फा. सं. ऐरा/20010/एमवाईटीपी/सीएएसआईपीएल/जीएच/मोपा-गोवा/सीपी-I/2023-28

F. No. AERA/20010/ MYTP/CASIPL/GH/MOPA-GOA/CP-I/2023-28

आदेश संख्या 11/2023-24

Order No. 11/2023-24

सत्यमेव जयते

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण

Airports Economic Regulatory Authority of India

मैसर्स सैलेबी एयरपोर्ट सर्विसेज इंडिया प्राइवेट लिमिटेड (सी.ए.एस.आई.पी.एल) द्वारा मनोहर अंतर्राष्ट्रीय हवाईअड्डा, मोपा, गोवा में प्रदान की जाने वाली ग्राउंड हैंडलिंग सेवाओं के लिए प्रथम नियंत्रण अवधि (वित्त वर्ष 2023-24 से वित्त वर्ष 2027-28) के लिए टैरिफ निर्धारित करने के मामले में

IN THE MATTER OF
DETERMINATION OF TARIFF FOR GROUND HANDLING SERVICES FOR M/S CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED (CASIPL) AT MANOHAR INTERNATIONAL AIRPORT, MOPA, GOA FOR THE FIRST CONTROL PERIOD (FY 2023-24 TO FY 2027-28)

जारी करने की तारीख : 15.06.2023

Date of Issue: 15.06.2023

ऐरा बिल्डिंग/AERA Building
प्रशासनिक परिसर/Administrative Complex
सफदरजंग हवाईअड्डा/Safdarjung Airport
नई दिल्ली/New Delhi – 110003

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AERA

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List of Abbreviations:

AERA / Authority	Airports Economic Regulatory Authority of India
ATM	Air Traffic Movement
ATP	Annual Tariff Proposal
CAPEX	Capital Expenditure
CASIPL	Celebi Airport Services India Private Limited
COD	Commercial Operations Date
CGF	Cargo, Ground Handling & Supply of Fuel
GIAL	Goa International Airport Limited
GHA	Ground Handling Agencies
GHS	Ground Handling Services
INR/₹	Indian Rupees
ISP	Independent Service Provider
LOA	Letter of Award
MTOW	Maximum Take Off Weight
MYTP	Multi-Year Tariff Proposal
OPEX	Operating Expenditure
O&M	Operation and Maintenance
PAT	Profit After Tax
PBIDT	Profit Before Interest, Depreciation and Tax
P&L	Profit & Loss
SPRH	Service Provider Right Holder
YoY	Year on Year

CHAPTER 1: INTRODUCTION

1.1 M/s Celebi Airport Services India Private Limited (CASIPL) was awarded Concession to undertake Design, Build, Finance, Operate, Maintain and Transfer of Ground Handling Facilities and Services at Manohar International Airport by the Airport Operator i.e., Goa International Airport Limited (GIAL), vide Letter of Award (LOA) dated 27.01.2022.

1.2 A License Agreement dated 2nd February, 2022 was executed between GIAL and CASIPL in respect of the aforesaid concession for a period of Twenty Years commencing from the Appointed Date.

1.3 The shareholding structure of the CASIPL is tabulated as below:

Table-1: Shareholding Structure of CASIPL:

Name of Shareholder	Equity Holding (%)
M/s Celebi Hava Servisi	99.90
M/s Celebi Havacilik Holding	0.10
Total	**100.00**

1.4 Bureau of Civil Aviation Security has granted security clearance to CASIPL on 14.05.2019, which is valid for a period of five years from the date of issuance of security clearance.

1.5 The Authority, vide Order No. 25/2022-23 dated 07.10.2022, had approved ad-hoc Tariff for CASIPL in respect of Ground Handling Services (GHS) at Manohar International Airport, Mopa, Goa, from the date of commencement of commercial operations up to 31.03.2023. Further, the Authority, vide its Order No. 42/2022-23 dated 23.03.2023, extended the ad-hoc Tariff up to 30.09.2023, or, till the determination of regular Ground Handling Tariff for the First Control Period, whichever is earlier.

1.6 As per the provisions of the Airports Economic Regulatory Authority of India (Terms and Conditions for Determination of Tariff for Services provided for Cargo Facility, Ground Handling and supply of Fuel to the Aircraft) Guidelines, 2011 (CGF Guidelines), CASIPL submitted the Multi-Year Tariff Proposal ('MYTP') on 10.08.2022 for determination of Tariff for providing Ground Handling Services at Manohar International Airport, Mopa, Goa for the First Control Period. The Authority observed various shortcomings/ errors in the MYTP submitted by the ISP. Accordingly, clarifications/ additional details were sought from ISP few times. After regular follow-up, ISP submitted the revised MYTP for the First Control Period (FY 2023-24 to FY 2027-28) on 17.01.2023.

1.7 The Authority, carefully examined the MYTP for the First Control Period submitted by the CASIPL in respect of Ground Handling Services and issued Consultation Paper (CP) No. 02/2023-24 dated 03.05.2023, inviting suggestions/ comments from the Stakeholders on the various proposals of the Authority with the following timelines:

- *Date for submission of written comments by Stakeholders: 24th May, 2023.*
- *Date for submission of counter comments by ISP: 31st May, 2023.*

1.8 The Authority received comments from the stakeholders namely, M/s SpiceJet Ltd., Business Aircraft Operators Association (BAOA) and CASIPL on the various proposals of the Authority contained in the Consultation Paper No. 02/2023-24 and the same were uploaded on the AERA's website vide Public Notice no. 02/2023-24 dated 25.05.2023.

1.9 The Authority, in response to Public Notice no. 02/2023-24 dated 25.05.2023, received counter comments from CASIPL on 30.05.2023.

1.10 The Authority, after examining the comments of Stakeholders i.e., M/s SpiceJet Limited, BAOA and CASIPL and counter comments on the CP No. 02/2023-24 dated 03.05.2023 and after considering all the relevant aspects of the case, has finalized this Tariff Order.

CHAPTER 2: PRINCIPLES FOR DETERMINATION OF AERONAUTICAL TARIFF

2.1 The Authority, vide its Order No. 12/2010-11 dated 10.01.2011, finalized its approach in the matter of Regulatory Philosophy and Approach in Economic Regulation of the Services provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft at the Major Airports. Accordingly, the Authority issued the Airports Economic Regulatory Authority of India (Terms and Conditions for Determination of Tariff for Services provided for Cargo Facility, Ground Handling and supply of Fuel to the Aircraft) Guidelines, 2011 ("CGF Guidelines"), vide its Direction No. 04/2010-11 dated 10.01.2011.

STAGE I: MATERIALITY ASSESSMENT:

2.2 In accordance with above mentioned CGF Guidelines, the following procedure is adopted for the determination of the Materiality Index of Regulated Service, as per clause 4.4 of the Guidelines:

$$Materiality\ Index\ (MI_G) = \frac{Int.\ Aircraft\ Movements\ at\ Major\ Airport}{Total\ Intl.\ Aircraft\ Movements\ at\ Major\ Airports}\ X100$$

This is a new Greenfield Airport at Mopa Goa and in the absence of historical data pertaining to this airport, for the purpose of calculating Materiality Index, data pertaining to Dabolim Airport, Goa has been adopted in the instant case.

The Materiality Index for Goa Airport (Dabolim) = 4019/420772

= 0.96%

The percentage share of Goa International Airport for FY 2019-20 in respect of International Aircraft Movements is 0.96%, which is less than 5% Materiality Index (MI_G) for the subject regulated service. Hence, the Regulated Service is deemed **'Not Material'** for the First Control Period at Manohar International Airport, as per clause 4.4(ii) of the Guidelines. In view of the aviation industry being severely affected by the unprecedented event of covid-19, the Authority has considered pre-pandemic year i.e., FY 2019-20 for determining Materiality Index of Regulated Service.

2.3 As per Clause 3.2 (ii) of the CGF Guidelines, wherever the Regulated Service provided is 'Not Material', the Authority shall determine Tariff(s) for Service Provider(s) based on a **'Light Touch Approach'** for the duration of the Control Period, as per the provisions of Chapter V of the Guidelines.

2.4 As per clause 11.2 of the CGF Guidelines, the Annual Tariff Proposal (ATP) is required to be submitted in the manner and form provided in AI 8.2 of Appendix-I to the Guidelines and should be supported by the following:

a) Form B and Form 14 (b) (Proposed Tariff Card);

b) Evidence of Consultation with Stakeholders;

c) Evidence of User Agreement(s), if any, between the Service Provider and the User of Regulated Service(s) clearly indicating the Tariff proposed by the Service Provider.

2.5 CASIPL submitted the MYTP and other requisite documents for the determination of Tariff for Ground Handling Services at Mopa, Goa airport. The ISP has also conducted the Stakeholders' consultation meeting on 11.05.2023 and submitted the Minutes of Meeting (MoM) to the Authority vide email dated 24.05.2023. It has been observed from the MoM that the

representatives from Aeroflot Russian Airlines, Gulf Air, Tata SIA Airlines Ltd., Qatar Airways, Air Asia India, SpiceJet Ltd., Oman Air, Indigo, Tata Air India, Akasa Air, CISF & Airport Operator participated in the meeting and none of the stakeholders raised any concern relating to Annual Tariff Proposal (ATP) of CASIPL in respect of Ground Handling Services being provided at Mopa, Goa Airport.

Stakeholders' Comments

M/s SpiceJet comments on review of Tendering Process:

2.6 *"Authority may kindly note that "guiding principles issued by the International Civil Aviation Organization (ICAO) on charges for Airports and Air Navigation Services (ICAO DoC 9082), which lays down the main purpose of economic oversight which is to achieve a balance between the interest of Airports and the Airport Users. This policy document categorically specifies "that caution be exercised when attempting to compensate for shortfalls in revenue considering its effects of increased charges on aircraft operators and end users." The said policy document also emphasizes on balancing the interests of airports on one hand and aircraft operators, end users on the other, in view of the importance of the air transport system to States. This should be applied particularly during periods of economic difficulty. Therefore, the policy document recommends that States encourage increased cooperation between airports and aircraft operators to ensure that the economic difficulties facing them all are shared in a reasonable manner."*

It is general perception service providers has no incentive to reduce its expenses as any such increase will be passed on to the airlines through tariff determination mechanism process and indirectly airlines will be forced to bear these additional costs. There needs to be a mechanism for incentivizing the parties for increasing efficiencies and cost savings and not for increasing the royalty for the airport operator.

Sir, as this is particularly a period of economic difficulty for airlines, AERA is humbly requested to ensure that Airport Operator does not take the decision to award concession agreements solely on the revenue share being offered. Basing decisions solely on highest revenue share being offered breeds inefficiencies and tends to disproportionately increase the cost, as envisioned in the abovementioned guiding principle."

Celebi response to M/s SpiceJet's Comments:

2.7 *"We agree that there should be some incentive mechanism to attract investment and to improve efficiency to have low operational cost."*

Authority's analysis on the Stakeholders' comments regarding review of tendering process:

2.8 The Authority notes the comments of M/s SpiceJet regarding economic oversight of Airports and ANS services as per ICAO's Guiding Principles (ICAO doc 9082) and award of concession by airport operator on revenue sharing basis.

In this regard, the Authority observes that ICAO Guiding Principles for charges for Airport Services, encourage States to incorporate four key principles of non-discrimination, cost relatedness, transparency and consultation with users. It is stated that the Authority's Regulatory Approach for Economic Oversight of Airports relating to Tariff determination of Aeronautical Services at Major Airports is in compliance with ICAO's above said Guiding Principles for charges for Airport Services and is in accordance with the mandate given to the Authority under the AERA Act, 2008.

2.9 With regard to the aspect of awarding Concessions by the Airport Operator on Revenue Share basis, the Authority observes that Concession Fee/ Revenue Share paid by the ISP to Airport Operator is in accordance with the Concession Agreement executed between the Service Provider and the Airport Operator. Further, the Authority is of the view that bidding process to award such contracts, based on which ISP pays Revenue Share to Airport Operator, is a non-regulatory issue and such matters may be dealt between the stakeholders at the appropriate forum.

Authority's decision regarding Methodology of Tariff Determination of CASIPL:

2.10 Based on the material before it and its analysis, the Authority decides to consider the Tariff determination exercise for CASIPL, in respect of Ground Handling Services being provided by the ISP at Manohar International Airport, Mopa, Goa, under the **'Light Touch Approach'** for the First Control Period, as the regulated service is deemed **'Not Material'**.

