

██████████  
**planeground airport consulting  
GmbH & Co KG  
Von-Werth-Str. 9-13  
D-50670, Cologne, Germany**

Naše značka/Our Ref. 2853/19/LP INV

Vyřizuje/Responsible: ██████████

Dne/Date: 22.11.2019

## Prague Airport Passenger Terminal - Design Study

### **Variation Notice 03: Acceptance of the Consultant's Proposal for Variation re. Variation v2.0 dated 2<sup>nd</sup> September 2019, Agreement on Variation Value and Impact**

Dear ██████████,

With reference to Clause 5 of the agreement entered into between Letiště Praha, a.s., as Client, and planeground airport consulting GmbH & Co KG, as Consultant, in regard to "Prague Airport Passenger Terminal - Design Study", dated 4 February 2019, Client's contract No. 0224003616, and with further reference to the Consultant's Proposal for Variation v2.0 dated 2<sup>nd</sup> September 2019 including all its annexes (a copy thereof enclosed),

the Client hereby (i) accepts the Consultant's Proposal for Variation v2.0 dated 2<sup>nd</sup> September 2019 with respect to Variation v2.0, (ii) specifically confirms reaching agreement on Variation's goals & boundaries, scope, value and other impacts (additional time, works resp. costs, impact on Time for Completion and/or Milestones etc.) with respect to Variation v2.0, as described in the Consultant's Proposal for Variation v2.0 dated 2<sup>nd</sup> September 2019, (iii) specifically confirms that the scope and impacts of this Variation v2.0 (as described in the Consultant's Proposal for Variation v2.0 dated 2<sup>nd</sup> September 2019) differs from the earlier contemplated, potential follow-up variation v2.0 (as mentioned in the Consultant's Proposal for Variation dated 11 June 2019), and that those two variations are not identical and should not be confused.

With kind regards,

**Jiří Kraus**

*Vice-Chairman of the Board of Directors  
Letiště Praha, a.s.*

**Jiří Černík**

*Member of the Board of Directors  
Letiště Praha, a.s.*

Enclosure: Copy of Consultant's Proposal for Variation 2.0 dated 2<sup>nd</sup> September 2019, including all its annexes



**PROPOSAL FOR VARIATION**  
**v2.0**

**PRG**

**Prague Airport**  
**Passenger Terminal Design Study**

**Impact Notice Proposal:**  
**v2.0: Commercial Concept**  
**Optimization**  
**(ADPi/TSD vs “The View”)**

Cologne / Amsterdam, 02.09.2019

**to:**

Letiště Praha, a.s.

██████████  
K letišti 1019/6, Ruzyně  
161 00 PRAHA 6 (CZ)

**from**

plane ground airport consulting GmbH & Co KG  
Von-Werth-Str. 9-13  
D-50670 Köln / Germany

Email: [info@plane ground.de](mailto:info@plane ground.de)

[www.plane ground.de](http://www.plane ground.de)

Dear Sirs

Reference is made to the Board Meeting of July 24<sup>th</sup> 2019 in which the two principal concepts ADPi/TDS and “The View” were reviewed and discussed extensively with a particular emphasis on the commercial aspects. For this meeting plane ground as well as The Design Solution -the recently appointed Retail Consultant of the PRG- prepared presentations that were meant to provide further substantiation for the decision making by the board.

In the subsequent steering meeting of 31<sup>st</sup> July it was disclosed, that a definite decision cannot be taken, because both concepts were deemed not comparable in terms of size, functionality and quality. Moreover, the basic parameters for the calculations of the financial performance of the concepts gave rise to further questions. Here more studies and investigations are needed.

Apart from the above, some new information was provided that the board chose for accelerating the developments by means of introducing a first incremental step to be built as soon as possible (i.e. as soon as the building permission process allows). This new development step is a minimal first expansion, without major impact in the existing operational regime. This development step -so called: Phase 1- has to be designed and elaborated to a level of functional design.

In abstract, the PRG board ignited two new assignments to be elaborated by the Design Team(s).

