

फा. सं. ऐरा/20010/एमवाईटीपी/ग्लोबल- फ्लाइट/जीएच/रायपुर/सीपी-III/2021-26

F.N. AERA/20010/MYTP/Global-Flight/GH/Raipur/CP-III/2021-26

आदेश संख्या 15/2023-24

Order No. 15/2023-24



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भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण
Airports Economic Regulatory Authority of India

ग्लोबल फ्लाइट हैंडलिंग सर्विसेज (रायपुर) प्राइवेट लिमिटेड (जी.एफ.एच.एस.आर.पी.एल) के संबंध में स्वामी विवेकानंद हवाईअड्डा, रायपुर में प्रथम नियंत्रण अवधि (वित्त वर्ष 2023-24 से वित्त वर्ष 2027-28) के लिए ग्राउंड हैंडलिंग सेवाओं के लिए टैरिफ निर्धारित करने के मामले में।

IN THE MATTER OF
DETERMINATION OF TARIFF FOR GROUND HANDLING SERVICES FOR
GLOBAL FLIGHT HANDLING SERVICES (RAIPUR) PRIVATE LIMITED (GFHSRPL)
AT SWAMI VIVEKANANDA AIRPORT, RAIPUR FOR THE FIRST CONTROL PERIOD
(FY 2023-24 TO FY 2027-28)

जारी करने की तारीख : 05.09.2023

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List of Abbreviations:

AERA / Authority	Airports Economic Regulatory Authority of India
GFHSPL	Global Flight Handling Services Private Limited
GFHSRPL	Global Flight Handling Services (Raipur) Private Limited
ATM	Air Traffic Movement
ATP	Annual Tariff Proposal
CAPEX	Capital Expenditure
COD	Commercial Operations Date
CGF	Cargo Facility, Ground Handling & Supply of Fuel to the Aircrafts
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
SPV	Special Purpose Vehicle
Y-o-Y	Year on Year

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CHAPTER 1: INTRODUCTION

- 1.1 Global Flight Handling Services Private Limited (GFHSPL) was awarded Concession to provide Ground Handling Services at Swami Vivekananda Airport, Raipur by the Airport Operator i.e. Airports Authority of India (AAI), vide Letter of Award (LOA) dated 11.09.2021.
- 1.2 As per the LOA, a Special Purpose Vehicle was required to be formed by the GFHSPL within 30 days from the date of issue of LOA, for entering into the concession agreement with AAI and implementation of Concession to provide ground handling services at Raipur airport. In this regard, M/s Global Flight Handling Services (Raipur) Private Limited (GFHSRPL) was incorporated under the Indian Companies Act, 2013 on 20.10.2021 and same has been considered as “Special Purpose Vehicle (SPV)” in terms of LOA dated 11.09.2021.
- 1.3 The Airport Operator (AAI) and the Special Purpose Vehicle i.e. GFHSRPL entered into Concession Agreement on 15th July, 2022, for a provision of ground handling services at Swami Vivekananda Airport, Raipur for a period of 10 years from “COD”. The Concession term is further extendable for a period of one year at sole discretion of AAI.
- 1.4 The shareholding structure of the GFHSRPL is tabulated as below:

Table-1: Shareholding Structure of GFHSRPL:

Name of Shareholder	No. of Equity Shares	Equity Holding (%)
M/s Global Flight Handling Services Private Limited	74,000	74
M/s Bags Ground Services Co. Limited	26,000	26
Total	1,00,000	100

- 1.5 Bureau of Civil Aviation Security (BCAS) has granted the security clearance to GFHSRPL, vide letter no. 15/230/2021-RAIPUR-BCAS (E-210305) dated 30.06.2022, valid for a period of five years from the date of issue of security clearance.
- 1.6 The Authority, vide Order No. 21/2022-23 dated 31.08.2022, approved the Ad-hoc Tariff for M/s Global Flight Handling Services (Raipur) Private Limited, based on the then prevailing tariff approved by the Authority for the other Ground Handling Service Provider at the Biju Patnaik International Airport, Bhubaneshwar namely, AI Airport Services Limited. The Ad-hoc Tariff to the ISP was initially approved for the period from 01.09.2022 to 31.03.2023.
- 1.7 The Authority, vide order No. 42/2022-23 dated 23.03.2023, further extended the ad-hoc tariff applicable as on 31.03.2023 up to 30.09.2023, or, till the determination of regular Tariff for the ISP, whichever is earlier.
- 1.8 GFHSRPL submitted its Multi-Year Tariff Proposal (‘MYTP’) for the First Control Period (FY 2023-24 to FY 2025-26) to the Authority on 31.03.2023, for the determination of Tariff in respect of the Ground Handling Services being provided by the ISP at Swami Vivekananda Airport, Raipur.

The Authority, after initial scrutiny of the MYTP/ATP submission of GFHSRPL observed some shortcomings/information gaps in the ISP's proposal. The matter was discussed & clarifications were sought from ISP, from time to time. Subsequently, in light of AERA's observations/queries, GFHSRPL submitted the revised MYTP on 22.06.2023, considering the First Control Period from FY 2023-24 to FY 2027-28.

1.9 The Authority, carefully examined the MYTP for the First Control Period submitted by GFHSRPL in respect of the Ground Handling Services and issued Consultation Paper (CP) No. 05/2023-24 dated 11.07.2023, 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: 02nd August, 2023*
- *Date for submission of counter comments by ISP: 11th August, 2023*

1.10 The Authority received comments from the stakeholder namely, M/s SpiceJet Ltd. on the various proposals of the Authority contained in Consultation Paper No. 05/2023-24 and the same were uploaded on the AERA's website vide Public Notice No. 06/2023-24 dated 03.08.2023.

1.11 The Authority, in response to Public Notice No. 06/2023-24 dated 03.08.2023, received counter comments from M/s GFHSRPL on 11.08.2023.

1.12 The Authority, after considering the comments of the Stakeholder on the CP No. 05/2023-24 dated 11.07.2023, received within the stipulated timeframe for consultation process, and taking into account the relevant aspects of the case, has finalized this Tariff Order.

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CHAPTER 2: PRINCIPLES FOR DETERMINATION OF TARIFF FOR THE AERONAUTICAL SERVICES

- 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 ("the Guidelines"), vide Direction No. 04/2010-11 issued on 10.01.2011.
- 2.2 In accordance with the above mentioned AERA Guidelines (clause 4.4), the following procedure is adopted for the determination of the Materiality Index of the Regulated Service:

MATERIALITY ASSESSMENT:

$$2.3 \text{ Materiality Index (MI)}_G = \frac{\text{Int. Aircraft Movements at Raipur Airport}}{\text{Total Intl. Aircraft Movements at Major Airports}} \times 100$$

The Materiality Index for Raipur Airport = 00/420772

= 0.00%

The percentage share of Raipur Airport for FY 2019-20 in respect of International Aircraft Movements is 'Nil' as there are no international aircraft movements at Raipur Airport. Hence, the Regulated Service is deemed as '**Not Material**' for the First Control Period.

