

№	Question	Answer
1.	<p>Please confirm that any costs related to an expropriation procedure for land (and also for buildings) currently not included in the concession object/the Concession Site (but contained in the Conceptual Development Plan or any current or future Master Plan that is approved by the Grantor, as the case may be) can be included in the cost base for the calculation/establishment of the Airport Charges that may be set and collected by the Concessionaire. Section 5.7.1 of the Concession Agreement suggests that this should be the case where it is stipulated that these expropriation costs that are borne by the Concessionaire will be treated as investment costs of the Concessionaire.”</p> <p>“Please confirm that expropriations of assets currently not included in the Concession Site do not only include land but also include buildings and that, as a consequence, Sections 5.1.7 (last sentence), 5.7.1, 25.2.3 and 25.3.8 of the Concession Agreement should not only include and refer to land but also to buildings. If this is the case a clarification in the aforementioned Sections of the Concession Agreement would avoid potential doubts in this regard.</p>	<p>1) According to the wording of the Concession Agreement, the costs, borne by the Concessionaire, for expropriation of additional land, as set out in this provision, will be treated as investment costs of the Concessionaire.</p> <p>2) Where there is a need to expand the concession territory, proven by an effective Detailed Spatial Plan, the expropriation shall be effected according to the procedure established by the State Property Act.</p>
2.	<p>In an answer on 15 February 2019 you have stated that the validity period of the Participation Guarantee shall end on 27 April 2020. In other answers you have mentioned several times that the tender documentation will be adjusted once more (which would again lead to a change of the bid submission date). Considering these statements, please confirm whether 27 April 2020 shall still be considered as the correct end of the bid validity period. If this is not the case, please advise the correct validity period.</p>	<p>Amended Tender Documents, including a new Bid Submission Deadline, will be published within the next few days.</p>
3.	<p>Please provide a copy of the AODB of Sofia Airport for the full year of 2018 in order to fill all the required traffic details especially for the last quarter 2018.</p>	<p>The information is available for review in the Virtual Data Room – Appendix 2.1.2.5.5.</p>
4.	<p>Could you please give us an information about the amount of incentives for Landing and Passenger charges for 2018, as well as the Gross amount of these charges, before the incentives were taken off?</p>	<p>The information is available for review in the Virtual Data Room – Appendix 2.2.5.10.</p>
5.	<p>Please provide us with the amount of Adult PAX, Children PAX and Infant PAX at Sofia Airport in 2018 on quarterly basis.</p>	<p>The information is available for review in the Virtual Data Room – Appendix 2.1.3.1.4.</p>
6.	<p>Could you please provide us with the number of Sofia Airport’s Ground Handling serviced flights?</p>	<p>The number of aircrafts serviced in 2018 by Sofia Airport EAD as a Groundhandling Operator, is 10 170.</p>

<p>7. Could you provide us with detailed information for revenues item “Other” with amount of 9 608 thousand BGN, as well as the COGS for it with the amount of 8 651 thousand BGN from the file with Revenues and costs for 2018?</p>	<p>The revenues under item “Other”, amounting at 9 608 thousand BGN, consists of the following:</p> <ul style="list-style-type: none"> • revenues realized as an airport operator /revenues from issuance of passes, testing of aeronautical engines, Aviation Training Centre, Aircraft security and revenues from upon-request services/, at the amount of BGN 796 thousand; • other revenues /filming, marketing support for visualization of goods and other one-off revenues/, at the amount of BGN 142 thousand; • revenues from sale of tangible fixed assets at the amount of BGN 8,589 thousand /one-off/; • commission revenues at the amount of BGN 4 thousand; • revenues from the supply of consumables to Wizz Air, at the amount of BGN 77 thousand; <p>COGS at the amount of 8 651 thousand BGN include:</p> <ul style="list-style-type: none"> • reported value of the sale of a fixed asset /building/ in the amount of BGN 8,574 thousand; and • reported value of delivered supplies for Wizz Air. <p>The amount of BGN 6,908 thousand and the breakdown specified is according to preliminary report as of 20.02.2019.</p>
<p>8. Could you prepare a detailed split of cost item “Staff costs and benefits” with the amount of 68 102 mio. BNG from file „1.1.7.3. Консолидирана ЕБИТДА 2016-2018“, published in the VDR, where there is an information for Salaries, without Bonuses, Bonus payments, Social benefits, Social securities and Other Personnel expenses, also presented in details.</p>	<p>The Staff Costs for 2018 in the amount of BGN 68 102 thousand are allocated as follows:</p> <ul style="list-style-type: none"> • without bonuses, BGN 37,297 thousand; • bonus payments at the amount of BGN 1,562 thousand; • provision for unused leave in the amount of BGN 1,897 thousand; • provision for compensations under Art. 222/3 of the Labor Code at the amount of BGN 231 thousand; • social and health insurance amounting to BGN 11 661 thousand; • social programme amounting to BGN 14,401 thousand; • tax payments under the Corporate Income Tax Act in the amount of BGN 1,053 thousand.