

MISSIONE IN BOSNIA-ERZEGOVINA
6-7 luglio 2017

a cura dell'Ufficio Lavori all'Estero e Relazioni Internazionali

MISSIONE ANCE IN BOSNIA ERZEGOVINA ITALY & BOSNIA AND HERZEGOVINA-BUILDING TOGETHER (6-7 LUGLIO 2017)

Grande successo della prima missione dell'ANCE in Bosnia-Erzegovina tenutasi ad inizio luglio 2017 e organizzata con il supporto del Ministero degli Affari Esteri e della Cooperazione Internazionale e la collaborazione dell'Agenzia ICE.

La missione, alla quale hanno partecipato più di 20 imprese italiane e circa 80 rappresentanti bosniaci, ha costituito il più grande evento imprenditoriale italiano nel Paese negli ultimi anni e ha rappresentato una vetrina dell'eccellenza italiana nel settore delle costruzioni e delle infrastrutture.

L'evento ha avuto il pieno sostegno delle Autorità bosniache, chiaro segno di attenzione per le nostre imprese, e rappresenta il punto di avvio di possibili future collaborazioni imprenditoriali con gli operatori di questo paese.

Ha avuto luogo a Sarajevo e Banja Luka il 5-6-7 luglio 2017, la missione imprenditoriale "Italy & Bosnia and Herzegovina - Building together". La Missione, promossa dall'Ance, è stata organizzata grazie al supporto del Ministero degli Affari Esteri e della Cooperazione Internazionale e la collaborazione dell'Agenzia ICE.

Le oltre venti imprese italiane della filiera delle costruzioni che hanno aderito all'iniziativa giungendo nella capitale bosniaca di Sarajevo, per poi proseguire a Banja Luka (capitale della Repubblica Serba di Bosnia Erzegovina/RS), hanno espresso viva soddisfazione per l'evento che ha consentito, nelle due tappe, di **esplorare concretamente le opportunità di realizzazione di progetti congiunti principalmente nei settori delle infrastrutture di trasporto.**

Particolarmente positiva è stata la risposta del Governo locale, che ha visto la partecipazione di rappresentanti istituzionali di alto livello dello Stato (Vice Ministro del Commercio Estero), della Federazione (Consigliere del Primo Ministro della FBiH) e della Repubblica Srpska (Ministro ai Trasporti della RS), oltre che del Sindaco di Banja Luka.

A conferma dell'importanza attribuita alla collaborazione economica con l'Italia, dagli interventi delle Autorità locali è emerso, a tutti i livelli, l'auspicio di un **rafforzamento degli investimenti delle imprese italiane per la realizzazione dei principali progetti infrastrutturali che interesseranno la Bosnia Erzegovina nei prossimi anni.** Reciprocamente, l'Italia guarda con attenzione ai dati positivi dell'economia bosniaca e alla volontà del paese di attrarre investimenti stranieri di qualità.

In questo contesto, è stato evidenziato il contributo che le imprese italiane, anche le piccole e medie, possono assicurare con la propria solida esperienza a iniziative congiunte con la Bosnia Erzegovina, di grande interesse per lo sviluppo e la crescita in un quadro europeo.

Le presentazioni degli esponenti governativi bosniaci oltre che dei direttori delle Autostrade, Strade, Ferrovie e Aeroporti del Paese (cfr. allegati) si sono concentrate sulle opportunità in questi settori specifici.

Emersi con chiarezza i punti di forza del Paese: collocazione geografica centrale nel cuore dei Balcani, crescita dell'economia, riduzione della disoccupazione, forza lavoro qualificata e a basso prezzo, condizioni fiscali particolarmente favorevoli, aumento del potere di acquisto dei lavoratori con conseguente stimolo della domanda interna. La Bosnia Erzegovina è un paese "attraente" per gli investitori stranieri, come testimonia del resto l'aumento degli investimenti italiani nell'area negli ultimi anni.

Grande interesse è stato manifestato da parte delle imprese italiane nei confronti dei progetti di estensione ed ammodernamento della **rete stradale ed autostradale**, in particolare per il completamento del tratto bosniaco del Corridoio Vc da Budapest a Ploče.

Al riguardo, a Sarajevo sono stati illustrati due progetti della Società pubblica per le autostrade della Federazione, entrambi del valore di 240 milioni di euro, relativi alla realizzazione di un tunnel nell'area di Prenj ed al collegamento tra Mostar Nord e Mostar Sud. A Banja Luka è stato invece presentato un progetto della Società per le autostrade della RS del valore di 70 milioni di euro.

Significativi sono poi i piani di estensione delle strutture e dei servizi dei 4 **aeroporti** del Paese (Sarajevo, Mostar, Tuzla e Banja Luka) e quelli per il rilancio delle **ferrovie** della Repubblica Serba di Bosnia Erzegovina.

Per la realizzazione di questi progetti, la tradizionale esperienza e capacità delle imprese italiane può sicuramente fornire un elevato valore aggiunto in tutte le fasi, dallo studio e la progettazione, alla realizzazione di opere sostenibili dal punto di vista ambientale.

Al riguardo, la natura complementare - e non concorrenziale - delle imprese di costruzione che hanno preso parte alla missione, comprendente anche società di progettazione ambientale ed ingegneristica, così come gruppi finanziari e di sostegno all'internazionalizzazione delle imprese (SACE in rappresentanza di Cassa Depositi e Prestiti), rende ipotizzabili azioni sinergiche, col possibile ruolo guida di alcuni grandi gruppi italiani.

Altri settori in cui le imprese italiane potrebbero trovare, anche nel breve periodo, spazi interessanti sono quelli **energetici**, della **tutela ambientale** e del **turismo**, rispetto ai quali il Sindaco di Banja Luka ha annunciato l'avvio di progetti del valore di circa 30 milioni di euro. In generale, molto utili si sono rivelati gli incontri B2B a margine dei lavori tra le imprese italiane e quelle bosniache, che hanno permesso di discutere concrete opportunità di investimento e collaborazione in specifici ambiti.

Nei prossimi mesi, sarà importante verificare le effettive tempistiche e modalità di avvio delle gare, al cui riguardo l'Ambasciata d'Italia a Sarajevo svolgerà una puntuale ed attenta opera di monitoraggio. Se, da un lato, il bando di alcuni progetti non appare imminente, dall'altro sono state altresì osservate le possibili criticità dei due principali strumenti di realizzazione delle opere, presentati nel corso del seminario: i meccanismi di concessione nell'ambito di partnership pubblico-private, e il sistema progetta-finanzia-costruisci, in base al quale l'impresa porta a termine il progetto con fondi reperiti in maniera autonoma e successivamente restituiti dal Governo.

Le criticità emergono in particolare proprio nel settore autostradale della Bosnia Erzegovina, in cui ad un traffico ridotto di autoveicoli (con conseguente riduzione delle entrate del concessionario derivanti dai pedaggi), si accompagnano limitate garanzie circa l'effettiva capacità degli enti pubblici di restituire i fondi.

Una possibile soluzione è stata individuata nel coinvolgimento delle imprese italiane già a partire dalla fase di redazione dei progetti, i quali possono essere peraltro finanziati anche con l'ausilio degli strumenti finanziari offerti dalle principali banche (Unicredit e Intesa Sanpaolo, che insieme coprono il 30% del mercato finanziario bosniaco) e istituzioni europee e internazionali operanti nel Paese (BEI, BERS, FMI), e oggetto di specifiche sessioni di approfondimento nei lavori. Tutto ciò è collegato alla questione della riforma della legge sulle accise, richiesta anche dall'UE proprio per sbloccare i fondi d'investimento infrastrutturale.

La missione Ance ha confermato che i Paesi dell'area balcanica rappresentano un territorio strategico e di grande interesse per le imprese di costruzioni italiane. Nel 2007, le imprese italiane erano presenti solamente due Paesi, con commesse per 42 milioni di Euro. Nel 2015, le imprese dell'Ance hanno allargato la presenza in altri due mercati limitrofi dell'area, con lavori per un importo complessivo di 324 milioni di Euro nel 2015 (+13% rispetto all'anno precedente e quasi +700% rispetto a 8 anni fa).

Si trasmettono in allegato tutti i documenti relativi alla missione.

COMUNICATO STAMPA

COSTRUZIONI: MISSIONE ANCE IN BOSNIA-ERZEGOVINA PER GRANDE PIANO INFRASTRUTTURE

Parte oggi a Sarajevo, e si concluderà domani a Banja Luka, la **missione imprenditoriale dell'Ance "Italy & Bosnia and Herzegovina building together"**. La missione, organizzata in collaborazione con i ministeri degli Affari Esteri e dello Sviluppo Economico e con il supporto dell'Ambasciata d'Italia e dell'Agenzia Ice a Sarajevo, vede la partecipazione di oltre 20 imprese del settore.

L'obiettivo è condividere i **programmi infrastrutturali nel settore stradale, aeroportuale e ferroviario che interesseranno il paese nei prossimi anni**. Il Governo bosniaco sarà presente attivamente alla due giorni, così come sono previsti numerosi incontri con le imprese locali e una sessione dedicata agli strumenti finanziari.

Il **presidente delle Pmi internazionali dell'Ance, Gerardo Biancofiore**, ha sottolineato l'importanza della missione **"per rafforzare i rapporti politici e economici con la Bosnia che, a oggi, registra una presenza di imprese italiane ben al di sotto del proprio potenziale"**.

L'area dei Balcani occidentali, infatti, rappresenta una priorità strategica e di grande interesse. Nel corso degli ultimi anni si è rafforzata la presenza italiana nell'area: se nel 2007 le **imprese di costruzioni italiane erano attive in Albania e Bosnia Erzegovina**, oggi le nostre aziende sono entrate anche nei mercati del **Montenegro e della Serbia, con lavori per un importo complessivo di 324 milioni di euro** (+13% nel 2015 rispetto al 2014 e quasi **+700% rispetto al 2007**).

Prossimo appuntamento, per rimarcare l'importanza strategica della collaborazione tra Italia e Bosnia, sarà il **vertice sui Balcani Occidentali** organizzato, sotto Presidenza italiana, **il 12 luglio a Trieste** e al quale sarà **presente il vicepresidente nazionale e presidente del Comitato lavori all'estero dell'Ance, Giandomenico Ghella**.



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Data: 06/07/2017



La missione, organizzata dall'Associazione dei Costruttori Edili (ANCE) in collaborazione con il Ministero degli Affari Esteri e della Cooperazione Internazionale e con il supporto dell'Ambasciata d'Italia e dell'Agenzia Ice, è guidata dal Capo del Business Development per l'industria italiana delle costruzioni, Consigliere Vincenzo Ercole Salazar Sarsfield.

Oltre 20 le imprese italiane del settore e del mondo finanziario che incontreranno esponenti del Governo bosniaco e numerose imprese locali per approfondire le opportunità e le prospettive alla luce dei programmi infrastrutturali nel settore stradale, aeroportuale e ferroviario che interesseranno il Paese nei prossimi anni.

Il Dott. Romain Bocognani, Capo dell'ufficio estero dell'Ance ha sottolineato l'importanza della missione "per rafforzare i rapporti politici e economici con la Bosnia che, a oggi, registra una presenza di imprese italiane ben al di sotto del proprio potenziale".

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Tags: [Diplomazia Economica](#) [Economia](#) [Europa](#)

ITALY & BOSNIA AND HERZEGOVINA - BUILDING TOGETHER



ITALY & BOSNIA AND HERZEGOVINA - BUILDING TOGETHER

Sarajevo, Hotel Holiday, 6 July 2017
Banja Luka, Hotel Bosna, 7 July 2017

ANCE - Associazione Nazionale Costruttori Edili

Via A. Guattani 16

00161 Roma, Italy

www.ance.it

Company profile:

ANCE, the National Association of Construction Companies, is the leading association for the construction industry in Italy.

It represents around 20,000 firms of all sizes, including large general contractors and small and medium size enterprises, specialized in every field of civil construction.

ANCE, one of the largest members of Confindustria, the Italian entrepreneurs' organization, is headquartered in Rome and has a community based network, composed of 20 Regional and 98 Local branches throughout the Country, in charge of each Region and Provincial Districts respectively.

ANCE supports the Italian construction industry with regard to public authorities, public services, economic decision makers and other key players involved in the construction sector's policies and activities.

The Association provides a full range of services in order to meet the needs and concerns of its members, thereby improving the quality of construction and protecting the public interest. It stipulates the national labour agreement for the construction industry and operates together with the trade Unions an important network of agencies, organized at the national level, the objective of which is the training, care and safety of construction workers.

As a member of the European Construction Industry Federation (Fiec) and of the European International Contractors (Eic), ANCE acts at the European level in order to support the construction industry.

**AMBIENTE S.C.**

Via Frassina 21

54033 Carrara (MS) , Italy

www.ambientesc.it

Company profile:

AMBIENTE S.C. is an environmental engineering company that has been working at national level for over 30 years and that, thanks to its wide experience, is constantly growing internationally.

The Annual Turnover of past 3 years was over 15 million of euros.

The company has been working to national and international level gathering relevant experience and developing diversified skills and offers support for specific and multidisciplinary activities to industry, public administrations and major public work.

We have grown over the years and today we can rely on the work and passion of over 200 technicians, experts in technical, scientific, legal and economic matters, able to guarantee an integrated environmental planning in line with the current regulation and attentive to the cost-benefit ratio.

AMBIENTE has 7 main offices: in Carrara, Florence, Rome, Milan, Taranto and Syracuse.

The company is structured in 2 macro area Engineering & Consulting and Laboratory.

The Engineering & Consulting area deals with environmental permitting and assessment of impacts in the industrial sphere, of energy planning and mitigation of impacts, of environmental management in the realisation of infrastructures and their inclusion in the territory, of the studies and planning for reclamation and safety of polluted areas and decommissioned landfills.

The Laboratories area, as well as providing on going support to the activities of the engineering sector, operates autonomously for the chemical and biological analyses.

In the environmental area, it performs characterisations of polluted areas for reclamation projects, environmental monitoring for the realisation of major infrastructures, classification analysis of waste and characterisation of discharged water and for reclamation activities and industrial processes, characterisations of groundwater, surface and marine water.

The staff comprises chemists, biologists, naturalists and computer experts.



ASTALDI S.p.A.

Via G.V. Bona 65
00156 Roma, Italy
www.astaldi.com

Company profile:

The ASTALDI GROUP is one of the most important firms in the field of large-scale works. It ranks among the world's top 100 Contractors and among the top 25 in Europe, with established leadership in Italy and abroad. An international player for more than 90 years, it addresses the market by developing complex and integrated initiatives (design, construction, operation), with solid expertise and highly specialised human resources. It works mainly in designing and developing turnkey projects (EPC Contractor), but is also active in the sector of Public-Private Partnership, where it has consolidated its role as Concessionaire and promoter of project finance initiatives.

The Group's segments of activity range from Transport Infrastructure to Hydroelectric and Power Plants, from Civil and Industrial Construction to Systems and Facility Management, as well as Management of Complex Systems. In each of these segments, it has attained levels of excellence that have launched it the top echelons in the international rankings: in the segment of Infrastructure and Transport, it is ranked 3rd in bridges, 12th in undergrounds, and 23rd in motorways and airports. In Energy, it holds 30th place worldwide, claiming 5th place in hydroelectric plants.

In Civil Construction, it is ranked 25th place in the building of hospital facilities.

The projects that have been carried out are often the result of major collaborations with successful "starchitects," such as Zaha Hadid's Naples-Afragola High-Speed Station, and the Naples Underground's beautiful Toledo Station, designed by Oscar Tusquets Blanca and honoured as Europe's most beautiful.

Quoted on the stock market since 2002, the ASTALDI GROUP closed with a total order backlog of just under € 29 billion, boasting about 11,000 employees and consolidated sales of € 2.9 billion, more than 80% of which overseas. Italy, Turkey, Poland, Romania, and Algeria, are its strongest markets, where it is engaged in building motorways, railways, undergrounds, and hydroelectric power plants; also important are its activities in Russia (motorways, airports), Canada (civil construction, power plants), Chile and Peru (power plants, mining industry infrastructure), and the United States (motorways); it has recently started activities in Indonesia (power plants) and is looking closely at the Middle East and the Far East, Cuba, and Iran.



CIPA SPA

Via Privata Rubinacci 10
80067 Napoli (NA), Italy
www.cipaspa.it

Company profile:

Cipa S.p.A was founded in 1986 and its initial activity was the construction of small and medium diameter tunnels and shafts.

In fact Cipa's slogan from the beginning was:

"For years we've been pursuing the goal of being a small company capable of solving big problems"

Now we are not so small, but our mission and vision are always to be capable of solving big problems.

Now we continue doing small and medium diameter tunnels and shafts, but we have also expanded to large diameter tunnels and general consolidations and foundations, underground parkings and civil works. We owe this development to our skilled and experienced people wearing both white and blue collars, but also to the continuously evolving operating equipment, which represents a significant part of the company's value.

The Company is active throughout Italy and thanks to an international expansion programme, as early as in 2012 the overseas work exceeded 30% of total revenues. Cipa is active in Algeria, Denmark, Poland, Israel and Morocco, with advanced negotiations for new projects in France, Norway, Sweden, Albania, and Saudi Arabia (where it already has its Branch). In 2013, Cipa SpA's growth brought it into the ranks of Italy's top 100 construction companies, in 2015 it has climbed to 74th, all certified by the specialized section "Edilizia e Territorio" (Building and Territory) in the authoritative Italian business paper *Il Sole 24 Ore*. Likewise, the Italian association of building constructors (ANCE) ranked Cipa SpA in 20th place in its 2016 report of the Italian construction companies all around the world.

As we have just said, Cipa's main activity is the performance of works underground: building underground stations, tunnels, and shafts. Complementing these activities, the company also carries out soil stabilization work, foundations, consolidations and parkings and civil works, particularly those in reinforced concrete. With pride, we can say that there is no underground in Italy to which Cipa has not made a contribution, now we can add the metro in Warsaw and in Copenhagen, and we really dream as soon as possible Paris.

Cipa SpA has more than € 25 million in equipment, with an in house sector dealing with repairs and mechanical constructions, both in the main quarter and at every active worksite.

Between Italy and overseas, the company has for years employed a workforce that exceeds 500 units. This circumstance makes the company particularly attentive to the needs of its personnel, who are its strong point, to confirm one other slogan that is:

"Our real capital...are Human Resources"



CONSORZIO STABILE VITRUVIO S.C.AR.L.

Localita' Licari n. 37

98063 Gioiosa Marea (ME), Italy

www.consorziovitruvio.it

Company profile:

Thanks to the various backgrounds and training of its team members and its geotechnical expertise, enables it to carry out any type of project involved in major construction, from industrial and civil buildings (in particular hospitals), infrastructure (roads, bridges and tunnels), civil and industrial installations to restoration and maintenance of movable and immovable property.

Finally, last but not least, the Consortium has been a leader in the field of renewable energy. It's strongly believes in limiting the environmental damage caused by fossil energy sources.



FARESIN BUILDING S.p.A

Via della Meccanica 1

36042 Breganze (VI), Italy

www.faresinbuilding.com

Company profile:

Faresin Building S.p.A. is a leading industrial group in the industrialized production of formwork systems for the construction industry. The group was founded in 1987 by Mr. Guido Faresin with a clear mission: to develop and produce equipment for **residential, industrial, commercial, civil building, energy project and infrastructure requirements**, technically innovative, able to reduce time and costs, improving efficiency and productivity.

The product range consists of: wall, circular and pillars formwork systems; special and customized formwork, shoring system (aluminium and steel material); lift shafts formwork; single-sided wall; slab systems; Biogas formwork systems, climbing and scaffolding systems. Faresin Building has built its success worldwide, thanks to the attention provided to customers' inquiries, developing customized applications in modular system.

The Corporate Headquarters is located in Italy, in Breganze, near Vicenza, in Italy.

The international presence is ensured with branches in Canada, USA, Nigeria, Russia, Romania and Australia, which follow directly the areas of competence and a network of international dealers.

We have the ability, the experience, the know-how and the will to be able to support any kind of project, present or future, that you should need.



F & M Ingegneria S.p.A.

Via Belvedere 8/10

30035 Mirano (VE), Italy

www.fm-ingegneria.com

Company profile:

For over 35 years F&M Ingegneria has been a leading company in the provision of cutting-edge design solutions in the sector of civil engineering, infrastructures, project management and sustainability. F&M Ingegneria operates in several different fields, such as, for instance, the renewal of large areas, or the renovation of important historic buildings, as well as infrastructural works (logistic centres, airport and railway terminals, harbours, roads, bridges and underground works), and the construction of prestigious buildings (health and sport facilities, places of worship and educational centres) and large trade centres.

Thanks to its ideas and cutting edge solutions, such as the use of laminated wood in the '80s, or the impressive constructions of glass and steel of the 90's and 2000's, in the last few decades F&M Ingegneria has developed particularly significant projects and, carrying on the trend of its collaboration with renowned architects, has been acknowledged as "the label of Italian engineering".

For instance, the Trade Exhibition and Conference Centre of Rimini, developed with GMP Architekten, the Hockey Stadium by Arata Isozaki and Andrea Maffei in Turin, the Bridge of Peace by Michele De Lucchi in Tbilisi, the Pavilions of Expo 2012 in Shanghai, and, more recently, the Pavilions of the Expo 2015 in Milan and Venice, which are real "milestones" in the development of the building sector, all "bear the mark" of F&M Ingegneria.

F&M Ingegneria is continuously growing. Nowadays the company employs 100 people, 80 of which in Mirano (Venice), where the headquarters are located in a magnificently renewed Mill of the 16th century. The other offices are located in Milan, Cologne (Germany), Beijing (China), Podgorica (Montenegro) and Muscat (Oman).

