

		ВЪПРОСИ	ОТГОВОРИ
1	ENG	<p>Holiday complex Cosmos and VIP terminal Please provide the annual costs, including personnel costs for the period 2016-2017 related to the use of the holiday complex and the VIP terminal which are covered by Sofia Airport EAD? Please provide information for the revenue earned from hotel services for the period 2016-2017 if they are included in the financial statements of the Company. Please provide the PAX and ATM for FY16 - FY17, serviced at the VIP Terminal</p>	<p>VIP terminal (VIP A) and Holiday complex Cosmos are not included in the Object of the Concession.</p>
2	ENG	<p>Balchik Airport Please provide information for the amount and the nature of the costs incurred in relation to the airport in Balchik for the period 2016 - 2017 and revenues earned, on annual basis.</p>	<p>Balchik Airport is not included in the Object of the Concession.</p>
3	ENG	<p>Aviation fees receivables Please explain whether there are any issues regarding the collection of aviation charges receivable from airlines under Art. 120 (1) Civil Aviation Act. What are the general credit terms applicable to the top 10 airline companies? Are there any delays and what are the actual terms for collecting aviation fees?</p>	<p>With regard to the collection of airport charges under Article 120(1), Sofia Airport" EAD applies only the requirements of the Civil Aviation Act and the Regulation on the Fees for the Use of Airports for Public Use and for Air Navigation Services in the Republic of Bulgaria.</p>
4	ENG	<p>Trade receivables Please clarify the substance of trade receivables of BGN 4,644 thousand as at 31 Dec 2017, as presented on the face of the balance sheet in the financial statements of Sofia Airport EAD - are these receivables arising from all type of revenues, or these receivables related to ground services and other commercial activities?</p>	<p>Trade receivables are from the sale of goods and services of: groundhandling, trade in goods in stores, rents, advertising, sale, transportation, storage and laboratory analysis of fuels and de-icing liquids, cargo, guest lounges, etc.</p>

5	ENG	<p>Project receipts accounted for as short-term receivables Please provide a breakdown of trade receivables at the amount of BGN 37,682 thousand as of December 31, 2017 by customers as well as December 31, 2016. Please provide an aging analysis of these receivables as at 31 Dec 2017</p>	<p>The stated amount of BGN 37 682 thousand is not from trade receivables, but from airport charges. The estimates of "Sofia Airport" EAD and MTITC (CAA) incl. in respect of receivables from airport charges payable by airlines will be settled only between Sofia Airport EAD and MTITC (CAA), i.e. the Concessionaire will not be affected by these receivables.</p>
6	ENG	<p>Receivables under a contract with the Government of the Republic of Bulgaria As at 31 Dec 2017, Sofia Airport EAD reports additional trade receivables of BGN 18,176 thousand, being airport fees due from airlines. Please provide breakdown by client of these balances as at 31 Dec 2017 and 31 Dec 2016. Please provide aging analysis by client as at 31 Dec 2017.</p>	<p>The information on this issue is not related to the subject of the concession. The estimates of "Sofia Airport" EAD and MTITC, incl. in respect of receivables from airport charges payable by airlines will be settled only between Sofia Airport EAD and MTITC, i.e. the Concessionaire will not be affected by these receivables. If such receivables are in place, they will remain receivables of the current airport operator, "Sofia Airport" EAD, respectively, the latter will have the obligation to collect such receivables. We take this opportunity to note that the present procedure is for concession and there is no assignment of rights or obligations from the current operator, "Sofia Airport" EAD to the concessionaire beyond the cases explicitly regulated by the law and in the draft concession agreement.</p>
7	ENG	<p>Bulgaria Air receivables According to the 2016 and 2017 Operation report of Sofia Airport, Sofia Airport has private receivables from Bulgaria Air of BGN 2,818 thousand as at 31 December 2017 as well as public ones amounting to BGN 47,491 thousand. Please provide an explanation how the public receivables are presented on the face of the balance sheet, their nature and an aging analysis as at 31 December 31, 2017.</p>	<p>The information in question is not related to the subject of the concession - the concessionaire will not be affected by the trade receivables of "Sofia Airport" EAD and the receivables from airport charges of MTITC. If such receivables are in place, they will remain receivables of the current airport operator, "Sofia Airport" EAD, respectively, the latter will have the obligation to collect such receivables.</p>

8	ENG	<p>Reconstruction Project of Sofia Airport Please confirm our understanding, that the project is now complete, all balances were settled and the assets are in operation. Please clarify the status of the new runway system and related works - are they complete and operational? If not what is their stage of completion?</p>	<p>We confirm the completion of the Sofia Airport Reconstruction and Development Project and all assets thereunder are in operation. At present, the runway system and the related works are completed, complete and functioning.</p>
9	ENG	<p>Revenues – aero Key clients market share by passengers and ATM on international regular lines from total flights and from PAX serviced for FY16 and FY17</p>	<p>The information is available for review in the Virtual Data Room – App. No 2.5.</p>
10	ENG	<p>Commercial revenue Please provide breakdown of revenues by clients with regard to income from rent, advertising and commissions, on annual basis for the period FY16 - FY17.</p>	<p>The information is available for an on-site review in the Physical Data Room under the conditions and procedure set out in Art. 5.1. of the Concession Documentation. Appendix 2.4.</p>
11	ENG	<p>Commercial revenue Please provide split of trading goods revenues by shop/customer and by Terminal on annual basis for the period FY16-FY17</p>	<p>The information is available for review in the Virtual Data Room Appendix 2.6.</p>
12	ENG	<p>Expenses Please provide information on any contracts between the State and third parties, as per which Sofia Airport is the beneficiary party. Please provide information on the subject of such contracts and the amount of charges covered by the State or other parties.</p>	<p>"Sofia Airport" EAD is not a beneficiary under any such contracts.</p>
13	ENG	<p>Expenses Please provide split of costs for hired services for FY16-FY17, on annual basis by supplier.</p>	<p>The requested information is trade secret of "Sofia Airport" EAD and is protected within the meaning of Art. 37 in conjunction with § 1, item 9 of the Supplementary Provisions of the Competition Protection Act.</p>
14	ENG	<p>Expenses According to the activity report in 2017, as a result of unfulfilled planned expenditures, an economy has been realized from the position of expenses for employees of Internal Affairs Ministry (police force) amounting to BGN 2, 780 thousand. Please provide the service contract and an explanation regarding the postponement</p>	<p>The planned expenditures pertain to a request received by the Ministry of Interior for allowance of the Border Police officers on the grounds of the Law on amendment and supplement to the Ministry of Interior Act, promulgated in State Gazette No. 81/ 14.10. 2016, which amends the funding mechanism of the protection service at Sofia Airport, carried out by the police</p>

		of the cost. Please provide information on the level of maintenance in 2016	authorities. In 2017 and so far, no action has been taken toward signing a contract with the Ministry of Interior for these expenses.
15	ENG	Prepaid expenses Please provide a breakdown of insurance prepayments as at 31 December 2017 and H118 by type of insurance.	The information is available for review in the Virtual Data Room Appendix No. 2.7.