

№	Question	Answer
1	File 2.1.13 provides the Number of Parking Transactions for the years 2015-2017. Please clarify, which transactions are included here. Do the figures also include transactions by rent-a-car companies for example?	<p>Only the transactions for passengers and guests' vehicles entering the parking lot with a ticket, recording the time of entry and exit, are included.</p> <p>The data does not include transactions for vehicles under subscription use contracts for parking spaces (rent-a-car companies etc.), which use subscription cards for access.</p>
2	<p>Analogous to the information provided in the FS 2015,16 and 17, file 2.10. provides the breakdown of Revenues in Thousand BGN from parking. These are, as follows: 2014: 2,139. 2015: 2,115. 2016: 2,407. 2017: 2,564.</p> <p>Please clarify whether these figures include revenue from all Parking activities (incl. for example rent-a-car parking), or only from passenger parking?</p>	These figures include revenues from all parking activities.
3	Please confirm why Plovdiv Airport is also covered under the Airport Operators Liability Policy .	Plovdiv Airport was included in the insurance policy for “Liability of Sofia Airport and Plovdiv Airport for material and non-pecuniary damages to third parties resulting from their operations as an airport operator and groundhandling operator” in order to optimise costs.
4	Please confirm whether the workers compensation policy can continue / transfer to newco at closing.	Please comply with the provisions of the Labor Code and the clauses of the draft Concession Agreement, including the ones on joint and several liability.