More specifically, in 2002 in Cologne the Company F&M Retail was incorporated, which is specialised in the provision of services to the retail trade world. F&M Retail GmbH has recently incorporated the company F&M Retail Srl, with headquarters in Italy, for further strengthening its support to main Italian operators of the Retail field. The company F&M Middle East, with headquarters in Oman, has also been established recently.



GEOM. CIRO FRISOLI & C. SAS

Corso Garibaldi 92

71121 Foggia (FG), Italy

www.cirofrisoli.it

Company profile:

The Geom. Ciro Frisoli & C. S.a.s. di Cocca Antonia has been operating for many years in the environmental sector offering its services on the whole national and international territory, carrying out numerous typologies of interventions:

- Volumetric recovery in active, depletion or used up dumping grounds;
- The setting up in functional security of dismissed dumps;
- Works and plants of reclamation, protection and environment recovery;
- Building and management of dumping plants for solid urban waste such which are and/or treated;
- Projection and building services;
- Supplying of specific services.

In this context, the company has created and deposited two Patents named, "STRUCTURE OF DUMPS CONTAINMENT (SCD)", European patent, and "PROCESS OF WASTE PROCESSES DESTINED TO THE SCD, which give it the possibility to operate in the national and international implementing the know-how developed over the years and enjoy the privileges provided by the European and national legislation in relation to deprivation Patent.

The "STRUCTURE OF DUMPS CONTAINMENT (SCD)" is an innovative technique, patented by the Frisoli, that has the aim to lengthen the life of the landfill through the recovery and optimization of their volumes, and it's deposited in various European countries.

Until now, exhausted the basin of the landfill in order to continue to confer waste, was realized a raised area by constructing an perimetral ground with terrigenous material.

The embankment in the ground, generally trapezoidal in shape, to be stable must respect minimum geometrical parameters which are as follows: inclination of the walls max 40°.

At contrary, the patented technique permits to carry out barriers of stable bordering at unique hanging having a forming at 70°. In practice, with the patented technique of "structure of dumps containment (scd)", we not squander the entire volume occupied by the embankments, which means take advantage of the 100%, and not 50%, of the elevated volumetry.



G.C.F. Generale Costruzioni Ferroviarie S.p.A.

Via dell'Oceano Atlantico, 190

00144 Roma (RM), Italy

www.generalecostruzioniferroviarie.com

Company profile:

GCF - Generale Costruzioni Ferroviarie S.p.A. was founded in **1950** as a sole proprietor company and specialized in railway infrastructures. It became a limited company (S.r.l.) in the early 1980s and an equity company (S.p.A.) in 1990. Today, Generale Costruzioni Ferroviarie is the parent company of the Rossi Group.

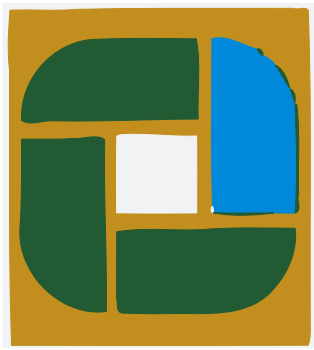
Dedication to the mission and attention to technological innovation, experience and innovation capacity backed up by the company's progressive growth to the point of earning a leading role in the implementation of renewals and rehabilitations, as well as in the construction of new conventional and high speed/capacity lines.

The last few years have been particularly important for GCF's development.

Significant **investments** in high production efficiency machinery and technology, organization and **training** and specialization of human resources, the **acquisition** of important companies and enterprises operating in fields such as infrastructures (Valditerra), electric traction and signalling (Frate Elettroimpianti, Bonciani) have brought into GCF tools, skills and know-how enabling the company to implement **integrated projects** and **turnkey contracts** in railway, metro and tram sectors.

Strategic offices in Italy: Roma - Taranto – Milano – Bologna – Venezia – Novi Ligure (Alessandria)

International Organization: Branches in France – Denmark – Suisse – Turkey – Bulgaria – Bosnia Herzegovina - Morocco



GUIDI COSTRUZIONI S.R.L.

Localita' Pisciole

71024 Candela (FG), Italy

www.guidicostruzioni.it

Company profile:

Guidi Costruzioni Srl is a contracting company that has been working for the last twenty years in the construction of civil, industrial, hydraulic works, and roads, on account of Public and Private Customers.

Guidi Costruzioni Srl incorporated on 1975 in Bologna for works to be performed in northern Italy, afterwards transferred its operating center in southern Italy, precisely in Foggia, from where it has developed and intense activity, mostly aimed to the realization of road infrastructures.

Guidi Costruzioni Srl, owns a considerable number of operating vehicles enabling it to operate with a wide range of autonomy and specialization, without being bound to others for the execution of works and handmade articles with an high technical level.

ITALFERR S.p.A

Via V.G. Galati, 71

00155 Roma (RM), Italy

www.italferr.it

Company profile:

Italferr is the consulting engineering company of the **Italian State Railways** (FS-Ferrovie dello Stato Italiane Group) founded in Rome in 1984. The company's share capital amounts to € 14.2 million. Italferr has an average annual turnover of € 153 million, and has supervised and managed projects and investments for a total value of € 77 billion.

Italferr plays a strategic role in the upgrade and development of the Italian railway system. The company is in charge of engineering, management and works supervision of major infrastructure and technology works financed by FS investment plans, involving the principal lines and urban junctions of the national network.

Italferr has been invested by FS with the responsibility for the development of the Italian **high-speed/high capacity railway system**, a € 38 billion project which will link Turin with Venice, Milan with Naples and Salerno and Genoa with Milan for a total of around 1,300 km of railway lines, designed in accordance with cutting-edge technological standards (speeds of up to 300 km/h).

Furthermore Italferr is involved in **upgrading works of conventional railway lines** in Italy, including the application of modern technological systems to existing lines, doubling of tracks, upgrading of local and regional lines, renovation of stations, electrification of specific sections of network, etc.

Italferr is active in conventional and high speed railway lines, metropolitan transit and other transportation systems and provides a complete package of services (System Engineering) that covers all the client's needs - **from preliminary studies and design, to works supervision and start-up.**

The complete range of services includes: transport master plans; feasibility studies; conceptual design; environmental impact appraisal; preliminary and detailed designs; cost estimates, technical specifications, tender documents; preparation and evaluation of tenders; project management; supervision of works, testing, inspection, start-up assistance; procurement services, training and technology transfer.

Finally must be highlighted the experience acquired and consolidated engineering systems integrators, coordination of different design teams, design in BIM environment with already established experience in several contracts.

The experience acquired by Italferr in Italy has enhanced its success on international markets. International and Regional financing bodies (World Bank, EBRD, EU, ADB), Governments and private Clients have awarded the Company projects all over the world, in **more than 50 countries.**

Italferr permanent staff of about 1.250 qualified personnel includes railway engineers, architects, economists and technicians



MAEG COSTRUZIONI S.p.A.

Via Toniolo, 40

31028 Vazzola (TV), Italy

www.maegspa.com

Company profile:

Maeg Costruzioni Spa, is an international player in the construction sector, both as General Contractor and steel specialist. Founded in 1989 by Alfeo Ortolan and Marilena Carlet in Vazzola (TV), it was born to satisfy the growing demand for medium-heavy steel structures. By mixing experience and expertise, Maeg offers a complete service along the design, production and erection of bridges, viaducts, civil and industrial buildings. Maeg's strength is the capacity to mix the general management overview along with the practical steel-specialization. It allows an optimization of the different activities reducing time and costs, offering a turkey solution.

With more than 25 years of experience, Maeg is able to adapt to each project characteristics, so to devise tailor-made and innovative engineering solutions. An expert workforce and latest machineries concretely transform the design into substance, improving year after year the overall production capacity. With five workshops, that cover a total surface of 12.560 square meters, Maeg's production capacity is approximately 65.000 tons/year. The company employs 847 people, both directly and indirectly.

Currently, Maeg is present in more than twenty different countries in the world. Maeg realizations such as bridges, viaducts, hotels, airports, residential buildings, hospitals, offices, malls, congress centers, energy plants, industrial facilities, coverings and cranes are widespread in the world and integrated with the environment.

Noteworthy projects: *Al Wakrah Stadium*, Doha, Qatar (ongoing); *Domes of Place Vendome*, Lusail, Qatar (ongoing); *Footbridges Dubai Water Canal*, Dubai, UAE; *Muhammad Baqir Al-Sadr Bridge*, Basra, Iraq; *International Conference Centre*, Algeri, Algeria; *UCC Cinema Mall of Qatar*, Doha, Qatar; *Corinthia Hotel*, Khartoum, Sudan; *Office Buildings*, Kazan, Russia; *Roma Termini Station*, Rome, Italy; *Aciliu Viaduct*, Aciliu, Romania; *Estaida de Curitiba*, Curitiba, Brasil; *Arco del Bicentenario*, Bogotá, Colombia; *Puente Guayllabamba*, Quito, Ecuador.



**OPERE
GEOTECNICHE S.N.C.**

OPERE GEOTECNICHE SNC

Via San Geniliano sn

09023 Monastir (CA), Italy

www.operegeotecniche.it

Company profile:

The OPERE GEOTECNICHE SNC is a leading company in the field of drilling, special foundations and environmental rehabilitation. The management and the company policy has always chosen investment both in human resources and in more modern and innovative drilling equipment, which led to 'a professional company that sets it apart.

It has a workforce structured to support the site and the multiplicity of processes are the result of the work done in over 20 years in business, never give up to face the new challenges that have arisen.

OPERE GEOTECNICHE has considerable expertise in the following processes:

SMALL DIAMETER

Micropiles Ø 90-300 mm, Anchors – Soil Nails

Drains Vertical / horizontal Ø 90 - 260

LARGE DIAMETER

Continuous flight auger piles (CFA system) Ø 300-1000 mm,

Bored piles Ø 500 - 1500 mm

Constipated Piles Ø 520 mm

Intubated Piles

RETAINING STRUCTURES

Larssen steel sheet piles type

Slurry Walls , Plastic Slurry Walls

Soil Nails , Spritz Beton

JET GROUTING

Jet Grouting Mono-bi-tri-fluid (Ø 400/1500 mm)

DRAINS

Vertical drains Tape , Horizontal drains , Vibro Stone Columns

DRAINS

Self-drilling, anchors and Swellex

Injections of low / high pressure due to clogging

Forepolings , Vtr (Consolidations in Fiberglass) and Drains, Jet Grouting

SOIL INVESTIGATION/ ENVIRONMENTAL REMEDIATION

Geological surveys and Environmental

Pumping wells and piezometers

Environmental Remediation

HORIZONTAL DRILLING

Auger Boring Ø 300 - 2000 mm

Auger Boring in hard rock (with rotary and percussion drilling technique) Ø 500/600 mm

Directional Drilling Ø 90 - 500 mm



SACE S.p.A.

Piazza Poli, 37/42

00187 Roma (RM), Italy

www.sace.it

www.simest.it

Company profile:

SACE and **SIMEST** together constitute the Italian Export and Internationalization Hub of the CDP Group.

SACE, 100% controlled by Cassa depositi e prestiti, offers export credit, credit insurance, foreign investment protection, financial guarantees, bonding and factoring services.

With € 87 billion in insured transactions in 198 countries, SACE supports the competitiveness of companies in Italy and abroad, ensuring more stable cash flows and transforming companies' default risks into development opportunities.

SIMEST, 76% controlled by SACE and partecipata da leading Italian banks and industry associations, supports Italian companies in all phases of their development abroad, providing soft loans to support internationalization, granting interest rate subsidies and acquiring equity interests.

S.A.M. S.p.A.

Via del Lavoro, 1 – Frazione Roreto

12062 Cherasco (CN), Italy

www.samstrade.it

Company profile:

S.A.M. SpA started up in 1952 working in the road-building sector. Over the years, besides road paving, the activity has expanded in the production of asphalt conglomerates, concrete and aggregates and in quarries exploitation.

SAM SpA main activities are:

- construction and maintenance works on roads and motorways
- production of asphalt conglomerates
- production of coloured asphalts
- urban infrastructures in civil and industrial projects
- special road surfaces and runways
- recycling of construction materials
- water works
- environmental reclamation
- construction in reinforced concrete
- demolition
- excavation and earthworks

SAM SpA, based in 12051 Alba (CN) is a regional company and operates in North-Western Italy. Among its principal clients are: ANAS (National Agency for road building and maintenance), Local Public Districts, Motorways E717 and E80, Cuneo Airport, FIAT Spa, Ferrero Spa.



S.E.A. S.p.A.

Aeroporto Milano Linate, Localita' Segrate

20090 Milano (MI), Italy

www.seamilano.eu

Company profile:

SEA (Societa' Esercizi Aeroportuali) is the group responsible for managing Milan Malpensa and Milan Linate airports.

It is one of the ten biggest airport operators in Europe for goods and passenger traffic, while it is the second biggest in Italy for the number of passengers handled and the biggest in the country for goods transported.

The airports are situated in the area of Europe registering greatest economic development - the geographic area stretching from Milan to London and including urban areas with the world's highest population, industrialization and income generation concentrations.

SEA aims to be one of the world's leading airport operators, with the most efficient and advanced levels of service for passengers and goods.



SEDIR – DEBAR

Via Dante 4

71042 Cerignola (FG), Italy

www.sedirsrl.com www.debar.it

Company profile:

The group operates a branched activity in the various fields of civil works on the Italian market for over 25 years. The group is specialized in the realization and maintenance of civil infrastructure, airports, hospital and health facilities, construction of buildings with high artistic and architectural value, in the restoration and preservation of buildings subject to architectural constraint, in the construction of residential buildings with high energy efficiency.

The mission of the group is to optimally meet the needs of its customers through proactive management and continuous research and improvement of technological and organizational innovation. Competence, fairness, reliability, application of strict standards for quality, full compliance with environmental standards and sharing of technological know-how have always been our principles and have allowed us to become a point of reference for the construction industry and restoration of buildings.

Our group has always worked for the improvement of the quality standards of living. We think that a good quality of life is a premise for an happy and productive society.
We change space. We build the future. We design ways of life.



SPADA COSTRUZIONI SRL

Via Muzza Spadetta 49/51
40053 Valsamoggia (BO), Italy
www.spadacostruzioni.com

Company profile:

The company, born in 1987, works chiefly on:

- Building Construction
- Road Works, Earth-moving works, watterworks and Sewage Systems
- Caulking Works
- Monuments Restauration
- Archaeological Excavation
- Installation, Transformation, Enlargement and Maintenance of civil and industrial electrical systems; (the company is qualified for the letters a), b), c), d), e), f) and g) of the Italian law Legge 46/90 ora D.M. 37/2008)
- Broadcasting and Electronic Systems, Antennas and Atmospheric Discharge Security, Objects and People Lifting, Fire Systems.

Certifications

The Company works mainly in the public works trade since 2006, and it owns the SOA Certification for OG1 (building construction), OG3 (road works) and OG11 (plant design works) categories and is certificated in compliance with the regulation ISO 9001:2008 (Business Quality System).

It pointed chiefly to Emilia Romagna during the last years and it is now realizing several works for local governments.



TECHNICONCONSULT FIRENZE S.p.A.

Via Carlo del Greco, 25/A

50141 Firenze (FI), Italy

www.tcfirenze.com

Company profile:

Techniconsult Firenze is Engineering company based in Florence with more than 30 years in any kind of *engineering pharma application*, providing **integrated design services** since the Feasibility Study, through the Conceptual, Preliminary and Basic Design up to the final step of the Detail Design.

In particular **Techniconsult** has acquired a strong know-how in pharmaceutical and are now highly specialized in the pharma process, facilities & utilities design and in supplying "**turnkey**" **projects**.

Techniconsult can supply Specific design tools such as *3D Design software* (<http://www.tcfirenze.com/en/main-solutions/bim/>) and *CFD* (Computational Fluid Dynamics - <http://www.tcfirenze.com/en/main-solutions/cfd/>) are routinely used to fulfil the project needs and create a final product of high quality and efficiency.

Techniconsult has been developing projects to companies and multinational corporations worldwide (<http://www.tcfirenze.com/en/projects-list/>)

Techniconsult can really give **added value** to project due to the **great experience** over time in any pharma process, good knowledge of pharma areas layout, correct identification of material and personnel flows and needed compliance with cGMP and FDA standards.

We would like to invite you to visit TECHNICONCONSULT website <http://www.tcfirenze.com/en/>

as well as to view two presentations on TECHNICONCONSULT YouTube channel

<https://www.youtube.com/watch?v=lmV6Ba34nrA>



VITALI S.p.A.

Via Lombardia 2/A

20068 Peschiera Borromeo (MI), Italy

www.vitalispa.it

Company profile:

Founded in 1989, Vitali Spa is a company active in the real estate sector, specializing in three principal business areas: real estate development, infrastructure and demolitions.

Vitali Spa heads a diversified and innovative Group which is a leader in its benchmark market because of its ability to cover the entire range of the sector (from acquisitions and improvements in urban areas to planning, construction and real estate management), because of its high technological profile and because of its firm commitment to ecological building; carrying out projects which reduce environmental impact and increase recovery of secondary raw materials. In confirmation of the environmental quality ensured by the work of the Vitali Group, we mention the LEED certification, the prestigious recognition offered by the US GBC which takes into account the various indicators of environmental sustainability.

The Group Vitali due to increase in staff and investments made in recent years, has from now signed orders that will ensure growth and margins in the double digits. Vitali also has a real estate investment portfolio, medium and long term, in Italy and abroad of EUR 500 million. The strength of the Group is confirmed by a portfolio of more than 150 million, which will allow to consolidate the role leadership at the national level, but also a substantial geographical diversification internationally.

Group businesses

Thanks to the experience gained in the sector and the continuity of corporate management, backed up by a tradition over three generations, Vitali is able to offer personalized support to the specific requirements of the customer. The Group adopts an approach which goes from drawing up the project to turnkey delivery, operating in three main business areas: real estate development, infrastructure, demolition. To these can be added engineering and production, which have a strategic and transversal value.

EBRD u Bosni i Hercegovini

July 2017



European Bank
for Reconstruction and Development

Šta je EBRD?

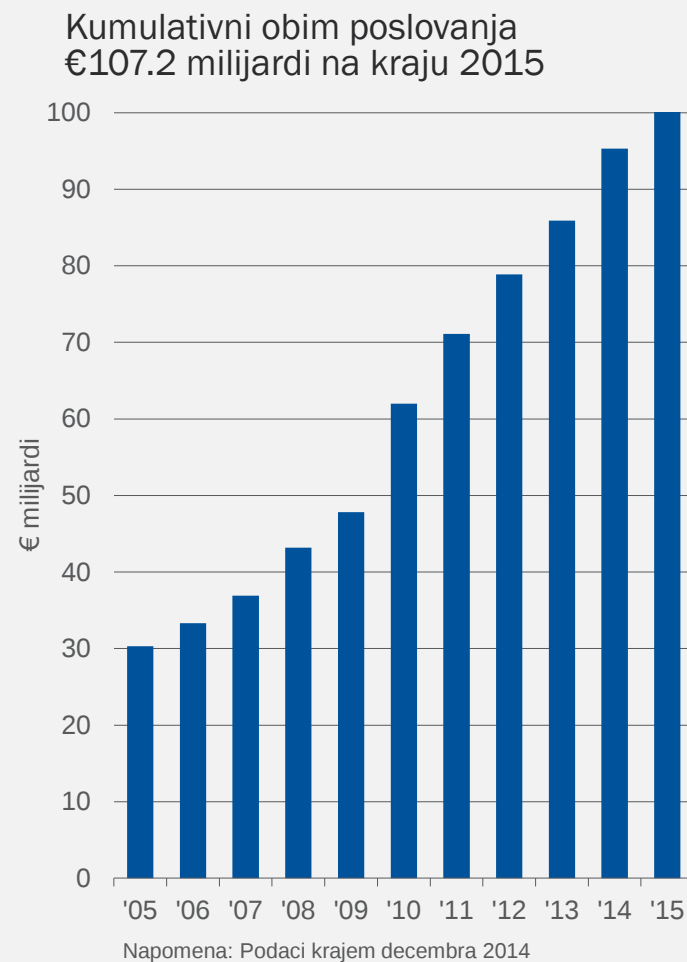
EBRD ulaže u promjene života ljudi i okoline u **više od 30 država** koje obuhvataju prostor od centralne Evrope do centralne Azije, Zapadnog Balkana, južnog i istočnog Mediterana, te u novije vrijeme Kipra i Grčke.

Uz naglasak na zajedničkom radu sa **privatnim sektorom**, mi **ulažemo u projekte**, vodimo **dijaloge o politikama** i pružamo **tehničku pomoć** koja pospješuje inovacije i izgradnju održivih i tržišno orijentiranih ekonomija.