CHAPTER 3: AIRCRAFT TRAFFIC (FLIGHTS TO BE HANDLED)

CASIPL submission on Projected Aircraft Traffic (Flights to be Handled) for the First Control Period as part of MYTP

3.1 Projected Aircraft Traffic (flights to be handled by CASIPL) for the First Control Period (FY 2023-24 to FY 2027-28) submitted by CASIPL is given below in Table 2.

Table 2: Projected Aircraft Traffic (Flights to be handled by CASIPL) submitted by CASIPL for the First Control Period.

Year	Flights to be handled by CASIPL for the First Control Period		Total (No. of Landings)	Y-o-Y % increase		
	Domestic (No. of Landings)	International (No. of Landings)		Domestic	International	Total
2022-23*	917	-	917	-	-	-
2022-23 (annualized)	3668	-	3668	-	-	-
2023-24	9,367	1,981	11,348	155%	-	209%
2024-25	10,772	2,279	13,051	15%	15%	15%
2025-26	12,389	2,619	15,008	15%	15%	15%
2026-27	13,627	2,882	15,760	10%	10%	10%
2027-28	14,990	3,169	18,159	10%	10%	10%
TOTAL (FY 2023-24 to FY 2027-28)	**61,145**	**12,930**	**74,075**			

**Figures for three months only i.e., January, 2023 to March, 2023.*

Authority's Examination regarding Aircraft Traffic at CP stage:

3.2 The Authority noted that CASIPL is a new entrant at Manohar International Airport and commenced its commercial operations w.e.f. 5th January, 2023.

The Authority also noted that CASIPL had projected minimal number of flight handling during FY 2022-23 and same appears reasonable, considering that ISP would be providing Ground Handling Services in FY 2022-23 for three months only (Jan to Mar 2023) and as per the ISP, aircraft traffic at new greenfield airport will gradually increase over the period of time.

3.3 The Authority further observed that the ISP had projected 209% increase in the total Aircraft Traffic (flights to be handled by the ISP) in FY 2023-24, as compared to annualized aircraft traffic volume projected for FY 2022-23. Further, for FY 2024-25 and FY 2025-26, CASIPL projected an increase of 15% in total aircraft traffic volume. As regard to FY 2026-27 and FY 2027-28, the ISP projected an increase of 10% in aircraft traffic to be handled as compared to respective previous year.

3.4 The Authority, while noting that the Manohar International Airport is a new greenfield airport and ISP commenced its commercial operations at this airport on 5th January, 2023, is of the view that it

will take some time for the airport and the ISP to attract higher aircraft traffic. Hence, the aircraft traffic projected to be handled by the ISP for the First Control Period appears to be reasonable.

Stakeholders' Comments

M/s SpiceJet comments on Aircraft Traffic:

3.5 *"It is submitted that while predicting Aircraft Traffic, it may be noted that recent trends during abnormal times of COVID -19 may not show similar trends in the future after normalization of operations, and thus should not be linearly extrapolated for projecting future volumes.*

Thus, is submitted that at this point in time, it may not be realistic to assess the Aircraft Traffic and therefore it is requested that Authority may rationalize and true up the actual volumes during the 2nd Control Period, when a clearer picture emerges, especially since CASIPL is a new entrant with no track record at this station.

In addition, as this airport has the potential for high traffic volumes due to its strategic location and popular vacation destination from all over the world, we request AERA to conduct an independent expert study for Aircraft Traffic projections, in accordance with the Airport Economic Regulatory Authority of India Act, 2008 (AERA Act)."

Celebi response to M/s SpiceJet's Comments regarding Aircraft Traffic:

3.6 *"The airport traffic has been forecasted after normalizing the post covid scenario only. We do agree that Goa being a popular tourist destination has high potential however it is going to be India's first city where two airports will be operational, which will lead to sharing the aircraft traffic. Despite with no history, projected aircraft traffic considered is based on the reasonable assumptions."*

Authority's Analysis on the Stakeholders' comments regarding review of Aircraft Traffic:

3.7 The Authority noted the comments of the M/s Spicejet and ISP's response thereon and observed that Mopa Goa, being new Greenfield airport, has no pre-covid traffic trend analysis. Further, the First Control Period commences with FY 2023-24 and ISP has submitted projections for all the tariff years (including complete first tariff year) of the first Control Period.

With regard to the aspect of true up, it is apprised that tariff determination proposal of the ISP is deemed 'Not Material' (Reference Para 2.10 of this tariff order) and has accordingly been dealt under 'Light Touch Approach. Hence, the aspect of true up does not arise.

As regard to M/s Spicejet's suggestion regarding independent study on aircraft traffic projections in accordance with AERA Act 2008, the Authority may get an independent study conducted on the same at an appropriate time, if required.

Authority's Decision regarding Aircraft Traffic Volume (Flights to be handled by the ISP) for the First Control Period:

3.8 Based on the material before it and its analysis, the Authority decides to consider the Aircraft Traffic (Flights to be handled by the ISP) for the First Control Period as per Table 2.

CHAPTER 4: CAPITAL EXPENDITURE

CASIPL Submission on Capital Expenditure for the First Control Period

4.1 CASIPL projected a total Capital Expenditure (CAPEX) of ₹ 85.45 crores for the First Control Period (FY 2023-24 to FY 2027-28) including CAPEX incurred in FY 2022-23. The year-wise Capital Expenditure projected by ISP is given below:

Table 3: Projected Capital Expenditure submitted by CASIPL for the First Control Period

(₹ in Crores)

Particulars	2022-23*	2023-24	2024-25	2025-26	2026-27	2027-28	Total
Infrastructure Improvements	-	39.41	-	-	-	-	**39.41**
Plant and Machinery	11.20	34.56	-	-	-	-	**45.76**
IT and Office Equipment	0.29	-	-	-	-	-	**0.29**
Total	**11.49**	**73.97**	-	-	-	-	**85.45**

**Note: Capex for the FY 2022-23 has been considered in view of the fact that the commercial operations were commenced by the ISP w.e.f. 5th January, 2023.*

4.2 The ISP, vide email dated 27.01.2023, provided detailed bifurcation of the proposed CAPEX (Plant & Machinery and IT and Office Equipment) for the First Control Period as under:

S. No.	Plant & Machinery	Qty.	Rate (in Lakhs)	(₹ in Lakhs)
1	ASU (Towable)	1	233.51	233.51
2	Diesel Baggage Tractor Comet 3	4	53.97	215.88
3	Diesel Baggage Tractor Comet 6	1	83.84	83.84
4	Electric Baggage Tractor - Btu	6	40.68	244.09
		2	24.00	48.00
	Lithium Battery	6	16.00	96.03
	Lithium Charger	4	4.14	16.57
5	GPU (TOWABLE) - 28,5 Kw	1	37.09	37.09
6	HLD LDL Electric	2	248.49	496.98
7	Tow Tractor (Pushback Unit - Pbu) NB	2	197.80	395.60
8	Tow Tractor (Pushback Unit - Pbu) WB	1	328.17	328.17
9	Towbar – TBR	5	6.82	34.08
10	Toilet Cart - LSU (Mobile)	1	93.55	93.55
11	Water Cart - WSU (Mobile)	1	80.69	80.69
12	Ambulift – AML	1	64.50	64.50
13	Apron Bus - APB (A/Leyland)	8	161.17	1,289.35
14	Ramp Vehicle - Car	1	15.98	15.98
15	Fuel Bowser - FBD	1	2.45	2.45
16	Baggage Trolley - BCT	121	1.36	164.56
17	Container Dolly - CDT	35	1.40	49.00

18	Lazy Dolly	13	0.99	12.81
19	Conveyor Belt - CBL (Towable - ELEC) 6mtr	6	12.39	74.34
20	Conveyor Belt - CBL(Towable - Elec)7.5mtr	3	13.55	40.65
21	Pallet Dolly - PDT (10ft)	14	2.46	34.37
22	Pax. Step Ladder - PBS (Towable - Elec) WB	3	26.50	79.50
23	Pax. Step Ladder - PBS (Towable - Elec) NB	7	22.96	160.72
24	Trestle – AMS	1	0.52	0.52
25	Trestle - AMS 3ft	1	0.44	0.44
26	Toilet Cart - LSU (Towable)	1	7.80	7.80
27	Water Cart - WSU (Towable)	1	7.50	7.50
28	Headset	2	0.38	0.76
29	Vacuum Cleaner	5	0.40	2.02
30	Wheelchair	39	0.11	4.21
31	Pickup	1	7.52	7.52
32	Ga - Towbar	5	5.00	25.00
33	Ga - Cars (Merc E + Innova)	3	42.50	127.50
	Total A			**4,575.59**

S. No.	IT & Office Equipment	Qty.	Rate (in Lakhs)	(₹ in Lakhs)
1	Laptops	7	0.84	5.88
2	Desktops	12	0.84	10.08
3	Smart Phones	9	0.20	1.80
4	Printer	5	0.10	0.50
5	Face Recognition Attendance Machines	6	0.37	2.22
6	Teams Meetup Device	1	2.00	2.00
7	CCTV setup	1	1.00	1.00
8	Projector	1	0.40	0.40
9	Speaker	1	0.12	0.12
10	Checkpoint firewall with 3 years warranty	1	4.50	4.50
11	Cisco network switch 28 ports	1	0.20	0.20
	Total B			**28.70**

4.3 CASIPL, vide email dated 14.03.2023, further submitted the bifurcation of CAPEX on Infrastructure Improvement as stated hereunder:

Total area occupied – 2167 sq. mtr.
Construction area (approx.) – 1300 sq. mtr.

Particulars	(₹ in Crores)
Cost of construction activities (Structural Work, Civil & Finishing Works, Furniture Works, Internal Plumbing & Sanitization Works, Infra Plumbing & Sanitization Works, Electrical HT Works, Electrical LT Works, Internal	12.27

Fire Protection Works, Infra Fire Protection Works, HVAC Works, Elevator Works) including project management fees & GST	
Earth work of 2 Land parcels of 2000 sq mtr. each for maintenance facility, parking, including Site preparation, excavation, grading, cutting, levelling, earthwork, filling & pavement	27.14
Total Cost C	**39.41**
Total CAPEX for the First Control Period (A+B+C)	**85.45**

Authority's Examination of the CAPEX proposed by the ISP at CP stage:

4.4 The Authority noted that CASIPL being a new entrant at greenfield airport and projected CAPEX of ₹ 85.45 crores for the First Control Period including capex incurred in FY 2022-23. The ISP proposed to incur CAPEX during FY 2022-23 and FY 2023-24. The Authority sought details of CAPEX projected by the ISP which were submitted by M/s CASIPL vide email dated 27.01.2023 and 14.03.2023, which have been brought out under Para 4.2 ad 4.3 above.

4.5 As FY 2022-23 was almost over, the Authority sought clarification from the ISP regarding the amount of CAPEX spent during FY 2022-23. The ISP, in its response, vide email dated 22.03.2023 stated that they have already incurred and capitalized the proposed CAPEX amounting to ₹ 11.49 crores during the FY 2022-23.

