

File No. AERA/20010 MYTP/CELEBI/GH/BLR/CP-III/2021-26

Consultation Paper No. 06/ 2021-22



Airports Economic Regulatory Authority of India

IN THE MATTER OF DETERMINATION OF TARIFF FOR THE THIRD CONTROL PERIOD (FY 2021-22 TO FY 2025-26) IN RESPECT OF M/s CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED FOR PROVIDING GROUND HANDLING SERVICES AT KEMPEGOWDA INTERNATIONAL AIRPORT, BENGALURU.

Date of Issue: 31st May, 2021

AERA Building
Administrative Complex
Safdarjung Airport
New Delhi – 110003

STAKEHOLDERS' COMMENTS

The Authority is aware of the fact that the Aviation Sector is undergoing unprecedented turbulence and uncertainty on account of the COVID 19 PANDEMIC and the associated lockdown situation in the major cities around the world has resulted in restrictions in air travel, both domestic and international. The Authority has released this Consultation Paper, after examining the impact of COVID 19 PANDEMIC on the various assumptions stipulated in the Multi Year Tariff Proposal ('MYTP') submitted by the ISPs. Accordingly, the Authority's opinion on the various aspects forming part of the tariff determination process have been explained in detail in this Consultation Paper.

Thus, in accordance with the provisions of Section 13(4) of the AERA Act, the written comments on Consultation Paper No. 06/2020-21 dated 31st May, 2021 are invited from the Stakeholders, preferably in electronic form, at the following address:

Director (P&S, Tariff)
Airports Economic Regulatory Authority of India
(AERA), AERA Administrative Complex,
Safdarjung Airports, New Delhi – 110003, India
Email: adhingra.aera@govcontractor.in ; jaimon.skaria@gov.in
Copy to: director-ps@aera.gov.in ; secretary@aera.gov.in

Last Date for submission of Stakeholders' comments: 21/06/2021

Last Date for submission of counter comments: 28/06/2021

Comments and counter comments will be posted on AERA's website www.aera.gov.in

For any clarification/information, Director (P&S, Tariff) may be contacted at Telephone No. +91-11-24695048

1. BRIEF BACKGROUND:

- 1.1 M/s Celebi Airport Services India Pvt. Ltd. (M/s Celebi) is one of the Ground Handling Agencies appointed by Bangalore International Airport Ltd. (BIAL) for carrying out Ground Handling Service (GH) at Kempegowda International Airport, Bangalore through Service Provider Right Holder Agreement (SPRHA) dated 2nd May 2018. The Agreement between M/s Celebi and BIAL is valid for 10 years, i.e. up to 1st May 2028.
- 1.2 The Authority vide Order No. 35/2018-19 dated 18th December, 2018 determined the tariffs under ‘**Light Touch Approach**’ for the FY- 2018-19 to FY- 2020-21 of the 2nd control period for Ground handling service being provided by M/s Celebi Airport Services India Pvt. Ltd. at Kempegowda International Airport, Bangalore. The Authority vide its Order No.67/2020-21 dated 25th March 2021, extended further the same tariff as applicable as on 31st March 2021 up to 30th September 2021 or till determination of tariff for 3rd control period whichever is earlier.
- 1.3 M/s Celebi has submitted the Annual Compliance Statement (ACS) for FY 2018-19 and FY 2019-20. The Authority has relied upon these documents as submitted by Celebi, Bangalore for determination of tariff for the 3rd Control Period.
- 1.4 As per the provisions of the CGF Guidelines 2011, M/s Celebi has submitted the Multi Year Tariff Proposal (‘MYTP’) seeking revision of tariffs for providing Ground Handling Services at KIA, Bangalore for the 3rd Control Period (FY 2021-22 to FY 2025-26) on 06.04.2021.

2. PRINCIPLES FOR DETERMINATION OF AERONAUTICAL TARIFF UNDER “LIGHT TOUCH APPROACH”.

- 2.1 The Authority vide its Order No. 12/2010-11 dated 10.01.2011 and Direction No. 04/2010-11 issued on 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 and 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”).
- 2.2 In accordance to above mentioned AERA Guidelines and Directions the following procedure is followed:

Stage I: MATERIALITY:

$$\text{Materiality Index (MIg)} = \frac{\text{Int. Aircraft Movement at Bangalore Airport}}{\text{Total Intl.Aircraft Movement at major airports}} \times 100$$

$$\begin{aligned} \text{The materiality index at Bangalore Airport} &= 30311/438049 \\ &= 6.92\% \end{aligned}$$

The percentage share of Ground Handling for KIA, Bangalore for the FY 2019-20 is 6.92% which is more than 5% Materiality Index (MIg) for the above subject service. Hence the regulated service is deemed as '**material**' for the third control period.

Stage II: COMPETITION:

2.3 AERA with regard to the provisions of the National Civil Aviation Policy (NCAP- 2016), vide Order No. 15/2016-17 dated 12th Jan, 2017 decided to consider three (3) Ground Handling Agencies (GHA) including Air India's subsidiary/JV for competition assessment at all major airports. As per the information furnished by M/s Celebi in Form F1(b) on competition Assessment, M/s Globe Ground India Pvt. Ltd. and M/s Air India SATS (AISATS) are other service providers rendering similar service at Bangalore International Airport. Hence in the instant case, there are three Ground Handling service providers including Celebi, and therefore the service is deemed '**Competitive**'.

Stage III: REASONABLENESS OF EXISTING USER AGREEMENT(S):

2.4 M/s Celebi has submitted the copy of Service Provider Right Holder (SPRH) Agreement with BIAL which is valid upto 1st May 2028.

2.5 M/s Celebi has submitted the Minutes of Meeting of the stakeholder consultation (AUCC) for ground handling services at Kempegowda International Airport, Bengaluru held by Celebi Airport Services India Private Limited through video conferencing on 30th October, 2020.

3. TRAFFIC (FLIGHTS HANDLING)

M/s Celebi, Bangalore's submission on Traffic (Flights to be Handled) for the Third Control Period as part of MYTP.

3.1 As per MYTP submission by M/s Celebi, Bangalore, the projected Traffic (Flights to be Handled) for the third control period (FY 2021-22 to FY 2025-26) is given as below:

Table 1: Projected Traffic (Flights to be Handled) (in Nos.) by M/s Celebi for the Third control period.

Year	Domestic (Landing)	International (Landing)	Total	YoY % Change		
				Domestic	International	Total
2021-22	6534	1019	7553	-	-	-
2022-23	10488	2524	13012	60.51	147.73	72.27
2023-24	12723	3184	15908	21.32	26.15	22.25
2024-25	12775	3493	16269	0.41	9.70	2.27
2025-26	12830	3621	16451	0.43	3.66	1.12

Authority's Examination and Analysis:

3.2 The Authority proposed to consider the growth in traffic (Flights to be Handled) as submitted by M/s Celebi, Bangalore for the third control period.

4. CAPITAL EXPENDITURE

M/s Celebi, Bangalore's submission on Capital Expenditure for the Third Control Period as part of MYTP.

4.1 As per MYTP submission, M/s Celebi, Bangalore has projected total capital expenditure (CAPEX) of Rs. 1800.00 Lacs for the procurement of various assets for the third control period (FY 2021-22 to FY 2025-26) and Rs, 551.00 Lacs for Security deposit for FY 2023-24 to FY 2025-26. The asset wise capital expenditure projected by M/s Celebi, Bangalore for the third control period is given as below:

Table 2: Projected Capital Expenditure by M/s Celebi for the Third control period

Amount (Rs. in Lacs)

Particulars	2021-22	2022-23	2023-24	2024-25	2025-26	Total
Ground Handling Equipment's	0	243	615	458	148	1464
Furniture & Fixtures	0	8	1	1	1	11
Vehicles	0	0	295	0	0	295
Office Equipment's	6	12	1	1	1	21
Computers	0	0	4	1	4	9
Security Deposit	0	0	228	181	142	551
TOTAL	6	263	1145	641	296	2351

Authority's Examination and Analysis:

4.2 The Authority examined the total projected capital expenditure of Rs. 2351.00 Lacs for the third control period and noted that Rs 1759.00 Lacs to be incurred for procurement of Ground Handling Equipment's and Vehicles (Refer Table 2 above). M/s Celebi also submitted that the capital expenditure would be required to meet the projected growth in business at KIA, Bangalore during the 3rd Control Period. Hence the Authority proposes to consider the CAPEX for the 3rd Control Period as proposed by M/s Celebi.

5. OPERATING EXPENDITURE AND PROFITABILITY

M/s Celebi, Bangalore's submission on Operating Expenditure for the Third Control Period as part of MYTP.

5.1 As provided in Clause 9.4 of the CGF Guidelines mentioned in Direction No. 04/2010-11, the operational and maintenance expenditure incurred by the Service provider(s) include expenditure incurred on security, operating costs, other mandated operating costs and statutory operating costs.

