	Удельный вес	Прогнозное (целевое) значение	Фактическое значение	Процент выполнения	КПЭ
	A	B	C	D	E	F=ExB/100
1.	1. Коэффициент износа основных средств	12,50	0,50			
2.	2. Коэффициент обновления основных средств	12,50	0,10			
3.	3. Производительность труда	12,50	30 000,00			
4.	4. Фондоотдача	12,50	12,00			
5.	5. Коэффициент использования производственных мощностей	12,50	0,60			
6.	6. Энергоэффективность (доля затрат на энергию в структуре себестоимости продукции)	12,50	0,02			
9.	9. Затраты на обучение персонала, в расчете на одного работника	12,50	9,00			
10.	10. Коэффициент текучести кадров	12,50	1,00			
Всего (ИКЭ):		**100,00**	**30 023,22**			

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Events
for modernization, technical re-equipment and staffing
Institute JSC "Boshtransloikha" for 2021

I. Acquisition million soums

№№ p/n	Name	unit.	Business plan for 2021	
			quantity	sum
1.	Computers with accessories	kt	10	220
2.	Contents of the local network and other available software tools			120
3.	Acquisition of software for designers and surveyors	collection		700
4.	Printers	PC.	5	thirty
5.	Modern furniture (tables, chairs, cabinets, etc.)	PC.	20	20
6.	Multiplication equipment (such as a photocopier)	PC.	1	50
7.	Cars are different	PC.	1	140
8.	Specialist. machinery and equipment for topographic and geological work, other geological equipment	PC.	2	300
9.	Air conditioners	PC.	2	10
10.	Refrigerators	PC.	4	10
	Total			**1600**

II. Maintenance of buildings and structures: (engineering networks, facade, courtyard, etc.)

1.	Repair of the main building of the institute (engineering networks, facade, courtyard, etc.)			100
2.	Repair of the base for the mechanization of survey work (engineering networks, facade, courtyard, etc.)			50
3.	Repair of topographic and geological spec. machinery and equipment			20
4.	Repair of survey machines and mechanisms			thirty
	Total			**200**
	TOTAL			**1800**

III. Personnel training and advanced training

1.	Personnel training and advanced training			50
	Total			**50**

IV. Staffing

1.	Underground metro design	people	5	
2.	Railway design	people	1	
3.	Bridge and pipe design	people	2	
4.	Design of industrial and civil structures	people	2	
5.	Design of water supply, sewerage, heating facilities, master plans	people	3	
6.	Design of locomotive and wagon economy	people	1	
7.	Design of signaling and communication devices	people	1	
8.	Design of power supply devices, electrification, substations	people	2	
9.	Automation and computerization of design	people	2	
	Total	people	**19**	