

№	Question	Answer
1.	<p>We have encountered two contravening responses. According to response No. 7 dated 12 November 2018, point 8, you have responded to the question whether “The authorised person by virtue of the Power of attorney can submit the documents at the Ministry personally” to the following effect: “Please note that, provided that the documents are signed and sealed in envelopes as required, there is no specific requirements as to the person that will physically file them with the Ministry.”</p> <p>On the other hand, in answer no 2 dated 26 November 2018 you have stated the following, which is contradictory to the abovementioned answer: “We confirm that a POA is required for the person that will file the envelope with the Ministry of Transportation, Information Technologies and Communications.”</p> <p>Please clarify:</p> <ol style="list-style-type: none"> 1. whether a PoA for persons handing over the Application and Offer is really required. 2. If yes, whether the POA for physically handing over the envelope is to follow a specific form. 3. If yes, how this specific form should look like. 	<p>We confirm the answer n. 2 dated 26 November 2018: a Power of Attorney will be required for the person submitting the Application and the Offer. The Bidder or in the event that the Bidder is a Consortium, the Lead Member, shall issue a power of attorney granting the powers to submit the Application and the Offer with the Grantor. There is no specific form for such power of attorney. The power of attorney shall be in Bulgarian language or in English language (in such case a non-official translation in Bulgarian language shall be attached). The power of attorney shall be neither notarized nor legalized or apostilled.</p>
2.	<p>Reference is made to Application Form H, EXPERIENCE RAISING FINANCING CERTIFICATE:</p> <p>Under a) and c) the name of the party that has financed the respective Project needs to be stated. According to the requirements in brackets only the name of the Bidder or Consortium Member, but not the name of a Third Party, can be filled in. Please confirm that, in case the Project was financed by the same party that shall act as the Third Party providing the financial capabilities in this Tender Procedure, it is acceptable to enter the name of this Third Part under a) and c) of Application Form H.</p>	<p>Yes, it is acceptable to enter the name of the Third Party providing the financial capabilities in this Tender Procedure.</p>
3.	<p>In connection with the published answer to question 2 of 21.11.2018 „According to publication in dir.bg. dated 07 October 2018, the number of affected employees from the termination of the ground handling agreement with Wizz Air is 400. Respectively, the share of Sofia Airport is expected to decrease as follows: by number of serviced aircrafts from</p>	<p>For 2019, subject to a terminated groundhandling agreement with Wizz Air, the figures indicated are expected to change as follows:</p> <ol style="list-style-type: none"> 1. Number of aircraft serviced - about 18%. 2. Number of passengers serviced - about 5%. 3. Revenues from groundhandling activities: 3.6 million BGN.

	<p>44% in 2017 to 4%; by number of serviced passengers - from 41% in 2017 to 4%. It is also expected that the revenues from ground activities will decrease from BGN 10.4 million in 2017 to BGN 3.1 million. Please confirm the above numbers or present your own calculations on the matters above“, we provide information:</p>	
4.	Updated file of consolidated EBITDA 2016-Oct.2018.	The information is available for review in the Virtual data Room – Appendix 1.1.7.2.
5.	<p>You have confirmed several times through the Q&A that the Upfront Concession Fee:</p> <ul style="list-style-type: none"> • is an eligible cost component for the purpose of calculation of the Airport Charges (answer dated 09.08.2018, reconfirmed on 01.10.2018, 10.10.2018 and 29.10.2018); and • should be reflected as regulated cost in the calculation of the Airport Charges (answer dated 20.08.2018). <p>However, we noted that the concession fees (upfront or annual) are not explicitly mentioned in the Ordinance on the Charges for Using the Airports for Public Use and for Air Navigation Services in the Republic of Bulgaria and the Methodology on Determining Airport Charges thereto.</p> <p>Therefore, could you please confirm that the Grantor will ensure that the respective ordinance and methodology will be amended by explicitly enlisting the concession fees (both upfront and annual concession fee) as eligible cost components for the purpose of calculation of the Airport Charges in line with your responses cited above so that any potential future disputes between the Concessionaire and the airport users are avoided</p>	<p>We confirm our understanding that the Upfront Concession Fee and the Annual Concession Fee as well as the costs, incurred by the Concessionaire in reference to financing through debt or equity of the regulated activities, are eligible cost components for calculating the airport charges at Sofia Airport. The Upfront Concession Fee is eligible for inclusion in the assets base but is expected to be distributed between the regulated and unregulated part of the Concession.</p> <p>In line with our previous answers, we once again point out that the determination of airport charges is carried out by the airport operator in compliance with the Methodology for determining airport charges, representing Appendix 1 to Article 1, paragraph 3 of the Ordinance on the charges for use of airports for public use and air navigation services in the Republic of Bulgaria and the principles laid down in ICAO Policy on Airport and Navigation Charges – Doc 9082 and in the ICAO Manual on Airport Economy – Doc 9562.</p>