- ➔ Commercial Concept Optimization of the View and ADPi/TDS to provide comparability and to facilitate board’s decision (→ Variation of Services v2.0)
- ➔ New PRG Phase 1 Concept planning to determine a simple and prompt solution for the most urgent capacity needs (→ Variation of Services v2.1)

Both of the new assignments / Variation of Services were highly prioritized in the project and results were expected as soon as possible. This in turn leads to the consequence that the continuation of the original / basic project assignment (i.e. DP/B – further elaboration of concept) would be postponed again causing additional delays and costs.

Therefore, on the occasion of two follow-up PM meetings on August 12<sup>th</sup> and 13<sup>th</sup>, PRG project management revised the decision to insert the Variation of services in the project schedule and instructed the Design Team to immediately resume the original project works (DP/B) with “The View” Concept although this may constitute a risk in case PRG will finally decide for ADPi/TDS”concept after further insights of Variation v2.0. However it was agreed, that the risk of extra works should be limited to EUR 59.500,- , in order to be still able to provide the full extent of scope.

Variation 2.0 has to be commenced immediately (in parallel to DP/B works of the basic contract), whereas the Phase 1 works of Variation v2.1 is shifted to the end of the project for the benefit of a more reasonable and efficient design process.

The present proposal for Variation of Services v2.0 & v2.1 annuls the earlier prepared proposal as of August 6<sup>th</sup> and is revised and adapted according to the new directives as stipulated above. Due to streamlining the variations of services v2.0 & v2.1 with the schedule and scope of the basic project we are able to organize the design process and planning works (including staffing) in a more efficient way, which ultimately delivers a time and cost benefit of roughly 20% with regards to the previous proposal.

## 1. SCOPE OF PROJECT VARIATIONS v2.0 – COMMERCIAL CONCEPT OPTIMIZATION

As stated above the primary goal of the works under the assignments of Variation v2.0 is to enable the board to evaluate both concepts APDi/TDS and The View in a transparent way and on a comparable basis. The main evaluation criteria set out by the client are building costs, revenues, feasibility and customer experience. However, the aspects of (asset) strategy, functionality (flows and processors) and flexibility should not be neglected.

The approach is to first dimension both concepts to the size that corresponds to the requirements of the respective demand and then maximize their benefits with regards to the evaluation criteria. So, the work package for v2.0 comprise of:

- ➔ Adaptation of “The View” concept to the agreed amount of retail / commercial space
  - The respective area provisions will be subdivided in a) Duty free area b) Special Retail c) Food & Beverage
  - A “dual airside lounge concept” will be elaborated.
  - Respective basic area demand requirements will be provided by PRG (resp. TDS & pragma)
- ➔ Improve The View concept according to the comments of TDS/Pragma with particular focus on: PAX Flows/Footfall; Level concept, Maximization of brand and product exposure; Avoiding views of shabby store ceilings from Level 2 etc.
- ➔ Commenting on TDS Variants (ADP-concept / single-combined Lounge concept) with respect to: Processor size, customer experience, PAX-Flows and architecture; preparation and execution of workshop(s) with TDS / Pragma.
- ➔ New amended Cost Calculation (CAPEX) of “The View” and “ADPi/TDS” concept.
- ➔ Provide an assessment on the constructional and operational impacts.
- ➔ Presentation to the board; coordination and project management tasks (internal & external).

The character of the project and the specific tasks as mentioned above require frequent coordination with regular on-site presence in PRG that includes meetings and discussions with the client as well as with partner Consultants (TDS/Pragma).

## 2. DURATION AND COSTS VARIATIONS v2.0

The new Project Schedule v8.1 (see attached to this proposal) is approved by the client. The underlying rationale of it is to not cause longer delays and more costs with waiting for the final decision by the board on the concept but instead to resume the original scope of works taking “The View” concept as a basis.

The Variation works for v2.0 officially were announced during the steering meeting on July 31<sup>st</sup>. However, the approval of the variation notice is binding for the consultant’s reception and official commencement of the works.

➔ **Elaboration time for Variation 2.0 - Commercial Concept** → **5 weeks**

According to the Project Schedule v8.1 (attached to this proposal) the works of the Variations v2.0 will be executed in parallel to the completion of the main contract.

