

## BINA-ISTRA OPERATION AND MAINTENANCE

**BOUYGUES TP  
POLE CONCESSIONS  
visite 14.10.2019**

Mr François TCHENG



# TRAFFIC SAFETY

## Traffic Accidents

10 294 667 (+7,3%) vehicles in 2018

73 Traffic accidents with mat. damages

10 With injuries

2 With fatalities

*In neither of two accidents with fatalities the responsibility of the Company was challenged*

## Motorway with the lowest rate of traffic accidents in Croatia



# DYNAMIC TOLL TARIFF POLICY



**42,2 M €**  
collected in 2019

Average annual traffic  
increase **+ 7,3%**  
(in the last 5 years)

**105 000**  
Bina Istra's OBU  
in circulation

# Putuj jednostavnije uz novu web aplikaciju

www.bina-istra.hr



## SVE INFORMACIJE NA JEDNOM MJESTU

Saznajte sve važne informacije za vaše putovanje pomoću interaktivne karte (stanje na cesti, vremenska prognoza, live web kamere, izračun cestarine, odmorišta, benzinske postaje, znamenitosti...)

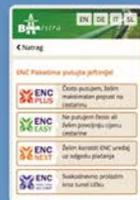


## MOJ KORISNIČKI RAČUN - NOVE POGODNOSTI ZA KORISNIKE!

Pregled prolaza u realnom vremenu.

Online narudžba ENC paketa prema vašim potrebama.

Mogućnost nadoplate računa putem predračuna ili kreditnim karticama.



## Online narudžba ENC uređaja

Svoj ENC uređaj preuzmite na odabranoj lokaciji ili u najbližem uredu Hrvatske pošte 📮



## SOS POZIV

Aplikacija za dojavu incidenta  
Automatsko lociranje mjesta  
dojave unutar mreže autoceste  
Istarskog ipsilona.



## ENC uređaj za 1 kunu

uz narudžbu ENC EASY paketa od 1.06.2016. - 30.09.2016.  
Udobnost putovanja uz 10 % popusta na cijenu cestarine.

# NetBanking

(+ 25 % u 24 mj.)

## 52,5 M Kn

50.000 transakcija

# SMS Nadoplate

(+ 74 % u 24 mj.)

## 2,0 M Kn

8.000 transakcija

# WEB/i-checkout

(+ 183 % u 24 mj.)

