



सत्यमेव जयते

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण  
Airports Economic Regulatory Authority of India

मैसर्स इंडोथाई कालीकट प्राइवेट लिमिटेड (आई.सी.पी.एल.) द्वारा  
कालीकट अंतर्राष्ट्रीय हवाईअड्डा, कोझीकोड में प्रदान की जा रही 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  
IN RESPECT OF M/s INDOTHAI CALICUT PRIVATE LIMITED (ICPL)  
AT CALICUT INTERNATIONAL AIRPORT, KOZHIKODE  
FOR THE FIRST CONTROL PERIOD  
(FY 2023-24 TO FY 2027-28)

जारी करने की तारीख : 25.01.2024  
Date of Issue: 25.01.2024

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



## TABLE OF CONTENTS

Chapter 1	: Introduction.....	5
Chapter 2	: Principles for the Determination of Tariff for the Aeronautical Services.....	8
Chapter 3	: Aircraft Traffic (Flights to be handled).....	10
Chapter 4	: Capital Expenditure (CAPEX).....	13
Chapter 5	: Revenue from Operations, Operating Expenditure and Projected Profitability.....	18
Chapter 6	: Annual Tariff Proposal.....	23
Chapter 7	: Summary of Authority's Decisions.....	28
Chapter 8	: Order.....	29
Annexure I	: Tariff Rate Card approved by AERA for M/s ICPL at Calicut International Airport, Kozhikode in respect of Domestic & International Scheduled Flights for the First Control Period (FY 2023-24 to FY 2027-28) .....	30
Annexure II	: Tariff Rate Card approved by AERA for M/s ICPL at Calicut International Airport, Kozhikode in respect of International "Non-Scheduled & General Aviation Flights" for the First Control Period (FY 2023-24 to FY 2027-28).....	31
Annexure III	: Itemised Tariff Rate Card for Ground Handling Services approved by AERA for M/s ICPL at Calicut International Airport, Kozhikode for the First Control Period (FY 2023-24 to FY 2027-28).....	32

भा.वि.आ.वि.प्रा.

AERA



## LIST OF TABLES

Table No.	Particulars	Page No.
1	Shareholding Structure of M/s ICPL, Kozhikode	5
2	Actual Aircraft Traffic handled at Calicut International Airport, Kozhikode during FY 2018-19 to FY 2022-23	10
3	Projected Aircraft Traffic (Flights to be handled by the ISP) submitted by M/s ICPL for the First Control Period (FY 2023-24 to FY 2027-28)	10
4	Projected Capital Expenditure submitted by M/s ICPL for the First Control Period	13
5	Breakup of Projected Capital Expenditure as submitted by M/s ICPL for the First Control Period	13
6	Revenue, Operating Expenditure and Profitability projected by M/s ICPL for the First Control Period	18
7	Year-on-Year Percentage (%) increase in the Revenue and Operation & Maintenance Expenditure during the First Control Period	19
8	Proposed Tariff Rates for Scheduled Flights submitted by M/s ICPL for the First Control Period	23
9	Y-o-Y Percentage (%) increase in Tariff Rates in respect of different categories of Scheduled Flights for the First Control Period	24
10	Proposed Tariff Rates for Non-Scheduled Flights submitted by M/s ICPL for the First Control Period	25

भा.वि.आ.वि.प्रा.

AERA



### List of Abbreviations:

AERA / Authority	Airports Economic Regulatory Authority of India
AIASL	AI Airport Services Limited
ATM	Air Traffic Movement
ATP	Annual Tariff Proposal
BCAS	Bureau of Civil Aviation Security
CAPEX	Capital Expenditure
COD	Commercial Operations Date
CGF	Cargo Facility, Ground Handling & Supply of Fuel to the Aircraft
EBIDTA	Earnings Before Interest, Depreciation, Tax and Amortization
GHA	Ground Handling Agencies
GHS	Ground Handling Services
INR/₹	Indian Rupees
ICPL	IndoThai Calicut Private Limited
ISP	Independent Service Provider
ITAMSPL	IndoThai Airport Management Services Private Limited
LOIA	Letter of Intent to Award
MAG	Minimum Annual Guarantee
MoM	Minutes of Meeting
MTOW	Maximum Take Off Weight
MYTP	Multi-Year Tariff Proposal
OPEX	Operating Expenditure
O&M	Operation and Maintenance
PAT	Profit After Tax
P&L	Profit & Loss
RAB	Regulatory Asset Base
SPV	Special Purpose Vehicle
Y-o-Y	Year on Year



## CHAPTER 1: INTRODUCTION

- 1.1 M/s IndoThai Airport Management Services Pvt. Ltd. (ITAMSPL) was awarded Concession to provide Ground Handling Services at Calicut International Airport, Kozhikode by the Airport Operator i.e., Airports Authority of India (AAI), vide Letter of Intent to Award (LOIA) dated 19.02.2021.
- 1.2 As per the LOIA, a Special Purpose Vehicle (SPV) was required to be formed by the M/s ITAMSPL within 30 days from the date of issuance of LOIA, for entering into concession agreement with AAI and to provide Ground Handling Services at Calicut International Airport, Kozhikode. Accordingly, SPV namely M/s IndoThai Calicut Private Limited (ICPL), was incorporated under the Indian Companies Act, 2013 on 19.03.2021.
- 1.3 The Airport Operator (AAI) and M/s ICPL (SPV) entered into a Concession Agreement on 19.07.2021, for a provision of Ground Handling Services at Calicut International Airport, Kozhikode for a period of 10 years from the 'Commercial Operations Date (COD)'. The Concession term is further extendable for a period of one year at the sole discretion of AAI.
- 1.4 The shareholding structure of the M/s IndoThai Calicut Pvt. Ltd., as informed by the ISP, is tabulated as below:

**Table-1: Shareholding Structure of M/s ICPL, Kozhikode:**

Name of Shareholder	No. of Shares	Shareholding (%)
M/s IndoThai Airport Management Services Private Limited	9,900	99%
Shyam Sunder Malani	100	1%
<b>Total</b>	<b>10,000</b>	<b>100%</b>

- 1.5 M/s IndoThai Calicut Private Limited was granted security clearance vide Bureau of Civil Aviation Security (BCAS) letter dated 12.07.2021, which is valid for a period of five years from the date of issuance of security clearance or the period of validity of contract with the Airport Operator, whichever is earlier.
- 1.6 Upon receipt of request from M/s IndoThai Airport Management Services Pvt. Ltd. vide letter dated 18.04.2022, the Authority, vide its Order No. 02/2022-23 dated 10.05.2022, allowed M/s IndoThai Calicut Pvt. Ltd. to levy and collect, on ad-hoc basis, tariff for Ground Handling Services at Calicut International Airport, Kozhikode for the period from 01.06.2022 to 30.09.2022. Subsequently, ad-hoc tariff had been extended by the Authority vide following Interim Orders:
- (i) Order No. 24/2022-23 dated 23.09.2022 – extended the ad hoc tariff up to 31.03.2023;
- (ii) Order No. 42/2022-23 dated 23.03.2023 – extended the ad hoc tariff up to 30.09.2023.