4.6 The Authority sought clarification from CASIPL regarding the CAPEX proposed for construction work amounting to ₹ 39.41 crores. The ISP, vide email dated 31.03.2023, submitted following justification w.r.t. this aspect:

i. *"Earth work of INR 27.14 cr. was done on two land parcels of 2000 sq mtr each. These two land parcels were supposed to be used for (i) constructing the GSE W/Shop and (ii) parking of the ground handling equipment.*

ii. *GSE W/Shop construction cost – Initially Land of 2000 sq mtr was selected to construct the workshop building with area of 1300 sq mtr and accordingly the earth work was done on 2000 sq mtr as mentioned in point 1. But as per GOA state laws for any building to be constructed 40% area is required to be kept open. Therefore, the land requirement was arrived at 1300/ (1-0.40) = 2167 sq mtr. We had requested GGIAL to allot us land of 2167 sq mtr and they had agreed for the same. The estimated cost of all the construction activities like Structural Work, Civil & Finishing Works, Furniture Works, Internal Plumbing & Sanitisation Works, Infra Plumbing & Sanitisation Works, Electrical HT Works, Electrical LT Works, Internal Fire Protection Works, Infra Fire Protection Works, HVAC Works, Elevator Works including project management fees & GST is INR 12.27 cr."*

4.7 After perusal of the submission of the ISP, the Authority observed that there is a discrepancy in the above response of the ISP and deviation from the provisions of the License Agreement (Article 17 Land License Fee and Revenue Share). While reviewing the CAPEX proposed by the ISP, the Authority observed that Clause 17.1 (Land License Fee) under Article 17, inter-alia, stipulates provisioning of '2000 sqm unpaved land' and '1300 sqm Paved' totaling to 3300 sqm. On the contrary, the ISP, in its submission, mentioned that the capex amounting to Rs. 27.14 crores has been spent on two land parcels of 2000 sq. mtr each i.e. 4000 sq mtr. (Including this piece of land of 1300 sq mtr paved land which was to be handed over to M/s CASIPL by the Airport Operator). The Authority noted that this piece of paved land of 1300 sqm. did not require earth work by the ISP and CASIPL appeared to have also taken into account the cost of earth work pertaining to paved

land of 1300 sqm. Taking into cognizance the Clause 17.1 of Article 17 of the License Agreement, the Authority considered it necessary to rationalize proposed capex amount of Rs. 27.14 crores and accordingly, an amount of Rs 8.83 crores (₹ 27.14*1300/4000) had been reduced from the total amount proposed by the ISP towards earth work. Further, considering the aforesaid justifications and the fact that CASIPL is a new entrant at Mopa, Goa Airport and is required to make provision for necessary infrastructure and equipment in the initial year itself for providing Ground Handling Services at the airport, the Authority proposed to consider CAPEX projected by the ISP for the First Control Period as per below given table:

S.No.	Particulars	(₹ in Crores)
(i)	Plant & Machinery (A) *(Refer para 4.2)*	45.76
(ii)	IT & Office Equipment (B) *(Refer para 4.2)*	0.29
(iii)	Cost of construction activities (Structural Work, Civil & Finishing Works, Furniture Works, Internal & External Plumbing and Sanitary Works, HT & LT Electrical Works, Internal & External Fire Protection Works, HVAC Works, Elevator Works) including project management fees & GST	12.27
(iv)	Earth work of 2 Land parcels of 2000 sq mtr. each (including 1300 sq. mtr. of paved land in one land parcel) for maintenance facility, parking, including Site preparation, excavation, grading, cutting, levelling, earthwork, filling & pavement	18.31
	Total Cost (D) = (iii + iv)	**30.58**
	Total CAPEX for the First Control Period (A+B+D)	**76.63**

4.8 Accordingly, the Authority proposed to consider revised CAPEX for CASIPL for the First Control Period as tabulated below:

Table 4: <u>Capital Expenditure proposed by the Authority for CASIPL for the First Control Period at CP stage</u>

(₹ in Crores)

Particulars	2022-23*	2023-24	2024-25	2025-26	2026-27	2027-28	Total
Infrastructure Improvements	-	30.58	-	-	-	-	**30.58**
Plant and Machinery	11.20	34.56	-	-	-	-	**45.76**
Office Equipment	0.29	-	-	-	-	-	**0.29**
Total	**11.49**	**65.14**	-	-	-	-	**76.63**

**Note: Capex for the FY 2022-23 has been considered in view of the fact that the commercial operations were commenced by the ISP w.e.f. 5th January, 2023.*

Stakeholders' Comments

M/s SpiceJet comments on deferment of CAPEX:

Stoppage of non-safety/security related capital expenditure:

4.9 *"As mentioned above, it may take some more time for the flight operations to reach to its pre COVID-19 peak levels. In this situation, as Manohar International Airport is a new greenfield airport and CASIPL has commenced its operation at this airport from 5th Jan 2023, it is likely that it would take some time for the airport and CASIPL reach higher traffic levels, and thus it is unlikely that all the capex equipment as proposed would be required, unless as a replacement for damaged/worn-out equipment, which in itself is unlikely to happen in the First Control Period itself. In order to support the airlines to continue and sustain its operations, all non-essential CAPEX proposed by CASIPL should be put on hold/deferred to the Second Control Period, unless deemed critical from a safety or security compliance perspective.*

It is humbly submitted that the proposed Y-o-Y hike may be a bit premature as it would be possible to gauge only in the last year of 1st Control Period (2027-28) whether significant procurement of latest proposed CAPEX items has progressed, as proposed in the CP. Thus, as the actual requirement and its actual impact would only be evident in the last year of 1st control period (2027-28), Authority is humbly requested that the proposed tariff be kept frozen during the 1st Control Period and the Y-o-Y hike be deferred to the 2nd Control Period based on ground realities at that time.

4.10 *Without prejudice to the above, in case CASIPL wants to make capital expenditure, then it should be at no additional expense to the airlines until the project is completed and put to use. Similarly, if any proposed Capex projects can be deferred from the First Control Period to the Second Control Period, same should be considered by AERA."*

Celebi response to M/s SpiceJet's Comments regarding deferment of CAPEX:

4.11 *"The capex has been planned based on the aircraft volume expected to be handled after considering all the safety aspects, essentiality & smooth running of the operations. All the plant & machinery related capex presented in projections has already been ordered which demonstrates its requirement and essentiality."*

Authority's Analysis on the Stakeholders' comments regarding review of CAPEX:

The Authority notes the comments of the stakeholders and counter comments of the ISP and observes as under:

4.12 In the meantime, M/s CASIPL, vide email dated 14.06.2023, with regard to capex towards infrastructure development in cost of construction of INR 12.27 crores, inter-alia clarified that *"the project is still at design stage so it is an estimation considering all the aspects and can try to complete the capex by reducing the cost by 10% and proposing to INR 11.04 crores."*

4.13 In view of M/s CASIPL' submissions, as brought out under para 4.12 above, table given under para 4.7 above is reconstructed hereunder:

S. No	Particulars	(₹ in Crores)
(i)	Plant & Machinery (A) *(Refer para 4.2)*	45.76
(ii)	IT & Office Equipment (B) *(Refer para 4.2)*	0.29

(iii)	Cost of construction activities (Structural Work, Civil & Finishing Works, Furniture Works, Internal & External Plumbing and Sanitary Works, HT & LT Electrical Works, Internal & External Fire Protection Works, HVAC Works, Elevator Works) including project management fees & GST (Considering submission given in Para 4.12)	11.04
(iv)	Earth work of 2 Land parcels of 2000 sq mtr. each (including 1300 sq. mtr. of paved land in one land parcel) for maintenance facility, parking, including Site preparation, excavation, grading, cutting, levelling, earthwork, filling & pavement	18.31
	Total Cost (D) = (iii + iv)	**29.35**
	Total CAPEX for the First Control Period (A+B+D)	**75.40**

4.14 In respect to M/s SpiceJet comments and CASIPL response thereon, the Authority notes that ISP projected a total Capital Expenditure of ₹ 85.45 crores for the Control Period, however, the Authority in Consultation paper proposed to consider Rs. 76.63 crores (Reference Paras 4.8 and 4.9 of the Consultation Paper No. 02/2023-24 dated 03.05.2023). The Authority observes that the total proposed capex has further been reduced to Rs. 75.40 crores, subsequent to the submission of M/s CASIPL, vide email dated 14.06,2023, towards reduction in infrastructure improvement in cost of construction activities from 12.27 crores (at CP stage) to Rs. 11.04 crores.

4.15 The Authority, further observes that the per sq mtr cost of construction activities of the infrastructure improvement is higher as compared to the per sq. mtr. Cost for other ISPs. Therefore, the Authority expects that the ISP should bring in efficiency in its CAPEX planning and execution, in the interest of the Stakeholders.

4.16 The Authority observes that out of the total CAPEX, the ISP has considered a sum of ₹ 29.35 crores (around 39%) towards development of Infrastructure, as Manohar International Airport being a greenfield airport and hence requires sufficient investment for smooth functioning of Ground Handling Operations. Further, the ISP projected ₹ 45.76 crores (around 60%) for Ground Handling Equipment out of total CAPEX which is essential to maintain the quality of Ground Handling Equipment and also to comply with the regulatory requirements relating to Ground Handling Equipment. It would be unreasonable to expect quality Services from the Service Provider, if the required CAPEX on Equipment and allied facilities are not allowed.

4.17 The Authority, noting that ISP is a new entrant at Mopa, Goa Airport and considering the necessity of CAPEX proposed for Ground Handling Equipment and allied infrastructure from efficiency, safety and regulatory perspective, as highlighted by the ISP, the Authority decides to consider the capital expenditure for the First control Period for.as per Table 5 below:

Table 5: <u>Capital Expenditure Considered by the Authority for CASIPL for the First Control Period</u>

(₹ in Crores)

Particulars	2022-23*	2023-24	2024-25	2025-26	2026-27	2027-28	Total
Infrastructure Improvements	-	29.35	-	-	-	-	**29.35**
Plant and Machinery	11.20	34.56	-	-	-	-	**45.76**
Office Equipment	0.29	-	-	-	-	-	**0.29**
Total	**11.49**	**63.91**	-	-	-	-	**75.40**

Authority's decision regarding CAPEX for the First Control Period:

4.18 Based on the material before it and its analysis, the Authority decides to consider the projected CAPEX for the First Control Period as per Table 5 above.

CHAPTER 5: OPERATING EXPENDITURE AND PROFITABILITY

CASIPL Submission on Operating Expenditure for the First Control

5.1 As provided in Clause 9.4 of the CGF Guidelines, the Operation and Maintenance (O&M) Expenditure shall include all expenditures incurred by the Service Provider including expenditure incurred on security operating costs, other mandated operating costs and statutory operating costs.

5.2 Operation and Maintenance Expenditures of CASIPL for its Ground Handling operations at Manohar International Airport, Mopa, Goa have been broadly categorized as under:

a) Payroll Costs;
b) Admin and General Expenses;
c) Concession Fees;
d) Repairs and Maintenance; and
e) Utilities & Outsourcing Costs

5.3 As per the MYTP submission, Revenue, Operating Expenditure (OPEX) and Profitability projected by the ISP for the First Control Period (FY 2023-24 to FY 2027-28) is as under:

Table 6 : Revenue, Operating Expenditure and Profitability projected by CASIPL for the First Control Period

(₹ in crores)

Particulars	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28	TOTAL
Revenue from Regulated Services (A)	**44.46**	**53.70**	**64.68**	**73.10**	**82.52**	**318.46**
Operating Expenditure						
i. Payroll Cost	18.47	21.74	25.38	29.12	33.17	127.88
ii. Administrative and General Exp. (Including License Fees)	4.56	4.74	5.05	5.45	5.83	25.63
iii. Concession Fees	10.40	12.56	15.17	17.44	20.06	75.63
iv. Repairs & Maintenance Expenses	0.26	0.32	0.39	0.45	0.52	1.94
v. Utilities & Outsourcing Costs	1.99	2.37	2.83	3.24	3.72	14.15
Total OPEX (i+ii+iii+iv+v) = (B)	**35.69**	**41.73**	**48.82**	**55.71**	**63.30**	**245.25**
Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) **(A-B)**	8.77	11.97	15.86	17.39	19.22	73.21
Depreciation and Amortization	5.59	7.75	7.75	7.75	7.73	36.56
Interest & Finance Charges	6.12	5.63	4.44	2.81	0.95	19.95
Profit Before Tax (PBT)	**-2.94**	**-1.41**	**3.68**	**6.83**	**10.53**	**16.69**
Provision for Tax*	-	-	-	0.09	2.65	2.74
Profit After Tax (PAT)	**-2.94**	**-1.41**	**3.68**	**6.74**	**7.88**	**13.95**

**Nil Tax Provision in FY 2025-26 due to accumulated losses in preceding years.*

Authority's Examination of the OPEX proposed by the ISP at CP stage:

5.4 The Authority analyzed the Operating Expenditure provided in Form F3 (P&L) of the MYTP for the First Control Period and observed following Y-o-Y% increase in Revenue and OPEX considered by the ISP as per Table 7 below:

Table 7 : Year on Year Percentage (%) increase in the Revenue and Operation & Maintenance Expenditure during the First Control Period

Particulars	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
Revenue	21%	21%	13%	13%
Payroll cost	18%	17%	15%	14%
Administrative and General Expenditure	4%	6%	8%	7%
Concession Fees	21%	21%	15%	15%
Repairs and Maintenance costs	25%	20%	17%	14%
Utilities and Outsourcing costs	19%	19%	15%	15%

5.5 The Authority's examination of Y-o-Y % growth considered by the CASIPL for the projected OPEX from FY 2023-24 onward is given in the following sections:

a) **Payroll Cost:** The Authority noted that the ISP in respect of FY 2024-25, FY 2025-26, FY 2026-27 and FY 2027-28 has projected increase in Payroll Costs by 18%, 17%, 15% and 14%, respectively.

