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 28, 2022

Business plan

activities of JSC "BOSHTRANSLOYIHA"

for 2022

Tashkent city-2022

1. GOAL SETTING (STRATEGY)

1.1.Joint Stock Company "Lead Design and Survey Institute for Transport "BOSHTRANS-LOYIHA" 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 "Boshtransloikha" (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 "Boshtransloikha", until 2014 OJSC "Boshtransloikha") 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 2021, the Boshtransloikha Institute carried out work on 42 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 the II-nd stage of the circular overhead metro line in Tashkent.

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

7. Reconstruction of the airport in Samarkand

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

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

10. 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.

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

12. Landscaping of the territory of the square adjacent to the monument to J. Manguberdi with an underground road tunnel.

In 2022, design and survey work will be launched and continued at the following facilities:

- "Construction of an access railway track and a bridge to the Aziya Metall Prof plant in the Urgut Free Economic Zone";

-Electrification railway lines Bukhara - Urgench - Khiva;

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

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

- 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.

- 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 "Boshtransloikha" 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 2022 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 Boshtransloikha JSC will focus its main activities in 2022 on:

- further improvement of the quality of work performed upon reaching the level of the volume of work performed and services not lower than 29 000million soums

- ensuring the main activity of JSC "Boshtransloikha" - 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 "Boshtransloikha" 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 Boshtransloikha JSC in 2022.

2. DESCRIPTION OF THE ENTERPRISE

2.1. The structure of the authorized fund

In accordance with the charter of JSC "Boshtransloikha" (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 nominal value of each share is 1,000 UZS. Total number of shares 4,453,008 pcs.

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

No. p/n	**Share structure**	**Share in the author-ized fund %**	**Note**
1.	State Assets Management Agency	32.09	According to PP-6096, the state's share is subject to sale
2.	JSC "Uzbekiston temir yullari"	48.17	
3.	Other legal entities	17.20	
4.	Individuals	2.54	
	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 "Boshtransloikha" 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.

Despite the fact that 2021 was not an easy year, the Society achieved its goals.

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 2021, 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 (including a research flying drone);

- 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

6.1. financial expectation. Based on the results of the institute's work for 9 months of 2021, critically assessing the shortcomings, based on marketing forecasts of expected work in 2022, the institute developed a forecast of the main profit and loss indicators of the institute for 2021 (see Appendix 1).

The forecast of the institute's main indicators of profit and loss for 2022 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 9 months of 2021 (see Appendix 2A), a forecast of estimates of income and expenses for 2022 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 "Boshtransloikha" 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.

6.2. Optimization of production activities. The optimization of production processes has two goals: to increase the efficiency of production as a whole and to reduce costs. The ultimate goal is achieved through the introduction of more modern technologies and improved work organization.

In this connection, the company sets itself the goal of a phased optimization of production processes in 2022, with the introduction of more efficient production technologies.

CONCLUSIONS

Analysis of the market and order book, given that 2021 was not ordinary, the most likely

net revenue from sales in 2022 could be29 000million soums, which is accepted for further calculations and is considered as a real version of the forecast.

The proposed strategy of management and development will allow to preserve the resources of the enterprise and provide an opportunity to generate design and survey 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 "Boshtransloikha"
General Director **R.V. Ruziev**

Application 1

Forecast of key profit and loss indicators for 2022.

thousand soums

Name of indicator	row number	Forecast	
		Income (profit)	Expenses (lesion)
Net proceeds from the sale of products (goods, works and services)	10	29000000	x
Cost of goods sold (goods, works and services)	20	x	22494000
Gross profit (loss) from the sale of products (goods, works and services) (line 010-020)	30	6506000	
Period expenses, total (lines 050+060+070+080), including:	40	x	4627400
Administrative expenses	60	x	2462400
Other operating expenses	70	x	2165000
Other operating income	90	369800	
Profit (loss) from operating activities (pp. 030-040+090)	100	2248400	x
Income from financial activities, total (str.120+130+140+150+160), including	110	30200	x
Income in the form of dividends	120	200	x
Income from foreign exchange differences	150	30000	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	2278600	
Extraordinary profits and losses	230	-	-
Profit (loss) before income tax (profit) (line 220+/-230)	240	2278600	-
Taxable expenses		700000	-
The tax base		2978600	-
Corporate profit (income) tax 15%	250	X	446700
Net profit (loss) of the reporting period (lines 240-250-260)	270	1831900	-