U vlasništvu 67* država i dvije međunarodne institucije (EU i EIB)

Kapitalna baza **€30 milijardi**

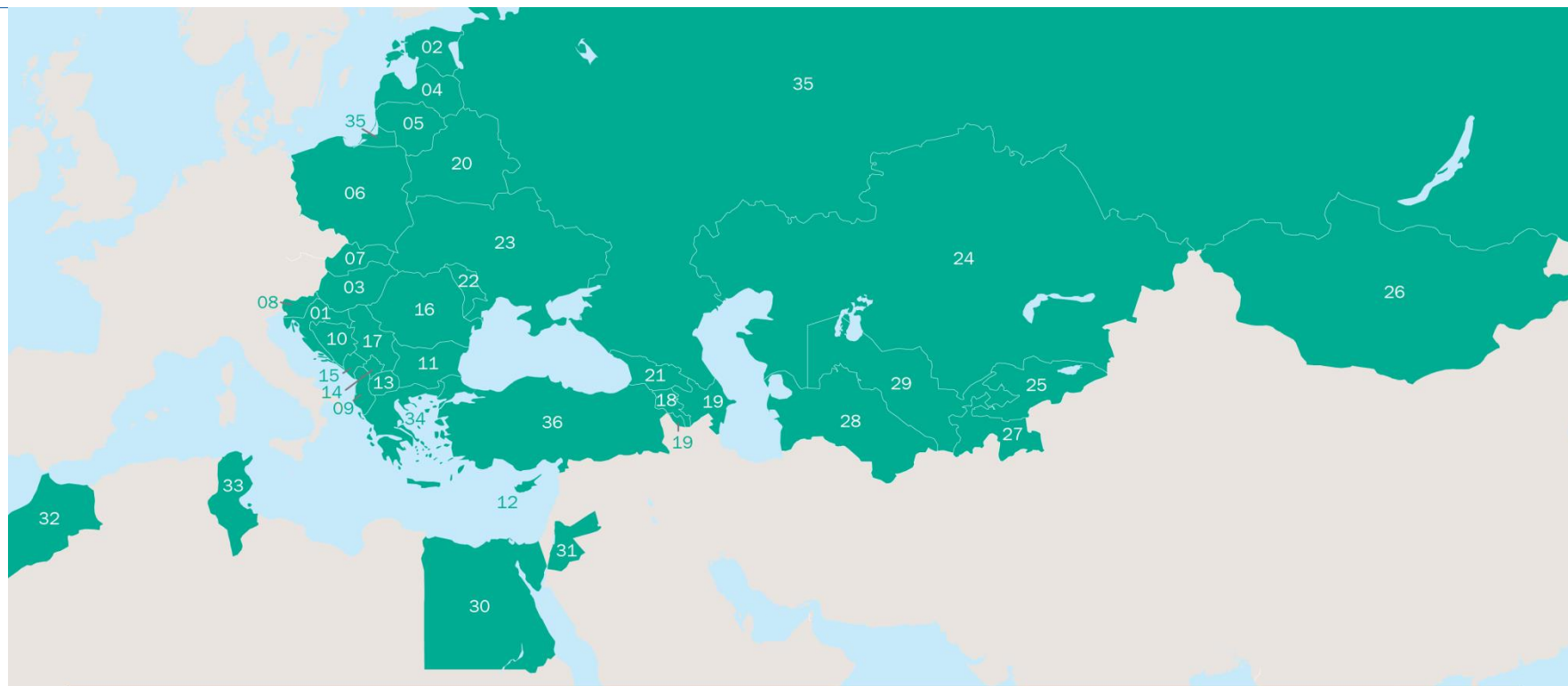
*Libija tek treba da postane punopravno ratificirana zemlja članica EBRD-a



Gdje investiramo



European Bank
for Reconstruction and Development



WHERE WE INVEST

Central Europe and the Baltic states

- 01 Croatia
- 02 Estonia
- 03 Hungary
- 04 Latvia
- 05 Lithuania
- 06 Poland
- 07 Slovak Republic
- 08 Slovenia

South-eastern Europe

- 09 Albania
- 10 Bosnia and Herzegovina
- 11 Bulgaria
- 12 Cyprus
- 13 FYR Macedonia
- 14 Kosovo
- 15 Montenegro
- 16 Romania
- 17 Serbia

Eastern Europe and the Caucasus

- 18 Armenia
- 19 Azerbaijan
- 20 Belarus
- 21 Georgia
- 22 Moldova
- 23 Ukraine

Central Asia

- 24 Kazakhstan
- 25 Kyrgyz Republic
- 26 Mongolia
- 27 Tajikistan
- 28 Turkmenistan
- 29 Uzbekistan

Southern and eastern Mediterranean

- 30 Egypt
- 31 Jordan
- 32 Morocco
- 33 Tunisia

34 Greece

- 35 Russia
- 36 Turkey

EBRD je veliki investitor u BiH

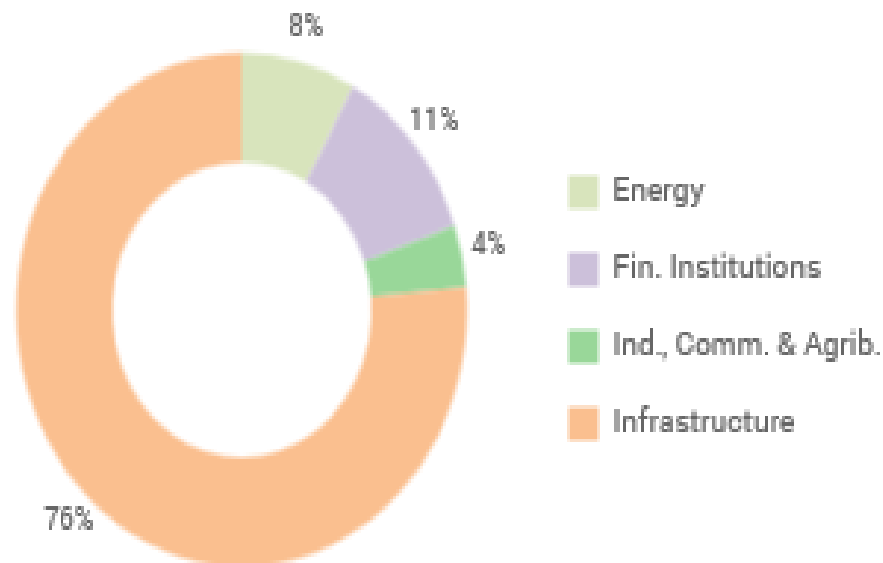
EBRD angažman u BiH od augusta 1996:

- EBRD je potpisala 140 projekta sa ukupnim ulaganjima od EUR 2.0 milijardi.
- Mobilizirala sufinansiranje u iznosu od EUR 2.2 milijarde.

U 2016:

- Investirali smo skoro EUR 200 miliona u 16 projekata.
- Isplatili skoro EUR 100 miliona
- U 2017 očekujemo sličan nivo ulaganja

Portfolio Composition



Državni zajam/ zajam sa državnom garancijom:

- Maksimalno 15 godina uključujući grejs period; marža 1%
- Tehnička pomoć za pripremu + potencijalni Investicijski grantovi

Pod-državni:

- Davanje zajma Entitetu, Kantonu, Općini ili preduzećima uz garanciju Entiteta, Kantona, Općine
- Komercijalni uvjeti (moguće duže trajanje zajma u odnosu na tržište)
- Tehnička pomoć za pripremu + potencijalni Investicijski grantovi

Komercijalni:

- Zajmovi bez obezbjeđenja javnim preduzećima
- Komercijalni uvjeti (moguće duže trajanje zajma u odnosu na tržište)

Projektni kriteriji za učestvovanje EBRD-a

- Projekt se izvodi u jednoj od država u kojima EBRD djeluje
- Investicije imaju koristan uticaj na lokalnu privredu
- Ne “potiskujemo” privatni novac (Dodatna vrijednost)
- Projekt je ekonomski opravdano - nema “soft kredita”
- Glavni dioničar ulaže značajna sredstva prije EBRD-a
- EBRD teško može direktno financirati male projekte (<€5m za EBRD) ali ima na raspolaganju specijalne programe (financijski proizvodi za mikro, mala i srednja preduzeća)
- U određenom periodu se mora postići usklađenost sa okolinskim standardima EU



EBRD u sektoru komunalne infrastrukture u BiH od 2006 god

Završeni projekti:

- Kanalizacija Bijeljina (ukupna vrijednost projekta €20 miliona, EBRD zajam €12 miliona)
- Prijedor daljinsko grijanje (ukupna vrijednost projekta €9 miliona, EBRD zajam €7 miliona)

Projekti u implementaciji:

- Vodovod Čapljina (ukupna vrijednost projekta €14 miliona, EBRD zajam €5 miliona)
- Kanalizacija Cazin (ukupna vrijednost projekta €15 miliona, EBRD zajam €5 miliona)
- Vodovod Gradačac (ukupna vrijednost projekta €9 miliona, EBRD zajam €6 miliona)
- Regionalni vodovod Plava voda (ukupna vrijednost projekta €33 miliona, EBRD zajam €11 miliona)
- Vodovod Visoko (ukupna vrijednost projekta €6 miliona, EBRD zajam € 4.5 miliona)
- Sarajevo vodovod (EBRD zajam €25 miliona)

Projekti u pripremi:

- Banja Luka daljinsko grijanje
- Brčko vodovod i kanalizacija
- Zivinice regionalna deponija

EBRD u sektoru transportne infrastrukture u BiH od 2006 god

Završeni projekti:

- Regionaalni program razvoja cesta (EBRD zajam €70 miliona)
- Regionalni projekt željeznica u BiH (EBRD zajam €70 miliona)
- Projekt upravljanje zračnim prostorom (EBRD zajam €17 miliona)
- Projekt rehabilitacije puteva u BiH (EBRD zajam €75 miliona)
- Corridor Vc (EBRD zajam €205 miliona)
- Petlja Mahovljani (EBRD zajam €21 milion)
- Banja Luka – Doboj autoput (Doboj-Prnjavor) (EBRD zajam €185 miliona)

Projekti u implementaciji:

- Obilaznica Brcko (EBRD zajam €28.5 miliona)
- Rekonstrukcija cesta od poplava u FBiH (EBRD zajam €65 miliona)
- Luka Brcko (EBRD zajam €10 miliona)
- BH Corridor Vc 2 – produzetak (EBRD zajam €76 milion)

Projekti u pripremi:

- Corridor Vc u FBiH i RS

EBRD u sektoru energetike i prirodnih resursa u BiH od 2006 god

Završeni projekti:

- Rekonstrukcija distribucije (EBRD zajam €55 miliona)
- NOS i Elektroprenos projet (EBRD zajam €15.9 miliona)
- Gasifikacija Srednjobosanskog Kantona (EBRD €17.0 miliona)

Projekti u implementaciji:

- EPBiH HPPs (EBRD zajam €35 miliona)
- Elektrokrajina distribucija (EBRD zajam €15 miliona)
- NOS SCADA upgrade (EBRD zajam € 8.5 miliona)

Projekti u pripremi:

- Elektro Bijeljina distribucija
- Elektroprenos BiH

Za sve dodatne informacije možete se obratiti:

Ian Brown

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United Kingdom
www.ebrd.com



Konferencija: ITALY & BOSNIA AND HERZEGOVINA – BUILDING TOGETHER
Sarajevo 6. juli 2017.godine

**Organizatori: ICE Sarajevo – Agencija za promociju u inostranstvu i internacionalizaciju
italijanskih preduzeća u saradnji sa Ambasadom R. Italije i Italijanskim udruženjem
građevinskih firmi ANCE**

Aktuelni projekti na Međunarodnom aerodromu Tuzla

G. Dubrave, juli 2017. godine

Sadržaj

- Istorijat Međunarodnog aerodroma Tuzla
- Resursi Međunarodnog aerodroma Tuzla

- Aktuelni infrastrukturni projekti na aerodromu Tuzla
 - Projekat unapređenja prilazne rasvjete na CAT-I
 - Projekat rekonstrukcije i dogradnje putničkog terminala
 - Projekat izgradnje carinskog skladišta za avionsko gorivo
 - Projekat izgradnje hladnjače montažno demontažnog tipa
 - Projekat izgradnje objekta za uposlenike UIO i JGP na aerodromu Tuzla

- Razvojni planovi aerodroma
 - Izgradnja parkinga za putničke automobile
 - Izgradnja skladišta za posebne namjene
 - Izgradnja nove zgrade putničkog terminala

Istorijat Međunarodnog aerodroma Tuzla

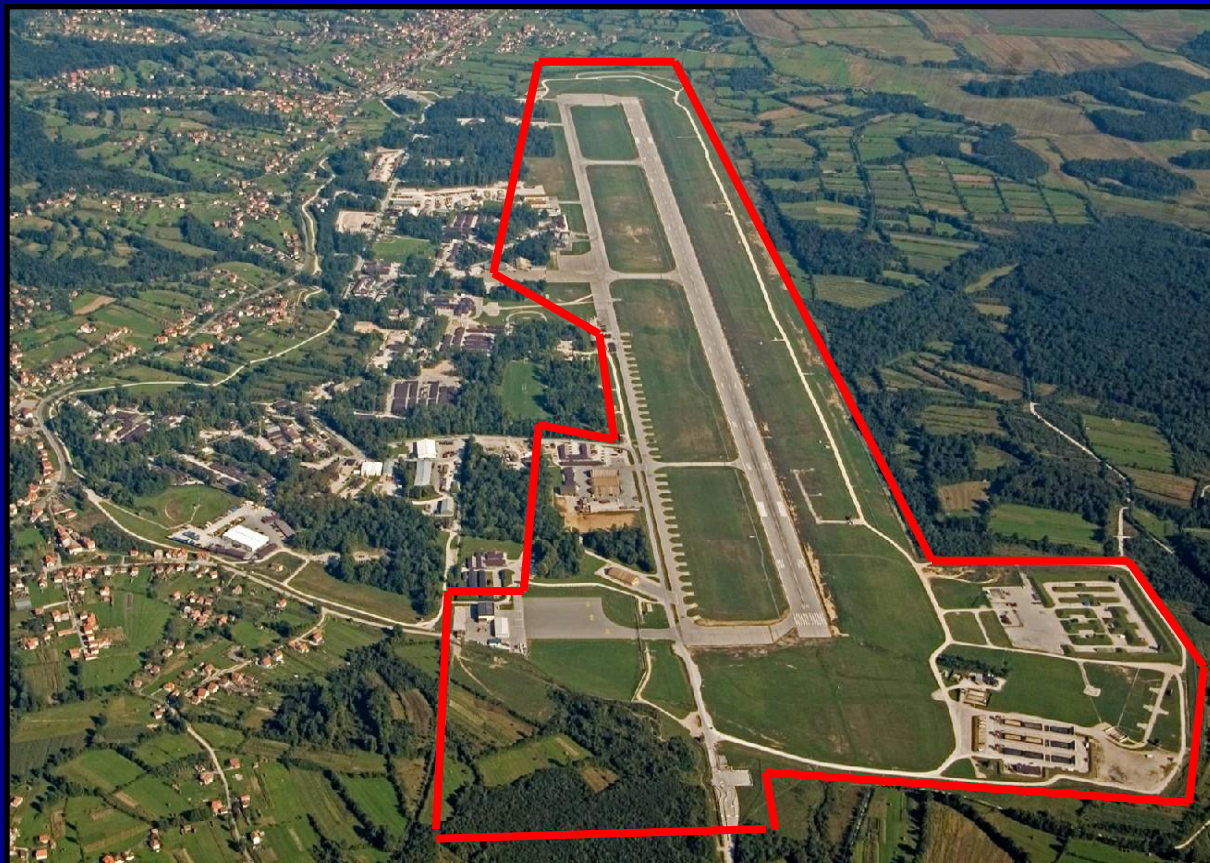
- JP Međunarodni Aerodrom Tuzla osnovano je od strane Skupštine Tuzlansko – Podrinjskog Kantona Zakonom o Osnivanju JP Međunarodni Aerodrom Tuzla – Zračna Luka Dubrave 1998. godine.
- Na osnovu Daytonskog mirovnog sporazuma i Memoranduma o Razumijevanju potpisanog između Vijeća Ministara BiH i mirovnih snaga IFOR – a, iste godine aerodrom je otvoren za civilni zračni promet i služio je kao zajednički vojno / civilni aerodrom.
- U periodu od 10.10.1998 do 01.12.2006 godine, JP Međunarodni Aerodrom Tuzla je tri puta zatvaran za civilni zračni promet od strane međunarodnih vojnih mirovnih snaga koje su zračnu bazu Dubrave prioriteto koristile za vlastite zračne operacije. 01.12.2006 godine međunarodne mirovne vojne snage su u potpunosti napustile zračnu bazu Dubrave.

Istorijat Međunarodnog aerodroma Tuzla

- Nakon odlaska međunarodnih mirovnih vojnih snaga, JP Međunarodni Aerodrom Tuzla je osigurao tehničke uslove za ispunjavanje ICAO (Međunarodna Organizacija za Civilnu Avijaciju) standarda i 05.06.2008. godine stekao privremeni Certifikat za Javnu Upotrebu aerodroma u međunarodnom zračnom prometu u trajanju od godinu dana. Sticanjem ovog Certifikata aerodrom je otvoren za civilni zračni promet.
- Provedbom inspekcijskog nadzora ovlaštenih institucija za civilnu avijaciju BiH, 05.06.2009. JP Međunarodni Aerodrom Tuzla je stekao Certifikat za javnu upotrebu u međunarodnom zračnom prometu na neograničeni period trajanja.