- 1.7 Subsequently, the Authority, vide Order no. 20/2023-24 dated 27.09.2023 extended the Ad-hoc Tariff (as on 30.09.2023) for further period i.e., from 01.10.2023 up to 31.03.2024, or, till the determination of regular Tariff for the ISP, whichever is earlier.
- 1.8 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), M/s ICPL submitted the Multi Year Tariff Proposal ('MYTP') on 30.09.2023 for determination of regular Tariff for providing Ground Handling Services at Calicut International Airport, Kozhikode for the First Control Period.
- 1.9 M/s ICPL, had initially submitted the MYTP/ ATP considering FY 2022-23 as the first tariff year and FY 2026-27 as last tariff year of the First Control Period. Subsequently, M/s ICPL based on the AERA observations submitted the revised MYTP on 27.10.2023, considering the First Control Period from FY 2023-24 to FY 2027-28.
- 1.10 The Authority carefully examined the MYTP for the First Control Period submitted by M/s ICPL in respect of Ground Handling Services at Calicut International Airport, Kozhikode and issued Consultation Paper No. 21/2023-24 dated 01.12.2023, invited suggestions/ comments from the stakeholders on various proposals of the Authority with the following timelines:
- Date for submission of written comments by Stakeholders: 22.12.2023
  - Date for submission of counter comments by ISP: 29.12.2023
- 1.11 The Authority received comments from the stakeholder namely, M/s SpiceJet Ltd. on the various proposals of the Authority contained in the Consultation Paper No. 21/2023-24 dated 01.12.2023 and the same were uploaded on the AERA's website vide Public Notice No. 28/2023-24 dated 26.12.2023.
- 1.12 The Authority, in response to Public Notice No. 28/2023-24 dated 26.12.2023, received counter comments from M/s ICPL on 28.12.2023.
- 1.13 The Authority, after examining the comments of stakeholder i.e., M/s SpiceJet Ltd, counter comments of the ISP on the above referred CP and after considering other relevant aspects of the case, has finalized this Tariff Order.

**Stakeholders' Comments:**

1.14 **M/s SpiceJet's comments on the Review of Tendering Process (Refer para 1.1 of the CP):**

*"The Authority is requested to ensure that Airport Operators do not award concession agreements to ISPs based solely on the revenue share offered, as this breeds inefficiencies and could disproportionately increase costs for airlines.*

*In addition, the Authority is requested to review and ensure that due process for all Related Party Transactions in connection with award of concession to ITBPL has been followed and approved as per appropriate governance practices."*

**M/s ICPL's response to comments of SpiceJet:**

1.15 "Airports Authority of India follows laid down procedure with proper eligibility criteria's."

**Authority's Analysis on the Stakeholder's comments regarding Review of Tendering Process:**

1.16 As 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 the Airport Operator is in accordance with the Concession Agreement executed between the Service Provider and the Airport Operator. As per regulatory approach of AERA, the royalty paid by the ISPs to the Airport Operators is 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, as per the Authority, bidding process to award such contracts, based on which ISPs pays Revenue Share to Airport Operators, is a non-regulatory issue and such matters may be dealt between the stakeholders at an appropriate forum.

1.17 The Authority notes the comments of M/s SpiceJet regarding compliance of the provisions pertaining to related party transactions, connected with award of concession by the Airport Operator to the ISP. In this regard, the Authority is of the view that it is the responsibility of the Airport Operator to ensure compliances of pertinent statutory provisions, including the aspects of related party transactions under the Companies Act, 2013, and any statutory obligation mandated in this regard.

सत्यमेव जयते

भा.वि.आ.वि.प्रा.

AERA

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

- 2.1 The Authority, vide 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.
- 2.2 In accordance with the above mentioned AERA Guidelines and Direction, the following procedure is adopted for the determination of the Materiality Index of the Regulated Service:

### **MATERIALITY ASSESSMENT:**

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

$$\begin{aligned} \text{The Materiality Index for Calicut Airport} &= 18660/420772 \\ &= 4.43\% \end{aligned}$$

The percentage share of Calicut International Airport, Kozhikode, in respect of International Aircraft Movements, for the FY 2019-20 (Pre-Covid Year) is 4.43%, which is less than 5% Materiality Index (MI<sub>G</sub>) for the subject regulated service. Hence, the Regulated Service is deemed ‘**Not Material**’ for the First Control Period at Calicut International Airport, Kozhikode as per clause 4.4(ii) of the Guidelines.

- 2.3 As per the information furnished by M/s IndoThai Calicut Private Limited in Form F1 (b) on competition Assessment, M/s AI Airport Services Limited (AIASL) is also rendering similar services at Calicut International Airport, Kozhikode.
- 2.4 As per Clause 3.2 (i) 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.
- 2.5 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:
- Documented evidence that consultation with the stakeholders have been undertaken;
  - Evidence of User Agreement(s), if any, between the Service Provider and the User of Regulated Service(s) clearly indicating the Tariff(s) that are proposed by the Service Provider.
- 2.6 The Authority noted that M/s ICPL submitted the Annual Tariff Proposal (ATP) along with its MYTP. It was observed that the ISP conducted stakeholders’ consultation meeting on 27<sup>th</sup> September, 2023 and submitted Minutes of Meeting (MoM) to the Authority, vide email dated 30.09.2023. As per the



MoM, representatives of Flynas Airlines and Air Arabia participated in the above referred meeting. From the MoM, it is noted that none of the stakeholders raised any issue regarding the Tariff proposed by ISP, for the First Control Period.

**Stakeholders' Comments:**

- 2.7 The Authority received no comments/ views from any stakeholder regarding Tariff determination methodology for the First Control Period in respect of M/s ICPL.

**Authority's Decision regarding Principles for the Determination of Tariff for the Aeronautical Services:**

- 2.8 Based on the material before it and its analysis, the Authority decides to consider the Tariff determination exercise for M/s ICPL, in respect of Ground Handling Services being provided by the ISP at Calicut International Airport, Kozhikode under the '**Light Touch Approach**' for the First Control Period, as the regulated service is deemed '**Not Material**'.



भा.वि.आ.वि.प्रा.  
AERA



### CHAPTER 3: AIRCRAFT TRAFFIC (FLIGHTS TO BE HANDLED)

#### M/s ICPL submission on Projected Aircraft Traffic (Flights to be Handled) for the First Control Period as part of MYTP

3.1 Actual Aircraft Traffic (No. of Landings) handled at Calicut International Airport, Kozhikode from FY 2018-19 to FY 2022-23 is given below:

**Table 2: Actual Aircraft Traffic handled at Calicut International Airport, Kozhikode during FY 2018-19 to FY 2022-23**

Year	Total number of Landings at Calicut Airport			Y-o-Y % increase		
	Domestic	International	Total	Domestic	International	Total
2018-19	7897	18841	26738	--	--	--
2019-20	6695	18660	25355	-15%	-1%	-5%
2020-21	3327	5611	8938	-50%	-70%	-65%
2021-22	4311	10697	15008	30%	91%	68%
2022-23	6362	16780	23142	48%	57%	54%

3.2 Projected Aircraft Traffic (flights to be handled) for the First Control Period submitted by M/s ICPL is given below in Table 3:

**Table 3: Projected Aircraft Traffic (Flights to be handled by the ISP) submitted by M/s ICPL for the First Control Period (FY 2023-24 to FY 2027-28)**

Year	Flights to be handled by M/s ICPL for the First Control Period		Total (No. of Landings)	Y-o-Y % increase		
	Domestic (No. of Landings)	International (No. of Landings)		Domestic	International	Total
2023-24	85	1545	1630	-	-	-
2024-25	105	1617	1722	25%	5%	6%
2025-26	110	1940	2050	5%	20%	19%
2026-27	115	2329	2444	4%	20%	19%
2027-28	120	2795	2915	5%	20%	19%
<b>TOTAL</b>	<b>535</b>	<b>10226</b>	<b>10761</b>			



**Authority's Examination of the Projected Aircraft Traffic (Flights to be handled by the ISP) at Consultation Stage:**

- 3.3 The ISP started its commercial operations at Calicut Airport on 09.06.2022 and had operated partially during FY 2022-23. The Authority, for the purpose of determination of regular Tariff for M/s ICPL at Calicut International Airport considered FY 2023-24 as the First Tariff Year and FY 2027-28 as the Fifth Tariff Year of the First Control Period.
- 3.4 The Authority observed that in respect of FY 2024-25 (second tariff year), the ISP projected a growth of 6% in the total aircraft traffic volume as compared to the FY 2023-24. From the FY 2025-26 onward, M/s ICPL projected an increase around 19% on Y-o-Y basis in the total aircraft traffic volumes (domestic & international).
- 3.5 As per the statistics available at AAI website, the total Aircraft Traffic handled by Calicut International Airport in FY 2022-23 had reached to 91.2% of the actual Aircraft Traffic handled in the pre-Covid year i.e., FY 2019-20.
- 3.6 Based on the projected aircraft traffic volumes for the FY 2023-24 (Table 3), the Authority noted that the ISP is expected to have market share of around 7% (number of flights i.e, 1630 nos. to be handled in FY 2023-24 by the ISP / total number of flights handled at the airport in FY 2022-23 i.e., 23142 nos.) in the ground handling services at the Calicut International Airport.
- 3.7 The ISP through its submissions informed that during FY 2023-24 they are not permitted to handle Wide Body Aircraft on Calicut International Airport. However, from FY 2024-25 they are expected to get permission for the same.
- 3.8 Considering that the service provider is a new entrant at Calicut International Airport and taking into account the market competition among the service providers at Calicut International Airport, the aircraft traffic projected by the ISP for the First Control Period is reasonable. Accordingly, the Authority proposed to adopt Aircraft traffic projections (flights to be handled) as submitted by M/s ICPL for the First Control Period (FY 2023-24 to 2027-28) as per the Table 3 above.

