

№	Question	Answer						
1	Please can the copies of the carbon footprint reports available (including those generated for the Level 1 and Level 2 accreditation) be uploaded in the data room?	<p>At the end of 2015 Sofia Airport applied for membership in ACI EUROPE’s “Airport Carbon Accreditation” Program (ACA Program), which has established itself as the global standard in the aviation industry in the area of management and reduction of carbon emissions. On 31.03.2016, based on the inventory-taking of the greenhouse gases for 2014, “Sofia Airport” EAD was awarded a Level 1 accreditation certificate under the ACA Program, which was renewed on 01.04.2017 for another one-year period.</p> <p>Based on the inventory-taking for 2016 and the “Greenhouse Gas Emissions Management Plan 2017 - 2020“ on 01.04.2018 Sofia Airport EAD received a Level 2 accreditation certificate under this program.</p> <p>Currently, the following Reports on the Inventory-taking of CO2 Emissions are available in the Virtual Data Room: Report for 2014; Report for 2015; Report for 2016 and Report for 2017 – Appendix 4.5.1.</p>						
2	Is there an airport wide energy efficiency strategy? If so, please can this be uploaded to the data room. If not, please can you outline a full list of energy efficiency measures planned airport wide (including timescales and budgets for those)?	<p>The Terminal 2 building was surveyed, in accordance with the Energy Efficiency Act, and an Energy Efficiency Certificate was issued, accordingly. The survey report and summary contain no recommended measures for improvement of the energy efficiency.</p> <p>With respect to Sofia Airport EAD’s certification for Level 2 - Reduction under ACI EUROPE’s “Airport Carbon Accreditation“ program, in 2017 Company’s Management Board approved the prepared “Greenhouse Gas Emissions Management Plan 2017 - 2020“ on 01.04.2018 Sofia Airport EAD, which is available in the Physical Data Room, subject to the terms and conditions of clause 5.1. of the Tender Documents – Appendix 5.6.3.2.</p> <p>The timeframe for the implementation of the measures is specified in the Plan, and their current status and indicative values are shown in the table below:</p> <table border="1" data-bbox="786 1585 1474 1986"> <thead> <tr> <th data-bbox="786 1585 1027 1711">Measure</th> <th data-bbox="1027 1585 1302 1711">Status</th> <th data-bbox="1302 1585 1474 1711">Indicative value, (including VAT)</th> </tr> </thead> <tbody> <tr> <td data-bbox="786 1711 1027 1986">Measure 1: New passenger boarding bridge</td> <td data-bbox="1027 1711 1302 1986">Documents for commencement of the Public Procurement Procedure – prepared and approved by the Management Board, submitted for approval by the Ministry of Transport Information</td> <td data-bbox="1302 1711 1474 1986">BGN 5,4 mln.</td> </tr> </tbody> </table>	Measure	Status	Indicative value, (including VAT)	Measure 1: New passenger boarding bridge	Documents for commencement of the Public Procurement Procedure – prepared and approved by the Management Board, submitted for approval by the Ministry of Transport Information	BGN 5,4 mln.
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			Technologies and Communications.	
		Measure 2: Electrical bus for inter-terminal transfers	Preparation of the documents for commencement of the Public Procurement Procedure	BGN 1,1 mln.
		Measure 3: Electrical buses for apron transfers – 2 pcs.	Preparation of the documents for commencement of the Public Procurement Procedure.	BGN 1,9 mln.