The Authority observed that for FY 2024-25, the aircraft traffic is projected to increase around 15% and to cater the projected increase in aircraft traffic, ISP proposed increase in manpower by 10% as compared to FY 2023-24. Similarly, as against 10% increase in projected aircraft traffic volume for FY 2026-27 and FY 2027-28, the ISP projected an increase of 8% and 7% increase in manpower for the same period.

The Authority noted that projected increase in payroll expenses considered by the CASIPL is commensurate with the projected increase in aircraft traffic and revenues, and, it factors-in the impact of additional manpower required to meet the projected growth in aircraft traffic. Further, considering the impact of periodic increase in minimum wages and annual salary increments and related increase in statutory component like EPF etc., the Authority noted that YoY increase projected by the ISP in Payroll expenses for the First Control Period seems reasonable.

b) **Administrative & General Expenditure:** The Authority observed that the YoY increase considered by CASIPL in the Administrative and General Expenditure for the Control period is ranging between 4% to 8%. The ISP, vide email dated 27.01.2023, regarding YoY increase in Administrative & General Expenses, stated that lease rent is one of the major components of Administrative & General expenses (which almost accounts for 45% of total Administrative & General Expenses), and as per the ISP same is escalated @ 5% Y-o-Y basis.

The Authority noted that considering the increase in aircraft traffic and taking into account impact of general inflation, the YoY increase projected by ISP in respect of Administrative and General Expenses for the First Control Period seems reasonable.

c) **Concession Fees:** The Authority noted from the concession agreement executed between GIAL and CASIPL that the ISP is required to pay concession fees as under:

Particulars	Revenue Share percentage and Premium
Users other than scheduled domestic passenger flight (s)	15% + 15.5%
Scheduled Domestic Passenger Flight (s)	5%
RCS flight (s)	0%

The Authority noted that in respect of concession fee, the increase in concession fees is in line with the increase in projected revenue.

d) **Repairs and Maintenance Costs**: The Authority observed that CASIPL projected increase in R&M expenses ranging between 17% to 25% from FY 2024-25 to FY 2027-28. The Authority sought clarification from the ISP regarding the higher R&M expenses proposed. The ISP, vide email dated 03.04.2023, stated that "the repair & maintenance expenses increase year on year basis with the increase in wear & tear of equipment, higher usage and inflation etc. Overall repair and maintenance cost as % to closing RAB is starting @ 0.33% and reaching to 0.80%."

Particulars	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27
Closing RAB	79.52	71.77	64.02	56.27
Repair and Maintenance Costs	0.26	0.32	0.39	0.45
% of Closing RAB	**0.33%**	**0.45%**	**0.61%**	**0.80%**

Considering that a nominal amount of R&M proposed by the ISP for the First Control Period and also taking into account the impact of annual general inflation, including annual increase in labour component of Repair & Maintenance Costs, the Authority noted that projected R&M expenses for the First Control Period is reasonable.

e) **Utilities and Outsourcing Costs**: The Authority noted that CASIPL proposed YoY increase ranging between 15% to 19% from FY 2024-25 onwards. The Authority sought clarifications on YoY increase considered by the ISP in Utility & Outsourcing costs. The ISP, vide email dated 17.01.2023, informed that Utility & Outsourcing costs mainly consist of fuel charges, equipment hire charges, electricity expenses, water charges and other consumables. These expenses are directly linked with the number of flights to be handled. ISP further stated the above said charges are expected to increase by 5% to 7.5% on Y-o-Y basis, which is resulting in higher Utility & Outsourcing costs.

The Authority noted that YoY increase projected in Utility & Outsourcing costs is commensurate with the increase in aircraft traffic and revenue projected for the control period. Considering the above and taking into account the clarifications furnished by the ISP, the Utility & Outsourcing costs projected for the Control Period seemed reasonable.

5.6 The Authority noted that as per the projected profitability statement for the First Control Period *(Table no. 6)* that CASIPL is likely to suffer losses from FY 2023-24 to FY 2024-25 and thereafter, ISP is expected to generate profits (net profit margins) of 6%, 9% and 9% during the last three tariff years of the First Control Period, respectively.

Stakeholders' Comments

M/s SpiceJet comments regarding abolishment of Royalty charges:

5.7 *Any attempt to award the contracts by the airport operator on highest revenue share basis should be discouraged as it breeds inefficiencies and tends to disproportionately increase the cost. It is general perception that service providers have no incentive to reduce their expenses, as most of any such increase would be passed on to the airlines/stakeholders through the tariff determination mechanism process and indirectly airlines would be forced to bear these additional costs. There needs to be a mechanism for incentivizing the parties for increasing efficiencies and cost savings and not for increasing the royalty for the airport operator.*

5.8 *As you are aware, royalty is in the nature of market access fee, charged (by any name or description) by the airport operator under various headings without any underlying services. These charges are mostly passed on to the airlines by the airport operator or other services providers. It may be pertinent to note that market access fee by any name or description is not practiced in most of the global economies, including European Union, Australia etc. Sometimes it is argued by the airport operators that 'Royalty' on 'Aero Revenues' helps in subsidizing the aero charges for the airlines, however royalty in 'Non-Aero Revenues' hits the airlines directly without any benefit.*

5.9 *We humbly submit the following:*

a) *The rates of royalty (concession fees) at Manohar International Airport, MOPA, Goa as mentioned in the Consultation Paper by CASIPL for Ground Handling Services is as high as 30.5% of Revenue to the Airport Operator in some case.*

b) *In this regard, kindly refer to the submission of Federation of Indian Airlines (FIA) to AERA dated 30th July 2021 in response to AERA consultation paper No. 11/2021-22 dated 2 July, 2021 for determination of aeronautical tariffs in respect of Rajiv Gandhi International Airport, Hyderabad for the Third Control Period. In this submission, FIA had submitted that the royalty charges are passed on to the airlines by the service providers, without any underlying services, and further, that it may be pertinent to note that market access fee by any name or description is not practiced in most of the global economies, including European Union, Australia etc. FIA had requested in the afore mentioned consultation paper to abolish such royalty which may be included in any of the cost items - aeronautical and non –aeronautical.*

c) *In repose to the above-mentioned submission by FIA, AERA had mentioned in the tariff order No. 12/2021-22 dated 31st August 2021 that the Authority had noted FIA's comments on royalty and cargo tariff and would take the suggestions into account while determining the said tariff for the Independent Service Provider.*

d) *Accordingly, in response to the consultation paper No. 21/ 2021-22 dated 14/10/2021 for determination of tariff for the Third control period (FY 2021-22 to FY 2025-26) in respect of M/s Globeground India Pvt. Ltd. (GGIPL) for providing ground handling services at RGIAL. SpiceJet in its response dated 28 October 2021 to the said consultation paper had submitted that there needs to be a mechanism for incentivizing the parties for increasing efficiencies and cost savings and not for increasing the royalty for the airport operator. SpiceJet had further reiterated and urged Authority to abolish such royalty (24% in the case of GGIPL) which may be included in any of the cost items.*

e) *However, the Authority had in its tariff order no. 31/2021-22 dated 23rd December 2021 noted that it considers the process of "Award of Contract" as non-regulatory in nature and is of the*

view that all such issues, including royalty share to Airport Operators, may be taken up by the Stakeholders with the Service Providers/Airport Operators in appropriate forums.

f) Similar observations have been made by the Authority in other consultation paper for determination of aeronautical tariff (example Ahmedabad tariff Order No. 40/2022-23 dated 18th January 2023, in reference to consultation paper number No 10/2022-23 dated 20th October, 2022), wherein Authority has noted that the Authority has a separate tariff determination process for service providers providing Cargo, Ground Handling and Fuel Supply to aircraft where the royalty charges are addressed alongside a rigorous Stakeholders' consultation process.

g) However, when the issue of royalty is taken up at the time of tariff determination process for service providers providing Cargo, Ground Handling etc., Authority has noted (refer tariff order 32/2022-23 dated 29th December 2023 in regard to determination of tariff for cargo handling services for M/s CDCTM at IGIAL) that the Concession Fee paid by the ISP to the Airport Operator is as per the Concession Agreement executed between the Service Provider and the Airport Operator, and further that the Authority was of the view that bidding process to award such contracts, based on which ISP pays Revenue Share to Airport Operator, is a non-regulatory issue and such matters may be dealt between the stakeholders at the appropriate forum.

h) Thus, it is observed that while Authority mentions that it has noted comments on royalty and would take the suggestions into account while determining the tariffs for independent service providers like CGF etc., at the time of issuing that tariff order, the Authority decided that:

Royalty is a non-regulatory issue and such matters may be dealt between the stakeholders at the appropriate forum. This is a matter between the Independent Service Providers and the Airport Operator as per their agreement and that this is non-regulatory matter in nature.

Sir, it is humbly requested that royalty charges may please be abolished, whether be it for aeronautical and non – aeronautical services, as royalty when allowed by AREA as a fundamental concept on aero charges becomes an allowable charge, the concept of which is then extended by non-aero service providers like in-flight caterers, etc. and applied on airlines and drives up the cost of the airlines. These charges are mostly passed on to the airlines by the service provider without any underlying benefits, which is against the preamble of the National Civil Aviation Policy 2016 for increasing efficiency of airlines and reducing cost. Thus, we once again humbly submit and urge AERA to abolish such royalty which may be included in any of the cost items."

M/s SpiceJet comments regarding OPEX:

5.10 *"It may be noted that across various industries, instead of cost escalations, all the costs have been renegotiated downwards substantially. It may also be noted that cost incurred by CASIPL impacts the airlines, as such cost is passed through or borne mostly by the airlines. In order to ensure that there is no adverse impact/increase in the tariff, we request AERA to kindly put on hold any increase in operational expenditure by CASIPL not related to safety or security. Further, we submit that:*

a. Payroll Costs: The proposed Y-o-Y increase in the Payroll Cost appear to be exorbitant. It is requested that the same may please not be more than approx. 6%, in line with recent proposals of AERA in other consultation papers.

b. Repair and Maintenance Costs: The proposed Y-o-Y increase in the Repairs and Maintenance Cost also appear to be exorbitant. The Y-o-Y increase may please not be more than approx. 5%,

in line with recent proposals of AERA in other consultation papers, as the maintenance cost in the First Control period would also be significantly lower as compared to the second and third control periods due to consideration of warranty on the new equipment during the First Control period.

c. *Utility & Outsourcing Costs: The proposed Y-o-Y increase in the Utility & Outsourcing Costs also appear to be exorbitant, and it is requested that the same may please not be more than approx. 5%, in line with recent proposals of AERA in other consultation papers."*

Celebi response to M/s SpiceJet's Comments:

5.11 *"Abolishment of Royalty charges/Concession Fees:*

This is a policy matter, requesting Authority to review.

5.12 *Operational Expenditure - Drastic Cost Cutting*

(i) Payroll Costs: Employees are the backbone of every company and majority of our employees come under the purview of Minimum Wages Act. Therefore, we will have to abide by the related laws and regulations. Employee strength and cost is in line with the volume of operations and revenue.

(ii) Repair & Maintenance Costs: The YoY increase in repairs & maintenance costs is due to the increase in wear & tear of the equipment with the higher usage, increase in the age of the equipment and inflationary effect of the same. Also, would like to highlight that the cost is not more than 0.6% - 0.63% of the revenue.

(iii) Utility & Outsourcing Costs: as the operations will grow the cost will increase and the same is in line with the increase in volume of operations.

We would also like to highlight that Celebi has always continued to maintain quality and safety certifications to ensure compliance with the regulations and continued to deliver the required service standards to the airline customers. All these incur cost without any direct revenue benefit."

Authority's Analysis on Stakeholders' comments regarding OPEX for the First Control Period:

5.13 As regard to the comments of M/s SpiceJet pertaining to abolishment of royalty charges and M/s Celebi's response thereon, the Authority notes that the Concession Fee paid by the ISP to the Airport Operator is as per the Concession Agreement, executed between the Service Provider and the Airport Operator. As per the regulatory approach of the AERA, the royalty paid by the ISPs to the Airport Operators are treated as aeronautical revenues in the hands of Airport Operators; hence, such revenues directly help in subsidizing the aeronautical Tariffs, levied by the Airport Operators to the Airlines.

Further, the Authority considers that bidding process, based on which the Royalty Charges/ Concession Fee is levied on to the ISPs by the Airport Operators, is a non-regulatory issue. Such matters may be dealt among the Stakeholders at appropriate forums.

