

No.	Question	Answer
1.	Please provide historical revenue and cost breakdown of all of the restaurants at the airport, If possible, please categorize the restaurants as Terminal 1 Arrival/Departure and Terminal 2 Arrival/Departure.	Sofia Airport EAD, as the lessor, has no historical revenue and cost breakdown of the restaurants at the airport, since these are leased.
2.	Please provide average revenue per customer for all of the restaurants at the airport, If possible, please categorize the restaurants as Terminal 1 Arrival/Departure and Terminal 2 Arrival/Departure.	Sofia Airport EAD, as the lessor, has no data on the average revenue per customer of all the restaurants at the airport, since these are leased
3.	Please provide the average daily number of customers of the restaurants in Terminal 1 Arrival/Departure and Terminal 2 Arrival/Departure.	Sofia Airport EAD, as the lessor, has no data on the average daily number of customers of the restaurants in Terminal 1 and Terminal 2, since these are leased.
4.	Please provide an estimated maintenance cost (i.e cleaning, security, utilities, etc.) for common areas, if possible please provide the data on per sqm basis.	The accounting (reporting) of the maintenance costs is not made, based on the requested breakdown.
5.	Please provide the number of employees of all of the restaurants at the Sofia airport, If possible, please categorize the restaurants as Terminal 1 Arrival/Departure and Terminal 2 Arrival/Departure.	Sofia Airport EAD, as the lessor, has no data on the number of employees of the restaurants in Terminal 1 and Terminal 2, since these are leased.
6.	Please provide the revenue distribution as food, beverage and commercials of all of the restaurants at the Sofia airport, If possible, please categorize the restaurants as Terminal 1 Arrival/Departure and Terminal 2 Arrival/Departure.	Sofia Airport EAD, as the lessor, has no data on the revenue distribution as food, beverage and commercials of all of the restaurants in Terminal 1 and Terminal 2, since these are leased.
7.	Please provide the list of F&B operators in the airport, if possible please share the current contracts for F&B operators.	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 3.9, Folder 3.
8.	Please clarify whether markets in Terminal 1 and Terminal 2 are operated under food and beverage services.	The fast-food restaurants and cafes are rented out by Sofia Airport EAD. The tenants have effective permits (restaurant registration certificates) in accordance with the Bulgarian legislation, allowing them to offer food and beverages. No, the shops, offering food and beverages, are treated as retail units.
9.	Please clarify whether there are any restricted group of products that cannot be sold for any concept.	For safety consideration, the sale of the following product groups is forbidden:

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		<ul style="list-style-type: none"> • Sharp and cutting items (e.g. shaving razors, scissors, nail files, cigar cutters etc.) • Flammable substances (incl. cigarette lighters) <p>Weapon-shaped toys (e.g. toy-guns).</p>
10.	Please clarify if there are any pricing constraints for any product groups.	<p>There are restrictions, applicable to the pricing <u>only of the tobacco products</u> (cigarettes, cigars, cigarillos and tobacco) with excise stamps for the “Domestic Market”.</p> <p>The prices of these products are established by the Ministry of Finance in a Public Register of the Tobacco Product Prices, see https://tobacco.minfin.bg/</p>
11.	Please provide the most demanding products in the airport.	<p>Appendix 11.1 This information is available to registered users.</p>
12.	Please clarify whether the F&B operator are subject to Collective Employment Agreement, if so please clarify how the process will be after 2019.	The fast-food and café (F&B) operators (tenants) are not subject to Collective Employment Agreement of the Sofia Airport.
13.	Please clarify whether the new F&B operator is obligated to takeover the employees of current F&B operations.	The new F & B operator is not obliged to take-over the employees of the current F&B units, since these are leased units. Sofia Airport has no relations with such employees.
14.	<p>Can you please provide the following data for each passenger lounge at the airport i.e. “Lounge Sofia Terminal 1 Airside”, “Pliska Lounge – T2 Airside”, “Preslav Lounge – T2 Airside”:</p> <p>a) Revenue generated from each lounge separately,</p> <p>b) Food & Beverage cost per passenger at each lounge separately,</p> <p>c) Details of current contracts with “Airlines”, “Loyalty Programs”, “Corporate Customers” for each 3 lounges including but not limited to “start-end date of the contract”, “per passenger price charged to the client”, etc.</p> <p>d) Historical passenger traffic(3 years) for each 3 lounges separately with client breakdown: for each “Airlines”, “Loyaty Programs”, “Corporate Clients” and “Walk-in Passengers” separately.</p> <p>The following format would be useful to us:</p> <p>LOUNGE SOFIA/САЛОН СОФИЯ LOUNGE PLISKA/САЛОН ПЛИСКА</p>	This information is available in the Electronic Section of the Data Room – Appendix 2.15. – File “Appendix 14“