- 2.4 As per the information furnished by GFHSRPL in Form F1 (b) on competition Assessment, M/s AI Airport Services Limited (AIASL) is the other service provider rendering similar services at Swami Vivekananda Airport, Raipur.
- 2.5 Therefore, as per Clause 3.2 (i) of the Guidelines, wherever the Regulated Service is deemed as '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.
- 2.6 As per clause 11.2 of the AERA (CGF) Guidelines 2011, 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:
- Form B and Form 14 (b) (Proposed Tariff Card);
 - Evidence of Consultation with Stakeholders;
 - 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.
- 2.7 Subsequent to issuance of CP, GFHSRPL conducted the Stakeholders' Consultation Meeting on 19.08.2023 and has submitted the Minutes of Meeting (MoM) to AERA, vide email dated 25.08.2023. As per the MoM, the representative from M/s SpiceJet Ltd. participated in the consultation meeting.

The Authority from the minutes of meeting notes that the GFHSRPL during the meeting discussed the key points of the CP issued by the AERA in respect of the ISP, including tariff

increase proposed for ground handling services at Raipur airport. ISP also discussed its proposal to include few more services, including the services relating to 'Aircraft Marshalling', 'Passenger Manifest' etc., in the schedule of 'Item-wise Charges' for ground handling services.

The Authority notes that the stakeholder hasn't raised any concern relating to the proposed tariff, including 'item-wise charges', for various ground handling services at Raipur Airport.

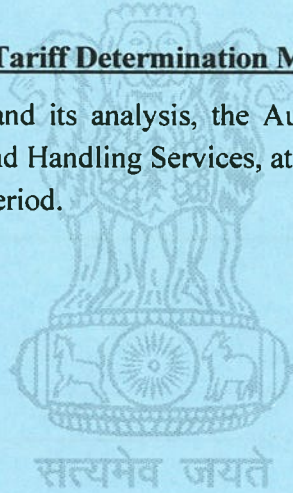
- 2.8 The Authority observes that GFHSRPL has not submitted the Audited Financial Statement for FY 2022-23, as the audit of FY 2022-23 is yet to be completed, as per the ISP.

Stakeholders' Comments

- 2.9 During the stakeholder consultation process, the Authority received no comments/ views from the stakeholders regarding the tariff determination methodology for the ISP.

2.10 **Authority's Decision regarding Tariff Determination Methodology for the GFHSRPL:**

Based on the material before it and its analysis, the Authority decides to determine Tariff for GFHSRPL, in respect of its Ground Handling Services, at Raipur Airport, under the '**Light Touch Approach**' for the First Control Period.



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CHAPTER 3: AIRCRAFT TRAFFIC (FLIGHTS TO BE HANDLED)

GFHSRPL submission on Projected Aircraft Traffic (Flights to be Handled by the ISP) during the First Control Period

3.1 Actual Aircraft Traffic (Nos. of landings) handled at the Raipur Airport, from FY 2019-20 to FY 2022-23 is given below:

Table 2: Actual Aircraft Traffic handled at Raipur Airport during FY 2019-20 to FY 2022-23

Year	Total number of Landings at Raipur Airport			Y-o-Y % increase		
	Domestic	International	Total	Domestic	International	Total
2019-20	8,639	-	8,639	-	-	-
2020-21	5,318	-	5,318	-38%	-	-38%
2021-22	7,554	-	7,554	42%	-	42%
2022-23	10,318	-	10,318	37%	-	37%

3.2 Projected Aircraft Traffic (Flights to be handled by ISP) for the First Control Period (FY 2023-24 to FY 2027-28) submitted by GFHSRPL is given below in Table 3.

Table 3: Projected Aircraft Traffic (Flights to be handled by ISP) submitted by GFHSRPL for the First Control Period (FY 2023-24 to FY 2027-28).

Year	Flights to be handled 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	241*	-	241*	-	-	-
2023-24	580	-	580	17%**	-	17%
2024-25	609	-	609	5%	-	5%
2025-26	639	-	639	5%	-	5%
2026-27	671	-	671	5%	-	5%
2027-28	704	-	704	5%	-	5%
Total#	3,203	-	3,203			

* For the period 6th Oct 2022 to 31st March, 2023.

** Y-o-Y increase computed considering the flights handled by the ISP on annualized basis for FY 2022-23, as the service provider commenced its commercial operation on 6th Oct, 2022.

Total for the First Control Period.

Authority's Examination and Analysis at Consultation stage:

3.3 The Authority noted that GFHSRPL is a new entrant at Raipur airport and commenced its commercial operations at Raipur airport on 6th October, 2022. The Authority observed from the above Table 2 & 3 that the GFHSRPL has a market share around 5% (computed on annualized aircraft traffic handled by ISP) in FY 2022-23 at Raipur Airport.

- 3.4 The Authority also noted that GFHSRPL projected 17% growth in Air craft traffic (flights to be handled by the ISP) during FY 2023-24 over the annualized traffic of FY 2022-23.
- 3.5 The Authority further observed that for FY 2024-25 onward, GFHSRPL projected the nominal Y-o-Y growth rate of 5% per annum in the aircraft traffic proposed to be handled by the ISP.
- 3.6 The Authority, from the clarification submitted by the ISP, noted that GFHSRPL does not have any scheduled flights business as of now as all scheduled flights are currently being operated by Indigo and Air India/Alliance Air and same are being handled either by the airlines on the self-handling basis or by the AIASL.
- 3.7 The Authority observed that at present, there is no international aircraft traffic at Raipur Airport and GFHSRPL don't expect any international flight movement during the First Control period.
- 3.8 As per the statistics available at AAI website, the total Aircraft Traffic at Raipur Airport during FY 2022-23 surpassed the actual Aircraft Traffic handled in the pre-covid period (FY 2019-20).
- 3.9 The Authority, considering that the aircraft traffic at Raipur Airport has recovered from the Covid pandemic and taking into account market competition among the two service providers at Raipur Airport, noted that aircraft traffic projected by the ISP for the First Control Period seems to be reasonable. Accordingly, Authority proposed to adopt Aircraft Traffic Volume submitted by GFHSRPL for the First Control Period as per Table 3 above.

Stakeholders' Comments

- 3.10 During the stakeholder consultation process, the Authority received no comments/ views from the stakeholders in respect of the projected Aircraft Traffic Volumes for the First Control Period.
- 3.11 **Authority's Decision regarding the Projected Aircraft Traffic (Flights to be handled by the ISP) during the First Control Period:**

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 3.

