

№	Question	Answer
1	Can you please advise on the methodology used to forecast the macroeconomic indicators used in the 2017-2020 Business plan? (E.g. were the forecasts for the average inflation for the year based on CPI or HICP, were any specific sources of information used, etc.)	In preparing the business plan, Sofia Airport EAD uses the macroeconomic indicators, based on which the state budget was drawn up. The average annual inflation is applied to material costs, outside services and to those costs, for which there is no information that they will have different rate of increase or decrease in relation to the macroeconomic indicators.
2	In the Business plan it is stated that T2 was designed to handle 2.6m passengers in 2018 and T1 can handle 1.5m, or 4.1m in total but the passengers flow was higher in both 2016 and 2017. In relation to that matter and based on one of the answers provided in the Q&A section (“In order to sustain the growth of the passengers flow there we some improvements, such as: Increase of the number of security checkpoints, which significantly optimized the process and currently Sofia Airport can handle and serve more passengers than planned” Q&A 29.08.2018), can you please state the optimal number of passengers that T1 and T2 can serve in their current state?	<p>The terminals of Sofia Airport have the following capacity for 60 minutes:</p> <p>Terminal 1 - Departures - 600 passengers per hour Terminal 1 - Arrivals - 600 passengers per hour</p> <p>Terminal 2 - Departures - 800 passengers per hour Terminal 2 - Arrivals - 750 passengers per hour</p>
3	Can you please provide updated plan of the airlines flights to/from Sofia Airport for the year 2018 and 2019?	The information (planned flights from 10.09.2018 to 30.03.2019) is available for review in the electronic section of the Data Room - Annex No. 2.1.15.
4	Can you please provide a breakdown of the various Income Statement captions in the forecast for revenue and expenditures in the business plan for 2017, 2018, 2019, and 2020?	<p>The revenue breakdown includes:</p> <ol style="list-style-type: none"> 1. Net sales revenue: revenues from commercial activities: ground handling of airplanes and passengers, trade in shops, rentals and advertising, parking lots, guest lounges, fuel, cargo handling, handling of dependent passengers, etc. 2. Revenue from financing – revenue needed to cover expenditure with funding from airport charges; 3. Financial income - interest income and gains from changes in exchange rates. <p>The breakdown of the expenditure includes:</p> <ol style="list-style-type: none"> 1. Expenses by nature:

		<ul style="list-style-type: none"> - materials - expenses for spare parts, basic and auxiliary materials, building materials, cleaning materials, stationery, working clothing and uniforms, electricity, water, natural gas, fuel and other materials; - outside services – property tax, waste collection tax, insurance, contract services, repairs, etc.; - depreciation; - remuneration - current remuneration, benefits for unused leave and retirement benefits; - taxes and social security contributions in accordance with the Social Insurance Code and the Corporate Income Tax Act; - social program: food vouchers, commuter passes and other benefits; - other – business trips/ missions in the country and abroad, professional training, legal costs, donations, etc. <p>2. Adjustment amounts - book value of sold assets;</p> <p>Financial costs – interest expense, losses from changes in exchange rates, etc.</p>
5	Please provide an analysis of the stock ageing profile as of 31.12.2017(value and date of last movement)	The information is available for review in the electronic section of the Data Room - Annex No. 2.19.
6	Please provide a breakdown of the salary expenses by months for the period January 2015- latest available in 2018.	The information is available for review in the electronic section of the Data Room - Annex No. 7.4.6.
7	What is the reason for the increase in the expenses for social and health security in 2017 (BGN 10.330 million) compare to 2016 (BGN 8.469 million)? Do these expenses include tax on social benefits?	<p>The reasons for the increase in the expenses for social and health security for 2017 are as follows:</p> <ul style="list-style-type: none"> - amendments to the social security contributions according to regulatory documents; - changes in basic salaries in November 2017 <p>Social benefits are subject to taxation under the Corporate Income Tax Act.</p>

8	Please provide reference for the sums of the remunerations (volume bonuses) paid for de-icing activities for the period 2015-2017?	The amount of the remunerations (volume bonuses) paid for de-icing activities for the period 2015-2017 is BGN 16 116,60.
9	Please provide a summary of the commercial area available at the airport in total sq.m, self-occupied commercial area (sq.m), commercial area rented out to third parties (sq.m) for 2015, 2016 and 2017	The information is available for review in the electronic section of the Data Room - Annex No. 12.5.
10	Please provide an additional column containing acquisition cost/outstanding book value of the assets listed in file 5.9.1. from 21 August 2018	The information is available for review in the electronic section of the Data Room - Annex No. 5.9.1.1.
11	Please provide pdf file "5.9. from 26 July 2018 in excel format	The information is available for review in the electronic section of the Data Room - Annex No. 5.9.1.2.
12	In the appendix 7.6.1 "Payroll expenses by positions, December 2017" , the payroll costs are BGN 3.3 mln for 2,417 headcount, while in the report for revenues and expenses of airport operator, provided in the dataroom of the Ministry of transport, the payroll costs are BGN 3.023 mln for approximately 1,354 heacount. Based on the above, it appears that there is an additional amount in the personnel costs in December 2017. Please provide us with the breadown of total payroll costs for December 2017, together with the additional amounts.	The information is available for review in the electronic section of the Data Room - Annex No. 7.4.6.1.