No.	Question	Answer								
	LOUNGE PRES LAV/CAJIOH IIPECJLAB									
15.	<p>Can you please provide the following data regarding VIP Lounge:</p> <p>a) Historical passenger traffic (3 years)</p> <p>b) Historical price per entry (3 years)</p> <p>c) The staff structure for VIP Lounge:</p>	<p>a) Number of passengers, passing through the VIP lounges of the Sofia Airport (“Pliska“, “Preslav“ and “Sofia“)</p> <table border="1" data-bbox="724 501 1493 707"> <thead> <tr> <th data-bbox="724 501 1091 577">YEAR</th> <th data-bbox="1091 501 1493 577">NUMBER OF PASSENGERS</th> </tr> </thead> <tbody> <tr> <td data-bbox="724 577 1091 618">2015</td> <td data-bbox="1091 577 1493 618">30 077</td> </tr> <tr> <td data-bbox="724 618 1091 658">2016</td> <td data-bbox="1091 618 1493 658">32 511</td> </tr> <tr> <td data-bbox="724 658 1091 707">2017</td> <td data-bbox="1091 658 1493 707">34 609</td> </tr> </tbody> </table> <p>The price is published in the Pricelist of Airport Services, Code 040205 and amounts to EUR 60, including VAT.</p> <p>c) This information is available in the Electronic Section of the Data Room – Appendix 7.14. – File “Appendix 15.3 and Appendix 15 VIP B“</p>	YEAR	NUMBER OF PASSENGERS	2015	30 077	2016	32 511	2017	34 609
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2015	30 077									
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16.	<p>Can you please give more information about how the process of staff transition will work?</p> <p>a) Should the winner of the tender employ all the current employees in its operations?</p> <p>b) How many of the current employees are a member of the union?</p> <p>c) Any other process that will be applicable to the operator</p>	<p>a) According to the provisions of the Labour Code /LC/ and the Collective Employment Agreement /CEA/.</p> <p>b) Guest lounge – a total of - 22, of which: - 10 members of a trade union.</p> <p>c) According to the provisions of the LC and the CEA.</p>								
17.	<p>To better understand the total costs incurred for each employee, can you please share the salaries and benefits of:</p> <p>a) The current staff members working in all 3 lounges(seperate for each lounge and each personnel; and by stating the number of years they have been working for the lounges),</p> <p>b) The current team members responsible for advertisement</p>	<p>a) „Preslav” Lounge T2 – 7, “Pliska” Lounge T2 – 9, “Sofia Lounge” T1 – 5; the years of professional experience constitute personal information, which is useless without personalization.</p> <p>b) the years of professional experience constitute personal information, which is useless without personalization.</p> <p>c) This information is available in the Electronic Section of the Data Room – Appendix 7.15. – File “Appendix 17“</p>								

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	<p>areas(seperate for each personnel; and by stating the number of years they have been working for the advertisement areas),</p> <p>c) Any other “to-be-transferred” liability regarding the employees of lounges and advertisement areas</p>	
18.	<p>Can you please share the following information gathered by the current contracts regarding Advertisement Areas:</p>	<p>This information is available in the Electronic Section of the Data Room – Appendix 19. – File “Appendix 18“</p>