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CHAPTER 4: CAPITAL EXPENDITURE

GFHSRPL Submission on Capital Expenditure for the First Control

- 4.1 GFHSRPL projected a total Capital Expenditure (CAPEX) of ₹24.70 lakhs for the First Control Period (FY 2023-24 to FY 2027-28). The year-wise & asset-wise Capital Expenditure projected by GFHSRPL is given below:

Table 4: Projected Capital Expenditure submitted by GFHSRPL for the First Control Period.

(₹ in lakhs)

Particulars	2023-24	2024-25	2025-26	2026-27	2027-28	Total
Plant & Machinery	5.20	-	-	-	-	5.20
Furniture and Fittings	4.00	-	-	-	-	4.00
Office Equipment	0.70	-	-	-	-	0.70
Computer Equipment	4.75	-	-	-	-	4.75
Motor Vehicles	10.05	-	-	-	-	10.05
Total	24.70	-	-	-	-	24.70

- 4.2 The ISP provided detailed bifurcation of the CAPEX for the First Control Period as under:

Sl. No.	Particulars	Quantity	Rate	Cost (₹ in lakhs)
1.	Plant & Machinery			
1.a	Chocks (12), Marshalling torches (10 pairs), Head set (2), By Pass pin for A320/B737 (2), Safety cones (12), Vacuum cleaners (3), Firex (2)	1	5.20	5.20
2.	Furniture and Fittings			
2.b	Office New Cabins Set Up / Modification	2	2.00	4.00
3	Office Equipment			
3.a	Mobile Phone	5	0.10	0.50
3.b	LaserJet Black & White Printer	1	0.20	0.20
4	Computer Equipment			
4.a	Laptop	5	0.55	2.75
4.b	Desktop	5	0.40	2.00
5.	Motor Vehicles			
5.a	Vehicle	1	10.05	10.05
	Total			24.70

Authority's Examination and Analysis at CP Stage:

- 4.3 The Authority noted that GFHSRPL had started its operations at Raipur Airport w.e.f. 06.10.2022 and projected a CAPEX of ₹ 24.70 lakhs for the First Control Period starting from FY 2023-24 to FY 2027-28. GFHSRPL, being a new entrant at Raipur Airport, the Authority expected a significant CAPEX requirement on procurement of Ground Handling Equipment and allied infrastructure etc. from the new entrant, particularly during the initial years of the Control Period, for the smooth commencement of operations and to provide good quality services to the Users.

In this context, the Authority sought clarification from the ISP regarding procurement of ground handling equipment and related Costs. In response thereto, GFHSRPL vide email dated 30.06.2023 stated that they had taken the requisite equipment through Lease Arrangements, from M/s Updater Services limited, instead of outright purchase of the same.

On the requisition of the Authority, GFHSRPL vide email dated 30.06.2023 submitted a list of Ground Handling Equipment & Other Assets taken on rental basis as under:

Sl. No.	Equipment Description	Quantity in nos.
1	Baggage Freight Loader	1
2	Baggage Tractor	4
3	E Tug Charger	2
4	Ground Power Unit	1
5	MG Bus	1
6	Push Back Tractor	1
7	Step Ladder	1
8	Toilet Cart	3
9	Tow Bar	4
10	Water Cart	3

- 4.4 The Authority also sought clarification regarding the nature of proposed vehicle costing Rs. 10.05 lakhs. In response, ISP vide email dated 04.07.2023, submitted that the vehicle is to be used for the commuting/movement of Staff to the ramp area.
- 4.5 Considering that the GFHSRPL is a new entrant at Raipur Airport and proposed modest CAPEX for the Raipur Airport during the current control period, the Authority proposed to consider CAPEX for the First Control Period as submitted by the ISP, as per Table 4.

Stakeholders' Comments

- 4.6 During the stakeholders' consultation process, the Authority received no comments/ views from any stakeholder in respect of the Capital Expenditure (CAPEX) proposed by the ISP for the First Control Period.

Authority's Decision regarding CAPEX for the First Control Period

- 4.7 Based on the material before it and its analysis, the Authority decides to consider the CAPEX for the First Control Period in respect of the ISP as per Table 4.

CHAPTER 5: OPERATING EXPENDITURE AND PROFITABILITY

GFHSRPL Submission on Operating Expenditure for the First Control Period

5.1 As provided in Clause 9.4 of the Guidelines mentioned in Direction No. 04/2010-11, the Operation and Maintenance (O&M) Expenditure shall include all expenditures incurred by the Service Provider(s) including expenditure incurred on security operating costs, other mandated operating costs and statutory operating costs.

5.2 Operation and Maintenance Expenditures of GFHSRPL for its ground handling operations at Raipur airport 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 5: Revenue, Operating Expenditure and Profitability projected by GFHSRPL for the First Control Period.

(₹ in lakhs)

Particulars	FY 2022-23	FY 2022-23 (Annualized)*	First Control Period					TOTAL
			FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28	
Revenue from Regulated Services (A)	61.36	122.73	128.56	141.71	156.11	172.16	189.72	788.26
Operating Expenditure								
i. Payroll Costs	7.47	14.94	16.44	18.08	19.89	21.88	24.07	100.35
ii. Administrative and General Expenditure	42.40	84.79	94.00	100.76	108.00	115.77	124.11	542.65
iii. Concession Fees	22.50	45.00	40.50	32.40	25.92	24.60	27.12	150.54
iv. Repairs & Maintenance Expenses	0.72	1.44	1.53	1.64	1.75	1.87	2.00	8.79
v. Utilities & Outsourcing Costs	0.53	1.05	4.86	5.22	5.61	6.03	6.49	28.21
Total OPEX (i+ii+iii+iv+v) = (B)	73.62	147.23	157.33	158.10	161.18	170.16	183.79	830.55
Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) (A-B)	-12.25	-24.50	-28.77	-16.39	-5.06	2.00	5.93	-42.29
Depreciation and Amortization	0.04	0.08	3.60	3.65	3.65	3.65	3.65	18.21
Interest and Finance Charges	-	-	5.22	4.95	3.70	3.70	3.70	21.27

Particulars	FY 2022-23	FY 2022-23 (Annualized)*	First Control Period					TOTAL
			FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28	
Profit Before Tax (PBT)	-12.29	-24.58	-37.59	-24.99	-12.41	-5.35	-1.42	-81.77
Provision for Tax	-	-	-	-	-	-	-	-
Profit After Tax (PAT)	-12.29	-24.58	-37.59	-24.99	-12.41	-5.35	-1.42	-81.77

*Considered double of FY 2022-23.

Authority's Examination and Analysis 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 & OPEX considered by the ISP as per Table 6 below:

Table 6: Year on Year Percentage (%) increase in the Revenue and Operation & Maintenance Expenditure during the First Control Period.

