

#	Question	Answer
1	Please provide an estimate of the potential costs related to the transfer of personnel and key contracts in relation to the concession.	<p>Details of the cost of staff and existing airport contracts are available in the Physical and Electronic data room – 7. Human Resources and 3. Third Party Agreements.</p> <p>In accordance with Bulgarian Law (Art. 123a, Labour Code), the transfer of the personnel shall take effect by virtue of the law and is not expected to be associated with any costs; accordingly, the cost of staff will not change after the transfer to the Concessionaire.</p>
2	<p>In view of the opening balance sheet of the future SPV (which is to be established for the purposes of the concession), please comment on the below items and provide estimates of their respective expected amounts:</p> <ul style="list-style-type: none"> – The fixed assets base included; – Liabilities to be assumed by the SPV; – Net working capital; – Other key elements to be included. 	It is expected that the SPV will be a new entity, whereas all liabilities and receivables prior to the Concession Commencement Date should remain with the Current Operator (Sofia Airport EAD).
3	Please provide a quantitative estimate of the effect of end-of-concession commitments for the future concessionaire.	It is unclear if the question refers to the Handback provisions under clause 45.1. In addition, please clarify if the question refers to ongoing commitments, or the cost of complying with the handback obligations foreseen under clause 45.1
4	Please provide details of the long-term financial model of the concession (e.g. the model used for the concession value).	<p>The estimated concession value has been calculated in line with Art. 27 (1) of the Concessions Act, on the basis of the net present value of “the aggregate turnover of the concessionaire”.</p> <p>Each Bidder is responsible for developing their own Business Plan and assumptions which will then feed in their own financial model, from which will then feed into Clause 30.2 (Value of the Concession) of the Concession Agreement.</p>

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5	If available, please provide a social analysis.	The analysis is prepared only for the needs of the Contracting Authority (the Grantor) and for the purpose of defining the initial parameters of the Concession. Each Bidder should prepare and base their Offer on their views, studies and analyses, and in compliance with the requirements as outlined in the Tender Documents. Much of the information contained in the analyses contains personal data and may result in a violation of Regulation (EC) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of individuals with regard to the processing of personal data and on the free movement of such data and repealing Directive 95/46 / EC (General Data Protection Regulation). Part of the information is also a protected trade secret of the current airport operator "Sofia Airport" EAD.
6	If available, please provide a legal analysis.	The analysis is prepared only for the needs of the Contracting Authority (the Grantor) and for the purpose of defining the initial parameters of the Concession. Each Bidder should prepare and base their Offer on their views, studies and analyses, and in compliance with the requirements as outlined in the Tender Documents. Much of the information contained in the analyses contains personal data and may result in a violation of Regulation (EC) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of individuals with regard to the processing of personal data and on the free movement of such data and repealing Directive 95/46 / EC (General Data Protection Regulation). Part of the information is also a protected trade secret of the current airport operator "Sofia Airport" EAD.
	If available, please provide an environmental analysis.	The analysis is prepared only for the needs of the Contracting Authority (the Grantor) and for the purpose of defining the initial parameters of the Concession. Each Bidder should prepare and base their Offer on their views, studies and analyses, and in

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1	<p>To clarify the content of art. 2.8.6 of the Agreement and the scope of the liabilities that the Concessionnaire is to assume under the Transferring Contracts, please provide clarification of the terms "Third Party Claims, liabilities" and in more particular please clarify whether the obligations which arose prior to the Concession Commencement Date but have not yet become due and payable (i.e. the Current Operator is not in default under them) are meant or obligations which already have become due and payable prior to the Concession Commencement Date (i.e. the Current Operator is in default under them) are meant.</p>	<p>The liabilities that arose prior to the Concession Commencement Date shall stay with the Current Operator.</p>