5.2 As per the submission of M/s Celebi, Bangalore, the Operation and Maintenance (O&M) expenditure has been segregated into the following categories:

- a) Payroll Costs;
- b) Admin and general expenditure;
- c) Utility & Outsourcing Costs
- d) Concession fees
- e) Repair and maintenance Costs;

Authority's Examination and Analysis:

5.3 As per the ACS (Annual Compliance Statement) submitted by Celebi, Bangalore, the Authority examined the Revenue and Operating Expenditure (OPEX) projected by M/s Celebi, Bangalore for the third control period (FY 2021-22 to FY 2025-26) as well as Actual figures of FY 2019-20 & Estimated figures for FY 2020-21, which is given as below:

Table 3: Actual (FY 2019-20) and Projected Revenue and Operating Expenditure by M/s Celebi
Amount (Rs. in Lacs)

Particulars	Amount (Rs. in Lacs)							CAGR	YoY % Change					
	2019-20*	2020-21#	2021-22	2022-23	2023-24	2024-25	2025-26		2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
Revenue	655	1455	2306	4959	6577	7668	8551	39%	122	59	115	33	17	12
Total Operating Expenditure	904	1562	2434	4391	5450	6234	6906	30%	73	56	80	24	14	11
Payroll Costs	333	632	1121	1904	2437	2776	3084	29%	90	77	70	28	14	11
Administrative & General Costs	109	217	344	641	789	887	977	30%	99	59	86	23	12	10
Utilities & Outsourcing Costs	147	270	422	624	628	681	727	15%	84	56	48	1	8	7
Concession fees	304	425	513	1179	1547	1840	2064	42%	40	21	130	31	19	12
Repair & Maintenance Costs	11	18	34	43	49	51	53	12%	68	89	26	13	5	5

(* 2019-20 audited figures & # 2020-21 Estimated figures)

5.4 The Authority analyzed the Operating Expenditure provided in Form F3 (P& L) for Third Control Period and noted that there is a sharp increase in the projected Operating Expenditures for the third control period (FY 2021-22 to 2025-26) and sought clarification from M/s Celebi, Bangalore. In this

regard, M/s Celebi informed that the increase in revenue resulting into the increase in operating expenses to handle the flights. Therefore, the YoY % increase in revenue is higher than the % increase in operating expenses.

- 5.5 M/s Celebi has also submitted the audited figures of Profit and Loss Account for the FY 2018-19 & 2019-20 and unaudited figures of Profit and Loss Account for the FY 2020-21. As per Profit and Loss Account Statements of M/s Celebi, Bangalore, the service Provider has incurred Losses of Rs.259.41 Lacs in FY- 2018-19 and Rs.821.36 Lacs in 2019-20 and estimated Losses of Rs.647.41 Lacs in 2020-21.
- 5.6 The Authority, based on the projected Profit and Loss Account submitted by M/s Celebi, Bangalore noted that M/s Celebi shall have losses of Rs.711.60 Lacs even in FY- 2021-22 as per the projections.
- 5.7 The Authority noted that Revenue of FY 2019-20 (being a normal year) is very low as compared to revenue of FY 2020-21. In this regards, M/s Celebi informed that FY 2019-20, being the first year of its operations at KIA, Bangalore, the actual revenue for FY 2019-20 was lower than the FY 2020-21.
- 5.8 The Authority also noted that the tariff proposed by M/s Celebi for FY 2021-22 to FY 2025-26 is lower than the rates approved by AERA, except for Domestic Passenger Flights, for AISATS and M/s Globe Ground India Pvt. Ltd. (GGI) , providing similar services at KIA, Bengaluru (Refer Annexure-I).

6. ANNUAL TARIFF PROPOSAL

M/s Celebi, Bangalore's submissions on Annual Tariff Proposal for the Third Control Period as part of MYTP.

6.1 M/s Celebi has submitted the Multi Year Tariff Proposal for the third control period (FY 2021-22 to FY 2025-26) on 06.04.2021 and proposed a tariff increase as per table 4 below.

Table 4: Proposed Tariff Rates for different Flights to be handled by M/s Celebi for Third control period.

Amount (in Rs.)

Particulars	FY 2021-22			FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flight															
CODE B	3500	5600	9100	3500	5600	9100	3675	5880	9555	3675	5880	9555	3859	6174	10033
CODE C	11270	20930	32200	11270	20930	32200	11834	21977	33811	11834	21977	33811	12426	23076	35502
CODE D	29295	70525	99820	29295	70525	99820	30760	74051	104811	30760	74051	104811	32298	77754	110052
CODE E	37975	81375	119350	37975	81375	119350	39874	85444	125318	39874	85444	125318	41868	89716	131584
CODE F	42315	108500	150815	42315	108500	150815	44431	113925	158356	44431	113925	158356	46653	119621	166274
International Passenger Flight															
CODE B	4550	8450	13000	4550	8450	13000	4778	8873	13651	4778	8873	13651	5017	9317	14334
CODE C	28600	57200	85800	28600	57200	85800	30030	60060	90090	30030	60060	90090	31532	63063	94595
CODE D	41850	100750	142600	41850	100750	142600	43943	105788	149731	43943	105788	149731	46140	111077	157217
CODE E	54250	116250	170500	54250	116250	170500	56963	122063	179026	56963	122063	179026	59811	128166	187977
CODE F	60450	155000	215450	60450	155000	215450	63473	162750	226223	63473	162750	226223	66647	170888	237535
Domestic Freight Flight															
CODE C	NA	58080	NA	NA	58080	NA	NA	60984	NA	NA	60984	NA	NA	64033	NA
CODE D	NA	85800	NA	NA	85800	NA	NA	90090	NA	NA	90090	NA	NA	94595	NA
CODE E	NA	99000	NA	NA	99000	NA	NA	103950	NA	NA	103950	NA	NA	109148	NA
CODE F	NA	132000	NA	NA	132000	NA	NA	138600	NA	NA	138600	NA	NA	145530	NA
International Freight Flight															
CODE C	NA	63360	NA	NA	63360	NA	NA	66528	NA	NA	66528	NA	NA	69854	NA
CODE D	NA	93600	NA	NA	93600	NA	NA	98280	NA	NA	98280	NA	NA	103194	NA
CODE E	NA	112500	NA	NA	112500	NA	NA	118125	NA	NA	118125	NA	NA	124031	NA
CODE F	NA	144000	NA	NA	144000	NA	NA	151200	NA	NA	151200	NA	NA	158760	NA

Authority's Examination and Analysis:

6.2 The Authority analyzed the tariff Proposal submitted by M/s Celebi and noted that tariff increase proposed by the service provider for FY 2021-22 is ranging between (-) 5% to 68% for Domestic and international Passenger Flights and ranging from 20% to 25% for Domestic and international Freight Flight over the previous year, which shows an uniform 2.5% CAGR for FY 2021-22 to FY 2025-26 for different category of Passenger and Freight Flights (Refer Annexure -II).

6.3 The Authority, based on Minutes of Meeting of the stakeholder consultation (AUCC) held on 30th October 2020, observed that M/s Celebi, Bangalore did not present the Proposed Tariff rates at the stakeholders' meeting.

7. AUTHORITY'S PROPOSAL

7.1 The services rendered by M/s Celebi for providing Ground Handling facilities at Bangalore Airport are aeronautical services in terms of section 2(a) of the Airports Economic Regulatory Authority of India Act, 2008 (Act). Therefore, the Authority under section 13 (1)(a) of the Act, is required to determine the tariffs for aeronautical services rendered by the ISP's/AO 's at Major Airports. The Authority, after careful consideration of the proposals submitted by M/s Celebi for the third control period (FY 2021-22 to FY 2025-26), makes the following proposals for the stakeholder consultation:

- 7.1.1 The service for ground handling being provided by M/s Celebi Airport Services India Pvt. Ltd. at Kempegowda International Airport, Bangalore is “**Material but Competitive**”. Therefore, the Authority proposes to adopt ‘**Light Touch Approach**’ for determination of tariffs for the third control period (FY 2021-22 to FY2025-26).
- 7.1.2. The Authority proposes to take a final decision on the Tariff Rates as proposed by M/s Celebi for the Third Control Period as given in Table 4 above, after considering the comments / views of stakeholders.
- 7.1.3 The Authority proposes that the Tariff Rates proposed as above shall be maximum tariff to be charged. No other charge is to be levied over and above the proposed Tariff Rates.
- 7.1.4 M/s Celebi shall not exceed the Tariff Rates for its Non-Schedule Operations as approved by AERA for its schedule operations for similar class of aircraft(s).

8. STAKEHOLDER CONSULTATION

- 8.1 In accordance with the provisions of Section 13(4) of the AERA Act, the proposal contained in para 7 above is hereby put forth for stakeholder consultation. To assist the stakeholders in making their submissions in a meaningful and constructive manner, necessary documents are enclosed as annexures to the consultation paper. For removal of doubts, it is clarified that the contents of this Consultation Paper may not be construed as any Order or Direction of this Authority. The Authority shall pass an Order, in the matter, only after considering the submissions of the stakeholders in response here to and by making such decision fully documented and explained in the tariff order in terms of the provisions of the Act.
- 8.2 The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 7 above, latest by **21.06.2021** at the following address:

**Secretary,
Airports Economic Regulatory Authority of India
AERA Building, Administrative Complex
Safdarjung Airport, New Delhi -110003
Tel: 011-24695044-47, Fax: 011-24695048
Email: jaimon.skaria@gov.in; adhingra.aera@govcontractor.in
secretary@aera.gov.in; director-ps@aera.gov.in;**

(Chairperson)

Comparative Tariff Rates

Annexure –I

Particulars	Proposed Tariffs FY 2021-22 by Celebi Airport Services India Pvt Ltd - Bengaluru Station			Amount (in Rs.)			
	Pax	Ramp	Full		% Change		% Change
International Freight Flight				AI SATS (FY 20-21)	Celebi Tariff vs AI SATS	GGI (FY 20-21)	Celebi Tariff vs GGI
CODE C	NA	63,360	NA	1,63,234	-61%	1,40,315	-55%
CODE D	NA	93,600	NA	1,80,377	-48%	1,54,030	-39%
CODE E	NA	1,12,500	NA	2,45,969	-54%	2,05,725	-45%
CODE F	NA	1,44,000	NA	3,54,196	-59%	3,02,785	-52%
Domestic Freight Flight				AI SATS		GGI	
CODE C	NA	58,080	NA	67,082	-13%	54,000	8%
CODE D	NA	85,800	NA	1,16,276	-26%	94,000	-9%
CODE E	NA	99,000	NA	1,40,128	-29%	1,13,000	-12%
CODE F	NA	1,32,000	NA	1,90,663	-31%	1,54,000	-14%
International Passenger Flight				AI SATS		GGI	
CODE B	4,550	8,450	13,000	41,740	-69%	42,443	-80%
CODE C	28,600	57,200	85,800	1,08,823	-21%	99,698	-43%
CODE D	41,850	1,00,750	1,42,600	1,63,979	-13%	1,49,810	-33%
CODE E	54,250	1,16,250	1,70,500	2,08,701	-18%	2,03,088	-43%
CODE F	60,450	1,55,000	2,15,450	2,95,163	-27%	2,52,673	-39%
Domestic Passenger Flight				AI SATS		GGI	
CODE B	3,500	5,600	9,100	14,907	-39%	12,500	-55%
CODE C	11,270	20,930	32,200	19,975	61%	16,500	27%
CODE D	29,295	70,525	99,820	31,961	212%	26,000	171%
CODE E	37,975	81,375	1,19,350	67,082	78%	54,500	49%
CODE F	42,315	1,08,500	1,50,815	1,19,258	26%	96,000	13%