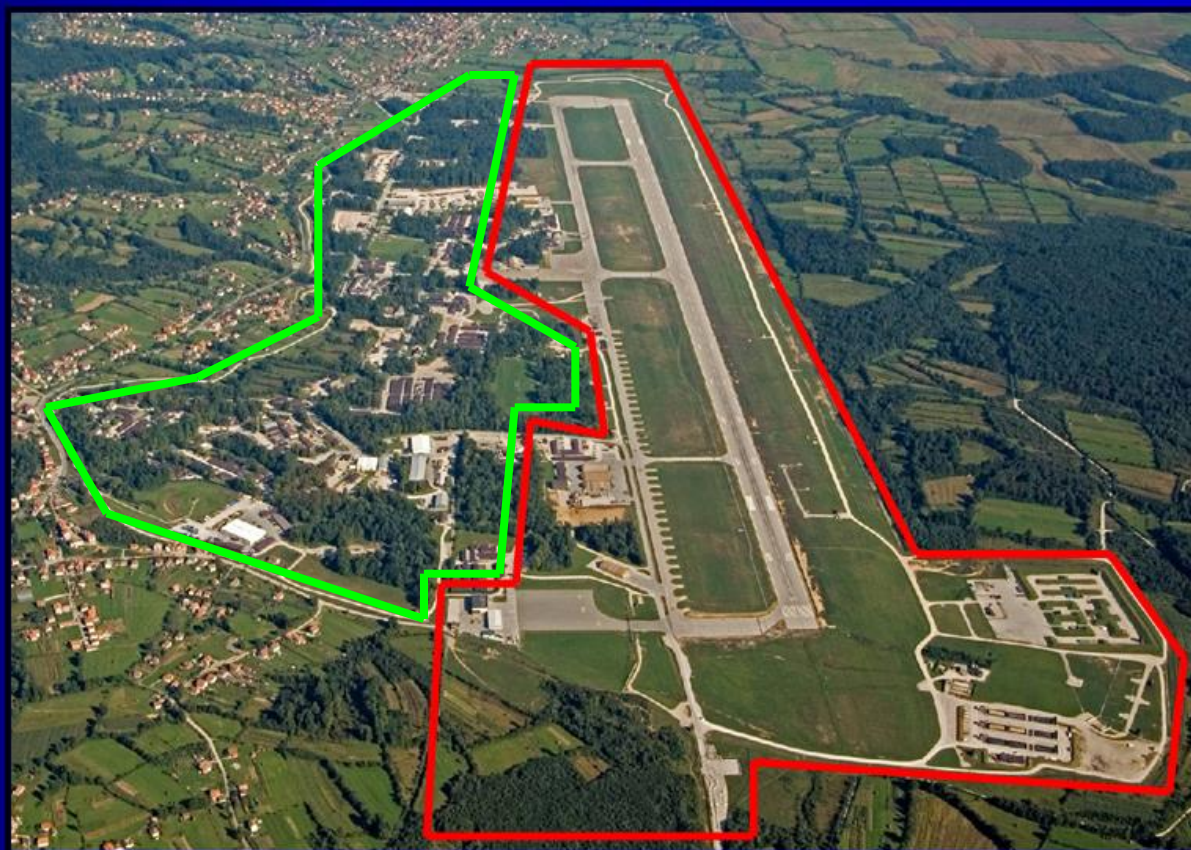
Resursi Međunarodnog aerodroma Tuzla

- MAT trenutno upravlja sa preko 160 ha zemljišta



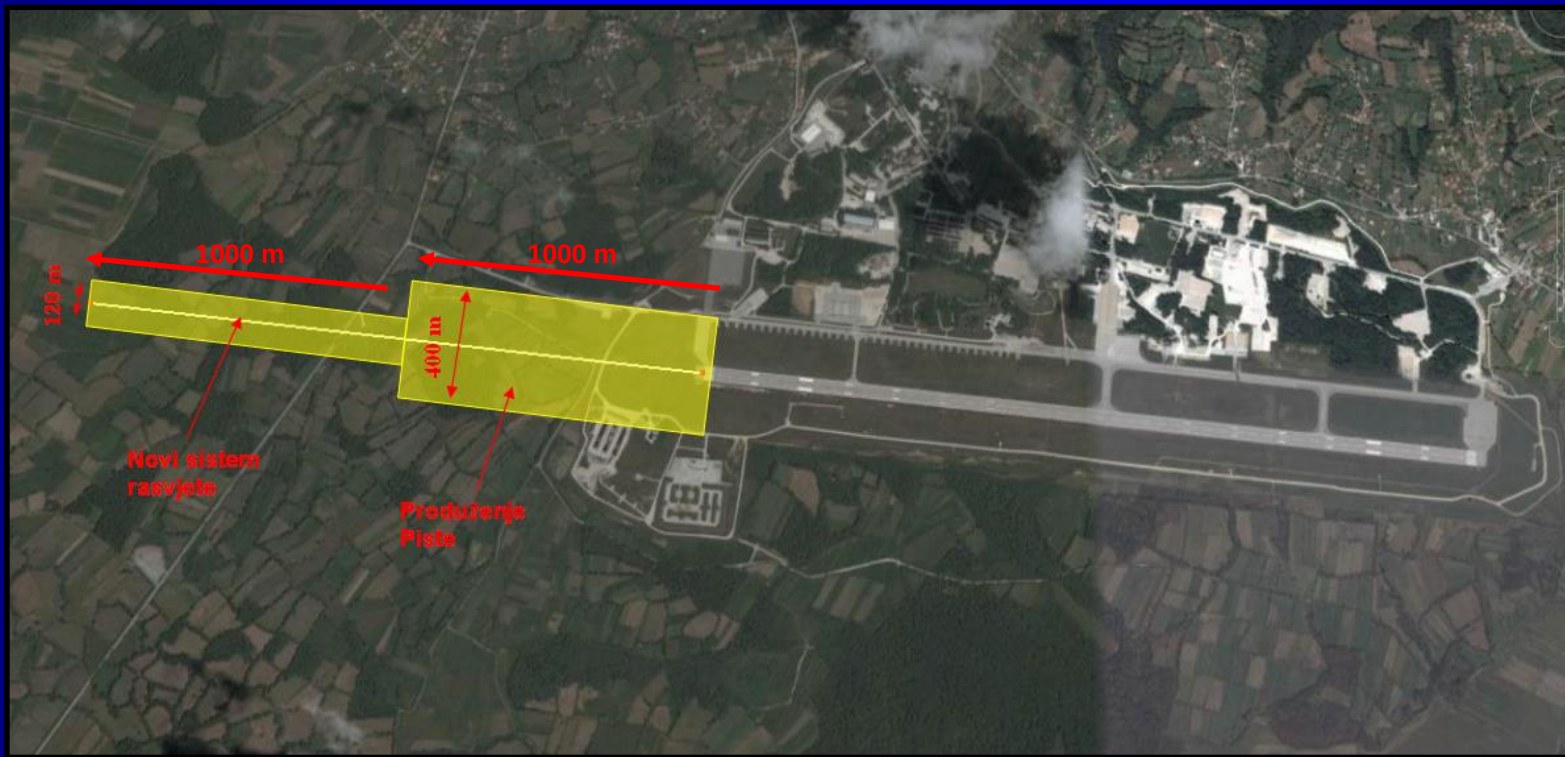
Resursi Međunarodnog aerodroma Tuzla

- Koji su putem sporazuma između MO BiH i JP MAT stavljeni na raspolaganju



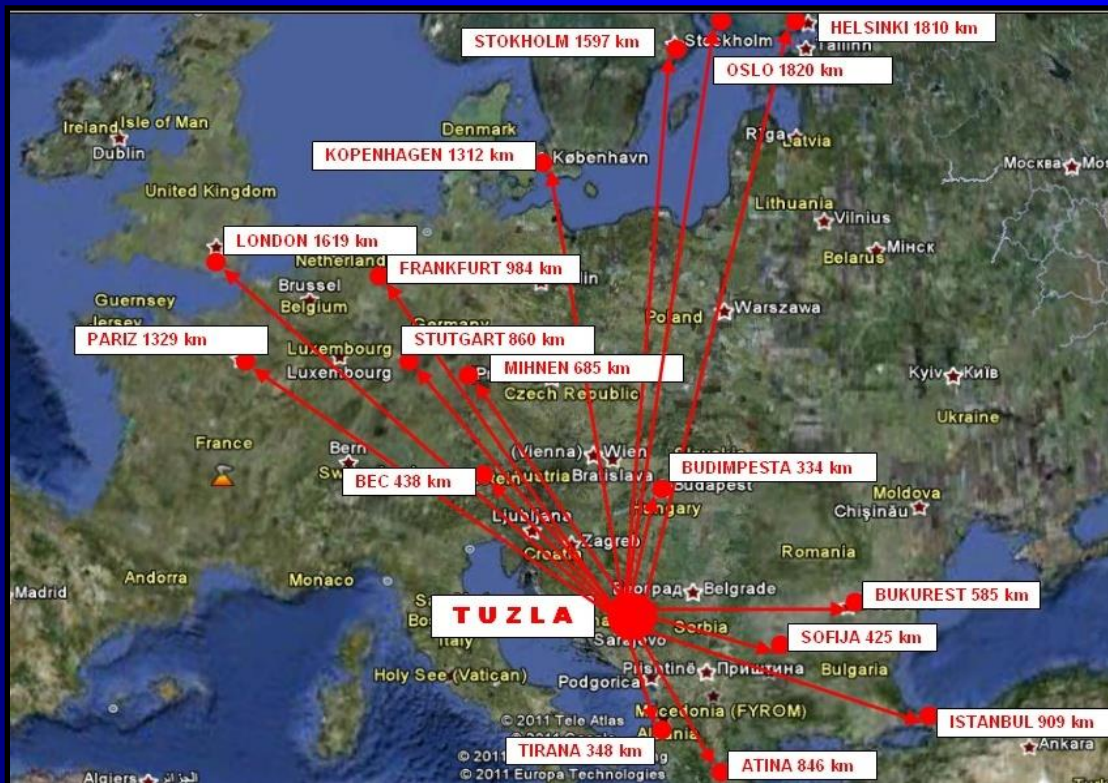
Resursi Međunarodnog aerodroma Tuzla

- Poletno slijetna staza koja prostorno ima mogućnost produženja za dodatnih 1000 metara



Resursi Međunarodnog aerodroma Tuzla

- MAT ima odličnu geografsku poziciju u odnosu na najveće evropske CARGO hubove



Resursi Međunarodnog aerodroma Tuzla

- Posjeduje potrebnu aerodromsku opremu



- Oprema za p/o zrakoplova
- Oprema za p/o CARGA
- Oprema za p/o putnika
- Oprema za održavanja aerodroma
- Spasilačko vatrogasna oprema



Resursi Međunarodnog aerodroma Tuzla

- Raspolaže neophodnim Aerodromskim objektima



PRILAZNA RASVJETA

- projekat u završnoj fazi -

Sistem prilaznih svjetala kategorije, CAT-I

- Postojeći sistem prilaznih svjetala SALS dužine 420 m od praga PSS (*Simple Approach Lighting System – Jednostavni sistem prilaznih svjetala*) bilo je potrebno unaprijediti na sistem preciznih prilaznih svjetala kategorije CAT-I
- Minimum potrebne horizontalne vidljivosti duž PSS potreban za slijetanje bio je 1000 m (RVR=1000 m) zbog tipa prilazne rasvjete u upotrebi – SALS!



Sistem prilaznih svjetala kategorije, CAT-I

- Nakon ugradnje novog preciznog sistema prilaznih svjetala kategorije CAT-I, dužine 900m od praga PSS minimum potrebne horizontalne vidljivosti duž PSS za slijetanja moguće je smanjiti na 550 m.
- Osim smanjenja minimuma ugradnjom novog sistema prilazne rasvjete podići će se nivo pouzdanosti sistema za vizuelnu navigaciju kao i uopšteno sigurnost zračnih operacija noću i u uslovima smanjene vidljivosti (magla, snijeg, kiša itd.)



Sistem prilaznih svjetala kategorije, CAT-I

- **Postojeći sistem prilazne rasvjete SALS:**
Dužina 420m od praga PSS, 24 pojedinačne svjetiljke,
srednji intenzitet rasvjete - 100W, korištene lampe sa žarnom niti



Sistem prilaznih svjetala kategorije, CAT-I

- Novi precizni sistem prilazne rasvjete CAT-I:
Trenutna dužina sistema je 720m od praga PSS a kada se izgradnja u potpunosti završi (nakon rješavnaja IPO u šumskom pojasu) sistem će imati dužinu od 900m sa 166 usmjerenih svjetiljki visokog intenziteta.



Sistem prilaznih svjetala kategorije, CAT-I

- Trenutno je projekat u završnoj fazi radova (s ciljem postavljanja sistema pune dužine od 900m) uslovljen je rješavanjem IPO u šumskom pojasu izvan aerodromskog kompleksa.
- Osim ugradnje novih prilaznih svjetala kroz projekat sanacije i unapređenja postojećeg sistema aerodromske rasvjete urađeno je unapređenje rasvjete krajeva i praga PSS, ugradnja novih ivičnih svjetiljki PSS sa halogenim lampama kao i ugradnja osvijetljenih aerodromskih oznaka za navođenje zrakoplova na zemlji.
- Ugovorena vrijednost kompletnog projekta cca. 1.500.000 KM.
- **NAPOMENA:** Isporučilac aerodromske rasvjetne opreme bila je Italijanska firma OCEM u saradnji sa domaćom firmom koja je ugradila opremu.

PROŠÍRENJE PUTNIČKOG TERMINALA

- projekat u početnoj fazi -

Zbog ekspanzije avio saobraćaja na aerodromu Tuzla prema destinacijama širom Europe, Međunarodni aerodrom Tuzla postavio je sljedeće ciljeve:

- **Rekonstrukciju postojećih objekata:**
 - ✓ **Pristanišne zgrade**
 - ✓ **Tehničkog objekta**
- **Izgradnju novih objekata**
- **Izgradnju dodatnog parking prostora**

Ciljevi projekta...

- Proširenje hola
- Proširenje prostornih kapaciteta u odlascima i dolascima
- Veći broj šaltera za registraciju putnika
- Prateći sadržaji u prizemlju i galeriji (caffe bar, restoran, agencije za iznajmljivanje vozila)
- Sortirnica prtljaga
- Povećanje prostornog kapaciteta za potrebe uprave i administracije
- Izgradnja novog stepeništa i lifta za potrebe aerodromskog osoblja
- Izgradnja novog stepeništa za restoran sa protupožarnom funkcijom
- Proširenje tehničkog objekta

**Sadržaji obuhvaćeni
rekonstrukcijom**

Uporedni pokazatelji postojećih i kapaciteta nakon investiranja

Kapaciteti prihvata i otpreme putnika u vršnom satu	Trenutno	Očekivano
Dolasci	180	400
Odlasci	180	400
Ukupno u vršnom satu	360	800

Pregled korisnih površina objekata		Postojeći sadržaj	Nakon investiranja
Prizemlje	Javni sadržaji	575,90 m ²	1085,00 m ²
	Odlasci putnika	333,50 m ²	513,90 m ²
	Dolasci putnika	166,30 m ²	303,60 m ²
	Sortirnica	165,70 m ²	670,60 m ²
	Tehnički objekat	945,30 m ²	1022,00 m ²
I sprat	Javni sadržaji	202,80 m ²	490,00 m ²
	Službene prostorije	311,80 m ²	738,70 m ²
	Tehnički objekat	90,00 m ²	90,00 m ²
Ukupno korisne površine		2971,30 m ²	4915,00 m ²

**Uporedni pokazatelji
postojećih i kapaciteta
nakon investiranja**

Avio-linije	2016. godina	2017. godina
Tuzla – Dortmund - Tuzla	3	3
Tuzla – Malmo -Tuzla	3	4
Tuzla – Basel (Mulhouse) - Tuzla	2	2
Tuzla - Billund - Tuzla	2	2
Tuzla – Eindhoven – Tuzla	2	3
Tuzla – Frankfurt Hahn – Tuzla	2	2
Tuzla – Berlin – Tuzla	2	2
Tuzla – London – Tuzla	2	2

**Porastom obima putničkog
saobraćaja u 2017.godini
povećane su sedmične frekvencije
letova na postojećim linijama**

Avio-linije		Sedmična frekvencija letova
Tuzla – Memmingen - Tuzla	2	2
Tuzla – Goteborg -Tuzla	2	3
Tuzla – Stockholm Skavsta - Tuzla	-	2
Tuzla - Cologne – Tuzla	-	2
Tuzla – Bratislava – Tuzla	-	3
Tuzla – Nuremberg – Tuzla	-	2
Tuzla – Friedrichshafen – Tuzla	-	2
Tuzla – Vaxjo Smaland – Tuzla	-	2
Ukupan broj letova (sedmično)	22	38

**U martu 2017.godine otpočeli su
i letovi ka novim evropskim
destinacijama**

Godina poslovanja	Ukupan broj putnika na svim letovima
2015.	259.029
2016.	311.398
2017.	Očekivano 500.000 - 600.000

Uporedni pokazatelji postojećih i kapaciteta nakon investiranja

-sa danom 30. jun 2017.godine već je prevezeno 226 800 putnika tako da je aerodrom na putu ka ostvarenju plana za ovu godinu u domenu razvoja putničkog saobraćaja.

Vrijednost investicije koja će poboljšati funkcionalnost aerodroma Tuzla iznosi:

cca. 6.000.000 KM

- Faza I, radovi na air side

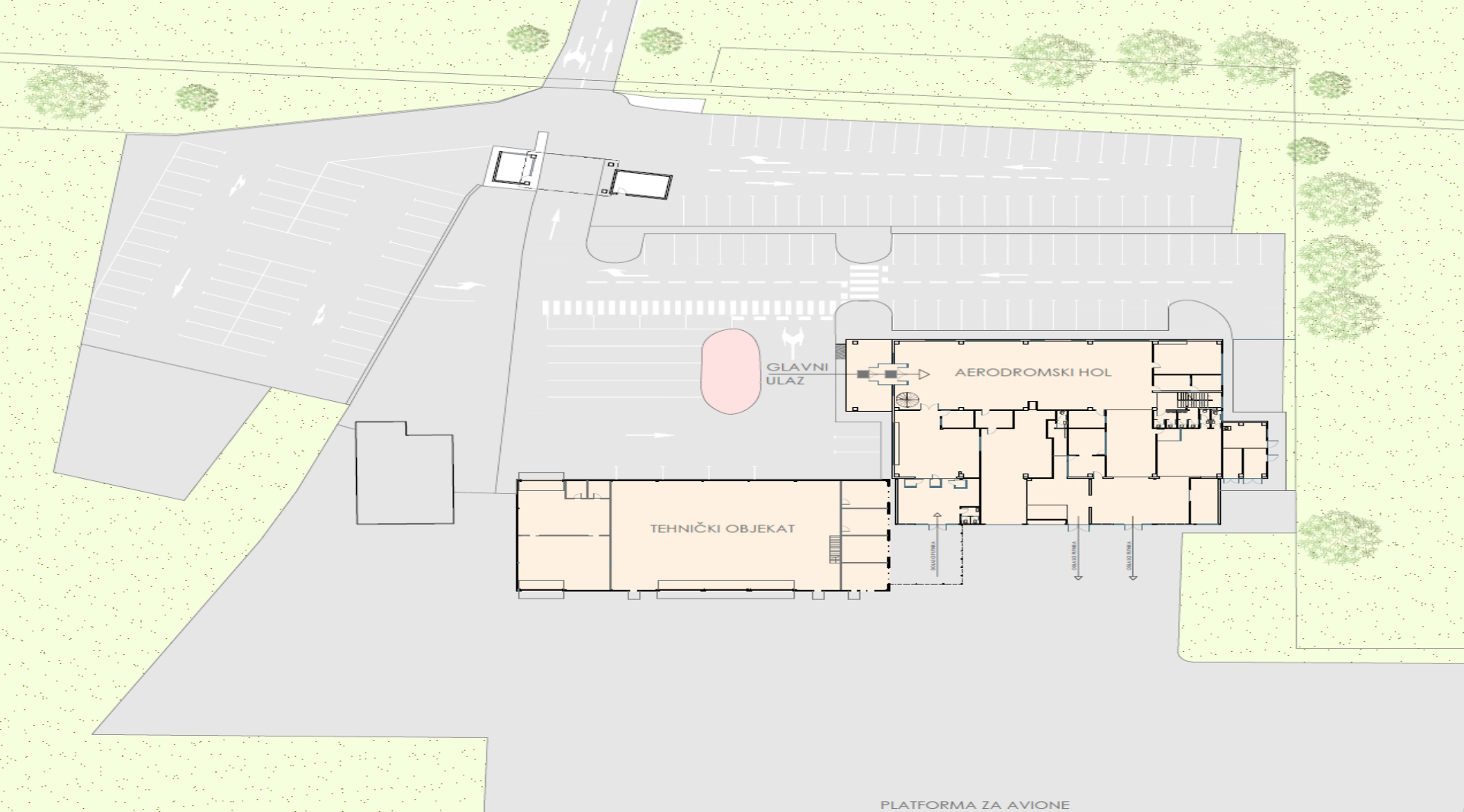
(proces javne nabavke radova u toku, tender se zatvara 11. jula 2017.godine)

- Faza II, radovi na land side

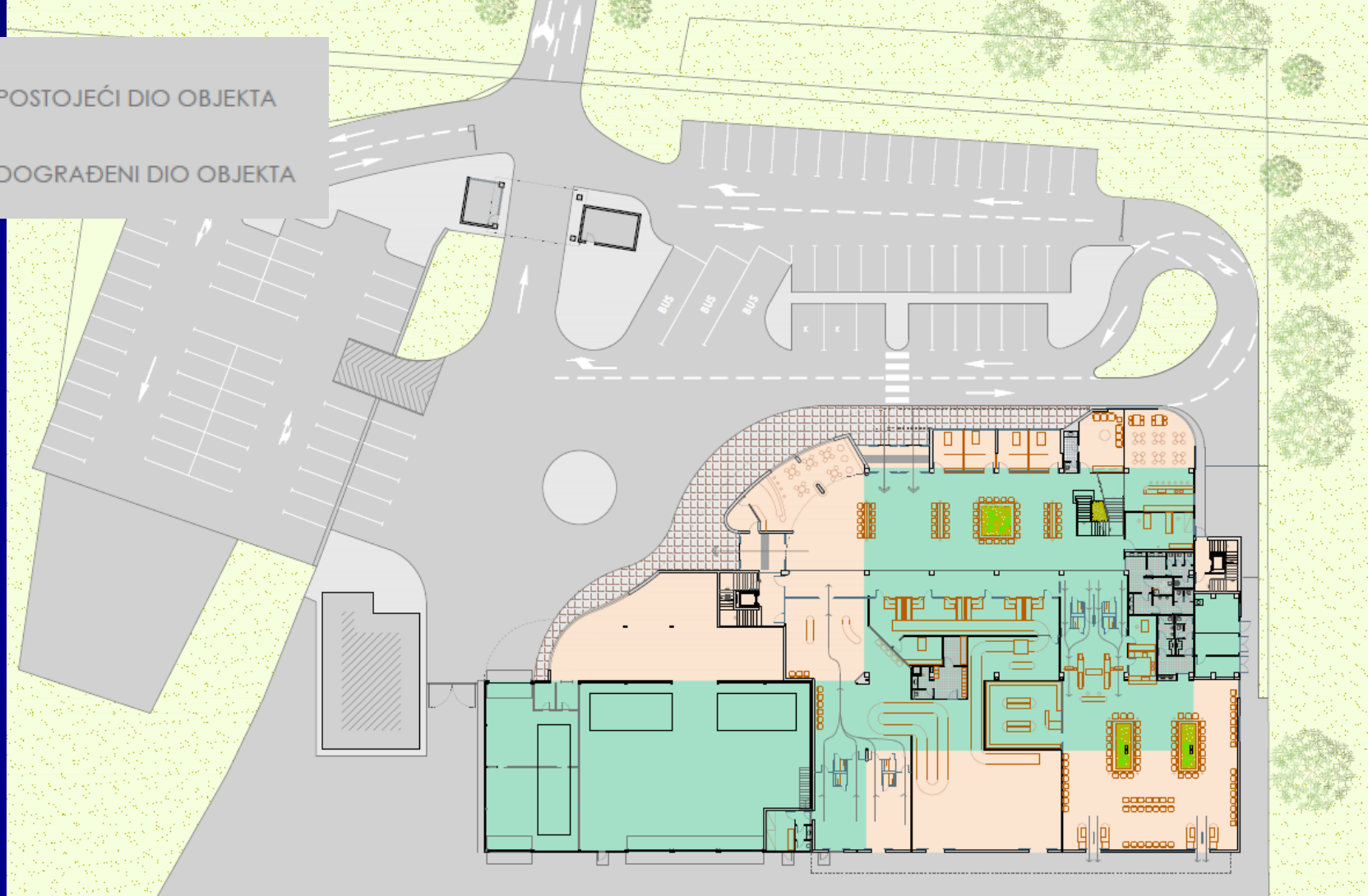
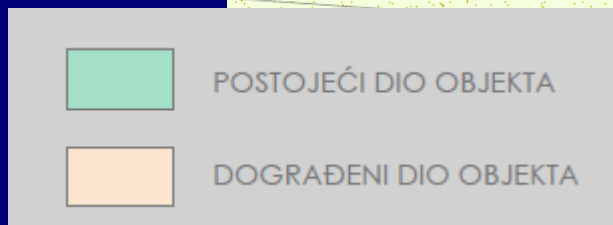
(proces javne nabavke radova u toku, tender se zatvara 9. avgusta 2017.godine)

- građevinski radovi*
- elektro instalaterski radovi*
- mašinske instalacije, KGH*
- prateća oprema i sistemi:*
- video nadzor, ozvučenje, FIDS sistem, BHS sistem i dr.*