Application 2

Estimate forecast
income and expenses for 2022

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	33350000					
2. VAT tax			4350000			
3. Net proceeds from product sales	**29000000**		**7000000**	**7200000**	**7300000**	**7500000**
4.Other income	**400000**		97000	99000	101000	103000
5. Production cost		**22494000**	**5444600**	**5565400**	**5637600**	**5846400**
Including						
OS depreciation		400000	96600	99300	100700	103400
Material costs		580000	140000	144000	146000	150000
Production payroll costs departments		18000000	4340000	4470000	4530000	4660000
Unified social payment 12%		2160000	520800	536400	543600	559200
Travel expenses		250000	60000	62000	63000	65000
Public utilities		300000	94200	55700	51300	98800
Including		0				
Communication services		39000	9400	9700	9800	10100
Thermal energy		100000	46000	6000	1000	47000
Electricity		155000	37400	38500	39000	40100
Garbage removal		6000	1400	1500	1500	1600
Preventive testing and repair of equipment		98000	23000	24000	25000	26000
Building renovation		150000	36000	37000	38000	39000
Those. Literature and subscription		19000	4000	4000	5000	6000
Acquisition and maintenance of software tools		480000	116000	119000	121000	124000
other expenses		57000	14000	14000	14000	15000
6. Period expenses		**4627400**	**1112000**	**1158200**	**1166500**	**1190700**
Including						
Administration salary costs		1820000	440000	450000	460000	470000
Social tax 12%		218400	52800	54000	55200	56400
Depreciation		20000	4000	5000	5000	6000
Material costs		99000	24000	24000	25000	26000
Travel expenses		30000	7000	7000	8000	8000
taxes		550000	133000	136000	139000	142000
Auditing		20000		20000		
Medical services		14000	3000	3000	4000	4000
Mat help and compensation payments		300000	72000	74000	77000	77000
Content by recreation area		300000	75000	75000	75000	75000
Deductions to the trade union committee		1000	200	200	300	300
Training including ISO 9001-2000		35000	8000	8000	9000	10000
Lawyer		50000	12000	12000	13000	13000
Bank services		180000	43000	45000	46000	46000
sick leave		250000	60000	62000	63000	65000
Repair of equipment		10000	2000	2000	3000	3000
penalty		8000	2000	2000	2000	2000
Other		722000	174000	179000	182000	187000
7. Financial result	**2278600**		**540400**	**575400**	**596900**	**565900**
8. Taxable base	**700000**		**169000**	**174000**	**176000**	**181000**
9. Tax on profit (income) of the enterprise 15%		**446700**	106400	112400	115900	112000
10.Net profit	**1831900**		**434000**	**463000**	**481000**	**453900**

