

**File No. AERA/20010 MYTP/ IOSPL /ITP/BLR/CP-III/2021-22**

**Consultation Paper No. 03/ 2021-22**



**Airports Economic Regulatory Authority of India**

**IN THE MATTER OF DETERMINATION OF AERONAUTICAL TARIFF FOR M/S INDIAN OIL SKYTANKING PRIVATE LIMITED (IOSPL) PROVIDING INTO PLANE SERVICES (ITP) AT KEMPEGOWDA INTERNATIONAL AIRPORT, BANGALORE FOR THE THIRD CONTROL PERIOD (FY 2021-22 TO FY 2025-26).**

**Date of Issue: 07<sup>th</sup> May, 2021**

AERA Building  
Administrative Complex  
Safdarjung Airport  
New Delhi – 110003

## STAKEHOLDER COMMENTS

The Authority is aware of the fact that the Aviation Sector is undergoing unprecedented turbulence and uncertainty on account of the COVID-19 global pandemic and the associated lockdown situation in the major cities around the world has resulted in restrictions on air travel both domestic and international in the Year 2020 and further extended in some cities in the current year. This Consultation Paper is based on Authority's analysis and observations on the Multi Year Tariff Proposal (MYTP) submitted by M/S Indian Oil Skytanking Private Limited (IOSL) for providing into Plane Services at Kempegowda International Airport, Bangalore. The Authority while proposing the revision in various elements of building blocks considered the impact of turbulence due to the COVID-19 global pandemic and the prevailing business scenario including the fuel throughput (volume) and capital expenditure and shall consider revised submissions by the independent service provider at the time of stakeholder consultation process to form a final view on the elements of building blocks forming part of the tariff determination process.

Thus, in accordance with the provisions of Section 13(4) of the AERA Act, written comments on Consultation Paper No.03/2021-22 dated 07/05/2021 are invited from the stakeholders, preferably in electronic form at the following address;

Secretary,

Airports Economic Regulatory Authority of India (AERA),

AERA Administrative Complex,

Safdarjung Airports, New Delhi – 110002, India

Email: [adhingra.aera@govcontractor.in](mailto:adhingra.aera@govcontractor.in) ; [jaimon.skaria@gov.in](mailto:jaimon.skaria@gov.in)

copy to: [director-ps@era.gov.in](mailto:director-ps@era.gov.in); [secretary@era.gov.in](mailto:secretary@era.gov.in).

**Last Date for submission of Stakeholders' comments: 07/06/2021**

**Last Date for submission of counter comments: 17/06/2021**

**Comments and counter comments will be posted on AERA's website [www.aera.gov.in](http://www.aera.gov.in)**

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

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### List of Abbreviations

<b>Abbreviation</b>	<b>Full Form</b>
AAI	Airports Authority of India
ACS	Annual Compliance Statement
AERA	Airports Economic Regulatory Authority
ARR	Aggregate Revenue Requirement
ATM	Aircraft Traffic Movement
AUCC	Airport Users Consultative Committee
BPCL	Bharat Petroleum Corporation Limited
BIAL	Bangalore International Airport Limited
CAGR	Compounded Annual Growth Rate
FRoR	Fair Rate of Return
GoI	Government of India
GST	Goods and Services Tax
HD	Hydrant Dispensers
HPCL	Hindustan Petroleum Corporation Limited
IOCL	Indian Oil Corporation Limited
IOSPL	IndianOil Skytanking Private Limited
JIG	Joint Inspection Group
IPS	Into Plane Service
KIAB	Kempegowda International Airport, Bangalore
KL	Kiloliter / Kilolitre
MoCA	Ministry of Civil Aviation
MYTP	Multi-Year Tariff Proposal
NAR	Non-Aeronautical Revenue
OMCs	Oil-Marketing Companies
RAB	Regulatory Asset Base
RF	Refuellers
SPRH	Service provider Right Holder
ST	Skytanking Holding GmbH, Germany
YoY	Year on Year
YPU	Yield Per Unit

## CHAPTER 1. INTRODUCTION

- 1.1. Indian Oil Skytanking Private Limited (IOSPL) is a Joint Venture of Indian Oil Corporation Limited (IOCL) and M/s Skytanking Holding GmbH, Germany (ST) with 50:50 equity participation. IOSPL was incorporated on 21<sup>st</sup> August 2006 and involved in implementing Open Access Model in Fuel Farm Operations and Single Man Refueling in India.
- 1.2. Indian Oil Skytanking Private Limited (IOSPL) is in the business of providing Into Plane Services to Airlines on behalf of the suppliers and commenced operations at Kempegowda International Airport, Bangalore in 2008. This was enabled by Service Provider Right Holder (SPRH) Agreement between Bangalore International Airport Limited (BIAL) and Indian Oil Skytanking Private Limited (IOSPL) Bangalore which was valid till 23<sup>rd</sup> May 2018. This was subsequently extended for 1 additional year. BIAL conducted a global competitive bidding process and selected M/s. Bharat Stars Services as one of the ITP operators. Since IOSPL had a dual role of fuel farm operator and ITP agent, in line with existing contractual agreements, it was offered to match the terms and rates of the selected ITP Agent. Subsequently, IOSL and BIAL executed a new SPRH agreement for ITP Services at Bangalore for a period of 10 years on 21<sup>st</sup> March 2019, which came into effect from 24<sup>th</sup> May 2019 and is valid up to 23<sup>rd</sup> May 2029.
- 1.3. The Authority vide its Order No 05/2017-18 dated 12.06.2017 had determined Annual Tariffs for first 3 tariff years i.e., FY 2016-17, FY 2017-18 and FY 2018-19 (upto 23.05.2018) for the second control period under 'Light Touch Approach' as the concession agreement of IOSPL with BIAL was valid upto 23.05.2018. This concession agreement was further extended by one year (i.e., upto 23.05.2019) and then for a period of 10 years and is valid up to 23.05.2029.
- 1.4. The Authority therefore vide Order No 24/2018-19 dated 10.10.2018 had determined the tariff for the remaining period of FY 2018-19 (from 24.05.2018 to 31.03.2019) and FY 2019-20 (from 01.04.2019 to 23.05.2019) of the second control period under 'Light Touch Approach'. The Authority vide Order No.05/2019-20 dated 22.5.2019 extended the existing tariff up to 30.09.2019 and further vide order No.08/2019-20 dated 26.9.2019 extended the same tariff up to 31.03.2020 or till determination of tariff whichever is earlier.
- 1.5. Subsequently, the Authority vide Order No. 16/2019-20 dated 13.11.2019 had determined the tariff for FY 2019-20 applicable from 20.11.2019 and FY 2020-21. The Authority vide its Order No.67/2020-21 dated 25.03.2020, extended further the same tariff up to 30.09.2021 or till determination of tariff for 3<sup>rd</sup> control period whichever is earlier.
- 1.6. M/s Indian Oil Skytanking Private Limited (IOSPL), Bangalore has submitted, the Multi-Year Tariff Proposal (MYTP) for the Third Control Period (FY 2021-22 to FY 2025-26) on 15<sup>th</sup> December 2020 under "Light Touch Approach".
- 1.7. M/s IOSPL, Bangalore has sought 40% increase in tariff for FY 2021-22 over the tariff approved by AERA for FY 2020-21 and thereafter 4.40% YoY increase as is given below:

**Table 1: Year on Year (%) Increase in Tariff Proposed by IOSPL, Bangalore for the third Control Period**

Particulars		% Increase in Tariff Over previous Year				
		2021-22	2022-23	2023-24	2024-25	2025-26
<b>Fuelling of Aircraft</b>		40.63	4.40	4.40	4.40	4.40
<b>Defuelling of Aircraft</b>	<b>Within 6 hours</b>	40.63	4.40	4.40	4.40	4.40
	<b>Beyond 6 hours</b>	40.66	4.40	4.40	4.40	4.40
<b>Refuelling of Defuelled Product</b>	<b>Within 6 hours</b>	40.66	4.58	4.58	4.40	4.40
	<b>Beyond 6 hours</b>	40.66	4.40	4.40	4.40	4.40

- 1.8. IOSPL, Bangalore has submitted the “Business plan for Bangalore ITP Services” for FY 2021-22 to FY 2025-26. Further, IOSPL has the following assets as on 31<sup>st</sup> March 2021 as given below:

**Table 2 : Technical Details of IOSPL, Bangalore**

<b>Refuelling Equipments</b>	<b>Nos.</b>
<b>Aircraft Hydrant dispensers</b>	19
<b>Aircraft Refuellers</b>	4
<b>Total</b>	<b>23</b>

- 1.9. As per the terms and conditions of SPRH agreement, IOSPL, Bangalore is required to share 23.6% of its revenue from Into Plane Services rendered at Bangalore with the Airport operator i.e. BIAL whereas the Authority has proposed the Airport Operator Fees @ 5% of the Aeronautical revenue based on AERA Order No. 01/2018-19 dated 5<sup>th</sup> April 2018 on Capping the amount of Royalty licence Fee / Revenue Share payable to Airport Operator as a “pass through” expenditure for the Independent Service Providers providing Cargo Facility, Ground handling, Supply of Fuel to Aircrafts at Major Airports.
- 1.10. IOSPL, Bangalore has submitted copy of the User Agreements with Hindustan Petroleum Corporation Limited (HPCL), Indian Oil Corporation Limited (IOCL), Reliance Industries and agreements with InterGlobe Aviation limited (Indigo) & Spice Jet airlines. M/s IOSPL, Bangalore has signed an agreement with only two airlines i.e. InterGlobe Aviation limited (Indigo) and SpiceJet on 31<sup>st</sup> December 2013 and 16<sup>th</sup> July 2013 respectively for ITP services with a validity of 10 years. Further, IOSPL also signed an agreement with Reliance Industries for refueling/defueling of aircraft at KIA, Bangalore on 4<sup>th</sup> June 2019 and is valid for 10 years.
- 1.11. Virtual AUCC meeting with the users / stakeholders for Tariff Revision of IOSPL rendering Into Plane Services at Kempegowda International Airport for the third Control Period held on 21<sup>st</sup>



December, 2020 at Bangalore. Invitation for the virtual meeting was sent to 13 stakeholders/ organizations including 3 airlines, however out of 3 airlines, the representatives from one airline i.e. Indigo attended the meeting. As per the 'Minutes' of the AUCC meeting dated 21<sup>st</sup> December, 2020, some of the stakeholders raised certain issues relating to the investment proposed in the previous stakeholders meeting, percentage division of fuel volumes between international and domestic ATM and its impact on tariff, cost saving measures taken by IOSPL and any representations made by IOSL to state government to reduce the VAT on ATF etc.,. Further, none of the stakeholders raised any query on tariff hike proposed by IOSPL, Bangalore.

- 1.12. The depreciation rates for the purpose of the tariff determination exercise has been considered as per the AERA's Order no. 35/2017-18 dated 12<sup>th</sup> January, 2018 as well as Amendment Order no. 35/2017-18 dated 9th April, 2018. The useful life of the assets as determined by AERA also forms the basis for the depreciation of assets of IOSPL.
- 1.13. IOSPL, Bangalore has submitted the audited annual accounts for FY 2016-17 to FY 2019-20 for its standalone operations of IOSPL as a whole, Segmented Revenue and profitability Statements for FY 2016-17 to FY 2019-20 for IOSPL, Bangalore Unit, Minutes of the stakeholders meeting held on 21st December, 2020 and Regulatory filing as per AERA CGF Guidelines, information on assets wise and year wise Capital expenditure, Other income, copy of User Agreements for BLR ITP Service etc. in response to AERA e-mails dated 24<sup>th</sup> December 2020, 4<sup>th</sup> February, 2021 and 10<sup>th</sup> February, 2021 and then on 15<sup>th</sup>, 16<sup>th</sup> March, 2021 and on 22<sup>nd</sup> March, 2021 & 4<sup>th</sup> April, 2021.
- 1.14. IOSPL has also submitted the additional financial and non-financial information, clarifications, guidelines, tender document and court orders copies in response to queries raised by AERA from time to time.
- 1.15. The Authority has reviewed the submissions made by IOSPL with respect to various building blocks. The ensuing chapters in this consultation paper present the Authority's review of the MYTP submitted by IOSPL, Bangalore. The Authority's positions on various building blocks are based on the submission made by IOSPL, Bangalore including their inputs on the queries raised by the Authority.
- 1.16. The final chapter summarizes Authority's proposals regarding each of the building blocks. The Authority invites views of the stakeholders regarding proposals put forward for tariff determination for the third control period in the consultation paper.

## CHAPTER 2. METHODOLOGY FOR TARIFF DETERMINATION PROCESS

2.1 According to Section 2(a) of AERA Act, 2008 "aeronautical service" means any service provided-

- (i) for navigation, surveillance and supportive communication thereto for air traffic management;
- (ii) for the landing, housing or parking of an aircraft or any other ground facility offered in connection with aircraft operations at an airport;
- (iii) for ground safety services at an airport;
- (iv) for ground handling services relating to aircraft, passengers and cargo at an airport;
- (v) for the cargo facility at an airport;
- (vi) **for supplying fuel to the aircraft at an airport; and**
- (vii) for a stake-holder at an airport, for which the charges, in the opinion of the Central Government for the reasons to be recorded in writing, may be determined by the Authority.

2.2 The Authority vide its Order No. 12/2010-11 dated January 10, 2011 and Direction No. 4/2010-11 dated February 28, 2011 ("CGF Guidelines"), had issued guidelines under Section 15 of the AERA Act, 2008 and the amendments issued from time to time, to determine tariffs for ISP's providing aeronautical services at 'Major Airports' based on set procedures for determination of Aggregate Revenue Requirement (AAR) for regulated service(s) deemed 'Materiality Assessment', 'Competition Assessment' and 'User agreement(s) between the Service Provider(s) and User(s) of the Regulated Service(s)'. As stipulated in Clause 3 of the guidelines, the Authority shall follow a three stage process for determining its approach to the regulation of regulated service.

### Stage-I: Materiality Index

2.3 The Materiality Index (MI) of Fuel Throughput at Bangalore airport is as under:

$$= \frac{\text{Fuel Throughput in Kiloliters at Bangalore Airport}}{\text{Total Fuel Throughput in Kiloliters at all Major Airports}} \times 100$$

$$\text{Fuel Throughput at Bangalore Airport} = \frac{816754}{8697575} \times 100 = 9.39\%$$

2.4 Based on IOSPL Bangalore submission, materiality index (based on the fuel throughput at Kempegowda International Airport, Bangalore in comparison to fuel throughput at other major airports) is 9.39% in FY 2019-20 which is more than 5% materiality index fixed for assessing the materiality of the subject regulated service as per clause 4(2)(ii) of "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". Hence the regulated service is deemed as 'Material' for the third control period.

### **Stage-II: Competition Assessment:**

- 2.5 As per IOSPL, Bangalore's submissions there are two ITP service providers i.e. BSSPL & IOSPL at Kempegowda International Airport, Bangalore. Hence, the ITP service deemed as "Competitive" at Bangalore International Airport.

### **Stage-III: Reasonability of User Agreement:**

- 2.6 IOSPL, Bangalore has submitted user agreement with their supplier i.e. Indian Oil Corporation Limited (IOCL), Hindustan Petroleum Corporation Limited (HPCL) and Reliance Industries Ltd. (RIL). IOSPL, Bangalore has also submitted user agreement with Reliance Industries(RIL) for fuelling / Defuelling of Aircrafts and with InterGlobe Aviation limited (Indigo) and Spice Jet airlines for ITP service as may be refer at Para 1.10.
- 2.7 The Authority vide Consultation Paper No 06&08/2019-20 dated 13.09.2019 and 19.09.2019 respectively, regarding ITP services providing by BSSPL at Bangalore International Airport (BIAL) stated and shall be read as:

*"The Service providers BSSPL is promoted by two Oil Marketing Companies viz. BPCL and IOCL, and, both the companies mainly cater to their own clients, hence, in real terms, there is no competition as ITP Service providers. However, the Authority, vide its Order No. 01/20 17-18 dated 17.04.2017 has already decided to determine the tariff under "light touch approach" for the 2nd Control Period. Therefore, the Authority, has decided to determine the tariff of the remaining period of the 2 Control Periods under 'light touch approach'. Notwithstanding the above, the Authority's considered view is that since there is no competition in real term between the two ISP's, hence, from third Control Period, the Authority should be inclined to determine the tariff of Into Plane (ITP) service provider under "price cap approach."*

- 2.8 The Authority noted that IOSPL, Bangalore has been promoted by the Oil Marketing Company i.e. IOCL and caters mainly to IOCL who is its promoter, hence, in real terms, there is no competition as ITP Service providers. Further, based on reasoning given in Para 2.7 above, the Authority is of the view that the tariff of IOSPL, Bangalore for third Control Period to be determine under "Price Cap Approach."
- 2.9 The Authority has reviewed the MYTP submission of IOSPL, Bangalore based on guiding principles of AERA's CGF Guidelines 2011. Considering the 'competition assessment' and 'reasonableness of User Agreement' the Authority observed that, IOSPL, Bangalore is providing ITP services to Airlines on behalf of the Oil Marketing Companies (OMCs). The Authority also noted that IOSPL has an agreement with two Airlines i.e. InterGlobe Aviation limited (Indigo) and Spice Jet airlines and observed that as per Agreement IOSPL, Bangalore has been appointed as an agent to provide ITP services at the Airport to these airlines and such services are to be provided in accordance with the Operations and Quality Control Manual. The Authority also noted that presently, about 33 airlines are operating from Kempegowda International Airport, Bangalore. The Authority further noted that both the ITP service providers i.e. BSSPL and IOSPL at Bangalore, primarily caters the clients of IOCL and BPCL as a principal service providers, only some portion of their business is generated from other client such as HPCL etc.

Hence, it is observed that in real terms there is no competition. The Authority also noted that the agreements entered into with the airlines i.e. InterGlobe Aviation limited (Indigo) and Spice Jet airlines are for ITP services.

2.10 IOSPL, Bangalore is not carrying out any Non-aeronautical service apart from the regulated ITP service at Kempegowda International Airport, Bangalore. Further as per the User agreements with the users of ITP service, IOSPL, Bangalore is entrusted to carry out only the regulated service. As per the annual accounts of IOSPL, Bangalore, the service provider does not have other source of revenue except meager revenue from bank deposits. Thus the income generated from surplus cash, fundamentally has no relationship with any kind of non-aeronautical service. Therefore, the Authority decided to adopt Price Cap Approach under ‘Single Till’ methodology which will be more appropriate and reasonable for tariff determination of IOSPL, Bangalore for providing ITP service. The Authority also proposes to consider the entire other income as recorded as ‘income from non-regulated services’ as NAR for cross subsidizing the main revenue in the interest of all the stakeholders/users.

2.11 Hence, the Aggregate Revenue Requirement (ARR) under the regulatory framework of the Authority is calculated as under:

$$ARR = \sum_{t=1}^5 ARR_t$$

$$ARR_t = (FRoR \times RAB_t) + D_t + O_t + T_t - NAR_t$$

Where,

t is the tariff year in the control period, ranging from 1 to 5

ARR<sub>t</sub> is the Aggregate Revenue Requirement for tariff year ‘t’

FRoR is the Fair Rate of Return for the Control Period

RAB<sub>t</sub> is the Aeronautical Regulatory Asset Base for tariff year ‘t’

D<sub>t</sub> is the Depreciation corresponding to the Regulatory Asset Base for tariff year ‘t’

O<sub>t</sub> is the Aeronautical Operation and Maintenance expenditure for the tariff year ‘t’

T<sub>t</sub> is the Aeronautical taxation expense for the tariff year ‘t’

NAR<sub>t</sub> is the Non-Aeronautical Revenue in tariff year ‘t’.

2.12 The detailed submissions made by IOSPL, Bangalore in respect of the Regulatory Building Blocks have been discussed in the subsequent sections of this Consultation Paper.

**2.13 Authority’s Proposal on Methodology for Tariff Determination for Third Control Period:**

Based on the material before it and based on its analysis, the Authority proposes the following regarding Methodology for Tariff determination for IOSPL, Bangalore for the Third Control Period:

2.13.1 The Authority proposes to adopt “Price Cap Approach” on ‘Single Till’ basis for Tariff determination for IOSPL providing ITP services at Bangalore International Airport for the third Control Period.

## CHAPTER 3. FUEL THROUGHPUT FORECAST

### 3. IOSPL, Bangalore's submission on Fuel Throughput for the Third Control Period as part of MYTP.

3.1 The projected Fuel Throughput (Volume) as per the MYTP of IOSPL, Bangalore for the third control period is given below:

**Table 3: Projected Fuel Throughput during the Third Control Period as per IOSPL, Bangalore**

Year	(KL in Lacs)			% Change over Previous Year		
	Domestic Flights	International Flights	Total	Domestic Flights	International Flights	Total
<b>2019-20</b>	1.47	3.56	<b>5.03</b>	8.59	13.61	<b>22.20</b>
<b>2021-22*</b>	1.66	2.29	<b>3.95</b>	12.92*	-35.63*	<b>-21.45*</b>
<b>2022-23</b>	1.99	2.75	<b>4.74</b>	20.00	20.00	<b>20.00</b>
<b>2023-24</b>	2.19	3.02	<b>5.21</b>	10.00	10.00	<b>10.00</b>
<b>2024-25</b>	2.30	3.17	<b>5.47</b>	5.00	5.00	<b>5.00</b>
<b>2025-26</b>	2.34	3.24	<b>5.58</b>	2.00	2.00	<b>2.00</b>

*\*% Change over 2019-20*

3.2 As per the submission of IOSPL, Bangalore the projections of ITP volumes are dependent on various factors including:

- The type of aircraft
- The sector
- Alternate airport
- Rate of fuel at airport
- Applicable Tax rates
- Flights uplifting the fuel as some flights do not uplift fuel

3.3 As per the virtual presentation made by IOSPL, Bangalore to the stakeholders on Tariff Proposal for third Control Period (FY22-26) on 21 December, 2020, IOSPL, Bangalore has stated that the following assumptions have been considered for projecting the Fuel Throughput for the third control period:

- Fuel Volumes associated with International flights are likely to recover to Pre-Covid levels by 2023-24, as per various sources such as IATA, CAPA etc
- Business travel to be negatively impacted in the long term as more companies rely on e-meetings & video conferencing.
- Visiting friends and family (VFR) and Leisure travel full recovery linked to vaccine
- 2<sup>nd</sup> or 3<sup>rd</sup> waves or lockdowns could impact domestic & International volumes
- Airlines are likely to phase out older aircrafts and replace them with more narrow body

and newer, more fuel-efficient aircraft.

- IOSL’s market share is likely to be range bound between 61-63% in the third Control period.
- Pre-Covid volume levels are reached in starting of FY24

**Authority’s Examination and Analysis:**

3.4 The Authority observed that the assumptions of Fuel Throughput Volume of IOSPL are based on a combination of factors (refer para 3.3 above). However, the historical data of actual fuel throughput of IOSPL, Bangalore, for the period from FY 2016-17 to FY 2019-20 (4 years CAGR) shows a decline of 0.7% in fuel throughput volumes. Further, by including FY 2020-21 (pandemic year), the 5 years CAGR figure gets distorted since it shows a drastic decline of 12.3% in the volumes (refer Table No.4 below).