Particulars	FY 2023-24*	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
Revenue	5%	10%	10%	10%	10%
Payroll Expenses	10%	10%	10%	10%	10%
Administrative and General Expenses	11%	7%	7%	7%	7%
Concession Fees	-10%	-20%	-20%	-5%	10%
Repairs and Maintenance Expenses	6%	7%	7%	7%	7%
Utilities and Outsourcing Expenses	361%	7%	8%	7%	8%

*Over the annualized figure of the FY 2022-23

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

- a) **Payroll Expenses:** The Authority noted that the ISP projected 10% Y-o-Y increase in the payroll expenses from FY 2023-24 onward. In this context, the Authority sought clarification from the ISP and in response thereto, GFHSRPL, vide email dated 22.06.2023 stated that the manpower recruitment was in progress as company envisaged more mix of scheduled flights vis-a-vis non-scheduled flights, thus more staffs projected for scheduled maintenance and continuity perspective. Further, 10% Y-o-Y increase in payroll expenses also considers the annual increments and inflation cost as well.

Considering the periodic increase in minimum wages & annual salary increments and related increase in statutory component like EPF etc., including the impact of additional manpower requirement to meet the projected growth in aircraft traffic, the Y-o-Y increase projected by the ISP in Payroll expenses for the First Control Period seems reasonable.

- b) **Administrative & General Expenses:** The Authority noted that the Y-o-Y increase considered by GFHSRPL in the Administrative and General Expenses for the Control Period is 7%, except for FY 2023-24, where percentage (%) increase is slightly higher i.e. 11%. The Authority's examination in this regard is given as under:

b.1 Equipment Hire Expenses: The Authority noted that as GFHSRPL has hired most of the equipment pertaining to its ground handling services on lease. Accordingly, Equipment Hire Expenses is one of the major components of Administrative & General Expenses (which almost accounts for 77% of total Admin. & General Expenses). The Authority further noted that as per the Equipment User Agreement entered between GFHSRPL and M/s Updater Services Limited commencing from 1st April 2022, GFHSRPL is required to pay the services charges @ Rs. 5.58 lakhs per month. The Authority further noted that 7%-8% Y-o-Y increase in the equipment hire expenses was projected by the ISP to meet inflation cost from FY 2023-24 onwards.

b.2 Lease/ Space Rent: The Authority noted that the lease/rent is also one of the components of Administrative & General expenses (which almost accounts for 2% of total Admin. & General Expenses)

The Authority noted from the clause no. 7.2 of concession agreement with the Airport Operator (AAI) that ISP is required to pay Space & Land Rent to the Airport Operator. The relevant extract is reproduced below:

"Concessionaire shall execute a separate space and Land Agreement, substantially as per the format provided in Schedule VIII, for the space and land provided to the concessionaire at the Airport."

The Authority, further noted from the Schedule VIII of the Concession Agreement that the Space/ Land Rent to be escalated @ 7.5% Y-o-Y basis.

The Authority, in view of the increase in projected aircraft traffic, the impact of general inflation and taking into account impact of increase in Land/Space rent as per concession agreement, considered the Y-o-Y increase projected in the Administrative and General Expenses for the First Control Period seemed as reasonable.

c) **Concession Fees:** The Authority noted from the clause 7.1.1 of concession agreement executed between AAI and GFHSRPL, Revenue Share payable to the Airport Operator (AAI) to be calculated as under:

- i) 5% of the Actual Gross Revenue from the scheduled Domestic Passenger Flights.
- ii) 15% of the Actual Gross Revenue from users other than "scheduled Domestic Passenger Flights and RCS flights".
- iii) 0% for RCS flights.

The Authority further noted from the clause 7.1.2 of above said agreement, that every year the ISP shall pay 'premium', which is the maximum of "Minimum Annual Guarantee" (MAG) or the Revenue Share as calculated as per clause 7.1.1 of the concession agreement. From the second year onward, MAG for Concessionaire will be @ 80% of the previous year's Premium.

The ISP, vide email dated 22.06.2023 submitted that the concession fees for first year as per Letter of Award was ₹ 45 Lakhs and second year onward the same would be @ 80% of previous year amount. Since, COD is October 06, 2022, thus for FY 2023-24, first six months the MAG is 100% and for balance 6 months the MAG is 80%; effectively MAG for FY 2023-24 would be 90% of FY 2022-23. Further, next year (FY 2024-25) onward, the MAG is 80% of previous year. However, in FY 2026-27 and FY 2027-28, the MAG is 95% and 110% of previous year, due to increase in revenue through the mix of non-scheduled flights on which the Concession fees is to be paid at higher rate.

Considering clause 7.1.2 of the concession agreement and clarification given by ISP, the Authority proposed to consider the concession fee as projected by ISP for the First Control Period.

- d) **Repairs and Maintenance Expenses:** The Authority observed that the Y-o-Y increase proposed by GFHSRPL in the Repair and Maintenance Expenses for the Control period is 7% p.a. for the First Control period, except for FY 2023-24, where percentage (%) increase considered is 6%. Taking into account the impact of annual general inflation, including annual increase in labour component of Repair & Maintenance Expenses, the Authority considered the Y-o-Y increase in Repair and Maintenance Expenses for the First Control Period projected by ISP as reasonable.
- e) **Utilities and Outsourcing Expenses:** The Authority observed that the Y-o-Y increase proposed by GFHSRPL in the Utilities and Outsourcing Expenses for the Control Period was in the range of 7% to 8%, except for FY 2023-24 (first tariff year), where percentage (%) increase is appearing very high i.e. 361%. The Authority observed that the abnormal percentage increase in FY 2023-24 w.r.t. utility and outsourcing expenses is due to low base (in absolute value terms) in the FY 2022-23. In addition, projection for the FY 2023-24 w.r.t. Utility and Outsourcing expenses had been done considering future traffic to be handled by the ISP.

The Authority sought the clarifications on Y-o-Y increase considered by the ISP in Utility & Outsourcing Expenses for FY 2023-24 and in response thereto, the ISP vide email dated 22.06.2023 informed that in FY 2022-23, only non-scheduled flights were handled as a result no fuel expenses were incurred; however, in FY 2023-24 handling of scheduled flights also been forecasted. ISP further submitted that the 7% to 8% Y-o-Y increase has been projected to cover the inflation cost and increased consumption, as the utility and outsourcing expenses are directly linked with number of flights projected to be handled.

In view of the projected increase in the aircraft traffic, the impact of general inflation and considering the clarifications furnished by the ISP, the Authority considered the Y-o-Y increase in Utility & Outsourcing Expenses projected by the ISP for the Control Period seemingly reasonable.

- 5.5 The Authority also noted that as per the projected profitability statement for the First Control Period (Table no. 5), GFHSRPL is likely to suffer losses throughout the First Control Period. The Authority sought clarification regarding the feasibility of business in such scenario. In response thereto, ISP submitted that GFHSRPL does not seem to have break even at Raipur airport in near future as in domestic sector, scheduled flights are being handled on self-basis and GFHSRPL is mainly dependent on non-scheduled flights as on date. ISP further stated that as the concession agreement is for the period of 10 years, they expect to achieve breakeven after 2027-2028.
- 5.6 Considering the fact that ISP had projected the losses for the entire First Control Period, the Authority expects that GFHSRPL should adopt aggressive cost control measures to bring in more efficiency in its working for optimizing the operational and maintenance expenses. The ISP should also endeavor to increase its market share to have economy of scale in its operations to improve profitability.