5	Please provide the full number of vehicles insured under both Motor Third Party Liability policies.	Third party liability insurance was concluded for 71 vehicles; for 58 of them there is also a full protection vehicle insurance.																																																																														
6	Please confirm the that both Motor Third Party Liability policies can continue / transfer to newco at closing	The two policies may be extended/transferred in compliance with the requirements of the concession procedure and in accordance with the provisions laid down in the Insurance Code.																																																																														
7	<p>Total OPEX for Unregulated Activities FY2017 as stated in file 1.26 are 33,636.65 Thousand BGN. File 1.10.2 provides a detailed OPEX breakdown of each item of unregulated activity for the same year. However, the totals of these documents do not match.</p> <table border="0" data-bbox="136 815 1070 1070"> <tr> <td>File 1.26</td> <td></td> <td></td> <td></td> </tr> <tr> <td>MATERIALS</td> <td></td> <td></td> <td>2,568.12</td> </tr> <tr> <td>EXTERNAL</td> <td>SERVICES</td> <td></td> <td>3,051.79</td> </tr> <tr> <td>AMORTIZATION</td> <td>EXPENSES</td> <td></td> <td>1,229.11</td> </tr> <tr> <td>WAGE</td> <td>COST</td> <td></td> <td>15,786.67</td> </tr> <tr> <td>SOCIAL INSURANCE</td> <td>AND SUPPLIES</td> <td></td> <td>10,238.69</td> </tr> <tr> <td>OTHER</td> <td>EXPENSES</td> <td></td> <td>762.28</td> </tr> </table> <table border="0" data-bbox="136 1110 1070 1366"> <tr> <td>File 1.10.2</td> <td></td> <td></td> <td></td> </tr> <tr> <td>MATERIALS</td> <td></td> <td></td> <td>2,186.2</td> </tr> <tr> <td>EXTERNAL</td> <td>SERVICES</td> <td></td> <td>2,792.7</td> </tr> <tr> <td>AMORTIZATION</td> <td>EXPENSES</td> <td></td> <td>1,151.1</td> </tr> <tr> <td>WAGE</td> <td>COST</td> <td></td> <td>12,583.7</td> </tr> <tr> <td>SOCIAL INSURANCE</td> <td>AND SUPPLIES</td> <td></td> <td>8,541.9</td> </tr> <tr> <td>OTHER EXPENSES</td> <td></td> <td></td> <td>604.0</td> </tr> </table> <p>Could you please explain the discrepancy of 5,700 Thousand BGN?</p>	File 1.26				MATERIALS			2,568.12	EXTERNAL	SERVICES		3,051.79	AMORTIZATION	EXPENSES		1,229.11	WAGE	COST		15,786.67	SOCIAL INSURANCE	AND SUPPLIES		10,238.69	OTHER	EXPENSES		762.28	File 1.10.2				MATERIALS			2,186.2	EXTERNAL	SERVICES		2,792.7	AMORTIZATION	EXPENSES		1,151.1	WAGE	COST		12,583.7	SOCIAL INSURANCE	AND SUPPLIES		8,541.9	OTHER EXPENSES			604.0	<p>The amounts quoted, as taken from file 1.10.2, do not include total distributable costs, which are indicated on a separate line in the file.</p> <p>The sum you determine as a non-compliance, of BGN 5,700 thousand, represents total distributable expenses (which are not taken into account in the calculation of the amounts of file 1.10.2) contained in the amounts indicated in file 1.26 and shown on a separate line in file 1.10.2, and are as follows:</p> <table border="1" data-bbox="1077 922 1980 1401"> <thead> <tr> <th colspan="2">TOTAL DISTRIBUTABLE COSTS 2017</th> </tr> </thead> <tbody> <tr> <td>Ground handling</td> <td>1,664,538.04</td> </tr> <tr> <td>Retail</td> <td>1,318,629.89</td> </tr> <tr> <td>Rentals and commissions</td> <td>124,480.29</td> </tr> <tr> <td>Advertising</td> <td>38,968.17</td> </tr> <tr> <td>Fuel Farm materials</td> <td>654,444.83</td> </tr> <tr> <td>Cargo and freight forwarding</td> <td>181,616.84</td> </tr> <tr> <td>VIP</td> <td>170,230.44</td> </tr> <tr> <td>Passenger Lounges</td> <td>319,571.01</td> </tr> <tr> <td>Air tickets sale</td> <td>159,492.47</td> </tr> <tr> <td>Parking</td> <td>338,382.29</td> </tr> </tbody> </table>	TOTAL DISTRIBUTABLE COSTS 2017		Ground handling	1,664,538.04	Retail	1,318,629.89	Rentals and commissions	124,480.29	Advertising	38,968.17	Fuel Farm materials	654,444.83	Cargo and freight forwarding	181,616.84	VIP	170,230.44	Passenger Lounges	319,571.01	Air tickets sale	159,492.47	Parking	338,382.29
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	<p>File 1.10.2 COST OF GOODS SOLD 47,540.0 DISTRIBUTABLE COSTS 5,776.9 Could you also please explain why Pension costs (Account 6043) are included in File 1.26, but not in file 1.10.2? Finally, could you please explain why COGS and Distributable Costs are included in file 1.10.2, but not in file 1.26?</p>	<table border="1"> <tr> <td>Unaccompanied minors fee</td> <td>172,532.57</td> </tr> <tr> <td>CUTE revenues</td> <td>311,072.98</td> </tr> <tr> <td>Espresso VIP B</td> <td>158,955.27</td> </tr> <tr> <td>Other commercial activities</td> <td>160,615.74</td> </tr> <tr> <td>BALCHIK AIRPORT</td> <td>3,418.78</td> </tr> <tr> <td>TOTAL distributable costs</td> <td>5,776,949.62</td> </tr> </table> <p>The pension costs included in file 1.26 are also included in file 1.10.2 in “Total distributable costs”.</p> <p>The information in both files is the same with the exception of the amount of the goods sold (included only in file 1.10.2, but presented in a different way).</p>	Unaccompanied minors fee	172,532.57	CUTE revenues	311,072.98	Espresso VIP B	158,955.27	Other commercial activities	160,615.74	BALCHIK AIRPORT	3,418.78	TOTAL distributable costs	5,776,949.62	
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8	<p>There is limited information available on Aero related revenues such as fuelling, Ground handling, cargo handling and CUTE charges. The numbers in physical data room for prices in the relevant contracts have been whitened/blanked. This makes assessment of these revenue streams difficult. Kindly provide prevailing pricelist for each of these services.</p>	<p>Prices are negotiated and cannot be provided because they are protected information under Art. 37 of the Protection of Competition Act.</p> <p>The price of the CUTE fee and the price of services for acceptance, storage, laboratory analysis and refuelling of aircrafts of aviation fuel JET A1 carried out by Sofia Airport, are reflected in the Airport Services and Equipment Price List.</p> <p>A excerpt of the Airport Services and Equipment Price List is available for review in the Virtual Data Room – Appendix 30.8.</p>													

9	<p>CA provides the Concessionaire to purchase or lease Moveable Assets owned by the Current Operator:</p> <p>a) Please provide a list of existing Moveable Assets owned by the Current Operator</p> <p>b) For information parity purposes, kindly provide a fair market value (or current book value) of the assets.</p>	<p>The answer was published in File Q&A_20.09.18._1, item 15. Please note that this question has already been answered.</p> <p>We once again kindly invite the economic operators to actively track and review the questions asked and answered, as published in the “Q&A“ section. To assist the Economic Operators and to make references faster and easier, a Summary table of questions and answers, also published on the concession website, is updated on a regular basis</p>
10	<p>As per CA, Airport charges are governed by guiding regulations such as "ORDINANCE - AIRPORT CHARGES AND CHARGES FOR AIR NAVIGATION SERVICES". These regulations cover methodology for determining all airport charges such as PSC, Landing, Parking in detail, however methodology to determine PRM (Passenger with Reduced Mobility) charges are not covered. Kindly guide us on the appropriate regulations/mechanisms for determining PRM charges.</p>	<p>The answer was published in File Q&A_16.08.18._1, item 1.</p>