3.5 The actual Fuel Throughput of IOSPL, Bangalore for the FY 2016-17 to FY 2019-20 and estimated data for the FY 2020-21 as well as CAGR for first 4 years and for 5 years of 2<sup>nd</sup> control period is given below:

**Table 4: Actual (FY 2015-16 to FY 2019-20) & Estimated (FY 2020-21) Fuel Throughput submitted by IOSPL, Bangalore, during the Second Control Period.**

Year	(KL in Lacs)			% Change over Previous Year		
	Domestic Flights	International Flights	Total	Domestic Flights	International Flights	Total
2015-16	1.84	2.58	4.42	-	-	-
2016-17	1.97	3.16	5.13	7.04	22.66	16.16
2017-18	2.03	3.38	5.41	3.14	7.01	5.53
2018-19	2.09	3.52	5.61	3.11	4.07	3.71
2019-20	1.47	3.56	5.03	-29.76	1.10	-10.40
2020-21	1.52	1.52	3.04	3.40	-57.32	-39.57
<b>CAGR (FIRST 4 YRS)</b>	-7.2%	11.4%	-0.7%			
<b>CAGR (5 YRS)</b>	-6.3%	-16.7%	-12.3%			

3.6 The Authority further observed that the Total Fuel Throughput volume at KIAB as being provided by Fuel Farm Facility service provider separately i.e. IOSPL, Bangalore particularly in the FY 2018-19 was 8.37 Lac KLs out of which IOSPL, Bangalore share was 67.04% (5.61 Lac KLs) and in FY 2019-20 the Actual Total Fuel Throughput was 8.17 Lac KLs at KIAB out of which IOSPL, Bangalore share reduced to 61.55% (5.03 Lac KLs).

3.7 The Authority further noted that CAGR of 5 years (including the lean year due Covid-19) of Total Fuel Throughput of IOSPL, Bangalore is (-) 12.3% showing a drastic decline in the Fuel

uplifted during the Second Control Period (refer Table No.4 above). However, IOSPL, Bangalore has projected growth rate of 20% of Fuel Throughput for Domestic and International flights in FY 2022-23 and 2% in FY 2025-26 with CAGR of 9.0% during the third Control Period.

3.8 The Authority recently determined tariff for many other major airports and has considered the adverse impact of COVID 19 pandemic particularly in the Aviation sector and also made its own assessment of the pattern of traffic revival in the next 5 year period. While doing so, the Authority has considered the opinions/forecasts of the experts in the aviation field such as CAPA, ACI and IATA. The Authority after assessing the current COVID-19 situation across the country observed that over one year into the Covid-19 pandemic, substantial disruption still persists. Accordingly, the Authority made the suitable adjustment in the ATM traffic for FY 2021-22 and onwards based on the actual ATMs traffic of FY 2019-20 as base year for KIA, Bangalore and proposes the assumptions as given below:

**Table 5: Assumptions proposed by the Authority for ATMs Traffic at BIAL, Bangalore**

Year	Domestic	International
<b>2019-20</b>	Actual ATM Traffic	Actual ATM Traffic
<b>2021-22</b>	70% of FY 2019-20	50% of FY 2019-20
<b>2022-23</b>	100% of FY 2019-20	75% of FY 2019-20
<b>2023-24</b>	108% of FY 2019-20	100% of FY 2019-20
<b>2024-25</b>	118% of FY 2019-20	108% of FY 2019-20
<b>2025-26</b>	124% of FY 2019-20	116% of FY 2019-20

3.9 The Authority, using the above data proposes the following projections of fuel throughput volumes for the ITP services of IOSPL Bangalore for the 3<sup>rd</sup> Control Period as given in the table below:

3.10 The Authority proposes to adopt the above ATM traffic for projection of Fuel Throughput (volumes) for IOSPL, Bangalore for 3<sup>rd</sup> Control Period as given in the table below:

**Table 6: Revised Fuel Throughput (Volume) Proposed by the Authority for IOSPL, Bangalore for Third Control Period.**

Year	(KL in Lacs)			% of FY 2019-20		
	Domestic	International	Total	Domestic	International	Total
<b>2019-20*</b>	1.47	3.56	<b>5.03</b>	-	-	-
<b>2021-22</b>	1.03	1.78	<b>2.81</b>	70%	50%	-44%
<b>2022-23</b>	1.47	2.67	<b>4.14</b>	100%	75%	-18%
<b>2023-24</b>	1.59	3.56	<b>5.15</b>	108%	100%	2%
<b>2024-25</b>	1.73	3.84	<b>5.58</b>	118%	108%	11%
<b>2025-26</b>	1.82	4.13	<b>5.95</b>	124%	116%	18%
<b>Total**</b>	<b>7.64</b>	<b>15.98</b>	<b>23.62</b>			

\* Figures for FY 2019-20 taken as base year for projection

\*\*Total for third control period (FY 2021-22 to FY 2025-26)

3.11 The Authority recognized the impact of Covid-19, the current vaccination drive and multiple government travel restrictions issued from time to time, it would be difficult to accurately assess the traffic projections and fuel throughput (volume) thereon at this juncture. Therefore, the Authority proposed to take a final view on traffic assessment based on the developments of the COVID-19 situation, and, after considering stakeholders' views on the subject, in response to this Consultation Paper.

### **3.12 Authority's proposals on Fuel Throughput for the Third Control Period**

Based on the material before it and based on its analysis, the Authority has proposed the following regarding Fuel Throughput for the Third Control Period:

- 3.12.1 The Authority proposes to consider the Fuel Throughput (Volume) for the 3<sup>rd</sup> Control Period for IOSPL, Mumbai as per Table 6.
- 3.12.2 The Authority proposes to True-up the ATM traffic and fuel throughput volume based on actual numbers for the 3<sup>rd</sup> Control Period at the time of determination of tariff for the next Control Period.



## CHAPTER 4. CAPITAL EXPENDITURE

### 4. IOSPL, Bangalore's submission on Capital Expenditure for the Third Control Period as part of MYTP.

- 4.1 As per clause 9.2 of the CGF guidelines, RAB assets shall be all fixed assets proposed by the Service Provider(s), after providing for such exclusions therefrom or inclusions therein as may be determined by the Authority.
- 4.2 The assets that substantially provide services not related to or not normally provided as part of Regulated Service(s) may be excluded from the scope of RAB by the Authority, in its discretion.
- 4.3 As per MYTP submission, IOSPL, Bangalore has projected total capital expenditure of Rs. 1914.75 Lacs for the third control period. The projection of assets wise capital expenditure as per the MYTP of IOSPL, Bangalore for the third control period is given below:

**Table 7: Capital Expenditure as projected by IOSPL, Bangalore for the Third Control Period  
Amount (Rs. in Lacs)**

Particulars		2021-22	2022-23	2023-24	2024-25	2025-26	Total
Vehicles	HD - Refurbishment	-	504.00	330.75	-	-	834.75
	RF - Refurbishment	-	73.50	77.18	-	-	150.68
	HD - New	-	-	319.73	167.86	176.25	663.83
	Dirt Defense Filters	-	159.30	106.20	-	-	265.50
Total		0.00	736.80	833.85	167.86	176.25	1914.75

- 4.4 IOSPL, Bangalore has not projected the Capital Expenditure for the 1<sup>st</sup> year of the third control period i.e. FY 2021-22.
- 4.5 As per the annual accounts of IOSPL, Bangalore year wise details of capital expenditure for the FY 2016-17 to 2020-21 is as under:

**Table 8: Capital Expenditure as per Annual Accounts of IOSPL, Bangalore for the FY  
2016-17 to FY 2020-21**

Particulars	Amount (Rs. in Lacs)					Total
	2016-17	2017-18	2018-19	2019-20	2020-21*	
Capital Expenditure	184.26	144.73	356.63	174.95	110.00	970.56

\* Estimated figures

**Authority's Examination and Analysis:**

- 4.6 The Authority examined the total projected capital expenditure of Rs. 1914.75 Lacs for the third control period and noted that IOSPL, Bangalore has projected about more than 2 times the actual capital expenditure incurred by IOSPL, Bangalore during the 2<sup>nd</sup> control period as per the Annual Compliance Statement (ACS).
- 4.7 The Authority, based on the information and SPRH Agreement submitted by IOSPL, Bangalore, examined the requirement of capital expenditure on each component i.e. Refurbishment of Hydrant Dispensers & Refuellers and rationale of proposed capital expenditure in detailed manner.
- 4.8 The Authority has sought the details from IOSPL, Bangalore about the peak hour ATMs at Bangalore Airport, Percentage of ATMs catered by IOSPL and number of Aircraft Hydrant Dispensers and Aircraft Refuellers required to meet the peak hour demand. IOSPL, Bangalore vide their email dated 6<sup>th</sup> & 7<sup>th</sup> April, 2021 informed that *“the peak simultaneous connections at Bangalore Airport in Pre-Covid times were 16. Presently this number is around 13-14 depending on the days of the week. Please note that these peak connections (13 to 14) are met using hydrant dispensers only. Use of refuellers is limited only for defueling and for serving non-hydrant bays which are negligible in number and rarely used. However due to our contractual commitments we are required to maintain 04 refuellers at Bangalore ITP Services. Bangalore Airport is a hub for night parking of aircrafts, therefore this peak is observed in the early morning hours from 4-8 AM (Approx.). We presently have 19 Hydrant dispensers and 04 Refuellers. As per the requirement of BIAL, we are required to maintain 04 refuellers. Furthermore, each ITP Service provider should have equipment required to satisfy 60% of the airport peak requirements individually). Our present equipment numbers are therefore kept to meet these requirements”*.
- 4.9 The Authority examined the life profile of vehicles to be refurbished, cost of refurbishment of each vehicle, requirement of new vehicles- Hydrant Dispensers and total capital expenditure projected thereon as confirmed by IOSPL vide email dated 22<sup>nd</sup> March 2021, 5<sup>th</sup> April and 7<sup>th</sup> April, 2021 and the details are given below:

**Table 9: Year wise Projection of Capital Expenditure on Refurbishment of Vehicles for FY 2021-22 to 2025-26**

New and Refurbishment of Vehicles		Nos. of Vehicles					
		2021-22	2022-23	2023-24	2024-25	2025-26	Total
Vehicles	Hydrant Dispensers - New	0	0	2	1	1	4
	Hydrant Dispensers - Refurbishment	0	8	5	0	0	13
	Refuellers- Refurbishment	0	1	1	0	0	2
	<b>Total</b>	<b>0</b>	<b>9</b>	<b>8</b>	<b>1</b>	<b>1</b>	<b>19</b>
<b>Per Unit Cost proposed for New and Refurbishment of Vehicles</b>							
		<b>Amount (Rs. in Lacs)</b>					
		2021-22	2022-23	2023-24	2024-25	2025-26	
Vehicles	Hydrant Dispensers - New			159.86	167.86		176.25
	Hydrant Dispensers - Refurbishment		63.00	66.15			
	Refuellers-- Refurbishment		73.50	77.18			
<b>Capital Expenditure proposed for New and Refurbishment of Vehicles Amount (Rs. in Lacs)</b>							
		2021-22	2022-23	2023-24	2024-25	2025-26	Total
Vehicles	Hydrant Dispensers - New	0.00	0.00	319.73	167.86	176.25	<b>663.83</b>
	Hydrant Dispensers - Refurbishment	0.00	504.00	330.75	0.00	0.00	<b>834.75</b>
	Refuellers-- Refurbishment	0.00	73.50	77.18	0.00	0.00	<b>150.68</b>
	<b>Dirt Defence Filters</b>	0.00	159.30	106.20	0.00	0.00	<b>265.50</b>
	<b>Total</b>	<b>0.00</b>	<b>736.80</b>	<b>833.85</b>	<b>167.86</b>	<b>176.25</b>	<b>1914.75</b>

4.10 The Authority observed that IOSPL Bangalore has proposed to refurbish the life of 15 vehicles out of 23 vehicles whose present life is 13 years whereas the life span of balance vehicles is within the life profile as per the SPRH agreement.

4.11 The Authority observed that IOSPL, Bangalore has projected capital expenditure of Rs.663.83 Lakhs for the purchase of four (4) new vehicles - Hydrant Dispensers (i.e. Two in FY 2023-24, one in FY 2024-25 and one in FY 2025-26). The Authority sought additional information from IOSPL, Bangalore about the requirement of new vehicles - Hydrant Dispensers and their cost. With regard to requirement Hydrant Dispensers, IOSPL, Bangalore informed that New Terminal T2 shall be operational in FY 2021-22 or FY 2022-23 and therefore to cater the futuristic ATM traffic /demand at New Terminal T2, IOSPL, Bangalore shall require these vehicles. Regarding cost of new Hydrant Dispensers (HDs), IOSPL vide mail dated 26<sup>th</sup> April forwarded the quotations which they have invited in 2018 from 4 suppliers namely, Globe Hi Fabs LLP, Faridabad, IPWT, Mumbai, Standard Casting and Titan Antony Aviation India Pvt. Ltd., Navi Mumbai and comparative bid statement to ascertain the cost of new HDs. Accordingly, IOSPL, Bangalore informed that based on lowest quotation as being obtained in the year 2018 has been considered as a base cost (per unit) for purchase of New HDs.

- 4.12 The Authority after considering the clarification given by IOSPL, Bangalore, examined the need for the purchase of four new vehicles -Hydrant Dispensers and is of the view that there is not much increase in the fuel throughput projection in the background of ATM traffic forecasted considering the pandemic impact for the third control period. The Authority also noted the statement of IOSPL Bangalore at Para 4.8 stated “*the peak simultaneous connections at Bangalore Airport in Pre-Covid times were 16*”, therefore at any given point of time IOSPL may not require more than 16 to 18 vehicles even after the new terminal T2 becomes operational. The Authority therefore considers the requirement of Two (2) new vehicles to be sufficient at this stage and another two vehicles may be considered for the next control period apart from refurbishment to meet the peak hour demand. The Authority has also considered the cost of new Hydrant Dispensers (HDs), based on the justification as detailed in Para 4.11 above and proposes to consider the same cost as per the IOSPL.
- 4.13 The Authority noted IOSPL’s submission that presently they have 19 (Nineteen) Hydrant Dispensers (HD) and 04 (Four) Refuellers- (RF) out of which IOSPL has proposed to replaced 13 Dispensers and 2 Refuellers including their accessories at a total cost of Rs. 985.43 Lacs. The Authority noted the capital expenditure projections of Rs.834.75 Lacs proposed for the Refurbishment of 13 Nos. of HD and Rs.150.68 Lacs for the Refurbishment of 2 Nos. of RF to be incurred by IOSPL, Bangalore to fulfill the requirement of Schedule D of SPRH Agreement. The Authority further noted that IOSPL, Bangalore is under legal obligation to incur this capital expenditure on commercial vehicles with minimum average life of vehicles are 8 years old as per the requirement of Schedule D of SPRH Agreement. The Authority therefore proposes that the capital expenditure of Rs. 834.75 Lacs and Rs.150.68 Lacs for the Refurbishment of HDs and RFs respectively may be considered for capitalization in the third control period.
- 4.14 The Authority noted the Capital Expenditure of Rs.265.50 Lacs (Rs. 159.30 Lacs in FY 2022-23 and Rs. 106.20 Lacs in FY 2023-24) projected by IOSPL, Bangalore for installation of Dirt Defense Filters (DDF). The Authority further noted that as per the Joint Inspection Group (JIG) guidelines, the service provider is under obligation to install Dirt Defense Filters (DDF) in all the Hydrant Dispensers & Refuellers before July 2023 to meet the safety standards at the airport and fueling of aircrafts. Therefore the Authority proposes to consider capital expenditure of Rs. 159.30 Lacs projected for installation of Dirt Defense Filters in FY 2022-23 and also proposed the capitalization in the third quarter of FY 2022-23. Further, the capital expenditure of Rs. 106.20 Lacs projected for FY 2023-24 has been considered for capitalization in the same financial year.
- 4.15 The Authority keeping in view the above, has considered the per unit cost as proposed by IOSPL and also considering the mandatory replacement of vehicles in order to the requirement of Bangalore RTO regulations. In view of this, the Authority proposes to allow replacement of 13 Dispensers and 2 Refuellers as proposed by IOSPL at a total cost of Rs.985.43 lacs. (including cost of accessories) for determination of ARR for the 3<sup>rd</sup> Control Period. The year wise projection of capital expenditure on dispensers and refuellers along with requirement of new dispensers considered by the Authority for 3<sup>rd</sup> Control Period is given below:

**Table 10: Capital Expenditure Proposed by the Authority for IOSPL, Bangalore**

New and Refurbishment of Vehicles		Nos. of Vehicles					
		2021-22	2022-23	2023-24	2024-25	2025-26	Total
Vehicles	Hydrant Dispensers - New	0	0	0	1	1	2
	Hydrant Dispensers - Refurbishment	0	8	5	0	0	13
	Refuellers - Refurbishment	0	1	1	0	0	2
	<b>Total</b>	<b>0</b>	<b>9</b>	<b>6</b>	<b>1</b>	<b>1</b>	<b>17</b>
<b>Revised Capital Expenditure on New and Refurbishment of Vehicles</b>		<b>Amount (Rs. in Lacs)</b>					
		2021-22	2022-23	2023-24	2024-25	2025-26	Total
Vehicles	Hydrant Dispensers - New	0.00	0.00	0.00	167.86	176.25	344.11
	Hydrant Dispensers - Refurbishment	0.00	504.00	330.75	0.00	0.00	834.75
	Refuellers - Refurbishment	0.00	73.50	77.18	0.00	0.00	150.68
	Dirt Defence Filters	0.00	160.00	105.50	0.00	0.00	265.50
	<b>Total</b>	0.00	737.50	513.43	167.86	176.25	1595.04

4.16 The Authority in order to ensure that IOSPL, Bangalore adheres to its Capital Expenditure plan, proposes to rework the RAB of the IOSPL, Bangalore for the third Control Period, by reducing the RAB by 1% of the total cost of the Vehicles as per the timeline above or as the case may be, if the IOSPL, Bangalore fails to commission and capitalize these assets as per the capitalization schedule proposed as above.

#### 4.17 Authority's Proposal on Capital Expenditure for Third Control Period

Based on the material before it and based on its analysis, the Authority has proposed the following regarding Capital Expenditure for IOSPL, Bangalore for the third control period:

- 4.17.1 The Authority proposes to consider the capital expenditure for IOSPL, Bangalore for the third Control Period in accordance with Table 10.
- 4.17.2 The Authority proposes to rework the RAB of the IOSPL, Bangalore for the third Control Period, by reducing the RAB by 1% of the cost of the Vehicles as the case may be, if the IOSPL, Bangalore fails to commission and capitalize these assets as per the capitalization schedule proposed as above.
- 4.17.3 The Authority proposes to true up the capital expenditure based on actuals at the time of tariff determination for next Control Period.

## CHAPTER 5. DEPRECIATION

### 5. IOSPL, Bangalore’s submission on Depreciation for the Third Control Period as part of MYTP.

5.1 As per the IOSPL Bangalore’s submission, the asset wise depreciation projected on the Regulatory Assets of during the third control period has been summarized in the Table 11 below:

**Table 11: Depreciation (Asset-wise) as projected by IOSPL, Bangalore for Third Control Period**

Particulars	Amount (Rs. in Lacs)					
	2021-22	2022-23	2023-24	2024-25	2025-26	Total
<b>Plant and Machinery-IPS</b>	0.28	0.28	0.28	0.28	0.28	<b>1.40</b>
<b>Vehicles</b>	106.83	196.67	300.90	321.88	318.42	<b>1244.70</b>
<b>Furniture and Fittings</b>	0.18	0.18	0.18	0.18	0.18	<b>0.90</b>
<b>Computer Software</b>	36.67	36.67	36.67	-	-	<b>110.00</b>
<b>Total</b>	<b>143.96</b>	<b>233.80</b>	<b>338.03</b>	<b>322.34</b>	<b>318.88</b>	<b>1357.00</b>

#### Authority’s Examination and Analysis:

- 5.2 The Authority issued Order No. 35 / 2017-18 for “Determination of Useful life of Airport Assets” for determining appropriate depreciation rates in line with the provisions of the Companies Act 2013. Accordingly, the Authority has considered the useful life and depreciation rates as prescribed in the said Order 35 for IOSPL Bangalore.
- 5.3 The Authority, as discussed in preceding chapter, examined the capital expenditure of Rs.265.50 Lacs (Rs. 159.30 in FY 2022-23 and Rs. 106.20 Lacs in FY 2023-24) projected for installation of Dirt Defense Filters (DDF). The Authority keeping in view the requirements of JIG guidelines, proposes that the asset of Rs. 159.30 Lacs to be capitalized in the third quarter of FY 2022-23 and depreciation on it has been considered accordingly. The depreciation on assets of Rs. 106.20 Lacs to be capitalized in FY 2023-24, has been considered for full year based on the useful life of assets.
- 5.4 The Authority examined the need for the purchase of new Hydrant Dispensers as detailed in Para 4.11 and 4.12 of chapter 4 and has considered the depreciation to be applicable for the purchase of two new Hydrant Dispensers for the third control period.
- 5.5 The Authority has examined the depreciation rates and useful life of Assets considered by IOSPL, Bangalore for determination of depreciation and noted that IOSPL, Bangalore has considered the same depreciation rates and useful life of Assets as approved by AERA vide its order no. 35/2017-18 except Furniture & fixtures where the residual value of 5% is considered by IOSPL, Bangalore but the amount of depreciation on it, is very insignificant. The Authority has therefore, considered the same value and depreciation for Furniture & fixtures which IOSPL, Bangalore has projected.
- 5.6 Keeping in view of the above and depreciation rates and life of Assets, the Authority proposes the following depreciation for the 3rd Control Period as provided in the Table no. 12 below

**Table 12: Revised Depreciation Proposed by the Authority for IOSPL, Bangalore for third Control Period**

Particulars	Amount (Rs. in Lacs)					
	2021-22	2022-23	2023-24	2024-25	2025-26	Total
<b>Plant and Machinery-IPS</b>	0.28	0.28	0.28	0.28	0.28	<b>1.40</b>
<b>Vehicles</b>	106.83	186.71	260.94	281.92	278.45	<b>1114.85</b>
<b>Furniture and Fittings</b>	0.18	0.18	0.18	0.18	0.18	<b>0.90</b>
<b>Computer Software</b>	36.67	36.67	36.67	0.00	0.00	<b>110.00</b>
<b>Total</b>	<b>143.96</b>	<b>223.84</b>	<b>298.06</b>	<b>282.38</b>	<b>278.91</b>	<b>1227.15</b>

**5.7 Authority's Proposal on Depreciation for third Control Period**

Based on the material before it and based on its analysis, the Authority has proposed the following regarding depreciation for IOSPL, Bangalore for the third control period:

- 5.7.1 The Authority proposes depreciation on the assets of IOSPL, Bangalore for the third Control Period as per Table 12.
- 5.7.2 The Authority proposes to true up the depreciation based on actuals at the time of tariff determination for next Control Period.