**Stakeholders' Comments:**

**3.9 M/s SpiceJet's comments on the Projected Traffic (Para 3.7 and Table 3 of CP):**

*"The international traffic to be handled by ICPL from 2025-26 onwards has been projected to increase Y-o-Y by 19%. However, as there is no evidence that the permission mentioned in Para 3.7 would take effect from FY 2024-25, the projections for Traffic, Revenue, Opex, Capex appear on higher side for that year (and onwards). Authority, may like to review these projections accordingly"*

**M/s ICPL's response to comments of SpiceJet:**

- 3.10 *"Projection is in line with the industry growth of 20% YoY and with the vision of Govt. of India to increase connectivity it is going to increase further.*

Moreover with respect to Para 3.7 "The ISP through its submissions informed that during FY 2023-24 they are not permitted to handle Wide Body Aircraft on Calicut International Airport. However, from FY 2024-25 they are expected to get permission for the same."

**Authority's Analysis on Stakeholder's Comments regarding the Projected Aircraft Volumes for the First Control Period:**

- 3.11 As regard to comments of M/s SpiceJet regarding significant increase in the projected International Aircraft Traffic from FY 2025-26 onward, the Authority notes from the ISP's submission that the service provider from FY 2024-25 will be permitted to handle Wide Body Aircrafts, which is expected to result in a significant growth in aircraft traffic to be handled by the ISP. M/s ICPL has projected higher growth in aircraft traffic from FY 2025-26 onward, mainly on account of expected growth in international air traffic. As per statistics available at AAI website for the period from April, 2023 to November, 2023, there is an increase of around 18 % in international aircraft traffic at national level as compared to corresponding period in FY 2022-23. Considering the above, the aircraft traffic projected by the ISP for the Control Period appears reasonable.
- 3.12 The Authority, therefore, decides to maintain the same view regarding the projected Aircraft Traffic (Flights to be handled by the ISP) for the First Control Period as was taken at CP stage.

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

- 3.13 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.

भा.वि.आ.वि.प्रा.  
AERA



## CHAPTER 4: CAPITAL EXPENDITURE (CAPEX)

### M/s ICPL's Submission on Capital Expenditure for the First Control Period

4.1 M/s ICPL projected total Capital Expenditure (CAPEX) of ₹ 2392.29 Lakhs for the First Control Period. The proposed CAPEX is to be incurred during the FY 2023-24 to FY 2027-28. The year-wise & category-wise Capital Expenditure projected by ISP is given below:

**Table 4: Projected Capital Expenditure submitted by M/s ICPL for the First Control Period**

Particulars of Assets	(₹ in Lakhs)					Total
	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28	
Ground Handling Equipment	193.43	1,053.13	639.24	208.87	37.93	2,132.61
Vehicles	-	74.55	104.71	26.60	42.54	248.41
Furniture and Fittings	-	2.50	1.50	1.50	1.00	6.50
Office Equipment	0.53	2.00	1.00	1.00	0.25	4.78
<b>Total</b>	<b>193.96</b>	<b>1,132.18</b>	<b>746.46</b>	<b>237.97</b>	<b>81.72</b>	<b>2,392.29</b>

4.2 As part of MYTP, the ISP also provided further details of the proposed CAPEX for the First Control Period as under:

**Table 5: Breakup of Projected Capital Expenditure as submitted by M/s ICPL for the First Control Period**

Sl. no.	Particulars	Cost/ Unit	(₹ in Lakhs)										Total
			FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28		
			Qty.	Amount	Qty.	Amount	Qty.	Amount	Qty.	Amount	Qty.	Amount	
i.	<b>Ground Handling Equipment:</b>												
	Push Back - Medium	81.69	-	0.00	1	81.69	-	0.00	1	81.69	-	0.00	163.38
	Push Back - Heavy	295.65	-	0.00	1	295.65	-	0.00	-	0.00	-	0.00	295.65
	Air Start Unit	311.66	-	0.00	1	311.66	-	0.00	-	0.00	-	0.00	311.66
	Air Cooler Unit - 110 Ton	148.00	1	148.00		0.00	-	0.00	-	0.00	-	0.00	148.00
	MDL	295.28	-	0.00	-	0.00	1	295.28	-	0.00	-	0.00	295.28
	LDL	177.48	-	0.00	-	0.00	1	177.48	-	0.00	-	0.00	177.48
	Towbar	7.30	-	0.00	1	7.30	1	7.30	-	0.00	1	7.30	21.91
	Tugs	25.09	-	0.00	1	25.09	2	50.19	1	25.09	-	0.00	100.37
	Electric Baggage Tractors	27.40	-	0.00	4	109.62	2	54.81	2	54.81	-	0.00	219.23
	Baggage Tractor - Battery	6.22	-	0.00	1	6.22	-	0.00	2	12.43	-	0.00	18.65
	Ground Power Unit - 90 KVA	45.39	-	0.00	1	45.39	-	0.00	-	0.00	-	0.00	45.39
	Bulk Freight Loader - Motorized	35.00	-	0.00	1	35.00	-	0.00	-	0.00	-	0.00	35.00
	Towable Bulk Freight Loader	5.00	1	5.00	4	20.00	5.00	5.00	1	5.00	1	5.00	40.00



Sl. no.	Particulars	Cost/ Unit	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28		Total
			Qty.	Amount	Qty.	Amount	Qty.	Amount	Qty.	Amount	Qty.	Amount	
1.	<b>Ground Handling Equipment:</b>												
	Towable Pax Step ladder	5.25	-	0.00	4	21.00	1	5.25	2	10.50	-	0.00	36.75
	Motorized Toilet Cart	20.00	-	0.00	1	20.00	-	0.00	-	0.00	-	0.00	20.00
	Motorized Toilet Cart	20.00	-	0.00	1	20.00	-	0.00	-	0.00	-	0.00	20.00
	Towable toilet cart	3.30	1	3.30	-	0.00	1	3.30	1	3.30	-	0.00	9.90
	Towable water cart	3.65	1	3.65	-	0.00	1	3.65	1	3.65	-	0.00	10.95
	Vacuum Cleaner	0.50	-	0.00	4	2.00	2	1.00	2	1.00	2	1.00	5.00
	Baggage Trolley - Covered	0.87	19	14.58	10	8.68	10	8.68	10	8.68	5	4.34	44.96
	Container/pallet Dolly	1.40	-	0.00	25	35.00	10	14.00	-	0.00	5	7.00	56.00
	Ambulift Towable	10.00	1	10.00	-	0.00	1	10.00	-	0.00	1	10.00	30.00
	Fire Extinguisher Trolley	0.15	-	0.00	4	0.60	2	0.30	2	0.30	-	0.00	1.20
	Trestle/Ladder	2.00	-	0.00	-	0.00	1	2.00		0.00	1	2.00	4.00
	Wheelchairs	0.13	18	2.32	25	3.22		0.00	11	1.42	10	1.29	8.25
	Fuel Bowser	1.50	1	5.00	-	0.00		0.00	-	0.00	-	0.00	5.00
	Miscellaneous			1.58		5.00		1.00		1.00		0.00	8.58
	<b>Total</b>			<b>193.43</b>		<b>1053.13</b>		<b>639.24</b>		<b>208.87</b>		<b>37.93</b>	<b>2132.61</b>
2.	<b>Vehicles:</b>												
	Coaches	30.16	-	0.00	2	60.33	3	90.49	-	0.00	1	30.16	180.99
	Car - KIA	12.38	-	0.00	-	0.00	-	0.00	1	12.38	1	12.38	24.76
	Tata Yodha	7.11	-	0.00	2	14.22	2	14.22	2	14.22	-	0.00	42.66
	<b>Total</b>			<b>0.00</b>		<b>74.55</b>		<b>104.71</b>		<b>26.60</b>		<b>42.54</b>	<b>248.41</b>
3.	<b>Furniture &amp; Fittings</b>			0.00		2.50		1.50		1.50		1.00	6.50
	<b>Total</b>			<b>0.00</b>		<b>2.50</b>		<b>1.50</b>		<b>1.50</b>		<b>1.00</b>	<b>6.50</b>
4.	<b>Office Equipment</b>			0.53		2.00		1.00		1.00		0.25	4.78
	<b>Total</b>			<b>0.53</b>		<b>2.00</b>		<b>1.00</b>		<b>1.00</b>		<b>0.25</b>	<b>4.78</b>
	<b>GRAND TOTAL</b>			<b>193.96</b>		<b>1132.18</b>		<b>746.46</b>		<b>237.97</b>		<b>81.72</b>	<b>2392.29</b>