		Measure 4: Replacement of a part of the lighting system of T2	Scheduled for implementation in 2019	BGN 120 000
		Measure 5: Replacement of the street lights at the approach to T2	Scheduled for implementation in 2020	BGN 70 000
		Measure 6: Replacement of the chiller unit with a new heat pump unit at VIP A building	Implemented in 2018	BGN 185 000
		Measure 7: Energy efficiency practices for the office equipment	Implemented in 2017	No financial resource is required
3	Can you please provide the annual demand for Jet A1 fuel consumption at the airport bot for EAD and other providers? What is the storage capacity for a single tank? Can you confirm only 4 tanks out of 8 are in function?	This information is available in the Virtual Data Room <u>since 21.08.2018</u> – Appendix 11.3. – annual consumption of Jet A1 fuel. At present 7 vertical storage tanks for JET A-1 are in operation. 6 pcs. x 2000 m ³ 1 pc. x 800 m ³		
4	In your excel file 11.5 there is a "loaded fuel" in linear tonnes, can you clarify what this refers to? How this reconcile with your 4 tanks capacity?	The information, regarding the fuel loaded is always provided in mt (metric tons) or kg. The quantities, maintained in the fuels and lubricants storage facility corresponds to the daily consumption, considering the flights schedule.		
5	Can you clarify what these tables refer to? Is the first excel table related to fuel volumes sold by EAD only? Does the second table relate to all other operators excluding EAD? This question refers to document: 2.3.5 Fuel 2012-31.05.18 in the dataroom.	The first table indicates the AV gas 100LL consumed only of the operator Sofia Airport EAD in litres, adjusted to 15° C. The second table indicates the jet fuel (Jet A-1_ consumed in metric tons for all the operators, including Sofia Airport EAD.		
6	In relation to mutual agreement, could you please provide historical trends for agreed pay-off? Clarification: We are referring to the number of leavers which left the company in the period 2015-2018 (doc.	In case of termination of the employment by mutual consent, the employer owes a compensation for the unused paid annual leave.		

	7.12 of the VDR). We would like to know for those employees which left SA under the “mutual agreement” what were the conditions/package/remunerations agreed.	
7	Can you provide the exact number of employees with related department which are with the Trade Unions? Clarification: We would like to know how many employees by department (if possible) adhere to Trade Unions. We have a general information that almost 63% are subscribed to trade unions but we are looking for more detailed granularity/detail of those.	This information is available in the Virtual Data Room – Appendix 7.32.
8	Please confirm whether it is possible that certain buildings falling within the object of the concession and Terminal 1, in particular, may have historical heritage status.	There are no buildings within the concession site, registered as monuments of culture or architecture. The buildings, within the concession site do not have a cultural/historical immovable heritage status.
9	Please confirm if there are any lease agreements (or other similar agreements arranging right of use) regarding premises located with the object of the concession which are executed with state users (such as customs, police). If yes, please provide these agreements. If no, please explain if and what grounds premised located within Sofia Airport are used by state users.	Sofia Airport EAD has no lease contracts signed with governmental users, such as the Customs, the Police etc. By virtue of para. 3.1.6. of the Contract on the terms and conditions on the use of the Sofia civil airport for public use, pursuant to art. 43e/д/ of the Civil Aviation Act of 2016, signed between the MTITC and Sofia Airport EAD, the governmental users may use airport assets and occupy the relevant sites and facilities free of charge. In accordance with the said provision, the costs and expenses are on the account of the respective governmental users. Within the meaning of the said provision of the contract, governmental users are any and all persons, specified by the minister of transport, information technologies and communications, as proper representatives of governmental bodies and authorities, who carry out regulatorily established functions, related to the defense and security of Bulgaria, as well as other functions, set out in a law, whom the airport operator, according to the provisions of the contract, is obliged to provide with the free-of-charge use of premises and any other conditions, necessary for the performance of their respective functions
10	Please confirm if Lufthansa Technik uses areas within the object of the concession for the purposes related to technical servicing of aircrafts. If yes, please confirm if there is an agreement executed with Lufthansa Technik regarding such use and provide a copy from the agreement.	Sofia Airport EAD has no real estate lease contracts signed with Lufthansa Technik
11	Please confirm if there are parts of the concession territory which are designated for	The current detailed development plan contains no regulated land properties, intended for “green areas”.

	green area. If yes, please specify which land plots have such designation.	