## CHAPTER 6. REGULATORY ASSET BASE (RAB)

### 6. IOSPL, Bangalore's submission on Regulatory Asset Base (RAB) for the Third Control Period as part of MYTP.

- 6.1 As per clause 9.2 of the CGF guidelines, RAB assets shall be all fixed assets proposed by the Service Provider(s), after providing for such exclusions therefrom or inclusions therein as may be determined by the Authority.
- 6.2 The assets that substantially provide services not related to or not normally provided as part of Regulated Service(s) may be excluded from the scope of RAB by the Authority, in its discretion.
- 6.3 The projected Regulatory Asset Base (RAB) for the third control period submitted by IOSPL, Bangalore has been shown in the Table 13 below:

**Table 13: Regulatory Asset Base (RAB) as per the submission by IOSPL, Bangalore for third Control Period**

Amount (Rs. in Lacs)

Particulars	2021-22	2022-23	2023-24	2024-25	2025-26	Total
<b>Opening RAB (A)</b>	658.58	514.62	1,017.62	1,513.45	1,358.96	-
<b>Addition (B)</b>	0.00	736.80	833.85	167.86	176.25	<b>1,914.75</b>
<b>Adjustment (C)</b>	0.00	0.00	0.00	0.00	0.00	<b>0.00</b>
<b>Deletion (D)</b>	0.00	0.00	0.00	0.00	0.00	<b>0.00</b>
<b>Depreciation (E)</b>	143.96	233.80	338.03	322.34	318.88	<b>1,357.00</b>
<b>Closing RAB (F) = (A)+(B)-(C)-(D)-(E)</b>	<b>514.62</b>	<b>1,017.62</b>	<b>1,513.45</b>	<b>1,358.96</b>	<b>1,216.33</b>	-
<b>Average RAB (G)=(A+F)/2</b>	<b>586.60</b>	<b>766.12</b>	<b>1,265.54</b>	<b>1,436.20</b>	<b>1,287.64</b>	-

- 6.4 The historical Regulatory Asset Base (RAB) as per the ACS (Annual Compliance Statement) of IOSPL, Bangalore for the second control period has been shown in the Table 14 below:

**Table 14 :Actual RAB as per the Annual Accounts of IOSPL, Bangalore**

Particulars	Amount (Rs. in Lacs)				
	2016-17	2017-18	2018-19	2019-20	Total
<b>Opening RAB (A)</b>	54.28	201.72	297.65	595.21	-
<b>Addition (B)</b>	184.26	144.73	356.63	174.95	<b>860.56</b>
<b>Adjustment (C)</b>	8.39	0.00	0.00	0.00	<b>8.39</b>
<b>Deletion (D)</b>	0.00	0.00	0.00	0.00	<b>0.00</b>
<b>Depreciation (E)</b>	28.43	48.80	59.06	113.70	<b>250.00</b>
<b>Closing RAB (F) = (A)+(B)-(C)-(D)-(E)</b>	<b>201.72</b>	<b>297.65</b>	<b>595.21</b>	<b>656.46</b>	-
<b>Average RAB (G)=(A+F)/2</b>	<b>128.00</b>	<b>249.68</b>	<b>446.43</b>	<b>625.83</b>	-



### **Authority's Examination and Analysis:**

- 6.5 The Authority has examined each element of RAB projected by IOSPL, Bangalore for the third control period and its utilization as well as requirement in the functioning of the IOSPL, Bangalore.
- 6.6 The Authority, based on the clarification submitted by IOSPL, Bangalore on revised CAPEX to be incurred for refurbishment of vehicles, purchase of new vehicles and installation of DDF and depreciation proposed by the Authority, proposes RAB to be considered for the determination of ARR, as given in the Table 15 below:

**Table 15: RAB proposed by the Authority for IOSPL, Bangalore the third Control Period**

Particulars	Amount (Rs. in Lacs)					Total
	2021-22	2022-23	2023-24	2024-25	2025-26	
<b>Opening RAB (A)</b>	658.58	514.62	1,027.58	1,243.64	1,129.12	-
<b>Addition (B)</b>	0.00	736.80	514.13	167.86	176.25	<b>1,595.03</b>
<b>Adjustment (C)</b>	0.00	0.00	0.00	0.00	0.00	<b>0.00</b>
<b>Deletion (D)</b>	0.00	0.00	0.00	0.00	0.00	<b>0.00</b>
<b>Depreciation (E)</b>	143.96	223.84	298.06	282.38	278.91	<b>1,227.15</b>
<b>Closing RAB (F) = (A)+(B)-(C)-(D)-(E)</b>	<b>514.62</b>	<b>1,027.58</b>	<b>1,243.64</b>	<b>1,129.12</b>	<b>1,026.46</b>	-
<b>Average RAB (G)=(A+F)/2</b>	<b>586.60</b>	<b>771.10</b>	<b>1,135.61</b>	<b>1,186.38</b>	<b>1,077.79</b>	-

### **6.7 Authority's Proposal on Average RAB for Third Control Period**

Based on the material before it and based on its analysis, the Authority has proposed the following regarding Average RAB for IOSPL, Bangalore for the Third Control Period:

- 6.7.1 The Authority proposes to consider Average RAB for IOSPL, Bangalore for the third Control Period as per Table 15.
- 6.7.2 To True-up RAB in the next Control Period depending on the actual CAPEX incurred and date of capitalization of underlying assets in a given year.

## **CHAPTER 7. FAIR RATE OF RETURN (FROR)**

### **7 IOSPL, Bangalore's submission on fair Rate of Return (FRoR) for the Third Control Period as part of MYTP.**

- 7.1 IOSPL, Bangalore has considered Fair Rate of Return (FRoR) as 14% in MYTP for the third control period.
- 7.2 As per the MYTP submission made by IOSPL, Bangalore has stated that it will not take any debt for the CAPEX of 3<sup>rd</sup> Control Period. Capitalization activity is proposed to be funded by 100% Equity.

#### **Authority's Examination and Analysis:**

- 7.3 The Authority has noted that IOSPL, Bangalore has not proposed any debt for financing its Regulatory assets and proposes to meet its CAPEX requirement through equity funds.
- 7.4 The Authority examined the various components of FRoR submitted by IOSPL, Bangalore and noted that FRoR determined for IOSPL, Bangalore is reasonable.
- 7.5 The Authority had earlier considered the FRoR at 14% for other ISP's and Airport Operators wherein the financing for CAPEX was proposed to be funded by 100% from equity.
- 7.6 The Authority therefore, proposes to consider the same FRoR (i.e.14%) as proposed by IOSPL, Bangalore for determination of ARR of IOSPL, Bangalore for the third control period.

#### **Authority's Proposal on Fair Rate Of Return (FROR)**

Based on the material before it and based on its analysis, the Authority has proposed the following regarding Fair Rate of Return (FROR) for IOSPL, Bangalore for the Third Control Period:

- 7.6.1 The Authority proposes to consider 14% as Fair Rate of Return (FROR) for IOSPL, Bangalore for the third Control Period.

## CHAPTER 8. NON-AERONAUTICAL REVENUE

### 8 IOSPL, Bangalore's submission on Non-Aeronautical Revenue for the Third Control Period as part of MYTP.

8.1 IOSPL, Bangalore has projected Non-Aeronautical Revenue (Revenue from services other than regulated services) as per Table 16 below:

**Table 16: Projected Non-Aeronautical Revenue (Revenue from services other than regulated services) by IOSPL, Bangalore for the third control period**

Particulars	Amount (Rs. in Lacs)					
	2021-22	2022-23	2023-24	2024-25	2025-26	Total
Non-Aeronautical Revenue	5.85	7.37	8.51	9.39	10.05	41.17

#### Authority's Examination and Analysis:

8.2 The Authority examined the Non-Aeronautical Revenue projected by IOSPL, Bangalore for the third control period and noted that this revenue is mainly generated through bank deposits. The Authority proposes to consider the entire NAR for cross subsidizing the main revenue in the interest of all the stakeholders/users, as described in Para 2.10 of this consultation paper. Accordingly, the Authority proposes to consider the same Non-Aeronautical Revenue for determination of ARR as per Table 16 above:

#### 8.3 Authority's Proposal on Non-Aeronautical Revenues

Based on the material before it and based on its analysis, the Authority has proposed the following regarding Non-Aeronautical Revenues for IOSPL, Bangalore for the Third Control Period:

8.3.1 The Authority proposes to consider Non-Aeronautical Revenues for the third control period as per Table 16.

8.3.2 The Authority proposes to true up the Non-Aeronautical Revenue based on actuals at the time of tariff determination for next Control Period.

## CHAPTER 9. OPERATION AND MAINTENANCE EXPENDITURE

### 9 IOSPL, Bangalore's submission on Operation and Maintenance Expenditure for the Third Control Period as part of MYTP.

- 9.1 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.
- 9.2 Operation and Maintenance (O&M) expenditure submitted by IOSPL, Bangalore is segregated into the following categories:
- Payroll Costs;
  - Admin and general expenditure;
  - Repair and maintenance expenditure;
  - Utility Costs
  - Airport Operator Fees
- 9.3 The summary of growth rates used by IOSPL, Bangalore for the projection of Operation and Maintenance expenditure for the third control period has been presented in the Table 17 below:

**Table 17: Growth rates in O&M as per IOSPL, Bangalore for third Control Period**

Particulars	Escalation	Inflation
Payroll Costs	5.50%	5.00%
Rent/License		7.50%
Rates & Taxes		5.00%
Rent		5.00%
Communication		8.00%
Travelling & Conveyance		10.00%
Office Maintenance		5.00%
Printing & Stationery		10.00%
Audit Expenses		5.00%
Legal Expenses		10.00%
Other professional charges		8.00%
Marketing Costs		5.00%
Insurance		10.00%
Consumption of stores		10.00%
Recruitment/training		10.00%
Bank Charges		5.00%
Miscellaneous- Admn. Exps		5.00%
CSR Expenditure		5.00%
Spares		5.00%
Security		5.00%
Repairs and Maintenance		8.00%
Power-Utilities		5.00%
Water		5.00%
Diesel		8.00%

- 9.4 IOSPL, Bangalore, based on the above assumptions given in table above, has projected Operation and Maintenance Expenditure for the third control period but the CAGR for the third

control period has been worked out by the Authority. The Projected Operation and Maintenance Expenditure (including Airport Operator Fees) submitted by IOSPL, Bangalore for the third control period is given in Table 18 below.

**Table 18: Projected Operation and Maintenance Expenditure - IOSPL, Bangalore.**

Particulars	Amount (Rs. in Lacs)						CAGR
	2021-22	2022-23	2023-24	2024-25	2025-26	Total	
<b>Payroll Costs</b>	566.71	646.21	734.06	811.14	896.31	3654.42	<b>12.14%</b>
<b>Administrative and General Expenditure</b>	63.88	68.52	73.52	78.92	84.75	369.59	<b>7.32%</b>
<b>Utilities and Outsourcing costs</b>	82.68	88.74	95.26	102.27	109.81	478.76	<b>7.35%</b>
<b>Repair and Maintenance Expenditure</b>	115.77	125.03	135.03	145.84	157.50	679.18	<b>8.00%</b>
<b>Airport Operator Fees</b>	563.88	691.31	789.54	867.17	929.26	3841.16	<b>13.30%</b>
<b>Total</b>	<b>1392.91</b>	<b>1619.80</b>	<b>1827.41</b>	<b>2005.34</b>	<b>2177.63</b>	<b>9023.10</b>	<b>11.82%</b>

9.5 As per IOSPL, Bangalore, there is no change in department wise number of employees of Maintenance and Administration departments, however, there is slight increase in the manpower for operations from FY 2022-23 and 2023-24 as compared to FY 2019-20 as shown in Table 19 below:

**Table 19: Projected Department-wise Full-Time No. of Employees- IOSPL, Bangalore**

Actual & Projected Department-wise Full-Time No. of Employees-IOSPL, Bangalore							
Department	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
<b>Operations</b>	<b>61</b>	<b>54</b>	<b>58</b>	<b>62</b>	<b>66</b>	<b>66</b>	<b>66</b>
<b>Maintenance</b>	<b>12</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
<b>Administration</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
<b>Total</b>	<b>74</b>	<b>66</b>	<b>70</b>	<b>74</b>	<b>78</b>	<b>78</b>	<b>78</b>

**Authority's Examination and Analysis:**

**A. Operation and Maintenance Expenditure**

9.6 The Authority examined category-wise breakup of each category of Operation and Maintenance expenditure based on actuals as per the annual accounts of IOSPL, Bangalore for the second control period (FY16-17 to FY19-20) which is given below:

**Table 20: Actual Operation and Maintenance Expenditure & CAGR for the Second Control Period (FY16-17 to FY19-20)**

Particulars	Amount (Rs. in Lacs)					CAGR
	2016-17	2017-18	2018-19	2019-20	Total	
<b>Payroll Costs</b>	340.12	385.95	465.23	480.51	<b>1671.81</b>	<b>12.2%</b>
<b>Administrative and General Expenses</b>	58.67	121.87	69.57	59.42	<b>309.53</b>	<b>0.4%</b>
<b>Utilities and Outsourcing costs</b>	26.34	41.87	58.62	77.04	<b>203.87</b>	<b>43.0%</b>
<b>Repair and Maintenance Expenses</b>	33.94	90.38	109.12	97.80	<b>331.24</b>	<b>42.3%</b>
<b>Total</b>	<b>459.06</b>	<b>640.06</b>	<b>702.54</b>	<b>714.78</b>	<b>2516.45</b>	<b>15.9%</b>

\* Annual financials of 2020-21 is yet to be finalized.

- 9.7 The Authority examined the total Operation and Maintenance expenditure of IOSPL, Bangalore and noted that the CAGR of actual expenditure incurred on Operation and Maintenance by the IOSPL, Bangalore as per the actuals during the 2<sup>nd</sup> control period i.e. FY 2016-17 to FY 2019-20 is 15.9% which is higher than the CAGR of 11.82% ( Refer Table 18) as projected by IOSPL for the third control period.
- 9.8 The Authority also examined the category wise share of each expenditure in total expenditure as projected by IOSPL, Bangalore for the third Control Period which is given below:

**Table 21: Category wise percentage share of Operation & Maintenance Expenditure**

Category of Operation and Maintenance Expenditure	% Share of Total Expenditure
<b>Payroll Costs</b>	71.80
<b>Administrative and General Expenditure</b>	6.79
<b>Utilities and Outsourcing costs</b>	8.80
<b>Repair and Maintenance Expenditure</b>	12.62
<b>Total</b>	<b>100.00</b>

- 9.9 The Authority noted that Payroll Cost is major component of operating cost i.e. about 72% of the total operating expenditure of IOSPL, Bangalore whereas for other three categories it is 28% of the total operating expenditure.
- 9.10 The Authority, also examined the growth rates assumed by IOSPL, Bangalore for the projection of Operation and Maintenance expenditure as shown in Table 18 above for the third control period which is as under:
- **Payroll Costs-** IOSPL has projected 12.14% CAGR on employee benefit expenses for 3<sup>rd</sup> Control Period and submitted that payroll cost will increase due to annual increment of

10.5% (5.5% on account of an annual increase and 5% on account of inflation) towards Payroll (manpower costs) and addition of more man power.

- **Administrative and General Expenditure** - IOSPL has projected an increase of more than 7.32% after considering 10% inflation impact on Legal Expenses, Insurance, and Printing & Stationery, Consumption of Stores, Recruitment/Training and considered 5% inflation impact on audit, security and other miscellaneous expenses.
- **Repair and Maintenance Expenditure** - IOSPL in the submission has projected an increase of 8.0% in these expenses for the third control period.
- **Utility Costs** - - projected an increase of 7.35% for Utility Costs after taking into consideration 5% inflation rate for power and rent & rates.
- **Airport Operator Fees** (based ITP revenue share)– As per the concession agreement, Airport Operator Fees has been considered at 6% of revenue from services.

9.11 The Authority, based on its examination on projected O&M expenditure, rate of increase in each category of expenditure and after taking into account the effect of COVID -19, causing slowdown in the aviation sector and sustenance of the operations, proposes to revise each category of O&M expenditure is as under:

- i. **Payroll Costs**- the Authority noted the CAGR of projected Payroll Costs for third control period is 12.14% whereas the CAGR of actual Payroll Costs as per the annual accounts of IOSPL, Bangalore during the second control period (FY 2016-17 to FY 2019-20) is 12.2%. The Authority is however, of the view that due to COVID -19 pandemic, there is slow down in the aviation sector and to sustain the operations, the increase in the payroll costs may not be that as may be during the normal operations. Therefore, the Authority is of the view that the requirement of additional manpower (as detailed in table 19) may not be justifiable with the projections of fuel throughput uptake. Hence, the authority proposes to consider 8.50% YoY increase for the purpose of projection of “Payroll Cost” including inflation effect of 4.60% on account of CPI inflation (RBI rate) for the third control period.
- ii. **Administrative and General Expenditure** - The Authority also examined the projections of administrative and general expenditure of IOSPL, Bangalore and noted that the CAGR of projected administrative and general expenditure for third control period is 7.32% whereas the CAGR of actual administrative and general expenditure as per the annual accounts of IOSPL, Bangalore during the second control period (FY 2016-17 to FY 2019-20) is 0.4% which is very low as compared to CAGR of projected expenditure. The Authority, therefore keeping in view the inflation rate as per RBI rate, proposes an annual increase in administrative and general expenditure by 4.60% for the third Control Period.
- iii. **Repair and Maintenance Expenditure** - The Authority examined the projections of Repairs and Maintenance Expenditure made by IOSPL, Bangalore noted that the CAGR of projected Repairs and Maintenance Expenditure for third control period is 8.0% whereas the CAGR of actual R&M expenditure as per the annual accounts of IOSPL, Bangalore during the second control period (FY 2016-17 to FY 2019-20) is about 42.3% which is

high due to low R&M expenditure incurred in the FY 2016-17. Since the projected annual increase in R&M expenditure by IOSPL, Bangalore is lower (i.e., 8.0%), the Authority therefore proposes to consider 8.0% annual increase in Repairs and Maintenance Expenditure for the third control period.

- iv. **Utilities and Outsourcing costs** - The Authority has examined the projections made by IOSPL, Bangalore about the Utility Costs and noted that the CAGR of projected Utility Costs for third control period is 7.35% whereas the CAGR of actual Utility Costs as per the annual accounts of IOSPL, Bangalore during the second control period (FY 2016-17 to FY 2019-20) is 43.0% which is very high when compared with the CAGR of the projected R&M expenditure. The Authority, keeping in view the CAGR of IOSPL, Bangalore for the third control period, proposes to revise the utility costs with an annual increase of 7.35% for revise projection of R&M expenditure for the third control period.

9.12 The Authority noted that IOSPL, Bangalore has projected the Airport Operator Fees @ 23.6% of the aeronautical revenue (ITP revenue) whereas the Authority has approved Airport Operator Fees @ 5% of the aeronautical revenue vide its Order No. 01/2018-19 dated 5<sup>th</sup> April 2018 on Capping the amount of Royalty licence Fee / Revenue Share payable to Airport Operator as a “pass through” expenditure for the Independent service Providers providing Cargo Facility, Ground handling, Supply of Fuel to Aircrafts at Major Airports. The Authority based on its order, proposes Airport Operator Fees @ 5% of the aeronautical revenue of IOSPL, Bangalore for the third Control Period.

9.13 Based on the trends of O&M expenditure considering the actuals of 2<sup>nd</sup> Control Period and projections made by IOSPL for third control period, the Authority proposes to consider FY 2021-22 as base for increase in Operation and Maintenance Expenditures for the FY 2022-23 to FY 2025-26 and proposes the following percentage (%) increase for each category of expenditure which as given in Table 22 below:

**Table 22: Proposed Percentage (%) Increase in Operation and Maintenance Expenditure by the Authority for revision of Operation and Maintenance Expenditure for IOSPL, Bangalore for third Control Period**

Particulars	2022-23	2023-24	2024-25	2025-26
<b>Payroll</b>	8.50%	8.50%	8.50%	8.50%
<b>Administrative and General</b>	4.60%	4.60%	4.60%	4.60%
<b>Repairs and Maintenance</b>	8.00%	8.00%	8.00%	8.00%
<b>Utility</b>	7.35%	7.35%	7.35%	7.35%
<b>Airport Operator Fees (Revenue Share) (based on AERA Order)</b>	5.00%	5.00%	5.00%	5.00%



9.14 The Authority after considering the above growth rates, has proposed to revise the Operating and Maintenance Expenditure and Airport Operator Fees based on AERA Order No. 01/2018-19 dated 5<sup>th</sup> April 2018, as given in the Table 23 below:

**Table 23: Revised Operating and Maintenance Expenditure proposed by the Authority for the Third Control Period.**

Particulars	Amount (Rs. in Lacs)					
	2021-22*	2022-23	2023-24	2024-25	2025-26	Total
<b>Payroll Costs</b>	566.71	614.88	667.14	723.85	785.37	3357.94
<b>Administrative and General Expenditure</b>	63.88	66.82	69.89	73.11	76.47	350.17
<b>Utilities and Outsourcing costs</b>	82.68	88.76	95.28	102.29	109.81	478.82
<b>Repair and Maintenance Expenditure</b>	115.77	125.03	135.03	145.84	157.50	679.18
<b>Airport Operator Fees</b>	45.45	66.98	83.29	90.27	96.31	382.30
<b>Total</b>	<b>874.49</b>	<b>962.47</b>	<b>1050.64</b>	<b>1135.35</b>	<b>1225.47</b>	<b>5248.41</b>

\*FY 2021-22 taken as base to revise projection (except for Airport Operator Fees which on Revenue share basis)

**9.15 Authority's Proposal on Operation and Maintenance Expenditure**

Based on the material before it and based on its analysis, the Authority has proposed the following regarding Operation and Maintenance Expenditure for IOSPL, Bangalore for the Third Control Period:

- 9.15.1 The Authority proposes to consider the Operation and Maintenance Expenditure as given in Table 23 above, for the purpose of determination of tariffs for 3<sup>rd</sup> Control Period.
- 9.15.2 The Authority proposes to cap the revenue sharing @5% and the same shall be true up for FY 2021-21 to FY 2024-24 of the 3<sup>rd</sup> Control Period based on actuals at the time of determination of tariffs for the next Control Period.
- 9.15.3 The Authority proposes to true up the Operation and Maintenance Expenditure based on actuals at the time of tariff determination for next Control Period.

