

№	Question	Answer
1.	Please provide a breakdown of revenues (separately for aeronautical and non-aeronautical) and opex by currencies (BGN, EUR, USD, CHF, others).	The information is available for review in the Virtual Data Room – Appendix 2.24.
2.	From your reply of 27.11.2018 we understand that amendments in the Tender Documents and in the draft Concession Agreement are anticipated on certain issues of material importance, such as the shareholders' and third parties' joint liability toward the Grantor. The lack of clarity as regards the nature, scope and specifics of the anticipated amendments has put on hold the analysis of these issues and their potential implications and has therefore significantly impeded the process of preparation of participants' offers. Furthermore, upon announcement of the said amendments, additional time shall be needed for participants to analyze the amendments and adjust their offers accordingly, as well as to take the required corporate decisions on their participation structure. Therefore, we respectfully request additional extension of the current submission date by at least 2 (two) weeks, i.e. until 12th February 2019.	Please note that the issue will be discussed in the planned amendments to the Concession Agreement and Tender Documents.
3.	<p>We refer to Schedule 3 (Content of the Applications and Offers), Part 1 (Application), Section 3(b) of the Tender Documents which provides for the Airport Operator License Requirements under the Bulgarian Law. Those requirements are provided by Article 48d, paragraph 2, items 2 and 3 of the Civil Aviation Act and article 34 and 35 of Ordinance 20/24.11.2006 of the Minister of Transport on the Certification of the Operational Requirements of Civil Airports, Airfields, Ground Service Systems and Equipment, on Licensing of Airport Operators and Ground Service Operators and on the Access to the Ground Services Market at Airports. In this regard would you please clarify:</p> <p>1. If a Bidder intends to prove its compliance with the net worth and experience raising financing requirements through the capabilities held by a Third Party as provided for under Art. 63 of the Concessions Act and presents the required financial documents for that Third Party, is the presentation of separate documents proving the financial standing of the Bidder itself for compliance with the airport operator license requirements in accordance with Article 48d, paragraph 2, item 2 of the Civil Aviation Act and art. 34, point 1 of the Ordinance 20/24.11.2006 required?</p> <p>2. If a Bidder intends to prove its compliance with the operating experience through the capabilities held by a Third Party as provided for under Art. 63 of the Concessions Act,</p>	<p>With reference to items 1 and 2:</p> <p>The information and documents to be presented under this Procedure by the Bidder, who will be selected Concessionaire, will not be considered under the Airport Operator Licensing Procedure. The Airport Operator Licensing Procedure is separate from the Concessionaire selection procedure.</p> <p>The applicant for an airport operator license will be the selected Concessionaire, who should submit all documents required under Ordinance 20. These documents shall be evaluated as of the application submission date.</p>

	<p>intends to have that Third Party sign the Appendix 11b Third Party Airport Operator Undertaking and that Third Party presents to the Application a list of the persons proposed to be appointed by that Third Party at management positions, who will be responsible for the management and operation of the Airport, does the Bidder itself have to present to the Application a list of the persons proposed to be appointed by the Bidder at management positions, who will be responsible for the management and operation of the Airport in accordance with Article 48d, paragraph 2, item 3 of the Civil Aviation Act ьха art. 34, point 2 of the Ordinance 20/24.11.2006?</p>	
4.	<p>We refer to Clauses 6.2 (a) and (b) of the Tender Documents and the possibility granted to the Bidder to prove any of the requirements regarding technical capabilities and/or financial and economic standing through the capabilities held by Third Parties as provided for under Art. 63 of the Concessions Act. According to Clause 6.2(b)(i) of the Tender Documents if the Bidder uses this possibility, then it is to present agreement(s) between the Bidder and the respective Third Party or unilateral written undertaking(s) by the Third Party(ies) evidencing that in the event of award of the Concession to such Bidder, the Concessionaire can avail itself of the capabilities and resources provided by such Third Parties.If a Bidder intends to prove the compliance with the requirements for both the financial standing and the technical capabilities through the capabilities held by one and the same Third Party, is the presentation of one single unilateral undertaking by/letter agreement with that Third Party evidencing the availability to the Bidder of both the resources related to the financial standing and the technical capabilities sufficient or does the Bidder have to present two separate unilateral undertakings by/letter agreements with that Third Party – one on the availability to the Bidder of the resources related to the financial standing and one on the availability to the Bidder of the resources related to the technical capabilities?</p>	<p>We would recommend to submit separate undertakings/agreements in any case.</p>