Stakeholders' Comments

- 5.7 During the stakeholder consultation process, the Authority received no comments/ views from stakeholders in respect of Operating Expenditure (OPEX) for the First Control Period.



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

- 5.8 Based on the available material and its analysis, the Authority decides to consider the OPEX for the First Control Period as per Table 5.



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CHAPTER 6: ANNUAL TARIFF PROPOSAL

GFHSRPL Submissions on Annual Tariff Proposal for the First Control Period

- 6.1 GFHSRPL submitted a Tariff proposal for Ground Handling Services in respect of Scheduled Flights at Swami Vivekananda Airport, Raipur for the First Control Period (FY 2023-24 to FY 2027-28) as per Table given below:

Table 7: Proposed Tariff Rates for Schedule Flights submitted by GFHSRPL for the First Control Period

(Rates in ₹)

	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Pax	Ramp	Full services	Pax	Ramp	Full services	Pax	Ramp	Full service	Pax	Ramp	Full service	Pax	Ramp	Full service
Domestic Passenger Flight															
Code B	5,400	12,600	18,000	5,778	13,482	19,260	6,182	14,426	20,608	6,615	15,436	22,051	7,078	16,517	23,595
Code C	8,400	19,600	28,000	8,988	20,972	29,960	9,617	22,440	32,057	10,290	24,011	34,301	11,010	25,692	36,702
Code D	19,800	46,200	66,000	21,186	49,434	70,620	22,669	52,894	75,563	24,256	56,597	80,852	25,954	60,559	86,512
International Passenger Flight															
Code C	38,100	88,900	1,27,000	40,767	95,123	1,35,890	43,621	1,01,782	1,45,402	46,674	1,08,907	1,55,580	49,941	1,16,530	1,66,471
Code D	71,100	1,65,900	2,37,000	76,077	1,77,513	2,53,590	81,402	1,89,939	2,71,341	87,100	2,03,235	2,90,335	93,197	2,17,461	3,10,658
Code E	81,000	1,89,000	2,70,000	86,670	2,02,230	2,88,900	92,737	2,16,386	3,09,123	99,229	2,31,533	3,30,762	1,06,175	2,47,740	3,53,915
Domestic Cargo Flight															
Code C	N/A	N/A	64,800	N/A	N/A	69,336	N/A	N/A	74,190	N/A	N/A	79,383	N/A	N/A	84,940
Code D	N/A	N/A	1,14,300	N/A	N/A	1,22,301	N/A	N/A	1,30,862	N/A	N/A	1,40,022	N/A	N/A	1,49,824
International Cargo Flight															
Code C	N/A	N/A	1,37,500	N/A	N/A	1,47,125	N/A	N/A	1,57,424	N/A	N/A	1,68,444	N/A	N/A	1,80,235
Code D	N/A	N/A	1,92,500	N/A	N/A	2,05,975	N/A	N/A	2,20,393	N/A	N/A	2,35,821	N/A	N/A	2,52,328

Note: 1. Any flight where either its arrival or departure are international, will also be considered as an International Flight for the purposes of applying above rates.

2. The above rates are for basic Handling Services. As per requirement, airlines/users ask for additional services. The rates for such additional services are given in Annexure-III.

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

- 6.2 GFHSRPL proposed the following % increase in the Tariff for Scheduled Flights at Raipur Airport as stated in the table below:

Table 8: Statement of Y-o-Y Percentage (%) Change in Different Category of Scheduled Flights for the First Control Period.

	FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Ramp	Pax	Full Services	Ramp	Pax	Full Services	Ramp	Pax	Full Services	Ramp	Pax	Full Services
Domestic Passenger Flight												
Code B	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Code C	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Code D	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
International Passenger Flight												
Code C	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Code D	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Code E	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Domestic Cargo Flight												
Code C	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%

Code D	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%
International Cargo Flight												
Code C	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%
Code D	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%

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

Table 9: Proposed Tariff Rates for Non-Scheduled Flights and General Aviation Operations submitted by GFHSRPL for the First Control Period.

(Rates in ₹)

	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
Maximum Take Off Weight (MTOW)	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.
0-5000	23,500	45,000	25,145	48,150	26,905	51,521	28,788	55,127	30,803	58,986
5001-10000	30,000	82,500	32,100	88,275	34,347	94,454	36,751	1,01,066	39,324	1,08,141
10001- 20000	36,500	1,31,250	39,055	1,40,438	41,789	1,50,269	44,714	1,60,788	47,844	1,72,043
20001- 35000	61,500	1,50,000	65,805	1,60,500	70,411	1,71,735	75,340	1,83,756	80,614	1,96,619
35001- 40000	63,000	1,68,750	67,410	1,80,563	72,129	1,93,202	77,178	2,06,726	82,580	2,21,197
40001- 50000	63,000	1,87,500	67,410	2,00,625	72,129	2,14,669	77,178	2,29,696	82,580	2,45,775
50001- 100000	85,000	2,43,750	90,950	2,60,813	97,317	2,79,070	1,04,129	2,98,605	1,11,418	3,19,507
100001 – 200000	2,25,335	4,61,250	2,41,108	4,93,538	2,57,986	5,28,086	2,76,045	5,65,052	2,95,368	6,04,606
200001 - 300000	5,15,052	5,43,750	5,51,106	5,81,813	5,89,683	6,22,540	6,30,961	6,66,118	6,75,128	7,12,746
300001 and above	6,18,062	6,56,250	6,61,326	7,02,188	7,07,619	7,51,341	7,57,152	8,03,935	8,10,153	8,60,210

Note: 1. The above rates are for basic Handling Services. As per requirement, airlines/users ask for additional services. The rates for which are given in Annexure-III.

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

Authority's Examination and Analysis at CP Stage:

6.4 The Authority noted that in the case of Scheduled Flights (Domestic & International), the ISP had proposed 7% Y-o-Y increase in Tariff Rates from FY 2024-25 onward (Table 8).

6.5 The Authority also noted that GFHSRPL had proposed a separate Tariff Rate card for Non-Scheduled Flights, considering an increase of 7% Y-o-Y from FY 2024-25 onward (Table 9).

6.6 The Authority, taking into consideration of Aircraft Traffic projected by the ISP for the Control Period & projected increase in Operating Expenditure, due to factors like increase in number of manpower, annual increase in salaries & wages, general inflation etc., is of the view that ISP required adequate revenues to cover up the increase in the Operating Costs and to get reasonable returns on its investments. The Authority, further noted that even with the proposed 7% increase in Tariff Rates from FY 2024-25 onward, ISP projected to suffer losses throughout the First Control Period.

