

REQUEST FOR EXPRESSION OF INTEREST (“REOI”)

Design and Construction of new Terminal 3 building, Curbside, Transportation Center, and modernization of the existing Terminal 2 of Vasil Levski Sofia Airport (“Project”)

Issued by: SOF Connect AD

REOI Publication Date: 30 June 2025

SECTION A: INTRODUCTION AND BACKGROUND

SOF Connect AD (“SOF Connect”) has undertaken under the Concession Agreement for the grant of a works concession on the object “Civil Airport for public use Sofia – public state property” dated 22 July 2020 (“Concession Agreement”) with the Minister of Transport and Communications (“Grantor”) the development, construction/upgrade, maintenance, management, and operation of the Vasil Levski Sofia Airport (“Airport”) and, in accordance with said agreement, shall ensure that the Airport is managed efficiently, effectively, and in strict compliance with international regulations and standards.

In such context, SOF Connect (who is acting as airport operator and airport administration) committed to carry out, among others, activities relating to the refurbishment and expansion of the Airport, including the development of a new Terminal 3 with its own landside access within walking distance (up to 800m) of the Airport metro station, and linked to the existing Terminal 2 building both airside and landside, which new terminal shall be fully operational by 9 April 2031, modern, architecturally, and aesthetically attractive, and fit for accommodating the forecasted growth of air traffic levels.

This initiative forms a central part of the long-term development strategy of the Airport to enhance capacity, efficiency, and passenger experience in alignment with international standards, with the clear ambition of transforming the Airport into a Certified Skytrax 5-star regional airport and a benchmark for quality in the region.

The project is expected to be financed through private investment under EPC procurement model at detailed design level.

SECTION B: NATURE OF THE REOI

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The current invitation constitutes a “market research” exercise only and serves to invite expression of interest from design and construction companies which would be willing to participate in a two-stage open tender procedure for the award of the design and construction of the modernization of the existing Terminal 2 building, a new Terminal 3 building and Curbside and Transportation Center at Sofia Airport (“Tender Procedure”). This REOI does not represent a stage of the Tender Procedure and is in no way binding on SOF Connect. In particular, SOF Connect shall be under no obligation to publish PreQ Stage Documentation (as defined herein) or Request for Proposal (“RFP”) at a later stage or to sign a contract for the Scope of Works (“SOW”) defined herein.

This REOI does not constitute a solicitation for tenders, offers, proposals, etc. SOF Connect reserves the right to amend, delay, or cancel this process at its sole discretion.

Nothing in this REOI shall be construed as forming a contract or legal obligation, or creating a joint venture, an agency relationship, or any form of legal partnership between SOF Connect and any entity to whom this REOI has been addressed.

Each entity shall bear all the costs associated with or relating to the preparation and submission of their Letters of Interest (“LOI”) including but not limited to preparation, copying, postage, delivery fees, expenses, tender development costs, any kind of fees or consultancy expenses associated with this REOI or any other costs incurred in connection with or relating to their LOI.

SECTION C: TENDER PROCEDURE

SOF Connect now invites entities to indicate their interest in performing the SOW set forth herein by submitting a LOI in response to the REOI. Once the LOI are reviewed and analysed by SOF Connect, the Tender Procedure will be officially launched through publication of a notice at <https://sofia-airport.eu/en/business/procurements/>.

The Tender Procedure shall be conducted as a two-stage process where all entities interested in the Project may participate in the prequalification stage of the Tender Procedure (“PreQ Stage”) by submitting a response to the PreQ Stage invitation (“PreQ Stage Response”) accompanied by the respective documents demonstrating compliance with the PreQ Stage requirements. The PreQ Stage tender package containing (i) all eligibility requirements (absence of certain exclusion grounds) and selection criteria (relating to bidders’ suitability to pursue the professional activity, economic

and financial standing, and technical and professional ability required for the implementation of the Project), (ii) more detailed information about the Project and SOW, and (iii) other tender documents, including templates to be used by the bidders ("PreQ Stage Documentation"), will be uploaded to SOF Connect's SourceOne Procurement Platform (**procurement.sof-connect.com**).

Only bidders deemed best qualified in SOF Connect's judgment in the course of the PreQ Stage based on the selection criteria set forth in the PreQ Stage Documentation will be invited to submit a proposal ("Proposal") in the RFP stage of the Tender Procedure ("RFP Stage"). The RFP and all related tender documents, including the evaluation methodology, will be uploaded to the SourceOne Procurement Platform after completion of the PreQ Stage.

SECTION D: TENDER PROCEDURE AND PROJECT MILESTONES

The time schedule set forth below is indicative and may be amended at any time at SOF Connect's sole discretion. Such amendment shall not result in any liability of SOF Connect for whatever direct or indirect costs, expenses or damages an entity may incur.

