

№	Question	Answer
1	In relation to clause 12.1.2. of the Draft Concession Agreement, could you please clarify what items are intended to be included in the calculation of the total asset value of the Concessionaire?	Please refer to the answer to question 18 of 31 July, which says that:  “For the purpose of Clause 12.1.2, total assets will be calculated excluding the capitalised Upfront Concession Fee, net of depreciation, but gross of liabilities.”
2	Could you please provide a breakdown of the Liabilities under a contract with the Government of the Republic of Bulgaria in the financial statements for 2016 and 2017 clearly showing the amounts payable for the airport charges received and charged (notes 29.3 and 28.2 to the financial statements for 2016 and 2017 respectively)?	We confirm our understanding that the estimates under a contract with the government of the Republic of Bulgaria and, respectively, the obligations accounted as current liabilities in the financial statements of Sofia Airport EAD are irrelevant to the subject matter of the Concession and the future Concessionaire.
3	Please provide the following: • The number of Duty Paid Transactions for Terminal 1 and Terminal 2 departures shops separately • The number of Duty Free Transactions for Terminal 1 and Terminal 2 departures shops separately • The number of transactions for Terminal 1 and Terminal 2 arrivals shops separately	In 2015 – 537,334 transactions; In 2016 – 665,034 transactions; In 2017 – 775,952 transactions; The provision of such information is related to additional work on the data processing software of Sofia Airport and therefore cannot be provided
4	Please provide the following; • Document 2.12 - Duty Free 2014-17 point 18 in the dataroom, provides the Duty Paid and Duty Free product sales mix (for 2017). Please confirm if this for the departures and arrivals shops combined. If it does can you please split this between departures and arrivals (by terminal if possible). If the figures exclude arrivals can you please provide the arrivals shops product sales mix.	Document 2.12 – paragraph 18 contains information on total sales by product category combined for the shops in Arrivals and Departures zones, differentiated by Duty free and Duty paid sales. Appendix 2 contains the share in the sales of each product category by shop (in percentages) for the period 2014–2017. The location of each shop is specified – T1/T2, Arrivals or Departures zone.
5	There are documents in the dataroom titled ‘Breakdown of Annual Rents’ that provide details	The reports on sales revenues of lessees are the subject matter of bilateral commercial agreements

	of the breakdown and description of rental revenues for Terminal 1 and Terminal 2 for 2017 separately. For each Food & Beverage outlet and Retail Shop, revenues are included (fixed and % variable fees). Can you please provide the associated sales figures for each outlet and shop in 2017 and confirm whether the sales are gross or net of VAT. Are sales figures available for Car Rental operators and other commercial businesses that have % of sales terms in their contracts?	and information on them should not be provided without the consent of the relevant counterparty.
6	The above documents also show the individual retail shop and food & beverage outlet details for Terminal 1 and Terminal 2. Could you please provide the contract start and expiry dates for each retail shop and food & beverage outlet shown.	All contracts become effective as of the date of the Deed of occupation of the relevant site.  The information is available for review in the virtual data room – Appendix 16.1. (Appendix I, paragraph 6 ‘Deed of occupation’ contains 140 files) and Appendix 3.8. – files Appendix 4.1., Appendix 4.2., Appendix 4.3.
7	Please provide the following for the Terminal 1 and Terminal 2 car parks separately in 2017: <ul style="list-style-type: none"> <li>• The number of paid public parking transactions (vehicle exits)</li> <li>• Parking transactions and sales (if available) by time band (for example up to 1 hour, 1 to 2 hours etc...)</li> <li>• The Car Park occupancy analysis (average or actual) for Terminal 1 and Terminal 2 separately</li> <li>• The number of ‘subscription cards’ issued and being used in 2017 and their cost.</li> </ul>	<ul style="list-style-type: none"> <li>• No, we do not have this information. The parking system does not have an option for counting exiting vehicles.</li> <li>• The information is available for review in the virtual data room from 5 September 2018 – Appendix 2.1.14.</li> <li>• Occupancy of car park at Terminal 1 – approximately 60%; occupancy of car park at Terminal 2 – approximately 80%.</li> <li>• The information is available for review in the virtual data room – <b>Appendix 2.1.14.1.</b></li> </ul>
8	Financial results provided for Commercial/Non-Aeronautical revenues for 2018 are up to May 2018. Could you please provide an update to the 2018 commercial revenue results to include the most recent months and that are compared to the same period in 2017.	The information is available for review on-site the physical data room in compliance with the terms and procedure in clause 5.1 of the Tender Documents – <b>Appendix 2.4.1.</b>
9	Could you please provide maintenance costs breakdown for 2015, as uploaded in file item 1.2.7 for the period 2016-2017	The information is available for review on-site the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents – <b>Appendix 1.2.7.1.</b>
10	Could you please clarify the year of reference for the file 1.14?	The data refers to the year 2017.
11	Could you please provide the excel format of Business Plan, including links, assumptions, historical value and projections ?	This information cannot be provided in the requested format.