Investicija



**Tlocrtni prikaz postojeće
terminalne zgrade**



**Tlocrtni prikaz terminalne
zgrade nakon investiranja**



**Ulaz u putnički terminal aerodroma Tuzla
(sjeverozapadna strana)
Trenutno stanje**

**Ulaz u putnički terminal aerodroma Tuzla
(sjevernozapadna strana)
nakon planirane dogradnje**





Sjeverna strana
Trenutno stanje



**Sjeverna strana
Stanje nakon investiranja**

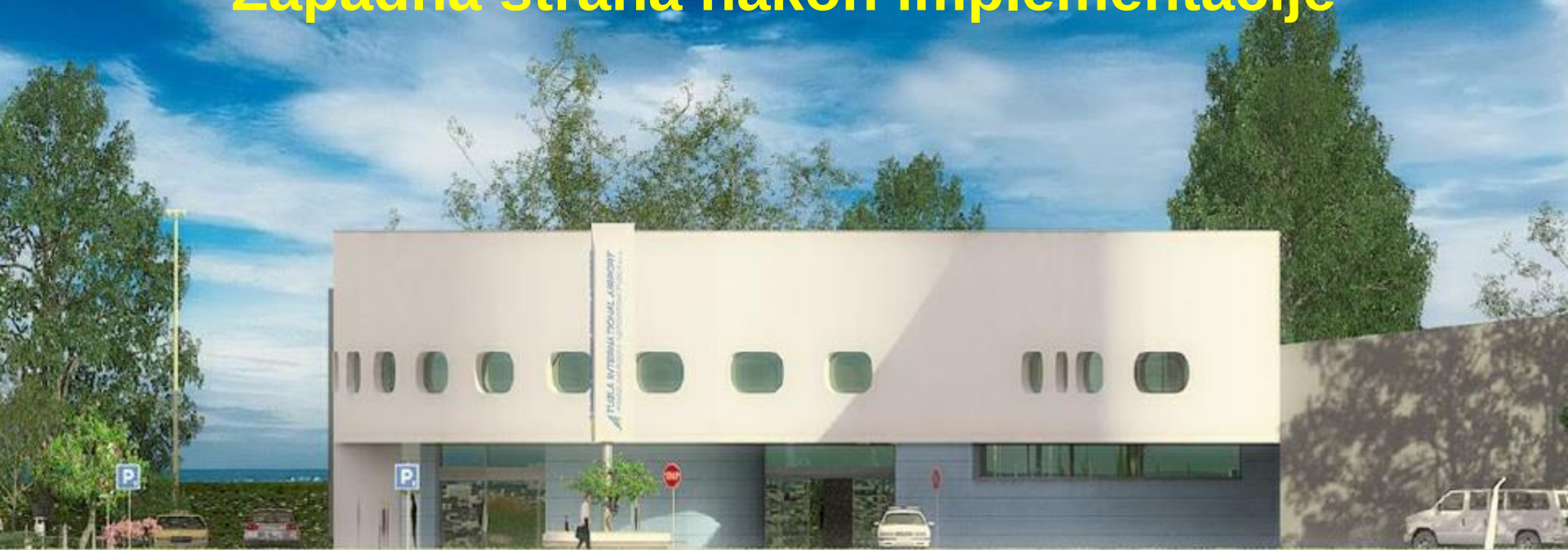


Unutrašnjost terminala-čekaonica



**Unutrašnjost terminala-čekaonica
nakon rekonstrukcije**

Zapadna strana nakon implementacije



Sjeverna strana nakon implemenatacije





CARINSKO SKLADIŠTE AVIONSKEG GORIVA

- projekat u pripremnoj fazi -

Godina poslovanja	Prosjek mjesečne prodaje goriva u kg
2013	25.000
2014	30.000
2015	110.000
2016	375.000
2017	Očekivano 650.000

**Statistički podaci prosječne
prodaje avio goriva**

Aerodromska cisterna za avio gorivo Jet A-1



Tankvana sa betonskom podlogom i konstrukcijom za nadkrivanje rezervoara



Pumpno-filtersko postrojenje



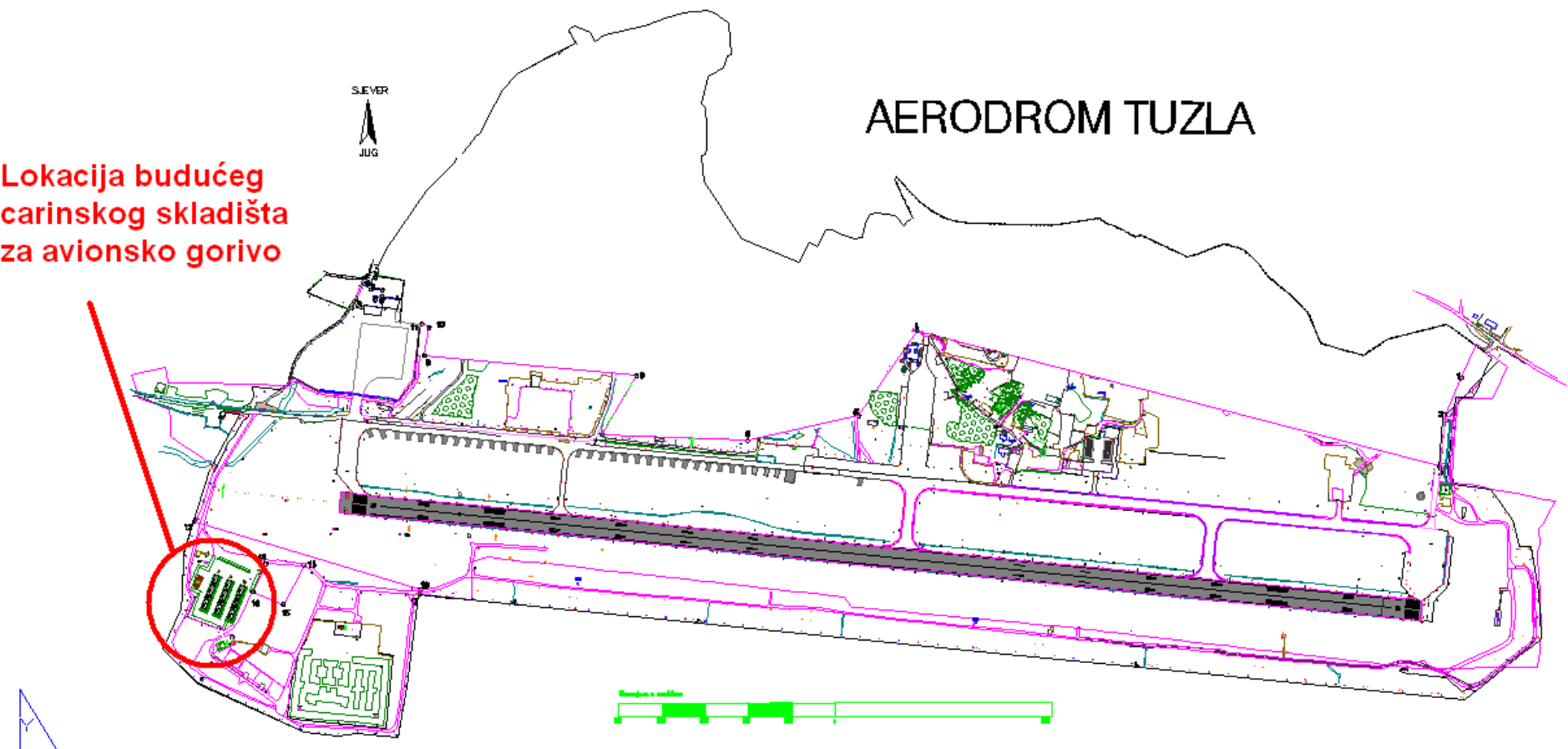
Kolektori – separatori za skupljanje hemikalija iz tankvana



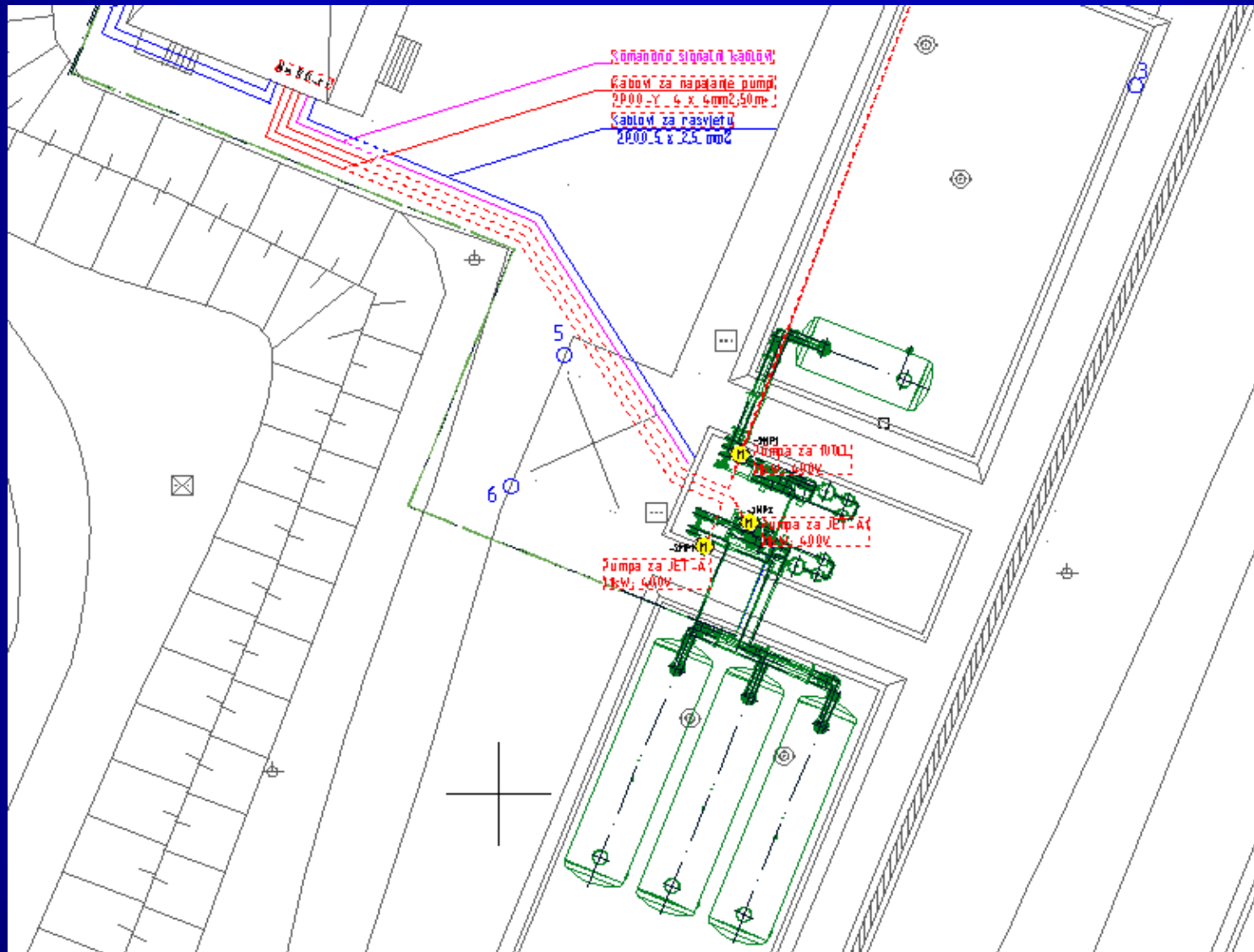
- **Prostorni kapaciteti za osoblje**
- **Laboratorija**



Prostorni obuhvat budućeg carinskog skladišta za avio gorivo



Prostorni obuhvat budućeg carinskog skladišta za avio gorivo



**Laboratorija za
ispitivanje avio goriva**

Carinsko skladište za avionsko gorivo

- Za projekat izgradnje carinskog skladišta za avionsko gorivo na bazi potrebnih saglasnosti i Idejnog projekta od strane FMPU izdata je Urbanistička saglasnost za izvođenje radova,
- Urađen je Glavni projekat i revizija istog,
- Trenutno je u procesu izdavanje građevinske dozvole
- Vrijednost investicije cca. 500.000 KM

HLADNJAČA

- projekt realizovan -

Objekat hladnjače

- Izgradnjom privremenog objekta hladnjače montažno demontažnog tipa stvoreni su u 2016.godini preduslovi za izvoz rashlađenog mesa preko aerodroma Tuzla u Republiku Tursku.
- Hladnjača je montirana na lokaciji pored kontrolnog tornja u blizini platforme-II za opslugu cargo zrakoplova i namjena je skladištenje namirnica koje zahtijevaju poseban temperaturni režim.



Objekat hladnjače

- Hladnjača je konstruisana sa termo izolacionim panelima sa mogućnošću rada u temperaturnom režimu od -18 do +8 °C
- 140 m² skladišnog prostora – u koji je moguće smjestiti do 65 tona tereta



Objekat hladnjače

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- 140 m² skladišnog prostora – u koji je moguće smjestiti do 65 tona tereta



Objekat hladnjače

- Uspješno korištena tokom ljetnih mjeseci 2016.g i provođenja cargo operacija u saradnji sa avio kompanijom Turkish Cargo



Objekat hladnjače

- Konačan izgled objekta hladnjače nakon krovo-pokrivačkih radova i limarskih radova



Objekat hladnjače

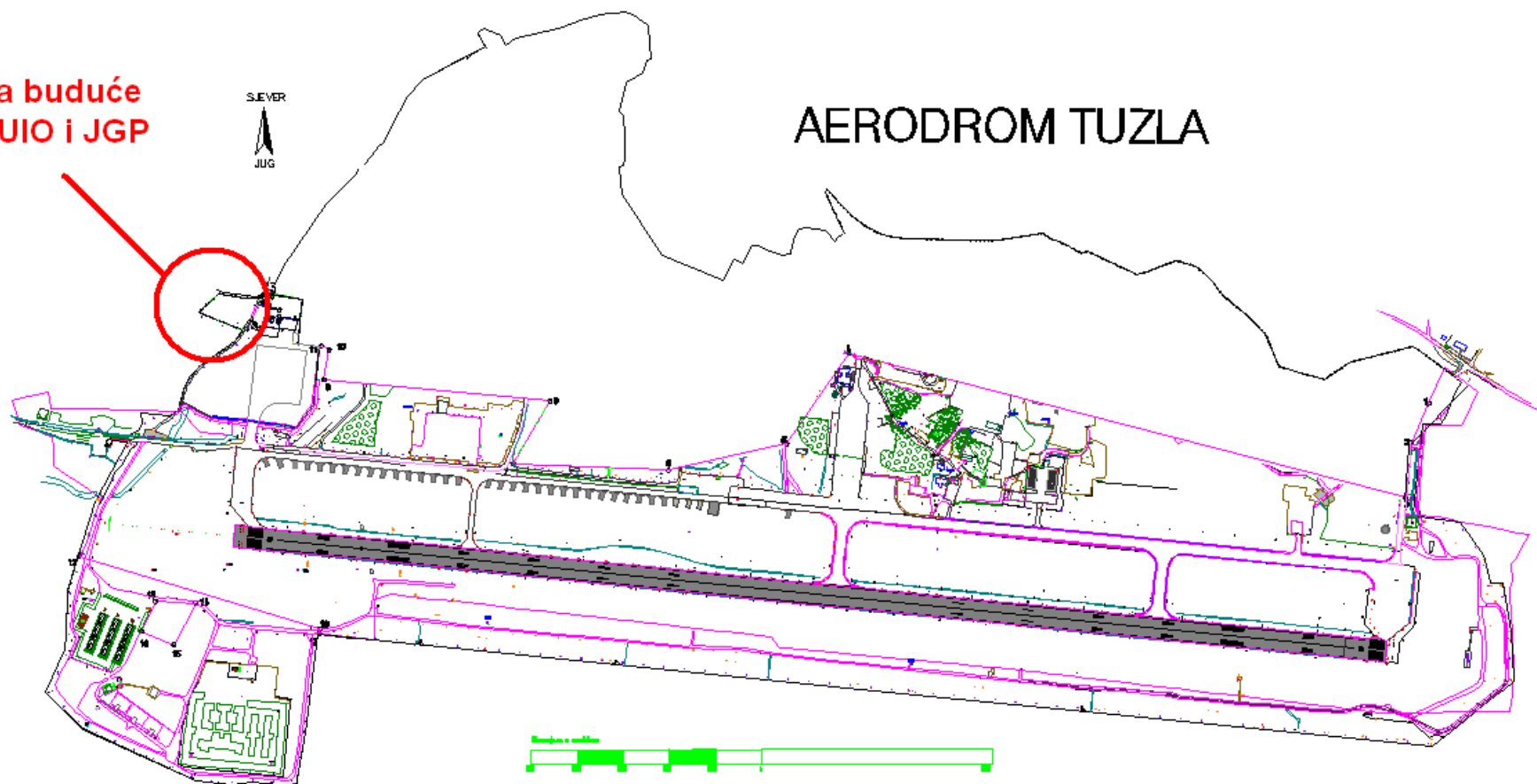
- Vrijednost svih ugovorenih radova koji su izvedeni na objektu hladnjače je cca. 120.000 KM
- Na bazi izdate Urbanističke saglasnosti za izvođenje radova nakon završetka radova proveden je Tehnički prijem i pribavljeno Rješenje o završetku građevine.
- U drugoj polovini 2016. godine od juna do decembra uspješno je realizovano 93 cargo letova sa avio kompanijom Turkish Cargo i otpremljeno je 6000 tona rashlađenog mesa.
- Tokom 2017.godine planirana je opsluga minimalno 30 cargo letova u okviru transporta rashlađenog mesa iz BiH u R. Tursku.

Zgrada za uposlenike UIO i JGP

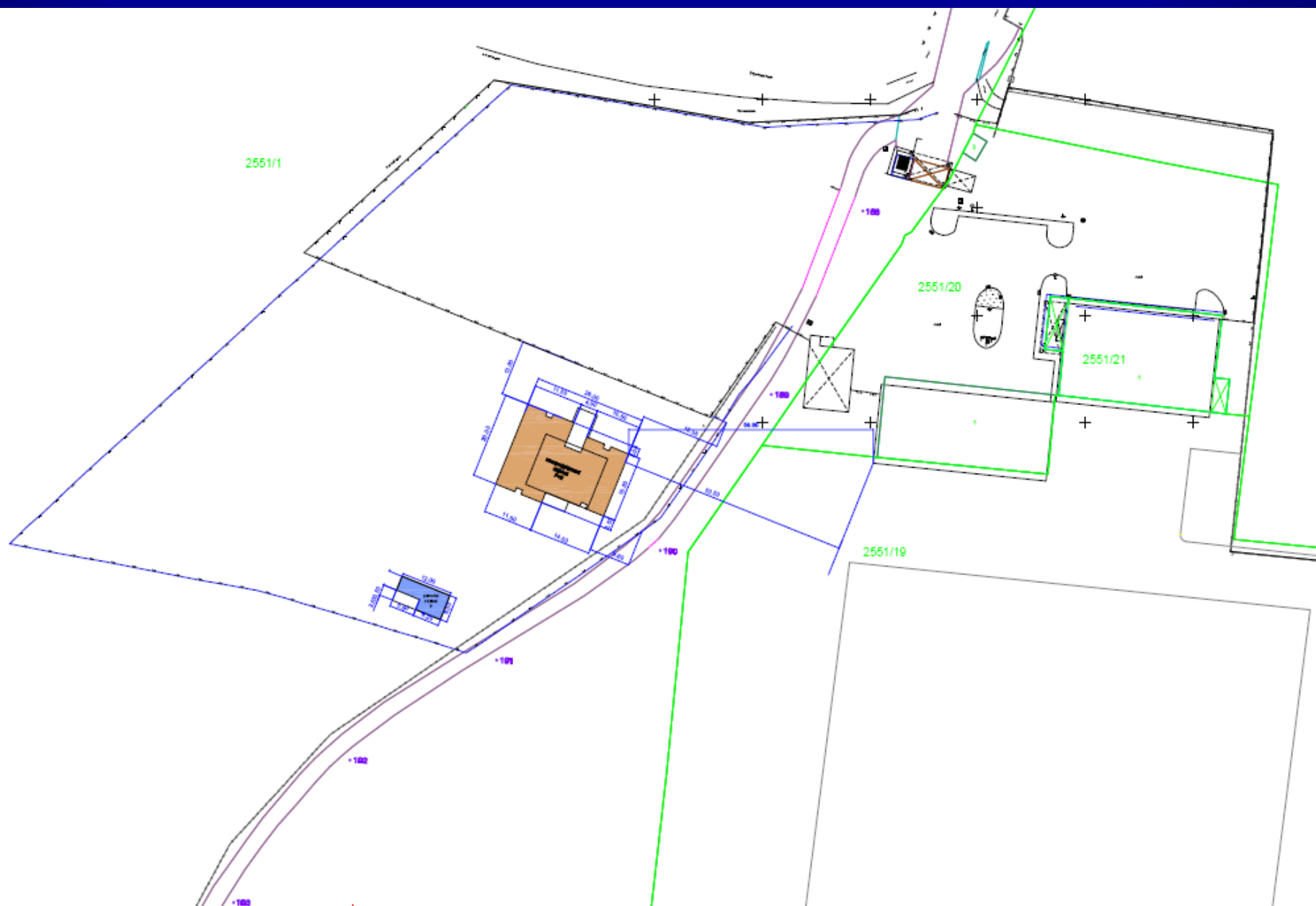
- projekat u pripremnoj fazi -

Zona u kojoj će se graditi planirani objekat za potrebe uposlenika UIO i GP BiH na MAT