**Authority's Examination of the CAPEX proposed by the ISP at Consultation Stage:**

- 4.3 The Authority noted that the ISP is providing Ground Handling Services (GHS) at Calicut International Airport, Kozhikode from 09.06.2022 and has an Opening Regulatory Asset Base (RAB) of ₹ 159.47 lakhs. The ISP projected a total CAPEX of ₹ 2392.29 lakhs during the First Control Period.
- 4.4 Out of the total CAPEX proposed, M/s ICPL projected a major portion of the CAPEX i.e., ₹ 2132.61 lakhs (89.1%) on the Ground Handling Equipment and ₹ 248.41 lakhs (10.3%) on the procurement of vehicles.
- 4.5 M/s ICPL proposed a moderate CAPEX for the First Control Period because maximum assets have been sourced from Holding Company i.e., M/s. IndoThai Airport Management Services Private

Limited (ITAMSPL). The Authority observed from the copy of the letter issued by M/s ITAMSPL in respect of M/s ICPL that following equipment are to be provided by M/s ITAMSPL to the ISP:

Equipment Used	No. of Quantity
Air Start Unit	1
Towbar	2
Electric Baggage Tractor	5
Ground Power Unit	1
Towable Baggage Freight Loader	5
Electric Baggage Freight Loader	1
Pax Step Ladder - Towable	4
Towable - Water Cart	1
Towable – Toilet Cart	1
Vacuum Cleaner	4
Baggage Trolley	23
Fire Extinguisher Trolley	2
Tata Yodha - Vehicle	2

- 4.6 The Authority, from the submissions of the ISP (Email dated 11.11.2023) observed that the ISP had already issued purchase orders amounting to ₹ 43.25 lakhs approx. (22.3%) against the total CAPEX proposed for FY 2023-24. The ISP, further informed that the remaining CAPEX in respect of the FY 2023-24 will be incurred during the remaining period of the current financial year.
- 4.7 Further, M/s ICPL being a new entrant at the Calicut International Airport, Kozhikode, is required to make provision for the necessary Ground Support Equipment (GSE) / Allied infrastructure during initial years of the Control Period, for smooth commencement of its commercial operations.
- 4.8 The Authority observed that the ISP would be eligible to claim GST Input Tax Credits (ITC) on the procurement of various movable assets etc. Accordingly, the Authority advised the ISP to claim the eligible ITC on such Assets and exclude the GST component from the capitalized value of such Assets.

- 4.9 The Authority, based on its examination, observed that M/s ICPL had proposed the necessary CAPEX on assets/ equipment which are essential for the smooth ground handling operations at the Airport. The Authority, therefore, proposed to consider the projected CAPEX for the First Control Period as submitted by the ISP, as per Table 4 above.

**Stakeholders' Comments:**

- 4.10 **M/s SpiceJet's Comments on the Deferment of Capital Expenditure: (Refer para 4.1 and Table 4 & 5 of the CP)**

*"The projection for the capital expenditure appears to be a very higher side, when compared to the capital expenditure proposed by the same concessionaire (M/s IndoThai Airport Management Services Pvt. Ltd) for similar services at Bhubaneswar (refer consultation paper no. 20/2023-24 dated 01 Dec. 2023). In the aforementioned consultation paper, the capital expenditure proposed at Bhubaneswar for a projected traffic of 28,658 landing is INR 1,083.24 Lakhs, whereas in the case of Calicut the same concessionaire is proposing a capital expenditure of INR 2,392.29 Lakhs for merely 10,761 landings. In other words, ISP is proposing a capex at Calicut which is 2.3 times the capex proposed at Bhubaneswar, for landings which are less than 40% than that of Bhubaneswar. It appears that it is unlikely that all the Capex equipment as proposed would be required. We request Authority to please review the proposed capex at Calicut accordingly.*

*In order to support the airlines to continue and sustain its operations, all non-essential CAPEX proposed by ICPL should be put on hold/deferred to the Second Control Period, unless deemed operational necessary or critical from a safety or security compliance perspective."*

**M/s ICPL's response to comments of SpiceJet:**

- 4.11 *"Capital Expenditure is planned keeping in mind operational necessity and critical from safety or security compliance perspective."*

**Authority's Analysis on Stakeholders' comments regarding the Projected CAPEX for the First Control Period:**

- 4.12 The Authority notes the comment of M/s SpiceJet and the response thereon from the ISP. It is noteworthy to mention that irrespective of number of landings, the ISPs are required to have necessary Ground Handling Equipment, allied facilities/ infrastructure in order to undertake ground handling operations in an efficient manner. According to the ISP, the CAPEX for the First Control Period has been planned keeping in mind the operational necessity, safety & security aspect.

In respect of stakeholder's comments comparing the projected CAPEX at Calicut Airport with that of Bhubaneswar Airport, the Authority, in this regard clarifies that at Bhubaneswar Airport, the ISP already had Opening RAB of ₹10.37 crores in addition to the CAPEX projected for the First Control Period for Bhubaneswar Airport. Thus, at Bhubaneswar Airport, total CAPEX planned by the ISP is around 22 crores. In the instant case, M/s ICPL has Opening RAB of ₹1.59 crores only & the ISP proposed further CAPEX of ₹ 23.92 crores during the current Control Period.



4.13 In view of the above, the Authority decides to maintain the same view on the CAPEX projection for the First Control Period, as was taken at the CP stage.

**Authority's Decision regarding CAPEX for the First Control Period:**

4.14 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 4.



