

№	Question	Answer
1	<p>Appendix 18 MTR, clause H Environment, Noise reduction sets a requirement to provide and maintain measures for noise protection for neighboring areas in the 60 dB noise contour in order to protect these from close proximity aircraft operation noise in line with local regulations and stipulations in Clause 8 (Environment).</p> <p>Please confirm that the 60db noise contour refers to night time and specify the hours included in this definition.</p>	<p>The provision and maintenance of noise protection measures shall be carried out within a pre-defined area in accordance with the requirements of national and European legislation in the field of management of environmental noise. In 2001, the Ministry of Health defined as such area a noise contour of 60dB (A) equivalent noise level. According to the national and European legislation currently in force, a public procurement procedure was launched to award the development of a strategic noise map (SNM) for Sofia Airport. A notice/public call № Z-509/04.09.2018 for public procurement with subject "Development of a strategic noise map for Sofia Airport" was published in the Public Procurement Register at PPA and on the website of Buyer Profile of Sofia Airport Ltd. The SNM will determine the noise indicators, the main ones being L24 and Lnight. According to Ordinance No 6/2006 on the environmental noise indicators, noise limits for areas subject to aviation noise are respectively 65dB for L24 and 55dB for Lnight, where the night period is 8 hours long and includes the time from 23:00 to 07:00 hours. An Action Plan for reduction of noise pollution will be developed after completion of the strategic noise mapping procedure and after approval by the Ministry of Health (noise contour of 65 dB for L24 and 55dB for Lnight).</p>
2	<p>Please kindly provide the current organizational chart (2018)</p>	<p>The information is available for review in the electronic section of the Data Room - Annex 7.1.1.1.</p>
3	<p>Please kindly provide the current staff numbers (2018) – by departments and by job positions</p>	<p>The information is available for review in the electronic section of the Data Room – Annex 7.1.3.1.</p>
4	<p>The information about costs for contracted services is presented in PDR in folder 1.2.-2.2.5.3 from 21.08.: cleaning services 551 416,75 BGN за 2016 и 45 661,5 BGN за 2017 and supply and lay cleaning materials - 527 993,98 BGN за 2017. Please, describe the cleaning services.</p>	<p>The amount of BGN 551 416.75 is contractual amount for integrated cleaning of Terminal Buildings and adjacent sites and spaces of Sofia Airport for February and March 2016.</p> <p>The amount of BGN 45 661.50 is for the cleaning of waste liquid from kerosene traps and cleaning of fuel tanks.</p> <p>The amount of BGN 527,993.98 is for supply of materials and cleaning the runway from tire deposits and the parking area from slippery areas and damages.</p>
5	<p>Please, clarify the amount of 1 127 689.99 BGN revenue from in-house petrol station for 2017 and 1 022 820.77 BGN for 2017 COGS of in-house petrol station.</p>	<p>The indicated revenue is from the sale of gasoline and diesel for the vehicles of the ground handling operators (excluding "Sofia Airport" EAD) and the airlines operating at Sofia Airport.</p>
6	<p>Please, clarify the mechanism for payment of annual concession fee, stated in section 30.3.3 from Concession agreement. Which is the base of calculation of 50%.</p>	<p>The Annual Concession Fee is calculated as the higher of the two amounts:</p> <ul style="list-style-type: none"> • the amount offered in the Bidder's Financial Proposal (at least BGN 7,669,378.22 - BGN 15,000,000); <p>or</p>

- the amount obtained by multiplying the total amount of the Annual Concession Revenue for the relevant year by the percentage offered in the Bidder's Financial Proposal (minimum 10%).

For the first half of each year the Concessionaire pays the higher of: 50% of the minimum offered in the Bidder's Financial Proposal (min BGN 7,669,378.22/ BGN 15,000,000), or half of the min 10% of the total amount of the Annual Concession Revenue for the respective half year.

For the second half of the year, the Concessionaire will pay the balance of the due Annual Concession Fee based on the Concession Fee Certificate.

Example: if the Annual Concession Fee proposed by the Bidder is 12% of the total Annual Concession Revenue for the respective year or BGN 18 000 000, according to the Offer and the Concession Agreement, then:

For the first half of the year the Concessionaire will pay either BGN 9 000 000 or half of the amount which equals 12% of the total revenue for this half year - whichever is higher.

Please see also the answer to Question 11, published on August 6, 2018.