Lokacija buduće
zgrade UIO i JGP



Prostorni obuhvat



Zgrada UIO i JGP



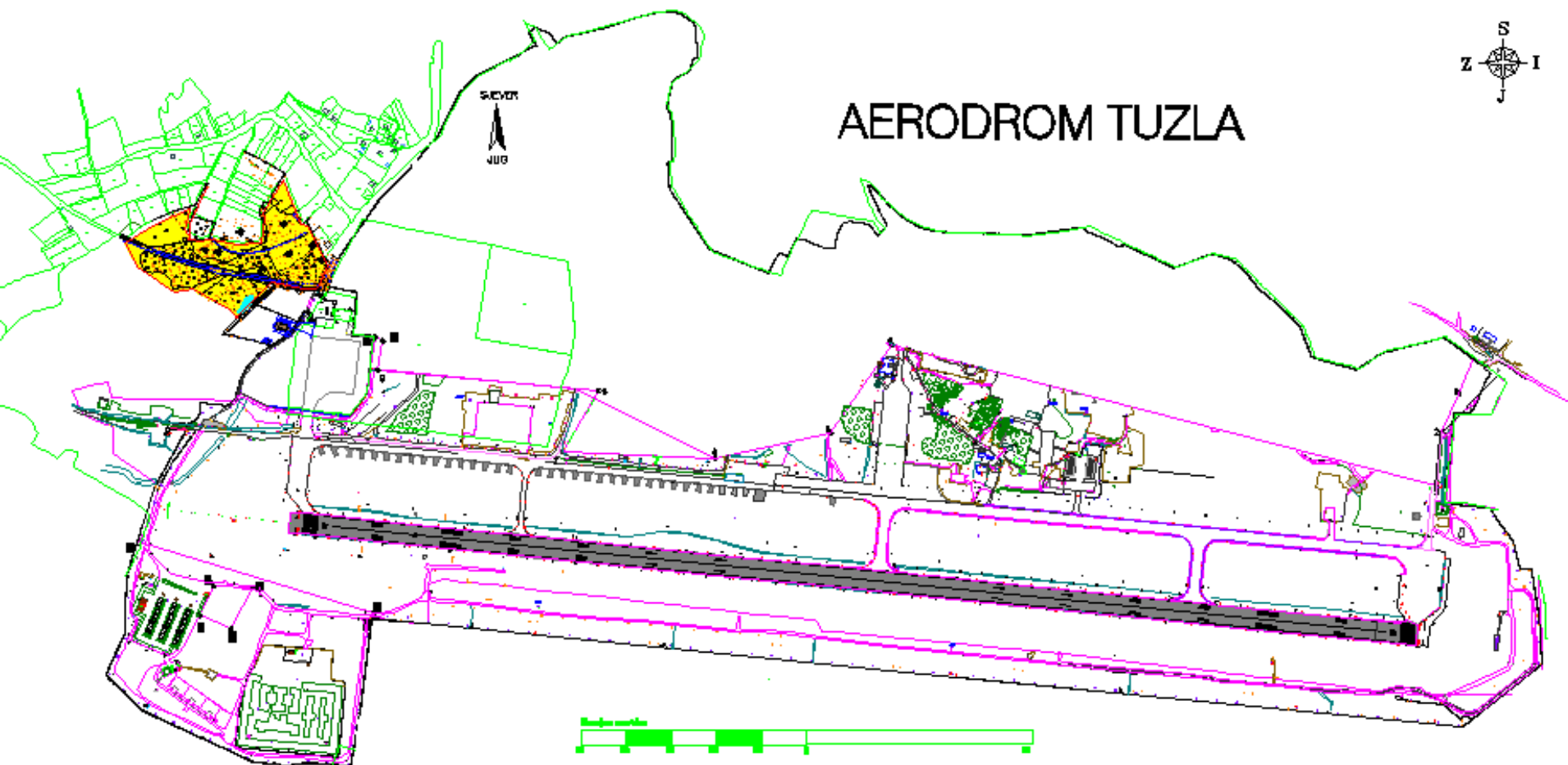
Zgrada UIO i JGP



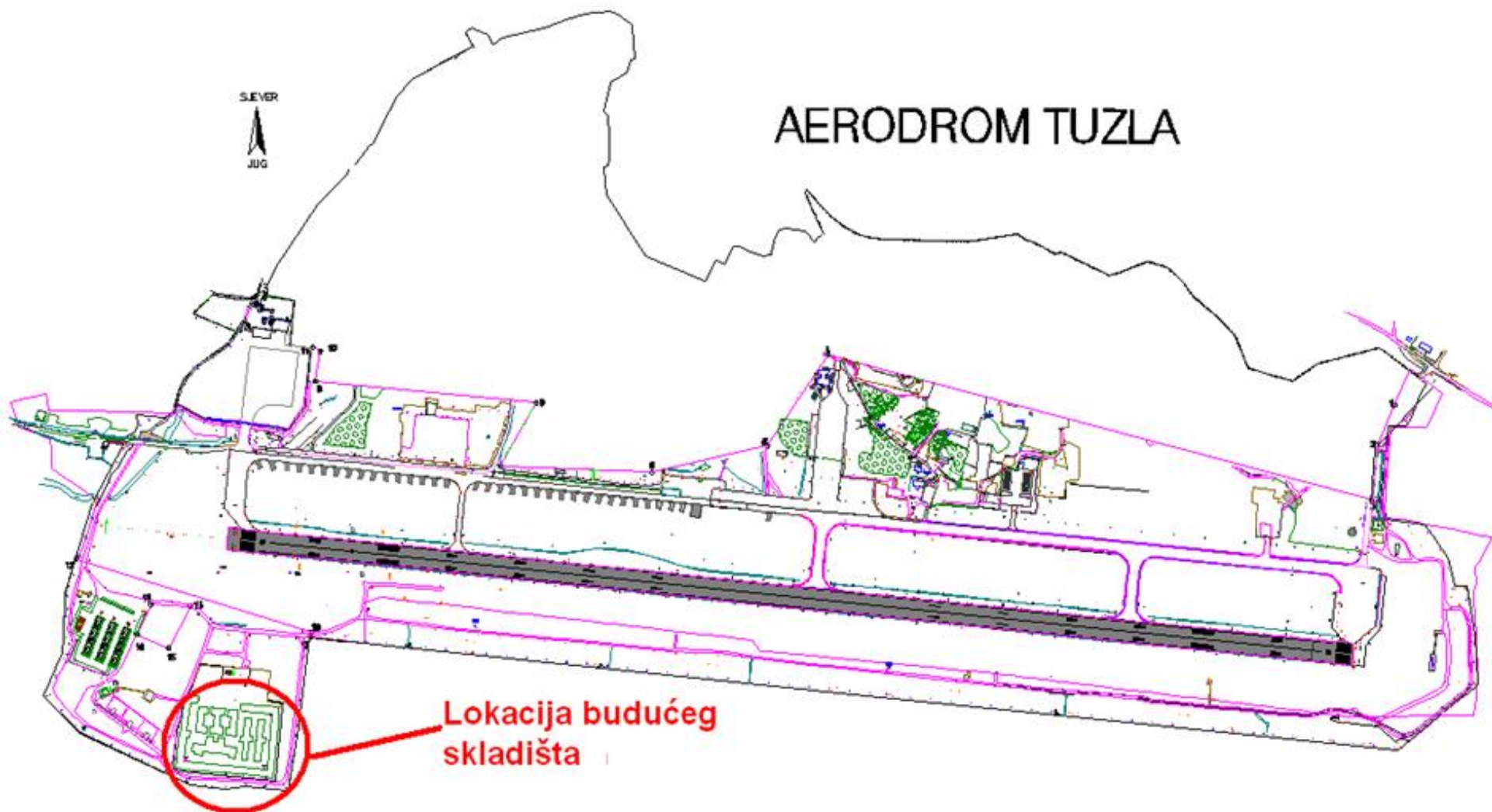
Zgrada UIO i JGP



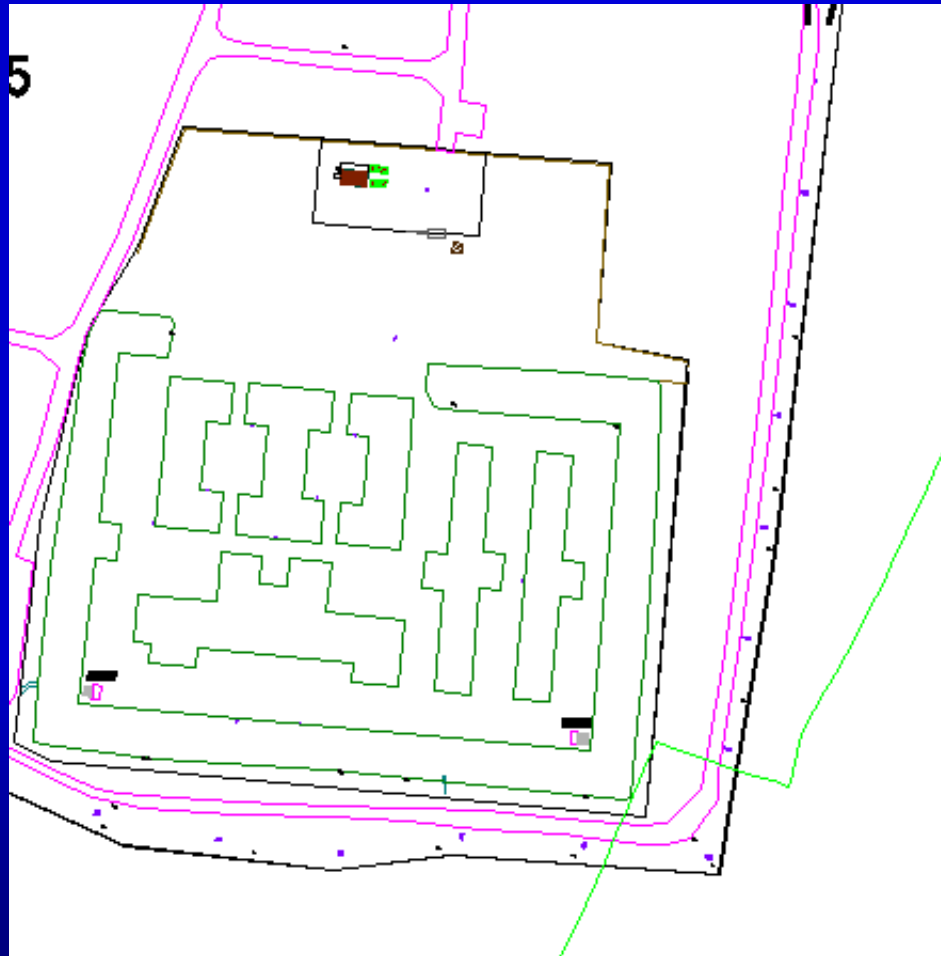
**U ovoj zoni JP MAT planira izgradnju i proširenje parkinga
za putničke automobile
- projekat u fazi razrade Idejnog rješenja-**



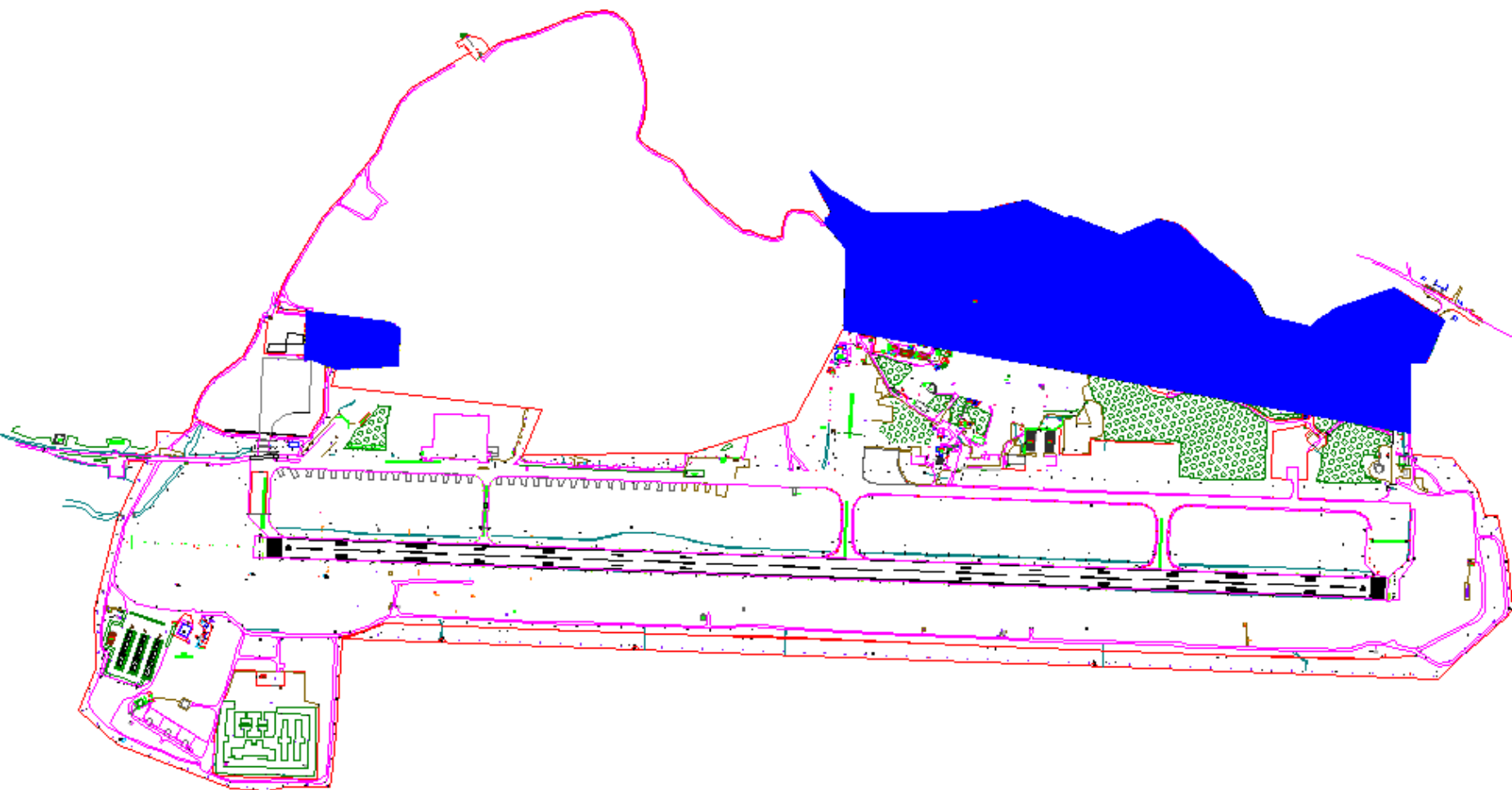
Prostorni obuhvat projekta izgradnje budućeg skladišta posebne namjene



Prostorni obuhvat projekta izgradnje budućeg skladišta posebne namjene



Nove lokacije za koje aerodrom Tuzla ima potrebu u narednom 5-godišnjem periodu



Nove lokacije za koje aerodrom Tuzla ima potrebu u narednom 5-godišnjem periodu

- projekat u fazi razrade Idejnog rješenja-

Kroz izmjenu i dopunu postojećeg Sporazuma između MO BiH i JP MAT o korištenju dijela lokacije neophodno je odobriti dodatnu zonu u sjevero-istočnom dijelu lokacija koja bi se koristila za izgradnju novog putničkog terminala kapaciteta > 1 milion putnika godišnje.

Postojeći putnički terminal se planira rekonstruisati i dograditi na način da zadovolji razvoj u narednim godinama sa kapacitetom do 700.000 putnika godišnje.



HVALA NA PAŽNJI !!

Međunarodni aerodrom Sarajevo

**Glavni razvojni projekti
2017.-2019.**

Glavni razvojni projekti 2017.-2019.

- Proširenje Terminala B
- Sanacija poletno-sletne staze, rulnica i platforme
- Administrativno- poslovni objekat
- Proširenje platforme – 1. faza
- Parking garaža

Proširenje Terminala B

- Kontinuirano povećanje saobraćaja u situacijama špice zahtijeva proširenje zgrade terminala kako bi se riješili postojeći problemi kapaciteta zabilježeni u nekim zonama i zadovoljio očekivani porast protoka putnika što dalje vodi do osiguranja adekvatnog nivoa pružanja usluga putnicima.
- Proširenje glavne terminalne zgrade predviđa izgradnju dodatnih 10.000 m² prostora i rekonstrukciju postojećeg objekta
- Planirana investicija: 38.000.000 KM
- Period realizacije: 2017.-2019.

Proširenje Terminala B

Povećanja kapaciteta:

- broj šaltera za registraciju putnika i prtljaga – dodatnih 12 šaltera
- Ulazni/ dolazni hall
- broj izlaza (gate-ova)
- prostor za preuzimanje prtljage
- sortirnica i traka za prtljag
- sigurnosna kontrola prtljaga u sortirnici
- sigurnosna kontrola putnika (odlasci)
- komercijalni sadržaji
- CIP saloni

Proširenje Terminala B



Sanacija PSS, rulnica i platforme

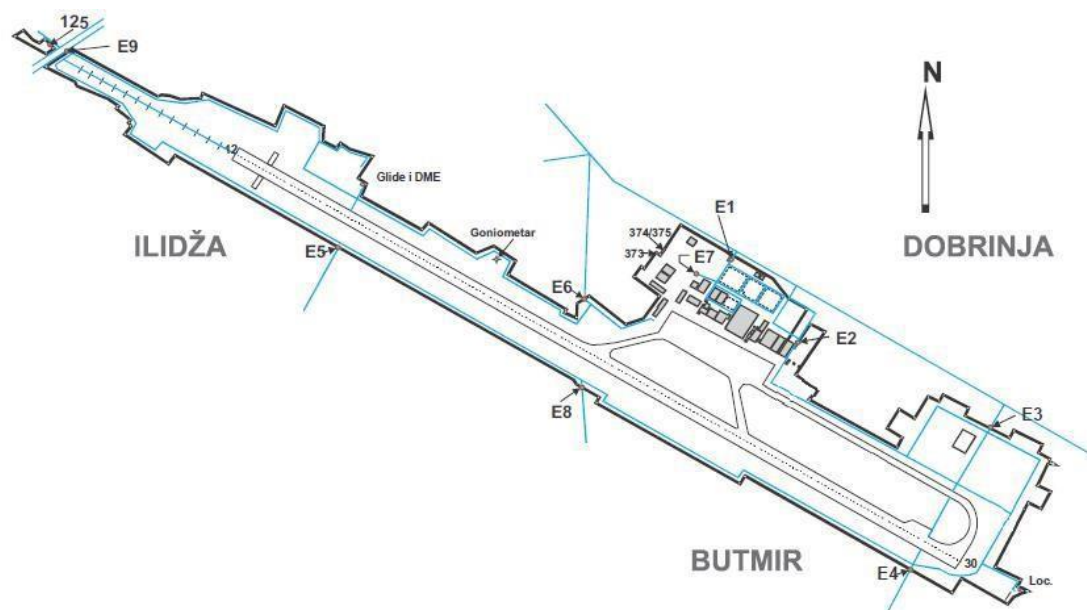


Sanacija PSS, rulnica i platforme

- Sanacija aerodromskih manevarskih (operativnih) površina, koje čine poletno-sletna staza (PSS), rulnice A, B i C i platforma, je neizbježna budući da projektni vijek prethodne sanacije ističe 2017. godine
- U toku 2016. godine je, poduzet niz aktivnosti po pitanju ispitivanja stanja manevarskih (operativnih) površina
- Sačinjeni su elaborati o stanju manevarskih površina sa varijantnim rješenjima za moguću sanaciju/rekonstrukciju

Sanacija PSS, rulnica i platforme

- Po usvojenom varijantnom rješenju pristupit će se izradi projektne dokumentacije, a potom i izboru izvođača radova
- Planirana investicija: 25.000.000 KM
- Period realizacije: 2018. godina



Administrativno- poslovni objekat

- Na lokaciji postojeće stare Upravne zgrade, predviđena je izgradnja Administrativno – poslovnog objekta za potrebe Uprave Društva i stručnih službi MAS-a, ukupne površine cca 3.000 m²



Administrativno- poslovni objekat

- Administrativno - poslovni objekat postaje dio niza objekata – aerodromskih zgrada Međunarodnog aerodroma u Sarajevu, sa lokacijom neposredno uz dogradnju postojećeg Terminala B



Administrativno- poslovni objekat

- funkcionalnim i organizacionim konceptom formiran je Administrativno - poslovni objekat sa sadržajima koji obuhvataju savremene kancelarijske prostore i tehničke prostore za sisteme instalacija
- objekat će doprinijeti efikasnijem funkcioniranju i općenito boljoj organizaciji rada Društva
- generalnim konceptom je formiran jednostavan volumen koji je prema aerodromskoj pisti spratnosti P+1, a prema parkingu spratnosti P+2



Administrativno- poslovni objekat

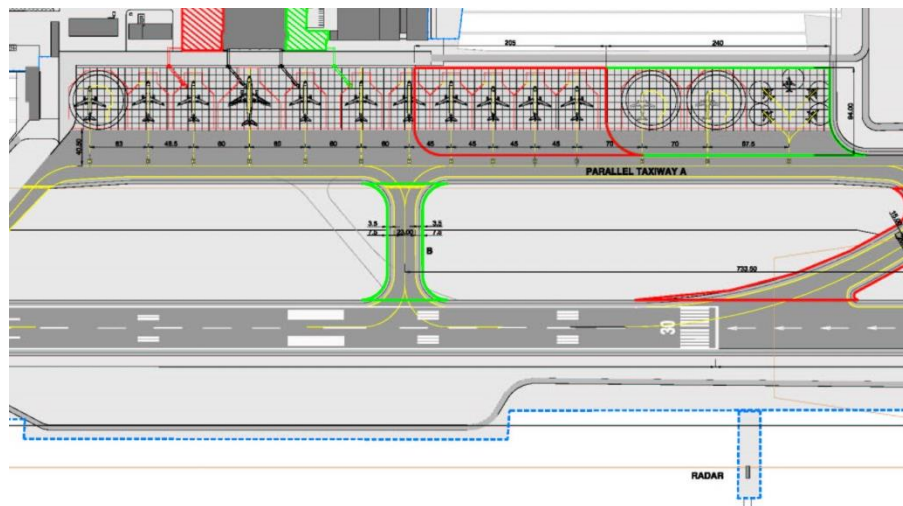
- Planirana investicija: 6.000.000 KM
- Period realizacije: 2017.-2018.



Proširenje platforme

1.faza

- Postojeća platforma ima površinu od 38.000 m² i “statički” kapacitet za 7 komercijalnih zrakoplova koda C koji je već ispunjen sadašnjom potražnjom za vrijeme saobraćajne gužve i noćnim zaustavljanjima
- U svrhu rješavanja ovog problema, predviđeno je produženje platforme kako bi se omogućilo simultano parkiranje najmanje 12 zrakoplova koda ICAO C



Proširenje platforme

1.faza

- proširenjem platforme bi se omogućilo dovođenje novih aviokompanija i povećanje operativnih kapaciteta Aerodroma
- ukupna površina produžetka je oko 20.000 m²



Proširenje platforme 1.faza

- Planirana investicija: 4.300.000 KM
- Period realizacije: 2018.