Statement of YoY Percentage (%) Change in Tariff for Different Category of Flights

Particulars	FY 2021-22			FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26			CAGR (%)		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flight																		
CODE B	0	0	0	0	0	0	5	5	5	0	0	0	5	5	5	2.5	2.5	2.5
CODE C	-5	3	0	0	0	0	5	5	5	0	0	0	5	5	5	2.5	2.5	2.5
CODE D	9	68	45	0	0	0	5	5	5	0	0	0	5	5	5	2.5	2.5	2.5
CODE E	23	45	37	0	0	0	5	5	5	0	0	0	5	5	5	2.5	2.5	2.5
CODE F	-	-	-	0	0	0	5	5	5	0	0	0	5	5	5	2.5	2.5	2.5
International Passenger Flight																		
CODE B	30	30	30	0	0	0	5	5	5	0	0	0	5	5	5	2.5	2.5	2.5
CODE C	30	30	30	0	0	0	5	5	5	0	0	0	5	5	5	2.5	2.5	2.5
CODE D	55	55	55	0	0	0	5	5	5	0	0	0	5	5	5	2.5	2.5	2.5
CODE E	55	55	55	0	0	0	5	5	5	0	0	0	5	5	5	2.5	2.5	2.5
CODE F	55	55	55	0	0	0	5	5	5	0	0	0	5	5	5	2.5	2.5	2.5
Domestic Freight Flight																		
CODE C		20			-			5			-			5			2.5	
CODE D		20			-			5			-			5			2.5	
CODE E		20			-			5			-			5			2.5	
CODE F		20			-			5			-			5			2.5	
International Freight Flight																		
CODE C		20			-			5			-			5			2.5	
CODE D		20			-			5			-			5			2.5	
CODE E		25			-			5			-			5			2.5	
CODE F		20			-			5			-			5			2.5	



Date: 6 April 2021

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण
सफदरजंग एयरपोर्ट, नई दिल्ली-110003

प्राप्त

डायरी नं० 16134
तारीख 7/4/2021

To,

The Secretary
Airports Economic Regulatory Authority of India
AERA Building, Administrative Complex
Safdarjung Airport, New Delhi – 110003

Dear Sir / Ma'am,

Sub: Submission of Multi-Year Tariff Proposal (MYTP) for FY 2021 – FY 2026 for Celebi Airport Services India Private Limited for its Bengaluru station.

1.1 As per directions in the Terms and Conditions for Determination of Tariff for Services Provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft Guidelines 2011 ('Guidelines') issued under Section 15 of The Airports Economic Regulatory Authority of India Act, 2008, please find enclosed the Multi Year Tariff Proposal ('MYTP') for the third control period starting 1 April 2021 and ending on 31 March 2026

1.2 As per Chapter 1, Section 3.1 & 3.2 of the Terms and Conditions for Determination of Tariff for Services Provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft Guidelines 2011, AERA would assess the materiality, competition and reasonableness of user agreements to decide on a regulated or light touch approach.

1.3 Since start of our business, **Celebi Airport Services India Private Limited** at its BENGALURU station, ('**Celebi GH BLR**') is competing with Air India SATS and Bird Worldwide Flight Services Pvt Ltd (BWFS), for all forms of ground handling services at the Bengaluru Station. Therefore, the service is deemed "competitive" at the airport as per the provisions of Chapter 1 Section 5 of the Tariff Guidelines.

1.4 Celebi's operations, therefore will be "material and competitive" as per the provisions of Chapter 1, Section 3.2. ii and hence qualify to be regulated under the **Light Touch Approach** as described in Chapter 5 of the prescribed Tariff Guidelines.

1.5 While we request the Authority to regulate the business under Light Touch Approach, Celebi has used the "**Single – Till regulatory approach**" as per the Tariff Guidelines to determine the Aggregate Revenue Requirement (ARR) and yield for the second control period.

1.6 Considering that we are operating under the "Light Touch Approach", we request AERA to maintain complete confidentiality of the contents of the MYTP.

1.7 The Authority had approved regulation of tariffs under the Light Touch Approach for the second control period and we request the Authority to continue with the same approach.

CELEBI AIRPORT SERVICES INDIA PVT. LTD.
(Formerly known as Celebi Ground Handling Delhi Private Limited)
www.celebiaviation.com

Regd. Office: Room No. CE-01, Import Building 2, International Cargo Terminal, IGI Airport, New Delhi – 110037
Tel.: +91 11 2560 1300/1310 Fax: +91 11 2560 1320 CIN:U63090DL2009PTC186128

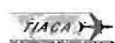
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Con. AD

निदेशक (नि० एवं सां०) 26/8/21

AGM(I)



· ISO 9001 QUALITY MANAGEMENT SYSTEM
· ISO 14001 ENVIRONMENTAL MANAGEMENT SYSTEM
· OHSAS 18001 OCCUPATIONAL HEALTH & SAFETY MANAGEMENT SYSTEM



1.8 Would also like to inform the Authority that the stakeholder consultation has also been conducted online on 30th October, 2020 wherein the stakeholders were briefed on Company's operations and future initiatives. All the concerns of stakeholders were addressed. Copy of one of the meeting invite and meeting minutes are enclosed herewith.

Thanking you,

Yours sincerely,

For Celebi Airport Services India Pvt. Ltd

Cem Sensoz
Chief Executive Officer

Email: cem.sensoz@celebinas.in

Tel: +91 11 2560 1191



CELEBI AIRPORT SERVICES INDIA PVT. LTD.
(Formerly known as Celebi Ground Handling Delhi Private Limited)
www.celebiaviation.com

Regd. Office: Room No. CE-01, Import Building 2, International Cargo Terminal, IGI Airport, New Delhi - 110037
Tel.: +91 11 2560 1300/1310 Fax: +91 11 2560 1320 CIN:U63090DL2009PTC196128

2



· ISO 9001 QUALITY MANAGEMENT SYSTEM
· ISO 14001 ENVIRONMENTAL MANAGEMENT SYSTEM
· OHSAS 18001 OCCUPATIONAL HEALTH & SAFETY MANAGEMENT SYSTEM

2. Enclosures

#	Form Number	Description
Supporting documents for MYTP FY 2021 - FY 2026 (Forms and Celebi GH BLR's Calculations)		
Srl	Form's No	Name of Forms
1	<u>Form 1a</u>	Historical and proposed aggregate revenue requirement
2	<u>Form 1b</u>	Competition Assessment (Sec AL3)
3	<u>Form F 3</u>	Historical & Projected Profit & Loss Account
4	<u>Form F 6 (b)</u>	Summary Statement of Interest and Finance Charges
5	<u>Form F 7</u>	Format for Identifying Initial Regulatory Asset Base
6	<u>Form F 8 a</u>	Format for providing asset wise information of stakeholders contributions
7	<u>Form F 8 b</u>	Format for providing proposed exclusions from RAB
8	<u>Form F 9</u>	Formats for Forecast and Actual Roll Forward RAB
9	<u>Form F 10 a</u>	Capital projects completed before current review for Roll - Forward of RAB
10	<u>Form F 10 b</u>	Capital Expenditure projected plan - 10 year Master
11	<u>Form F 10 c</u>	Year wise Capital Expenditure Financing Plan for next 10 years
12	<u>Form F 10 d</u>	Summary Statement of Expenses Capitalised
13	<u>Form F 10 e</u>	Additional Capital Projects Summary
14	<u>Form 11(a)</u>	Employee Strength (ref: AI.4 of Appendix I)
15	<u>Form 11(b)</u>	Payroll related Expenditures and Provisions (ref: AI.5 of Appendix I)
16	<u>Form 11(c)</u>	Administration and General Expenditure (ref: AI.5 of Appendix I)
17	<u>Form 11(d)</u>	Repair & Maintenance Expenditure (ref: AI.5 of Appendix I)
18	<u>Form 11(e)</u>	Utilities & Outsourcing Expenditure (ref: AI.5 of Appendix I)
19	<u>Form 11(f)</u>	Other Outflows (ref: AI.5 of Appendix I)
20	<u>Form 11(g)</u>	Current Assets & Liabilities (ref: AI.5 of Appendix I)
21	<u>Form F 12 b</u>	Historical Aircraft Movements
22	<u>Form F 12 c</u>	Projected Aircraft Movements
23	<u>Form 13(a)</u>	Historical Tariffs and Revenue from Regulated Services (ref: AI.7 of Appendix I)
24	<u>Form 13(b)</u>	Historical and Projected Revenues from services other than Regulated Services (ref: AI.7 of Appendix I)
25	<u>Annexure 1 - Calculation of ARR</u>	
26	<u>Forecast RAB</u>	
27	<u>FROR</u>	
28	<u>Yield Per unit</u>	

3. Enclosures - Stakeholder consultation - Copy of meeting invite and meeting minutes.

CELEBI AIRPORT SERVICES INDIA PVT. LTD.
(Formerly known as Celebi Ground Handling Delhi Private Limited)
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Form A
BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA AT NEW DELHI

SUBMISSION OF MULTI YEAR TARIFF PROPOSAL FOR AND ON BEHALF OF:

M/s Celebi Airport Services India Pvt. Ltd
International Cargo Terminal,
Indira Gandhi International Airport,
New Delhi – 110037

I, **Cem Sensoz**, aged 50 years, resident of Villa No. 126B, ITC Laburnum, Block A, Sushant Lok Phase – I, Gurgaon acting in my official capacity as **Chief Executive Officer** in M/s Celebi Airport Services India Private having its registered office at **Room No. CE-01, Import Building 2, International Cargo Terminal, IGI Airport, New Delhi – 110037**, India do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s Celebi Airport Services India Pvt Ltd for the Bengaluru station, in the matter of making this submission before the Airports Economic Regulatory Authority of India, New Delhi ('the Authority');
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of this submission which include (i) Business Plan; (ii) Information relating to the Regulatory Building Blocks; (iii) Competition Assessment; (iv) Historical and Forecasted volumes; and (v) Historical revenues, are correct and true to my knowledge and belief and nothing material has been concealed therefrom.