## CHAPTER 10. TAXATION

### **10 IOSPL, Bangalore's submission on Provision for Taxation for the Third Control Period as part of MYTP.**

- 10.1 As per clause 9.5 of CGF Guidelines, taxation represents payments by the Service Provider in respect of corporate tax on income from assets and services taken into consideration for determination of Aggregate Revenue Requirement. The Authority shall review forecast for corporate tax calculation with a view to ascertain inter alia the appropriateness of the allocation and the calculations thereof.
- 10.2 IOSPL, Bangalore has projected income tax @ 34.944% (Basic rate 30%, 12% Surcharge where total income > Rs. 10 crore and 4% Health and Education Cess) on regulatory profits.
- 10.3 The tax projections submitted by IOSPL, Bangalore Third Control Period is given as per Table 29 below:
- 10.4 The tax projections submitted by IOSPL, Bangalore Third Control Period is given as per Table 24 below:

**Table 24 :Provision for Taxation as per IOSPL, Bangalore submission for third Control Period**

Particulars	Amount (Rs. in Lacs)					
	2021-22	2022-23	2023-24	2024-25	2025-26	Total
<b>Profit before Tax</b>	418.98	610.77	680.91	810.42	864.39	<b>3,385.47</b>
<b>Provision for Taxation</b>	146.41	213.43	237.94	283.19	302.05	<b>1,183.02</b>

#### **Authority's Examination and Analysis:**

- 10.5 The Authority noted that IOSPL, Bangalore has applied income tax @ 34.944% (Basic rate 30%, 12% Surcharge where total income > Rs. 10 crore and 4% Health and Education Cess) for tax projections for the Third Control Period.
- 10.6 The Authority noted that a new section 115BAA was introduced by the Government of India through the Taxation (Amendment) Ordinance 2019 on the 20<sup>th</sup> September 2019. Section 115BAA provides option to a domestic company to pay tax at lower rate of 22% (plus applicable surcharge and cess) (where the total turnover for previous Year (PY) 2017-18 does not exceeds Rs. 400 Crore) as opposed to normal tax rate of 30%/ 25% (plus applicable surcharge and cess), w.e.f. assessment year 2020-21, provided the income is computed-
- without claiming exemption/ deduction
    - u/s 10AA [SEZ units],
    - u/s 32(1)(ia) [additional depreciation qua new plant and machinery @ 20%/ 30%],

- u/s 32AD [15% on new assets in undertaking set up in specified backward areas in Andhra Pradesh, Bihar, Telangana, and West Bengal]
  - u/s 33AB [specified percentage of amounts deposited with Tea/ Coffee/ Rubber Board]
  - u/s 33ABA [specified percentage of amounts deposited in Site Restoration Account]
  - u/s 35(1)(ii)/(ia), 35(2AA) [specified deduction for scientific research]
  - u/s 35AD [expenditure on specified business]
  - u/s 35CCC [expenditure on agricultural extension project]
  - u/s 35CCD [expenditure on skill development project]
  - under Part C of Chapter VIA except section 80JAA of the Act (such as 80IA/ IB/ IC/ ID/ IE etc.)
- without set-off of any brought forward losses to the extent such loss relates to deductions mentioned above. Such losses would also not be allowed to be carried forward to subsequent years.
  - after claiming depreciation other than additional depreciation u/s 32(1)(ia).

The benefit of lower rate under the aforesaid section can be exercised by the company from any year commencing from AY 2020-21 or onwards. Such option is to be exercised in prescribed manner, before due date of return u/s 139(1) for the year in which option is exercised. Option once exercised would be binding for subsequent years and cannot be withdrawn.

10.7 The Authority examined both the income tax rates and noted that the rate of Tax as per Section 115BAA is lower, the comparative detail is given in Table 25 below:

**Table 25: Corporate Tax Rate used by IOSPL, Bangalore & as per the provisions of Section 115BAA of Income Tax Act, 1961**

Particulars	Basic rate	Surcharge	Health and Education Cess	Tax Rate
Tax Rate as per IOSPL, Bangalore	30.00%	12.00%	4.00%	34.944%
Tax Rate as per Section 115BAA of Income Tax Act 1961	22.00%	10.00%	4.00%	25.168%

10.8 The Authority noted that Income tax rate prescribed under the new section 115BAA is lower and sought clarification from IOSPL, Bangalore for levying tax @ 34.944% (including surcharge and Health and Education Cess) whereas as per Section 115BAA of Income Tax Act 1961, the Corporate Income Tax Rate is 25.168% (including surcharge and Health and Education Cess). In this regard, IOSPL clarified that-

*“ the company being an entity operating 23 locations across India, pays tax based on the overall profitability of the company. Concessional tax rate for domestic companies from AY*

2020-21 (FY 2019-20) for companies upto turnover of 400 crores in FY 2017-18 was made at 25% as per section 115BAA with conditions precedent to availing the concessional tax. The turnover of the company in 2017-18 was 502 Crores. Also the company is claiming income tax deductions under Income tax act for other location. These claims have been rejected by the Income tax authorities and are under litigation with the department of Income tax. The company has made provisions in the books for the full disputed amounts for the pervious years also. During 2019-20, provision at full rate of tax have been made in the audited P&L and the same has been also adopted by the company & the Board of Directors as well as certified by the Statutory Auditors & the tax auditors.”

10.9 The Authority, after considering the clarification and justification given by IOSPL, Bangalore on applying 34.944% Tax rate, is of the view that the provision for taxation to be made @ 34.944% for the determination of ARR for Third Control Period for IOSPL Bangalore. Accordingly, the Authority proposes to apply 34.944% Tax rate and revises the amount of provision for taxation as given in Table 26 below:

**Table 26: Revised Provision for Taxation for IOSPL, Bangalore as per the Authority**

Particulars	Amount (Rs. in Lacs)					
	2021-22	2022-23	2023-24	2024-25	2025-26	Total
<b>Taxation</b>	0.00	53.59	110.78	135.49	147.39	<b>447.25</b>

10.10 **Authority’s Proposal on Provision for Taxation**

Based on the material before it and based on its analysis, the Authority has proposed the following regarding provision for taxation for IOSPL, Bangalore for the Third Control Period:

10.10.1 The Authority proposes to consider provision for taxation as shown in Table 26 for determination of ARR for the third control period of IOSPL, Bangalore.

10.10.2 The Authority proposes to true up the provision for taxation based on actual tax paid at the time of tariff determination for next Control Period.

## CHAPTER 11. AGGREGATE REVENUE REQUIREMENT (ARR)

### 11 IOSPL, Bangalore's submission on Aggregate Revenue Requirement for the Third Control Period as part of MYTP.

11.1 IOSPL, Bangalore has submitted Aggregate Revenue Requirement (ARR) and Yield Per Unit for the third Control Period. The summary of ARR and Yield Per Unit has been presented in the Table 27 below:

**Table 27: IOSPL, Bangalore's submission of the Aggregate Revenue Requirement (ARR) and Yield as per Unit for the third Control Period**

Particulars	Amount (Rs. in Lacs)					
	2021-22	2022-23	2023-24	2024-25	2025-26	Total
Revenue from Regulated Services (1)	1950.00	2457.00	2837.84	3128.72	3350.85	<b>13724.41</b>
Revenue from Services other than Regulated Services (2)	5.85	7.37	8.51	9.39	10.05	<b>41.17</b>
Operating Expenditure (3)	1392.91	1619.80	1827.41	2005.34	2177.63	<b>9023.10</b>
Depreciation (4)	143.96	233.80	338.03	322.34	318.88	<b>1357.00</b>
Tax (5)	146.41	213.43	237.94	283.19	302.05	<b>1183.02</b>
Total Expenditure (3+4+5)= (6)	1683.28	2067.03	2403.38	2610.87	2798.57	<b>11563.12</b>
Regulatory Operating (After Tax) Profit 1+2-6=(7)	272.57	397.34	442.97	527.23	562.34	<b>2202.45</b>
Capital Expenditure(8)	0.00	736.80	833.85	167.86	176.25	<b>1914.75</b>
Opening RAB (9)	658.58	514.62	1017.62	1513.45	1358.96	-
Disposals/Transfers (10)	0.00	0.00	0.00	0.00	0.00	-
Closing RAB (9+8-4-10)=(11)	514.62	1017.62	1513.45	1358.96	1216.33	-
Average RAB (9+11) /2=(12)	586.60	766.12	1265.54	1436.20	1287.64	-
Total Fuel throughput (Volume) (KLs in Lacs) (13)	<b>3.95</b>	<b>4.74</b>	<b>5.21</b>	<b>5.47</b>	<b>5.58</b>	<b>24.96</b>
Actual Yield per KL (1)/(13)	<b>493.76</b>	<b>518.45</b>	<b>544.37</b>	<b>571.59</b>	<b>600.17</b>	-

11.2 As per the submission of IOSPL, Bangalore Annual inflation in the Tariff has been taken @ 5% to determine yield per KL.

#### **Authority's Examination and Analysis:**

11.3 The Authority having noted and examined the submission made by IOSPL, Bangalore and observed that during the period of FY 2016-17 to 2019-20, the actual Return on average RAB for FY 2016-17 is 483%, FY 2017-18 is 213% and 21.22% in 2018-19 and the Net profit ratio in FY 2016-17 is 45%, FY 2017-18 is 31% and 9% in 2018-19.

11.4 Based on the above, the Authority examined the reason for the sharp decline in Profit before Tax as well as Return on average RAB in FY 2019-20 and noted that the decline is due to the revision of the Airport Operator Fees as detailed in Para 9.12 of chapter 9.

**Table 28 :Statement of Revenue, Profitability, RAB and Return on RAB as per the Annual Accounts of IOSPL, Bangalore for the FY 2016-17 to FY 2019-20**

Particulars	Amount (Rs. in Lacs)			
	2016-17	2017-18	2018-19	2019-20
<b>Revenue</b>	1,374.96	1,450.46	1,504.20	1,411.82
<b>Profit after Tax</b>	618.72	532.36	475.94	132.79
<b>Average RAB</b>	128.00	249.68	446.43	625.83
<b>Net Profit Ratio (%)</b>	45.00	36.70	31.64	9.41
<b>Return on Average RAB (%)</b>	483.38	213.22	106.61	21.22

11.5 The projected Revenue, Profit after Tax and Return on Average RAB as per the projected accounts of IOSPL, Bangalore, as part of their MYTP submissions for third Control Period is given in Table 29 below:

**Table 29 : Projected Revenues, Profitability, RAB and Return on Average RAB as per projected Accounts of IOSPL, Bangalore**

Particulars	Amount (Rs. in Lacs)				
	2021-22	2022-23	2023-24	2024-25	2025-26
<b>Revenue</b>	1,955.85	2,464.37	2,846.35	3,138.10	3,360.91
<b>Profit after Tax</b>	639.41	847.08	956.62	1091.38	1166.88
<b>Average RAB</b>	586.60	766.12	1,265.54	1,436.20	1,287.64
<b>Net Profit Ratio (%)</b>	32.69	34.37	33.61	34.78	34.72
<b>Return on Average RAB (%)</b>	109.00	110.57	75.59	75.99	90.62

11.6 As per the above table, Return on average RAB and net profit ratio as projected by IOSPL for the 3<sup>rd</sup> Control period is significantly very high.

11.7 The Authority also noted that as per the projected revenue of IOSPL, Bangalore (Table 27) the CAGR of Revenue from Aeronautical Services is 14.50% during the third control period whereas as per the annual accounts for the FY 2016-17 to FY 2019-20 the CAGR is 0.9% of actual Revenue from Aeronautical Services (Table-28).

11.8 The observations and proposals of the Authority across the regulatory building blocks impact the computation of ARR and Yield per Unit. With respect to each element of the regulatory building blocks considered by IOSPL, Bangalore in computation of ARR and Yield per Unit in Table 29 above, the Authority proposes as below:

- To consider the Fuel Throughput in accordance Table 6
- To consider the depreciation as per Table 12.
- To consider the average RAB in accordance with Table 15.

- To consider the Non-aeronautical revenue as per Table 16
- To consider the O&M expenses as per Table 23.
- To consider the Tax as per Table 26.

11.9 After considering the above, the Authority proposes the following ARR as presented in the Table 30 below:

**Table 30: Revised Aggregate Revenue Requirement (ARR) proposed by the Authority for IOSPL, Bangalore for the third Control Period**

Particulars	Amount (Rs.in Lacs)					
	2021-22	2022-23	2023-24	2024-25	2025-26	Total
Average RAB (Refer Table 14)	586.60	771.10	1135.61	1186.38	1077.79	
Fair Rate of Return (Refer Table 16)	14%	14%	14%	14%	14%	
Return on average RAB	82.12	107.95	158.99	166.09	150.89	<b>666.05</b>
O & M Expenses (Refer Table 23)	874.49	962.47	1050.64	1135.35	1225.47	<b>5248.41</b>
Depreciation (Refer Table 12)	143.96	223.84	298.06	282.38	278.91	<b>1227.15</b>
Tax (Refer Table 26)	0.00	53.59	110.78	135.49	147.39	<b>447.25</b>
Less: NAR (Refer Table 16)	5.85	7.37	8.51	9.39	10.05	<b>41.17</b>
<b>ARR per year</b>	<b>1094.72</b>	<b>1340.48</b>	<b>1609.96</b>	<b>1709.93</b>	<b>1792.61</b>	<b>7547.69</b>
Discount Rate	14%	14%	14%	14%	14%	
PV Discount	1.00	0.88	0.77	0.67	0.59	
<b>PV of ARR based @14%</b>	<b>1094.72</b>	<b>1175.86</b>	<b>1238.81</b>	<b>1154.15</b>	<b>1061.37</b>	<b>5724.91</b>
Present Rate	365.75	365.75	365.75	365.75	365.75	
<b>Fuel Throughput (Lacs KL)(Refer Table 6)</b>	<b>2.81</b>	<b>4.14</b>	<b>5.15</b>	<b>5.58</b>	<b>5.95</b>	<b>23.62</b>
Total Revenue ( at current rate)	1026.86	1513.42	1881.79	2039.64	2175.99	8637.70
PV Discount	1.00	0.88	0.77	0.67	0.59	
Discounted Aeronautical Revenue	1026.86	1327.56	1447.97	1376.70	1288.36	6467.45
Revise Rate	323.76	323.76	323.76	323.76	323.76	
<b>Revised Revenue (with Tariff Decrease)</b>	<b>908.96</b>	<b>1339.66</b>	<b>1665.73</b>	<b>1805.46</b>	<b>1926.16</b>	<b>7645.98</b>
<b>PV of Revised Revenue</b>	<b>908.96</b>	<b>1175.14</b>	<b>1281.73</b>	<b>1218.63</b>	<b>1140.44</b>	<b>5724.91</b>

#### Authority's Proposal on Aggregate Revenue Requirement (ARR)

Based on the material before it and based on its analysis, the Authority has proposed the following regarding Aggregate Revenue Requirement (AAR) for IOSPL, Bangalore for the Third Control Period:

11.9.1 The Authority proposes to consider the ARR for IOSPL, Bangalore for the third Control Period as per Table 30.

11.9.2 The Authority proposes to true up the ARR based on actuals at the time of tariff determination for the next Control Period.

## CHAPTER 12. ANNUAL TARIFF PROPOSAL

### **12 IOSPL Bangalore's submissions on Annual Tariff Proposal for the Third Control Period as part of MYTP.**

- 12.1 M/s Indian Oil Skytanking Private Limited (IOSPL), Bangalore has submitted Multi Year Tariff Proposal (MYTP) for the third Control Period (FY 2020-21 to FY 2025-26) on 15<sup>th</sup> December, 2020.
- 12.2 Proposed increased by IOSPL, Bangalore for Into Plane Services at Kempegowda International Airport, Bang for the third Control Period shows more that 40% increase in Tariff in FY 2021-22 over the tariff approved by AERA for FY 2020-21 and 4.40% on Year on Year basis.
- 12.3 M/s Indian Oil Skytanking Private Limited (IOSPL), Bangalore has submitted the tariff proposal for Into Plane Services at Kempegowda International Airport, Bangalore for the third Control Period as per Table 31 below:

**Table 31: Tariff Proposal by IOSPL, Bangalore for the third Control Period**

<b>(Amount in Rs. Per K L)</b>						
<b>Particulars</b>		<b>2021-22</b>	<b>2022-23</b>	<b>2023-24</b>	<b>2024-25</b>	<b>2025-26</b>
<b>Fuelling of Aircraft</b>		514.37	537.00	560.63	585.29	611.05
<b>Defuelling of Aircraft</b>	<b>Within 6 hours</b>	514.37	537.00	560.63	585.29	611.05
	<b>Beyond 6 hours</b>	617.24	644.40	672.75	702.35	733.26
<b>Refuelling of Defuelled Product</b>	<b>Within 6 hours</b>	565.80	591.70	616.69	643.82	672.15
	<b>Beyond 6 hours</b>	617.24	644.40	672.75	702.35	733.26

#### **Authority's Examination and Analysis:**

- 12.4 The Authority noted that the tariff proposal submitted by IOSPL, Bangalore for Into Plane Services at Kempegowda International Airport, Bangalore for the third Control Period shows more that 40% increase in Tariff in FY 2021-22 over the tariff approved by AERA for FY 2020-21 as given below:



**Table 32: Year on Year (%) Increase in Tariff Proposed by IOSPL, Bangalore for the third Control Period**

Particulars		% Increase in Tariff Over previous Year				
		2021-22	2022-23	2023-24	2024-25	2025-26
Fuelling of Aircraft		40.63	4.40	4.40	4.40	4.40
Defuelling of Aircraft	Within 6 hours	40.63	4.40	4.40	4.40	4.40
	Beyond 6 hours	40.66	4.40	4.40	4.40	4.40
Refuelling of Defuelled Product	Within 6 hours	40.66	4.58	4.58	4.40	4.40
	Beyond 6 hours	40.66	4.40	4.40	4.40	4.40

12.5 The Authority, based on the proposed Aggregate Revenue Requirement (AAR), proposes to revise tariff rate with one time decrease of 11.48% for the third Control Period for ITP services provided by IOSPL, Bangalore as per below Table:

**Table 33: Tariff Rate Proposed to be considered by the Authority for IOSPL, Bangalore for the Third Control Period.**

Particulars		Amount (Rs. per KL)				
		2021-22	2022-23	2023-24	2024-25	2025-26
Fuelling of Aircraft		323.76	323.76	323.76	323.76	323.76
Defuelling of Aircraft	Within 6 hours	323.76	323.76	323.76	323.76	323.76
	Beyond 6 hours	388.44	388.44	388.44	388.44	388.44
Refuelling of Defuelled Product into an Aircraft	Within 6 hours	356.07	356.07	356.07	356.07	356.07
	Beyond 6 hours	388.44	388.44	388.44	388.44	388.44

**12.6 Authority's Proposal on Tariff Rate**

Based on the material before it and based on its analysis, the Authority has proposed the following regarding Tariff Rate for IOSPL, Bangalore for the Third Control Period:

12.6.1 The Authority proposes to consider the Tariff Rate for IOSPL, Bangalore for the Third Control Period as per Table 33.

## **CHAPTER 13. SUMMARY OF AUTHORITY'S PROPOSALS**

- Chapter 2 2.13.1 The Authority proposes to adopt “Price Cap Approach” on ‘Single Till’ basis for Tariff determination for IOSPL, Bangalore for the third Control Period
- Chapter 3 3.12.1 The Authority proposes to consider the Fuel Throughput for the third Control Period for IOSPL, Bangalore as per Table 6.
- 3.12.2 The Authority proposes to true-up the Fuel Throughput (volume) on the basis of actual off take in third Control Period while determining tariffs for the Next Control Period.
- Chapter 4 4.17.1 The Authority proposes to adopt the Capital Expenditure for IOSPL, Bangalore for the third Control Period in accordance with Table 10.
- 4.17.2 The Authority proposes to rework the RAB of the IOSPL, Bangalore for the third Control Period, by reducing the RAB by 1% of the cost of the Vehicles as the case may be, if the IOSPL, Bangalore fails to commission and capitalize these assets as per the capitalization schedule proposed as above.
- 4.17.3 The Authority proposes to true up the Capital Expenditure based on the actuals at the time of tariff determination for the next Control Period.
- Chapter 5 5.7.1 The Authority proposes depreciation on the assets of IOSPL, Bangalore for the third Control Period as per Table 12.
- 5.7.2 The Authority proposes to true up the depreciation based on actuals at the time of tariff determination for next Control Period.
- Chapter 6 6.7.1 The Authority proposes to consider Average RAB for IOSPL, Bangalore for the third Control Period as per Table.15.
- 6.7.2 To True-up RAB in the next Control Period depending on the actual CAPEX incurred and date of capitalization of underlying assets in a given year.
- Chapter 7 7.6.1 The Authority proposes to consider Fair Rate of Return (FROR) for IOSPL, Bangalore for the third Control Period.
- Chapter 8 8.3.1 The Authority proposes to consider Non-Aeronautical Revenues for the third Control Period as per Table 16.
- 8.3.2 The Authority proposes to true up the Non-Aeronautical Revenues based on actuals at the time of tariff determination for next Control Period.
- Chapter 9 9.15.1 The Authority to consider the Operation and Maintenance Expenditure as given in Table 23 above, for the purpose of determination of tariffs for 3<sup>rd</sup> Control Period.
- 9.15.2 The Authority proposes to cap the revenue sharing @5% and the same shall be trued up for FY 2021-21 to FY 2024-24 of the 3<sup>rd</sup> Control Period based on actuals at the time of determination of tariffs for the next Control Period.
- 9.15.3 The Authority proposes to true up the Operation and Maintenance Expenditure based on actuals at the time of tariff determination for next Control Period
- Chapter 10 10.10.1 The Authority has proposed to consider provision for taxation as shown in Table 26 for determination of ARR for the third control period of IOSPL, Bangalore.
- 10.10.2 The Authority proposes to true up the provision for taxation based on actual tax paid at the time of tariff determination for next Control Period.
- Chapter 11 11.9.1 The Authority proposes to consider the ARR for IOSPL, Bangalore for the third Control Period as per Table 30.

- 11.9.2 The Authority proposes to true up the ARR based on actuals at the time of tariff determination for next Control Period.
- Chapter 12 12.6.1 The Authority proposes to consider the Tariff Rate for IOSPL, Bangalore for the third Control Period as per Table 33.

## **CHAPTER 14. STAKEHOLDERS' CONSULTATION TIMELINE**

- 14.1 In accordance with the provision of Section 13(4) of the AERA Act, 2008, the proposals contained in the Chapter 13 "Summary of proposals" read with the relevant discussion in the other chapters of the paper is hereby put forth for Stakeholders' Consultation.
- 14.2 For removal of doubts, it is clarified that the contents of this consultation paper may not be construed as any Order or Direction by the Authority. The Authority shall pass an order, in the matter, only after considering the submissions of the stakeholders' in response hereto and by making such decisions fully documented and explained in the tariff order as per the provisions of AERA Act.
- 14.3 The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in Chapter 13 above, latest by **07/06/2021** 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](mailto:jaimon.skaria@gov.in); [adhingra.era@govcontractor.in](mailto:adhingra.era@govcontractor.in)**  
**[secretary@era.gov.in](mailto:secretary@era.gov.in); [director-ps@era.gov.in](mailto:director-ps@era.gov.in);**

**Chairperson**

# IndianOil Skytanking

ISO 9001:2015, ISO 14001:2015 Certified

Ref: IOSL-Bangalore ITP CP3 Tariff Proposal

Date: 15 December 2020

To,  
The Secretary  
Airports Economic Regulatory Authority of India  
AERA Building, Administrative Complex  
Safdarjung Airport, NEW DELHI - 110 003.

**Subject: Tariff determination for 3<sup>rd</sup> Control Period from 01 April 2021 to 31<sup>st</sup> March 2025 for IndianOil Skytanking Private Limited in rendering ITP Services at Bangalore International Airport (BLR) , Bangalore**

Dear Sir / Madam,

IndianOil Skytanking (IOSL) is providing Into Plane (ITP) Services at Bangalore Airport since the commencement of airport operations since 2008. This was enabled by a Service Provider Right Holder (SPRH) Agreement executed with Bangalore International Airport Limited (BIAL) which was initially valid till 23 May 2018 and was subsequently extended till 23 May 2019.

