

#	Questions	Answers
1	<p>Please, provide information about revenues from landing charge, number of charged aircrafts and total MTOW, separated to Domestic and International flights, before incentive discounts presented in the following groups of MTOW:</p> <p>Group 1 - aircraft up to 3 t  Group 2 - aircraft over 3 t up to 25 t  Group 3 - aircraft over 25 t up to 65 t  Group 4 - aircraft over 65 t up to 100 t  Group 5 - aircraft over 100 t  the information is needed on quarter base for 2016 and 2017,</p>	<p>The information is available in the Electronic Section of the Data Room – Appendix 2.8. – File “Appendixes to Item 1; from item 17 through item 24”.</p>
2	<p>Please, provide information about number of PAX on quarter base for 2016 and 2017 according to the following groups:</p> <p>EU Terminal 1 DEP PAX  EU Terminal 1 ARR PAX  EU Terminal 2 DEP PAX  EU Terminal 2 ARR PAX  Non-EU Terminal 1 DEP PAX  Non-EU Terminal 1 ARR PAX  Non-EU Terminal 2 DEP PAX  Non-EU Terminal 2 ARR PAX  INT Terminal 1 DEP PAX Adults  INT Terminal 1 DEP PAX Children  INT Terminal 1 DEP PAX Infants  INT Terminal 1 ARR PAX Adults  INT Terminal 1 ARR PAX Children  INT Terminal 1 ARR PAX Infants  INT Terminal 2 DEP PAX Adults  INT Terminal 2 DEP PAX Children  INT Terminal 2 DEP PAX Infants  INT Terminal 2 ARR PAX Adults  INT Terminal 2 ARR PAX Children  INT Terminal 2 ARR PAX Infants  DOM Terminal 1 DEP PAX Adults  DOM Terminal 1 DEP PAX Children  DOM Terminal 1 DEP PAX Infants  DOM Terminal 1 ARR PAX Adults  DOM Terminal 1 ARR PAX Children  DOM Terminal 1 ARR PAX Infants</p>	<p>The information is available in the Electronic Section of the Data Room – Appendix 2.1.5. – File “Appendix 2”</p>

	<p>DOM Terminal 2 DEP PAX Adults  DOM Terminal 2 DEP PAX Children  DOM Terminal 2 DEP PAX Infants  DOM Terminal 2 ARR PAX Adults  DOM Terminal 2 ARR PAX Children  DOM Terminal 2 ARR PAX Infants</p>	
3	<p>Please, provide information about number of ATMs on quarter base for 2016 and 2017 according to the following groups:</p> <p>INT Terminal 1 PAX ATM  INT Terminal 2 PAX ATM  DOM Terminal 1 PAX ATM  DOM Terminal 2 PAX ATM  Cargo ATM  Other ATM</p>	<p>The information is available in the Electronic Section of the Data Room – Appendix 2.1.6. – File “Appendix 3“.</p>
4	<p>Please, provide information about TOP 15 of Air companies according to their number of PAX for 2016 and 2017 on quarter base.</p>	<p>The information is available in the Electronic Section of the Data Room – Appendix 2.1.7. – File “Appendix 4“.</p>
5	<p>Please, provide information about TOP 15 of Air companies according to their MTOW with their total MTOW and number of flights for 2016 and 2017 on quarter base.</p>	<p>The information is available in the Electronic Section of the Data Room – Appendix 2.1.8. – File “Appendix 5“.</p>
6	<p>Please, provide information about different types of incentives by Air companies for 2016 and 2017 on quarter base.</p>	<p>The information is available for review in the Physical Data Room in accordance with the rules and conditions, set out in clause 5.1. of the Concession Documentation – 2.2.5.3. Folder 1.2.1.-2.2.5.3.</p>
7	<p>Please, provide information till which year the incentive for new yearround routes inside Europe will be active - for routes started before 2018 and for which Air companies.</p>	<p>Incentives for regular, year-round routes inside Europe are applicable for:</p> <ol style="list-style-type: none"> <li>1) Ryanair – until 2020</li> <li>2) Wizz Air – until 2021</li> </ol>
8	<p>Do you collect fuel storage fee? What are the tariffs? Please provide total refueled tons JET A1 per quarter (2016 &amp; 2017); (publicly available only yearly)</p>	<p>According to Sofia Airport’s pricelist – Section 15 150208B /Storing of aviation fuel in the tanks of the storage facility GSM/ - the fee per 1 metric ton/month amounts to BGN 17, 40, excluding VAT  The information, regarding the total quantity of aviation fuel loaded for all users in 2016 and 2017 is available in the Electronic Section of the Data Room – Appendix 11.3. – File “Appendix 8“.</p>
9	<p>Do you provide refueling of Avgas? If Yes: Please provide total revenue per year (2016 &amp; 2017)</p>	<p>The Sofia Airport provides refueling of Avgas 100LL.  This information is available for review in the Physical Data Room in accordance with the rules</p>