Signature



Place : New Delhi

Date: 6 April 2021 **CELEBI AIRPORT SERVICES INDIA PVT. LTD.**
(Formerly known as Celebi Ground Handling Delhi Private Limited)
www.celebiaviation.com

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4



- ISO 9001 QUALITY MANAGEMENT SYSTEM
- ISO 14001 ENVIRONMENTAL MANAGEMENT SYSTEM
- OHSAS 18001 OCCUPATIONAL HEALTH & SAFETY MANAGEMENT SYSTEM

Form 1a Historical and proposed aggregate revenue requirement

Sl no.	Aggregate revenue requirement	last available audited year	Financial year before Tariff year	Tariff year 1	Tariff year 2	Tariff year 3	Tariff year 4	Tariff year 5
		2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
1	Aggregate revenue requirement	180,017,291	233,137,628	316,028,532	511,027,051	633,726,517	721,564,692	811,480,436



Form 1b Competition Assessment (Sec AL3)

SI No.	Details of Competitive Facilities
1	Air India SATS
2	Bird Worldwide Flight Services (India) Pvt. Ltd (BWFSIPL)



Form F 3 Historical & Projected Profit & Loss Account

S. No.	Particulars	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
1	Revenue	65,537,603	-145,465,750	230,615,438	495,872,437	657,675,382	766,832,081	855,057,082
	Revenue from regulated services	64,076,768	144,004,915	229,154,603	494,411,602	656,944,964	766,832,081	855,057,082
	Revenue from other than regulated services	1,460,835	1,460,835	1,460,835	1,460,835	730,418	-	-
2	Operating Expenditure	90,360,100	156,189,910	243,404,124	439,094,815	544,961,549	623,394,025	690,609,917
	Payroll Costs	33,322,446	63,192,521	112,072,370	190,411,619	243,714,242	277,580,322	308,438,720
	Administrative & General Costs	10,917,766	21,682,492	34,435,320	64,118,260	78,879,978	88,657,652	97,694,082
	Utilities & Outsourcing Costs	14,660,246	26,972,682	42,161,153	62,352,609	62,823,736	68,066,759	72,695,001
	Other outflows	30,387,252	42,540,412	51,323,568	117,913,574	154,681,473	183,976,779	206,436,026
	Repair & Maintenance Costs	1,072,390	1,801,803	3,411,712	4,298,753	4,862,120	5,112,512	5,346,089
3	Earning before depreciation, interest & taxation (EBDIT)	(24,822,497)	(10,724,161)	(12,788,686)	56,777,622	112,713,833	143,438,057	164,447,165
	Depreciation and Amortisation	34,302,924	40,216,546	41,114,653	44,560,321	57,979,082	62,012,443	61,503,998
4	Earning before interest & taxation (EBIT)	(59,125,421)	(50,940,707)	(53,903,339)	12,217,301	54,734,751	81,425,614	102,943,167
	Total Interest and Finance Charges	23,010,243	13,857,895	17,256,853	9,702,307	318,500	303,528	304,433
5	Profit/Loss before tax	(82,135,664)	(64,798,602)	(71,160,192)	2,514,994	54,416,251	81,122,086	102,638,734
	Provision for taxation & Deffered Tax (Income)/Expense	23,111,305	-	-	-	-	527,195	25,834,169
6	Profit/Loss after taxation	(105,246,969)	(64,798,602)	(71,160,192)	2,514,994	54,416,251	80,594,891	76,804,565
7	Balance carried to balance sheet	(105,246,969)	(64,798,602)	(71,160,192)	2,514,994	54,416,251	80,594,891	76,804,565



Form F 6 (b) Summary Statement of Interest and Finance Charges

S.No.		Particulars	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	1	Interest Charges on Government Loans, Bonds and Advances	-	-	-	-	-	-	-
	2	Interest on long term Loans	22,300,347	12,392,182	15,789,308	8,171,506	-	-	-
		Secured	22,300,347	12,392,182	15,789,308	8,171,506	-	-	-
		Total Interest on Loans (1+2)	22,300,347	12,392,182	15,789,308	8,171,506	-	-	-
B		Cost of raising finance and bank charges on project loans	696,333	1,465,713	1,467,545	1,530,801	318,500	303,528	304,433
C		Grand Total of Interest and Finance Charges (A+B)	22,996,680	13,857,895	17,256,853	9,702,307	318,500	303,528	304,433
D		Less: Interest & Finance Charges Capitalised	-	-	-	-	-	-	-
E		Net Total of Interest & Finance Charges on Project related loans	22,996,680	13,857,895	17,256,853	9,702,307	318,500	303,528	304,433
F		Interest on Working Capital Loans	-	-	-	-	-	-	-
G		Other Interest Charges (Provide headwise details)	13,563	-	-	-	-	-	-
		Interest on Unsecured Loan	-	-	-	-	-	-	-
		Interest to Supplier for delay in payment of Equipments	-	-	-	-	-	-	-
		Interest on Service Tax	-	-	-	-	-	-	-
		Interest on TDS	13,563	-	-	-	-	-	-
H		Total Interest and Finance Charges chargeable to P&L account (E+F+G)	23,010,243	13,857,895	17,256,853	9,702,307	318,500	303,528	304,433



Form F 6 (c)	Contributions, Grants and Subsidies Master
	NIL



Form F 7 Format for Identifying Initial Regulatory Asset Base

As on 31, March, 2020

Asset Name	Original	Accumulated Depreciation	Net Book Value
Leasehold improvement	-	-	-
Ground handling equipments	281,384,926	37,267,799	244,117,127
Plant & machinery	-	-	-
Furnitures and fixtures	16,373,137	1,447,147	14,925,990
Vehicles	1,008,788	282,182	726,606
Office Equipment	635,643	152,218	483,425
Computers	1,365,814	330,623	1,035,191
Computer Software	-	-	-
Security Deposit	27,220,000	-	27,220,000
Grand Total	327,988,307	39,479,969	288,508,339



Form F 8 a	Format for providing asset wise information of stakeholders contributions
	NIL



Form F 8 b	Format for providing proposed exclusions from RAB
	NIL



Form F 9 Formats for Forecast and Actual Roll Forward RAB

	Depreciation Rates	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Opening RAB	190,947,897	288,508,339	254,795,302	214,230,649	195,932,102	252,405,769	254,466,484
	Leasehold Improvements	-	-	-	-	-	-	-
	Ground Handling Equipments	161,354,462	244,117,127	210,911,998	174,579,128	159,499,797	173,954,560	166,984,980
	Plant & Machinery	-	-	-	-	-	-	-
	Furniture & Fixtures	-	14,925,990	14,703,294	10,713,760	7,368,225	3,274,891	622,691
	Vehicles	908,258	726,606	544,954	363,303	181,651	23,720,382	17,815,419
	Office Equipments	451,300	483,425	561,849	822,889	1,445,997	1,054,788	694,835
	Computers	1,013,877	1,035,191	853,206	531,570	216,431	414,888	310,055
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	27,220,000	27,220,000	27,220,000	27,220,000	27,220,000	49,986,259	68,038,503
B	Additions - WIP Capitalisation	173,629,651	6,503,510	550,000	26,261,773	114,452,749	64,073,158	29,588,356
	Leasehold Improvements	-	-	-	-	-	-	-
	Ground Handling Equipments	156,888,760	2,542,800	-	24,289,760	61,512,975	45,808,914	14,843,914
	Plant & Machinery	-	-	-	-	-	-	-
	Furniture & Fixtures	16,373,137	3,586,910	-	805,000	71,500	82,500	55,000
	Vehicles	-	-	-	-	29,524,815	-	-
	Office Equipments	137,171	247,800	550,000	1,167,013	136,900	66,600	129,500
	Computers	230,583	126,000	-	-	440,300	62,900	377,400
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	-	-	-	-	22,766,259	18,052,244	14,182,542
C	Disposals/ Transfers	41,766,286	-	-	-	-	-	-
	Leasehold Improvements	-	-	-	-	-	-	-
	Ground Handling Equipments	41,766,286	-	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-	-	-
	Furniture & Fixtures	-	-	-	-	-	-	-
	Vehicles	-	-	-	-	-	-	-
	Office Equipments	-	-	-	-	-	-	-
	Computers	-	-	-	-	-	-	-
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	-	-	-	-	-	-	-
D	Depreciation Charge	34,302,924	40,216,546	41,114,653	44,560,321	57,979,082	62,012,443	61,503,998
	Leasehold Improvements	-	-	-	-	-	-	-
	Ground Handling Equipments	32,359,810	35,747,928	36,332,870	39,369,090	47,058,212	52,778,494	54,575,152
	Plant & Machinery	-	-	-	-	-	-	-
	Furniture & Fixtures	1,447,147	3,809,606	3,989,534	4,150,534	4,164,834	2,734,700	386,502
	Vehicles	181,652	181,652	181,652	181,652	5,986,084	5,904,963	5,904,963
	Office Equipments	105,046	169,376	288,960	543,906	528,108	426,553	343,848
	Computers	209,269	307,985	321,636	315,139	241,843	167,733	293,533
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	-	-	-	-	-	-	-
E	Closing RAB (A+B-C-D)	288,508,339	254,795,302	214,230,649	195,932,102	252,405,769	254,466,484	222,550,841
	Leasehold Improvements	-	-	-	-	-	-	-
	Ground Handling Equipments	244,117,127	210,911,998	174,579,128	159,499,797	173,954,560	166,984,980	127,253,742
	Plant & Machinery	-	-	-	-	-	-	-
	Furniture & Fixtures	14,925,990	14,703,294	10,713,760	7,368,225	3,274,891	622,691	291,189
	Vehicles	726,606	544,954	363,303	181,651	23,720,382	17,815,419	11,910,456
	Office Equipments	483,425	561,849	822,889	1,445,997	1,054,788	694,835	480,487
	Computers	1,035,191	853,206	531,570	216,431	414,888	310,055	393,921
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	27,220,000	27,220,000	27,220,000	27,220,000	49,986,259	68,038,503	82,221,045
F	Average RAB	239,728,118	271,651,820	234,512,976	205,081,376	224,168,935	253,436,126	238,508,662