2022 Income and Expenditure Forecast
Analytical table

thousand soums

Name of items of income and expenses	business plan 2021		forecast for 2021		Business plan for 2022		% (b.p. 2021)	% (against 2021 forecast)
	Income thousand soums	Expenses thousand soums	Income thousand soums	Expenses thousand soums	Income thousand soums	Expenses thousand soums		
1. Revenue from product sales	29000000		35650000		33350000		115,00%	93,55%
2. VAT tax		3000000		4650000		4350000	145,00%	93,55%
3. Net proceeds from product sales	**26000000**		**31000000**		**29000000**		111,54%	93,55%
4.Other income	290000		426000		400000		137,93%	93,90%
5. Production cost		**19877300**		**23365700**		**22494000**	113,16%	96,27%
Including								
OS depreciation		546400		496400		400000	73,21%	80,58%
Material costs		560000		840200		580000	103,57%	69,03%
Production payroll costs departments		15700000		18000000		18000000	114,65%	100,00%
Social tax 12%		1884000		2160000		2160000	114,65%	100,00%
Travel expenses		79000		307000		250000	316,46%	81,43%
Public utilities		239800		305000		300000	125,10%	98,36%
Including								
Communication services		34000		38000		39000	114,71%	102,63%
Thermal energy		57800		95000		100000	173,01%	105,26%
Electricity		120000		155000		155000	129,17%	100,00%
Garbage removal		5000		5200		6000	120,00%	115,38%
Security		23000		11800		-	0,00%	0,00%
Preventive testing and repair of equipment		110000		165800		98000	89,09%	59,11%
Building Renovation		70000		126400		150000	214,29%	118,67%
Those. Literature and subscription		17000		18000		19000	111,76%	105,56%
Acquisition and maintenance of software tools		531100		884500		480000	90,38%	54,27%
other expenses		140000		62400		57000	40,71%	91,35%
6. Period expenses		**4218900**		**5619400**		**4627400**	109,68%	82,35%
Including								
Administration salary costs		1630000		1820000		1820000	111,66%	100,00%
Social tax 12%		195600		218400		218400	111,66%	100,00%
Depreciation		7200		16500		20000	277,78%	121,21%
Material costs		79000		99300		99000	125,32%	99,70%
Travel expenses		400		31700		30000	7500,00%	94,64%
taxes		480000		539700		550000	114,58%	101,91%
Communication services		9200		-		-	0,00%	0,00%
Auditing		8000		16500		20000	250,00%	121,21%
Medical services		13500		13500		14000	103,70%	103,70%
Mat assistance and compensation payments (including agricultural products)		480000		668000		300000	62,50%	44,91%
Content by recreation area		300000		400000		300000	100,00%	75,00%
Deductions to the trade union committee		4000		-		1000	25,00%	0,00%
Supplement for children's tickets wellness camps and kindergartens		16000		-		-	0,00%	0,00%
Training, incl. ISO		16000		28800		35000	218,75%	121,53%
Lawyer		40000		54600		50000	125,00%	91,58%
Bank services		150000		165400		180000	120,00%	108,83%
sick leave		170000		460500		250000	147,06%	54,29%
Repair of equipment		20000		9700		10000	50,00%	103,09%
penalty				8100		8000	0,00%	98,77%
Other		600000		1068700		722000	120,33%	67,56%
7. Financial result	2193800		2440900		2278600		103,87%	93,35%
8. Taxable base	489000		1024000		700000		143,15%	68,36%
9. Tax on profit (income) of the enterprise 15%		402400		519700		446700	111,01%	85,95%
10.Net profit	**1791400**		**1921200**		**1831900**		102,26%	95,35%

Non-deductible expenses
in determining taxable income
(Tax Code of the Republic of Uzbekistan, article 147)
Business plan for 2022

№№	RECORD CONTENT	THOUSAND SUM
1	Payments to pensioners	27000
2	Travel allowances in excess	48700
3	Compensation payments	60000
4	Financial assistance (except in connection with the death of a family member of employees)	240000
5	Medical services	15000
6	Deductions from the Ministry of Construction	29000
7	holiday service	14500
8	District, anhydrous coefficients	30700
9	insurance premium	7000
10	Valuable gifts	48000
11	OS depreciation	146000
12	Newspapers	5500
13	Services	20600
14	penalties	8000
	TOTAL	**700000**

Measures for the modernization, technical re-equipment and staffing of the Institute of JSC "Boshtransloikha" for 2022

I. Acquisition of million soums

No. p / p	Name	unit.	Business plan for 2022	
			quantity	sum
1.	Computers with accessories	kt	10	220
2.	Maintenance of the local network, extension and updating of programs			450
	Acquisition of software for designers and surveyors	collection		480
4.	Printers	PC.	3	60
5.	Modern furniture (tables, chairs, cabinets, etc.)	PC.	10	thirty
6.	Multiplication equipment (such as a photocopier)	PC.	1	50
7.	Cars are different	PC.	I	140
8.	Special, machinery and equipment for conducting topographic and geological work, other geological equipment	PC.	2	300
9.	Air conditioners	PC.	5	20
10.	Refrigerators	PC.	4	10
	Total			1760

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.)			150
2.	Repair of the base for the mechanization of survey work (engineering networks, facade, courtyard, etc.)			thirty
3.	Repair of topographic and geological special, machinery and equipment			thirty
4.	Repair of survey machines and mechanisms			40
	Total			**250**
	TOTAL			**2010**

III. Personnel training and advanced training

1.	Personnel training and advanced training			15
	Total			**15**

IV. Staffing

1.	Underground metro design	people	3	
2.	Railway design	people	1	
	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	**17**	