Issuance of REOI: **30 June 2025**

- Deadline for submission of LOI and Q/A period: **15 October 2025**
- Completion of LOI review and analysis: **30 October 2025**
- Publication of a Tender Procedure notice and upload of the PreQ Stage Documentation: **6 November 2025**
- Deadline for submission of PreQ Stage Response: **16 January 2026**
- Completion of prequalification process and provision of the RFP to the pre-selected bidders: **9 February 2026**
- Deadline for submission of Proposals and Q/A period: **18 October 2026**
- Completion of the evaluation process, contract negotiations and finalization: **December 2026**
- Anticipated contract signing: **Q1 2027**
- Project Start Date: **Q1 2027**
- Project Completion Date: **Q4 2030**

SECTION E: SCOPE OF WORKS

The SOW will include, but will not be limited to:

- Development of a **Detailed (work) Design** for the Project in accordance with SOF Connect's requirements and **Technical Design** provided during the RFP Stage; Building permit is in the scope of SOF Connect (out of scope of the Contractor).
- The design and construction shall include:
 - New Terminal 3 connecting to the existing Terminal 2 building, increasing the annual capacity of passenger process from 7 mpax to 20 mpax; this includes:
 - new arrival and departures facilities,
 - centralized security checkpoint,
 - offices and process facilities for airport users,
 - new boarding Pier,
 - commercial areas;
 - The modernization of the existing Terminal 2 main core building:
 - Expanding the commercial areas either landside or airside;
 - Converting existing passenger processing areas to airport users' offices, support areas;
 - Refurbishment of existing airport systems (fire systems and ICT systems);
 - The necessary intervention needed to the utilities to cope with new capacity;
 - Skytrax 5-star regional Airport implementation enhancing passenger experience through digital, accessible, and sensory-driven solutions;
 - Expansion of The Curbside and New Transportation Center;
 - Airside and Landside service roads;

- Architectural, structural, civil works, MEP, and ICT systems, SAS (Special Airport Systems), Fire Systems, FLS (Fire Life & Safety), BMS (Building Management System), SCADA, Vertical Transportation, etc;
- Sustainability and green building certification (BREEAM for Terminal 3);
- Coordination with airside and landside operations during the execution.

The construction works will take place within an operational environment, which includes:

- Passenger and Aircraft operations and activities in close proximity to the construction site of the new Terminal 3, connected to the existing T2 Terminal building in operation; Phased execution must ensure continuous operations, passenger level of service, safety, and capacity. The project must comply with Bulgarian commissioning regulations (Permit of Use).
- Existing landside infrastructure such as parking facilities, access roads, and passenger circulation areas that must remain operational throughout the construction period.

Referential surfaces of the interventions:

- New Terminal 3: **60.000 m²**;
- Terminal 2: Refurbished and renovated area of the Terminal 2 main Core: **72.000 m²**;
- New Transportation Center including 21 coaches parking slots and access roads: **9000 m²** .

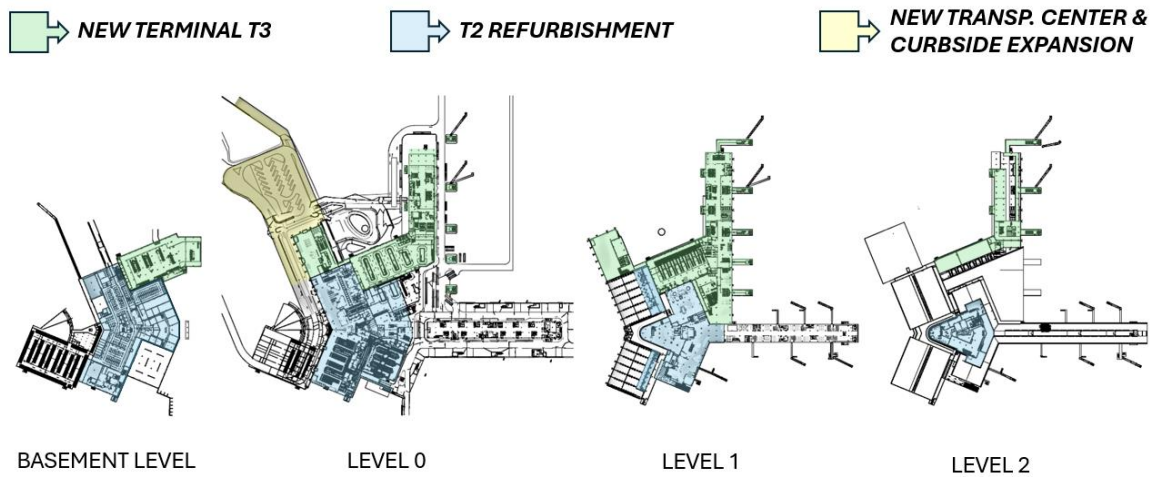
Referential images of the project:



New Terminal T3 – Airside façade



New Terminal T3 – Landside facade Arrival Hall



General Layouts of interventions

SECTION F: INSTRUCTIONS TO INTERESTED ENTITIES

Access to the PreQ Stage Documentation shall be granted through the **SourceOne Procurement Platform (procurement.sof-connect.com)** following the completion of the LOI review and analysis and upon the proper execution of an NDA.