भा.वि.आ.वि.प्रा.  
AERA



**CHAPTER 5: REVENUE FROM OPERATIONS, OPERATING EXPENDITURE AND PROJECTED PROFITABILITY**

**M/s ICPL 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 M/s ICPL for its Ground Handling operations at Calicut International Airport, have been broadly categorized as under:
- Payroll Cost;
  - Repair and Maintenance Costs;
  - Concession Fee/ Revenue Share payable to Airport Operator;
  - Utilities & Outsourcing expenses;
  - Administrative and Other Expenses.
- 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 M/s ICPL for the First Control Period**

Particulars	(₹ in Lakhs)					TOTAL
	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28	
Revenue from Regulated Services (A)	1,535.73	2,146.05	2,678.13	3,345.90	4,182.43	13,888.24
Revenue from other than Regulated Services (B)	-	-	-	-	-	-
<b>Total Revenue from the Services (A+B) = (C)</b>	<b>1,535.73</b>	<b>2,146.05</b>	<b>2,678.13</b>	<b>3,345.90</b>	<b>4,182.43</b>	<b>13,888.24</b>
<b>Operating Expenditure (OPEX)</b>						
Payroll Costs (i)	652.38	880.72	1,056.86	1,321.08	1,651.35	5,562.39
Repair and Maintenance Costs (ii)	26.50	27.83	29.22	30.68	32.21	146.43
Concession Fee/ Revenue Share payable to Airport Operator (iii)	2,714.50	2,171.60	1,737.28	1,389.82	1,111.86	9,125.06
Utilities & Outsourcing Expenses (iv)	0.46	0.49	0.51	0.54	0.56	2.57
Administrative & Other Expenses (v)	44.78	46.31	48.18	50.81	51.96	242.06
<b>Total OPEX (i+ii+iii+iv+v) = (D)</b>	<b>3,438.63</b>	<b>3,126.95</b>	<b>2,872.05</b>	<b>2,792.93</b>	<b>2,847.95</b>	<b>15,078.51</b>
Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) (C-D) = (E)	-1,902.90	-980.90	-193.92	552.97	1,334.48	-1,190.27
Depreciation and Amortization (F)	35.34	145.03	205.17	208.45	195.78	789.77
Interest & Finance Charges (G)	-	-	72.85	126.00	86.31	285.16
<b>Profit Before Tax (PBT) (E-F-G) = (H)</b>	<b>-1,938.24</b>	<b>-1,125.93</b>	<b>-471.94</b>	<b>218.52</b>	<b>1,052.40</b>	<b>-2,265.19</b>
Provision for Tax (Calculated after taking in to an account the previous years anticipated losses) (I)	0.00	0.00	0.00	0.00	0.00	0.00
<b>Profit After Tax (PAT) (H-I) = (J)</b>	<b>-1,938.24</b>	<b>-1,125.93</b>	<b>-471.94</b>	<b>218.52</b>	<b>1,052.40</b>	<b>-2,265.19</b>



**Authority's Examination regarding the projected OPEX for the First Control Period at Consultation Stage:**

5.4 The Authority analyzed the Operating Expenditure of the ISP, as provided in Form F3 (P&L) of the MYTP, for the First Control Period and observed that the ISP considered the following % increase in Revenue & OPEX on Y-o-Y basis, from the second tariff year onward, as indicated in the 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
Total Revenue from the Services	40%	25%	25%	25%
Payroll Costs	35%	20%	25%	25%
Repair and Maintenance Costs	5%	5%	5%	5%
Concession Fee/ Revenue Share payable to Airport Operator	-20%	-20%	-20%	-20%
Utilities & Outsourcing Expenses	5%	5%	5%	5%
Administrative & Other Expenses	3.5%	4%	5%	2%

5.5 The Authority's examination of Y-o-Y % growth considered by the M/s ICPL for the projected OPEX from FY 2024-25 onward is given in the following sections:

a) **Payroll Cost:** The Authority noted that the ISP projected a Y-o-Y increase ranging between 20% to 35% in Payroll Costs for the Control Period. The projected increase in payroll cost is commensurate with the increase proposed in the employee strength during the Control Period. Since, the ISP projected that it will be handling Wide body aircrafts from FY 2024-25, accordingly Man power planning has been done. The growth rates proposed by the ISP in respect of Revenue, Employees strength and payroll cost are tabulated below.

Particulars ↓	Financial Year →	FY	FY	FY	FY
		2024-25	2025-26	2026-27	2027-28
Total Revenue from the Services		40%	25%	25%	25%
Increase in Employees Strength		37.7%	20.3%	21.3%	20.2%
Payroll Cost		35%	20%	25%	25%

The Authority noted that projected increase in payroll expenses considered by the M/s ICPL is commensurate with the projected increase in revenues, and, it factors-in the impact of additional manpower required to meet the projected growth in aircraft traffic during the First Control Period.

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

Y-o-Y increase projected by the ISP in Payroll expenses for the First Control Period is reasonable.

- b) **Repair and Maintenance Costs:** The Authority observed that M/s ICPL projected a Y-o-Y increase of 5% in R&M expenses for all the Tariff Years during the Control Period. Further, the concessionaire shall maintain all the Ground Handling Equipment and Ground Handling Facilities in accordance with the minimum quality standards, according to the concession agreement in order to ensure the timely provision of the Ground Handling Services during the term of the agreement.

Considering the above and 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.

- c) **Concession Fee/ Revenue Share payable to Airport Operator:** The Authority noted from the concession agreement executed between AAI and M/s ICPL that the ISP is required to pay concession fee as per the following:

- 3% of the Actual Gross Revenue from Scheduled Domestic Passenger Flight(s).
- 15% of the Actual Gross Revenue from Users other than Scheduled Domestic Passenger Flight(s) and RCS Flight(s).
- 0% for RCS Flights.

The Authority further observed from the clause 7.1.2 of above said agreement, that every year the ISP shall pay 'Premium', which is maximum of "Minimum Annual Guarantee" (MAG) and the 'Revenue Share', calculated as per the clause 7.1.1 of the concession agreement.

Considering the clause 7.1.2 of the concession agreement and clarification furnished by the ISP, the Authority proposed to consider the concession fee (premium) payable to the Airport Operator as projected by ISP, for the First Control Period. In the first year, Concessionaire will pay the maximum of the Revenue share or MAG quoted at the time of bid. From the second year onward, MAG for Concessionaire will be [80%/90%] of the previous year's premium. As per the ISP, MAG during all the tariff years of the Control Period is expected to be higher than the 'Revenue Share' (calculated as per the clause no. 7.1.1 of the agreement), hence the 'premium' payable to the airport operator has been considered based on the MAG figures.

Considering the above, the 20% de-escalation of Concession fee as projected by the ISP during all the tariff years of the Control Period is reasonable.

- d) **Utilities and Outsourcing Expenses:** The Authority noted that M/s ICPL proposed Y-o-Y increase of 5% in the Utilities and Outsourcing Expenses from FY 2024-25 onward. The Authority observed that Utility & Outsourcing Expenses consist of mainly Power Charges and Water expenses. Further, these expenses are directly linked with the number of flights to be handled by the service provider.

The Authority noted that Y-o-Y increase projected in Utility & Outsourcing Expenses is commensurate with the projected increase in the aircraft traffic and the number of

Electricity/Power units consumed. Considering the above, the Utility and Outsourcing Expenses projected for the Control Period by the ISP is reasonable.

- e) **Administrative & Other Expenses:** The Authority observed that the Y-o-Y increase considered by M/s ICPL during the Control Period with respect to the Administrative and General Expenditure is ranging between 2% to 5%.

The Authority noted that the Administrative & General Expenses mainly include Land/ Space Rent, Transport Expenses, Office Expenses & other miscellaneous expenses etc.

In view of the projected increase in the aircraft traffic and considering the impact of general inflation & annual escalation in Land/ Space Rent, the Y-o-Y increase of around 2% to 5% projected by the ISP in respect of Administrative and Other Expenses for the First Control Period is reasonable.

- 5.6 The Authority also noted that as per the projected profitability statement for the First Control Period submitted by the M/s ICPL (Table no. 6), the ISP is likely to incur overall losses during the First Control Period.
- 5.7 Considering the above, the Authority proposed to consider the projected Revenue, OPEX and Profitability for the First Control Period at CP stage, as submitted by the ISP.

#### **Stakeholders' Comments**

- 5.8 **M/s SpiceJet's Comments on the Projected OPEX (Refer Para 5.4 and Table 7 of the CP):**

*"The costs for Payroll appear to be on an extremely higher side. Authority is requested to kindly review the same. It may please be noted that cost incurred by ICPL 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 the Authority to kindly put on hold any increase in operational expenditure by ICPL not related to safety or security."*

- 5.9 **Abolishment of Royalty Charges/ Concession Fee (Refer Para 5.5(c) and Table 7 of the CP):**

*"We urge the Authority to take measures to abolish royalty which may be included in any of the cost items, making it a burden on the airlines, thus leading to higher air fares and lower traffic. 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."*

#### **M/s ICPL's response to comments of SpiceJet:**

- 5.10 **Projected OPEX (Payroll Costs):**

*"In order to provide services to Schedule Domestic and Schedule International Airline we require trained and experienced man power there by it increases our Payroll costs but the same is in line with Industry standards."*

5.11 **Abolishment of Royalty Charges/ Concession Fee:**

*“The Royalty charges are as per Open Tender floated by the Airport Operator and same has to be honored.”*

**Authority’s Analysis on stakeholders’ comments on Projected OPEX for the First Control Period:**

5.12 The Authority notes the comments of M/s SpiceJet pertaining to high Payroll cost and response thereon from the ISP. The Authority is cognizant of the fact that the ISP is operating in the service sector, where payroll cost form major portion of the Operating Expenditure. In the instant case, the Y-o-Y increase projected in Payroll expenses is commensurate with the projected growth in the revenues and it factors in the increase in manpower strength to cater to the projected growth in Aircraft Traffic (Flights to be handled).