5.14 The Authority, at CP stage had examined the various components of OPEX as projected by the ISP for the First Control Period (Refer para 5.4 to 5.6). Further, it is noteworthy that the components of OPEX are linked with the level of operations (Aircraft Traffic); accordingly, with the projected increase in Traffic, the corresponding expenses on flight handling will also increase. Hence, considering the projected increase in Aircraft Traffic and the impact of general inflation, the revenue

and operating expenses will also increase side by side. Therefore, the YoY increase projected by CASIPL in OPEX seems reasonable.

In view of the above and taking note of the Stakeholders comments, the Authority decides to maintain the same view on the OPEX projection for the First Control Period, as was taken at CP stage.

Authority's decision regarding Operation and Maintenance Expenses for the First Control Period:

5.15 Based on the available facts and its analysis, the Authority decides to consider the OPEX for the First Control Period as per Table 6.

CHAPTER 6: ANNUAL TARIFF PROPOSAL

CASIPL Submissions on Annual Tariff Proposal for the First Control Period as part of MYTP

6.1 CASIPL submitted a Tariff proposal for Ground Handling Services in respect of Scheduled Flights at Manohar International Airport, Mopa, Goa for the First Control Period (FY 2023-24 to FY 2027-28) as given in Table below:

Table 8 : Proposed Tariff Rates for Schedule Flights submitted by CASIPL for the First Control Period

(Rates in ₹)

(A) Passenger Flights															
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flight															
Below Code B	4,438	13,313	17,750	4,659	13,978	18,638	4,892	14,677	19,569	5,137	15,411	20,548	5,394	16,181	21,575
Code B	8,325	19,425	27,750	8,741	20,396	29,138	9,178	21,416	30,594	9,637	22,487	32,124	10,119	23,611	33,730
Code C	9,975	29,925	39,900	10,474	31,421	41,895	10,997	32,992	43,990	11,547	34,642	46,189	12,125	36,374	48,499
Code D	22,325	66,975	89,300	23,441	70,324	93,765	24,613	73,840	98,453	25,844	77,532	1,03,376	27,136	81,409	1,08,545
Code E	30,225	90,675	1,20,900	31,736	95,209	1,26,945	33,323	99,969	1,33,292	34,989	1,04,968	1,39,957	36,739	1,10,216	1,46,955
Code F	35,000	1,05,000	1,40,000	36,750	1,10,250	1,47,000	38,588	1,15,763	1,54,350	40,517	1,21,551	1,62,068	42,543	1,27,628	1,70,171
International Passenger Flight															
Code B	31,795	74,188	1,05,983	33,385	77,897	1,11,282	35,054	81,792	1,16,846	36,807	85,882	1,22,689	38,647	90,176	1,28,823
Code C	42,825	1,28,475	1,71,300	44,966	1,34,899	1,79,865	47,215	1,41,644	1,88,858	49,575	1,48,726	1,98,301	52,054	1,56,362	2,08,216
Code D	57,352	1,72,056	2,29,408	60,220	1,80,659	2,40,878	63,231	1,89,692	2,52,922	66,392	1,99,176	2,65,568	69,712	2,09,135	2,78,847
Code E	80,293	2,40,878	3,21,171	84,308	2,52,922	3,37,230	88,523	2,65,568	3,54,091	92,949	2,78,846	3,71,796	97,597	2,92,789	3,90,385
Code F	1,00,366	3,01,099	4,01,465	1,05,384	3,16,154	4,21,538	1,10,654	3,31,962	4,42,615	1,16,186	3,48,560	4,64,746	1,21,996	3,65,988	4,87,983

(B) Cargo Flights					
Domestic Cargo Flight					
	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
	Ramp	Ramp	Ramp	Ramp	Ramp
Code B	35,000	36,750	38,588	40,517	42,543
Code C	65,000	68,250	71,663	75,246	79,008
Code D	1,35,000	1,41,750	1,48,838	1,56,279	1,64,093
Code E	1,60,000	1,68,000	1,76,400	1,85,220	1,94,481
Code F	2,20,000	2,31,000	2,42,550	2,54,678	2,67,411
International Cargo Flight					
Code B	90,000	94,500	99,225	1,04,186	1,09,396
Code C	1,50,000	1,57,500	1,65,375	1,73,644	1,82,326
Code D	2,25,000	2,36,250	2,48,063	2,60,466	2,73,489
Code E	3,10,000	3,25,500	3,41,775	3,58,864	3,76,807
Code F	3,90,000	4,09,500	4,29,975	4,51,474	4,74,047

Note: The above rates are exclusive of GST and any other applicable Government taxes.

6.2 CASIPL proposed the following % increase in the Tariff for Schedule Flights at Manohar International Airport, Mopa, Goa as stated in the table below:

Table 9 : Statement of YoY Percentage (%) Change in Different Category of Scheduled Flights for the First Control Period

Particulars	FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Pax	Ramp	Pax	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
(A) Passenger Flights												
Domestic Passenger Flights												
Below CODE B	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE B	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE C	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE D	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE E	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE F	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
International Passenger Flights												
CODE B	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE C	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE D	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE E	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE F	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
(B) Cargo Flights												
Domestic Cargo Flights												
	Ramp			Ramp			Ramp			Ramp		
CODE B	5%			5%			5%			5%		
CODE C	5%			5%			5%			5%		
CODE D	5%			5%			5%			5%		
CODE E	5%			5%			5%			5%		
CODE F	5%			5%			5%			5%		
International Cargo Flights												
CODE B	5%			5%			5%			5%		
CODE C	5%			5%			5%			5%		
CODE D	5%			5%			5%			5%		
CODE E	5%			5%			5%			5%		
CODE F	5%			5%			5%			5%		

6.3 CASIPL also submitted separate Tariff Rate Card for Non-Scheduled and General Aviation Operation(s) as per the table given below: -

Table 10: Proposed Tariff Rates for Non-Scheduled Flights submitted by CASIPL for the First Control Period

(Rates in ₹)

DOMESTIC NON-SCHEDULE & GENERAL AVIATION															
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Below Code B	4,438	13,313	17,750	4,659	13,978	18,638	4,892	14,677	19,569	7,022	21,065	28,087	7,373	22,118	29,491
Code B	8,325	19,425	27,750	8,741	20,396	29,138	9,178	21,416	30,594	13,173	30,737	43,911	13,832	32,274	46,106
Code C	9,975	29,925	39,900	10474	31,421	41,895	10,997	32,992	43,990	15,784	47,352	63,136	16,573	49,720	66,293
Code D	22,325	66,975	89,300	23441	70,324	93,765	24,613	73,840	98,453	35,326	1,05,979	1,41,305	37,093	1,11,278	1,48,370
Code E	30,225	90,675	1,20,900	31736	95,209	1,26,945	33,323	99,969	1,33,292	47,827	1,43,481	1,91,308	50,218	1,50,655	2,00,873
Code F	35,000	1,05,000	1,40,000	36750	110250	1,47,000	38,588	1,15,763	1,54,350	55,383	1,66,148	2,21,531	58,152	1,74,456	2,32,608

	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
	INTERNATIONAL NON-SCHEDULE & GENERAL AVIATION				
Maximum Take Off Weight (MTOW)					
0-5000	47,380	49,749	52,236	54,848	57,591
5001-10000	83,275	87,439	91,811	96,401	1,01,221
10001- 20000	1,33,930	1,40,627	1,47,658	1,55,041	1,62,793
20001- 30000	1,52,885	1,60,529	1,68,556	1,76,983	1,85,833
30001- 40000	1,70,330	1,78,847	1,87,789	1,97,178	2,07,037
40001- 50000	1,91,475	2,01,049	2,11,101	2,21,656	2,32,739
50001- 100000	2,48,270	2,60,684	2,73,718	2,87,404	3,01,774
100001 - 200000	3,44,390	3,61,610	3,79,690	3,98,674	4,18,608
Above 200001	4,08,831	4,29,273	4,50,736	4,73,273	4,96,937

Note: *The above rates are exclusive of GST and any other applicable Government taxes.*

Authority's Examination regarding Annual Tariff proposal at CP stage:

6.4 The Authority noted that in the case of Scheduled Flights (Domestic and International), the ISP has proposed 5% YoY increase in Tariff Rates from FY 2024-25 onward (Table 9).

6.5 The Authority also noted that CASIPL has proposed a separate Tariff Rate card for Non-Scheduled Flights and proposed an increase of 5% YoY basis from FY 2024-25 onward (Table 10).

6.6 The Authority noted that the rate proposed by CASIPL is lower than the rates approved for M/s Bird Airports Services (Konkan) Private Limited, providing Ground Handling Services at Goa International Airport (Dabolim), Goa.

6.7 The Authority, taking into consideration Aircraft Traffic projected by the ISP for the Control Period and projected increase in Operating Expenditure, due to factors like increase in number of manpower, annual increase in salary and wages, general inflation etc., notes that ISP requires adequate revenues to cover up the Operating Costs and get reasonable return on its investments. In view this, the Authority noted that 5% increase in Tariff Rates considered by the ISP on YoY basis from FY 2024-25 onward appears reasonable.

6.8 The Authority is of the view that the Tariff for Domestic Non-Scheduled and General Aviation Operations, including Item-wise Charges for Ground Handling Services, should not be more than the Tariff of relevant Domestic Scheduled Flights for a similar class of Aircraft(s). However, the Authority proposed to consider the separate Tariff in case of International "Non-Scheduled & General Aviation Operations" as per Annexure-II of the CP No. 02/2023-24 dated 03.05.2023.

6.9 The Authority proposed that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and the rate as on 15th of the month will be applicable for the second fortnight.

6.10 Further, CASIPL should ensure compliance towards Standardization of Ground Handling Equipment at Manohar International Airport, Mopa Goa in accordance with the directives issued by the Ministry of Civil Aviation, vide its letter no. AV-24011/10/2021-AAI-MOCA dated 27.10.2022.

Stakeholders' Comments

M/s SpiceJet comments on Tariff rates for the First Control Period:

6.11 *"It is noted that the proposed tariffs are exorbitantly high. the comparative tariffs of a few items are exhibited below as illustrations. Please note that these are as examples only for one year (2023-24). while there may be several cases across the various years and category of items. Authority is*

requested to kindly conduct a thorough review of the proposed tariffs please, before arriving at a decision.

6.12 *It is also noted that in several places in the Annexure, the Units are either erroneous (as in the case of Blue and White collared staff – the Unit rates are mentioned as hourly rates, instead of the Unit being an 8 hour rate) or not specific (as in the case of Fork Lift - Tonnage not specified, or in case of Ground Power Unit where the KV is not specified. Refer the Units Please note that these are as examples only for one year (2023-24), while there may be several cases across the various years and category of Units. Authority is requested to kindly conduct a thorough review of the proposed Units please, before arriving at a decision.*

All figs in Rs.

Tariff for the Year 2023-24 (Dom. & Intl. Scheduled Flights)						
S. No.	**Services**	**Station**	**Service Provider**	**Unit**	**Dom**	**Intl.**
1	Air Cooling Unit	GOX	CASIPL	Per Hour	24,265	37,330
		GOI	BASPL	Per Hour	19,773	31,254
		AMD	GSEC	Per Hour	19,403	30,618
		AMD*	CGHIPL	Per Hour	25,478	39,197
2	Air Start Unit	GOX	CASIPL	Per Start	15,089	23,214
		GOI	BASPL	Per Start	14,484	22,887
		AMD	GSEC	Per Start	14,209	22,383
		AMD	CGHIPL	Per Start	13,533	21,335
3	Unaccompanied Minor	GOX	CASIPL	Per UM	4,225	6,500
		GOI	BASPL	Per UM	2,708	4,279
		A\MD	GSEC	Per UM	2,656	4,129
		AMD*	CGHIPL	Per UM	2,539	3,906
4	Blue Collar Staff	GOX**	CASIPL	Per staff per hour	2,262	3,480
		GOI	BASPL	Per staff per 8 hours	1,998	3,157
		AMD	GSEC	Per staff per 8 hours	1,960	3,069
		AMD*	CGHIPL	Per staff per hour	1,867	2,920
5	White Collar Staff	GOX**	CASIPL	Per staff per hour	3,221	4,955
		GOI	BASPL	Per staff per 8 hours	2,996	4,736
		AMD	GSEC	Per staff per 8 hours	2,940	4,641
		AMD*	CGHIPL	Per staff per hour	2,800	4,417
6	Passenger Flight Code B	GOX**	CASIPL	Full Services	27,750	105,983

		AMD	GSEC	Full Services	21,753	125,939
		AMD*	CGHIPL	Full Services	20,100	115,000
7	Passenger Flight Code C	GOX	CASIPL	Full Services	39,900	171,300
		AMD	GSEC	Full Services	34,347	202,647
		AMD*	CGHIPL	Full Services	31,500	183,750
8	Passenger Flight Code D	GOX	CASIPL	Full Services	89,300	229,408
		AMD	GSEC	Full Services	54,097	233,222
		AMD*	CGHIPL	Full Services	48,300	210,250
9	Passenger Flight Code E	GOX	CASIPL	Full Services	120,900	321,171
		AMD	GSEC	Full Services	122,619	357,037
		AMD*	CGHIPL	Full Services	109,200	317,500

AMD: Rates as per the Ad hoc Order No. 36/22-23, extended till 30.09.2023. Order awaited for CP 14/2022-23.*

*GOX**: Rates mentioned in the Annexure III for Blue and White Collar staff are per hour, which is assumed to be erroneous and are displayed as to be per 8 Hours in above table.*

6.13 *It may be particularly noted that while it is mentioned that the rates in Annexure III are the maximum rates that may be charged, it is not been explained or reasoned by the Authority why the maximum rates should be allowed to be higher than other comparable airports.*

As a side note, please refer the Ad Hoc Order Number 36/2022-23 regarding the Units mentioned for Blue and White Collar staff with regard to AMD, Authority may like to amend the same as the Units mentioned therein are "per staff per Hour" instead of "Per staff/8 hour", which is also the case on the CP 14/2-22-23, the order for which is yet awaited.