		and conditions, set out in clause 5.1. of the Concession Documentation – 11.4. Folder 11.
10	Please provide total refueled tons from Sofia airport operator of JET A1 per quarter (2016 & 2017); (available only yearly);	The information is available in the Electronic Section of the Data Room – Appendix 11.5. – File “Appendix 10“.
11	Please provide total refueled aircrafts from Sofia airport operator per quarter (2016 & 2017);	The total number of aircrafts, refueled by the Sofia Airport operator is, as follows: 2016 - 3183 aircrafts, refuelled with fuel (JET A-1) by Lukoil and 48 aircrafts, refuelled with fuel of the Sofia Airport; 2017 г. - 2728 aircrafts, refuelled with fuel (JET A-1) by Lukoil and 48 aircrafts, refuelled with fuel of the Sofia Airport.
12	Please provide a list of served airlines by Sofia airport operator for Ramp & Pax services along with the respective number of flights (2016 & 2017);	The information is available in the Electronic Section of the Data Room – Appendix 11.6. – File “Appendix 12“.
13	What kinds of services are included in the item "Ground handling revenue" in the financial reports? (available only total ground handling revenue per year); Please, separate revenue items per quarter (2016 & 2017);	The information is available for review in the Physical Data Room in accordance with the rules and conditions, set out in clause 5.1. of the Concession Documentation – 11.7. Folder 11.
14	Please provide revenue per airline per quarter for Ground handling services (2016 & 2017);	The information is available for review in the Physical Data Room in accordance with the rules and conditions, set out in clause 5.1. of the Concession Documentation – 11.8. Folder 11.
15	Please separate the item Revenue from sales, transportation and storage of fuel, laboratory analysis of fuel reported in the financial statement per quarter (2016 & 2017); (available only yearly and only on total level);	The information is available for review in the Physical Data Room in accordance with the rules and conditions, set out in clause 5.1. of the Concession Documentation – 11.9. Folder 11.
16	Please, provide all Infrastructural & Ground Handling revenue per quarter (2016 & 2017); (available only yearly);	The information is available for review in the Physical Data Room in accordance with the rules and conditions, set out in clause 5.1. of the Concession Documentation – 2.9. Folder 2.9.
17	Please provide the number of total usage of operational stands and long-term bays in hours per quarter (2016 & 2017);	The information is available in the Electronic Section of the Data Room – Appendix 2.8. – File “Appendixes to item 1; from item 17 to item 24“.
18	Please provide a breakdown of the revenue from the parking charges of operational stands and revenue of the parkings charges of the long-term stands (2016 & 2017);	The information is available in the Electronic Section of the Data Room – Appendix 2.8. – File “Appendixes to item 1; from item 17 to item 24“.

19	Please provide information about the number of hours of charging the aircraft for parking at operational stands and for parking at long-term stands, separately (2016&2017);	The information is available in the Electronic Section of the Data Room – Appendix 2.8. – File “Appendixes to item 1; from item 17 to item 24“.
20	Please provide information about the number of aircraft charged for parking at operational stands and for parking at long-term stands, separately (2016&2017);	The information is available in the Electronic Section of the Data Room – Appendix 2.8. – File “Appendixes to item 1; from item 17 to item 24“.
21	Please, provide information about number of operational stands and for long-term stands for parking, separately.	The information is available in the Electronic Section of the Data Room – Appendix 2.8. – File “Appendixes to item 1; from item 17 to item 24“.
22	Please provide the number of total usage of passengers bridges in hours per quarter (2016 & 2017);	The information is available in the Electronic Section of the Data Room – Appendix 2.8. – File “Appendixes to item 1; from item 17 to item 24“.
23	Please provide information about the number of hours of charging the aircraft for using airbridge (2016 & 2017);	The information is available in the Electronic Section of the Data Room – Appendix 2.8. – File “Appendixes to item 1; from item 17 to item 24“.
24	Please provide information about the number of aircraft charged for using airbridge (2016 & 2017)?	The information is available in the Electronic Section of the Data Room – Appendix 2.8. – File “Appendixes to item 1; from item 17 to item 24“.
25	Please break down the following cost items: subscription services, contracted services and other cost of purchased services reported in the annual financial statements for 2016 & 2017	The information is available for review in the Physical Data Room in accordance with the rules and conditions, set out in clause 5.1. of the Concession Documentation – 1.6. Folder 1.2.1.-2.2.5.3.
26	Please provide more detailed information for cost items of aeronautical charges: cost of materials, cost of purchased services and other operating expenses, minimum like the cost breakdown presented in the annual financial statement for cost items on company level, per quarter (2016 & 2017); (available only on level cost of materials, cost of purchased services, other operating expense and on yearly base);	The information is available for review in the Physical Data Room in accordance with the rules and conditions, set out in clause 5.1. of the Concession Documentation – 1.7. Folder 1.2.1.-2.2.5.3
27	Please separate in details the cost related to maintenance of Terminal 1 & Terminal 2 for 2016 & 2017 (cost of materials, cost of purchased services and other operating expenses).	The accounting (reporting) of the maintenance costs, including costs of materials, cost of purchased services and other operating expenses, is not carried separately, by Terminals.
28	Please provide quantitative indicators for water, electricity, heating consumptions for Terminal 1, Terminal 2 and on the company level for 2016 & 2017.	This information is available in the Electronic Section of the Data Room – Appendix 1.8. – File “Appendix 28 and 40-Ел“ and file “Appendix IX.1.ОБКГИА “.