Further, as per the ISP, as part of its Ground Handling Operations, it is imperative for the service provider to deploy trained manpower considering the operational & safety aspects. Considering the above and taking into account the impact of annual general inflation, annual salary increments/ periodic increase in minimum wages etc., the projected Payroll expenses proposed by the ISP for the First Control Period appears reasonable.

5.13 As regard to the comments of M/s SpiceJet regarding the abolishment of royalty charges and M/s ICPL’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. Further, 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. Moreover, as per the Authority, the bidding process, based on which the ISPs pay Revenue share/ Royalty to the Airport Operators is a non-regulatory issue. Hence, such matters may be discussed among the stakeholders at an appropriate forum.

5.14 In view of the above, the Authority decides to maintain the same view on the OPEX projection for the First Control Period, as was taken at the 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

### M/s ICPL submission on the Annual Tariff Proposal for the First Control Period

6.1 M/s ICPL submitted its Tariff Proposal for Ground Handling Services in respect of Scheduled Flights at Calicut International Airport, Kozhikode, for the First Control Period (FY 2023-24 to FY 2027-28) as per Table given below:

**Table 8: Proposed Tariff Rates for Scheduled Flights submitted by M/s ICPL 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 Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	
<b>(A) Passenger Flights</b>																
<b>Domestic Passenger Flight</b>																
Code B	5198	7798	12996	5472	8208	13680	5760	8640	14400	6048	9072	15120	6350	9526	15876	
Code C	6931	10397	17328	7296	10944	18240	7680	11520	19200	8064	12096	20160	8467	12701	21168	
Code D	8664	12996	21660	9120	13680	22800	9600	14400	24000	10080	15120	25200	10584	15876	26460	
Code E	20794	31190	51984	21888	32832	54720	23040	34560	57600	24192	36288	60480	25402	38102	63504	
Code F	41587	62381	103968	43776	65664	109440	46080	69120	115200	48384	72576	120960	50803	76205	127008	
<b>International Passenger Flight</b>																
Code B	21101	49236	70337	22212	51827	74039	23381	54555	77936	24550	57283	81833	25777	60147	85925	
Code C	21660	50540	72200	22800	53200	76000	24000	56000	80000	25200	58800	84000	26460	61740	88200	
Code D	26858	62670	89528	28272	65968	94240	29760	69440	99200	31248	72912	104160	32810	76558	109368	
Code E	35522	82886	118408	37392	87248	124640	39360	91840	131200	41328	96432	137760	43394	101254	144648	
Code F	40721	95015	135736	42864	100016	142880	45120	105280	150400	47376	110544	157920	49745	116071	165816	
<b>(B) Cargo Flights</b>																
<b>Domestic Cargo Flight</b>																
	Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services	
Code B	39710		41800		44000		46200		48510		50710		52910		55110	
Code C	54150		57000		60000		63000		66150		69300		72450		75600	
Code D	144400		152000		160000		168000		176400		184800		193200		201600	
Code E	189525		199500		210000		220500		231525		242500		253500		264500	
Code F	225625		237500		250000		262500		275625		288750		301875		315000	
<b>International Cargo Flight</b>																
	Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services	
Code B	64980		68400		72000		75600		79380		83160		86940		90720	
Code C	158840		167200		176000		184800		194040		203200		212400		221600	
Code D	180500		190000		200000		210000		220500		231000		242500		253500	
Code E	198550		209000		220000		231000		242500		254000		265500		277000	
Code F	231040		243200		256000		268800		282240		295680		309120		322560	

**Notes:**

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

6.2 M/s ICPL proposed the following % increase in the Tariff Rates on Y-o-Y basis in respect of the Scheduled Flights at Calicut International Airport, Kozhikode as stated in the table below:

**Table 9: Y-o-Y Percentage (%) increase in Tariff Rates in respect of different categories of Scheduled Flights for the First Control Period**

	FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services
<b>(A) Passenger Flights</b>												
<b>Domestic Passenger Flight</b>												
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>International Passenger Flight</b>												
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>(B) Cargo Flights</b>												
<b>Domestic Cargo Flight</b>												
	Ramp Services			Ramp Services			Ramp Services			Ramp Services		
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%		
<b>International Cargo Flight</b>												
	Ramp Services			Ramp Services			Ramp Services			Ramp Services		
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 M/s ICPL also submitted separate Tariff Rate Card for Non-Scheduled and General Aviation Flights as per the table given below: -

**Table 10: Proposed Tariff Rates for Non-Scheduled Flights submitted by M/s ICPL for the First Control Period**

Financial Year	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
	Domestic	International	Domestic	International	Domestic	International	Domestic	International	Domestic	International
<b>Maximum Take Off Weight (MTOW)</b>										
Helicopter	8123	13321	8550	14022	9000	14760	9450	15498	9923	16273
≤ 6000	12184	27382	12825	28823	13500	30340	14175	31857	14884	33450
>6000 - 12000	16696	37003	17575	38950	18500	41000	19425	43050	20396	45203
>12000 - 25000	27075	42553	28500	44793	30000	47150	31500	49508	33075	51983
>25000 - 40000	40613	64754	42750	68163	45000	71750	47250	75338	49613	79104
>40000 - 70000	54150	81406	57000	85690	60000	90200	63000	94710	66150	99446
>70000 - 100000	88445	109157	93100	114903	98000	120950	102900	126998	108045	133347
> 100000 - 150000	112813	162811	118750	171380	125000	180400	131250	189420	137813	198891
> 150000 & above	135375	185013	142500	194750	150000	205000	157500	215250	165375	226013

Notes: 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 regarding the proposed tariff for the Control Period at Consultation**

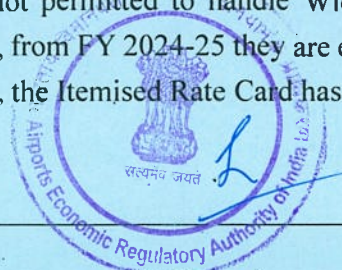
**Stage:**

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

6.5 The Authority also noted that M/s ICPL proposed a separate Tariff Rate card for Non-Scheduled Flights and similar to scheduled flights, the ISP proposed an increase of 5% Y-o-Y basis from FY 2024-25 onward (Table 10).

6.6 Considering the 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., the Authority is of view that ISP requires minimum level of revenues to cover-up the Operating Costs and to get reasonable return on its investments. In view of this, the 5% increase in Tariff Rates considered by the ISP on Y-o-Y basis from FY 2024-25 onward is reasonable.

6.7 The ISP in its submissions clarified that they are expected to handle only Narrow body type of Aircraft during FY 2023-24 as they are not permitted to handle Wide Body Aircraft at Calicut International Airport, Kozhikode. However, from FY 2024-25 they are expected to get permission to handle Wide Body Aircrafts also; therefore, the Itemised Rate Card has been proposed accordingly.