12	<p>Could you please upload to VDR file item 1.6 included in the tracker? Is it possible to include the same information for the period 2012-2015 please?</p>	<p>The information under Appendix 1.6. is available for review on-site the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents from 21 August 2018 and cannot be uploaded to the virtual data room because it is sensitive information.</p> <p>The information for the period 2012-2015 is available for review on-site the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents – <b>Appendix 1.6.1.</b></p>
13	<p>Could you please upload to VDR file item 1.7 included in the tracker? Is it possible to include the same information for the period 2012-2015 please?</p>	<p>The information under Appendix 1.7. is available for review on-site the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents from 21 August 2018 and cannot be uploaded to the virtual data room because it is sensitive information.</p> <p>The information for the period 2012-2015 is available for review on-site the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents – <b>Appendix 1.7.1.</b></p>
14	<p>Could you please upload to VDR file item 1.10 included in the tracker? Is it possible to include the same information for the period 2012-2015 please?</p>	<p>The information under Appendix 1.10. is available for on-site review in the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents from 21 August 2018 and cannot be uploaded to the virtual data room because it is sensitive information.</p> <p>The information for the period 2012-2015 is available for review on-site the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents – <b>Appendix 1.10.1.</b></p>
15	<p>Could you please upload to VDR file item 1.12 included in the tracker? Is it possible to include the same information for the period 2012-2015 please?</p>	<p>The information under Appendix 1.12. is available for on-site review in the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents from 21 August 2018 and cannot be uploaded to the virtual data room because it is sensitive information.</p> <p>The information for the period 2012-2015 is available for review on-site the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents – <b>Appendix 1.12.1</b></p>

16	<p>Could you please upload to VDR file item 1.17 included in the tracker? Is it possible to include the same information for the period 2012-2015 please?</p>	<p>The information under Appendix 1.17. is available for on-site review in the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents from 29 August 2018 and cannot be uploaded to the virtual data room because it is sensitive information.</p> <p>The information for the period 2012-2015 is available for review on-site the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents – <b>Appendix 1.17.1.</b></p>
17	<p>Could you please upload to VDR file item 1.20 included in the tracker?</p>	<p>The information under Appendix 1.20. is available for on-site review in the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents from 30 August 2018 and cannot be uploaded to the virtual data room because it is sensitive information.</p>
18	<p>Could you please provided annual staff cost breakdown by role and department ? (refer to file 7.4.1 and 7.4.2) with regards to last 5 years and projections?</p>	<p>The information is available for review on-site the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents – <b>Appendix 7.4.2.1</b></p>
19	<p>Could you please provide main contracts in relation to utilities (electricity, fuel, water), essential &amp; ancillary materials, maintenance, security, ground handling and service agreements?</p>	<p>All hard copies of contracts are available for review in the physical data room – Folder No. 3.</p>
20	<p>Could you please upload to VDR file item 3.32 included in the tracker?</p>	<p>The information under Appendix 3.32. is available for on-site review in the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents from 30 August 2018 and cannot be uploaded to the virtual data room because it is sensitive information.</p>
21	<p>Could you please upload to VDR file item 3.41 included in the tracker?</p>	<p>The information under Appendix 3.41. is available for on-site review in the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents from 31 August 2018 and cannot be uploaded to the virtual data room because it is sensitive information.</p>

22	Could you please upload to VDR file item 3.54 included in the tracker?	The information under Appendix 3.54. is available for on-site review in the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents from 4 September 2018 and cannot be uploaded to the virtual data room because it is sensitive information.
23	Could you please upload to VDR file items 11.12 and 11.13 included in the tracker?	The information under Appendices 11.12. and 11.13. is available for on-site review in the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents from 3 September 2018 and 4 September 2018 and cannot be uploaded to the virtual data room because it is sensitive information.
24	Could you please upload to VDR file items 1.2.3. and 1.2.3.1 as per the VDR tracker?	The information under Appendices 1.2.3. and 1.2.3.1. is available for on-site review in the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents from 16 July 2018 and 16 August 2018 and cannot be uploaded to the virtual data room because it is sensitive information.
25	Could you please also provide figures for 2012, 2013, 2014 and 2015 in addition to the "Quantitative electricity consumption figures separately for Terminal 1 and Terminal 2 as well as total for the whole company for 2016 and 2017"?	Total electricity consumption of Sofia Airport EAD for: 2016 – 27,428,135 kWh; 2017 – 29,323,881 kWh. The information is available for review on-site the physical data room in compliance with the terms and procedure in clause 5.1. of the Tender Documents – <b>Appendix 1.2.3.2.</b>
26	Could you please clarify reasons for not showing terminal 1 figures with regards to natural gas consumption?	The building of Terminal 1 is not equipped to and does not use natural gas as a source of energy. Therefore, there are no figures shown as regards natural gas consumption for Terminal 1.
27	What is the approximate split between Private car to passenger drop-off/pick-up and to the car parks? This impacts on forecourt and car park requirement estimates.	There is no such statistical data available. General observation indicates that less than half of the passengers passing through Sofia Airport use the paid car parks for public use operated by Sofia Airport.