29	Please provide actual report as of 31 Dec 2017 and detailed statement of accrued provisions by employees	This information is available for review in the Physical Data Room in accordance with the rules and conditions, set out in clause 5.1. of the Concession Documentation – 1.9. Folder 1.2.1.-2.2.5.3
30	<p>Please, provide expenses of the objects (sites) included in the scope of the concession (w/o object not included in the scope of concession) for last 2 years, 2016 &amp; 2017 in the following items:</p> <ul style="list-style-type: none"> <li>- Fuel expenses;</li> <li>- Spare parts, direct and indirect material;</li> <li>- Construction materials;</li> <li>- Electricity;</li> <li>- Water expenses;</li> <li>- Office materials;</li> <li>- Working clothes;</li> <li>- Cleaning materials;</li> <li>- Instruments;</li> <li>- Advertising materials;</li> <li>- Materials for commercial activities;</li> <li>- Other materials;</li> <li>- Phone expenses;</li> <li>- Property and other taxes;</li> <li>- Insurances;</li> <li>- Repairs;</li> <li>- Contracted purchased services;</li> <li>- Repair of machines and equipment;</li> <li>- Other purchased services;</li> <li>- Personnel expenses;</li> <li>- Business trips;</li> <li>- Trainings;</li> <li>- Labour protection expenses;</li> <li>- Representative expenses;</li> <li>- Other expenses;</li> <li>- COGS.</li> </ul>	This information is available for review in the Physical Data Room in accordance with the rules and conditions, set out in clause 5.1. of the Concession Documentation – 1.10. Folder 1.2.1.-2.2.5.3
31	Please, provide information about the item COGS in details for 2016 and 2017. For instance, COGS of DF sales, COGS of sales of deicing materials.	This information is available for review in the Physical Data Room in accordance with the rules and conditions, set out in clause 5.1. of the Concession Documentation – 1.11. Folder 1.2.1.-2.2.5.3
32	Please, provide information about fuel quantities for vehicles for 2016 and 2017	2016: quantity of diesel - 550 466,97 l, quantity of gasoline - 35 159,38 l.; 2017: quantity of diesel - 603 861,08 l, quantity of gasoline - 31 851,76 l.
33	Please, provide information about fuel quantities and fuel expenses for GH equipment for 2016 and 2017	2016: quantity of diesel - 260 196,44 l; 2017: quantity of diesel - 269 701,52 l.

34	Please, provide a break down for the item Main materials for 2016 and 2017 and group them in categories - Materials for Terminal 1, Materials for Terminal 2, Materials for GH services, Materials for Runway and Apron and other materials.	The accounting (reporting) of the costs for Main and Auxiliary Materials is not carried out, based on the said breakdown.
35	Please, provide a break down for the item Spare parts for 2016 and 2017 and group them in categories - Spare parts for Terminal 1, Spare parts for Terminal 2, Spare parts for GH equipment and other spare parts for machines and vehicles.	The accounting (reporting) of the costs for Main and Auxiliary Materials is not carried out, based on the said breakdown.
36	Please provide information what is the reason for the increased expenses for Spare parts in 2017, compared to 2016.	The answer to this question was published on 17.08.2018 in file Q&A_17.08.18_4, question No. 14.
37	Please, provide a break down for the item Other material for 2016 and 2017.	This information is available for review in the Physical Data Room in accordance with the rules and conditions, set out in clause 5.1. of the Concession Documentation – Appendix 1.12. Folder 1.2.1.-2.2.5.3
38	Please provide information about Gas expenses for Terminal 1 and Terminal 2 and other users for 2016 and 2017.	In 2017 the quantity of natural gas, used at Terminal 2 amounted to 213 551 n.m3. In 2016 r. the quantity of natural gas, used at Terminal 2 amounted to 127 818 n.m3. Terminal 1 has not been gasified yet.
39	Please provide information about Water expenses for Terminal 1 and Terminal 2 and other users for 2016 and 2017.	See answer 28.
40	Please provide information about Electricity expenses for Terminal 1 and Terminal 2 and other users for 2016 and 2017.	See answer 28.
41	Please provide a list (if possible in MS Excel format) with Movable equipment assets and the following attributes: 1. name of the asset 2. type /example: car, computer etc./ 3. purchase date; 4. age of equipment; 5. residual value; 6. Segment type /Aviation; GH; Non-aviation/	This information is available in the Electronic Section of the Data Room – Appendix 5.9.1. – MS Excel File Format “Appendixes 41“.