In view of the above, the Authority considered that 7% increase in Tariff Rates proposed by the ISP on Y-o-Y basis from FY 2024-25 onward as reasonable.

6.7 The Authority observed that the GFHSRPL proposed the same tariff rates for the First Control Period in respect of the Raipur Airport, as was proposed by the Global Flight Handling Services Patna Private Limited (GFHSPPL) at Patna Airport.

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 decides to consider the separate Tariff in case of International “Non-Scheduled & General Aviation Operations” only, as per **Annexure-II**.

- 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 prevailing as on the 15th of the month will be applicable to the second fortnight.
- 6.10 Further, GFHSRPL should ensure compliance towards Standardization of Ground Handling Equipment at Swami Vivekananda Airport, Raipur, 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 on the Tariff proposed by the ISP

M/s SpiceJet Limited Comments on Tariff Rates for the First Control Period:

- 6.11 *“While we appreciate the proposals of AERA for the Tariff Rates for GFHSRPL as indicated in Annexure I, II & III of the Consultation Paper, it appears that the basis of the same at Raipur has not been mentioned in the Consultation Paper. May we kindly request that the approved Tariff Rates for GFHSRPL do not exceed the rates as approved by the Authority for M/s AI Airport Services Limited (ALASL) for similar services being rendered by them at Raipur for the relevant periods.”*

GFHSRPL’s response to SpiceJet’s Comments:

- 6.12 M/s GFHSRPL in its response to M/s SpiceJet’s comments stated that:

“Our Tariff will be more or less equal or with an increase of 2% to 5% with respect to the ALASL tariff at Patna because we have awarded MAG based tender. We need to maintain parity with Tariff but certainly not the same tariff.”

Authority’s Analysis on the Stakeholders’ Comments regarding Proposed Tariff:

- 6.13 As regard to SpiceJet’s comments regarding the basis for the proposed tariffs in respect the ISP, it is mentioned that the tariff increase for the service provider was proposed after the due diligence, entailing review & analysis of MYTP submission of the ISP, including assessment of pertinent regulatory building blocks, such as, projected CAPEX, OPEX, Traffic Volume and projected Profitability etc.

In the instant case, it is observed that even at the proposed tariff, the ISP is not expected to recover even its Operating Costs; hence, the tariff increase for the service provider, as was proposed at CP stage, has been considered for the service provider.

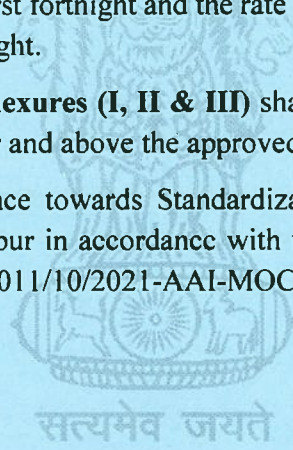
- 6.14 As regard to Item-wise Charges for Ground Handling Services, the Authority notes that subsequent to issuance of CP, GFHSRPL conducted the Stakeholders’ Consultation Meeting on 19.08.2023. ISP, in the consultation meeting, inter-alia, discussed matter connected with ground handling operations and proposed Item-wise Charges for few more services, in addition to Item-wise Charges for ground handling services proposed at CP Stage. Accordingly, GFHSRPL vide email dated 28.08.2023 submitted Item-wise Charges for additional services, including services pertaining to ‘aircraft marshalling’, ‘passenger manifest’ etc.

The Authority notes that the Item-wise Charges give option to airlines, particularly the Non-Scheduled Operator Permit (NSOP) Holders, to choose the specific services as per their operational requirement. Hence, the Authority decides to consider the inclusion of the Item-wise Charges for Additional Services in the Tariff Rate Card in respect of the ISP (Annexure III).

Authority's Decisions regarding Tariff for the Ground Handling Services in respect of the First Control Period:

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

- 6.15 To consider the Tariff Rates for Ground Handling Services provided by GFHSRPL at Raipur airport, in respect of Scheduled Flights, International "Non-Scheduled & General Aviation Flights" and Item-wise Charges for various Ground Handling Services in respect of the Scheduled & Non-Scheduled Flights, for the First Control Period as per **Annexures (I, II & III)**.
- 6.16 The Tariff for "Domestic Non-Scheduled and General Aviation Operations" shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).
- 6.17 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 prevailing as on the 15th of the month will be applicable for the second fortnight.
- 6.18 The Tariff Rates indicated in **Annexures (I, II & III)** shall be maximum Tariff to be charged. No other charge(s) is to be levied over and above the approved Tariff Rates.
- 6.19 GFHSRPL shall ensure compliance towards Standardization of Ground Handling Equipment at Swami Vivekananda Airport, Raipur in accordance with the directives issued by Ministry of Civil Aviation, vide its letter no. AV-24011/10/2021-AAI-MOCA dated 27.10.2022.



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CHAPTER 7: SUMMARY OF AUTHORITY'S DECISIONS

The below-mentioned summary provides the Authority's decisions relating to relevant chapters regarding the Tariff determination of providing Ground Handling Services at Swami Vivekananda Airport, Raipur:

Chapter	Para	Summary of Authority's Decisions	Page No.
Chapter No.2	2.10	The Authority decides to determine Tariff for GFHSRPL, in respect of its Ground Handling Services, at Raipur Airport, under the ' Light Touch Approach ' for the First Control Period.	8
Chapter No. 3	3.11	The Authority decides to consider the Aircraft Traffic (Flights to be handled by the ISP) for the First Control Period as per Table 3.	10
Chapter No. 4	4.7	The Authority decides to consider the CAPEX for the First Control Period as per Table 4.	12
Chapter No. 5	5.8	The Authority decides to consider the OPEX for the First Control Period in respect of the ISP as per Table 5.	17
Chapter No. 6	6.15	The Authority decides to consider the Tariff Rates for Ground Handling Services provided by GFHSRPL at Raipur airport, in respect of Scheduled Flights, International "Non-Scheduled & General Aviation Flights" and Item-wise Charges for various Ground Handling Services in respect of the Scheduled & Non-Scheduled Flights, for the First Control Period as per Annexures (I, II & III).	21
	6.16	The Authority decides that the Tariff for Domestic "Non-Scheduled and General Aviation Operations" shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).	
	6.17	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 the rate prevailing as on the 15 th of the month will be applicable for the second fortnight.	
	6.18	The Authority decides that 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.	
	6.19	The Authority decides that GFHSRPL shall ensure compliance towards Standardization of Ground Handling Equipment at Swami Vivekananda Airport, Raipur in accordance with the directives issued by Ministry of Civil Aviation, vide its letter no. AV-24011/10/2021-AAI-MOCA dated 27.10.2022.	



