

№	Question	Answer
1	Per document 1.1.7.3 (Prilojenie_1.1.7.3.xlsx) in the VDR we note that other commercial operator revenues amounted to BGN 9,608,000 in FY18A compared to BGN 1,057,000 in FY17A, an increase of BGN 8,551,000. Please explain the reasons and drivers for the increase (quantifying the year on year impact of each reason / driver) in such revenues between FY17A and FY18A. Please identify and quantify any one-off, non-recurring items included in other commercial operator revenues in FY18A.	The difference in amounts of other revenue between 2017 and 2018 is due to the one-off revenues from sale of non-recurring assets in the amount of BGN 8,589 thousand.
2	Per document 1.1.7.3 (Prilojenie_1.1.7.3.xlsx) in the VDR we note that staff costs and benefits amounted to BGN 68,102,000 in FY18A compared to BGN 60,737,000 in FY17A, an increase of BGN 7,365,000. Please explain the reasons and drivers for the increase (quantifying the year on year impact of each reason / driver) in such costs between FY17A and FY18A. Please identify and quantify any one-off, non-recurring items included staff costs and benefits in FY18A.	According to the Board of Directors Decision - Task No 1 of 17.10.2017, effective as of 01.11.2017, all employees of Sofia Airport EAD remuneration was increased by BGN 105. Also pursuant to Collective Labour Contract, № 100-Д-251/07.11.2017, effective as of 08.12.2017, the amount of the social benefits vouchers was increased by BGN 30, resulting in increased costs of remuneration, social and health insurance. The change in salaries is due to the growth of quantitative and economic indicators achieved.
3	In Schedule 4, Part 1, Section 2-C Conceptual Development Plan Requirements, 7 requests: a) Block schemes per defined stage of development of the situation for the entire area of the airport, to a scale of not less than 1:250; and b) The specific investment projects' final situation superimposed on the current situation to a scale not less than 1:1000 Please clarify the difference between points a and b.	- Difference in scale in both deliverables; and - Block schemes would show the phasing of the development into sub phases (if relevant), whilst second deliverable shows final infra development.
4	Please provide the Net Sales and COGS for the categories Duty Free sales\ and intra-community sales split by shops terminals and months for the full calendar year 2018.	The information is available for review in the Virtual Data Room – <b>Appendix 2.3.4.2.</b>
5	Given the extended Applications and Offers Submission Deadline, please clarify which specific calendar date shall be specified as validity period of the Participation Guarantee which shall be issued according to Form D, schedule 3 of the Tender Documents.	Please calculate the date in accordance with the requirements of the Tender Documents.
6	Our understanding of Schedule 3, Part 1: Application, item 4, (a), (iii) of the tender Documentation is as follows: the affidavit, confirming the financial position and the Total Net Worth, which is to be provided by the Chief Financial Officer (in the absence of which, to be provided by the executive director / members of the managing board of the Company, as per your confirmation), is acceptable to be signed as at a date, which precedes the date of the Applications and Offers Submission Deadline by 7 days, i.e. to be	Correct.

	signed on 4 April 2019 (7 days prior to the Applications and Offers Submission Deadline). Please confirm whether our understanding is correct.	
7	Please provide in Word format the updated forms under Schedule 3 of the Tender Documentation, as last amended, in Bulgarian and in English language. Alternatively, please confirm that the forms have not been amended and the ones, published with Schedule 3, as amended by Decision № PK-6 from 20.12.2018, are up to date.	The revised tender documentation will be published as soon as the latest Notice of Amendment is published in the OJEU.
8	In relation to the requirement for "Net Worth of the Bidder", please confirm whether it is acceptable for the Bidder (in case of a Consortium, the member contributing for the implementation of that financial requirement) to fill in the respective .xls file, provided in the Data Room, which has been summarised as Form G (Total Net Worth), financial data for more than three full financial years (for example data for 2015, 2016, 2017 and 2018). In that case, the financial data will be supported by providing audited financial reports, including income and expenses report, balance and cash flow report for the 3 (three) full financial years (for example for 2015, 2016, 2017) and a declaration of the respective CFO / executive manager for the part of the calendar year, which has not been covered by the financial reports, up to the 7th (seventh) day prior to the Applications and Offers Submission Deadline (for example for 2018 and the period up to the 7th (seventh) day prior to the Applications and Offers Submission Deadline.)	Please refer to Schedule 3, part 1, paragraph 4(a)(iii) and the several Answers published on this topic.