(ii) Refer 6.1,6.2, 6.3,6.4,6.5,6.8, 6.11, 6.12, 6.13, 6.14 and Table 7,8 & 9 of the CP

6.14 *We humbly request AERA to kindly consider our submission as mentioned above, and review the proposed tariffs in light of the same, as the proposed rates of tariff are very high in the back drop of COVID-19, looming recessionary fears as well as recent collapse of an airline, which may be in part due to high tariffs.*

It is in the interest of all the stakeholders not to implement such high tariffs in order to encourage middle class people to travel by air, which will help in sharp post COVID-19 recovery of aviation sector. Customers of airlines have limited capacity to pay for the Air Fares, and when the cost of travel goes up (caused in part due to high service provider charges), the air traffic goes down, leading to further losses and financial crisis for airlines.

6.15 *In the given circumstances, it is humbly submitted that it is imperative that AERA does not take any steps, including by way of approving the proposed high tariffs, during the First Control Period, which would precipitate further adverse financial impact on the airlines. In this regard, we also humbly request AERA to not implement any Y-O-Y increase in tariffs during the First Control Period and defer any increase in the same to the subsequent control period, given the scenario described above."*

BAOA comments on Tariff rates for the First Control Period:

6.16 *"We appreciate the new policy of AERA to separately prescribe 'itemized charges', in addition to comprehensive charges, for GH services offered to NSOP/GA aircraft at public airports. Following are our specific comments that are aimed at making these charges affordable, for smaller aircraft (below 5700 kgs AUW), and in-line with the policy letter issued by MoCA in September 2022.*

i. *Aircraft marshalling charges and crew transport charges should be made optional, and not essential, for smaller aircraft (below 5700 kg), as many aircraft in this category may not need these services depending on the parking slot allotted at the airport. Only 'manual check' @ Rs. 205 per pax should be made essential and rest of the charges should be optional for smaller aircraft operating at public airports.*

ii. *Aircraft Marshaling charges and crew transport charges are very high and need to be made reasonable. Please compare with such charges approved at DIAL in the year 2019. Even with annual inflation being taken into account, these charges should be less than Rs. 1000 for aircraft marshalling & not more than Rs. 2500 for crew transport."*

Celebi's response to SpiceJet's comments:

6.17 *"As we know, the proposed tariffs are the maximum tariffs and the final tariffs to be charged to the airline will be based on one-to-one discussion with Airlines.*

6.18 *The charges mentioned for White collar staff & Blue-collar staff are on per hour basis only as you would understand that these services are provided on ad hoc basis and Company has to arrange resources for this. Units mentioned are applicable for all the years.*

6.19 *There are other ad hoc services as well where our proposed tariffs are lower than BASPL (Bird Airport Services (Konkan) Private Limited namely Ambulift, Ground power Unit, Passenger step Ladder, Passenger Transport etc."*

Celebi's response to BAOA's comments:

6.20 *"None of the services are mandatory for NSOP/GA aircrafts and they can choose any services as per the requirement.*

6.21 *The charges determined for all the ad hoc services are based on the estimated cost, expected volume etc."*

Authority's Analysis regarding Tariff rates for Ground Handling Services for the First Control Period:

6.22 The Authority notes the comments of M/s SpiceJet regarding high tariff rates for few Item wise services and observes that the services indicated under item wise Tariff rate card (including blue collar staff and white collar staff) are optional in nature and vary from airline to airline, due to the nature of competitiveness at the airport. The Authority also noted during the consultation stage that the item wise tariff rates, other than the services indicated by the M/s SpiceJet, are lower than the

rates approved for another service provider (M/s BASKPL) at Dabolim Airport. Further, the Authority expects that the market competition would keep the charges of ground handling services at reasonable levels.

6.23 As regard to the comments of M/s SpiceJet and BAOA on the proposed increase in Tariff, the Authority notes the counter comments of M/s CASIPL that the actual Tariff charged to the airlines would be different from the ceiling Tariff rates approved by the Authority, based on the negotiation with the airlines depending on the services required.

Further, taking into account the investments made/projected by the ISP on Ground Handling Equipment and associated facilities and factoring in periodic increase in the minimum wages rates, impact of general inflation on operating expenditure, CASIPL requires adequate revenues to meet the projected operating expenses. It is worth mentioning that, as per the profitability statement (Table-6), the ISP is expected to earn a minimal average profit of 4%, during the Control Period.

6.24 The Authority noted that in the meantime, CASIPL, vide email dated 09.06.2023, submitted the revised Tariff rate card for Scheduled flights, International Non-Schedule and General Aviation Operations, Item-wise Scheduled and Non-Scheduled. The Authority notes that the ISP, after the Stakeholder Consultation process, has significantly reduced the tariff rates on the above category of flights from the tariff rates proposed at consultation stage. The revised tariff rate cards are attached at Annexures (I to III).

6.25 The Authority is of the view that the Tariff for Domestic Non-Scheduled and General Aviation Operations, including Item-wise Charges for Ground Handling Services, should not be more than the Tariff of relevant Domestic Scheduled Flights for a similar class of Aircraft(s). However, the Authority proposed to consider the separate Tariff in case of International "Non-Scheduled & General Aviation Operations" as per Annexure-II.

6.26 The Authority also observes that the rates proposed by the ISP for Schedule Flights and International Non-Schedule Flights are lower than the rates approved for another ground handling agency i.e., M/s BASKPL at Dabolim Airport.

Authority's decisions regarding Tariff for Ground Handling Services for the First Control Period:

Based on the available facts and its analysis, the Authority decides the following Tariff structure and Annual Tariff Proposal for the First Control Period:

6.27 To consider the Tariff Rates for Ground Handling Services provided by CASIPL at Mopa, Goa airport in respect of Scheduled Flights, International "Non-Scheduled & General Aviation Operations" and Item-wise Tariff Rate Card for Scheduled & Non-Scheduled Operators, for the First Control Period as per **Annexures (I, II & III)**.

6.28 The Tariff for Domestic Non-Scheduled and General Aviation Operations, including Item-wise Charges for Ground Handling Services, shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).

6.29 In case of payment made in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and the rate prevailing as on the 15th of the month will be applicable for the second fortnight.

6.30 The Tariff Rates indicated in **Annexures (I, II & III)** shall be maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.

6.31 CASIPL shall ensure compliance towards Standardization of Ground Handling Equipment at Manohar International Airport, Mopa Goa in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-240 11/10/2021-AAI-MOCA dated 27.10.2022.

6.32 M/s CASIPL shall also ensure compliance of all requisite statutory requirements etc. during the currency of the First Control Period for which the tariffs have been approved by the Authority.

CHAPTER 7: SUMMARY OF AUTHORITY'S DECISIONS

The Summary of Authority's decisions (given under each chapter) regarding the Tariff determination of CASIPL, for the First Control Period is as under:

Chapter	Para	Summary of Authority's Decisions	Page No.
Chapter No.2	**2.10**	The Authority decides to consider the Tariff determination exercise for CASIPL, in respect of Ground Handling Services being provided by the ISP at Manohar International Airport, Mopa Goa, under the **'Light Touch Approach'** for the First Control Period, as the regulated service is deemed **'Not Material'.**	**9**
Chapter No. 3	**3.8**	The Authority decides to consider the Aircraft Traffic (Flights to be handled by the ISP) for the First Control Period as per Table 2.	**11**
Chapter No. 4	**4.14**	The Authority decides to consider the projected CAPEX for the First Control Period as per Table 5.	**18**
Chapter No. 5	**5.15**	The Authority decides to consider the OPEX for the First Control Period as per Table 6.	**25**
Chapter No. 6	**6.27**	The Authority decides to consider the Tariff Rates for Ground Handling Services provided by CASIPL at Manohar International Airport, Mopa, Goa in respect of Scheduled Flights, International "Non-Scheduled & General Aviation Operations" and Item-wise Tariff Rate Card for Scheduled & Non-Scheduled Operators, for the First Control Period as per **Annexures (I, II & III)**.	**32**
	6.28	The Tariff for Domestic Non-Scheduled and General Aviation Operations, including Item-wise Charges for Ground Handling Services, shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).	
	6.29	In case of payment made in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and the rate prevailing as on 15th of the month will be applicable for the second fortnight.	
	6.30	The Tariff Rates indicated in **Annexures (I, II & III)** shall be maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.	
	6.31	The Authority decides that CASIPL shall ensure compliance towards Standardization of Ground Handling Equipment at Manohar International Airport, Mopa Goa in accordance with the directives issued by Ministry of Civil Aviation, vide its letter no. AV-240 11/10/2021-AAI-MOCA dated 27.10.2022.	**33**
	6.32	M/s CASIPL shall also ensure compliance of all requisite statutory requirements etc. during the currency of the First Control Period for which the tariffs have been approved by the Authority.	

CHAPTER 8: ORDER

Upon careful consideration of the material available on record, as well as submission made by CASIPL, the Authority, in exercise of powers conferred upon it by Section 13(1)(a) of the AERA Act, 2008, hereby orders that:

(i) The service for Ground Handling being provided by M/s Celebi Airport Services India Private Limited at Manohar International Airport, Mopa, Goa is **"Not Material"**. Therefore, the Authority decides to adopt **'Light Touch Approach'** for determination of Tariff for the First Control Period (FY 2023-24 to FY 2027-28).

(ii) The Authority decides that the Tariff Rates indicated in **Annexures (I, II & III)** shall be maximum Tariff(s) to be charged. No other charge is to be levied over and above the approved Tariff Rates.

(iii) The Authority decides that Tariff for Domestic "Non-Scheduled Flights & General Aviation", including Item-wise Charges for GHS, shall not exceed the approved Tariff for relevant Domestic Scheduled Flights for similar class of aircraft(s).

(iv) The Authority decides that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.

(v) The Tariff determined herein above is excluding of applicable taxes, if any.

(vi) M/s CASIPL shall maintain the separate accounts for its Ground Handling Operations at Mopa, Goa Airport and at the end of each tariff year submit Annual Compliance Statement (ACS), including annual audited accounts, as per AERA CGF Guidelines, 2011 (clause 11.4).

(vii) M/s CASIPL shall also ensure compliance of all requisite statutory requirements etc. during the currency of the First Control Period for which the tariffs have been approved by the Authority.

(viii) The Tariff Order shall be effective from **16.06.2023.**

(ix) The Airport operator shall ensure the compliance of the Order.

By the Order of and in the name of the Authority

(Col Manu Sooden)
Secretary

To

Shri Tauseef Khan, CEO
M/s Celebi Airport Services India Private Limited
Room no. CE-01, Import Building 2,
International Cargo Terminal,
IGI Airport, New Delhi - 110037

Copy for information to:

1. Secretary, Ministry of Civil Aviation, Rajiv Gandhi Bhawan, Safdarjung Airport, New Delhi-110003.
2. Shri R. V. Sheshan, Chief Executive Officer, Manohar International Airport, Mopa Goa.