## 3,5 M Kn

13.000 transakcija



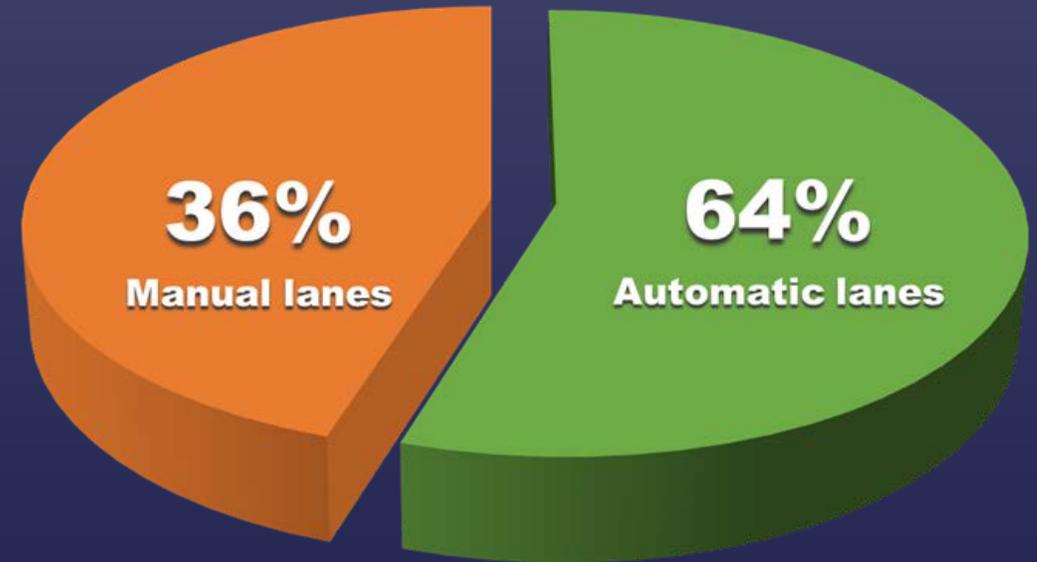
www.bina-istra.hr  
0800 600 601



# FLEXIBLE WORKING HOURS

## ANNUALIZATION OF WORKING TIME

MOIS	HEURES TRAVAILLÉES	DIFF	HEURES PAYÉES
JANVIER	120	-54	174
FEVRIER	140	-34	174
MARS	160	-14	174
AVRIL	176	+ 2	174
MAI	190	+ 16	174
JUIN	210	+ 36	174
JUILLET	224	+ 50	174
AOUT	224	+ 50	174
SEPTEMBRE	210	+ 36	174
OCTOBRE	170	-4	174
NOVEMBRE	150	-24	174
DECEMBRE	114	-60	174
TOTAL	2088	0	2088



# OPTIMIZED O&M ACTIVITY COSTS

COUNTRY	EMPLOYEE per KM
France	1,55
Croatia	2,47
<i>Bina Istra</i>	<i>1,48</i>
Italy	2,28
Poland	2,55
Serbia	2,14
Slovak Republic	2,52



Source: Atkins Benchmark - 2016

# O&M YEARLY COSTS

## ISTRIAN Y MOTORWAY

- 100 km motorway, 50 km semi-motorway
  - Učka tunnel
    - bi-directional tunnel,
    - total length 5 km,
  - 136 structures, total length 9.35 km
  - 2 maintenance centers
  - 1 control room
  - Closed toll system operation
  - Road and tunnel safety equipment
  - AADT: 29.041 vehicles of which 8% heavy traffic
- 800 million €

### O&M costs for 2019

Operator's fee 8.9 million €  
*(toll, safety and maintenance)*



*O&M yearly cost:*  
**1,1 %**  
*of total investment value*



# MAINTENANCE YEARLY COSTS

- Routine maintenance costs

*(Operator's BIOM contractual obligation)*

5.9 million € per year\*



41.000 € per km

- Renewal costs

*(Concessionar's BINA-ISTRA contractual obligation)*

3.7 million € per year\*



25.700 € per km

- 
- TOTAL maintenance costs for Istrian Y

9.6 million € per year\*



**66.700 € per km**

\* for 2019

# TOLL COLLECTING COSTS

## CLOSED TOLL SYSTEM ON ISTRIAN Y

- 108 toll lanes
- 45 entry lanes
- 63 exit lanes
  - Manual lanes (Cash + Bank Cards + ETC): 29
  - Automatic lanes (Cash + Bank Cards + ETC) : 26
  - Mixed lanes (manual or automatic): 8
- 26 toll areas of which 2 main toll plaza



### Toll collecting costs for 2019

Operation	2.120.610 €
Maintenance	262.100 €
	<hr/>
	2.382.710 €



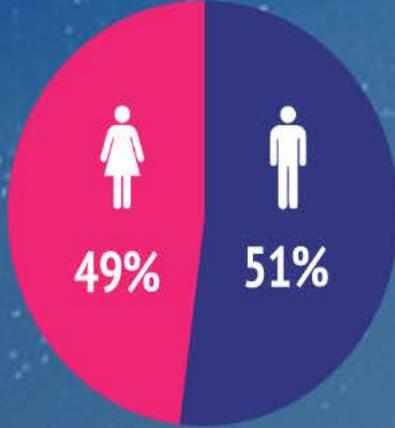
Toll collecting costs per km:

**16.550 €**

*or 5,6% of total collected revenue*

# Our Employees

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EMPLOYEES BY GENDER

37  
years

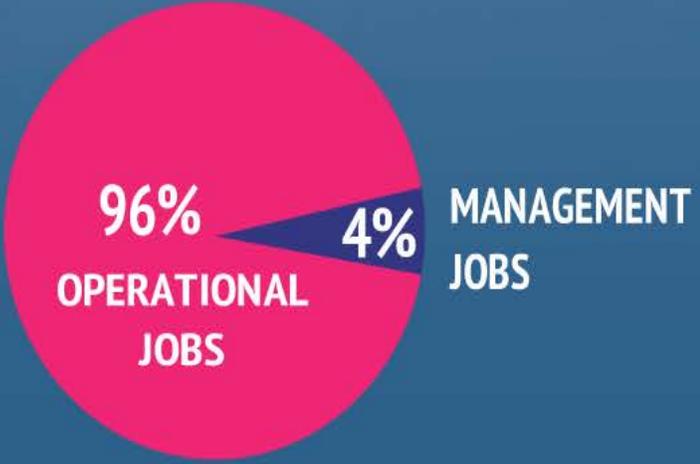
AVERAGE WORKER AGE



EMPLOYMENTS

20%

UNIVERSITY GRADUATES



100%

workers  
REGULAR HEALTH EXAMS

# Our employees

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**1**

minimum

TRAINING PER WORKER  
PER YEAR

**3%**

DISABLED  
EMPLOYEES



**0**

INJURIES AT WORK  
IN 2018

over the last

**10 years**

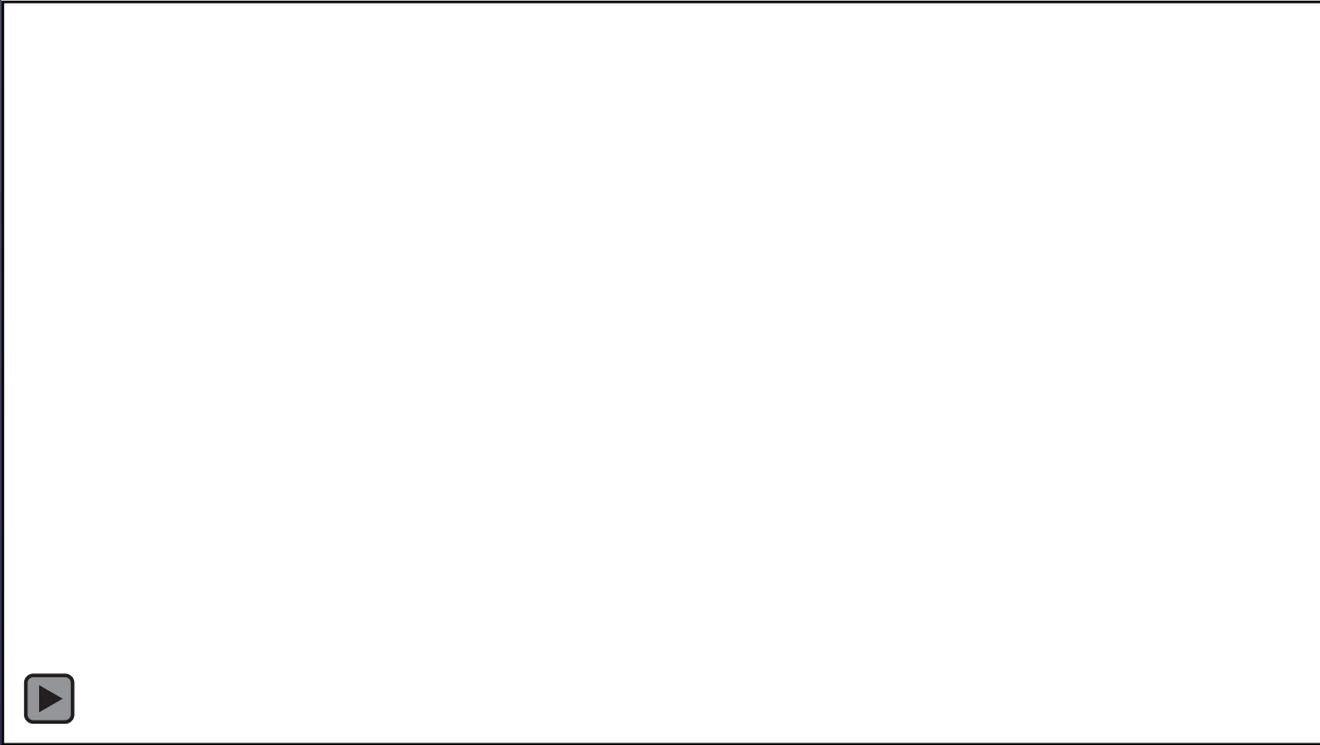
WE MET



**100 %**

provisions of the Collective Agreement

# QUALITY MANAGEMENT



**BINA ISTRRA – THE FIRST COMPANY IN ADRIA REGION  
CERTIFIED ACCORDING TO STANDARD ISO 39001**

# SUMMER ANIMATIONS ON REST AREAS



ICE CREAM AND  
