

	Question	Answer
1.	Please provide a breakdown of gross revenues from airport fees by type of fee (passenger, landing, parking., etc.) and the respective discounts granted for FY15, FY16 and FY17.	The information is available for review in the Physical Dataroom under the conditions and procedure specified in clause 5.1. of the Concession Documentation - "Answers posted on 17.08.2018"
2.	1) Please provide a breakdown of gross revenues from airport fees by carrier and the respective discounts granted for FY15, FY16 and FY17. 2) How does the incentive discount programme for FY18 differ from the discounts granted in FY15-FY17?	1) The information is available for review in the Physical Dataroom under the conditions and procedure specified in clause 5.1. of the Concession Documentation - "Answers posted on 17.08.2018" 2) The information is available for review in the Electronic section of the Dataroom - Appendix 2.2.1.8.1. - attached files 2.2.1. and 2.2.2. Incentive Program of Sofia Airport for 2018 in English. Wherever there are differences compared to the previous Incentive Program of 2017, it is written /amended/
3.	Please provide the gross revenues from airport fees and the respective discounts granted for the first six-month periods in 2018 and 2017.	The information is available for review in the Physical Dataroom under the conditions and procedure specified in clause 5.1. of the Concession Documentation - "Answers posted on 17.08.2018"
4.	Please provide the standard price lists for Ground Handling and Fuelling services for FY15, FY16, FY17, FY18.	The information is available for review in the Electronic section of the Dataroom - Appendix 12.4. (files 4.1, 4.2, 4.3 and 4.4 - relevant sections of the Sofia Airport Tariff for 2015-2018)
5.	Please provide data for the gross revenues from Ground Handling and Fuelling services and the respective discounts granted for FY15, FY16 and FY17.	The information is available for review in the Physical Dataroom under the conditions and procedure specified in clause 5.1. of the Concession Documentation - "Answers posted on 17.08.2018"
6.	Please provide a breakdown by client of gross revenues from Ground Handling and Fuelling services and the respective discounts granted for FY15, FY16 and FY17.	The information is available for review in the Physical Dataroom under the conditions and procedure specified in clause 5.1. of the Concession Documentation - "Answers posted on 17.08.2018"

7.	Please confirm our understanding that the amounts of rental revenues collected on behalf of the State and not included in Sofia Airport's income statement are as follows: - BGN 2 809 thousand for FY17; - BGN 2 531 thousand for FY16; - Please provide the amount for FY15.	We confirm your understanding that the Income Statement does not include rental income collected for the benefit of the State. For 2015 they amount to BGN 2 351 thousand.
8.	Please provide a breakdown of operating costs (materials, hired services, other) by supplier for FY15, FY16 and FY17.	We do not provide information on this issue, as it is protected by law - Art. 37 of the Competition Protection Act.
9.	Please provide a breakdown (separately for Terminal 1 and Terminal 2) of maintenance costs for FY15, FY16 and FY17 including reconciliation to the relevant cost categories as per Notes 22-23 to the IFRS financial statements (e.g. spare parts, current repairs, etc.).	Accounting (reporting) for maintenance costs, including the cost of materials and the cost of hired services is not by Terminals.
10.	Please provide amount of safety & surety costs (e.g. fire safety, security expenses, etc.) for FY15, FY16 and FY17 and indicate the relevant contracts with suppliers.	The information is available for review in the Physical Dataroom under the conditions and procedure specified in clause 5.1. of the Concession Documentation - "Answers posted on 17.08.2018"
11.	Please provide the amount and nature of potential recurring costs related to the concession activities, which are currently covered by other state authorities and are not included in the Company's income statement for FY15, FY16 and FY17.	The information is required and will be submitted additionally.
12.	Are there any subsidies related to low cost carriers, apart from the discount incentive program? If yes, please explain their nature and provide the amount for FY15, FY16 and FY17.	Sofia Airport's Incentive Program is valid for all airlines, whether they are low-cost or traditional. We inform you that there are no other subsidies and discounts.
13.	Are there any marketing subsidies to retailers? If yes, please explain their nature and provide the amount for FY15, FY16 and FY17.	Sofia Airport EAD provides marketing assistance to tenants of retail outlets in connection with advertising campaigns on the territory of Sofia Airport (50% of the advertising tariff) in the period 2015-2017, as follows: 2015 - EUR 8,078 excluding VAT; 2016 - Euro 61 696 excluding VAT; 2017 - Euro 63 983 excluding VAT