For the cost calculation of Variation v2.0 Services, it is referred to the staff and cost calculation in the Annex. The costs accrued during the Variation of Services v2.0 amount to a total of

➔ **Cost of Variation v2.0 - Commercial Concept Opt** → **€ 17.282,--**

The amounts include following costs (see also detailed cost summary attached to this doc)

- Staff honorarium
- Office and coordination cost (Cologne&Amsterdam / Prague)
- Travel and accommodation costs as stipulated in the respective schedule.

All amounts are net values and do not comprise statutory VAT amounts.

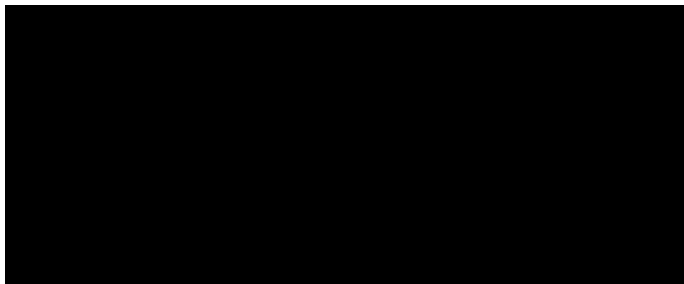
### 3. GENERAL CONDITIONS

In addition to the agreements in the respective clauses of the main contract, the following conditions shall apply (according to the basic contract):

- Submission of invoice of Variation v2.0 is due after delivery of the respective results (see schedule), according to the terms and conditions of payments in the main contract.
- A notice to proceed on the proposal of Variation v2.0 (by PRG project management) is obligatory and will mark the commencement of the works as stipulated above.
- The time and cost schedule is only reachable if all information and input necessary to perform the works are being delivered in due time and free of cost by the client. That deliberately includes interim decision making if need be.

We are looking forward to commence the above works as soon as possible and therefore are looking forward to your binding notice to proceed.