- Fixed assets are valued at cost. Cost of an asset comprises of the purchase price and any attributable cost of bringing the asset to its working condition for its intended use.
- Depreciation is provided using the straight line method based on the useful lives of the assets estimated by the management



Form F 10 a	Capital projects completed before current review for Roll - Forward of RAB
	Same as in Form F7



Form F 10 b Capital Expenditure projected plan - 10 year Master

SR. NO.	PROJECT NAME	PROJECT TYPE	F.Y. before Tariff Year 1	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5	Tariff Year 6	Tariff Year 7	Tariff Year 8	Tariff Year 9	Tariff Year 10
			2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28	2028-29	2029-30	2030-31
1	N.A.	Leasehold Improvements	-	-	-	-	-	-	-	-	-	-	-
2	N.A.	Ground Handling Equipments	2,542,800	-	24,289,760	61,512,975	45,808,914	14,843,914	-	-	-	-	-
3	N.A.	Plant & Machinery	-	-	-	-	-	-	-	-	-	-	-
4	N.A.	Furniture & Fixtures	3,586,910	-	805,000	71,500	82,500	55,000	-	-	-	-	-
5	N.A.	Vehicles	-	-	-	29,524,815	-	-	-	-	-	-	-
6	N.A.	Office Equipments	247,800	550,000	1,167,013	136,900	66,600	129,500	-	-	-	-	-
7	N.A.	Computers	126,000	-	-	440,300	62,900	377,400	-	-	-	-	-
8	N.A.	Intangible Assets - Computer Software	-	-	-	-	-	-	-	-	-	-	-
9	N.A.	Security Deposit	-	-	-	22,766,259	18,052,244	14,182,542	-	-	-	-	-
		TOTAL	6,503,510	550,000	26,261,773	114,452,749	64,073,158	29,588,356	-	-	-	-	-



Form F 10 c

Yearwise Capital Expenditure Financing Plan for next 10 years

PROJECT DETAILS	Tariff Year 1		Tariff Year 2		Tariff Year 3		Tariff Year 4		Tariff Year 5	
	2021-22	AMOUNT	2022-23	AMOUNT	2023-24	AMOUNT	2024-25	AMOUNT	2025-26	AMOUNT
		550,000		26,261,773		114,452,749		64,073,158		29,588,356
TOTAL CAPEX PLANNED	INTERNAL ACCRUAL	550,000	INTERNAL ACCRUAL	26,261,773	INTERNAL ACCRUAL	114,452,749	INTERNAL ACCRUAL	64,073,158	INTERNAL ACCRUAL	29,588,356
	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-
	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-
	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-
		550,000		26,261,773		114,452,749		64,073,158		29,588,356

PROJECT DETAILS	Tariff Year 6		Tariff Year 7		Tariff Year 8		Tariff Year 9		Tariff Year 10	
	2026-27	AMOUNT	2027-28	AMOUNT	2028-29	AMOUNT	2029-30	AMOUNT	2030-31	AMOUNT
		-		-		-		-		-
TOTAL CAPEX PLANNED	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-
	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-
	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-
	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-
		-		-		-		-		-



Form F 10 d	Summary Statement of Expenses Capitalised
	NIL



Form F 10 e	Additional Capital Projects Summary
	NIL



Form 11(a) Employee Strength (ref: AI.4 of Appendix I)

SR. NO.	Particulars with detailed breakup	As on 31st March, 2020	As on 31st March, 2021	As on 31st March, 2022	As on 31st March, 2023	As on 31st March, 2024	As on 31st March, 2025	As on 31st March, 2026
A	Department wise full time employees							
	Airport Director	-	-	-	-	-	-	-
	ATC/Operations	134	265	434	536	577	605	639
	Communications	-	-	-	-	-	-	-
	Human Resource (HR)	-	1	1	1	1	1	1
	Official Language	-	-	-	-	-	-	-
	Finance	1	1	1	1	1	1	1
	Terminal Management Housekeeping	-	-	-	-	-	-	-
	Engineering	-	-	-	-	-	-	-
	Commercial	-	-	-	-	-	-	-
	Land Management	-	-	-	-	-	-	-
	Security	-	-	-	-	-	-	-
	Mt Workshop	-	-	-	-	-	-	-
	Fire	-	-	-	-	-	-	-
	Medical	-	-	-	-	-	-	-
	Cargo	-	-	-	-	-	-	-
	Other 1 (Head office)	-	-	-	-	-	-	-
	Total Full Time Employees	135	267	436	538	579	607	641
B	Department wise part time contractual Employees							
	Department 1	-	-	-	-	-	-	-
	Department 2	-	-	-	-	-	-	-
	Department 3	-	-	-	-	-	-	-
	Department 4	-	-	-	-	-	-	-



Form 11(b) Payroll related Expenditures and Provisions (ref: A1.5 of Appendix I)

SR. NO.	Particulars with detailed breakup	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Salaries & Wages	21,328,484	40,251,265	71,385,895	121,285,057	155,236,828	176,808,251	196,463,892
B	PF Contributions	1,653,725	2,784,353	4,938,070	8,389,810	10,738,400	12,230,588	13,590,253
C	Medical Expenses	519,978	1,534,863	2,722,091	4,624,848	5,919,499	6,742,061	7,491,571
D	Overtime	773,032	2,320,856	4,116,055	6,993,201	8,950,834	10,194,625	11,327,954
E	Staff Welfare Fund	143,929	182,634	323,902	550,311	704,362	802,239	891,423
F	Others	8,903,298	16,118,549	28,586,358	48,568,391	62,164,319	70,802,558	78,673,626
1	Grand Total	33,322,446	63,192,521	112,072,370	190,411,619	243,714,242	277,580,322	308,438,720
2	Employee Expenses Capitalized	-	-	-	-	-	-	-
3	Net Employee Expenses (1)-(2)	33,322,446	63,192,521	112,072,370	190,411,619	243,714,242	277,580,322	308,438,720

Increase in Payroll Expenditure over the years has been assumed @ 6.6% considering 2.6% over the forecasted CPI inflation @ 4% every year



Form 11(c) Administration and General Expenditure (ref: A1.5 of Appendix I)

SR. NO.	Particulars with detailed breakup	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Administration Charges							
	Directors Sitting Fees	-	-	-	-	-	-	-
	Rates & Taxes	-	-	-	-	-	-	-
	Lease/Rent	-	-	-	-	-	-	-
	Rates & Taxes	-	-	-	-	-	-	-
	Communication Expenses	-	-	-	-	-	-	-
	Advertisement	-	-	-	-	-	-	-
	Office Maintenance	-	-	-	-	-	-	-
	Printing & Stationery	87,392	265,014	307,517	661,228	876,986	1,022,543	1,140,187
	Allocated Overhead Expenses	5,552,098	15,022,204	17,645,730	28,651,216	32,035,095	34,270,655	37,209,219
	Total	5,639,490	15,287,218	17,953,247	29,312,444	32,912,081	35,293,198	38,349,406
B	Legal Charges/Auditor's Fees							
	Auditor's Fees	-	-	-	-	-	-	-
	Legal Charges	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-
C	Consultancy/Advisory Expenses							
	Consultancy/Technical/Other Professional Charges	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-
D	Other Charges							
	Land Lease	-	-	-	-	-	-	-
	Insurance Costs							
	During Construction Period	-	-	-	-	-	-	-
	During Opertation Period	313,764	85,601	364,590	406,892	432,514	451,022	469,678
	IT related Expenses	312,896	104,073	679,148	1,203,205	1,507,917	1,578,573	1,633,997
	Recruitment and Training Charges	-	-	-	-	-	-	-
	Bank Charges - BG Commission	-	-	-	-	-	-	-
	Miscellaneous Expenses	-	-	-	-	-	-	-
	Interest on short term loans	264,263	-	-	-	-	-	-
	Travel	3,181,066	5,635,327	11,193,619	24,068,670	31,922,266	37,220,517	41,502,785
	Office Expenses	367,336	535,610	1,292,592	2,779,348	3,686,248	4,298,067	4,792,565
	Certification Expenses	838,952	34,662	2,952,126	6,347,700	8,418,952	9,816,275	10,945,650
	Total	5,278,276	6,395,274	16,482,073	34,805,815	45,967,897	53,364,454	59,344,676
E	Grand Total	10,917,766	21,682,492	34,435,320	64,118,260	78,879,978	88,657,652	97,694,082
F	Administration & General expenses capitalised	-	-	-	-	-	-	-
G	Net A&G expenses (E)-(F)	10,917,766	21,682,492	34,435,320	64,118,260	78,879,978	88,657,652	97,694,082