Bangalore International Airport Limited (BIAL) conducted a Global Competitive Bidding process in 2019, through which it selected Bharat Stars Services Private Limited (BSSPL) as an Into Plane Services Provider. IndianOil Skytanking did not participate in this tender process as the company had the right of first refusal to match the bidder selected through the bidding process. Being the Fuel Farm Operator and in line with the SPRH Agreement between BIAL and IOSL, IndianOil Skytanking was offered the right to provide ITP Services at BIAL on the same technical and commercial terms & conditions as offered by BSSPL under the bidding process. This was subsequently accepted by IOSL.

On 21 March 2019, IOSL entered into a SPRH Agreement with BIAL for providing ITP Services for a period of 10 Years and this agreement came into effect from **24 May 2019**. Under the terms of this agreement, IOSL is required to share 23.6% of its revenue from ITP services at Bangalore with the airport operator. The services are currently being rendered on prevailing tariffs as per Order Number 16/2019-20 dated 13.11.2019. The prevailing tariffs of IndianOil Skytanking Private Limited for providing ITP services at BLR Airport are:

Tariff Year	Aircraft Fuelling	Aircraft De-Fuelling		Aircraft Re-Fuelling De-Fuelled Product into an Aircraft	
		Within 6 hrs.	Beyond 6 hrs.	Within 6 hrs.	Beyond 6 hrs.
Tariff Year - (20.11.2019 to 31.03.2020)	303.04	303.04	363.61	333.31	363.61
Tariff Year - (FY2020-21)	365.75	365.75	438.82	402.25	438.82



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### Assessment of Materiality

Bangalore Airport is the 3<sup>rd</sup> largest airport in India in terms of numbers of passengers handled and in ATM's. The consumption of ATF at Bangalore Airport (in KL) exceeds 5% of all ATF consumed (in KL) at all major airports in India and therefore IOSL's ITP service at Bangalore Airport are **"Material"**

### Assessment of Competition

ITP Services at Bangalore Airport are being provided by IndianOil Skytanking Private Limited and Bharat Stars Services Private Limited. As per AERA Guidelines, if ITP services are being provided by 02 companies then the services rendered are deemed to be competitive. Therefore, ITP Services at Bangalore Airport being provided by the company are deemed **"Competitive"**

### Reasonableness of User Agreements

At Bangalore Airport, IOSL has Into Plane Agreements with various Oil Companies and the services are being provided to these companies under the prevailing agreements since 2008. IOSL has not received any adverse comments on the agreements with the end users and these agreements have been in place for the last 12 years without issues, therefore it can be established that the user agreements, IOSL has in place with its end users are **"Reasonable"**

### Tariff Determination Methodology

Based on AERA guidelines, if the services being rendered are Material and Competitive and where the reasonableness of User Agreements is established, the tariff determination of the service shall be done on "Light Touch Approach". Therefore, the company's tariff proposal is submitted to the authority under **"Light Touch Approach"**

### Historical ITP Volumes & ATM Growth at Bangalore Airport

Bangalore Airport operates with a single primary runway and a secondary runway which is used when the primary runway is not available. Due to a single runway system, the airport has limited capacity for ATM's to grow beyond FY19 levels. This puts an upper limit on the total demand for ATF at Bangalore airport. Further as more fuel-efficient aircrafts are put to use, the fuel consumption at Bangalore airport per departure is likely to further go down in the future.

	FY17	FY18	FY19	FY20	FY21 (Up to 31 Oct 2020)
Passengers (in Mn)	22.9	26.9	33.3	32.4	3.5
ATM's	1,78,117	1,97,330	2,39,395	2,30,359	42,122
IOSL ITP Volumes (KL)	5,12,724	5,41,056	5,61,134	5,02,749	1,29,670
IOSL Market Share	74.0%	71.4%	67.0%	61.6%	73.2%



It should be duly noted by the authority that IOSL's market share in FY20 was 61.6%. The majority of international flights at Bangalore Airport are serviced by BSSPL and due to COVID-19, scheduled international flights to and from India are suspended till 31<sup>st</sup> December 2020. Since International flights remain suspended and IOSL has a higher share of domestic flights, our market share up to 31<sup>st</sup> October 2020 73.2%. Going forward as more international flights resume operations, the management of IOSL believes that its market share will drop to around 61-63% in the 3<sup>rd</sup> control period. This assumption has been factored in, when developing our volume projections.

### **Impact of COVID-19 on IOSL's Volumes at Bangalore Airport & Volume Forecast**

COVID-19 has negatively impacted the global aviation sector and in HY FY21, passenger volumes were 1.9 Million, compared to 22.8 Mn in the corresponding period last year. This represents a drop of 92%. Associated with this IOSL's fuel Volumes have also been impacted drastically. Therefore, for the purpose of tariff determination for the 3<sup>rd</sup> control period, IOSL has used the following volume forecast.

<b>IOSL ITP Volume Forecasts</b>	<b>FY22</b>	<b>FY23</b>	<b>FY24</b>	<b>FY25</b>	<b>FY26</b>
ITP Volume (in KL)	3,94,927	4,73,913	5,21,304	5,47,369	5,58,317

The Volume forecast makes the following assumptions.

1. Fuel Volumes associated with International flights are likely to recover to Pre-Covid levels by 2024. This is based on projections made by IATA.
2. Travel segments such as Visiting Friends & Family (VFR) and leisure travel are likely to recover by 2023, however business travel is likely to be negatively impacted in the long term as more companies rely on e-meetings & video conferencing.
3. Recovery of VFR and Leisure travel is also subject to the arrival of a COVID-19 vaccine and it being administered to a large percentage of the population which is likely to take at least 1-2 Years. During this time, travel is expected to be limited to emergency and minimal VFR and leisure travel.
4. Resurgence of COVID-19 in India or overseas is likely to negatively impact both domestic and inbound / outbound international travel.
5. Airlines are likely to phase out older aircrafts and replace them with more narrow body and newer, more fuel-efficient aircraft. This is likely to negatively impact fuel volumes at Bangalore Airport
6. IOSL's market share has been declining since FY17 and has reduced from 74% to 61.6% at the end of FY20. The management believes that IOSL's market share is likely to be rangebound between 61-63% in the 3<sup>rd</sup> Control period.
7. With these assumptions, it may be noted that IOSL will cross its Pre-Covid volumes in FY23-24.



*[Handwritten Signature]*

### **Confidentiality of the documents submitted**

You may kindly note that we are bound to ensure confidentiality of our client agreements and its terms and the disclosure made herein above is to ensure compliance with the AERA Guidelines. The terms of the Agreements for providing various Services at BIAL, Bangalore, the commercial terms agreed to between us, as the Into plane Service Provider and the suppliers, various service parameters and service specifications, are all key ingredients in determining the quality of services being provided by us at the BIAL, Bangalore.

These specifications cannot be put into public domain for the following reasons:

- a) The performance indicators/specifications are unique to this arrangement.
- b) The specifications set out are quality related specifications, acting as indicators of performance of the into plane agents as well as the quality of services being provided by us.
- c) Ours is a service industry and performance specifications and standards are key ingredients to our functioning, and we regard these specifications and parameters as our intellectual property and value it as our trade secret.
- d) Such information, if in public domain, is at the risk of being copied by our competitors and also the competitors of our service providers.
- e) As a result of the specifications being copied by our competitors, what is otherwise a 'competitive service' may cease to be so since we will not be able to retain our uniqueness in providing these services; and
- f) As per the terms of our agreement with MAFFFL and the users, we are under an obligation to keep confidential the terms of all agreements entered into with respect to BIAL, Bangalore.

For the reasons stated above and to ensure that that the distinctiveness and competitive nature of services developed and retained by us for many years is not hampered in any manner by a disclosure of our confidential information, we request that the agreements entered into between us and our service provides or any part thereof, should not be uploaded on your website or made public in any other manner.

We also request you to kindly ensure confidentiality of our financials which are sensitive to our businesses and request you to upload on your website only the following financial formats submitted by us:.





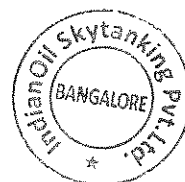
SN	Form No	Description
1	Form – F1 (a)	Historical and Proposed Aggregate Revenue Requirement
2	Form – F1 (b)	Competition Assessment
3	Form – F5	Cost of Equity and Post Tax FROR Forecast
4	Form – F6(C)	Contributions, Grants and Subsidies Master
5	Form – F8 (a)	Format for providing Asset-wise information of stakeholder contributions.
6	Form - F8 (b)	Format for providing proposed exclusions from RAB.
7	Form – F10 (a)	Capital Projects Completed before Review of roll-forward of RAB
8	Form – F10 (b)	Capital Expenditure Projected Plan- 10 Year Master
9	Form – F10 (c)	Year wise Capital Expenditure Financing Plans for next 10 years
10	Form – F10 (d)	Summary Statement of Expenses Capitalized
11	Form – F10 (e)	Additional Capital Projects Summary
12	Form – F11 (a)	Employee Strength
13	Form – F12 (a)	Historical and Projected Cargo Volumes in Tonnes – Not Applicable to IOSL
14	Form – F12 (b)	Historical Aircraft Movements
15	Form – F12 (c)	Projected Aircraft Movements
16	Form – F12 (d)	Historical and Projected fuel throughput in kilolitres.
17	Form – F13 (b)	Historical and Projected Revenues from services other than Regulated Services.
18	Form – 14 (b)	Annual Tariff Proposal for Tariff Year t – Format for providing Information on Tariff(s)
19	Form – F18	Revenue from Services other than Regulated Services recovered during the Tariff Year
20	Form - F21	RAB Reconciliation Statement.

## Tariff Proposal

Based on the tariff determination methodology and as per tariff calculations in line with AERA guidelines, we submit the following tariff proposal for the authority's consideration and approval for the 3<sup>rd</sup> control period.

Tariff Year	Aircraft Fuelling	Aircraft De-Fuelling		Aircraft Re-Fuelling De-Fuelled Product into an Aircraft	
		Within 6 hrs.	Beyond 6 hrs.	Within 6 hrs.	Beyond 6 hrs.
Tariff Year - 1 (FY21-22)	514.37	514.37	617.24	565.80	617.24
Tariff Year - 2 (FY22-23)	537.00	537.00	644.40	590.70	644.40
Tariff Year - 3 (FY23-24)	560.63	560.63	672.75	616.69	672.75
Tariff Year - 4 (FY24-25)	585.29	585.29	702.35	643.82	702.35
Tariff Year - 5 (FY25-26)	611.05	611.05	733.26	672.15	733.26

*All tariffs quoted above are in INR / KL*



*[Signature]*

Thanking you,

Yours truly  
For IndianOil Skytanking Private Limited



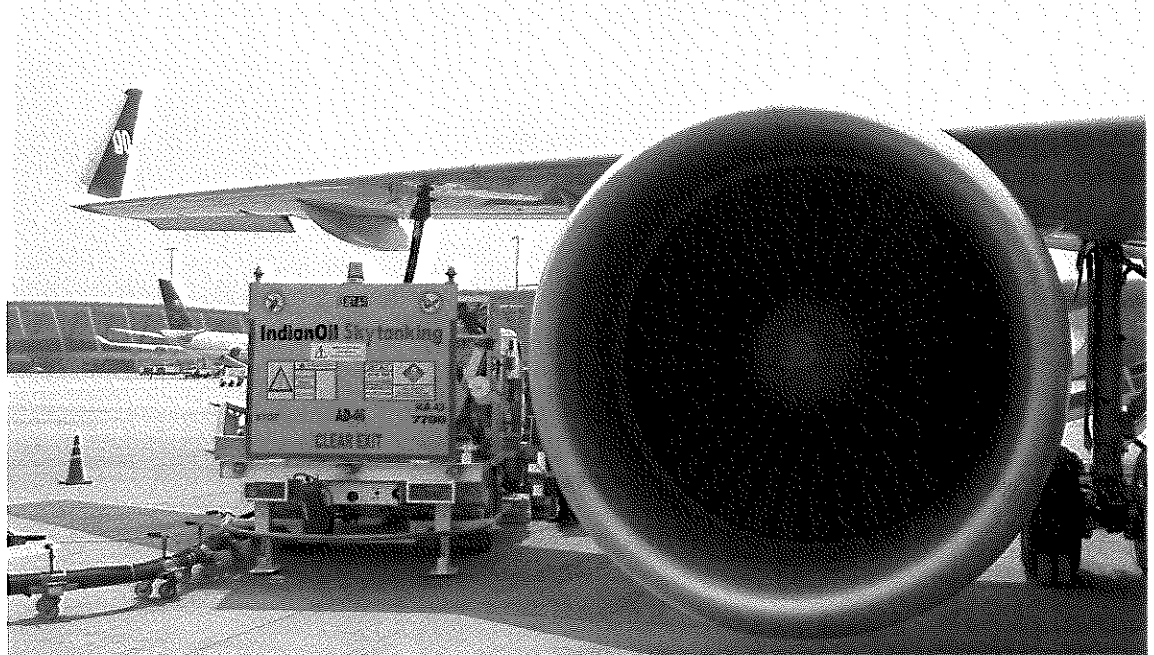
Shantanu Saxena  
Chief Financial Officer  
SHANTANU SAXENA  
Chief Financial Officer  
IndianOil Skytanking Pvt. Ltd.  
Bangalore International Airport  
Bangalore

**Attachments**

1. Business Plan for ITP Services at Bangalore Airport – Annexure - 1
2. Various Forms as required for the tariff submission process – Annexure - 2



# Business Plan for Bangalore ITP Services



Submitted By

IndianOil Skytanking Private Limited



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VOLUME FORECAST FOR 3<sup>rd</sup> CONTROL PERIOD .....3  
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## **ABOUT THE COMPANY**

IndianOil Skytanking Private Limited is India's leading Independent Aviation Fuel Handling Service Provider. IndianOil Skytanking was formed in 2006 and commenced operations at Bangalore International Airport in 2008 providing Into Plane Services and Operations and Maintenance of the Fuel Farm and Hydrant Refuelling System. At Bangalore Fuel Farm and Hydrant System was designed, built, and commissioned by IndianOil Skytanking on a Build Own Operate Transfer (BOOT) Model for a duration of 20 Years.

At the time, it was the first airport where the "Open Access" Model for Aviation Fuel Storage along with "Single Man Refuelling" was introduced India. We provide On-Time, Reliable and efficient services to our customers across the aviation industry and are ISO 9001 and 14001 certified along with all the necessary statutory approvals required to carry out our business. IndianOil Skytanking is promoted by IndianOil Corporation and Skytanking Holding GmbH.

Presently IndianOil Skytanking operates at 23 Airports in India and handles 40% of all Aviation Turbine Fuel (ATF) consumed in India. We have a presence in the top 3 airports of India which are Delhi, Bangalore, and Bangalore. We own a fleet of 80+ hydrant dispensers and refuellers and have over 550+ trained manpower to carry out our operations.

## **SERVICES OF THE COMPANY**

We offer the following Services to our customers

- Into-Plane Fuelling
- Operations & Maintenance of Fuel Farms & Hydrant Refuelling Systems
- Investment Projects
- Engineering, Advisory & Projects

## **BANGALORE ITP SERVICES**

IndianOil Skytanking has been providing Into Plane Fuelling Services at Bangalore International Airport since 2008 through a SPRH awarded to it by Bangalore International Airport Limited (BIAL). This SPRH was valid for a period of 10 Years and was subsequently renewed for 01 Year and then in 2019 it was renewed for another term of 10 years by a tendering process.

At Bangalore Airport in rendering ITP services the company has positioned 70 employees to provide ITP services to our customers. A total of 23 refuelling equipment comprising of 19 modern State of art Aircraft Hydrant Dispensers and 04 Aircraft refuellers, along with other support vehicles and assets have been deployed by the company at Bangalore Airport to provide ITP services to our customers.



## SCALE OF OPERATIONS & HISTORICAL DATA

Historically Bangalore Airport has been the 3<sup>rd</sup> busiest airport in India after Delhi & Mumbai. Statistics pertaining to the scale of operations at Bangalore is mentioned below.

	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY20</b>	<b>FY21 (Up to 31.10.20)</b>
Passengers (in Mn)	22.9	26.9	33.3	32.4	3.5
ATM's	1,78,117	1,97,330	2,39,395	2,30,359	42,122
IOSL ITP Volumes	5,12,724	5,41,056	5,61,134	5,02,749	1,29,670
IOSL Market Share	74.0%	71.4%	67.0%	61.6%	73.2%
Number of Flights	70,468	73,606	84,757	83,552	15,636

IOSL's market share has also been on a consistent decline since FY17 onwards, wherein the market share was at its peak of 74% which has now reduced to 61.6% at the end of FY20. At the end of 31.10.2020 the market share increased again to 73.2% since IOSL has a larger share of domestic flights compared to its competitor. This situation is prevailing due to a suspension of scheduled international flights till 31<sup>st</sup> December 2020 and in the long term, the management of IOSL believes that market share will be in the range of 61-63%.

## VOLUME FORECAST FOR 3<sup>rd</sup> CONTROL PERIOD

IOSL's ITP Services at Bangalore Airport have been severely impacted by COVID-19. Based on Half Yearly data of April-September 2020, IOSL's ITP volumes at 1,17,892 KL have fallen by -75% compared to the period of April-September 2019.

We expect the volume recovery to be slow in Bangalore as even in the month of September 2020, ITP volumes for IOSL were -65% less compared to September 2019. Based on the current trends and expected improvements the volume forecast used for the purpose of tariff determination is presented below.

		<b>3<sup>rd</sup> Control Period (01 April 2021 to 31<sup>st</sup> March 2026)</b>				
	<b>FY21(E)</b>	<b>FY22</b>	<b>FY23</b>	<b>FY24</b>	<b>FY25</b>	<b>FY26</b>
IOSL Estimates	3,03,790	3,94,927	4,73,913	5,21,304	5,47,369	5,58,317
Growth %		+30%	+20%	+10%	+5%	+2%

This volume forecast is based on the following assumptions.

1. Fuel Volumes associated with International flights are likely to recover to Pre-Covid levels by 2024. This is based on projections made by IATA.
2. Travel segments such as Visiting Friends, Family & Relatives (VFR) and leisure travel are likely to recover by 2023, however business travel is likely to be negatively impacted in the long term as more companies rely on e-meetings & video conferencing.
3. Recovery of VFR and Leisure travel is also subject to the arrival of a COVID-19 vaccine and it being administered to a large percentage of the population which is



likely to take at least 1-2 Years. During this time, travel is expected to be limited to emergency and minimal VFR and leisure travel.

4. Resurgence of COVID-19 in India or overseas is likely to negatively impact both domestic and inbound / outbound international travel.
5. Airlines are likely to phase out older aircrafts and replace them with more narrow body and newer, more fuel-efficient aircraft. This is likely to negatively impact fuel volumes at Bangalore Airport
6. IOSL's ITP market share and ITP volumes are a function of volumes of the fuel suppliers. In case IOSL's fuel suppliers lose volume to competition, IOSL also loses those ITP Volumes to competition. Therefore, IOSL's volumes are 100% dependent on its fuel suppliers and sales efforts of IOSL do not lead to incremental volumes.

## EQUIPMENT PLAN & MANPOWER

As per the SPRH Agreement, under which IOSL is rendering ITP services at Bangalore Airport, Average age of ITP Equipment should not exceed 8 years and Maximum age of ITP Equipment should not exceed 10 years. IOSL's refurbishment plan of its equipment accomplishes the dual objectives of rendering delay free, safe and efficient services to our customers and ensures contractual compliance with the SPRH Agreement.

Furthermore, it is expected that the new terminal at Bangalore Airport, T2 is likely to commence operations in FY22 or FY23. Due to the start-up of operations at this terminal, IOSL has planned the addition of 04 new hydrant dispensers from FY24 to FY26. The detailed equipment and manpower plan is shown below:

<b>Equipment Plan</b>	<b>FY22</b>	<b>FY23</b>	<b>FY24</b>	<b>FY25</b>	<b>FY26</b>
Refurbishments of Hydrant Dispensers (Numbers)		8	5		
Refurbishments of Refuellers (Numbers)		1	1		
Purchase of New Hydrant Dispensers			2	1	1
<b>Equipment Plan (Total)</b>	<b>FY22</b>	<b>FY23</b>	<b>FY24</b>	<b>FY25</b>	<b>FY26</b>
Hydrant Dispensers	19	19	21	22	23
Refuellers	4	4	4	4	4
Total Equipment	23	23	25	26	27
Manpower Plan (Numbers)	70	70	74	78	82

Manpower for Operations: As per the contract terms and as per DGCA requirements, two employees are required for manning and Operating the Aircraft Refuellers whereas one employee is deployed for fuelling of the Aircraft with Aircraft Hydrant Dispensers. Additionally, manpower is deployed for Safety management and Quality Control works. Manpower is also deployed for Management of Shifts and overall operations. IOSL deploys minimum Manpower for optimizations of its operating costs.



## CAPEX PLAN

Based on the equipment plan outlined in the previous section, the associated capex requirements for the 3<sup>rd</sup> control period are also detailed below.

Capex (in INR Crores)	FY22	FY23	FY24	FY25	FY26
Refurbishments of Hydrant Dispensers		5.0	3.3		
Refurbishments of Refuellers		0.7	0.8		
Implementation of DDF as per JIG guidelines		1.6	1.1		
Purchase of New Hydrant Dispensers			3.2	1.7	1.8
<b>Total Capex Plan for CP3</b>		<b>7.4</b>	<b>8.3</b>	<b>1.7</b>	<b>1.8</b>

The details of the capex planned are as follows.

- 1. Refurbishment of Hydrant Dispensers and Refuellers:** These assets are near or exceeded their useful life of 08 years and therefore refurbishments are planned for 15 hydrant dispensers and refuellers to comply with SPRH agreement requirements for a capital outlay of INR 9.9 Crores over FY22-26.
- 2. Implementation of DDF as Per JIG Guidelines:** Joint Inspection Group (JIG) has come out with a timeline of 2023 for the replacement of filter water separators (FWS) in all hydrant dispensers and refuellers. To comply with this statutory requirement, IOSL will have to implement Dirt Defence Filters (DDF) in all its hydrant dispensers and refuellers. The capex outlay for this item is expected to be INR 2.7 Crores
- 3. Purchase of New Hydrant Dispensers:** Bangalore Airport is currently in the process of enhancing its airside capacity and passenger handling capacity through an expansion program. As part of this program, the new Terminal 2 is likely to be made operational in FY22 / FY23. Due to an increase in the distance which the hydrant dispensers and refuelers will have to travel and keeping additional redundancy in equipment, the company plans to induct 04 new hydrant dispensers in its fleet at Bangalore Airport in rendering ITP services at a cost of INR 6.6 Crores.





## ASSUMPTIONS ON OPERATING COSTS

1. **Manpower Costs:** IOSL has considered an increase of 5.5% on account on annual increase in wages due to the upcoming Code of Wages 2020 and a 5% increase on account of inflation towards manpower costs.
2. **Other Costs:** A breakup of annual increases in Operating costs for other items is detailed below.