ANNEXURE I

APPROVED TARIFF RATE CARD FOR CASIPL PROVIDING GROUND HANDLING SERVICES AT MANOHAR INTERNATIONAL AIRPORT, MOPA, GOA

Maximum rate to be levied for Domestic* and International Scheduled Flights for the First Control Period (FY 2023-24 to FY 2027-28)

TARIFF RATES ARE EFFECTIVE FROM 16.06.2023

(Rates in ₹)

(A) Passenger Flights															
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flight															
Below Code B	4,438	13,313	17,750	4,438	13,313	17,750	4,659	13,978	18,638	4,892	14,677	19,569	5,137	15,411	20,548
Code B	8,325	19,425	27,750	8,325	19,425	27,750	8,741	20,396	29,138	9,178	21,416	30,594	9,637	22,487	32,124
Code C	9,975	29,925	39,900	9,975	29,925	39,900	10,474	31,421	41,895	10,997	32,992	43,990	11,547	34,642	46,189
Code D	22,325	66,975	89,300	22,325	66,975	89,300	23,441	70,324	93,765	24,613	73,840	98,453	25,844	77,532	103,376
Code E	30,225	90,675	1,20,900	30,225	90,675	1,20,900	31,736	95,209	126,945	33,323	99,969	133,292	34,989	104,968	139,957
Code F	35,000	1,05,000	1,40,000	35,000	1,05,000	1,40,000	36,750	110,250	147,000	38,588	115,763	154,350	40,517	121,551	162,068
International Passenger Flight															
Code B	25,436	59,350	84,786	25,436	59,350	84,786	26,708	62,318	89,026	28,043	65,434	93,477	29,445	68,706	98,151
Code C	34,260	102,780	137,040	34,260	102,780	137,040	35,973	107,919	143,892	37,772	113,315	151,087	39,660	118,981	158,641
Code D	45,882	137,645	183,526	45,882	137,645	183,526	48,176	144,527	192,703	50,584	151,753	202,338	53,114	159,341	212,455
Code E	64,234	192,702	256,937	64,234	192,702	256,937	67,446	202,338	269,784	70,818	212,454	283,273	74,359	223,077	297,436
Code F	80,293	240,879	321,172	80,293	240,879	321,172	84,307	252,923	337,231	88,523	265,569	354,092	92,949	278,848	371,797

(B) Cargo Flights					
Domestic Cargo Flight					
	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
	Ramp	Ramp	Ramp	Ramp	Ramp
Code B	28,000	28,000	29,400	30,870	32,414
Code C	52,000	52,000	54,600	57,330	60,197
Code D	108,000	108,000	113,400	119,070	125,024
Code E	128,000	128,000	134,400	141,120	148,176
Code F	176,000	176,000	184,800	194,040	203,742
International Cargo Flight					
Code B	72,000	72,000	75,600	79,380	83,349
Code C	120,000	120,000	126,000	132,300	138,915
Code D	180,000	180,000	189,000	198,450	208,373
Code E	248,000	248,000	260,400	273,420	287,091
Code F	312,000	312,000	327,600	343,980	361,179

**Tariff for Domestic Scheduled Flights is also applicable to Domestic Non-Scheduled Flights.*

Notes:

- *Above Tariff Rates are excluding all applicable taxes.*
- *Tariff determined shall be the maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.*
- *For payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the First fortnight and the rate as on 15th of the month will be applicable for the second fortnight.*

ANNEXURE II

APPROVED TARIFF RATE CARD FOR CASIPL PROVIDING GROUND HANDLING SERVICES AT MANOAR INTERNATIONAL AIRPORT, MOPA, GOA

Maximum rate to be levied for International "Non-Scheduled Flights & General Aviation" for the First Control Period (FY 2023-24 to FY 2027-28)

TARIFF RATES ARE EFFECTIVE FROM 16.06.2023

(Rates in ₹)

MTOW	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
0-5000	44,900	47,145	49,502	51,977	54,576
5001-10000	81,900	85,995	90,295	94,809	99,550
10001- 20000	123,595	129,775	136,263	143,077	150,230
20001- 30000	141,455	148,528	155,954	163,752	171,939
30001- 40000	150,808	158,348	166,266	174,579	183,308
40001- 50000	157,502	165,378	173,646	182,329	191,445
50001- 100000	163,948	172,145	180,753	189,790	199,280
100001 – 200000	224,100	235,305	247,070	259,424	272,395
200000 - 300000	278,663	292,596	307,225	322,587	338,716
Above 300001	354,431	372,153	390,760	410,298	430,813

Notes:

- *Above Tariff Rates are excluding all applicable taxes.*
- *Tariff determined shall be the maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.*
- *For payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and the rate as on 15th of the month will be applicable for the second fortnight.*

ANNEXURE –III

APPROVED TARIFF RATE CARD FOR CASIPL IN RESPECT OF GROUND HANDLING SERVICES AT MANOHAR INTERNATIONAL AIRPORT, MOPA, GOA

TARIFF RATES ARE EFFECTIVE FROM 16.06.2023

A - Maximum Tariff for Item-wise Charges in respect of Domestic* & International Scheduled Flights for FY 2023-24 to FY 2027-28 of the First Control Period

(Rates in ₹)

SRNO	SERVICES	UNIT	For the FY 2023-24		For the FY 2024-25		For the FY 2025-26		For the FY 2026-27		For the FY 2027-28	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
1	Air Cooling Unit per hour usage	Per Hour	21,838	27,998	22,930	29,397	24,076	30,867	25,280	32,411	26,544	34,031
2	Air Starter Unit	Per Start	13,580	17,411	14,259	18,281	14,972	19,195	15,721	20,155	16,507	21,163
3	Aircraft Disinfection - Freighter Aircrafts	Per service	4,388	5,625	4,607	5,906	4,837	6,202	5,079	6,512	5,333	6,837
4	Aircraft Disinfection - Pax Aircraft Code C	Per service	7,149	9,165	7,506	9,623	7,881	10,104	8,276	10,610	8,689	11,140
5	Aircraft Disinfection - Pax Aircraft Code D/E	Per service	13,499	17,306	14,174	18,172	14,883	19,080	15,627	20,034	16,408	21,036
6	Aircraft Disinfection - Pax Aircraft Code F	Per service	21,045	26,981	22,098	28,330	23,203	29,747	24,363	31,234	25,581	32,796
7	Aircraft marshalling	Per service	3,150	3,056	3,308	3,209	3,473	3,370	3,647	3,538	3,829	3,715
8	Ambulift	Per flight leg	5,400	7,500	5,670	7,875	5,954	8,269	6,251	8,682	6,564	9,116
9	Apron Transport (Passenger)	Per Trip	4,050	5,250	4,253	5,513	4,465	5,788	4,688	6,078	4,923	6,381
10	Arrange non-scheduled Crew Hotel Accommodation	Per flight	1,164	1,493	1,222	1,567	1,283	1,645	1,348	1,728	1,415	1,814
11	Air Traffic Control payment services	Per flight	2,700	6,000	2,835	6,300	2,977	6,615	3,126	6,946	3,282	7,293
12	Baggage ID	Per Service	2,700	3,000	2,835	3,150	2,977	3,308	3,126	3,473	3,282	3,647
13	Baggage/Cargo cart	Per Hour	1,350	2,648	1,418	2,780	1,488	2,919	1,563	3,065	1,641	3,218
14	Ballast Bags refill	Per refill-per bag	1,158	1,485	1,216	1,559	1,277	1,637	1,341	1,719	1,408	1,805
15	Blue collar staff	Per staff per hour	2,036	2,610	2,138	2,741	2,244	2,878	2,357	3,021	2,475	3,172
16	Brake Cooling Service	Per flight	19,855	25,455	20,848	26,728	21,890	28,064	22,985	29,467	24,134	30,941
17	Cabin loading/unloading Narrow Body	Per hour	12,706	16,290	13,342	17,105	14,009	17,960	14,709	18,858	15,444	19,801
18	Cabin loading/unloading Wide Body	Per hour	15,883	20,363	16,677	21,381	17,511	22,450	18,386	23,572	19,306	24,751
19	Cargo / Apron Transport on Apron	Per Flight	5,850	7,500	6,143	7,875	6,450	8,269	6,772	8,682	7,111	9,116
20	Cargo Supervision services	Per flight	9,097	11,663	9,552	12,246	10,029	12,858	10,531	13,501	11,057	14,176
21	CHOCKS for narrow body aircraft	Per Hour	4,388	5,625	4,607	5,906	4,837	6,202	5,079	6,512	5,333	6,837
22	CHOCKS for wide body aircraft	Per hour	5,265	6,750	5,528	7,088	5,805	7,442	6,095	7,814	6,400	8,205
23	CONES for narrow body aircraft	Per Hour	4,388	5,625	4,607	5,906	4,837	6,202	5,079	6,512	5,333	6,837
24	CONES for wide body aircraft	Per Hour	5,265	6,750	5,528	7,088	5,805	7,442	6,095	7,814	6,400	8,205
25	Container/Pallet Dolly	Per Hour	1,350	3,259	1,418	3,422	1,488	3,593	1,563	3,772	1,641	3,961
26	Container/Pallet Dolly 20 FT	Per Hour	1,800	6,518	1,890	6,843	1,985	7,186	2,084	7,545	2,188	7,922
27	Conveyor belt	Per Hour	4,500	7,571	4,725	7,950	4,961	8,347	5,209	8,765	5,470	9,203
28	Crew Transport	Per Trip	1,620	3,750	1,701	3,938	1,786	4,134	1,875	4,341	1,969	4,558
29	Deportee/ Inadmissible handling	Per Passenger	3,803	4,875	3,993	5,119	4,192	5,375	4,402	5,643	4,622	5,926
30	Direct crew through airport facilities	Per Service	900	3,068	945	3,221	992	3,382	1,042	3,551	1,094	3,729
31	Excess Baggage Fee (% of collection)	As per collection	15%	11%	15%	15%	15%	15%	15%	15%	15%	15%
32	Exterior Cleaning - Narrow Body	Per Service	19,710	23,816	20,696	25,007	21,730	26,257	22,817	27,570	23,958	28,949
33	Exterior Cleaning - Wide Body	Per Service	52,200	63,075	54,810	66,229	57,551	69,540	60,428	73,017	63,449	76,668
34	Fire Extinguisher equipment on ramp (standalone)	Per Flight	1,463	1,875	1,536	1,969	1,612	2,067	1,693	2,171	1,778	2,279

