

QUESTION	ANSWERS
Regulatory & Commercial Activities	
1) Please provide a breakdown of "Sale, Transportation, Storage and Laboratory Analysis of Fuels and de-icing fluid" in terms of sale of de-icing fluid, sale of aircraft fuel, sale of fuel for vehicles, revenue from aircraft refueling, revenue from transportation of fuel, revenue from storage of fuel, revenue from laboratory analysis of fuel, etc.". Total figure is reported as 9,139,000 BGN in 2017 in financial statements. Please also provide associated Cost of Goods Sold for each item as well as other associated costs.	The information is available for review in the Virtual Dataroom – App. 12.1.1.1.№ 12.1.1. (т. 1)
2) For aircraft serviced by the ground handling department of Sofia Airport, please provide - 2016 and 2017 traffic broken down by aircraft type for each airline served by Sofia Airport ground handling - 2016 and 2017 revenue by airline	The information is available for review in the Physical Dataroom under terms and procedures specified in Clause 5.1 of the Concession Documentation. Appendix 12.1.2.
3) Please provide breakdown of costs related to ground handling activities. For staff costs, please provide number and cost of employees on a departmental basis	The information is available for review in the Physical Dataroom under terms and procedures specified in Clause 5.1 of the Concession Documentation. Appendix 12.1.1. and 12.1.2. 3.1 – breakdown of activities under Groundhandling - offline 3.2 – Staff Costs for Groundhandling Directorate - online
4) Please provide staff absence factor for ground handling staff (absent days/total work days excluding annual leave and days off)	The information is available for review in the Virtual Dataroom – App. 12.1.1.4.
5) For Sofia Airport ground handling department please provide Ground Support Equipment list in terms of type, brand and age.	The information is available for review in the Virtual Dataroom – App. 12.1.1.5.

<p>6) Please specify new regulatory standards concerning Ground Support Equipment.</p>	<p>There are no new standards applicable to the service equipment.</p> <p>Sofia Airport complies with the technical characteristics published in Ordinance 20, Appendix 9.</p>
<p>7) Please provide breakdown of “other commercial activities” revenue reported as 935,000 BGN for 2017 in financial statements. We understand that it includes Aviation Training Center and Cosmos Hotel revenues. Please specify revenues for both. Also, please confirm if they are within concession scope or not</p>	<p>The information is available for review in the Virtual Dataroom – App. 12.1.1.7.</p> <p>Hotel Cosmos is not part of the concession object.</p> <p>The aviation training center is part of the concession object.</p>