Category of Costs	Escalation	Inflation
Payroll	5.50%	5.00%
Rent/License		7.50%
Rates & Taxes		5.00%
Rent		5.00%
Communication		8.00%
Travelling & Conveyance		10.00%
Office Maintenance		5.00%
Printing & Stationery		10.00%
Audit Expenses		5.00%
Legal Expenses		10.00%
Other professional charges		8.00%
Marketing Costs		5.00%
Insurance		10.00%
Consumption of stores		10.00%
Recruitment/training		10.00%
Bank Charges		5.00%
Miscellaneous		5.00%
CSR Expenditure		5.00%
Spares		5.00%
Security		5.00%
Repairs and Maintenance		8.00%
Power-Utilities		5.00%
Water		5.00%
Diesel		8.00%

The annual increase considered above is in line with our past experience in operations and earlier approvals.

## SUMMARY

IOSL has continued to provide safe, efficient and delay free services to its customers at Bangalore Airport, since 2008. The company is committed to investing in its people and assets so that the same level of service with enhanced efficiencies can be rendered to its customers. This business plan is being submitted to Airports Economic Regulatory Authority (AERA) as part of the company's tariff submission process for the 3<sup>rd</sup> control period from 01 April 2021 to 31<sup>st</sup> March 2026.



## List of Forms

S. No.	Form No.	Discription
1	Form F1 (a):	Historical and Proposed Aggregate Revenue Requirement
2	Form F1 (b):	Competition Assessment
3	Form F2:	Historical and Projected Balance Sheet
4	Form F3:	Historical and Projected Profit and Loss A/c
5	Form F4:	Historical and Projected Cash Flow Statement
6	Form F9:	Formats for Forecast and Actual Roll-forward RAB
7	Form F5:	Cost of Equity and Post-Tax FROR Forecast
8	Form F6(a):	Loan Master
9	Form F6(b):	Summary statement of Interest and Finance Charges
10	Form F6 (c) :	Contributions, Grants and subsidies Master
11	Form F7:	Format for identifying Regulatory Asset Base
12	Form F8(a):	Format for providing asset-wise information of stakeholder contributions
13	Form F8(b):	Format for providing proposed exclusions from RAB
14	Form F10(a):	Capital Projects Completed before Review for Roll-forward of RAB
15	Form F10(b):	Capital Expenditure Projected Plan-10 Year Master
16	Form F10( c) :	Year-wise Capital Expenditure Financing Plans for next 10 years
17	Form F10(d):	Summary statement of Expenses Capitalised
18	Form F10(e):	Additional Capital Projects Summary
19	Form F11(a):	Employee Strength
20	Form F11(b):	Payroll Related Expenditure and Provisions
21	Form F11 ( c) :	Administration and General Expenditure
22	Form F11 ( d) :	Repair and Maintenance Expenditure
23	Form F11 ( e) :	Utilities and Outsourcing Expenditure
24	Form F11 ( f) :	Other Outflows
25	Form F11(g):	Current Assets and Liabilities
26	Form F12(a):	Historical and Projected Cargo Volumes in Tonnes
27	Form F12(b):	Historical Aircraft Movements
28	Form F12(c) :	Projected Aircraft Movements
29	Form F12(d):	Historical and Projected fuel throughput in kilolitres
30	Form F13(a):	Historical Tariff(s) and Revenue from Regulated Service
31	Form F13(b):	Historical and Projected Revenues from services other than Regulated Services
32	Form F14(a):	Annual Tariff Proposal for Tariff Year t - Format for providing information on EMAY
33	Form F14 ( b):	Fuel Throughput Into Plane Services
34	Form F15:	Annual Compliance Statement
35	Form F16:	Performance Report for the Tariff Year
36	Form F17:	Revenues from Regulated Services recovered during the Tariff Year
37	Form F18:	Revenue from Services other than Regulated Services recovered during the Tariff Year
38	Form F19:	Operating Expenditure incurred during the Tariff Year
39	Form F20:	P&L Reconciliation Statement for the Tariff Year
40	Form F21:	RAB Reconciliation Statement



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

*Figs in Rs.*

**Form F1 (a): Historical and Proposed Aggregate Revenue Requirement (ref: A1.2 of Appendix I)**

Sl.N.	Aggregate Revenue Requirement	Last Available Audited Tariff Year	Financial Year before Tariff Year	Tariff Year	Tariff Year	Tariff Year	Tariff Year	Tariff Year
		<b>2019-20</b>	<b>2020-21</b>	<b>2021-22</b>	<b>2022-23</b>	<b>2023-24</b>	<b>2024-25</b>	<b>2025-26</b>
1	<b>Aggregate Revenue Requirement</b>							
	Bangalore-Into Plane	1411,81,524	1111,11,193	1950,00,143	2457,00,180	2837,83,708	3128,71,538	3350,85,417
	<b>TOTAL</b>	<b>1411,81,524</b>	<b>1111,11,193</b>	<b>1950,00,143</b>	<b>2457,00,180</b>	<b>2837,83,708</b>	<b>3128,71,538</b>	<b>3350,85,417</b>



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

*Figs in Rs.*

**Form F1 (b): Competition Assessment (ref: AI.3 of Appendix I)**

<b>Sl.No.</b>	<b>Details of competitive facilities</b>
	<i>Bharat Star Services Private Limited</i>



**IndianOil Skytanking Private Limited**

**Bangalore-Into Plane**

BALANCE SHEET

Figs in Rs.

**Form F2: Historical and Projected Balance Sheet(ref. Section A1.4 of Appendix I)**

S.N	Particulars	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
<b>1</b>	<b>SOURCES OF FUNDS</b>							
	<i>A) Shareholders' Funds</i>							
	a) Share Capital	280,81,750	280,81,750	280,81,750	280,81,750	280,81,750	280,81,750	280,81,750
	b) Share Application Money							
	c) Reserves and Surplus	260,81,471	260,81,471	260,81,471	260,81,471	260,81,471	260,81,471	260,81,471
	Profit and Loss Account	1303,64,583	1380,33,146	1649,09,802	2041,64,720	2479,08,078	3000,20,193	3556,00,219
	<i>B) Loan Funds</i>							
	a) Secured Loans	-	-	-	-	-	-	-
	b) Unsecured Loans							
	c) Working capital Loan	-	-	-	-	-	-	-
	<i>C) Capital Grants</i>							
	<i>D) Deferred Tax Liability-(Net)</i>							
	<b>TOTAL SOURCES OF FUNDS</b>	<b>1845,27,804</b>	<b>1921,96,367</b>	<b>2190,73,024</b>	<b>2583,27,941</b>	<b>3020,71,299</b>	<b>3541,83,415</b>	<b>4097,63,440</b>
<b>2</b>	<b>APPLICATIONS OF FUNDS</b>							
	<i>A) Fixed Assets</i>							
	a) Gross Block	1800,59,515	1910,59,515	1910,59,515	2647,39,515	3481,24,515	3649,10,078	3825,34,918
	b) Less: Accumulated Depreciation	1144,13,787	1252,01,874	1395,97,423	1629,77,073	1967,79,848	2290,14,151	2609,02,080
	c) Net Block	656,45,728	658,57,642	514,62,093	1017,62,443	1513,44,668	1358,95,926	1216,32,838
	d) Capital Work in Progress	74,92,676	-	-	-	-	-	-
	<i>B) Deferred Tax Assets</i>							
	<i>C) Current Assets, Loans and Advances</i>							
	a) Sundry Debtors	1,54,032	462,96,330	162,50,012	204,75,015	236,48,642	260,72,628	279,23,785
	b) Cash and Bank Balances	1031,28,919	693,24,139	1460,81,554	1323,61,394	1247,66,760	1911,17,743	2602,84,812
	c) Inventories	8,17,275	20,00,000	37,548	41,303	45,433	49,976	54,974
	d) Other Current Assets							
	e) Loans and Advances	147,82,330	147,82,330	147,82,330	147,82,330	147,82,330	147,82,330	147,82,330
	<i>Less: Current liabilities and provisions</i>							
	a) Liabilities	74,93,157	60,64,073	95,40,513	110,94,544	125,16,533	137,35,189	149,15,299
	b) Provisions							
	<i>Net Current Assets</i>	<i>1113,89,399</i>	<i>1263,38,726</i>	<i>1676,10,931</i>	<i>1565,65,498</i>	<i>1507,26,632</i>	<i>2182,87,488</i>	<i>2881,30,602</i>
	<i>Profit and Loss A/c</i>							
	<b>TOTAL APPLICATION OF FUNDS</b>	<b>1845,27,804</b>	<b>1921,96,367</b>	<b>2190,73,024</b>	<b>2583,27,941</b>	<b>3020,71,299</b>	<b>3541,83,415</b>	<b>4097,63,440</b>



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

**PROFIT AND LOSS STATEMENT**

*Figs in Rs.*

*Form F3: Historical and Projected Profit and Loss A/c (ref: Section A1.4 of Appendix I)*

S.N	Particulars	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
<b>1</b>	<b>Revenue</b>							
	Revenues from Regulated Services	1411,81,524	1111,11,193	1950,00,143	2457,00,180	2837,83,708	3128,71,538	3350,85,417
	Revenues from other than Regulated Services							
	Other Income							
<b>2</b>	<b>Operating Expenditure</b>							
	Payroll Costs	480,34,563	390,19,535	566,70,538	646,20,944	734,06,143	811,13,789	896,30,736
	Administrative and General Costs	141,34,802	134,31,027	167,55,811	179,96,850	193,32,989	207,71,738	223,21,216
	Utilities and Outsourcing costs	77,04,462	37,64,656	82,68,046	88,74,078	95,25,822	102,26,796	109,80,794
	Concession Fee & Airport Operator Fees	297,45,929	262,22,241	460,20,034	579,85,242	669,72,955	738,37,683	790,80,158
	Repair and Maintenance Costs	97,80,329	60,98,013	115,77,056	125,03,220	135,03,478	145,83,756	157,50,457
<b>3</b>	<b>Earnings before depreciation, interest and taxation(EBITDA)</b>	<b>317,81,438</b>	<b>225,75,721</b>	<b>557,08,658</b>	<b>837,19,845</b>	<b>1010,42,321</b>	<b>1123,37,776</b>	<b>1173,22,056</b>
	Depreciation and Amortisation	113,70,402	107,88,087	143,95,549	233,79,650	338,02,775	322,34,304	318,87,929
<b>4</b>	<b>Earnings before Interest and Taxation(EBIT)</b>	<b>204,11,037</b>	<b>117,87,634</b>	<b>413,13,109</b>	<b>603,40,195</b>	<b>672,39,546</b>	<b>801,03,473</b>	<b>854,34,127</b>
	Total Interest and Finance Charges	-	-	-	-	-	-	-
<b>5</b>	<b>Profit/ (Loss) before Tax</b>	<b>204,11,037</b>	<b>117,87,634</b>	<b>413,13,109</b>	<b>603,40,195</b>	<b>672,39,546</b>	<b>801,03,473</b>	<b>854,34,127</b>
	<i>Provision for Taxation:</i>							
	Less: Current Tax	71,32,433	41,19,071	144,36,453	210,85,278	234,96,187	279,91,357	298,54,101
	MAT Credit Available for Set off							
	Deferred Tax Asset							
<b>6</b>	<b>Profit after taxation</b>	<b>132,78,604</b>	<b>76,68,563</b>	<b>268,76,656</b>	<b>392,54,917</b>	<b>437,43,359</b>	<b>521,12,115</b>	<b>555,80,025</b>
	<i>Add/Less: Balance brought forward from Prev. years</i>	1170,85,979	1303,64,583	1380,33,146	1649,09,802	2041,64,720	2479,08,078	3000,20,193
	<i>Less: Transfer to SPRH Reserve fund</i>							
<b>7</b>	<b>Profit/Loss carried to Balance Sheet</b>	<b>1303,64,583</b>	<b>1380,33,146</b>	<b>1649,09,802</b>	<b>2041,64,720</b>	<b>2479,08,078</b>	<b>3000,20,193</b>	<b>3556,00,219</b>

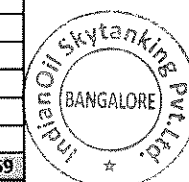


**IndianOil Skytanking Private Limited**
**Bangalore-Into Plane**
**CASH FLOW STATEMENT**

Figs in Rs.

**Form F4: Historical and Projected Cash Flow Statement (ref: Section A1.4 of Appendix I)**

S.N	Particulars	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
<b>1 Cash flow from Operating Activities</b>								
	<b>Net Profit/(Loss) before Taxation</b>	204,11,037	117,87,634	413,13,109	603,40,195	672,39,546	801,03,473	854,34,127
	<b>Adjustments for:</b>							
	Depreciation	113,70,402	107,88,087	143,95,549	233,79,650	338,02,775	322,34,304	318,87,929
	Foreign Exchange(Gain)/Loss-Unrealised(net)							
	(Gain)/Loss on the sale of Fixed Assets							
	Provision for doubtful debts							
	Preliminary expenses written off							
	Transferred to CWIP							
	Interest Income							
	Interest and Finance Charges	-	-	-	-	-	-	-
	<b>Operating Profit Before Working Capital Changes</b>	<b>317,81,438</b>	<b>225,75,721</b>	<b>557,08,658</b>	<b>837,19,845</b>	<b>1010,42,321</b>	<b>1123,37,776</b>	<b>1173,22,056</b>
	<b>Adjustment for:</b>							
	Decrease/(Increase) in Trade Receivables	- 1,54,032	- 461,42,298	300,46,318	- 42,25,003	- 31,73,627	- 24,23,986	- 18,51,157
	Decrease/(Increase) in Inventories	- 8,17,275	- 11,82,725	19,62,452	- 3,755	- 4,130	- 4,543	- 4,998
	Decrease/(Increase) in Loans and Advances	- 147,82,330	-	-	-	-	-	-
	(Decrease)/Increase in Sundry Creditors	74,93,157	14,29,083	34,76,439	15,54,031	14,21,990	12,18,656	11,80,110
	<b>Cash generated from operation</b>	<b>235,20,958</b>	<b>261,78,386</b>	<b>911,93,868</b>	<b>810,45,118</b>	<b>992,86,553</b>	<b>1111,27,903</b>	<b>1166,46,011</b>
	Less: Income Taxes and Other Taxes(including FBT) paid	- 71,32,433	- 41,19,071	- 144,36,453	- 210,85,278	- 234,96,187	- 279,91,357	- 298,54,101
	<b>Net Cash flow from operating activities</b>	<b>163,88,525</b>	<b>302,97,456</b>	<b>767,57,415</b>	<b>599,59,840</b>	<b>757,90,366</b>	<b>831,36,545</b>	<b>867,91,910</b>
<b>2 Cash flow from investing activities</b>								
	Purchase of Fixed Assets/Intangible Assets(including work in progress)	- 249,87,860	- 35,07,324	-	- 736,80,000	- 833,85,000	- 167,85,563	- 176,24,841
	Decrease in Creditors for Capital work in Progress							
	Sale proceeds from disposal of Fixed Assets							
	Decrease /(Increase) in Escrow Account							
	Interest Received							
	<b>Net Cash used in Investing Activities</b>	<b>- 249,87,860</b>	<b>- 35,07,324</b>	<b>-</b>	<b>- 736,80,000</b>	<b>- 833,85,000</b>	<b>- 167,85,563</b>	<b>- 176,24,841</b>
<b>3 Cash Flow from financing activities</b>								
	Proceeds from Long-Term Borrowings	-	-	-	-	-	-	-
	Repayment of Long-Term Borrowings	-	-	-	-	-	-	-
	Increase in Equity							
	Pre-Incorporation & Share Issue Expenses							
	Increase/(Decrease) in Short-Term Bank Borrowings							
	Interest and Finance Charges paid	-	-	-	-	-	-	-
	<b>Net Cash from Financing Activities</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>4</b>	<b>Net Change in Cash and Cash Equivalents</b>	<b>- 85,99,335</b>	<b>- 338,04,780</b>	<b>767,57,415</b>	<b>- 137,20,160</b>	<b>- 75,94,634</b>	<b>663,50,983</b>	<b>691,67,069</b>
<b>5</b>	<b>Cash and Cash Equivalents as at the beginning of the period</b>	<b>1117,28,254</b>	<b>1031,28,919</b>	<b>693,24,139</b>	<b>1460,81,554</b>	<b>1323,61,394</b>	<b>1247,66,760</b>	<b>1911,17,743</b>
<b>6</b>	<b>Less: Cash and Cash Equivalents at the end of the period</b>	<b>1031,28,919</b>	<b>693,24,139</b>	<b>1460,81,554</b>	<b>1323,61,394</b>	<b>1247,66,760</b>	<b>1911,17,743</b>	<b>2602,84,812</b>



**IndianOil Skytanking Private Limited**

**Bangalore-Into Plane**

WORKINGS FOR ASSET AND DEPRECIATION

Figs in Rs.

Form F9: Formats for Forecast and Actual Roll-forward RAB (ref:Section A1.5 of Appendix I)

		Forecast for the Control Period						
		2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
<b>A</b>	<b>Opening RAB</b>	<b>595,20,946</b>	<b>656,45,728</b>	<b>658,57,642</b>	<b>514,62,093</b>	<b>1017,62,443</b>	<b>1513,44,668</b>	<b>1958,95,926</b>
	Land & Building	-	-	-	-	-	-	-
	Plant and Machinery-FF & HS	-	-	-	-	-	-	-
	Plant and Machinery-IPS	3,31,794	3,03,784	2,75,773	2,47,763	2,19,753	1,91,743	1,63,733
	Computers	33,635	12,949	-0	-0	-0	-0	-0
	Office Equipments	31,240	6,695	4,442	4,442	4,442	4,442	4,442
	Vehicles	589,56,227	651,90,523	544,69,805	437,86,946	977,99,985	1510,94,899	1356,92,181
	Furniture and Fittings	1,68,051	1,31,777	1,07,621	89,608	71,596	53,583	35,570
	Computer Software	-	-	110,00,000	73,33,333	36,66,667	-	-
<b>B</b>	<b>Additions-WIP Cap.</b>	<b>174,95,184</b>	<b>110,00,000</b>	<b>-</b>	<b>736,80,000</b>	<b>833,85,000</b>	<b>167,85,563</b>	<b>176,24,841</b>
	Land & Building	-	-	-	-	-	-	-
	Plant and Machinery-FF & HS	-	-	-	-	-	-	-
	Plant and Machinery-IPS	-	-	-	-	-	-	-
	Computers	-	-	-	-	-	-	-
	Office Equipments	4,998	-	-	-	-	-	-
	Vehicles	174,84,516	-	-	736,80,000	833,85,000	167,85,563	176,24,841
	Furniture and Fittings	5,670	-	-	-	-	-	-
	Computer Software	-	110,00,000	-	-	-	-	-
<b>C</b>	<b>Disposals/Transfers</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
	Land & Building	-	-	-	-	-	-	-
	Plant and Machinery-FFF & HS	-	-	-	-	-	-	-
	Plant and Machinery-IPS	-	-	-	-	-	-	-
	Computers	-	-	-	-	-	-	-
	Office Equipments	-	-	-	-	-	-	-
	Vehicles	-	-	-	-	-	-	-
	Furniture and Fittings	-	-	-	-	-	-	-
	Computer Software	-	-	-	-	-	-	-
<b>D</b>	<b>Depreciation Charge</b>	<b>113,70,402</b>	<b>107,88,087</b>	<b>143,95,549</b>	<b>233,79,650</b>	<b>338,02,775</b>	<b>322,34,304</b>	<b>318,87,929</b>
	Land & Building	-	-	-	-	-	-	-
	Plant and Machinery-FF & HS	-	-	-	-	-	-	-
	Plant and Machinery-IPS	28,010	28,010	28,010	28,010	28,010	28,010	28,010
	Computers	20,685	12,949	-	-	-	-	-
	Office Equipments	29,543	2,253	-	-	-	-	-
	Vehicles	112,50,220	107,20,718	106,82,860	196,66,961	300,90,086	321,88,281	318,41,906
	Furniture and Fittings	41,943	24,157	18,013	18,013	18,013	18,013	18,013
	Computer Software	-	-	36,66,667	36,66,667	36,66,667	-	-
<b>E</b>	<b>Closing RAB(A+B-C-D)</b>	<b>656,45,728</b>	<b>658,57,642</b>	<b>514,62,093</b>	<b>1017,62,443</b>	<b>1513,44,668</b>	<b>1358,95,926</b>	<b>1216,32,838</b>
	Land & Building	-	-	-	-	-	-	-
	Plant and Machinery-FF & HS	-	-	-	-	-	-	-
	Plant and Machinery-IPS	3,03,784	2,75,773	2,47,763	2,19,753	1,91,743	1,63,733	1,35,723
	Computers	12,949	0	0	0	0	0	0
	Office Equipments	6,695	4,442	4,442	4,442	4,442	4,442	4,442
	Vehicles	651,90,523	544,69,805	437,86,946	977,99,985	1510,94,899	1356,92,181	1214,75,115
	Furniture and Fittings	1,31,777	1,07,621	89,608	71,596	53,583	35,570	17,558
	Computer Software	-	110,00,000	73,33,333	36,66,667	-	-	-
<b>F</b>	<b>Average RAB</b>	<b>625,83,337</b>	<b>657,51,685</b>	<b>586,59,867</b>	<b>766,12,268</b>	<b>1265,53,555</b>	<b>1436,20,297</b>	<b>1287,64,382</b>

\*Projected values to be provided

Information for the last financial year for which audited accounts are available

\*Fields in italics are indicative only





IndianOil Skytanking Private Limited  
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Form F5: Cost of Equity and Post-Tax FROR Forecast(ref:Section A1.5of Appendix I)

	2021-22			2022-23			2023-24			2024-25			2025-26		
	Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate
<b>Gearing</b>															
<b>Pre-Tax Cost of Debt</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Risk-free Rate</b>	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87	5.87
<b>Equity-risk premium</b>	12.02	12.02	12.02	12.02	12.02	12.02	12.02	12.02	12.02	12.02	12.02	12.02	12.02	12.02	12.02
<b>Beta</b>	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24
<b>Post-Tax Cost of Equity</b>	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00
<b>Post-Tax FROR</b>			14.00			14.00			14.00			14.00			14.00



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

Figs in Rs.