35	Forklift	Per Hour	6,672	8,554	7,006	8,981	7,356	9,431	7,724	9,902	8,110	10,397
36	Full body suit PPE	Per suit	1,199	1,538	1,259	1,614	1,322	1,695	1,388	1,780	1,458	1,869
37	Ground Power Unit	Per Hour	4,500	11,250	4,725	11,813	4,961	12,403	5,209	13,023	5,470	13,674
38	Headset service	Per Flight	2,250	3,750	2,363	3,938	2,481	4,134	2,605	4,341	2,735	4,558
39	Interior Deep Cleaning – Narrow Body	Per Service	7,200	14,415	7,560	15,136	7,938	15,893	8,335	16,687	8,752	17,522
40	Interior Deep Cleaning – Wide Body	Per Service	13,500	25,421	14,175	26,692	14,884	28,027	15,628	29,428	16,409	30,900
41	Interior Turn Cleaning – Narrow Body	Per Service	7,200	12,525	7,560	13,151	7,938	13,809	8,335	14,499	8,752	15,224
42	Interior Turn Cleaning – Wide Body	Per Service	13,500	20,250	14,175	21,263	14,884	22,326	15,628	23,442	16,409	24,614
43	Lower Deck Loader	Per hour	20,996	26,918	22,045	28,263	23,148	29,677	24,305	31,160	25,520	32,718
44	Load Control	Per Flight	8,775	11,250	9,214	11,813	9,674	12,403	10,158	13,023	10,666	13,674
45	Loading Of Baggage Into ULD Or Aircraft	Per Bag	293	375	307	394	322	413	339	434	356	456
46	Manual Check-In	Per Passenger	120	154	126	161	132	170	139	178	146	187
47	Middle Deck Loader	Per hour	24,860	31,871	26,103	33,465	27,408	35,138	28,778	36,895	30,217	38,740
48	MHB Handling	Per Bag	527	675	553	709	580	744	609	781	640	820
49	Offloading Of Baggage From Unit Load Device Or Aircraft	Per Bag	293	375	307	394	322	413	339	434	356	456
50	Operational Flight Plan Print Out	Per service	540	3,056	567	3,209	595	3,370	625	3,538	656	3,715
51	Oversized Baggage Handling	Per Bag	410	525	430	551	451	579	474	608	498	638
52	Passenger Step (mobile)	Per Hour	1,350	5,396	1,418	5,666	1,488	5,949	1,563	6,247	1,641	6,559
53	Pushback for narrow body aircraft	Per Push	10,800	14,966	11,340	15,715	11,907	16,500	12,502	17,325	13,127	18,192
54	Pushback for wide body aircraft	Per Push	14,400	18,000	15,120	18,900	15,876	19,845	16,670	20,837	17,503	21,879
55	Station Management	Per flight	8,775	11,250	9,214	11,813	9,674	12,403	10,158	13,023	10,666	13,674
56	Stationary (Boarding card & Tags)	Per Flight	6,353	8,145	6,671	8,552	7,004	8,980	7,355	9,429	7,722	9,900
57	Supervision & Administration Services	Per flight	5,265	6,750	5,528	7,088	5,805	7,442	6,095	7,814	6,400	8,205
58	Tailstand	Per Hour	9,000	11,250	9,450	11,813	9,923	12,403	10,419	13,023	10,940	13,674
59	Toilet truck	Per Service	2,700	10,691	2,835	11,226	2,977	11,787	3,126	12,376	3,282	12,995
60	TowBar	Per Use	1,800	5,396	1,890	5,666	1,985	5,949	2,084	6,247	2,188	6,559
61	Towing of narrow body aircraft	Per Tow	12,600	16,088	13,230	16,892	13,892	17,736	14,586	18,623	15,315	19,554
62	Towing of wide body aircraft	Per Tow	21,600	21,750	22,680	22,838	23,814	23,979	25,005	25,178	26,255	26,437
63	Transit w/o visa pax	Per Passenger	3,803	4,875	3,993	5,119	4,192	5,375	4,402	5,643	4,622	5,926
64	Trestle (standard size - 4ft)	Per Hour	900	1,500	945	1,575	992	1,654	1,042	1,736	1,094	1,823
65	Tugs	Per Hour	2,700	8,554	2,835	8,981	2,977	9,431	3,126	9,902	3,282	10,397
66	Unit Load Device Storage	Per ULD/per day	900	2,021	945	2,122	992	2,228	1,042	2,340	1,094	2,457
67	Unit Load Device Washing	Per ULD	2,633	3,375	2,764	3,544	2,902	3,721	3,047	3,907	3,200	4,102
68	Unaccompanied Minor Handling	Per UM	3,803	4,875	3,993	5,119	4,192	5,375	4,402	5,643	4,622	5,926
69	Vacuum Cleaner	Per Hour	1,667	2,138	1,751	2,244	1,838	2,357	1,930	2,474	2,027	2,598
70	Very Important Persons Vehicle (Innova Range)	Per trip	5,400	7,125	5,670	7,481	5,954	7,855	6,251	8,248	6,564	8,660
71	Very Important Persons Vehicle (Luxury - Mercedes/ BMW / AUDI range)	Per trip	5,400	7,125	5,670	7,481	5,954	7,855	6,251	8,248	6,564	8,660
72	Very Important Persons	Per Passenger	3,803	4,875	3,993	5,119	4,192	5,375	4,402	5,643	4,622	5,926
73	Water truck	Per Service	2,700	10,691	2,835	11,226	2,977	11,787	3,126	12,376	3,282	12,995
74	Water Uplift	Per Ltr	5	11	5	12	5	12	5	13	5	14
75	Weight Cart Facility	Per Hour	8,775	11,250	9,214	11,813	9,674	12,403	10,158	13,023	10,666	13,674
76	Wheel Chair	Per Service	900	1,875	945	1,969	992	2,067	1,042	2,171	1,094	2,279
77	White collar staff	Per staff per hour	2,899	3,716	3,044	3,902	3,196	4,097	3,356	4,302	3,523	4,517

** Tariff for Domestic Scheduled Flights is also applicable to Domestic Non-Scheduled Flights.*
Dom. = Domestic; Intl. = International

Notes:

- *Above Tariff Rates are excluding of all applicable taxes, if any.*
- *Tariff determined shall be the maximum Tariff to be charged No other charge is to be levied over and above the approved Tariff Rates.*
- *For payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and the rate as on 15th of the month will be applicable for the second fortnight.*

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AERA

PROPOSED TARIFF RATE CARD FOR CASIPL PROVIDING GROUND HANDLING SERVICES AT MANOHAR INTERNATIONAL AIRPORT, MOPA, GOA

B - Maximum Tariff for Item-wise Charges in respect of International "Non-Scheduled & General Aviation Operations" for FY 2023-24 to FY 2027-28 of the First Control Period

(Rates in ₹)

S. NO.	SERVICES	UNIT	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
1	Air Cooling Unit per hour usage	Per Hour	27,998	29,397	30,867	32,411	34,031
2	Air Starter Unit	Per Start	17,411	18,281	19,195	20,155	21,163
3	Aircraft Disinfection - Freighter Aircrafts	Per service	5,625	5,906	6,202	6,512	6,837
4	Aircraft Disinfection - Pax Aircrafts Code C	Per service	9,165	9,623	10,104	10,610	11,140
5	Aircraft Disinfection - Pax Aircrafts Code D/E	Per service	17,306	18,172	19,080	20,034	21,036
6	Aircraft Disinfection - Pax Aircrafts Code F	Per service	26,981	28,330	29,747	31,234	32,796
7	Aircraft marshalling	Per service	3,750	3,938	4,134	4,341	4,558
8	Ambulift	Per flight leg	12,625	13,256	13,919	14,615	15,345
9	Apron Transport (Passenger)	Per Trip	5,250	5,513	5,788	6,078	6,381
10	Arrange non-scheduled Crew Hotel Accommodation	Per flight	1,493	1,567	1,645	1,728	1,814
11	ATC payment services	Per flight	6,000	6,300	6,615	6,946	7,293
12	Baggage ID	Per Service	3,000	3,150	3,308	3,473	3,647
13	Baggage/Cargo cart	Per Hour	2,648	2,780	2,919	3,065	3,218
14	Ballast Bags refill	Per refill-per bag	1,485	1,559	1,637	1,719	1,805
15	Blue collar staff	Per staff per hour	3,750	3,938	4,134	4,341	4,558
16	Brake Cooling Service	Per flight	25,455	26,728	28,064	29,467	30,941
17	Cabin loading/unloading Narrow Body	Per hour	16,290	17,105	17,960	18,858	19,801
18	Cabin loading/unloading Wide Body	Per hour	20,363	21,381	22,450	23,572	24,751
19	Cargo/ Apron Transport on Apron	Per Flight	7,500	7,875	8,269	8,682	9,116
20	Cargo Supervision services	Per flight	11,663	12,246	12,858	13,501	14,176
21	CHOCKS for narrow body aircraft	Per Hour	5,625	5,906	6,202	6,512	6,837
22	CHOCKS for wide body aircraft	Per hour	6,750	7,088	7,442	7,814	8,205
23	CONES for narrow body aircraft	Per Hour	5,625	5,906	6,202	6,512	6,837
24	CONES for wide body aircraft	Per Hour	6,750	7,088	7,442	7,814	8,205
25	Container/Pallet Dolly	Per Hour	3,259	3,422	3,593	3,772	3,961
26	Container/Pallet Dolly 20 FT	Per Hour	6,518	6,843	7,186	7,545	7,922
27	Conveyor belt	Per Hour	7,571	7,950	8,347	8,765	9,203
28	Crew Transport	Per Trip	4,144	4,351	4,568	4,797	5,037
29	Deportee/Inadmissible handling	Per Passenger	4,875	5,119	5,375	5,643	5,926
30	Direct crew through airport facilities	Per Service	3,068	3,221	3,382	3,551	3,729
31	Excess Baggage Fee (% of collection)	As per collection	11%	15%	15%	15%	15%
32	Exterior Cleaning – Narrow Body	Per Service	23,816	25,007	26,257	27,570	28,949
33	Exterior Cleaning – Wide Body	Per Service	63,075	66,229	69,540	73,017	76,668
34	Fire Extinguisher equipment on ramp (standalone)	Per Flight	1,875	1,969	2,067	2,171	2,279
35	Forklift	Per Hour	8,554	8,981	9,431	9,902	10,397
36	Full body suit PPE	Per suit	1,538	1,614	1,695	1,780	1,869
37	Ground Power Unit	Per Hour	12,338	12,954	13,602	14,282	14,996
38	Headset service	Per Flight	5,091	5,346	5,613	5,893	6,188
39	Interior Deep Cleaning – Narrow Body	Per Service	14,415	15,136	15,893	16,687	17,522
40	Interior Deep Cleaning – Wide Body	Per Service	25,421	26,692	28,027	29,428	30,900
41	Interior Turn Cleaning – Narrow Body	Per Service	12,525	13,151	13,809	14,499	15,224

42	Interior Turn Cleaning – Wide Body	Per Service	20,250	21,263	22,326	23,442	24,614
43	Lower Deck Loader	Per hour	26,918	28,263	29,677	31,160	32,718
44	Load Control	Per Flight	11,250	11,813	12,403	13,023	13,674
45	Loading Of Baggage Into Unit Load Device Or Aircraft	Per Bag	375	394	413	434	456
46	Manual Check-In	Per Passenger	154	161	170	178	187
47	Middle Deck Loader	Per hour	31,871	33,465	35,138	36,895	38,740
48	MHB Handling	Per Bag	675	709	744	781	820
49	Offloading Of Baggage From Unit Load Device Or Aircraft	Per Bag	375	394	413	434	456
50	Operational Flight Plan Print Out	Per service	3,056	3,209	3,370	3,538	3,715
51	Oversized Baggage Handling	Per Bag	525	551	579	608	638
52	Passenger Step (mobile)	Per Hour	5,396	5,666	5,949	6,247	6,559
53	Pushback for narrow body aircraft	Per Push	14,966	15,715	16,500	17,325	18,192
54	Pushback for wide body aircraft	Per Push	22,399	23,519	24,695	25,929	27,226
55	Station Management	Per flight	11,250	11,813	12,403	13,023	13,674
56	Stationary (Boarding card & Tags)	Per Flight	8,145	8,552	8,980	9,429	9,900
57	Supervision & Administration Services	Per flight	6,750	7,088	7,442	7,814	8,205
58	Tailstand	Per Hour	15,000	15,750	16,538	17,364	18,233
59	Toilet truck	Per Service	10,691	11,226	11,787	12,376	12,995
60	Towbar	Per Use	5,396	5,666	5,949	6,247	6,559
61	Towing of narrow body aircraft	Per Tow	16,088	16,892	17,736	18,623	19,554
62	Towing of wide body aircraft	Per Tow	27,896	29,291	30,756	32,293	33,908
63	Transit w/o visa pax	Per Passenger	6,375	6,694	7,028	7,380	7,749
64	Trestle (standard size - 4ft)	Per Hour	2,036	2,138	2,245	2,357	2,475
65	Tugs	Per Hour	8,554	8,981	9,431	9,902	10,397
66	Unit Load Device Storage	Per ULD/per day	2,021	2,122	2,228	2,340	2,457
67	Unit Load Device Washing	Per ULD	3,375	3,544	3,721	3,907	4,102
68	Unaccompanied Minor Handling	Per UM	6,375	6,694	7,028	7,380	7,749
69	Vacuum Cleaner	Per Hour	2,138	2,244	2,357	2,474	2,598
70	VIP Vehicle (Innova Range)	Per trip	11,250	11,813	12,403	13,023	13,674
71	VIP Vehicle (Luxury - Mercedes/ BMW / AUDI range)	Per trip	14,250	14,963	15,711	16,496	17,321
72	VIPs	Per Passenger	6,375	6,694	7,028	7,380	7,749
73	Water truck	Per Service	10,691	11,226	11,787	12,376	12,995
74	Water Uplift	Per Ltr	15	16	17	17	18
75	Weight Cart Facility	Per Hour	15,000	15,750	16,538	17,364	18,233
76	Wheel Chair	Per Service	2,625	2,756	2,894	3,039	3,191
77	White collar staff	Per staff per hour	6,750	7,088	7,442	7,814	8,205

Notes:

- *Above Tariff Rates are excluding of all applicable taxes, if any.*
- *Tariff determined shall be the maximum Tariff to be charged No other charge is to be levied over and above the approved Tariff Rates.*
- *For payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and the rate as on the 15th of the month will be applicable for the second fortnight.*