12	In view of the fact that the working premises of Lufthansa Technik are in practice placed within the borders of the Airport and are as such directly adjacent to the Concession Site, kindly explain if there are any relations between the current operator Letishte Sofia and each of Lufthansa Technik/Hemus Air (owner of the land underlying the premises of Lufthansa Technik) relating to these premises or to the use by Lufthansa Technik of the territory directly in front of its premises, which is part of the Concession Area. If yes, please provide all relevant agreements regulating these.	The working premises – hangars of Lufthansa Technik are property of Bulgaria Air Maintenance EAD. The fees, paid for the territory directly in front of the working premises, as well as for all the services, provided by Sofia Airport EAD, are based on the Pricelist of Airport services and equipment.
13	Pursuant to Art. 24 of the DCA The Concessionaire shall set and collect the Airport Charges that are set in accordance with the Civil Aviation Act, other applicable EU law acts and their implementing legislation on its own behalf and for its own account. In this regard, could you kindly clarify whether the airport charges shall be considered as private account receivables or rather as receivables of public nature?	The Airport Charges, set and collected by the Concessionaire, are private account receivables.
14	Pursuant to Art. 3.2.22 of the DCA, by way of assumption of contract, assume any Transferring Contracts (excluding any rights and obligations prior to the Concession Commencement Date pursuant to the terms set forth in Clause 2.8.6 (Procedure for Transferring Contracts)) and continue such Transferring Contracts in accordance with the Laws and this Agreement. During the QA process it has been stated by Grantor that the assumption of the Transferring Contracts shall be carried out via congregation of assignment of rights and assignment of obligations operations. In respect of this, we kindly ask you to clarify whether the assumption of the Transferring Contracts may also be carried out through the concluding of novation agreements?	Within the Transition Period and in accordance with Clause 2.8 of the Concession Agreement, the Grantor and the Concessionaire may agree on the specific legal form for the transfer of the Transferring Contracts. With regard to the Transferring Contracts, the main purpose is that the rights and obligations under existing contracts, to which the Current Operator is a party, be transferred to the Concessionaire, in order to ensure the continuity of operation of the Airport and possibility for the Concessionaire to perform properly the Concession Agreement as from the Concession Commencement Date. Regarding transfer by way of novation, it has to be assessed whether there may be a termination effect with respect to the existing contract, which may limit some possibilities for the Concessionaire (e.g. making use of performance guarantees provided by the third party supplier/contractor).
15	Please provide a list of all trade union organizations in Sofia Airport EAD.	The trade-union organization of the FTE at the CL Podkrepa and the trade-union organization of the Association of the Employees in the Transport Industry in the Republic of Bulgaria, part of CITUB.

16	Please confirm that the Bidder shall not submit its audited consolidated financial statements for the last three full financial years in case the financial capabilities of the Bidder are satisfied through the capabilities held by third parties. Please confirm that in the above hypothesis will be enough to submit the audited consolidated financial statements and the financial certificate of the third party.	We confirm your understanding.
17	Please confirm that the list of the persons proposed to be appointed at management positions shall be submitted only by the Bidder and not by the third parties.	Pursuant to Paragraph 3(b) of Schedule 3, Part 1 Bidders are required to provide with the Application the " <i>list of the persons proposed to be appointed at management positions, who will be responsible for the management and operation of the Airport, including the following details: names, education, qualification, positions held, length of service (which shall not be less than five years) as better described in schedule 4 (Requirements for the Offers and Evaluation), part 1.</i> "
18	In connection with a request from an Economic Operator to present its management to the management of Sofia Airport as well as to organize expert meetings on financial, tax and legal issues, attended by the Financial Director and the Head of the Legal Department, as well as anyone else responsible for financial, tax and legal issues, we have the following answer:	In accordance with the requirements of the Tender Documents, item 5.1. "National Concessions Register. Data Room" regulates the methods of exchange of information between the economic operators and the and the Grantor. Also, para. 5.4. "Concession Site Visit" recommends that the economic operators visit and inspect the concession site. There are no provisions for any meetings at management or expert level with the members of the Management Board or Experts of Sofia Airport EAD.