

№	Question	Отговор
1	Please provide the overall airport layout plan in DWG-format, including all landside and airside infrastructure, as well as buildings	Please refer to the information in Annex 5.7.1 of the electronic section of the Data room, published on 16.07.2018.
2	Please provide floor plans and cross-sections of T1 and T2 in DWG-format, including all floor levels and elevations	Please refer to the information in Annex 5.7.1 of the electronic section of the Data room, published on 16.07.2018.
3	Please provide annual passenger statistics by Terminal 1 vs. Terminal 2 for 2015-2017	The information is available for review in the electronic section of the Data Room - Annex 2.1.3.1.1.
4	Please provide the contractual relationship with the other two ground handlers, particularly regarding the license and fee agreement, and the basis for the fees.	A list of lease agreements for the rental of spaces and premises with "Goldair Handling Bulgaria" OOD and "Swissport Bulgaria" AD is available in the electronic section of the Data Room - Annex 3.55. The agreements are available for on-site review in the physical section of the Data Room under the terms and conditions specified in clause 5.1. of the Concession Documentation - Folder 3.0 "Agreements with third parties. Leasing of property".
5	Please provide the contractual relationship with the other two fuel providers, particularly regarding the license and fee agreement, and the basis for the fuel flowage fees.	Licenses for aircraft fuel handling are issued on the grounds of Art. 48e, para. 3, item 7 of the Civil Aviation Act and under the conditions of Art. 3, para. 3 (Annex 1, item 7) of Regulation No 20 of 24.11.2006 and are published on the website of DG CAA.
6	Please provide passenger surveys, including information on the passenger profile	The information is available for review in the electronic section of the Data Room – Annex 2.1.3.1.2.
7	Please provide a breakdown of Rents and Commission in the major subcategories, such as F&B, offices, rental car, etc.	An answer to this question was submitted on 13.08.2018, item 10 of file Q&A_13.08.18_2. Please refer to Annex No. 2.4, available for an on-site review in the physical Data Room under the terms and conditions specified in Clause 5.1. of the Concession Documentation.
8	Please provide a breakdown of Other Trade Activities	Breakdown of Other Trade Activities: The revenue amounts to BGN 935 thousand. - BGN 729 thousand is revenue from /the issue of access passes - BGN 50 thousand, testing of aircraft engines - BGN 74 thousand, Aviation training center - BGN 187 thousand, Aircraft security - BGN 104 thousand and revenue from services on demand - BGN 314 thousand/

		<p>- BGN 14 thousand is revenue from Kosmos Hotel, - BGN 191 thousand is revenue from / filming, marketing support for goods visualization and other revenue of one-off nature/</p>
9	Please provide an overview of (i) lettable commercial space and (ii) available commercial space in T1 and T2	The information is available for review in the electronic section of the Data Room - Annex 8.5.
10	Please provide a breakdown of fuel revenues, COGS, and consumption by source	The information is available for review in the electronic section of the Data Room – Annex 2.18.
11	Please provide the passenger show-up pattern	All departing passengers should report at Sofia Airport at least two hours before the departure of their flight. Some airlines require passengers to appear three hours before the scheduled take-off.
12	Please provide KPIs/processing times of the main passenger processors	<p>1. Hold/checked baggage processing: Capacity of trunk band at T1 - 840 pieces of luggage per hour. Capacity of trunk band at T2 – 1 200 pieces of luggage per hour.</p> <p>2. Security check of hold baggage at T1 - about 5 seconds per piece of luggage. Security check of hold baggage at T2 - 3 seconds per piece of luggage.</p> <p>3. Security check of passengers and hand baggage - Sofia Airport has 14 X-rays for screening passengers and hand baggage and 10 walk-through metal detectors distributed in 10 check points as follows: 6 points with 1 X-ray and 4 points with 2 X-rays.</p> <p>At T1 there are 3 points with 1 X-ray and 1 point with 2 X-rays.</p> <p>At T2: -level L1 departures - 2 points with 1 X-ray and 2 points with 2 X-rays; -internal lines - 1 point with 2 X-rays; -transfer - 1 point with 1 X-ray.</p> <p>At each point with one X-ray, about 150 passengers per hour can be checked with their hand luggage.</p> <p>At each point that has two X-rays, about 200 passengers per hour can be checked with their hand luggage.</p>
13	Please provide average sales per transaction per Duty Free shop for 2015-2017	<p>2015 – EUR 45,30 2016 – EUR 45,91 2017 - EUR 44,33</p>