Form 11(d) Repair & Maintenance Expenditure (ref: A1.5 of Appendix I)

SR. NO.	Particulars with detailed breakup	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Plant and Machinery	1,072,390	1,801,803	3,411,712	4,298,753	4,862,120	5,112,512	5,346,089
1	Grand Total	1,072,390	1,801,803	3,411,712	4,298,753	4,862,120	5,112,512	5,346,089



Form 11(e) Utilities & Outsourcing Expenditure (ref: AI.5 of Appendix I)

SR. NO.	Particulars with detailed breakup	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Utilities Costs							
	Power Costs	2,670,175	3,098,149	4,842,590	8,924,100	11,356,267	12,927,734	14,271,746
	Water Costs	528,233	1,740,178	2,720,001	5,012,515	6,378,623	7,261,289	8,016,198
	Other > Mention all the applicable heads	11,461,838	22,134,355	34,598,562	48,415,994	45,088,847	47,877,737	50,407,057
	Fuel Expenses	2,437,669	6,801,789	14,410,044	23,635,636	29,418,324	31,604,373	33,633,047
	Cleaning expenses	93,772	960,270	512,392	1,105,509	1,468,935	1,714,644	1,911,916
	Communication Expenses	2,070,797	1,574,550	2,025,049	3,011,284	3,479,528	3,795,845	4,061,632
	Equipment hire expenses	6,267,147	10,439,871	17,208,000	20,088,000	10,080,000	10,080,000	10,080,000
	Others	592,453	2,357,876	443,078	575,565	642,059	682,875	720,463
	Total	14,660,246	26,972,682	42,161,153	62,352,609	62,823,736	68,066,759	72,695,001
B	Department-wise Outsourcing Costs							
	Airfield Services & Facilities	-	-	-	-	-	-	-
	Terminals	-	-	-	-	-	-	-
	Surveillance	-	-	-	-	-	-	-
	Cleaning	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-
1	Grand Total	14,660,246	26,972,682	42,161,153	62,352,609	62,823,736	68,066,759	72,695,001
2	Utilities and Outsourcing expenses capitalised	-	-	-	-	-	-	-
3	Net Utilities and Outsourcing expenses (1)-(2)	14,660,246	26,972,682	42,161,153	62,352,609	62,823,736	68,066,759	72,695,001



Form 11(f) Other Outflows (ref: A1.5 of Appendix I)

SR. NO.	Particulars	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Concession fees	16,393,518	30,877,955	37,855,546	99,972,519	136,077,007	164,442,090	185,924,602
B	License Fees	13,993,734	11,662,456	13,468,022	17,941,055	18,604,466	19,534,689	20,511,424
1	Grand Total	30,387,252	42,540,412	51,323,568	117,913,574	154,681,473	183,976,779	206,436,026



Form F 12 b Historical Aircraft Movements

Year	Domestic (Landing)	International (Landing)	Total
2013-14	-	-	-
2014-15	-	-	-
2015-16	-	-	-
2016-17	-	-	-
2017-18	-	-	-
2018-19	51	23	74
2019-20	311	383	694



Form F 12 c Projected Aircraft Movements

Year	Domestic (Landing)			International (Landing)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2021-22	7,187	6,534	5,881	1,121	1,019	917
2022-23	11,536	10,488	9,439	2,777	2,524	2,272
2023-24	13,995	12,723	11,451	3,503	3,184	2,866
2024-25	14,053	12,775	11,498	3,843	3,493	3,144
2025-26	14,113	12,830	11,547	3,983	3,621	3,259
2026-27	15,847	14,406	12,965	4,124	3,749	3,374
2027-28	17,800	16,182	14,564	4,276	3,888	3,499



Form 13(a)

Historical Tariffs and Revenue from Regulated Services (ref: AI.7 of Appendix I)

SR. NO.	Particulars	2019-2020		2020-21		2021-22		2022-23		2023-24		2024-25		2025-26	
		Per Unit Tariff	Revenues	Per Unit Tariff	Revenues	Per Unit Tariff	Revenues	Per Unit Tariff	Revenues	Per Unit Tariff	Revenues	Per Unit Tariff	Revenues	Per Unit Tariff	Revenues
	Revenues from Regulated Services														
1	Ground Handling - Scheduled flights	92,330	64,076,768	47,779	144,004,915	30,340	229,154,603	37,997	494,411,602	41,298	656,944,964	47,136	766,832,081	51,975	855,057,082
	Total Revenue		64,076,768		144,004,915		229,154,603		494,411,602		656,944,964		766,832,081		855,057,082



Form 13(b)**Historical and Projected Revenues from services other than Regulated Services (ref: A1.7 of Appendix I)**

SR. NO.	Name of the customer	Particulars with detailed breakup	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A		Revenue from services other than Regulated Services							
1		Revenue from.....	-	-	-	-	-	-	-
2		Revenue from.....	-	-	-	-	-	-	-
3		Revenue from.....	-	-	-	-	-	-	-
		Total 'A'	-	-	-	-	-	-	-
B		Other Revenues							
1		Others - Interest Income	1,460,835	1,460,835	1,460,835	1,460,835	730,418	-	-
2		Others	-	-	-	-	-	-	-
		Total 'B'	1,460,835	1,460,835	1,460,835	1,460,835	730,418	-	-
		Total Revenues (A+B)	1,460,835	1,460,835	1,460,835	1,460,835	730,418	-	-

Interest income on Fixed Deposits with Lender towards Debt Service Reserve Account as per Loan Agreement. The same has been considered only till Sep-23 as the loan will be fully repaid by that time



Form 14 (b) - Price List - Scheduled Aircrafts

Particulars	Tariff for FY 2020-21						FY 2021-22			FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26					
	Without Equipments			With Equipments			Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full			
	Pax	Ramp	Full	Pax	Ramp	Full																		
Domestic Passenger Flight																								
CODE B	3,500	4,000	7,500	3,500	5,600	9,100	3,500	5,600	9,100	3,500	5,600	9,100	3,675	5,880	9,555	3,675	5,880	9,555	3,859	6,174	10,033			
CODE C	6,000	8,500	14,500	20,300	11,900	32,200	11,270	20,930	32,200	11,270	20,930	32,200	11,834	21,977	33,811	11,834	21,977	33,811	12,426	23,076	35,502			
CODE D	21,000	30,000	51,000	27,000	42,000	69,000	29,295	70,525	99,820	29,295	70,525	99,820	30,760	74,051	104,811	30,760	74,051	104,811	32,298	77,754	110,052			
CODE E	27,000	40,000	67,000	31,000	56,000	87,000	37,975	81,375	119,350	37,975	81,375	119,350	39,874	85,444	125,318	39,874	85,444	125,318	41,868	89,716	131,584			
CODE F	NA	NA	NA	NA	NA	NA	42,315	108,500	150,815	42,315	108,500	150,815	44,431	113,925	158,356	44,431	113,925	158,356	46,653	119,621	166,274			
International Passenger Flight																								
CODE B				3,500	6,500	10,000	4,550	8,450	13,000	4,550	8,450	13,000	4,778	8,873	13,651	4,778	8,873	13,651	5,017	9,317	14,334			
CODE C				22,000	44,000	66,000	28,600	57,200	85,800	28,600	57,200	85,800	30,030	60,060	90,090	30,030	60,060	90,090	31,532	63,063	94,595			
CODE D				27,000	65,000	92,000	41,850	100,750	142,600	41,850	100,750	142,600	43,943	105,788	149,731	43,943	105,788	149,731	46,140	111,077	157,217			
CODE E				35,000	75,000	110,000	54,250	116,250	170,500	54,250	116,250	170,500	56,963	122,063	179,026	56,963	122,063	179,026	59,811	128,166	187,977			
CODE F				39,000	100,000	139,000	60,450	155,000	215,450	60,450	155,000	215,450	63,473	162,750	226,223	63,473	162,750	226,223	66,647	170,888	237,535			
Domestic Freight Flight																								
CODE C				NA	48,400	NA	NA	58,080	NA	NA	58,080	NA	NA	60,984	NA	NA	60,984	NA	NA	64,033	NA			
CODE D				NA	71,500	NA	NA	85,800	NA	NA	85,800	NA	NA	90,090	NA	NA	90,090	NA	NA	94,595	NA			
CODE E				NA	82,500	NA	NA	99,000	NA	NA	99,000	NA	NA	103,950	NA	NA	103,950	NA	NA	109,148	NA			
CODE F				NA	110,000	NA	NA	132,000	NA	NA	132,000	NA	NA	138,600	NA	NA	138,600	NA	NA	145,530	NA			
International Freight Flight																								
CODE C				NA	52,800	NA	NA	63,360	NA	NA	63,360	NA	NA	66,528	NA	NA	66,528	NA	NA	69,854	NA			
CODE D				NA	78,000	NA	NA	93,600	NA	NA	93,600	NA	NA	98,280	NA	NA	98,280	NA	NA	103,194	NA			
CODE E				NA	90,000	NA	NA	112,500	NA	NA	112,500	NA	NA	118,125	NA	NA	118,125	NA	NA	124,031	NA			
CODE F				NA	120,000	NA	NA	144,000	NA	NA	144,000	NA	NA	151,200	NA	NA	151,200	NA	NA	158,760	NA			