Interested entities must register on the SourceOne platform; detailed registration steps are outlined in the accompanying User Guide. All questions will be answered and consultable through the **SourceOne Procurement Platform**.

Important: The NDA and the LOI must be duly signed using a **qualified electronic signature** by the legal representative or an expressly authorized proxy of the interested entity. Authorization shall be evidenced by a valid power of attorney. For international companies, supporting documentation must be provided to confirm the signing entity's representative authority in accordance with the applicable laws of the country in which the entity is registered.

Additionally, the entity must provide a verifiable URL for the electronic signature validation, to ensure authenticity and legal standing of the signatory.

Interested entities must submit their LOI in English, no later than **15 October 2025, 23:00 Sofia time**.

Submissions should be delivered electronically via the SourceOne Procurement Platform.

Required format: see **SECTION I: APPENDICES AND CONTACT INFORMATION (and related appendices)**.

SECTION G: LEGAL AND CONTRACTUAL FRAMEWORK

The following legal framework will apply to the Project activities:

- The Contract will follow an EPC procurement model at detailed design level.
- Given the specific legal regime under the Concession Agreement which applies to all activities and contractors at the Airport, the contractor shall comply with all relevant requirements set forth in the Concession Agreement. In addition, the Contract shall incorporate particular clauses so that the contractor assumes respective obligations and liabilities related to the contemplated design and

construction works vis-à-vis the Grantor who will have the step-in and intervention rights required under the Concession Agreement. The Concession Agreement is publicly available in the [National Concession Register](#).

- The Project is expected to be financed by a group of lenders which may require that the contractor enters into a direct agreement whereby the contractor assumes specific obligations and liabilities towards the lenders, including such related to lenders' step-in and intervention rights.

SECTION H: POTENTIAL BIDDERS PROFILE

At the PreQ Stage the bidders will be required to demonstrate robust experience and capacity in the engineering and execution of large-scale airport infrastructure projects. This includes a proven track record in delivering EPC contracts for airport terminals. Additionally, the bidders will have to evidence their experience in comparable airport terminal building projects and a minimum annual turnover over certain period.

From an engineering standpoint, the applicant must possess experience in the design of airport terminals and Special Airport Systems, including information and communications technology (ICT). The contractor shall have the ability to manage construction phasing and ensure operational continuity by proposing engineering solutions that avoid disruption to ongoing airport operations. Familiarity with working under live airport conditions, while adhering to all relevant safety and security protocols, is essential. Furthermore, the integration of sustainable, low-emission, and energy-efficient design solutions is expected throughout the project.

The detailed selection criteria will be elaborated in the PreQ Stage Documentation.

Any persons and/or entities which are interested in performing the SOW, irrespective of the legal form under which they have chosen to operate (firms, branches, subsidiaries, partnerships, cooperative societies, limited companies and other forms of entities than natural persons), may submit a LOI.

Groups of entities, including where they have come together in the form of a temporary association, may participate in the Tender Procedure without it being necessary for them to take on a specific legal form. Such associations must, however, execute a consortium agreement ("Consortium

Agreement”) to be signed by an authorised representative of each of its members. The Consortium Agreement shall provide, inter alia, for the appointment of one of the consortium’s members to represent and bind all members of the consortium in all matters related to the Tender Procedure, including but not limited to the submission of the PreQ Stage Response and the Proposal on behalf of the consortium and until and including, in case of award, execution of the contract.

The members of the consortium shall be jointly, and severally liable vis-vis SOF Connect for the fulfilment of the obligations of the consortium under the contract.

Any change in the composition of a bidder after having submitted the PreQ Stage Response and the Proposal shall be, unless expressly approved in writing by SOF Connect, in violation of the Tender Procedure and shall result in the bidder being disqualified, not being eligible to be awarded the contract or to sign the contract as the case may be. Change in the composition of the consortium shall mean, with respect to the relevant provisions set out in the Consortium Agreement, a change in any one of the members of the consortium, including the exclusion of a member/shareholder/partner or the addition of a member/shareholder/partner.

The composition of the consortium shall be maintained at least until the issuance of the Performance Certificate (or another document verifying the completion of the contractor’s obligations under the contract, as the case may be) or any other date specified in the contract.

Each interested entity shall specify in the LOI the legal form under which it intends to participate in the Tender Procedure and to perform the contract (if awarded), i.e. on its own, by forming a temporary association or other form, as the case may be. This indication will be for information purposes only and shall not limit the entity’s right to submit a PreQ Stage Response in a different composition.

SECTION I: APPENDICES AND CONTACT INFORMATION

Appendices:

- Letter of Interest Template
- Q/A form template
- Company Profile Template

- User Guide

Requested deliverables:

- Letter of Interest duly signed
- Company Profile duly signed
- Project Experience Portfolio and Capabilities (max. 30 pages)

Project Contact:

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