

№	Question	Answer
1.	<p><b><u>Acceptable amendments to the draft Participation Guarantee (Form D)</u></b> The Tender Documentation provides that it is possible and acceptable for the Grantor that the issuing banks may make non-material amendments to the draft Participation Guarantee (Form D). The last paragraph of the draft states that “In this guarantee, unless the context otherwise requires, capitalized terms shall have the meaning ascribed thereto in the Tender Documents as defined in the Concession Notice n. 2018/S 127-290417 published on 5 July 2018 in the Official Journal of the European Union”. On the other hand, the capitalized terms are already defined in the text of the draft Participation Guarantee.</p> <p>In this regard, please confirm that the deletion of the last paragraph of the draft Participation Guarantee (“In this guarantee, unless the context otherwise requires, capitalized terms shall have the meaning ascribed thereto in the Tender Documents as defined in the Concession Notice n. 2018/S 127-290417 published on 5 July 2018 in the Official Journal of the European Union”) does not constitute material amendment of the draft guarantee and a participation guarantee issued without the last paragraph would be acceptable for the Grantor.</p>	<p>As there are terms which are not defined in Form D - Participation Guarantee but are defined in the Tender Documents we suggest to maintain the reference to the definitions provided in the Tender Documents.</p>
2	<p>We request you to confirm that the following format would be acceptable</p> <p><b>FORM H: EXPERIENCE RAISING FINANCING CERTIFICATE</b></p> <p>The undersigned [full names] in my capacity as legal representative of _____ Bank , with a seat of business and management address [_____],</p> <p>by this certificate hereby certifies that:</p> <p>(a) _____ Bank acted as Joint Lead Manager in the context with refinancing of debt of the project _____ (“Project”) which contemplated _____ (scope of project) and that _____ (Bidder's name) acted as Shareholder in the project ;</p> <p>(b) The value of the Project was equal to Euro _____ Million (conversion rate Euro 1 = _____ currency);</p> <p>(c) In the context of the Project, (Bidder), as a Shareholder, was able to raise debt financing equal to Euro _____ Million (conversion rate Euro 1 = _____ currency) to refinance the existing (currency) facility and the ECB facility of (Project Company);</p>	<p>The Q&amp;A process does not provide confirmation on the completion of the Forms by the Bidders. Please complete the Forms as indicated in the Tender Documents.</p>

	(d) The date of raising above mentioned debt equal to Euro _____ mn for the Project occurred on [...].	
3.	In relation to your answer as of 14.09.2018 on a query regarding the requirement under Clause 7.1.(c) of the Tender Documentation, please elaborate your reply by indicating specifically whose electronic signature should validate the correctness of the attachments to the Application and the Offer (including the declarations and all other documents, which will be filled and provided by every member of the Consortium, signed manually and scanned as PDF, respectively submitted on Electronic device) – whether this shall be the electronic signature of the person having signed manually the respective document or it could be the electronic signature of the person representing the Bidder, who signs the Application and the offer (notwithstanding the fact that he has not signed manually the scanned document)?	There is no clear indication in the Concessions Act on which electronic signature is required. We note that the electronic signature is required for certifying that the scanned document is the same as the original document. Bidders can opt for certifying the conformity of the scanned copy with the original by way of the electronic signature of the individual having signed the original or by way of the electronic signature of the individual representing the Bidder and signing the Application and the Offer.
4.	In relation to the requirement under Clause 7.1 (a) of the Tender Documentation, please clarify in case of Consortium, is it necessary the legal representative of the Leading Member of the Consortium to be authorized with the Power of Attorney under Sample Form B in order to sign the Application, the Offer and the Binding Offer? In case such authorization of the legal representative of the Leading Member is required, who shall issue the Power of Attorney? Our understanding is that the Power of Attorney shall be issued by all members of the Consortium. Please, confirm if our understanding is correct or clarify if otherwise.	The Power of Attorney, in case of a Consortium, shall be issued by the Lead Member only, and not by each member of the Consortium. The Lead Member is expected to be entitled to represent the Consortium on the basis of the Consortium Agreement.
5.	In relation to the requirement under Clause 7 of the Tender Documentation for signing with e-signature of the Application, the Offer and the attachments thereto, please confirm that an e-signature issued by a EU Member State service provider, enlisted in the Trusted List Browser, published by the European Commission ( <a href="https://webgate.ec.europa.eu/tl-browser/#/">https://webgate.ec.europa.eu/tl-browser/#/</a> ) shall be acceptable for the Grantor for the purposes of the concession award procedure. Further, please confirm that the Grantor will also accept e-signatures issued by a service provider based outside the EU, if it meets the requirements under Article 14 of Regulation (EU) No 910/2014 of the European Parliament and of the Council of 23 July 2014 on electronic identification and trust	Confirmed.

	services for electronic transactions in the internal market and repealing Directive 1999/93/EC.	
6.	Based on the recently uploaded EBITDA example file, which captures EBITDA from 2016-2018, In Airport charges we are noticing that Noise revenues have significantly increased from its past levels. For 8 months of 2018, Noise revenues are ~25.3 million BGN as compared to just BGN 1.085 million for FY 2017. On the contrary, Security revenues have drastically decreased from 35 million BGN in 2017 to 0.8 million BGN. Can you please share reason for such sudden fluctuation in security and noise revenues.	The values of the Noise and Security charges have been swapped in File 1.1.7.1, uploaded on 19.10.2018. The correct values are, as follows: Noise = BGN 792k Security = BGN 25,039k A new file has been uploaded to facilitate the Bidders.