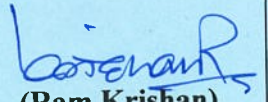
CHAPTER 8: ORDER

Upon careful consideration of the material available on record, as well as submission made by GFHSRPL, 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 Global Flight Handling Services (Raipur) Private Limited (GFHSRPL) at Swami Vivekananda Airport, Raipur, 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” 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 GFHSRPL shall maintain the separate accounts for its Ground Handling Operations at Raipur 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) The Tariff Order shall be effective from **11.09.2023**.
- (viii) The Airport Operator shall ensure the compliance of this Order.

By the Order of and in the name of the Authority

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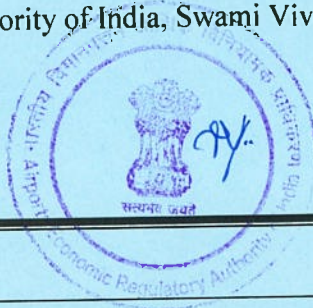

(Ram Krishan)
Director (P&S)

To

Global Flight Handling Services (Raipur) Pvt Ltd
Swami Vivekananda Airport, Ramchandi,
Atal Nagar-Nava, Raipur, Chhattisgarh, 492015

Copy for information to:

1. Secretary, Ministry of Civil Aviation, Rajiv Gandhi Bhawan, Safdarjung Airport, New Delhi.
2. Chairperson, Airports Authority of India, Rajiv Gandhi Bhawan, Safdarjung Airport, New Delhi.
3. Airport Director, Airports Authority of India, Swami Vivekananda Airport, Raipur – 492015



**TARIFF RATE CARD FOR GFHSRPL IN RESPECT OF DOMESTIC* & INTERNATIONAL
SCHEDULED FLIGHTS AT RAIPUR AIRPORT APPROVED BY AERA
FOR THE FIRST CONTROL PERIOD
(FY 2023-24 to FY 2027-28)**

Revised Tariff Rates for Ground Handling Services will be effective from 11.09.2023

(Rates in ₹)

	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Pax	Ramp	Full services	Pax	Ramp	Full services	Pax	Ramp	Full service	Pax	Ramp	Full service	Pax	Ramp	Full service
Domestic Passenger Flight															
Code B	5,400	12,600	18,000	5,778	13,482	19,260	6,182	14,426	20,608	6,615	15,436	22,051	7,078	16,517	23,595
Code C	8,400	19,600	28,000	8,988	20,972	29,960	9,617	22,440	32,057	10,290	24,011	34,301	11,010	25,692	36,702
Code D	19,800	46,200	66,000	21,186	49,434	70,620	22,669	52,894	75,563	24,256	56,597	80,852	25,954	60,559	86,512
International Passenger Flight															
Code C	38,100	88,900	1,27,000	40,767	95,123	1,35,890	43,621	1,01,782	1,45,402	46,674	1,08,907	1,55,580	49,941	1,16,530	1,66,471
Code D	71,100	1,65,900	2,37,000	76,077	1,77,513	2,53,590	81,402	1,89,939	2,71,341	87,100	2,03,235	2,90,335	93,197	2,17,461	3,10,658
Code E	81,000	1,89,000	2,70,000	86,670	2,02,230	2,88,900	92,737	2,16,386	3,09,123	99,229	2,31,533	3,30,762	1,06,175	2,47,740	3,53,915
Domestic Cargo Flight															
Code C	N/A	N/A	64,800	N/A	N/A	69,336	N/A	N/A	74,190	N/A	N/A	79,383	N/A	N/A	84,940
Code D	N/A	N/A	1,14,300	N/A	N/A	1,22,301	N/A	N/A	1,30,862	N/A	N/A	1,40,022	N/A	N/A	1,49,824
International Cargo Flight															
Code C	N/A	N/A	1,37,500	N/A	N/A	1,47,125	N/A	N/A	1,57,424	N/A	N/A	1,68,444	N/A	N/A	1,80,235
Code D	N/A	N/A	1,92,500	N/A	N/A	2,05,975	N/A	N/A	2,20,393	N/A	N/A	2,35,821	N/A	N/A	2,52,328

* Tariff for Domestic Scheduled Flights is also applicable to Domestic "Non-Scheduled Flights and General Aviation Flights".

Notes:

- Above Tariff Rates are excluding all applicable taxes.
- Tariff indicated above 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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**TARIFF RATE CARD FOR GFHSRPL IN RESPECT OF INTERNATIONAL “NON-SCHEDULED & GENERAL AVIATION” AT RAIPUR AIRPORT APPROVED BY AERA
FOR THE FIRST CONTROL PERIOD
(FY 2023-24 to FY 2027-28)**

Revised Tariff Rates for Ground Handling Services will be effective from 11.09.2023

(Rates in ₹)

A/C Category	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
MTOW					
0-5000	45,000	48,150	51,521	55,127	58,986
5001-10000	82,500	88,275	94,454	1,01,066	1,08,141
10001- 20000	1,31,250	1,40,438	1,50,269	1,60,788	1,72,043
20001- 35000	1,50,000	1,60,500	1,71,735	1,83,756	1,96,619
35001- 40000	1,68,750	1,80,563	1,93,202	2,06,726	2,21,197
40001- 50000	1,87,500	2,00,625	2,14,669	2,29,696	2,45,775
50001- 100000	2,43,750	2,60,813	2,79,070	2,98,605	3,19,507
100001 – 200000	4,61,250	4,93,538	5,28,086	5,65,052	6,04,606
200001 - 300000	5,43,750	5,81,813	6,22,540	6,66,118	7,12,746
300001 and above	6,56,250	7,02,188	7,51,341	8,03,935	8,60,210

Notes:

- Above Tariff Rates are excluding all applicable taxes.
- Tariff indicated above 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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ANNEXURE III

TARIFF RATE CARD APPROVED BY AERA FOR GFHSRPL IN RESPECT OF GROUND HANDLING SERVICES AT SWAMI VIVEKANANDA AIRPORT, RAIPUR

Item-wise Charges in respect of Domestic* & International Flights for First Control Period (FY 2023-24 to FY 2027-28)

Revised Tariff Rates for Ground Handling Services will be effective from 11.09.2023

(Rates in ₹)