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main key performance indicators AJ "BOSHTRANSLOYIHA" for 2022

p/n	Indicators	Standard	for the first quarter		for the first half		for 9 months		for 2022	
			Specific gravity	Forecast	Specific gravity	Forecast	Specific gravity	Forecast	Specific gravity	Forecast
1	Fulfillment of the forecast of net sales proceeds (in thousand soums)	There is no standard	20,00%	**7000000,00**	20,00%	**14200000,00**	20,00%	**21500000,00**	20,0%	**29 000 000,00**
2	Fulfillment of the forecast of net profit (loss) (in thousand soums)	There is no standard	20,00%	**434000,00**	20,00%	**897000,00**	20,00%	**1378000,00**	20,0%	**1 831 900,00**
3	Return on assets (%)	**> 0.05**	15,00%	**0,07**	15,00%	**0,07**	15,00%	**0,07**	15,00%	**0,07**
4	Reducing the cost of production (% of the set target)	-	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**	0,0%	**0,00**
5	Capacity utilization rate	**> 0.5**	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**	0,0%	**0,00**
6	Coverage ratio (solvency)	**> 1.25**	20,00%	**1,50**	20,00%	**1,50**	20,00%	**1,50**	15,00%	**1,50**
7	Financial Independence Ratio	**> 1**	15,00%	**1,00**	15,00%	**1,00**	15,00%	**1,00**	10,00%	**1,00**
8	Calculation of dividends (in thousand soums)	There is no standard	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**	10,00%	**915 950,00**
9	Export parameters completion rate (in % of the set task)	**-**	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**
10	Localization Indicator Execution(%)	-	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**
11	Implementation of investment programs (%)	-	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**
12	Foreign currency independence ratio	-	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**
13	Return on investment of shareholders (TSP - Total Shareholders Return)	There is no standard	10,00%	**0,01**	10,00%	**0,03**	10,00%	**0,05**	10,00%	**0,06**
Total:			**100,0%**		**100,0%**		**100,0%**		**100,0%**	

*Coefficients of financial analysis (specified in paragraphs 1-5) calculated on the basis of financial statements prepared in accordance with international standards are applied only after the transition to the publication of financial statements in accordance with IFRS.

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additional key performance indicators AJ "BOSHTRANSLOYIHA" for 2022

p/n	Index	Standard	I quarter		I half year		9 months		for 2022	
			Specific gravity	Forecast	Specific gravity	Forecast	Specific gravity	Forecast	Specific gravity	Forecast
1	Earnings Before Interest, Taxes (EBIT - Earnings Before Interest, Taxes)	There is no standard	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**	5,00%	**2 193 800,00**
2	Earnings before interest, taxes and depreciation (EBITDA - Earnings Before Interest, Taxes, Depreciation&Amortization)	There is no standard	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**
3	Cost Income Ratio (CIR)	There is no standard	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**	5,00%	**0,16**
4	Return on capital employed (ROCE - Return on Capital Employed)	There is no standard	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**
5	Return on equity (ROE - Return on Equity)	There is no standard	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**	5,00%	**0,62**
6	Absolute liquidity ratio	**> 0.2**	10,00%	**0,20**	10,00%	**0,20**	10,00%	**0,20**	9,00%	**0,20**
7	Accounts payable turnover in days	There is no standard	15,00%	**90,00**	15,00%	**90,00**	15,00%	**90,00**	12,00%	**90,00**
8	Accounts receivable turnover in days	There is no standard	15,00%	**90,00**	15,00%	**90,00**	15,00%	**90,00**	12,00%	**90,00**
9	Depreciation rate of fixed assets	**< 0.5**	10,00%	**0,55**	10,00%	**0,55**	10,00%	**0,55**	9,00%	**0,55**
10	Labor productivity	There is no standard	10,00%	**28 000,00**	10,00%	**56 000,00**	10,00%	**86 000,00**	9,00%	**116 000,00**
11	Fixed asset renewal ratio	There is no standard	10,00%	**0,07**	10,00%	**0,07**	10,00%	**0,07**	9,00%	**0,07**
12	return on assets	**-**	10,00%	**10,00**	10,00%	**12,00**	10,00%	**12,00**	9,00%	**12,00**
13	The share of innovative products in the total volume of products sold	**> 1**	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**
14	The share of costs for innovative activities in the total costs of the enterprise	**-**	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**
15	Personnel training costs per employee	There is no standard	0,00%	**5,00**	5,00%	**10,00**	5,00%	**15,00**	4,00%	**20,00**
16	Staff turnover rate	**> 1**	15,00%	1	10,00%	**1,00**	10,00%	**1,00**	8,00%	**1,00**
17	Efficiency indicator of production capacity start-up (in % of the installed volume)	**-**	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**	0,00%	**0,00**
18	Energy efficiency (the share of energy costs in the structure of production costs)	There is no standard	5,00%	0,01	5,00%	**0,01**	5,00%	**0,01**	4,00%	**0,01**
Total			**100,0%**		**100,0%**		**100,0%**		**100,0%**	