Note : Above prices are excluding applicable taxes



Annexure 1 - Calculation of ARR

Particulars		2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
RAB for Calculating ARR	RAB	239,728,118	271,651,820	234,512,976	205,081,376	224,168,935	253,436,126	238,508,662
Fair Rate of Return applied to the RAB	FRoR	14.06%	14.06%	14.06%	14.06%	14.06%	14.06%	14.06%
Depreciation	D	34,302,924	40,216,546	41,114,653	44,560,321	57,979,082	62,012,443	61,503,998
Operation & Maintenance Expenditure	O	90,360,100	156,189,910	243,404,124	439,094,815	544,961,549	623,394,025	690,609,917
Tax	T	23,111,305	-	-	-	-	527,195	25,834,169
Revenues from services other than regulated services	NAR	1,460,835	1,460,835	1,460,835	1,460,835	730,418	-	-
ARR		180,017,291	233,137,628	316,028,532	511,027,051	633,726,517	721,564,692	811,480,436



FROR

Particulars		2019-2020	2020-21	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
				2021-22	2022-23	2023-24	2024-25	2025-26
Debt	D	913,588,043	-	-	-	-	-	-
Equity	E	1,265,582,251	-	-	-	-	-	-
Debt + Equity	C	2,179,170,294	-	-	-	-	-	-
Cost of Debt	Kd	8.60%	8.60%	8.60%	8.60%	8.60%	8.60%	8.60%
Cost of Equity	Ke	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%
Individual year gearing	G	41.92%	41.92%	41.92%	41.92%	41.92%	41.92%	41.92%
Weighted Average Gearing	WG							
Weighted Average Cost of Debt	Rd							
Weighted Average Cost of Equity	Re							
Fair rate of return		14.06%						



Forecast RAB

Particulars		2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
Opening RAB	OR	190,947,897	288,508,339	254,795,302	214,230,649	195,932,102	252,405,769	254,466,484
Commissioned Assets	CA	173,629,651	6,503,510	550,000	26,261,773	114,452,749	64,073,158	29,588,356
Depreciation	DR	(34,302,924)	(40,216,546)	(41,114,653)	(44,560,321)	(57,979,082)	(62,012,443)	(61,503,998)
Disposals/Transfers	DI	(41,766,286)	-	-	-	-	-	-
Closing RAB	CR	288,508,339	254,795,302	214,230,649	195,932,102	252,405,769	254,466,484	222,550,841
RAB	RA= (OR + CR)/2	239,728,118	271,651,820	234,512,976	205,081,376	224,168,935	253,436,126	238,508,662



Yield Per unit

Particulars		2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
Aggregate Revenue requirement	ARR	180,017,291	233,137,628	316,028,532	511,027,051	633,726,517	721,564,692	811,480,436
Estimated Volume	VE	-	-	7,553	13,012	15,908	16,269	16,451
PV of ARR	PV (ARR)	180,017,291	233,137,628	277,074,186	392,810,813	427,081,929	426,338,313	420,365,353
Total PV (ARR)		1,943,670,594						
Total VE		69,192						
Y=Total PV (ARR)/Total VE		28,091						





Ref: CASI/SHC20/BLR/001
Date: 30th September 2020

To
MS. RESHMA MISHRA
AIRPORT MANAGER
BRITISH AIRWAYS

Subject: Invitation for Stakeholder Consultation Meeting

Dear Ms. Reshma,

In reference to the guidelines of Airport Economic Regulatory Authority ('AERA'), Celebi Airport Services India Private Limited ('CELEBI') will be convening a Stakeholder Consultation Meeting related to **Ground Handling Services** at **Kempegowda International Airport, Bangalore**. The Meeting will be held online on a virtual platform due to the prevailing pandemic situation as per following schedule:

Date: 30th October 2020

Time: 1100hrs to 1300hrs

Venue: Online through Microsoft Teams (Link for online meeting will be shared separately via Meeting invite)

RSVP: By Response to Meeting Invite

In the aforesaid meeting we intend to discuss the recent developments, various measures being taken by CELEBI, new price proposal to be filed with regulatory authority AERA and to answer questions or receive valuable feedback from all the stakeholders.

Therefore, being a Stakeholder, we invite you to attend the subject meeting. We would appreciate a response confirming your attendance for the above invite.

To ensure that there are no hurdles during the online meeting, we will conduct a test of online platform few days before the meeting to address any issue you may have and a separate calendar invite will be sent, you are requested to login for 5 min to check effectiveness of this.

For any further assistance you may contact our coordinator Ms. Sapna Bhandari at sapna.bhandari@celebinas.in or Mobile: +91 9870002357.

Thanking you.

For Celebi Airport Services India Private Limited



Cem Sensoz

Chief Executive Officer - Ground Handling India

CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
(Formerly known as Celebi Ground Handling Delhi Private Limited)



MINUTES OF THE MEETING OF STAKEHOLDER CONSULTATION FOR GROUND HANDLING SERVICES AT KEMPEGOWDA INTERNATIONAL AIRPORT, BENGALURU HELD BY CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED THROUGH VIDEO CONFERENCING ON FRIDAY, 30TH OCTOBER, 2020 AT 11:00 A.M.

Attendees List:-

Customer's Representative

S. N.	Name & Designation	Organization
1	Mr. Arun Chandra, GM Aviation Business	BIAL
2	Mr. Tanmay Bhatnagar, Dy. Manager Aviation Concessionaire	BIAL
3	Mr. Bhaskar Venkatramani, GM Regulatory Affairs	BIAL
4	Mr. Pradeep B.A, AGM Aviation Concessionaire	BIAL
5	Mr. Nawal Kishore, Regional Manager	SpiceJet
6	Mr. Addissu Ermias, Traffic and Sales Manager	Ethiopian Airlines
7	Mr. Sunil Sundriyal, Manager Operations	FedEx

Celebi Airport Services Officials

S. N.	Name	Designation
1	Mr. Cem Sensoz	Chief Executive Officer
2	Mr. Tauseef Khan	Chief Operating Officer
3	Mr. Laxman K Prasad	Chief Financial Officer
4	Mr. Andy Dias	Head of Commercial
5	Mr. Levent Kaylak	Head of Operations
6	Mr. Shailender Chaudhary	Legal Head
7	Mr. Sharad Tijoriya	Head Quality & Safety
8	Mr. Adil Bhat	Head GSD & BME
9	Mr. Namith Karkera	Head of IT
10	Mr. Punit Lodha	Head – FPA
11	Mr. Anand Rao	Deputy Station Manager BLR
12	Mr. Anil Raheja	Training Manager
13	Ms. Sapna Bhandari	Commercial Sr. Manager
14	Ms. Nisha Kandari	Executive

Considering the availability of the Stakeholders, meeting commenced at 11.00 a.m.

Mr. Tauseef Khan, Chief Operating Officer of Celebi Airport Services India Private Limited welcomed all the stakeholders, present for the meeting. He wished all the participants to remain healthy and

CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
(Formerly known as Celebi Ground Handling Delhi Private Limited)

Regd. Office: Room No. CE-01, Import Building 2, International Cargo Terminal, IGI Airport, New Delhi – 110037, Tel.: +91 11 2560 1300/1310, Fax: +91 11 2560 1320

CIN: U63090DL2009PTC196128





safe during covid-19 pandemic. In the opening speech, he introduced the stakeholder representatives who participated in the meeting and thanked them for joining the Meeting.

Mr. Cem Sensoz, Chief Executive Officer of CELEBI thanked all the Stakeholders for sparing their valuable time to attend the meeting. He further stated that with an intention of everyone's safety in the current pandemic, CELEBI has organized this meeting on virtual platform and requested stakeholders to feel free to ask their questions, if any. He also wished all the Stakeholders to stay positive, healthy and safe during the current situation.

Further other Members from the CELEBI Management on panel, were introduced one by one.

Thereafter, Mr. Tauseef briefed the participants on flow of event.

Mr. Andy Dias, conveyed warm welcome to all the participants. As the Meeting was conveyed on virtual platform through Microsoft Teams video conferencing, Mr. Andy appraised the participants on Meeting Guidelines with respect to the recording, network speed and sound quality, feedback and Q/A session, Minutes etc.

Mr. Andy started his presentation giving brief overview of CELEBI as a Company (Celebi Airport Services India Private Limited along with its affiliates is collectively referred to as "CELEBI"). He stated that CELEBI is established in Turkey in 1958. CELEBI is the global provider of Airport Services having presence in four Countries including Turkey, Frankfurt, Budapest and India. Further, CELEBI at glance was briefed on below;

- 4 warehouses worldwide
- Handling close to 1 Million Tons Cargo per annum
- Employ more than 13,000 people
- Active at more than 40 Airports: Turkey 31 (including Airports where we do not operate currently due to Pandemic (04 Airports non ops now), India 07 (Including non-ops station Kannur) Hungary 01, Germany 01 (FRA Cargo Warehouse ops)
- Certified Un-impaired Airport
- Provides Airport Ground Services for more than 70 Million Passengers Annually
- possessed certifications under ISAGO, AHM 804, ISO 9001, ISO 14001, PAS99, RA3
- More than 300 Customers globally
- Serving more than 240k flights Annually
- providing ground handling, cargo warehouse and general aviation services

Mr. Andy also appraised the participants on;

- CELEBI Mission and Vision Values
- CELEBI Values



CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
(Formerly known as Celebi Ground Handling Delhi Private Limited)



- Milestones achieved by CELEBI step by step : CELEBI originated in Turkey, founded with one ladder and 5 workers and continues growth of CELEBI in achieving other stations worldwide
- services provided by CELEBI
- Customers over 300 Airline partners
- Quality and Safety role and certifications that enable CELEBI to provide services
- CELEBI entities across the globe and their services
- International Membership with Airport Services Association (ASA), Aviance Alliance, IATA, TIACA, UTIKAD

Mr. Tauseef Khan, COO started his presentation with the insights on role of support functions and expressed gratitude to have in place latest state of Art IT systems and technologies. The Stakeholders were further appraised on these support systems like IT systems & technology, Human Resource, Training, quality management and GSE management that plays key role in CELEBI operations, as briefed below;

IT Systems and Technology:

- Integrated Airport Resources Management: Inform Groundstar is the German based system through which CELEBI optimize planning and control process in ground handling requirements, project and forecast resource requirement for a particular station well in advance, real-time allocation of resources, this has successfully implemented in Mumbai thereafter in Delhi and now we are planning to introduce this at other stations in India. The requirement for using this system helps us in case of multiple flights.
- Global ERP System used in all the functions across the network
- Sales Force: tool used in managing customers locally and globally, taking customer feedback, their contact details, follow up and meeting reports, KPI monitoring
- DCS Systems: proven systems of check-in, boarding and load planning used in CELEBI globally
- Flight Info & Ops Management System (Ikarus): in-house system to specialize ground service requirements of customers.