S. No.	SERVICES	UNIT	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
Equipment												
1	Ambulift	Per Usage	10.903	17.233	11.666	18.439	12.483	19.730	13.357	21.111	14.292	22.589
2	Ground Power Unit (GPU) 90 KV	Per Hour	8.461	13.373	9.053	14.309	9.687	15.311	10.365	16.383	11.091	17.530
3	Ground Power Unit (GPU) 140 KV	Per Hour	10.903	17.233	11.666	18.439	12.483	19.730	13.357	21.111	14.292	22.589
4	Hook on power	Per flight	872	1,379	933	1,476	998	1,579	1,068	1,690	1,143	1,808
5	Air Conditioner unit (ACU)	Per Hour	17,270	27,298	18,479	29,209	19,773	31,254	21,157	33,442	22,638	35,783
6	Ramp to Flight Deck Communication	Per Turnround	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
7	Step Ladder (remote bay) - Narrow Body	Per Hour	5,670	8,961	6,067	9,588	6,492	10,259	6,946	10,977	7,432	11,745
8	Step Ladder (remote bay) - Wide Body	Per Hour	8,460	13,373	9,052	14,309	9,686	15,311	10,364	16,383	11,089	17,530
9	Passenger Bus	Per Trip	3,925	6,204	4,200	6,638	4,494	7,103	4,809	7,600	5,146	8,132
10	Crew Bus	Per Turnround	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
11	Conveyor belt loader	Per hour	9,090	14,371	9,726	15,377	10,407	16,453	11,135	17,605	11,914	18,837
12	Fork Lift 10 Ton	Per Hour	8,900	14,063	9,523	15,047	10,190	16,100	10,903	17,227	11,666	18,433
13	Fork Lift 5 Tons	Per Hour	6,280	9,926	6,720	10,621	7,190	11,364	7,693	12,159	8,232	13,010
14	Fork Lift 3 Tons	Per Hour	4,536	7,169	4,854	7,671	5,194	8,208	5,558	8,783	5,947	9,398
15	Air Start Unit (ASU)	Per start	13,520	21,369	14,466	22,865	15,479	24,466	16,563	26,179	17,722	28,012
16	Towbar	Per push / tow	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
17	Push Back - Narrow Body	per service	10,470	16,544	11,203	17,702	11,987	18,941	12,826	20,267	13,724	21,686
18	Tow Inter Stand - Narrow Body	Per Tow	15,265	24,127	16,334	25,816	17,477	27,623	18,700	29,557	20,009	31,626
19	Wing Walkers	Per turnaround	1,745	2,757	1,862	2,950	1,998	3,157	2,138	3,378	2,288	3,614

S. No.	SERVICES	UNIT	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
20	Toilet service	per service	6,542	10,340	7,000	11,064	7,490	11,838	8,014	12,667	8,575	13,554
21	Water service	per service	5,670	8,961	6,067	9,588	6,492	10,259	6,946	10,977	7,432	11,745
22	Aircraft Marshalling & Positioning of safety corks and chocks		3000	5000	3210	5350	3435	5725	3675	6125	3932	6554
23	Firefighting Service (while departure and arrival of aircraft)		1500	3000	1605	3210	1717	3435	1838	3675	1967	3932
24	ATC coordination service		1000	2000	1070	2140	1145	2290	1225	2450	1311	2622
25	Fuel coordination service		500	1000	535	1070	572	1145	613	1225	656	1311
26	Tug	Per Hour	3500	7000	3745	7490	4007	8014	4288	8575	4588	9175
27	Head Set Service		2500	5000	2675	5350	2862	5725	3063	6125	3277	6554
28	Baggage Trolley	Per Two Hour	1150	1725	1231	1846	1317	1975	1409	2113	1508	2261
Passenger/Terminal Side and Manpower related.												
29	Assistance in receiving/ departing pax to complete airport formalities	Per Service	1500	2500	1605	2675	1717	2862	1838	3063	1967	3277
30	Manifest preparation and baggage tags	Per service	3000	5000	3210	5350	3435	5725	3675	6125	3932	6554
31	Luxury Vehicle for VIP		5000	10000	5350	10700	5725	11449	6125	12250	6554	13108
32	Unaccompanied minor handling	per child	2,365	3,737	2,531	3,999	2,708	4,279	2,898	4,579	3,101	4,900
33	Wheel Chair WCHR OR WCHS	per service	2,355	3,722	2,520	3,983	2,696	4,262	2,885	4,560	3,087	4,879
34	WCHC	per service	2,620	4,136	2,803	4,426	2,999	4,736	3,209	5,068	3,434	5,423
35	VIPs	per passenger	3,637	5,748	3,892	6,150	4,164	6,581	4,455	7,042	4,767	7,535
36	Transit w/o visa pax	per passenger	3,637	5,748	3,892	6,150	4,164	6,581	4,455	7,042	4,767	7,535
37	Deportees	per passenger	3,637	5,748	3,892	6,150	4,164	6,581	4,455	7,042	4,767	7,535
38	Floor Walkers/Wel come staff	per personnel/ 8hrs	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	3,614
39	Manpower (White collar)	per personnel/ 8 hr.	2,617	4,136	2,800	4,426	2,996	4,736	3,206	5,068	3,430	5,423
40	Manpower (Blue collar)	per personnel/ 8 hr.	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	3,614

S. No.	SERVICES	UNIT	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
41	Excess Baggage Collection	per flight	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection
42	Val Handling	per std. sz. container	9,092	14,371	9,728	15,377	10,409	16,453	11,138	17,605	11,918	18,837
43	Ballast Bags Refill	Per refill - per Bag	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,534	1,715	2,711
44	Interior cleaning (Transit) - Narrow Body	per service	12,210	19,301	13,065	20,652	13,980	22,098	14,959	23,645	16,006	25,300
45	Interior cleaning (Transit) - ATR & like	per service	7,065	11,167	7,560	11,949	8,089	12,785	8,655	13,680	9,261	14,638
46	Deep Cleaning - Narrow Body	per service	17,445	27,574	18,666	29,504	19,973	31,569	21,371	33,779	22,867	36,144
47	Deep Cleaning - ATR & like	per service	10,030	15,855	10,732	16,965	11,483	18,153	12,287	19,424	13,147	20,784
48	Flight Deck cleaning	per service	4,360	6,893	4,665	7,376	4,992	7,892	5,341	8,444	5,715	9,035
49	Waste Disposal		1,220	1,930	1,305	2,065	1,396	2,210	1,494	2,365	1,599	2,531
50	Arrange non-scheduled Crew Hotel accommodation	per service	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,534	1,715	2,711
51	Arrange for non-scheduled Crew Transportation	per service	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,534	1,715	2,711
52	C.I.Q. assistance/ Direct crew thru airport facilities	per arr. or dep. clearance	2,617	4,136	2,800	4,426	2,996	4,736	3,206	5,068	3,430	5,423
53	Cargo Supervision services	per flight	6,530	10,321	6,987	11,043	7,476	11,816	7,999	12,643	8,559	13,528
54	Cargo Supervision services	Per flight	10,012	15,826	10,713	16,934	11,463	18,119	12,265	19,387	13,124	20,744
55	Live Animal Handling	per AVI	1,273	2,012	1,362	2,153	1,457	2,304	1,559	2,465	1,668	2,638

Dom. = Domestic; Intl. = International

* Charges indicated above for Domestic Flights is also applicable to Domestic 'Non-Scheduled & General Aviation Flights'

Notes:

- Above Tariff Rates are excluding of all applicable taxes, if any.
- Tariff indicated above 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.