<p>14.</p>	<p>Could you please explain the movements in the following cost items:</p> <ol style="list-style-type: none"> 1. Expenses for electricity in FY16 (vs FY15) and FY17 (vs FY16), respectively by: BGN -1 721 thousand and BGN +788 thousand; 2. Expenses for general and ancillary materials in FY16 (vs FY5) and FY17 (vs FY16), respectively by: BGN -401 thousand and BGN +284 thousand; 3. Expenses for uniforms in FY16 (vs FY5) and FY17 (vs FY16), respectively by: BGN -303 thousand and BGN +27 thousand; 4. Expenses for water in FY16 (vs FY5) and FY17 (vs FY16), respectively by: BGN +26 thousand and BGN -219 thousand; 5. Decrease of expenses for natural gas in FY16 (vs FY15) by BGN 225 thousand; 6. Increase of expenses for spare parts in FY17 (vs FY16) by BGN 277 thousand. 	<ol style="list-style-type: none"> 1. Electricity costs: the electricity consumption for the years is relatively constant and the MV electricity price is variable and is determined by CEZ supplier according to an approved methodology of the SEWRC. 2. With regard to the cost of basic and auxiliary materials - in 2015, there were reported more costs for fire safety clothing; in 2017 there were reported more costs for filters for aggregates, carbamide and tires. 3. With regard to clothing costs, clothing was purchased in 2015, for which cost reporting has begun through its wear and tear period. In 2016, part of the clothing was expired and therefore the cost was smaller. 4. Change in water costs <ol style="list-style-type: none"> 4.1. The cost of water resources increased in 2016 compared to 2015 due to: <ul style="list-style-type: none"> • increased water consumption related to passenger traffic growth for 2015. The number of passengers is 4 088 943 persons, and in 2016 - 4 980 387 persons; • increase in the price for water supply. 4.2. The reduction of water resources expended in 2017 compared to 2016 is a result of the construction of a new water supply connection (introduced with permit for use № CT-05-1816 / 19.12.2016), during the operation of which they are not generated losses from the plumbing. 5. In 2016, Sofia Airport EAD had contractual relations for the supply of natural gas with a selected Supplier for January and February only , therefore, the cost of natural gas in 2016 (compared to 2015) is lower. 6. The cost of spare parts - in 2017, there were reported more costs for snow cleaning equipment, compressors and power regulators.
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15.	Could you please provide the amount of expenses related to the legal representation in the case with MAK/ADMAK for FY15 and FY16?	The information on the matter is not related to the concession site - the case is over, the amounts are paid and the concessionaire will have no regard on the issue.
16.	<p>1. In relation to assets/operations not subject to concession (Balchik airport, hotel Cosmos, VIP A), please provide the following data:</p> <p>a) With respect to the EBITDA effect:</p> <ul style="list-style-type: none"> - revenues and the respective expenses for FY15; - expenses for FY16; - expenses for FY17. <p>b) With respect to balance sheet items as at 31 Dec 2015, 31 Dec 2016 and 31 Dec 2017:</p> <ul style="list-style-type: none"> - fixed assets; - receivables; - payables; - any debt and/or debt-like items. <p>2. Are there any other operations not subject to concession. If yes, please provide their respective revenue/cost and balance sheet effect for FY15, FY16, FY17.</p>	The information is available for review in the Physical Dataroom under the conditions and procedure specified in clause 5.1. of the Concession Documentation - "Answers posted on 17.08.2018"
17.	<p>1. In relation to discontinued ground handling contract(s) with Austrian Airlines, for FY15, FY16 and FY17 could you please provide the amount of:</p> <p>a) Revenues generated by Sofia Airport from Austrian Airlines;</p> <p>b) The respective operating expenses related to the above mentioned revenues from Austrian Airlines.</p> <p>2. Are there any other significant one-off, non-recurring or exceptional revenues or costs during FY15-FY17. If yes, please explain their nature and provide their respective amounts for FY15, FY16 and FY17.</p>	<p>1. (a) Revenues generated by Austrian Airlines for the years 2015, 2016 and 2017 are as follows: for 2015 - BGN 975 994.16; for 2016 - BGN 950 608.19; for 2017 - BGN 805 82.07</p> <p>1. b) operating costs not reported by airlines</p> <p>2. There are no other significant revenues and / or expenditures of a one-off nature in 2015-2017</p>
18.	Please provide breakdowns by client of Receivables for airport fees (under a contract with Government) as at 31 Dec 2015, 31 Dec 2016 and 31 Dec 2017.	The information on the matter is not related to the concession site. The estimates of Sofia Airport EAD and MTITC incl. in respect of airport airline receivables for airport charges will only be settled between Sofia Airport EAD and MTITC, ie. the concessionaire will not be affected by these claims.

19.	Please provide information on ageing of Trade receivables and Receivables for airport fees as at 31 Dec 2017 and information on the impairment policy for Trade receivables and Receivables for airport fees, data on the bad debt provisions as at 31 Dec 2016 and 31 Dec 2017.	The information on the matter is not related to the concession site. The estimates of Sofia Airport EAD with its partners and the MTITC incl. in respect of airport airline receivables for airport charges will only be settled between Sofia Airport EAD and them, ie. the concessionaire will not be affected by these claims.
20.	Could you please explain the movements in the following trade receivables items: 1. The increase of trade receivables from Wizz Air Bulgaria in FY16 vs FY15 by BGN 682 thousand; 2. The decrease of trade receivables from Bulgaria Air AD, respectively in FY16 vs FY15 by BGN 479 thousand and in FY17 vs FY16 by BGN 1 108 thousand; 3. The decrease of trade receivables from Swissport Bulgaria AD in FY17 by BGN 171 thousand.	The information on the matter is not related to the concession site. The estimates of Sofia Airport EAD with its partners will only be settled between Sofia Airport EAD and them, ie. the concessionaire will not be affected by these claims.
21.	Could you please provide quarterly (or monthly) data for FY15, FY16 and FY17 about the following working capital items: - Inventories - Trade receivables - Tax receivables - Receivables under a contract with the Government of the Republic of Bulgaria - Other receivables - Pension and other employee obligations - Trade payables - Tax liabilities - Other liabilities	The information is available for review in the Physical Dataroom under the conditions and procedure specified in clause 5.1. of the Concession Documentation - "Answers posted on 17.08.2018"
22.	Please provide a breakdown by origination year of the accrual for unused paid leave as at 31 Dec 2016 and 31 Dec 2017.	The information is available for review in the Electronic section of the Dataroom - Appendix 7.11 (file 22).
23.	Please provide the total number of voluntary and the total number of involuntary terminations for 2015, 2016, 2017 and 2018.	The information is available for review in the Electronic section of the Dataroom - Appendix 7.12 (file 22).
24.	Please provide a breakdown of maintenance vs development CAPEX for for FY15, FY16 and FY17.	The information is available for review in the Physical Dataroom under the conditions and procedure specified in clause 5.1. of the Concession Documentation - "Answers posted on 17.08.2018"