**Form F6(a) Loan Master (ref Section A1.5 of Appendix I)**

Provide details of all debts (all type of debt instruments)							
Particulars	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
<b>Secured Loan</b>							
Repayments during the year	-	-	-	-	-	-	-
Interest payments during the year	-	-	-	-	-	-	-
Outstanding at the end of the year	-	-	-	-	-	-	-
<b>Working Capital Loans</b>							
Repayments during the year							
Interest payments during the year							
Outstanding at the end of the year							

**For every loan (actual/proposed, secured/unsecured) the following information should also be provided/indicated**

1	Particulars	Secured
2	Source	Bank Term Loan
3	Type of Loan(PS/WC)	PS
4	If PS, then indicate the Project/Appportionment to a Project	For Bangalore - ITP
5	Total Loan amount sanctioned-Rs.	
6	Loan Tenure	5
7	Interest type(Fixed/Floating)	Fixed
8	If Fixed interest, rate of interest %	-
9	Base rate, if floating interest	NA
10	Margin, if floating interest	Nil
11	Are there any Caps/Floor?	NA
12	If above is yes, specify caps floor	
13	Moratorium Period	
14	Moratorium effective from	
15	Repayment Period	Quarterly
16	Repayment Start date	
17	Repayment Frequency	
18	Arrangement fees	
19	Outstanding Loan	
20	Other terms	

Legend		
PS		Project Specific
WC		Working Capital

>Data from this sheet should be linked to all the sheets wherever details about Debt, Interest Charges, Arrangement fees, Cost of debt etc is getting used

Projected values to be provided

Information for last financial year for which audited accounts are available



**IndianOil Skytanking Private Limited**  
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Figs in Rs.

**Form F6(b): Summary statement of Interest and Finance Charges (ref: Section A1.5 of Appendix I)**

Sl No.	Particulars	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
<b>A</b>	<b>1 Interest charges on Government Loans, Bonds and Advances</b>							
	Government Loans							
	Bonds							
	Foreign Currency Loans/Credits							
	Debentures							
	<b>Total</b>			-	-	-	-	-
	<b>2 Interest on Long Term Loans/Credits from the FI's/Banks/Organisations approved by the government</b>							
	Secured	-	-	-	-	-	-	-
	Unsecured							
	Total							
	<b>Total (1+2)</b>	-	-	-	-	-	-	-
<b>B</b>	<b>Cost of raising finance and Bank Charges on Project Loans</b>							
<b>C</b>	<b>Grand Total of Interest and Finance Charges</b>	-	-	-	-	-	-	-
<b>D</b>	<b>Less: Interest and Finance Charges capitalised</b>							
<b>E</b>	<b>Net Total of Interest and Finance charges on Project related loans</b>	-	-	-	-	-	-	-
<b>F</b>	<b>Interest on Working Capital Loans</b>			-	-	-	-	-
<b>G</b>	<b>Other interest charges (Provide head wise details)</b>							
<b>H</b>	<b>Total interest and Finance Charges chargeable to P&amp;L A/c (E+F+G)</b>	-	-	-	-	-	-	-

\* Projected values to be provided

\*Fields in italics are indicative only

\*Information for last financial year for which audited accounts are available



**IndianOil Skytanking Private Limited  
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**Form F6 (c): Contributions, Grants and subsidies Master (ref: Section A1.5 of Appendix I)**

**NIL**

<b>Contributions</b>																							
Particulars	Source	Total Amount	2019-20			2020-21			2021-22			2022-23			2023-24			2024-25			2025-26		
			OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB

<b>Grants</b>																							
Particulars	Source	Total Amount	2019-20			2020-21			2021-22			2022-23			2023-24			2024-25			2025-26		
			OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB
1																							
2																							

<b>Subsidies</b>																							
Particulars	Source	Total Amount	2019-20			2020-21			2021-22			2022-23			2023-24			2024-25			2025-26		
			OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB
1																							
2																							

<b>Legend</b>	
OB	Opening Balance for the year
Add.	Additions during the year
CB	Closing Balance for the year

\*Projected values to be provided  
Information for the last financial year for which audited accounts are available



Form 57: Format for Identifying Regulatory Asset Base (ref: Section A1.5 of Appendix I)

Fixed Asset already commissioned as on 01.04.21									
S/N	Asset Name	Asset Type	Description of the Asset	Commission Date	Useful life(Yrs)	Original cost of Asset	Depreciation Rate	Accumulated Depreciation	
1	Plant & Machinery	Plant & Machinery	Car washer Compressor: 3 HP 1 No ITP - 50%	13.02.2009	20	48,321	5.00	29,304	
	Plant & Machinery		Ladders P376/ P412	24.03.2009	20	29,396	5.00	17,670	
	Plant & Machinery		LG Make Airconditioner GM's Cabin at TTP Offc	06.05.2009	19	26,203	5.26	16,413	
	Plant & Machinery		Shansee Marine Eng.	19.09.2009	19	8,747	5.26	5,307	
	Plant & Machinery		LG Make Airconditioner	01.08.2011	17	35,950	5.88	20,154	
	Plant & Machinery		Ladders 4 No. (P1404)	02.04.2012	20	42,522	5.00	19,129	
	Plant & Machinery		Hydraulic Pump & PTO Assy	04.07.2016	20	91,600	5.00	12,672	
	Plant & Machinery		Hydraulic Trolley Jack	08.09.2016	20	55,574	5.00	12,672	
	Plant & Machinery		CTV	21.08.2017	10	27,166	10.00	9,807	
	Plant & Machinery		Digital Automatic Nitrogen Tyre Inflator	12.02.2019	10	80,000	10.00	17,033	
2	Computer Software	Computer Software	ATT Tracking Application-1	01.09.2008	3	1,00,000	33.33	1,00,000	
	Computer Software		IT Software for TTP Operations	31.03.2021	3	110,00,000	33.33	-	
3	Computers	Computers	Printer to TTP	17.11.2014	3	10,392	31.67	10,392	
	Computers		1 No. HP Printer (GM Cabin)	11.07.2015	3	16,142	31.67	16,142	
	Computers		1 No. Printer	23.11.2015	3	17,408	31.67	17,408	
	Computers		1 No Lenovo Laptop (Sibu)	22.02.2016	3	40,994	31.67	40,994	
	Computers		2 Nos Desk Tops (ITTS / Maintenance)	22.02.2016	3	94,739	31.67	94,739	
	Computers		Compaq make LED Monitor	17.01.2017	3	6,330	33.33	6,330	
	Computers		Desk Top	05.12.2017	3	57,000	33.33	57,000	
4	Furniture & Fixtures	Furniture & Fixtures	Laboratory Furnishing	23.06.2008	4	1,44,573	23.75	1,44,573	
	Furniture & Fixtures		4 Single Cots, 2-Mattress, 4-Pillows	01.05.2008	4	32,850	23.75	32,850	
	Furniture & Fixtures		10- P' Type Visitor Chairs, 6 1/2 Steel Industrial	26.05.2008	4	51,495	23.75	51,495	
	Furniture & Fixtures		Observing Table at TTP Office (Removed & Dism	11.10.2008	4	26,126	23.75	26,126	
	Furniture & Fixtures		Internal Blinds at TTP	16.12.2008	4	23,784	23.75	23,784	
	Furniture & Fixtures		6 S' Steel Glass Door Almirah 2 No Netted Flexi	02.03.2009	4	49,388	23.75	49,388	
	Furniture & Fixtures		1 No. Executive Chair	07.11.2009	5	5,400	19.00	5,205	
	Furniture & Fixtures		CG Wall Fan	24.04.2010	6	1,550	15.83	1,473	
	Furniture & Fixtures		25 No. Writing Pad Chairs	31.05.2011	7	50,089	13.57	47,585	
	Furniture & Fixtures		1 No. Table & 2 No. Pedestal Fan	23.02.2012	7	9,120	13.57	8,664	
	Furniture & Fixtures		office furniture ITP	27.01.2016	11	53,820	9.50	26,825	
	Furniture & Fixtures		Water Dispenser	08.02.2016	11	10,400	9.50	5,100	
	Furniture & Fixtures		Steel Almirah & Two tier cot	20.05.2016	11	43,738	9.50	20,216	
	Furniture & Fixtures		Modular Partition + Pain Table & side storage	13.08.2016	11	25,048	9.50	11,022	
	Furniture & Fixtures		chairs purchased	10.11.2016	11	46,600	9.50	19,423	
	Furniture & Fixtures		Three nos wall fans	25.08.2017	11	3,281	9.50	3,281	
	Furniture & Fixtures		Industrial Lockers	01.01.2019	10	9,500	10.00	2,132	
	Furniture & Fixtures		Water Dispenser	21.11.2019	1	5,670	100.00	5,670	
5	Motor Cars	Motor Cars	Maruti Zen Estilo LS (2 No.)	03.12.2007	8	6,80,118	12.50	6,80,118	
	Motor Cars		Ford Ikon	27.05.2008	8	4,99,262	12.50	4,99,262	
	Motor Cars		Maruthi Zen Estilo	03.01.2011	4	4,24,479	23.75	4,24,479	
	Motor Cars		Mahindra Bolero	07.12.2015	8	9,73,614	11.88	6,14,510	
	Motor Cars		Scorpio	12.05.2016	8	11,45,222	11.88	6,64,657	
	Motor Cars		TATA Winger 4 x 2 32 (DLX Mini Bus)	30.11.2007	8	6,54,721	12.50	6,54,721	
	Motor Cars		TATA 207 (09/31 CLB)	15.07.2008	10	5,30,688	10.34	5,30,688	
	Motor Cars		Honda Amaze (P) VP Bangalore Car	24.09.2016	8	8,50,000	12.50	4,79,816	
	Motor Cars		Honda Amaze KUV 100 NXT	01.01.2018	7	6,90,394	13.57	2,79,998	
	Motor Cars		Main Buggy	01.01.2018	8	6,08,579	12.50	6,08,579	
	Motor Cars		Tata Mobile pickup 207/31	19.11.2018	8	5,14,713	12.50	1,25,743	
	Motor Cars		Electric Car E-20 Plus	28.03.2019	8	7,65,931	12.50	1,92,272	
6	Motor Vehicle	Motor Vehicle	Hydrant Dispenser	02.05.2008	8	196,11,190	12.50	192,30,635	
	Motor Vehicle		Hydrant Dispenser	16.05.2008	8	272,83,777	12.50	267,53,951	
	Motor Vehicle		Articulated Refueller	24.06.2008	8	91,82,975	12.50	271,56,574	
	Motor Vehicle		Articulated Refueller	01.01.2012	8	51,49,936	12.50	48,92,439	
	Motor Vehicle			01.07.2016	8	80,80,922	12.50	47,98,047	
	Motor Vehicle			01.07.2016	8	80,80,922	12.50	47,98,047	
	Motor Vehicle		Hydrant Dispensors	01.04.2017	8	50,50,313	12.50	32,06,863	
	Motor Vehicle		Hydrant Dispensors Chassis	01.04.2017	8	22,21,154	12.50	17,34,326	
	Motor Vehicle		Hydrant Dispensors	01.04.2017	8	42,52,425	12.50	28,07,919	
	Motor Vehicle		Hydrant Dispensors Chassis	01.04.2017	8	15,62,375	12.50	14,04,936	
	Motor Vehicle		Fabrication Cost AR-20	30.11.2018	8	61,15,000	12.50	17,82,842	
	Motor Vehicle		Chassis Cost AR-20	30.11.2018	8	18,86,719	12.50	5,50,077	
	Motor Vehicle		Refueller Fabrication AR23	11.02.2019	8	61,15,000	12.50	16,29,547	
	Motor Vehicle		Chassis Fabrication AR23	11.02.2019	8	18,86,719	12.50	3,02,737	
	Motor Vehicle		Dispenser Fabrication AD65	27.03.2019	8	82,00,000	12.50	20,61,264	
	Motor Vehicle		Chassis Fabrication AD65	27.03.2019	8	9,42,344	12.50	2,36,880	
	Motor Vehicle		Dispenser Fabrication AD65	27.03.2019	8	82,00,000	12.50	20,61,264	
	Motor Vehicle		Chassis Fabrication AD66	27.03.2019	8	9,42,344	12.50	2,36,880	
	Motor Vehicle		Dispenser Fabrication AD67	01.04.2019	8	82,00,000	12.50	20,50,000	
	Motor Vehicle		Chassis Fabrication AD67	01.04.2019	8	9,42,344	12.50	2,35,586	
	Motor Vehicle		Dispenser Fabrication AD68	01.04.2019	8	82,00,000	12.50	20,50,000	
	Motor Vehicle		Chassis Fabrication AD68	01.04.2019	8	9,42,344	12.50	2,35,586	
7	Office Equipments	Office Equipments	AC to TTP	20.06.2015	8	54,092	12.50	51,387	



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Figs in Rs.

Form F8(a): Format for providing asset-wise information of stakeholder contributions(ref: Section A1.5 of Appendix I)

NIL

Details of User Contributions for the Assets: NIL											
S.N	Contribution Name	Asset Name	Extent of User Contribution approved for the project	Year of Approval	Tenure for User Contribution Collection	Accumulated Collection Estimated till the beginning of first Tariff Year *	Total Collection Proposed in Tariff Year 1	Total Collection Proposed in Tariff Year 2	Total Collection Proposed in Tariff Year 3	Total Collection Proposed in Tariff Year 4	Total Collection Proposed in Tariff Year 5
1											
2											
3											
4											
5											

\*Projected Values to be provided

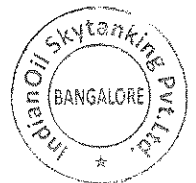


**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

**Form F8(b): Format for providing proposed exclusions from RAB(ref: Section A1.5 of Appendix I)**

**Details of Proposed excluded Assets from RAB-NIL - ALL ASSETS INCLUDED**

S.N	Asset Name	Book Value	Accumulated Depreciation	Justification for exclusion	Any Land associated with asset	If yes, details of land
1						
2						
3						
4						
5						



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

Figs in Rs.

**Form F10(a): Capital Projects Completed before Review for Roll-forward of RAB(ref: Section A1.5 of Appendix 1)**

**NIL**

Project Details																							
S.N	Project Name	Project Type	Comn.Date	2021-22				2022-23				2023-24				2024-25				2025-26			
				Capex	Com.	Cdate	WIP	Capex	Com.	Cdate	WIP	Capex	Com.	Cdate	WIP	Capex	Com.	Cdate	WIP	Capex	Com.	Cdate	WIP
1																							
2																							
3																							
4																							

Project Details																							
S.N	Project Name	Project Type	Comn.Date	2019-20				2022-23				2023-24				2024-25				2025-26			
				Capex	Com.	Cdate	WIP	Capex	Com.	Cdate	WIP	Capex	Com.	Cdate	WIP	Capex	Com.	Cdate	WIP	Capex	Com.	Cdate	WIP
1																							
2																							
3																							
4																							

Legend	
<b>Project Name</b>	Project Name should be a unique name or a primary key assigned to a Capex Project
<b>Project Type</b>	Type of the Project and the asset class to which the Capex Project belongs
<b>Comn.Date</b>	Date on which the Capital Project was commenced
<b>Capex</b>	Year-Wise Capex incurred on the Project excluding any Capital receipts like Grants, User Conrib
<b>WIP</b>	Work in Progress at the end of every Tariff Year
<b>Com.</b>	Commissioning in a particular Tariff year
<b>Cdate</b>	Date of Commissioning in a particular Tariff Year

\*Fields in italics are indicative only





IndianOil Skytanking Private Limited  
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Figs in Rs.

Form F10(b):Capital Expenditure Projected Plan-10 Year Master(ref:Section A1.5of Appendix I)

NIL

Note: Information to be provided for 10 year period for all projects either spilling into the period or starting during the period

Project Details																												
S.N	Project Name	Project Type	Comn.Date	2021-22					2022-23					2023-24					2024-25					2025-26				
				Capex	FinAlw	Com.	C.Date	WIP	Capex	FinAlw	Com.	C.Date	WIP	Capex	FinAlw	Com.	C.Date	WIP	Capex	FinAlw	Com.	C.Date	WIP	Capex	FinAlw	Com.	C.Date	WIP

Legend	
Project Name	Project Name should be a unique name or a primary key assigned to a Capex Project
Project Type	Type of the Project and the asset class to which the Capex Project belongs
Comn.Date	Date on which the Capital Project was commenced
Capex	Year-Wise Capex estimated to be incurred on the Project excluding any Capital receipts like Grants, User Contributions etc.
WIP	Work in Progress at the end of every Tariff Year
Com.	Estimated Commissioning in a particular Tariff year
Cdate	Estimated Date of Commissioning in a particular Tariff Year
T Capex	Total Capex Incurred on the project till the end of previous Control Period excluding any Capital receipts like Grants, User Cont
TComm	Total Commissioning on the project till the end of Previous Control Period
FinAlw.	Project-wise Financing Allowances for the year

\*Projected values to be provided  
\*Fields in italics are indicative only



IndianOil Skytanking Private Limited  
Bangalore-Into Plane

Figs in Rs.

Form F10(c): Year-wise Capital Expenditure Financing Plans for next 10 years (ref: Section A1.5 of Appendix I)

NO ADDITIONAL FINANCING IS PLANNED DURING THIS PERIOD

Note: Information to be provided for 10 year period for all projects whether spilling into the period or starting during the period

Project Details		2021-22				2022-23				2023-24				2024-25				2025-26				
S.N	Total Capex Planned	Internal Accrual	Equity Infused	User Contributions	Total Debt	Internal Accrual	Equity Infused	User Contributions	Total Debt	Internal Accrual	Equity Infused	User Contributions	Total Debt	Internal Accrual	Equity Infused	User Contributions	Total Debt	Internal Accrual	Equity Infused	User Contributions	Total Debt	

Legend

Total Capex	Total Capex planned indicates the total forecasted capex for all assets during the next 10 years
Internal Accrual	Internal Accrual (from free reserves and surplus) in the year
Equity Infused	Equity infusion planned during the year
User Contributions	Representing Development Fees/User Contributions/Capital Grants/Subsidies etc. planned during the year for the Capital Project.
Total Debt	Total Debt planned for funding capex during the year



**IndianOil Skytanking Private Limited**  
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*Figs in Rs.*

**Form F10(d): Summary statement of Expenses Capitalised (ref: Section A1.5of Appendix I)**

**NIL**

Sl. No.	Particulars	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
<b>A</b>	<b>Interest and Finance Charges Capitalised</b>							
<b>B</b>	<b>Cost of Raising Finance and Bank Charges</b>							
<b>C</b>	<b>Other Expenses Capitalised</b>							
	Employee Expenses							
	Administrative and General Expenses							
	Utilities and Outsourcing Expenses							
	Any other expenses being Capitalised							
<b>D</b>	<b>Total Expenses being Capitalised (A+B+C)</b>							

\*Projected values to be provided

Information for the last financial year for which audited accounts are available



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

*Figs in Rs.*

**Form F10(e): Additional Capital Projects Summary (ref: Section A1.5 of Appendix I)**

**NIL**

		Forecast WIP Assets						
		2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
<b>E</b>	<b>Opening WIP Assets</b>							
	Building							
	Plant and Machinery							
	Electrical Installation							
	Furniture and Fittings							
<b>F</b>	<b>Additions-New WIP</b>							
	Building							
	Plant and Machinery							
	Electrical Installation							
	Furniture and Fittings							
<b>G</b>	<b>WIP Capitalisation</b>							
	Building							
	Plant and Machinery							
	Electrical Installation							
	Furniture and Fittings							
<b>H</b>	<b>Closing WIP Assets</b>							
	Building							
	Plant and Machinery							
	Electrical Installation							
	Furniture and Fittings							

\*Fields in italics are indicative only



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

*Figs in Rs.*

**Form F11(a): Employee Strength (ref: Section A1.5 of Appendix I)**

S.N	Particulars-with detailed breakup	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
<b>A</b>	<b>Department-wise Full-Time Employees</b>							
	Operations	61	54	58	62	66	66	66
	Maintenance	12	11	11	11	11	11	11
	Administration	1	1	1	1	1	1	1
	Total	74	66	70	74	78	78	78
<b>B</b>	<b>Department-wise-Part-Time/Contractual Employees</b>							

\*Projected values to be provided

Information for the last financial year for which audited accounts are available

\*Fields in italics are indicative only



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

*Figs in Rs.*

**Form F11(b): Payroll Related Expenditure and Provisions (ref: Section A1.5 of Appendix I)**

S.N	Particulars-with detailed breakup	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Salaries and Allowances	442,47,488	329,39,255	487,74,097	558,95,378	637,64,392	704,59,653	778,57,917
B	Other Staff Benefits	37,87,075	60,80,280	78,96,441	87,25,567	96,41,751	106,54,135	117,72,819
C								
D								
E								
F	.....							
<b>1</b>	<b>Grand Total</b>	<b>480,34,563</b>	<b>390,19,535</b>	<b>566,70,538</b>	<b>646,20,944</b>	<b>734,06,143</b>	<b>811,13,789</b>	<b>896,30,736</b>
<b>2</b>	<b>Employee expenses capitalised</b>							
<b>3</b>	<b>Net Employee expenses (1)-(2)</b>	<b>480,34,563</b>	<b>390,19,535</b>	<b>566,70,538</b>	<b>646,20,944</b>	<b>734,06,143</b>	<b>811,13,789</b>	<b>896,30,736</b>

\*Projected values to be provided

Information for the last financial year for which audited accounts are available

\*Fields in italics are indicative only



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

Figs in Rs.

**Form F11 (c) - Administration and General Expenditure (ref: Section A1.5 of Appendix I)**

S.N	Particulars-with detailed breakup	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
<b>A</b>	<b>Administration Charges</b>							
	Director's Sitting Fees							
	Rates and Taxes							
	Rent/License	81,76,236	96,44,359	103,67,686	111,45,263	119,81,157	128,79,744	138,45,725
	Rates and Taxes	8,86,904	6,17,791	9,31,249	9,77,812	10,26,702	10,78,037	11,31,939
	Communication Expenses	12,29,963	10,95,759	13,28,360	14,34,629	15,49,399	16,73,351	18,07,220
	Travelling and Conveyance	2,99,983	1,50,000	3,29,981	3,62,979	3,99,277	4,39,205	4,83,126
	Advertisement & Marketing							
	Office Maintenance	18,21,629	3,41,627	19,12,710	20,08,346	21,08,763	22,14,201	23,24,911
	Printing and Stationery	1,15,792	1,35,425	1,27,371	1,40,108	1,54,119	1,69,531	1,86,484
	Allocated Overhead Expenses(Provide details)							
<b>B</b>	<b>Legal Charges/Auditor's Fees</b>							
	Auditor's Fees	-	-	-	-	-	-	-
	Legal Charges	10,560	12,000	11,616	12,778	14,055	15,461	17,007
<b>C</b>	<b>Consultancy/Advisory Expenses</b>							
	Consultancy Charges							
	Technical Fees							
	Other Professional Charges	-	-	-	-	-	-	-
<b>D</b>	<b>Other Charges</b>							
	Land Lease							
	Insurance Costs	12,81,240	12,05,702	14,09,363	15,50,300	17,05,330	18,75,863	20,63,449
	During Construction period							
	During Operation Period							
	Event Management/Inauguration Expenses							
	Consumption of Stores	1,70,672	1,50,000	1,87,739	2,06,513	2,27,164	2,49,881	2,74,869
	Entertainment expenses							
	Security Charges	94,501	59,872	99,226	1,04,187	1,09,397	1,14,867	1,20,610
	Recruitment and Training Charges	16,397	14,000	18,037	19,840	21,824	24,007	26,408
	Bank Charges	30,925	4,492	32,471	34,095	35,800	37,590	39,469
	Miscellaneous Expenses							
	CSR Expenses	-	-	-	-	-	-	-
	Interest on short term loans							
<b>E</b>	<b>Grand Total</b>	<b>141,34,802</b>	<b>134,31,027</b>	<b>167,55,811</b>	<b>179,96,850</b>	<b>193,32,989</b>	<b>207,71,738</b>	<b>223,21,216</b>
<b>F</b>	<b>Administration&amp;General Expenses Capitalised</b>							
<b>G</b>	<b>Net A&amp;G expenses(E)-(F)</b>	<b>141,34,802</b>	<b>134,31,027</b>	<b>167,55,811</b>	<b>179,96,850</b>	<b>193,32,989</b>	<b>207,71,738</b>	<b>223,21,216</b>

\*Projected values to be provided

Information for the last financial year for which audited accounts are available

\*Fields in italics are indicative only



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

*Figs in Rs.*

**Form F11 (d) : Repair and Maintenance Expenditure (ref: Section AI.5 of Appendix I)**

S.N	Particulars-with detailed breakup	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Office Equipment & Systems							
B	Buildings							
C	Other Mobile Equipments	97,80,329	60,98,013	115,77,056	125,03,220	135,03,478	145,83,756	157,50,457
D	AFFF, Foam etc.							
	<b>Grand Total</b>	<b>97,80,329</b>	<b>60,98,013</b>	<b>115,77,056</b>	<b>125,03,220</b>	<b>135,03,478</b>	<b>145,83,756</b>	<b>157,50,457</b>

\*Projected values to be provided

Information for the last financial year for which audited accounts are available

\*Fields in italics are indicative only





**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

Figs in Rs.