Parking garaža

- imajući u vidu tendenciju rasta broja putnika i turističkih posjeta Bosni i Hercegovini, preispitana je potreba izgradnje parking garaže u cilju obezbjeđenja dodatnih parking mjesta



Parking garaža

- u toku 2017. godine, paralelno sa proširenjem Terminala B, pokrenut će se aktivnosti na izradi idejnog projekta Parking garaže, kako bi se ostvario arhitektonski balans prostora i objekata Terminala B i Parking garaže
- Planirana investicija: 2.000.000 KM
- Period realizacije: 2018.

PROGRAM MODERNIZACIJE MAGISTRALNIH CESTA FBiH 2017-2021

Ljubo Pravdić, direktor

JP Ceste FBiH

Sarajevo, Terezija 54

pljubo@jpcfbih.ba

Javno poduzeće Ceste Federacije BiH d.o.o., sa sjedištem u Sarajevu, osnovano je sukladno Zakonu o cestama FBiH i upravlja magistralnom cestovnom mrežom u Federaciji BiH. Djelatnost JP Ceste FBiH d.o.o. na magistralnim cestama obuhvata sljedeće aktivnosti:

- Poslove iz imovinsko-pravne oblasti koji se odnose na zaštitu, rekonstrukciju i izgradnju cesta
- Izradu planova i programa razvitka, rekonstrukcije, obnove, izgradnje, održavanja i zaštite cesta i cestovnih objekata i njihovo implementiranje
- Izdavanje dozvola za vanredni prijevoz
- Vođenje evidencije (baze podataka) cesta, objekata, prometne signalizacije i opreme na cestama i katastra cestovnog zemljišnog pojasa
- Brojanje prometa
- Implementiranje mjera zaštite i očuvanja okoliša
- Unapređenje sigurnosti prometa na cestama kojima upravlja kao i sigurnosti učesnika u prometu
- Kontrola osovinskog opterećenja
- Prikupljanje podataka i informiranje javnosti o stanju cesta i načinu odvijanja prometa
- Izdavanje suglasnosti i rješenja za priključke i instalacije uz magistralne ceste
- Izdavanje suglasnosti i rješenja za korištenje cestovnog zemljišta (reklamni panoi itd.)
- Pružanje pomoći na cesti

MAGISTRALNE CESTE FBiH U BROJKAMA

✓ Ukupna dužina magistralne cestovne mreže	2137 km
✓ Ukupno magistralnih cesta:	23
✓ Ukupno cestovnih dionica	329
✓ Ukupno mostova	488
✓ Ukupno tunela	59

PRIPREMA PROGRAMA MODERNIZACIJE

- Pripremne aktivnosti za realizaciju Programa modernizacije magistralnih cesta Federacije BiH, koji je uključen u Program javnih investicija FBiH za 2016-2018, počele su 2013. godine, nakon završetka implementacije Programa rehabilitacije magistralnih cesta u FBiH.

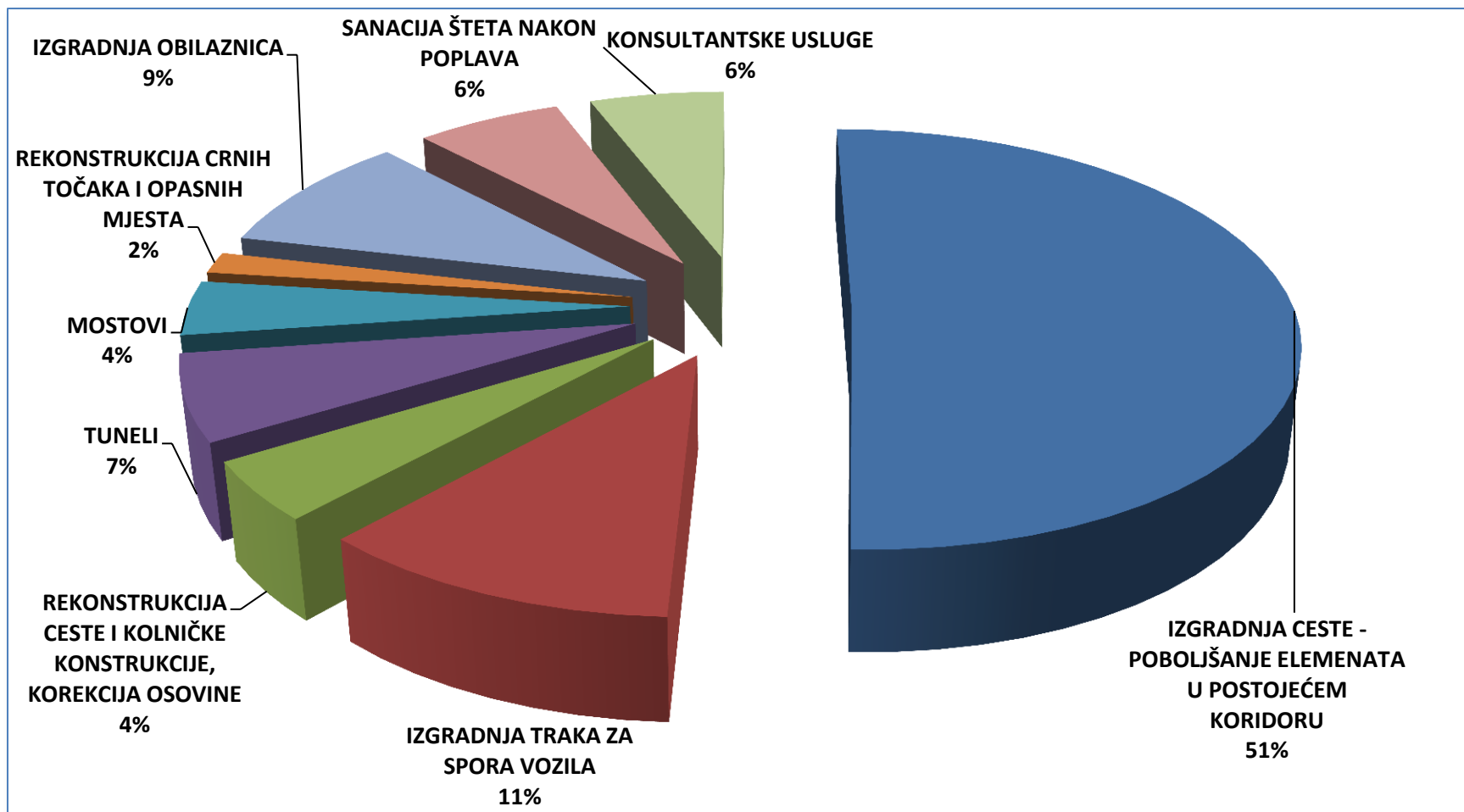
GRUPE PROJEKATA OBUHVAĆENIH PROGRAMOM MODERNIZACIJE MAGISTRALNIH CESTA FBIH

- I grupa: projekti **izgradnje** najznačajnijih **dionica** magistralnih cesta-poboljšanje elemenata u postojećem koridoru i izgradnje **obilaznica** oko gradova; i
- II grupa: projekti sanacije/ rekonstrukcije objekata (**mostova i tunela**), **rekonstrukcije** postojećih cesta i kolničkih konstrukcija - korekcija osovine, izgradnje **traka za spora vozila**, sanacije/ rekonstrukcije **crnih točaka** i opasnih mjesta i dr.

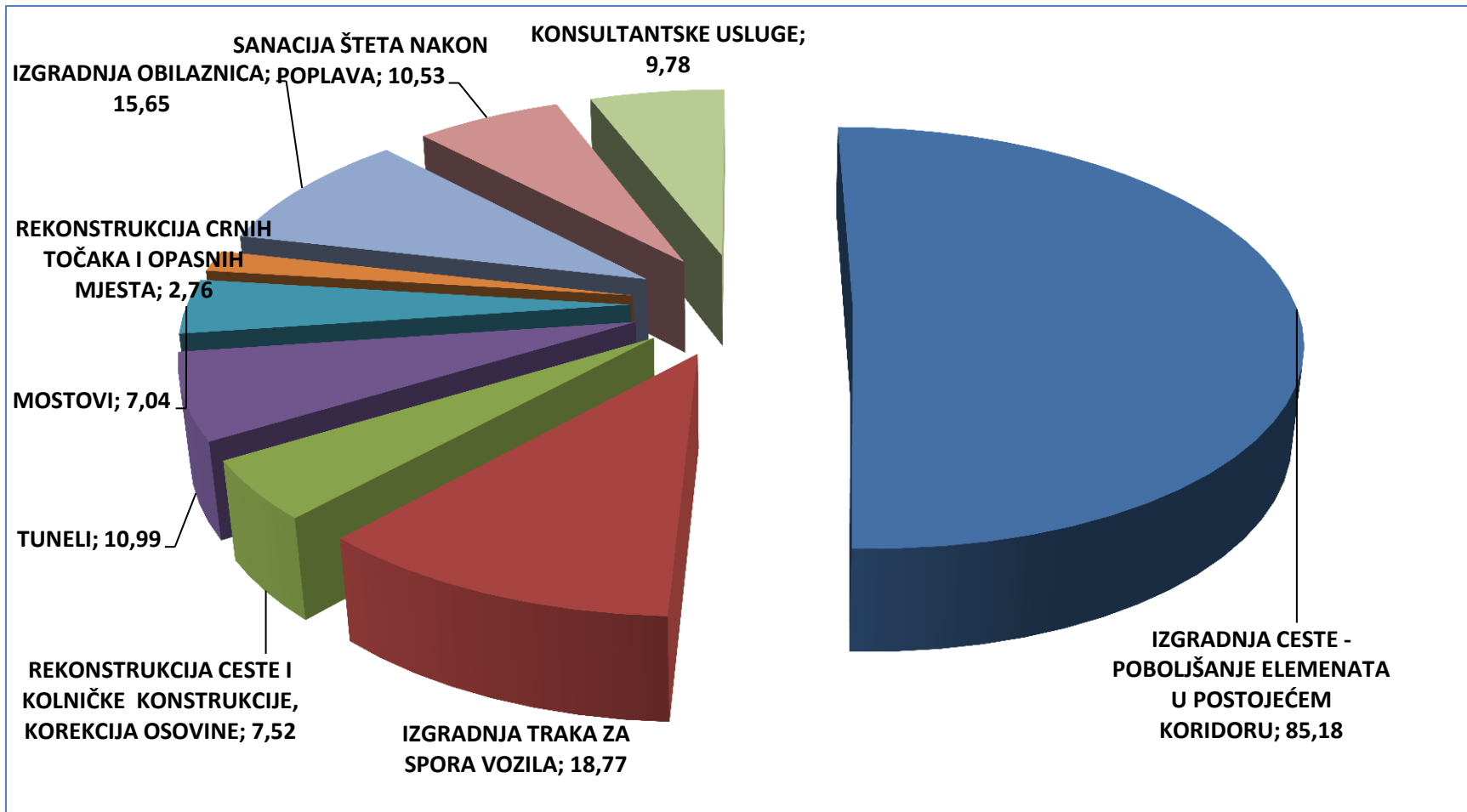
FAZE REALIZACIJE PROGRAMA

- Iako je Studijom opravdanosti za Program modernizacije dokazana opravdanost Programa u cjelini, projekcije raspoloživih financijskih sredstava pri trenutnom načinu financiranja ne omogućuju zaduživanje JP Ceste FBiH za kompletan potrebni iznos od **294Mil.€**. U tom smislu, Program je redizajniran na način da se njegova implementacija provodi u dvije faze:
 - 1. faza u inicijalno predviđenom iznosu 173Mil.€ financirana od strane Evropske investicijske banke (EIB), Svjetske banke (WB) i EBRD I,
 - 2. faza u iznosu 121Mil.€ po okončanju 1.faze i osiguranju potrebnih sredstava za kreditnu sposobnost JP Ceste FBiH.

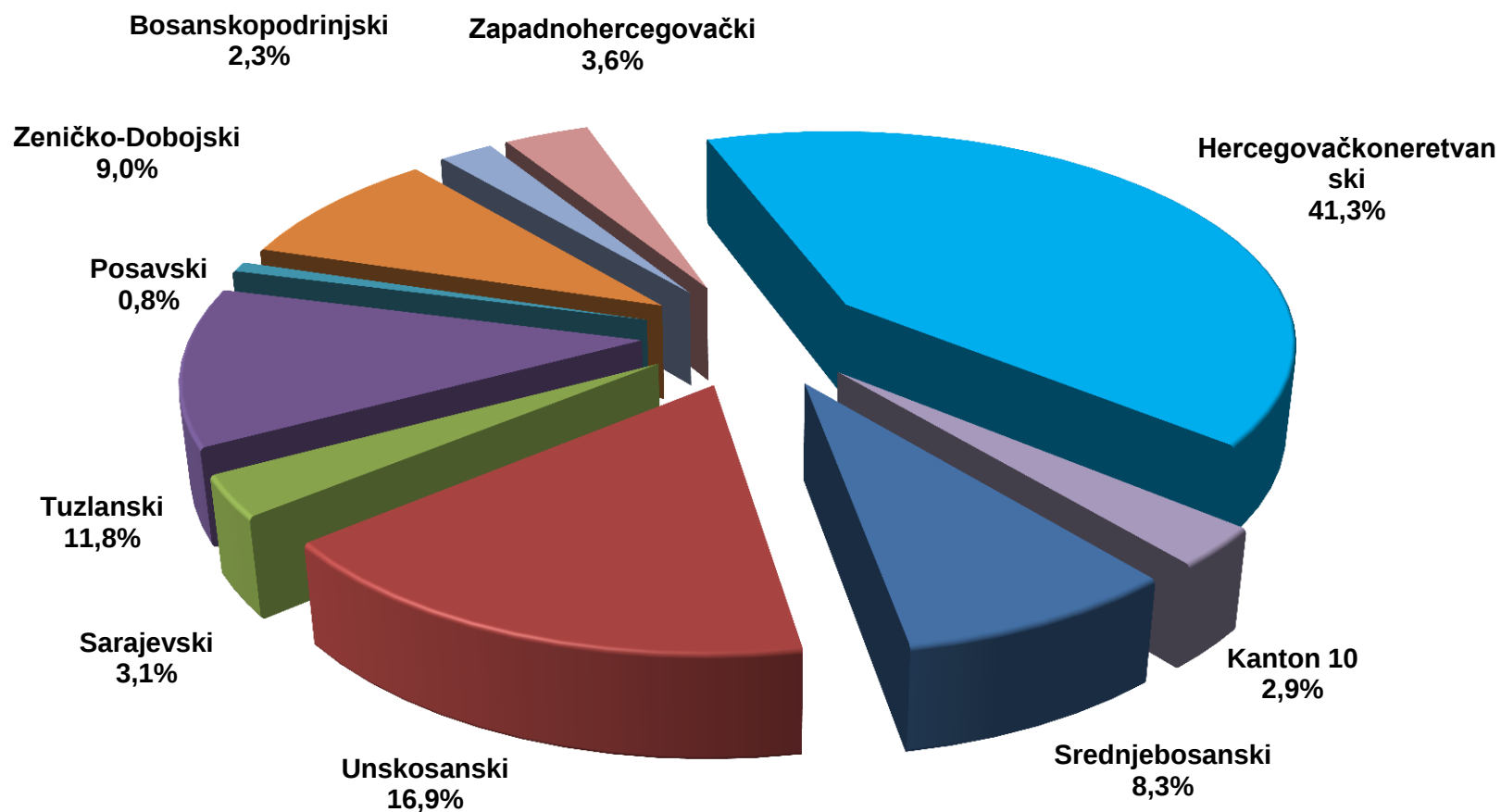
PLANIRANI IZNOSI PO VRSTI INTERVENCIJE U PROCENTIMA



PLANIRANI IZNOSI PO VRSTI INTERVENCIJE U Mil.€

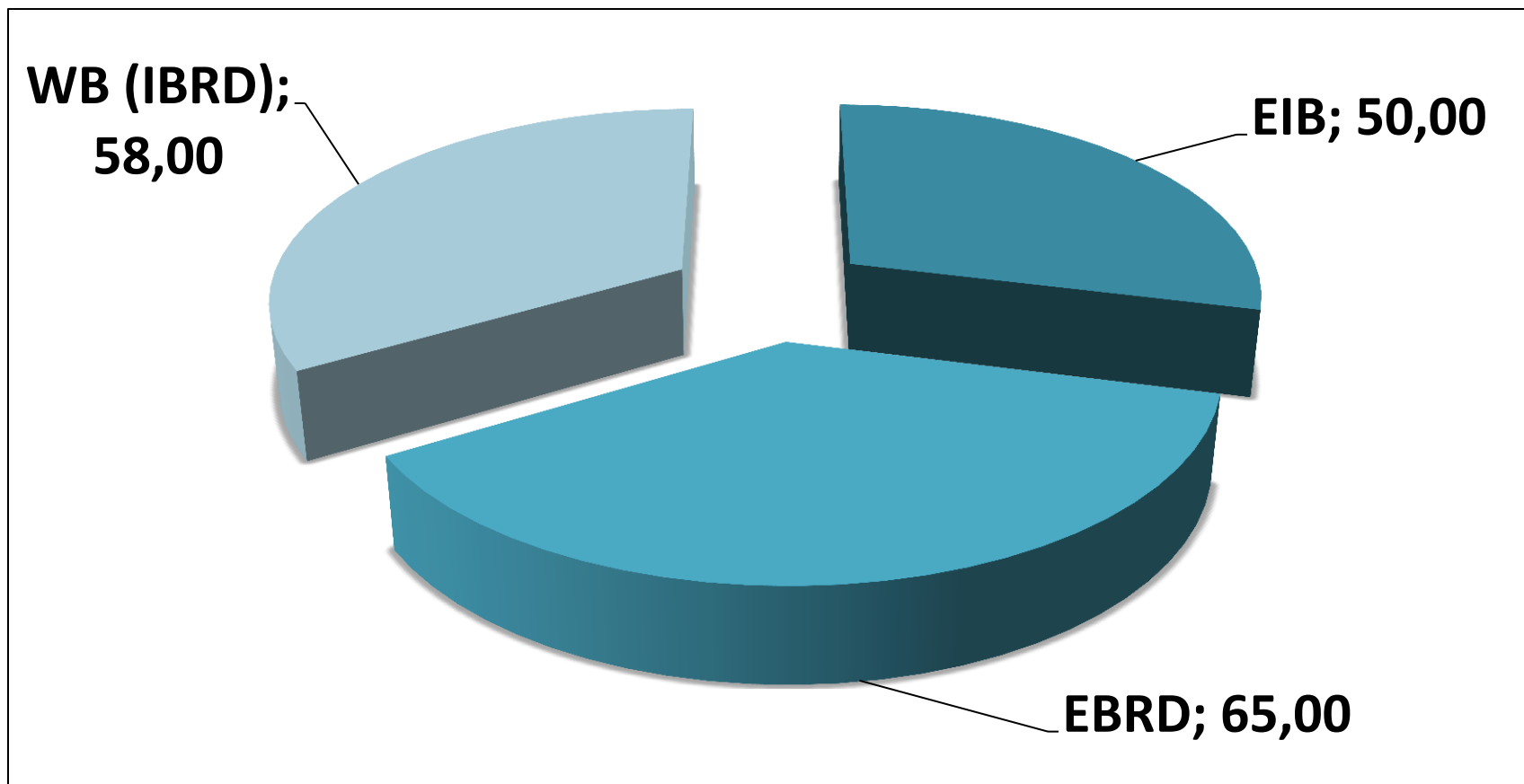


RASPODJELA SREDSTAVA IZ PROGRAMA PO KANTONIMA



- Trajanje realizacije Programa je **četiri godine** od početka implementacije
- U prvoj godini predviđa se implementacija projekata gdje nije potrebno, ili je završeno rješavanje **imovinsko-pravnih odnosa**, a za to vrijeme se predviđa nastavak pripremnih radnji za projekte koji se implementiraju u kasnijem periodu.
- Ovdje treba naglasiti **rizik blagovremenog osiguranja sredstava za izvlaštenje** , odnosno rješavanje imovinsko-pravnih odnosa, koja je neophodno osigurati iz proračunskih sredstava, jer se ne mogu financirati iz kredita.

FINANCIRANJE PROGRAMA MODERNIZACIJE – REALIZACIJA



*Raspodjela kreditnih zaduženja po bankama - ukupno **173,00 mil. €***

KREDIT EIB-WB(IBRD)

- Vlada Federacije BiH je **12.7.2016.** prihvatila zaduženje Federacije BiH po Ugovoru o financiranju sa **EIB**. Efektivnost kredita **nije uvjetovana povećanjem naknada** za ceste iz nafte i naftnih derivata.
- Projekti obuhvaćeni Ugovorom o financiranju između BiH i EIB za projekt Modernizacije cesta u FBiH, osim projekta Kladanj –Podpaklenik preko prevoja Karaula, biće **sufinancirani** od **Svjetske banke** i ovo je prvi projekt Svjetske banke u transportnom sektoru od 2007. godine. Pregovori o kreditu između BiH i Svjetske banke obavljani su **15.6.2016.** godine. Upravni odbor Svjetske banke je **2.8. 2016.** odobrio IBRD kredit u iznosu 58,00 mil.€ za Program modernizacije u FBiH. Pripreme za potpisivanje kreditnog sporazuma između BiH i IBRD su u završnoj fazi.

PROJEKTI FINANCIRANI IZ KREDITA EIB i IBRD:

U okviru dijela Programa financiranog od EIB i IBRD planirana su dva značajna investiciona projekta:

- Izgradnja ceste-poboljšanje elemenata u postojećem koridoru Stolac-Neum i
- Izgradnja dionice ceste Kladanj –Podpaklenik (preko prevoja Karaula),

kao i manja investiciona ulaganja:

- izgradnja traka za spora vozila,
- rekonstrukcija/sanacija cestovnih objekata-mostovi i tuneli,
- rekonstrukcija cesta i kolničkih konstrukcija,
- eliminiranje crnih točaka.