- 6.8 The Authority is of the view that the Tariff for Domestic 'Non-Scheduled and General Aviation Flights' 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 Rate Card in case of International 'Non-Scheduled & General Aviation Flights' as submitted by the ISP, 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 as on 15<sup>th</sup> of the month will be applicable for the second fortnight.
- 6.10 Further, M/s ICPL should ensure compliance towards Standardization of Ground Handling Equipment at Calicut International Airport, Kozhikode, 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:**

- 6.11 **M/s SpiceJet's comments on Tariff (Refer Para 6.1, 6.2 and Table 8 & 9 and Annexure I, II, III of the CP):**

*"Authority is requested to kindly conduct a thorough review of the proposed Tariffs for similar services at comparable airports before arriving at a decision. Further, it is also requested that the maximum rates of ICPL may not exceed the rates as approved by the Authority for M/s AI Airport Services Limited for similar services being rendered by them at the same airport for the relevant periods should.*

*Thus, it is humbly submitted that the Authority does not take any steps, including by way of approving the proposed high tariffs, during the First Control Period. We also humbly request the Authority 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."*

- 6.12 **M/s ICPL's response to comments of SpiceJet:**

*"It may please be noted that this is the maximum price approved by AERA. An airline is always welcome to negotiate with us while giving us opportunity to serve them."*

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

- 6.13 The Authority notes the comments of M/s SpiceJet and is of the view that it may not be appropriate to compare the Tariff Rates of ISPs at different airports, as the Tariff Rates depends on many factors, such as extent of market competition, capital investment, & Traffic Volumes etc.
- 6.14 As regard to the suggestion of M/s SpiceJet that the proposed Tariff Rates, including subsequent increase in Tariff Rates on Y-o-Y basis, may not be implemented by the AERA; the Authority in this regard, notes the counter comments of ISP, wherein the service provider has submitted that the actual Tariff that would be 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.

- 6.15 Further, considering the investments made/ projected by the ISP on Ground Handling Equipment and associated facilities and factoring-in the periodic increase in the minimum wages/ annual increments, impact of general inflation on operating expenditure, the Authority feels that service provider requires minimum revenue to cover-up for the projected operating expenses and to generate reasonable returns on the its investments.
- 6.16 Considering the above, the Authority decides to consider the Tariffs for the ISP, in respect of Ground Handling Services at Calicut International Airport, Kozhikode as indicated in Annexure (I, II & III) to this Order.

**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:

- 6.17 To consider the Tariff Rates for Ground Handling Services provided by M/s ICPL at Calicut International Airport, Kozhikode in respect of Scheduled Flights, International "Non-Scheduled & General Aviation Flights" and Item-wise Tariff Rate Card in respect of Ground Handling Services, for the First Control Period as per **Annexures (I, II & III)**.
- 6.18 The Tariff for Domestic 'Non-Scheduled and General Aviation Flights', shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).
- 6.19 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<sup>th</sup> of the month will be applicable for the second fortnight.
- 6.20 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.
- 6.21 M/s ICPL shall ensure compliance towards Standardization of Ground Handling Equipment at Calicut International Airport 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.

AERA

## 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 M/s ICPL providing Ground Handling Services at Calicut International Airport, Kozhikode:

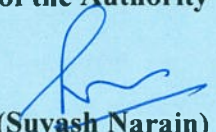
Chapter	Para	Summary of Authority's Decisions	Page No.
Chapter No.2	2.8	The Authority decides to consider the Tariff determination exercise for M/s ICPL, in respect of Ground Handling Services being provided by the ISP at Calicut International Airport, Kozhikode under the 'Light Touch Approach' for the First Control Period, as the regulated service is deemed 'Not Material'.	9
Chapter No. 3	3.13	The Authority decides to consider the Aircraft Traffic (Flights to be handled by the ISP) for the First Control Period as per Table 3.	12
Chapter No. 4	4.14	The Authority decides to consider the projected CAPEX for the First Control Period as per Table 4.	17
Chapter No. 5	5.15	The Authority decides to consider the OPEX for the First Control Period as per Table 6.	22
Chapter No. 6	6.17	The Authority decides to consider the Tariff Rates for Ground Handling Services provided by M/s ICPL at Calicut International Airport, Kozhikode in respect of Scheduled Flights, International "Non-Scheduled & General Aviation Flights" and Item-wise Tariff Rate Card in respect of Ground Handling Services, for the First Control Period as per Annexures (I, II & III).	27
	6.18	The Authority decides that the Tariff for Domestic 'Non-Scheduled and General Aviation Flights', shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).	
	6.19	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 <sup>th</sup> of the month will be applicable for the second fortnight.	
	6.20	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.	
	6.21	The Authority decides that M/s ICPL shall ensure compliance towards Standardization of Ground Handling Equipment at Calicut International Airport 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.	

## CHAPTER 8: ORDER

Upon careful consideration of the material available on record & submissions made by M/s ICPL, the Authority, in exercise of powers conferred upon it by Section 13(1)(a) of the AERA Act, 2008, hereby orders that:

- (i) The Regulated Service i.e., the Ground Handling Services provided by M/s IndoThai Calicut Private Limited at the Calicut International Airport, Kozhikode is deemed as “Not Material”. The Authority, therefore, decides to adopt ‘Light Touch Approach’ for the determination of the Tariff, in respect of the Ground Handling Services, 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 the 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 Flights”, 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 15<sup>th</sup> of the month will be applicable for the second fortnight.
- (v) The Tariff determined hereinunder is excluding of applicable taxes, if any.
- (vi) M/s ICPL shall maintain the separate accounts for its Ground Handling Operations at the Calicut International Airport, Kozhikode 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) This Tariff Order shall be effective from **01.02.2024**.
- (viii) Airport Operator shall publish Tariff Rates in respect of Ground Handling Services for M/s ICPL approved hereinunder at its official website for the information of all Stakeholders.
- (ix) The Airport Operator shall ensure the compliance of this Order.

By the Order of and in the name of the Authority

  
(Suyash Narain)  
Secretary

To

**Vikash Ladia, Director,**  
M/s IndoThai Calicut Private Limited  
29/709, 714 Star Building, Mavoor Road, Parayanchery,  
Calicut, Kozhikode, Kerala – 673004

### Copy for information to:

1. Secretary, Ministry of Civil Aviation, Rajiv Gandhi Bhawan, Safdarjung Airport, New Delhi – 110003
2. Chairman, Airports Authority of India, Rajiv Gandhi Bhawan, Safdarjung Airport, New Delhi – 110003
3. Airport Director, Airports Authority of India, Calicut International Airport, Calicut Airport (PO), Malappuram District, Kerala - 673647



**ANNEXURE I**

**TARIFF RATE CARD APPROVED BY AERA FOR M/s ICPL AT CALICUT INTERNATIONAL AIRPORT, KOZHIKODE IN RESPECT OF DOMESTIC\* & INTERNATIONAL SCHEDULED FLIGHTS FOR THE FIRST CONTROL PERIOD (FY 2023-24 to FY 2027-28)**

**Revised Tariff for Ground Handling Services is effective from 01.02.2024**

(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 Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	
<b>(A) Passenger Flights</b>																
<b>Domestic Passenger Flight</b>																
Code B	5198	7798	12996	5472	8208	13680	5760	8640	14400	6048	9072	15120	6350	9526	15876	
Code C	6931	10397	17328	7296	10944	18240	7680	11520	19200	8064	12096	20160	8467	12701	21168	
Code D	8664	12996	21660	9120	13680	22800	9600	14400	24000	10080	15120	25200	10584	15876	26460	
Code E	20794	31190	51984	21888	32832	54720	23040	34560	57600	24192	36288	60480	25402	38102	63504	
Code F	41587	62381	103968	43776	65664	109440	46080	69120	115200	48384	72576	120960	50803	76205	127008	
<b>International Passenger Flight</b>																
Code B	21101	49236	70337	22212	51827	74039	23381	54555	77936	24550	57283	81833	25777	60147	85925	
Code C	21660	50540	72200	22800	53200	76000	24000	56000	80000	25200	58800	84000	26460	61740	88200	
Code D	26858	62670	89528	28272	65968	94240	29760	69440	99200	31248	72912	104160	32810	76558	109368	
Code E	35522	82886	118408	37392	87248	124640	39360	91840	131200	41328	96432	137760	43394	101254	144648	
Code F	40721	95015	135736	42864	100016	142880	45120	105280	150400	47376	110544	157920	49745	116071	165816	
<b>(B) Cargo Flights</b>																
<b>Domestic Cargo Flight</b>																
	Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services	
Code B	39710		41800		44000		46200		48510		50710		52910		55110	
Code C	54150		57000		60000		63000		66150		69300		72450		75600	
Code D	144400		152000		160000		168000		176400		184800		193200		201600	
Code E	189525		199500		210000		220500		231525		242550		253575		264600	
Code F	225625		237500		250000		262500		275625		288750		301875		315000	
<b>International Cargo Flight</b>																
	Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services	
Code B	64980		68400		72000		75600		79380		83160		86940		90720	
Code C	158840		167200		176000		184800		194040		203200		212400		221600	
Code D	180500		190000		200000		210000		220500		231000		242550		253575	
Code E	198550		209000		220000		231000		242550		254100		265650		277200	
Code F	231040		243200		256000		268800		282240		295680		309120		322560	

\*Tariff for Domestic Scheduled Flights is also applicable to Domestic Non-Scheduled & General Aviation 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 15<sup>th</sup> of the month will be applicable for the second fortnight.