With kind regards  
Yours faithfully

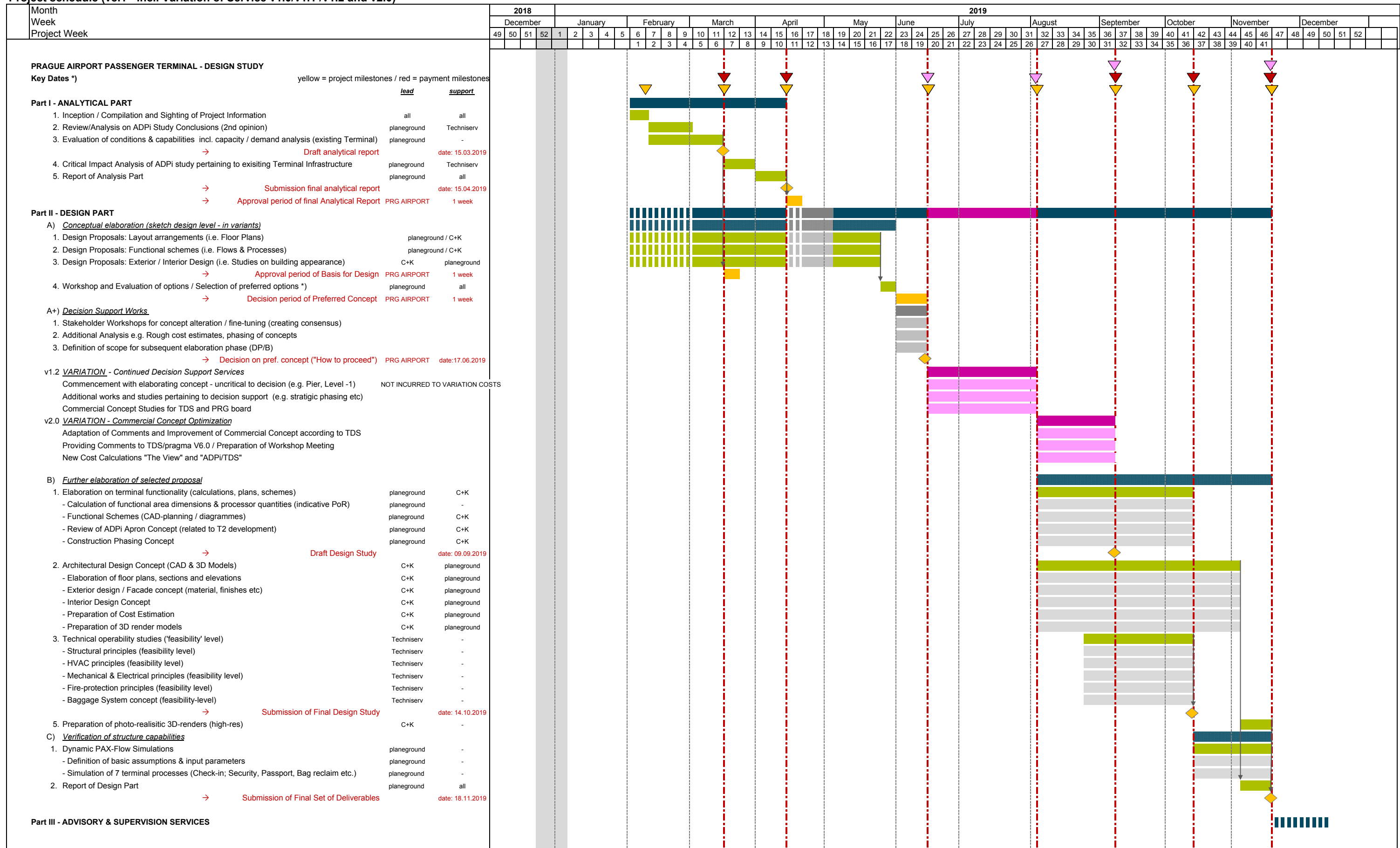


Cologne / Amsterdam, September 2<sup>nd</sup>, 2019

#### ANNEX

- New Project Schedule v8.1\_with overview of v2.0
- Break down of Cost for v2.0

**Project schedule (v8.1 - incl. Variation of Service v1.0/v1.1 /v1.2 and v2.0)**



<b>Calculation Variation of Works v2.0</b>			
<b>Project Prague Airport Passenger Terminal Design Study</b>			
<b>planeground / Techniserv / C+K</b>			
<b>I. PROFESSIONAL FEE</b>			
<b>A) planeground airport consulting</b>	<b>Rate (Euro/day)</b>	<b>Time days (8hr)</b>	<b>Total (Euro)</b>
Sr. Airport Master Planner	1.160,00 €	2,0	2.320,00 €
Sr. Terminal Architect	1.160,00 €	3,0	3.480,00 €
Terminal Architect	760,00 €	4,0	3.040,00 €
Sr. Airport Planner	1.160,00 €	0,0	- €
Simulation Analyst	960,00 €	0,0	- €
Subtotal planeground	in Staff days	9,0	<b>8.840,00 €</b>
	staff months	0,4	<b>51,11%</b>
<b>B) Techniserv</b>	<b>Rate (Euro/day)</b>	<b>Time days (8hr)</b>	<b>Total (Euro)</b>
Local Project Manager / Engineers (HVAC, Bag-Sys, Constr., M&E)	640,00 €	3,0	1.920,00 €
Local Consultant / Engineer	640,00 €	0,0	- €
Subtotal Techniserv	in Staff days	3,0	<b>1.920,00 €</b>
	staff months	0,1	<b>11,11%</b>
<b>C) Chybik &amp; Kristof Architects</b>	<b>Rate (Euro/day)</b>	<b>Time days (8hr)</b>	<b>Total (Euro)</b>
Chief Architect	1.060,00 €	1,0	1.060,00 €
Lead Architect	435,00 €	5,0	2.175,00 €
Architect	325,00 €	3,0	975,00 €
Support	90,00 €	5,0	450,00 €
Subtotal Chybik + Kristof	in Staff days	14,0	<b>4.660,00 €</b>
	staff months	0,6	<b>26,96%</b>
<b>II) ADDITIONAL COST</b>			
Office Cost		5%	442,00 €
Travel Expenses *)	320,00 €	2	640,00 €
Hotel / night *)	120,00 €	4	480,00 €
Allowance / day *)	50,00 €	6	300,00 €
<b>Subtotal II) Additional Cost (Variation v2.0)</b>			<b>1.862,00 €</b>
*) Basis: only applicable for non-resident (i.e. non-Czech) parties			
<b>TOTAL SUM (excl. VAT) / VARIATIONS 2.0</b>			<b>17.282,00 €</b>