KREDIT EBRD

- **EBRD** je iskazala interes za pomoć BiH/FBiH u **sanaciji šteta od poplava** na magistralnim cestama i objektima i **poboljšanju** magistralnih cesta u FBiH u cilju unapređenja razine usluge i sigurnosti prometa, kao dio šireg investicionog Programa modernizacije u FBiH. Pregovori o kreditu između BiH i EBRD obavljeni su 5 i 6 maja 2016, a Ugovor o kreditu je potpisan u julu 2016.
- Povlačenje kredita (EBRD I) predviđeno je u dvije tranše:
 - **Tranša 1** 31,85 mil.€ i
 - **Tranša 2** 32,50 mil.€.

KREDIT EBRD I

- **Tranša 1** planirana je za **otklanjanje šteta od poplava** sa istovremenom **modernizacijom** odabranih dionica, rekonstrukcija određenog broja **objekata**, te **dovršetak dijela obilaznice oko Mostara**, dionica Međine-Miljkovići, gdje su zemljani radovi završeni. Radi se o pod-projektima za koje nije potrebno izvlaštenje i preseljenja i za koje postoji projektna dokumentacija.
- Povlačenje **Tranše 2** uvjetovano je povećanjem naknada za ceste iz nafte i naftnih derivata. U okviru ove tranše planirani su projekti izgradnje novih dionica:
 - Južna obilaznica Mostara, dionica Miljkovići Rodoč-veza M-17 – I faza;
 - Bihać-Bosanska Krupa, dionica Jablanska ulica-čvor Mali Lug –I faza;
 - Izgradnja ceste koja se vezuje na planiranu obilaznicu Bihaća, dionica Izačić-Kamenica - I faza,
 - Obilaznica Bugojno;
 - Dovršetak izgradnje obilaznice Novi Travnik;
 - Sjeverna obilaznica Grude;
 - Obilaznica D.Vakuf - I faza
 - Za sve navedene projekte je potrebno rješavanje imovinsko-pravnih pitanja. Implementacija ovih pod-projekata moguća je tek iza 2017.

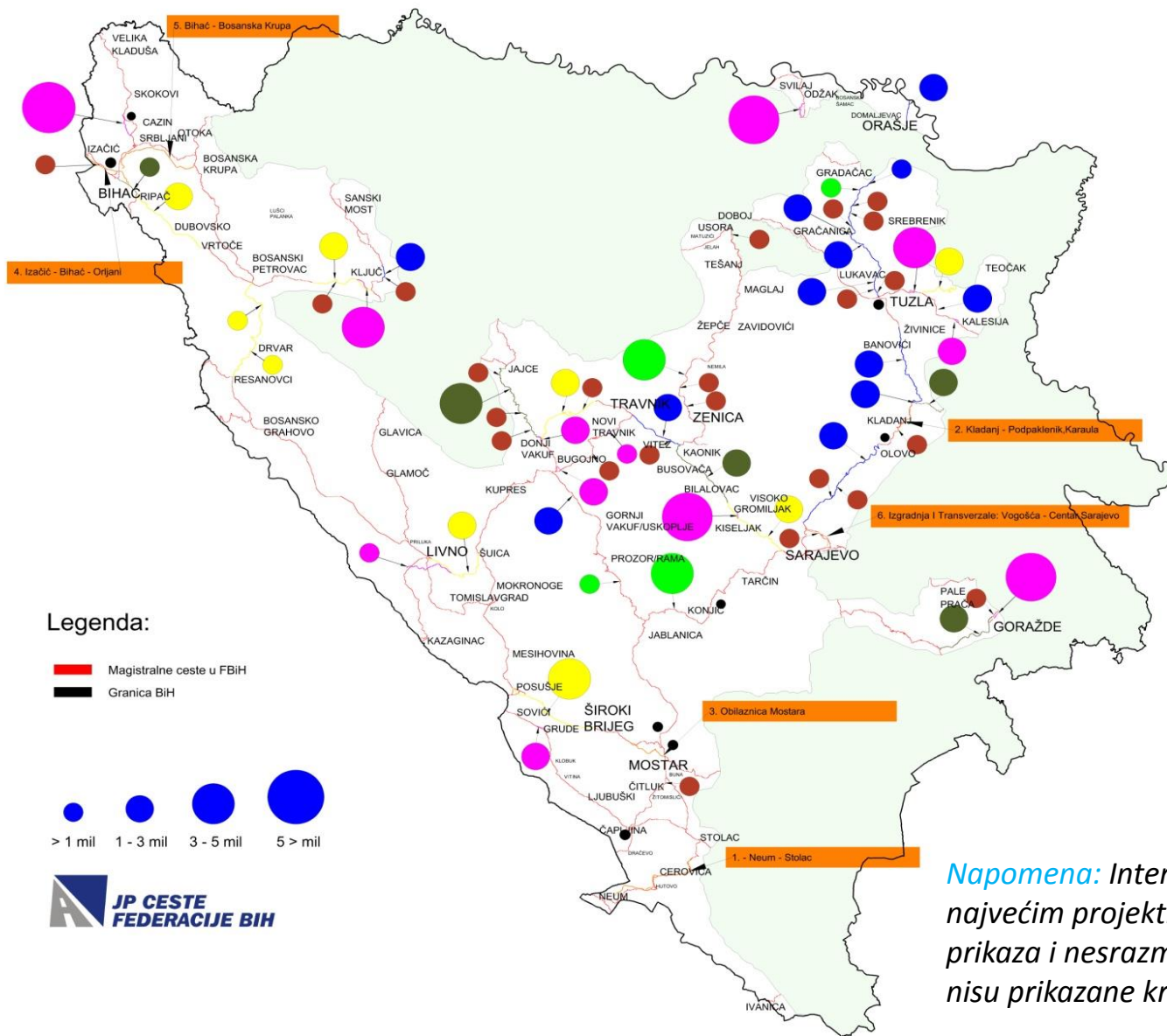
KREDIT EBRD II

- Posebno je osjetljivo pitanje realizacije kredita “EBRD II”, čija realizacija treba uslijediti nakon potpune realizacije projekata financiranih iz EBRD I, uz uvjet osigurane kreditne sposobnosti JP Ceste FBiH. Razlog za to leži u činjenici da za više projekata, za koje je u gornjem pregledu navedeno “I faza”, realizacija neće biti završena do završetka implementacije kredita EBRD II, u okviru kojega je, uz ostale planirane projekte, predviđena i implementacija II faze i završetak navedenih projekata.

DINAMIKA REALIZACIJE PROGRAMA

- Dinamika realizacije projekata obuhvaćenih Programom modernizacije u FBiH uvjetovana je **provođenjem aktivnosti za prihvrat i odobrenje kredita na razini FBiH/BIH i ispunjenjem uvjeta za efektivnost** s jedne strane, i povećanjem javnih prihoda JP Ceste FBiH, prije svega **povećanja naknade za ceste iz nafte i naftnih derivata**, sa druge strane. Navedeno može dovesti do **prolongiranja** početka implementacije projekata.
- Da bi se izbjeglo plaćanje kamata na nepovučena sredstva, neophodno je pripreme za implementaciju projekata uraditi blagovremeno, a ovdje se pojavljuje i pitanje raspoloživih sredstava, naprimjer za rješavanje imovinsko-pravnih poslova, koje se ne financira iz kredita.

PROGRAM MODERNIZACIJE CESTA U FBiH (2017. - 2021.)



Predviđene intervencije obuhvataju:

- Izgradnju 60,4km magistralnih cesta
- Izgradnju 9 dionica traka za spora vozila ukupne dužine 43,1km
- Rekonstrukciju sa korekcijom osovine cesta na 5 dionica ukupne dužine 25,2km,
- Sanaciju i rekonstrukciju 4 tunela,
- Sanaciju i rekonstrukciju 23 mosta,
- Rekonstrukciju ceste radi sanacije 8 crnih točaka,
- Izgradnju 7 obilaznica u okviru raspoloživih sredstava (I faza) dužine 15,2km
- Sanacija šteta nakon poplava na 7 dionica, ukupna dužina intervencije 41,4km

ZAKLJUČAK

- Treba naglasiti važnost **sistenskog pristupa i planiranja sredstava potrebnih za upravljanje cestama**, jer implementacija Programa modernizacije magistralnih cesta, uz redovno održavanje cesta, ne može riješiti sve probleme na cestama.
- Treba već razmišljati o **novom ciklusu**, odnosno nastavku **Programa rehabilitacije cesta**, kao redovnoj cikličnoj aktivnosti investicionog održavanja cesta, za šta također treba blagovremeno osigurati potrebna sredstva.
- Sve strane uključene u pripremu i realizaciju Programa modernizacije magistralnih cesta suglasne su u stavu da je **implementacija Programa modernizacije magistralnih cesta apsolutna nužnost u što kraćem vremenu**. Ipak, implementacija često ide dosta sporije zbog niza faktora izvan kontrole Implementatora.
- Uspjeh u implementaciji Programa zavisi od **podrške** institucija i **sinhronizacije** aktivnosti svih uključenih aktera.

Glavni projekat izgradnje M6.1

Južna obilaznica Mostara



MAGISTRALNE CESTE U FBiH





Construction of a motorway on the corridor Vc in the Federation of Bosnia and Herzegovina

održavanje
upravljanje
izgradnja
savremene
cestovne
infrastrukture

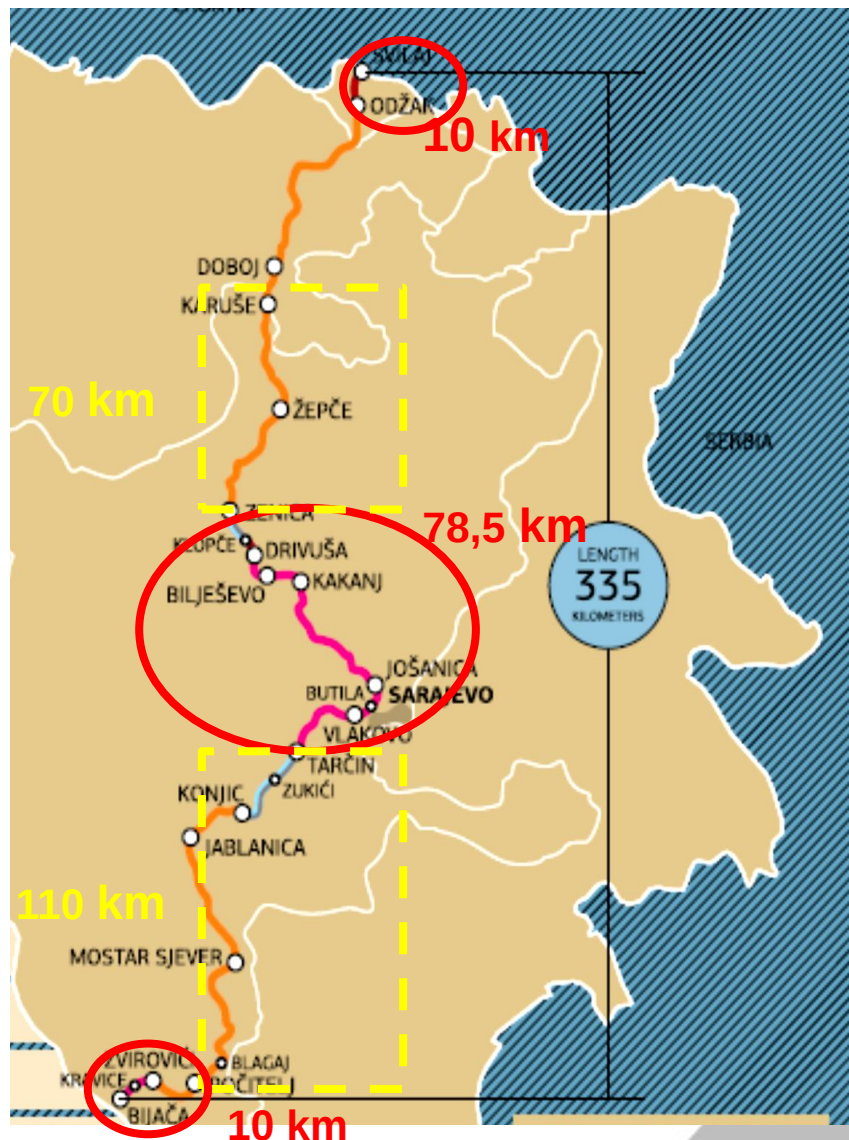
General about Corridor Vc



- Corridor Vc follows European route E73 from Budapest to the port of Ploče (Croatia) via Sarajevo
- Corridor Vc is a Pan-European transport corridor which makes the project more amenable to EU/IFI financing
- Corridor Vc is part of the South-East Europe Transport Observatory's (SEETO) Core Network.
- The project has a strong support of the Government of Federation of Bosnia and Herzegovina



- Corridor Vc goes through major economic, cultural and industrial centres in the Federation of BiH (Zenica, Sarajevo, Mostar) covering around 70 % of the whole FBiH population.
- Whole length of the corridor in Bosnia and Herzegovina is about 335 km.



- So far 98,5 kilometers of the motorway on the Corridor Vc are finished (central part, northern border and southern border) which represents 35% of its the entire length in Federation of B&H (285 km).
- 11 completed projects are financed by bank loans: EIB, EBRD, OFID, KFAED
- Two big parts of the motorway remain to be constructed:
 - northern (Zenica-Karuše), cca 70 km
 - southern (Tarčin-Zvirovići) 110 km
- 13 new projects were developed for the next investment cycle 2017-2020

Motorway construction is a driver of B&H economy



- Intensive construction of the motorway on the corridor Vc has a significant impact on gross domestic product (GDP) in FB&H, and thereby on employment growth, expansion of the construction sector and higher production of construction materials.
- Introducing **new way** of project financing:
 - **Financing through concession or PPP model**, on the northern part, section **Karuše (Doboj South) - Poprikuše (Žepče South)**
 - **Finance/Design/Build model** through Loans, on the southern part, two sections:
 - **Tunnel „PRENJ“**
 - **Mostar North – Mostar South**

PPP projects – Financial advisors

Government of the FBiH and JP Autoceste FBiH is to hire IFC and EBRD as financial advisors for the project, to structure a PPP transaction with the following scope of work:

- Comprehensive assessment of the Project (technical, environmental, legal and financial due diligence)
- Structuring of the PPP transaction
- Drafting of the tender documents, including the Concession Agreement
- Marketing of the Project to investors and lenders
- Negotiations with short-listed investors
- Implementation of the tender process

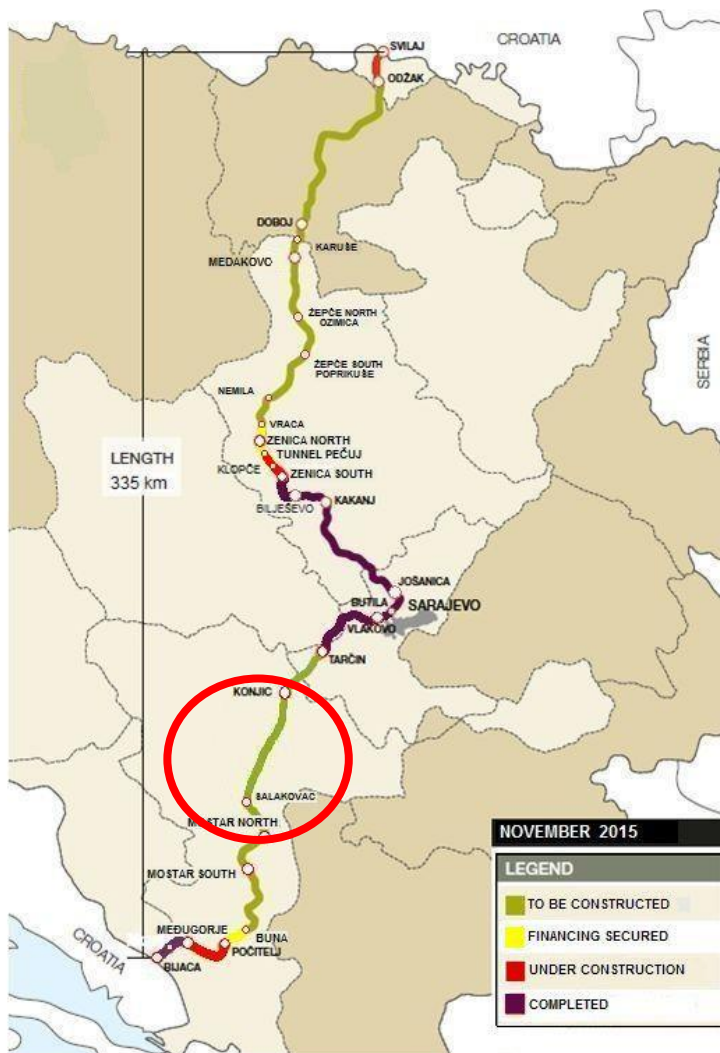
PPP projects – Transaction structure

- **Greenfield construction of 38.7 km and subsequent operation and maintenance of a 161,5 km long stretch**
- Operation of the exiting corridor and collection of tolls from Financial Close. Aprox. [90 km] of the road is already constructed and in operation
- Design, finance, build, operate, maintain and transfer concession model
- Preliminary construction cost has been estimated on the basis of the current preliminary design
- **Bare construction cost: € 368 M (Partner's investing € 150M)**
Estimate is before VAT (17%) and savings from design optimization
- **30 year concession term (TBC)**
- Expected IRR = 25%

Finance/Design/Build model through Loans

- Call for proposal on **FIDIC Yellow Book based contract**
- Tenderers propose **source of financing** for their offer
- Negotiations of the loan agreement (terms and conditions)
- Signing of the draft construction contract
- Signing of the loan agreement
- BiH Parliaments ratify the loan agreement - Sovereign guarantee
- Signing of the construction contract

The most challenging projects ready for construction



- ✓ **LOT 3 - Tunnel „PRENJ”, L=12 km**
 - Cost estimation: € 240 million
 - Contract type: Yellow Fidic

- ✓ **Mostar North – Mostar South, L=15,4 km**
 - Cost estimation: 240 mil.€*
 - Contract type: Yellow Fidic

* Construction Cost estimation is without VAT

The most challenging projects ready for construction



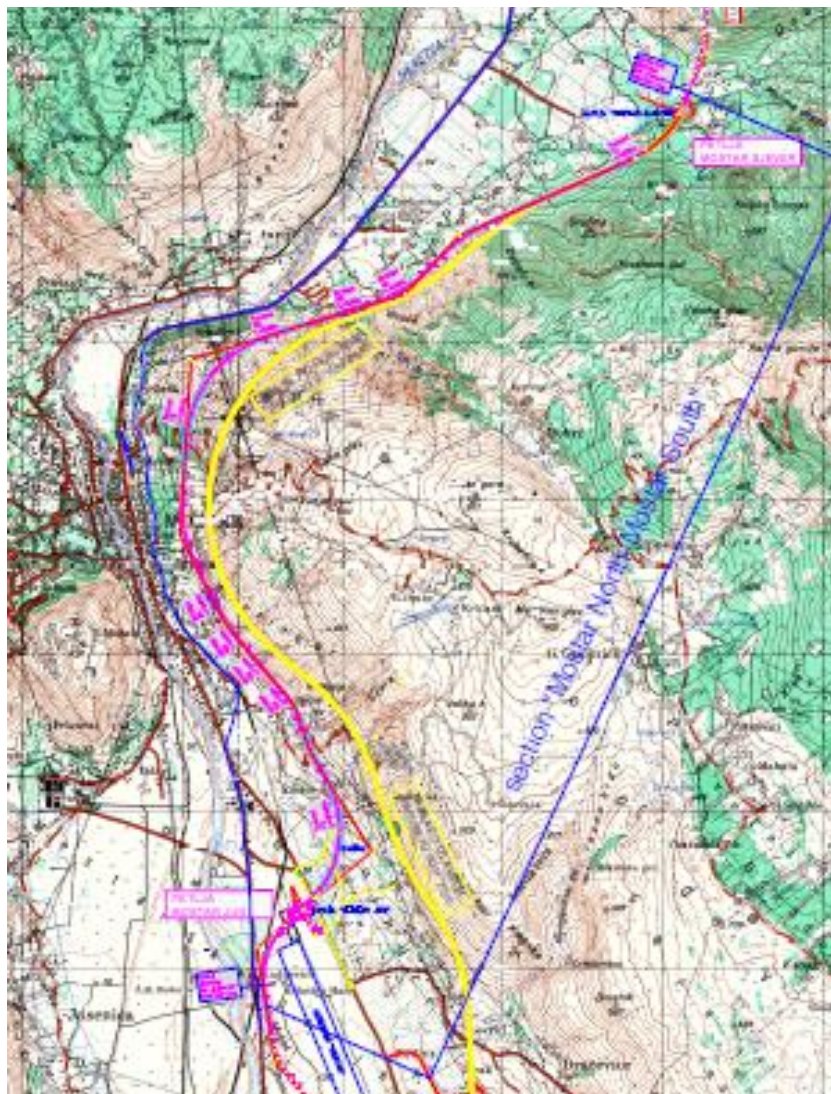
Documentation available:

- Preliminary design
- Traffic study
- Geological/geotechnical study
- Enviromental impact assesment
- Feasibility study

Timetable of the activities:

- Call for proposals during 2017
- Loan negotiation and ratification end of 2017
- Signing of the construction contract during 2018

Section Mostar North – Mostar South,



This section passes the City of Mostar and it is about 15,5 kilometres long. It includes the “Mostar North” junction at the beginning of section, and the “Mostar South” junction which is planned to be in the Mostar Airport zone, about 1 km before the end of this section.

It consist of 8,5 km tunnels (7 units), cca 2,0 km bridges and viaducts (6 units) and 5 km long of open route.

Appraisal of construction duration: 36 months.



1. mart

DOBRODOŠLI
U TUNEL 1. MART
EUROASFALT



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DOBRODOŠLI
U TUNEL 1. MART
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