**TARIFF RATE CARD APPROVED BY AERA FOR M/s ICPL AT CALICUT INTERNATIONAL AIRPORT, KOZHIKODE IN RESPECT OF INTERNATIONAL "NON-SCHEDULED & GENERAL AVIATION FLIGHTS" FOR THE FIRST CONTROL PERIOD (FY 2023-24 to FY 2027-28)**

**Revised Tariff for Ground Handling Services is effective from 01.02.2024**

(Rates in ₹)

Financial Year →	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
A/C Category					
Maximum Take Off Weight (MTOW)					
Helicopter	13321	14022	14760	15498	16273
≤ 6000	27382	28823	30340	31857	33450
>6000 - 12000	37003	38950	41000	43050	45203
>12000 - 25000	42553	44793	47150	49508	51983
>25000 - 40000	64754	68163	71750	75338	79104
>40000 - 70000	81406	85690	90200	94710	99446
>70000 - 100000	109157	114903	120950	126998	133347
> 100000 - 150000	162811	171380	180400	189420	198891
> 150000 & above	185013	194750	205000	215250	226013

**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 15<sup>th</sup> of the month will be applicable for the second fortnight.

भा.वि.आ.वि.प्रा.

AERA

**ANNEXURE III**

**ITEMISED TARIFF RATE CARD FOR GROUND HANDLING SERVICES  
APPROVED BY AERA FOR M/s ICPL AT CALICUT INTERNATIONAL AIRPORT,  
KOZHIKODE FOR THE FIRST CONTROL PERIOD (FY 2023-24 to FY 2027-28)**

**Item-wise Charges for Ground Handling Services in respect of Domestic\* & International Flights  
Revised Tariff is effective from 01.02.2024**

(Rates in ₹)

Sl. 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.
1	Air Conditioning Unit (NB)	Per Hour	11100	15000	11655	15750	12238	16538	12850	17364	13492	18233
2	Air Conditioning Unit (WB)	Per Hour	18703	24938	19688	26250	20672	27563	21705	28941	22791	30388
3	Air Starter Unit (NB)	Per Start	7500	15000	7875	15750	8269	16538	8682	17364	9116	18233
4	Air Starter Unit (WB)	Per Start	18703	24938	19688	26250	20672	27563	21705	28941	22791	30388
5	Aircraft Disinfection-Freighter Aircrafts	Per Service	3000	16000	3150	16800	3308	17640	3473	18522	3647	19448
6	Aircraft Disinfection-Pax Aircrafts Code C	Per Service	4000	8000	4200	8400	4410	8820	4631	9261	4862	9724
7	Aircraft Disinfection-Pax Aircrafts Code D/E	Per Service	25000	32000	26250	33600	27563	35280	28941	37044	30388	38896
8	Aircraft Disinfection-Pax Aircrafts Code F	Per Service	-	40000	-	42000	-	44100	-	46305	-	48620
9	Aircraft Marshalling	Per Service	1875	2480	1969	2604	2067	2734	2171	2871	2279	3014
10	Ambulift	Per flight leg	5000	10000	5250	10500	5513	11025	5788	11576	6078	12155
11	Apron Transport (Passenger)	Per Trip	950	1600	998	1680	1047	1764	1100	1852	1155	1945
12	Arrange non-scheduled Crew Hotel Accommodations (HOTAC)	Per flight	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
13	ATC payment services	Per flight	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
14	Baggage ID	Per Service	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
15	Baggage /Cargo cart	Per Hour	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
16	Blue collar staff	Per staff per hour	400	800	420	840	441	882	463	926	486	972
17	Crew Transport	Per Trip	950	1,600	998	1,680	1,047	1,764	1,100	1,852	1,155	1,945
18	Deportee/Inadmissible (INAD) handling	Per passenger	-	1,200	-	1,260	-	1,323	-	1,389	-	1,459
19	Excess Baggage Fee (% of collection)	As per collection	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
20	Exterior Cleaning - NB	Per Service	52,500	-	55,125	-	57,881	-	60,775	-	63,814	-
21	Exterior Cleaning – WB	Per Service	-	-	1,57,500	-	1,65,375	-	1,73,644	-	1,82,326	-
22	Ground Power unit 90KVA	Per Hour	4,700	10,000	4,935	10,500	5,182	11,025	5,441	11,576	5,713	12,155
23	Ground Power unit 180KVA	Per Hour	9,400	16,800	9,870	17,640	10,364	18,522	10,882	19,448	11,426	20,421





Sl. 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.
24	Interior Deep Cleaning - NB	Per Service	5,000	8,000	5,250	8,400	5,513	8,820	5,788	9,261	6,078	9,724
25	Interior Deep Cleaning - WB	Per Service	-	-	15,750	25,200	16,538	26,460	17,364	27,783	18,233	29,172
26	Passenger Step (mobile-NB)	Per Hour	1,375	4,000	1,444	4,200	1,516	4,410	1,592	4,631	1,671	4,862
27	Passenger Step (mobile-WB)	Per Hour	-	-	2,888	8,400	3,032	8,820	3,183	9,261	3,343	9,724
28	Pushback for narrow body aircraft	Per Push	5,000	10,000	5,250	10,500	5,513	11,025	5,788	11,576	6,078	12,155
29	Pushback for wide body aircraft	Per Push	-	-	10,500	21,000	11,025	22,050	11,576	23,153	12,155	24,310
30	Toiler truck	Per Service	1,375	2,400	1,444	2,520	1,516	2,646	1,592	2,778	1,671	2,917
31	Towing of narrow body aircraft	Per Tow	5,000	10,000	5,250	10,500	5,513	11,025	5,788	11,576	6,078	12,155
32	Towing of wide body aircraft	Per Tow	-	-	10,500	21,000	11,025	22,050	11,576	23,153	12,155	24,310
33	Unaccompanied Minor (UM) Handling	Per UM	950	1,200	998	1,260	1,047	1,323	1,100	1,389	1,155	1,459
34	Vacuum Cleaner	Per Hour	3,750	4,000	3,938	4,200	4,134	4,410	4,341	4,631	4,558	4,862
35	VIP Vehicle (Innova range)	Per Trip	10,000	20,000	10,500	21,000	11,025	22,050	11,576	23,153	12,155	24,310
36	VIP Vehicle (Luxury-Mercedes/BMW/AUDI range)	Per Trip	25,000	40,000	26,250	42,000	27,563	44,100	28,941	46,305	30,388	48,620
37	Water truck	Per Service	1,375	2,400	1,444	2,520	1,516	2,646	1,592	2,778	1,671	2,917
38	Wheel chair	Per Service	400	2,400	420	2,520	441	2,646	463	2,778	486	2,917
39	White Collar Staff	Per staff per hour	600	1,200	630	1,260	662	1,323	695	1,389	729	1,459

\* Tariff for Domestic Flights is also applicable to Domestic Non-Scheduled and General Aviation 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 15<sup>th</sup> of the month will be applicable for the second fortnight.

AERA

