

1. Will editable version of documents dedicated to PSO will be provided – for example WORD version?

Yes, please see the attached documents and also please see the available on the website at this link <https://www.cjbihor.ro/licitatie-servicii-aeriene-regulate-intre-oradea-si-varsovia/>

2. One of requirements is to provide tax certificate. Does a copy of valid tax certificate need to be issued for Romania specifically or general tax certificate is acceptable?

A general tax certificate is fine.

3. According to documentations request, airline is obliged to provide valid Air Operator Certificate (AOC) and Operating License – these are official government documents issued and available at Polish Civil Aviation Authority – does it need to be validated by airline representative signature?

Yes, that will work with the legal provisions given that these are valid at the moment of submission.

4. One of requirements is to provide airline financial statement. Due to fiscal year work schedule financial statement for 2023 will be available after application deadline date, does financial statement from 2022 can be accepted for application?

Yes, we are fine with receiving final 2022 statements and we notify you that during the evaluation process we could request the 2023 statements if approved.

5. At Cost Calculation Model is stated to show revenues from tickets sold to passengers. For an airline we do not include to revenues airport taxes and we only calculate it from perspective of FARE and YQ. Is it suitable for purpose of official calculation?

Yes, it is possible.

6. Please define what “Other revenues” part at Cost Calculation Model should include.

All the other revenues estimated by the air operator for the WAW-OMR route (excepting tickets sold that are presented in a separate line). For example revenue from: luggage, food, drinks and other products sold on board, etc.

7. Please define what “Passenger cost (excl. fuel)” part at Cost Calculation Model should include.

These costs refer to passenger insurance, passenger catering and other costs that are directly connected to passengers. They should not include passenger taxes since the ticket revenues also exclude these taxes (as mentioned above).

8. Cost Calculation Model - please define if “Route cost” should include landing fees.

Please note that Appendix 3 – Net Cost Calculation Model should include all costs directly and indirectly linked to the WAW-OMR route, taking care not to double-count expenses. In case of doubt, please leave a note in Appendix 3 to clarify the content of a specific revenue of expense line, or add details in the tables at the bottom of Appendix 3. Regarding the landing fees, we confirm that "Route costs" should include landing fee.

9. Please define what “Administration cost” part at Cost Calculation Model should include.

It includes general and administrative costs that cannot be directly linked to WAW-OMR route; in other words, it includes indirect and overhead costs that are assigned to the route following an allocation process where the indirect and overhead costs are distributed by the airline to each route (based on relevant allocation keys).

10. Please define what “Depreciation” part at Cost Calculation Model should include.

Depreciation of the aircraft, if applicable (i.e. if owned by the airline).

11. Bid Template bidder data section. Due to minimal representation required to accept and sign Bid template are two person, can we modify Bid Template to meet this criteria?

Yes I can be amended as requested.

12. Bid Template mention at section 4: Monday, Thursday, Friday and Sunday day of operations – is this mandatory schedule or airline have flexibility to adjust days of operation?

According to the Invitation to Tender and Information on the PSO from the following link: <https://www.cjbihor.ro/licitatie-servicii-aeriene-regulate-intre-oradea-si-varsovia/> Bihor County requested a minimum 4/7 frequency in the following time slots OMR-WAW 13:00 – 19:00 local time Best suited for connectivity and WAW – OMR 10:00 – 16:00 local time Best

suited for connectivity. The information you found in the Bid Template, document you need to fill with your own data, are indicative, as you need to fill them up, the bidder having the liberty to select days of operations, respecting the minimum number of 4/7 and the time slots indicated above.

13. At Bid Template we are obliged to provide at section 6 “Aircraft technical details” – airline is operation only jet aircraft fleet. In that case description as “regional turbo-jet engine aircraft” will be acceptable description or need to be more precise?

The description should be precise enough so that the minimum capacity indicated in the Invitation to Tender are met, as per the example below.

Airport 1	Airport 2	Seats	Frequencies	Flights/year
Oradea (OMR)	Warsaw (WAW)	min. seats (per flight): 75	4/7	expected flights: 416 (4 x 2 x 52)

14. According with average fuel cost required at Bid Template we can also provide methodology of calculation – is it acceptable?

Methodology is a plus and may be included. But it is mandatory to present the average fuel price in USD/ton that has been used to determine the Fuel cost included in Appendix 3 - Net Cost Calculation Model. If the fuel price assumptions are not constant during the 5 years of forecast, annual values shall be provided for the average fuel price (in correlation with Appendix 3, taking into account that each year starts on the 1st of June and ends on the 31st of May of the following year). The same request applies to exchange rate assumptions used for conversion of USD into EUR.

15. At Bid Template we need to indicate “Dedicated persons” for purpose of this PSO. Please bring more details about characteristic of person we need to consider.

A generic mention about administrative personnel, flight crew and maintenance personnel dedicated for the Route WAW-OMR should be included.

16. Invitation to tender, section 5.3. Please determinate what kind of evidence will be acceptable. airline will be providing Operating License dated 26TH August 2003 exceeding 15 year period – would it be acceptable?

Aside from the operating license, a number of flights performed since operations had started would be useful to include (or similar reference such as average flights per year performed, passenger/year etc.).