14	Please provide the total number of transactions per Duty Free shop for 2015-2017	2015 – 537 334 transactions 2016 – 665 034 transactions 2017 – 775 952 transactions
15	Please provide the number of car parking transactions per month and per year for long-term and short-stays for Terminal 1 and 2 for 2015-2017	The information is available for review in the electronic section of the Data Room – Annex 2.1.13.
16	Please provide the average stay per car parking transaction for long-term and short-stays for Terminal 1 and 2 for 2015-2017	The information is available for review in the electronic section of the Data Room – Annex 2.1.14.
17	Please provide the average value per parking transaction for long-term and short-stays for Terminal 1 and 2 for 2015-2017	The information is available for review in the electronic section of the Data Room – Annex 2.1.14.
18	Please provide utility consumption levels as well as unit cost for 2015, 2016, and 2017 by terminal for 2015-2017	Information on the utility consumption levels is available for review on the spot in the electronic section of the Data Room - Annex 1.2.9. Utility costs are not accounted for (reported) by Terminals.
19	Please provide the number of clients per lounge for 2015, 2016, and 2017	The information is available for review in the electronic section of the Data Room – Annex 2.1.3.1.3.
20	Please provide utility consumption levels as well as unit cost for 2015, 2016, and 2017 by terminal and for ground vehicles	Information on the utility consumption levels is available for review on the spot in the electronic section of the Data Room - Annex 1.2.10. Utility costs are not accounted for (reported) by Terminals.
21	Please provide the underlying rationale for setting the runway capacity at 22-24 movements per hour	Sofia Airport has two runway capacities: 1. Capacity for 60 minutes - 22 aircraft movements. 2. Capacity for 20 minutes - 8 aircraft movements. The capacity thus calculated was provided by BULATSA, after approval by DG CAA, in 2011. Report on the runway capacity is available for review in the electronic section of the Data Room - Annex 5.16.
22	Please provide total lettable advertising space and average occupancy	The total average occupancy of advertising space is 65% of a total of 166 distinct advertising items over a period of one year.

23	Please provide a detailed breakdown of regulated operating costs for 2015-2017	The information is available for an on-site review in the physical Data Room under the terms and conditions set out in clause 5.1. of the Concession Documentation - Appendix 1.2.2.1.
24	Please provide a detailed overview of how the regulated cost elements are allocated to calculate the individual airport charges.	In calculating individual airport charges, the airport operator allocates the costs according to "METHODOLOGY for determining the airport charges to be collected by the airport operator at an airport with an annual traffic of more than 5 million passengers or by the airport operator with the highest number of passenger movements in the territory of the Republic Bulgaria (Sofia Airport) " - Appendix № 1 to "REGULATION on charges for using the airports for public use and air navigation services in the Republic Bulgaria.", where the cost elements relevant to each fee are described.
25	Please provide a detailed breakdown of maintenance and repair costs by terminal	Maintenance and repair costs are not accounted for (reported) by Terminals.
26	Please provide the retail supplier contract that is in place with Heinemann	At present there is no contract for the supply of goods for the duty-free and travel retail stores operated by "Sofia Airport" EAD with Gebr. Heinemann. Orders for supply of goods are drawn and have the legal effect of a one-time contract for the supply of goods. Please refer to the answer to item 20 of file Q&A_23.08.2018_1, published on 23.08.2018, detailing the process of ordering goods for duty-free shops.
27	Please provide a detailed breakdown of hired/outsourced services by supplier	The information is available for an on-site review in the physical Data Room under the terms and conditions set out in clause 5.1. of the Concession Documentation – Annexes with index No. 3
28	Could you please provide data on: Check -in resource allocation;	Sofia Airport has 18 check-in counters at T1 and 34 check-in counters at T2.
29	Could you please provide data on T1 and T2 KPI's;	Pls. see answers to questions № 12 and № 28 above.
30	Could you please provide data on baggage ratios (reclaim, check-in, drop -off);	Sofia Airport EAD does not have such statistics.
31	Could you please provide data on report factors (security, check in) - how early before departure the passengers usually come to check in and report at the security screening point.	The requirement is that passengers have to report at least 2 hours before flight takeoff. Some airlines require passengers to report three hours before scheduled take-off.