PRESENTS FOR  
KIDS

RELAX  
ZONA

FOR DRIVERS



FIRST AID TEAMS'  
ASSISTANCE ON  
QUADS





## **STRONG PRESENCE IN THE DEVELOPMENT OF THE LOCAL COMMUNITY**

**Therapy horseback riding programme  
implemented to assist  
children with motor  
disabilities**



**Education Workshop for  
the residents of the  
Children's Home in Pula**

**A new van for Down Syndrom  
Center Pula**



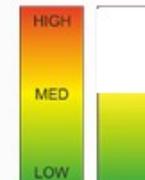
**Half million kuna for the  
Children's hospital in Rijeka**

**A flat for young people with  
developmental disabilities refurbished**

# Plan radova na Istarskom ipsilonu dionica ROGOVIĆI - LUPOGLAV 14.10.2019.

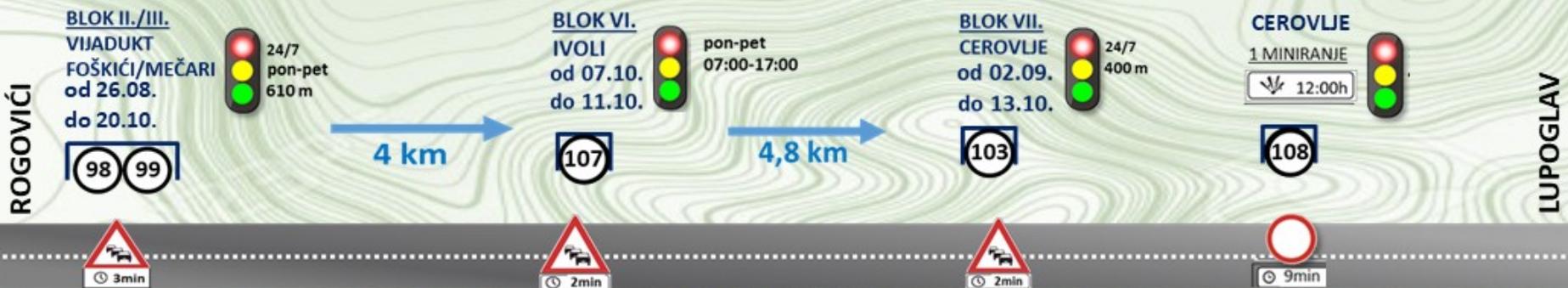


OČEKIVANA  
RAZINA  
PROMETA



**PULA**

**RIJEKA**



ROGOVIĆI

LUPOGLAV