Human Resource:

- HR policies
- Over 90% internal promotion rate
- Exemplary career paths: From officer to C level management
- Global assignments for personal development in critical roles



Celebi Aviation Academy:

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Mr. Tauseef Khan further briefed about Celebi Aviation Academy as a brain child of CELEBI that happened about 2-3 years back through one of the Board Member of CELEBI, Turkey. Celebi Aviation Academy is a central educational hub which promote training standardization for the purpose of soft skill development, leadership and operational-technical training that provide safe, secure and sustainable development of global ground handling & cargo service. Celebi Aviation Academy has moved leaps and bounds in last 2-3 years and Celebi Aviation is the first company in the world to undergo the center of excellence certification for our in-house training programmes with Celebi Aviation Academy. IATA CETV program was officially launched at the global training partner conference between 10th – 13th April, 2019 wherein CELEBI was accredited with the CETV program. CELEBI is the first ground handling company to achieve highest recognition from IATA with its recognition for achieving IATA training validation program. IATA has gone through CELEBI training modules and found them in line with their AHMS and guidelines and awarded Celebi Aviation Academy as the first company to receive training validation program.

Training initiatives and updates:

Next Mr. Tauseef moved to explain the training initiatives taken within an organization. He mentioned that operation is aided with the blended approach of online/offline platform through E-school created by Training Team to groom, train and qualify staff for various job functions. It is a go green initiative by the team. Through this platform, following benefits are achieved;

- Read & Sign documents, circulars received from various Airlines, Airport Operators are now been uploaded on E-School and assigned to specific staff.
- to track training completion, assign refresher trainings and monitor records for compliance
- Skill cards for GSE operators have been redesigned and issued
- to conduct briefing sessions to keep staff engaged, upgrade existing job knowledge and keep them motivated during COVID 19 Lockdown period
- Mentorship program to guide new joiners.



Customer Satisfaction:

Mr. Tauseef Khan further informed about customer satisfaction survey which is gone online now and being conducted twice year to get the feedback from the customers. CELEBI takes this feedback with importance, endeavor to work on shortfalls and appreciate our staff when we receive recognition/ratings from our Customers this also promote competition within CELEBI stations locally as well as at global level. He further updated that how CELEBI measures quality of its services via Customer Scorecards. Scorecards have been designed to measure the quality of service provided across all subsidiaries in a uniform method. The goal of this procedure is to identify potential problem

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areas as well as strong points and to collect customer feedback pertaining to their commercial and operations expectations.

GSE Management:

Mr. Tauseef Khan further added that CELEBI has implemented the SAP system in order to control, follow, plan, perform and organize GSE's needs and maintenance & repair activities. SAP system support the operations immensely with GSE Management with almost no chance of error. There are other initiative taken through GSE Management Program i.e. conducting GSE tracking system together with GMR and have finalized vendor which induct the product by end of 2022, currently it is pending for seeking Govt. authorities approval. With the help of this tracker we can track the status on the dashboard of every single GSE (wide body/ narrow body). CELEBI has also introduced electrical equipment (passenger stairs, conveyor belts) to make Airport more environment friendly. CELEBI has also introduced Lithium batteries (i.e. Environment friendly, zero maintenance, full charge in approximately 2 Hrs., can be charged in between and need not wait to reach 25% capacity compared to lead acid traction batteries), leading to less down time & increase in productivity.

Operation with Covid-19:

Mr. Tauseef Khan mentioned that, although flights were not fully operative during Covid-19 period but CELEBI operations were continued in terms of business continuity plans which was introduced in pan India and even implemented globally covering guidelines for the staff about running business. Below measures taken by CELEBI during the pandemic were briefed to the Stakeholders;

- Developed & implemented Business Continuity Plan (BCP) for COVID-19.
- 100% compliance to guidelines issued by regulatory authorities and Celebi HQ.
- 100% compliance to COVID-19 PPE.
- 100% temperature checks at office entrance and before issues Airport Entry Pass for operations staff.
- Cleaning & Disinfection through OEM validated chemicals
- Social distancing marking on coaches.
- Cleaning & disinfection of equipment and offices every 12 hours.
- Dynamic tracking and recording of COVID-19 cases enabling self-isolation of suspected cases.
- Wage payment to staff detected positive or under self-isolation making staff to reporting symptoms voluntarily.
- Regular check of compliance by operations and Quality & Safety department.
- Top management is closely monitoring compliances.

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Bengaluru Station Specific Initiatives:

Stakeholders were also appraised on the below initiatives taken by CELEBI specifically for Bengaluru location;

- Digital Web SCF
- Online Read & Sign
- Safety Review Board Meeting every fortnight to discuss safety issues
- Chaining of Cones around the Aircraft
- All Refresher Trainings conducted Online through Celebi E – School
- Implementation of system of monthly/yearly Station Safety Rating to promote safety practices
- Emphasis on reporting of Non-Compliances & Operational Hazards
- GOM Project | AODB Integration | ULD Management Software (In process)
- Reward & Recognition Process | Digital Notice Boards
- TaxiBot is operational at BLR (currently no Customer signed but equipment available at BLR)
- FOD Campaign
- Transport facility to all employees both Blue & white Collar

Tariff Proposal to AERA for the Third Control Period (FY2021-22 to FY2025-26)

In the last Mr. Andy gave detailed background about the proposed Annual Tariff Plan Proposal for the Third Control Period (FY2021-22 to FY2025-26) and highlighted that;

- As per Airport Economic Regulation Act (AERA) regulation tariffs of Ground Handling Services must be determined by the Authority.
- Price so determined by the Authority is the maximum tariff to be charged, however we will continue to have price finalisation with one to one customer based on individual discussion and scope.
- Our current AERA approved/ determined tariffs are valid till March 2021 and it is same irrespective of volume of operation/ flights.
- Considering the above facts we would like to propose the following to AERA Authority in respect of tariffs for the third control period (FY2021-22 to FY2025-26)
- Price link to volume of operation in 3 slabs i.e. High, Medium and Low
- Suitable price increase/ alignment, in-line with increase in cost & volume of operation.

After the detailed presentation, stakeholders were invited for their queries and question and answer session.

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CIN: U63090DL2009PTC196128





Question 1: Pradeep B.A, AGM Aviation Concessionaire from BIAL asked that the volumes are also associated with any kind of service or is it only comprehensive services you are referring to?

Reply: Laxman K Prasad, CFO replied that what we are looking at is to categorising the services broadly into ramp, terminal and comprehensive and the volume will be determined on the basis of number of flights and the number of flights will have all 3 buckets of pricing i.e. ramp, terminal and comprehensive.

Question 2: Pradeep B.A, AGM Aviation Concessionaire from BIAL asked that what is the minimum volume/ number you are setting at or being proposed per Airline?

Reply: Laxman K Prasad, CFO mentioned that we are evaluating the numbers but most likely numbers will be fixed at monthly basis. For e.g. if any Airline is flying 15-17 flights per month may fall into low category, Customer with 30-40 flights per month will be categorised as Medium and more than that can be categorised as High but its tentative and we are still working on it and more freezing number will come up in due course.

Since there was no other questions/concern raised, it was proposed to close the meeting.

Mr. Cem Sensoz addressed the closing remarks by thanking the Stakeholders for hearing the presentation and understanding CELEBI approach and he thanked all the participants for their patience and valuable time. He also mentioned that stakeholders may raise their questions later through email and wished the participants to stay healthy and safe.

Further Mr. Tauseef extended his thanks to all for their participation in Stakeholder Consultation Meeting and announce the closure of the Meeting.

The meeting ended at 11.45 a.m. with a vote of thanks to all stakeholders.

For **Celebi Airport Services India Pvt. Ltd.**

Cem Sensoz
Chief Executive Officer



Forwarded to:

All stakeholder invited – As per list attached in Annexure 1

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Annexure - 1

S. N.	COMPANY/ORGANIZATION	NAME	DESIGNATION
1	British Airways	Reshma Mishra	Airport Manager
2	Ethiopian Airlines	Addissu Ermias	Traffic and Sales Manager
3	FedEx	Sudhir Rana	Sr. Manager Operations
4	Malindoair	Varun Khera	Station Manager
5	SpiceJet	Nawal Kishore	Regional Manager
6	BIAL	Raveen Pinto	VP Aviation Business
7	BIAL	Arun Chandra	GM Aviation Business
8	BIAL	Pradeep B.A	AGM Aviation Concessionaire
9	BIAL	Kiran Kumar	GM Finance Controlling
10	BIAL	Sriram G.	Sr. Manager Finance Controlling
11	BIAL	Bhaskar Venkatramani	GM Regulatory Affairs
12	BIAL	Savita E.	Regulatory Affairs
13	BIAL	Tanmay Bhatnagar	Deputy Manager Aviation Concessionaire



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