**Form F11 (e) :Utilities and Outsourcing Expenditure (ref: Section A1.5 of Appendix I)**

S.N	Particulars-with detailed breakup	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
<b>A</b>	<b>Utilities Costs</b>							
	<i>Power Charges</i>							
	<i>Units Consumed</i>							
	<i>Effective unit Rate</i>							
	<i>Power Costs</i>	17,59,103	3,73,230	18,47,058	19,39,411	20,36,382	21,38,201	22,45,111
	<i>Water Charges</i>							
	<i>Units Consumed</i>							
	<i>Effective unit Rate</i>							
	<i>Power Costs</i>			-	-	-	-	-
	<i>Other - Diesel</i>	59,45,359	33,91,425	64,20,988	69,34,667	74,89,440	80,88,595	87,35,683
<b>B</b>	<b>Department-wise Outsourcing Costs</b>							
	<i>Airfield Services &amp; Facilities</i>							
	<i>Terminals</i>							
	<i>Maintenance</i>							
	<i>Cleaning</i>							
<b>1</b>	<b>Grand Total</b>	<b>77,04,462</b>	<b>37,64,656</b>	<b>82,68,046</b>	<b>88,74,078</b>	<b>95,25,822</b>	<b>102,26,796</b>	<b>109,80,794</b>
<b>2</b>	<b>Utilities and Outsourcing Costs Capitalised</b>							
<b>3</b>	<b>Net Utilities and Outsourcing Expenses (1)-(2)</b>	<b>77,04,462</b>	<b>37,64,656</b>	<b>82,68,046</b>	<b>88,74,078</b>	<b>95,25,822</b>	<b>102,26,796</b>	<b>109,80,794</b>

\*Projected values to be provided

Information for the last financial year for which audited accounts are available

\*Fields in italics are indicative only



**IndianOil Skytanking Private Limited**  
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*Figs in Rs.*

**Form F11 (f) :Other Outflows (ref: Section A1.5 of Appendix I)**

S.N	Particulars	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Airport Operator Fee	297,45,929	262,22,241	460,20,034	579,85,242	669,72,955	738,37,683	790,80,158
B	License Fee							
C	Facility Cost to Concessionaire							
D	Operating Cost to Concessionaire							
<b>1</b>	<b>Grand Total</b>	<b>297,45,929</b>	<b>262,22,241</b>	<b>460,20,034</b>	<b>579,85,242</b>	<b>669,72,955</b>	<b>738,37,683</b>	<b>790,80,158</b>

\*Projected values to be provided

Information for the last financial year for which audited accounts are available



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

Figs in Rs.

**Form F11(g): Current Assets and Liabilities(ref: Section A1.5 of Appendix I)**

Sl No.	Particulars	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	<i>Current Assets, Loans and Advances</i>							
	Sundry Debtors	1,54,032	462,96,330	162,50,012	204,75,015	236,48,642	260,72,628	279,23,785
	Cash and Bank Balances	1031,28,919	693,24,139	1460,81,554	1323,61,394	1247,66,760	1911,17,743	2602,84,812
	Inventories	8,17,275	20,00,000	37,548	41,303	45,433	49,976	54,974
	Other Current Assets							
	Loans and Advances	147,82,330	147,82,330	147,82,330	147,82,330	147,82,330	147,82,330	147,82,330
	Total of "A"	<b>1188,82,556</b>	<b>1324,02,799</b>	<b>1771,51,444</b>	<b>1676,60,042</b>	<b>1632,43,165</b>	<b>2320,22,677</b>	<b>3030,45,901</b>
B	<i>Current liabilities and provisions</i>							
I	<i>Current Liabilities</i>							
	Sundry Creditors	74,93,157	60,64,073	95,40,513	110,94,544	125,16,533	137,35,189	149,15,299
	Liabilities towards Suppliers							
	Advances from Customers							
	Other liabilities							
II	<i>Provisions</i>							
	TOTAL OF "B"(I+II)	<b>74,93,157</b>	<b>60,64,073</b>	<b>95,40,513</b>	<b>110,94,544</b>	<b>125,16,533</b>	<b>137,35,189</b>	<b>149,15,299</b>
C	<i>Net Current Assets(=A-B)</i>	<b>1113,89,399</b>	<b>1263,38,726</b>	<b>1676,10,931</b>	<b>1565,65,498</b>	<b>1507,26,632</b>	<b>2182,87,488</b>	<b>2881,30,602</b>

\*Projected values to be provided

#Information for the last financial year for which audited accounts are available



**IndianOil Skytanking Private Limited**  
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*Figs in Rs.*

**Form F12(a): Historical and Projected Cargo Volumes in Tonnes( ref: Section A1.6 of Appendix I)**

*N/A*

Year	Domestic								International							
	Loaded				Unloaded				Loaded				Unloaded			
	General	Perishable	Valuable	Other	General	Perishable	Valuable	Other	General	Perishable	Valuable	Other	General	Perishable	Valuable	Other
2008-09																
2009-10																
2010-11																
2011-12																
2012-13																
2013-14																
2014-15																
2015-16																
2016-17																
2017-18																
2018-19																
2019-20																
2020-21																
2021-22																
2022-23																
2023-24																
2024-25																
2025-26																
2026-27																
2027-28																
2028-29																

\*Fields in italics are indicative only  
 Applicable for forecasted years only



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

**Form F12(b): Historical Aircraft Movements (ref : Section A1.6 of Appendix I)**

N/A

Year	Domestic (Landing)	International(Landing)
2008-09		
2009-10		
2010-11		
2011-12		
2012-13		
2013-14		
2014-15		
2015-16		
2016-17		
2017-18		
2018-19		
2019-20		
2020-21		
2021-22		
2022-23		
2023-24		
2024-25		
2025-26		
2026-27		
2027-28		
2028-29		

Projected values to be provided



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

<b>Form F12(c): Projected Aircraft Movements (ref: Section A1.6 of Appendix I)</b>							
N/A							
Year	Domestic (Landing)			International (Landing)			Forecast Error Correction band
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative	
2008-09							
2009-10							
2010-11							
2011-12							
2012-13							
2013-14							
2014-15							
2015-16							
2016-17							
2017-18							
2018-19							
2019-20							
2020-21							
2021-22							
2022-23							
2023-24							
2024-25							
2025-26							
2026-27							
2027-28							
2028-29							



**IndianOil Skytanking Private Limited**  
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**Form F12(d): Historical and Projected fuel throughput in kilolitres (ref : Section A1.6 of Appendix I)**

Year	Domestic Flights	International Flights	Total	Forecast Error Correction Band
2008-09	1,25,044.000	1,07,918.000	2,32,962.000	
2009-10	1,03,886.000	1,48,938.000	2,52,824.000	
2010-11	1,12,182.000	1,78,611.000	2,90,793.000	
2011-12	1,85,405.000	1,79,265.000	3,64,670.000	
2012-13	1,84,731.000	1,82,413.000	3,67,144.000	
2013-14	1,74,773.000	1,84,109.000	3,58,882.000	
2014-15	1,56,262.000	2,32,279.000	3,88,541.000	
2015-16	1,83,718.000	2,57,682.000	4,41,400.000	
2016-17	1,96,660.000	3,16,064.000	5,12,724.000	
2017-18	2,02,832.000	3,38,223.000	5,41,055.000	
2018-19	2,09,148.000	3,51,985.000	5,61,133.000	
2019-20	1,46,896.000	3,55,853.000	5,02,749.000	
2020-21	1,51,895.000	1,51,895.000	3,03,790.000	
2021-22	1,65,869.340	2,29,057.660	3,94,927.000	
2022-23	1,99,043.208	2,74,869.192	4,73,912.400	
2023-24	2,18,947.529	3,02,356.111	5,21,303.640	
2024-25	2,29,894.905	3,17,473.917	5,47,368.822	
2025-26	2,34,492.803	3,23,823.395	5,58,316.198	
2026-27	2,39,182.659	3,30,299.863	5,69,482.522	
2027-28	2,43,966.313	3,36,905.860	5,80,872.173	
2028-29	2,48,845.639	3,43,643.977	5,92,489.616	

\*Fields in italics are indicative only  
 Applicable for forecasted years only



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

**Form F13(a): Historical Tariff(s) and Revenue from Regulated Service (ref. Section AI.7 of Appendix I**

N/A

*Figs in Rs.*

Sl No.	Particulars	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
		Revenues	Revenues	Revenues	Revenues	Revenues	Revenues	Revenues
A	Revenue from Regulated Services	1411,81,524	1111,11,193	1950,00,143	2457,00,180	2837,83,708	3128,71,538	3350,85,417





**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

*Figs in Rs.*

<b>Form F13(b): Historical and Projected Revenues from services other than Regulated Services (ref: Section AI.7 of Appendix I)</b>								
NIL								
<b>S.N</b>	<b>Particulars</b>	<b>2019-20</b>	<b>2020-21</b>	<b>2021-22</b>	<b>2022-23</b>	<b>2023-24</b>	<b>2024-25</b>	<b>2025-26</b>
<b>A</b>	<b>Revenue from services other than Regulated Services</b>							
<b>1</b>	<i>Revenue from .....</i>							
<b>2</b>	<i>Revenue from....</i>							
<b>3</b>	<i>Revenue from....</i>							
<b>B</b>	<b>Other Revenues</b>							
<b>1</b>	<i>Revenues from Interest Income</i>							
<b>2</b>	<i>Revenue from Any Other Sources(Please Specify)</i>							
	<b>Total Revenues</b>	-	-	-	-	-	-	-

\*Projected values to be provided

#Fields in italics are indicative only

^Information for the last financial year for which audited accounts are available



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

*Figs in Rs.*

**Form F14(a): Annual Tariff Proposal for Tariff Year t - Format for providing information on EMAY(ref: Section A1.8 of Appendix I)**

S.N	Particulars	2021-22	2022-23	2023-24	2024-25	2025-26
1	Yield per unit	514.37	537.00	560.63	585.29	611.05
2	Error Correction term (from year t-2)	-	-	20.28	20.87	44.34
3	Estimated Maximum Allowed Yield (EMAY)	514.37	537.00	580.91	606.16	655.38



**IndianOil Skytanking Private Limited**  
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<b>Form F14 (b): Fuel Throughput Into Plane Services</b>										
	<b>2021-22</b>		<b>2022-23</b>		<b>2023-24</b>		<b>2024-25</b>		<b>2025-26</b>	
	<b>Hours</b>	<b>Rate per KL</b>	<b>Hours</b>	<b>Rate per KL</b>	<b>Hours</b>	<b>Rate per KL</b>	<b>Hours</b>	<b>Rate per KL</b>	<b>Hours</b>	<b>Rate per KL</b>
<i>Aircraft Fuelling</i>	6	514.37	6	537.00	6	560.63	6	585.29	6	611.05
<i>Aircraft Defuelling Within</i>	6	514.37	6	537.00	6	560.63	6	585.29	6	611.05
<i>Aircraft Defuelling Beyond</i>	6	617.24	6	644.40	6	672.75	6	702.35	6	733.26
<i>Aircraft Refueling Defueled Product Within</i>	6	565.80	6	590.70	6	616.69	6	643.82	6	672.15
<i>Aircraft Refueling Defueled Product Beyond</i>	6	617.24	6	644.40	6	672.75	6	702.35	6	733.26



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

*Figs in Rs.*

**Form F15: Annual Compliance Statement (ref: Section AI.9 of Appendix I)**

S.N	Particulars	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
<b>1</b>	<b>Yield Per unit</b>	-	-	<b>514.37</b>	<b>537.00</b>	<b>560.63</b>	<b>585.29</b>	<b>611.05</b>
	Actual WPI during the year							
<b>2</b>	<b>Actual Maximum Allowed Yield per unit</b>	-	-	<b>514.37</b>	<b>537.00</b>	<b>560.63</b>	<b>585.29</b>	<b>611.05</b>
	Security Operating Cost Correction term							
	Other Mandated Operating Cost Correction term							
	Statutory Cost Operating Correction term							
	Forecast Error Correction term							
	Recovery Error Correction term	-	-	-	-	-	-	-
<b>3</b>	<b>Actual Yield per unit</b>	<b>280.82</b>	<b>365.75</b>	<b>493.76</b>	<b>518.45</b>	<b>544.37</b>	<b>571.59</b>	<b>600.17</b>
	Revenues subject to yield cap	1411,81,524	1111,11,193	1950,00,143	2457,00,180	2837,83,708	3128,71,538	3350,85,417
	Volumes	5,02,749	3,03,790	3,94,927	4,73,912	5,21,304	5,47,369	5,58,316
<b>4</b>	<b>Over recovery of allowed yield-Error Correction</b>							



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

*Figs in Rs.*

**Form F16: Performance Report for the Tariff Year (ref: Section A1.9 of Appendix I)**

	<b>2019-20</b>	<b>2020-21</b>	<b>2021-22</b>	<b>2022-23</b>	<b>2023-24</b>	<b>2024-25</b>	<b>2025-26</b>
<b>Total Revenue from Regulated Services(1)</b>	1411,81,524	1111,11,193	1950,00,143	2457,00,180	2837,83,708	3128,71,538	3350,85,417
<b>Total Revenue from Services other than Regulated Services(2)</b>							
<b>Operating Expenditure(3)</b>	1094,00,085	885,35,472	1392,91,485	1619,80,335	1827,41,387	2005,33,762	2177,63,362
<b>Depreciation(4)</b>	113,70,402	107,88,087	143,95,549	233,79,650	338,02,775	322,34,304	318,87,929
<b>Total Expenditure (3)+(4)=(5)</b>	1207,70,487	993,23,559	1536,87,034	1853,59,985	2165,44,162	2327,68,065	2496,51,290
<b>Regulatory Operating Profit(1)-(2)-(5)=(6)</b>	204,11,037	117,87,634	413,13,109	603,40,195	672,39,546	801,03,473	854,34,127
<b>Capital Expenditure(7)</b>	174,95,184	110,00,000	-	736,80,000	833,85,000	167,85,563	176,24,841
<b>Opening RAB (8)</b>	595,20,946	656,45,728	658,57,642	514,62,093	1017,62,443	1513,44,668	1358,95,926
<b>Disposals/Transfers(9)</b>	-	-	-	-	-	-	-
<b>Closing RAB(8)+(7)-(9)=(10)</b>	656,45,728	658,57,642	514,62,093	1017,62,443	1513,44,668	1358,95,926	1216,32,838
<b>Average RAB (8)+(10) /2=(11)</b>	625,83,337	657,51,685	586,59,867	766,12,268	1265,53,555	1436,20,297	1287,64,382
<b>Return on Average RAB (6) /(11)</b>	0.33	0.18	0.70	0.79	0.53	0.56	0.66
<b>Total Volume (Cargo/Fuel throughput /ATM) (12)</b>	5,02,749	3,03,790	3,94,927	4,73,912	5,21,304	5,47,369	5,58,316
<b>Actual Yield per unit (12/1)</b>	280.82	365.75	493.76	518.45	544.37	571.59	600.17

#Fields in italics are only required for Service Provider deemed "Material" and "Non-Competitive".



**IndianOil Skytanking Private Limited**  
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**Form F17: Revenues from Regulated Services recovered during the Tariff Year (ref:Section A1.9 of Appendix I)**

	<b>2019-20</b>	<b>2020-21</b>	<b>2021-22</b>	<b>2022-23</b>	<b>2023-24</b>	<b>2024-25</b>	<b>2025-26</b>
<i>Bangalore-ITP</i>	1411,81,523.87	1111,11,192.50	1950,00,142.84	2457,00,179.98	2837,83,707.87	3128,71,537.93	3350,85,417.12
<b>Total Revenues from Tariff(s) for Regulated Services</b>	<b>1411,81,523.87</b>	<b>1111,11,192.50</b>	<b>1950,00,142.84</b>	<b>2457,00,179.98</b>	<b>2837,83,707.87</b>	<b>3128,71,537.93</b>	<b>3350,85,417.12</b>

# Fields in italics are indicative only



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

*Figs in Rs.*

**Form F18: Revenue from Services other than Regulated Services recovered during the Tariff Year (ref: Section A1.9 of Appendix I)**

N/A

	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
<i>Revenue from services other than Regulated Services heading #1</i>							
<i>Revenue from services other than Regulated Services heading #2</i>							
<i>Revenue from services other than Regulated Services heading #3</i>							
<i>Revenue from services other than Regulated Services not identified in the Multi Year Tariff Order</i>							
<b>Total Revenues from Services other than Regulated Services</b>							

# Fields in italics are indicative only



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

*Figs in Rs.*

**Form F19: Operating Expenditure incurred during the Tariff Year (ref:Section A1.9 of Appendix I)**

	<b>2019-20</b>	<b>2020-21</b>	<b>2021-22</b>	<b>2022-23</b>	<b>2023-24</b>	<b>2024-25</b>	<b>2025-26</b>
<i>Payroll costs</i>	480,34,563	390,19,535	566,70,538	646,20,944	734,06,143	811,13,789	896,30,736
<i>Administrative and General Costs</i>	141,34,802	134,31,027	167,55,811	179,96,850	193,32,989	207,71,738	223,21,216
<i>Repairs and Maintenance Costs</i>	97,80,329	60,98,013	115,77,056	125,03,220	135,03,478	145,83,756	157,50,457
<i>Utility Costs</i>	77,04,462	37,64,656	82,68,046	88,74,078	95,25,822	102,26,796	109,80,794
<i>Airport Operator Fees</i>	297,45,929	262,22,241	460,20,034	579,85,242	669,72,955	738,37,683	790,80,158
<i>Operating expenditure not identified</i>							
<b>Total operating expenditure</b>	<b>1094,00,085</b>	<b>885,35,472</b>	<b>1392,91,485</b>	<b>1619,80,335</b>	<b>1827,41,387</b>	<b>2005,33,762</b>	<b>2177,63,362</b>

# Fields in italics are indicative only





**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

*Figs in Rs.*

**Form F20: P&L Reconciliation Statement for the Tariff Year (ref:Section A1.9 of Appendix I)**

S.N.	Particulars	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
<b>1</b>	<b>Revenue</b>	<b>1411,81,524</b>	<b>1111,11,193</b>	<b>1950,00,143</b>	<b>2457,00,180</b>	<b>2837,83,708</b>	<b>3128,71,538</b>	<b>3350,85,417</b>
	Revenue from Regulated Services	1411,81,524	1111,11,193	1950,00,143	2457,00,180	2837,83,708	3128,71,538	3350,85,417
	Revenue from services other than Regulated Services							
<b>2</b>	<b>Operating expenditure</b>	<b>1094,00,085</b>	<b>885,35,472</b>	<b>1392,91,485</b>	<b>1619,80,335</b>	<b>1827,41,387</b>	<b>2005,33,762</b>	<b>2177,63,362</b>
	Payroll Costs	480,34,563	390,19,535	566,70,538	646,20,944	734,06,143	811,13,789	896,30,736
	Administrative and General Costs	141,34,802	134,31,027	167,55,811	179,96,850	193,32,989	207,71,738	223,21,216
	Utilities and Outsourcing Costs	77,04,462	37,64,656	82,68,046	88,74,078	95,25,822	102,26,796	109,80,794
	Concession Fees	297,45,929	262,22,241	460,20,034	579,85,242	669,72,955	738,37,683	790,80,158
	Repair and Maintenance Costs	97,80,329	60,98,013	115,77,056	125,03,220	135,03,478	145,83,756	157,50,457
<b>3</b>	<b>Profit before depreciation, interest and taxation (PBDIT)</b>	<b>317,81,438</b>	<b>225,75,721</b>	<b>557,08,658</b>	<b>837,19,845</b>	<b>1010,42,321</b>	<b>1123,37,776</b>	<b>1173,22,056</b>
	Depreciation and Amortisation	113,70,402	107,88,087	143,95,549	233,79,650	338,02,775	322,34,304	318,87,929
<b>4</b>	<b>Profit before interest and taxation (PBIT)</b>	<b>204,11,037</b>	<b>117,87,634</b>	<b>413,13,109</b>	<b>603,40,195</b>	<b>672,39,546</b>	<b>801,03,473</b>	<b>854,34,127</b>
	Total interest and finance charges	0	0	0	0	0	0	0
<b>5</b>	<b>Profit/loss before tax</b>	<b>204,11,037</b>	<b>117,87,634</b>	<b>413,13,109</b>	<b>603,40,195</b>	<b>672,39,546</b>	<b>801,03,473</b>	<b>854,34,127</b>
	Provision for taxation	71,32,433	41,19,071	144,36,453	210,85,278	234,96,187	279,91,357	298,54,101
<b>6</b>	<b>Profit/loss after taxation</b>	<b>132,78,604</b>	<b>76,68,563</b>	<b>268,76,656</b>	<b>392,54,917</b>	<b>437,43,359</b>	<b>521,12,115</b>	<b>555,80,025</b>
<b>7</b>	<b>Balance carried to Balance Sheet</b>	<b>132,78,604</b>	<b>76,68,563</b>	<b>268,76,656</b>	<b>392,54,917</b>	<b>437,43,359</b>	<b>521,12,115</b>	<b>555,80,025</b>
	Adjustments to reconcile as per statutory accounts							
<b>8</b>	<b>Operating profit as per statutory accounts</b>	<b>132,78,604</b>	<b>76,68,563</b>	<b>268,76,656</b>	<b>392,54,917</b>	<b>437,43,359</b>	<b>521,12,115</b>	<b>555,80,025</b>

# Fields in italics are indicative only

+ Applicable only for Service Provider deemed 'material' and 'non competitive'



**IndianOil Skytanking Private Limited**  
**Bangalore-Into Plane**

*Figs in Rs.*

<b>Form F21: RAB Reconciliation Statement (ref:Section A1.9 of Appendix I)</b>								
<b>S.N.</b>	<b>Particulars</b>	<b>2019-20</b>	<b>2020-21</b>	<b>2021-22</b>	<b>2022-23</b>	<b>2023-24</b>	<b>2024-25</b>	<b>2025-26</b>
<b>1</b>	<b>Net fixed assets as per the statutory accounts</b>	<b>656,45,728</b>	<b>658,57,642</b>	<b>514,62,093</b>	<b>1017,62,443</b>	<b>1513,44,668</b>	<b>1358,95,926</b>	<b>1216,32,838</b>
	<i>Difference between net fixed assets and RAB</i>							
	<i>Difference between depreciation in statutory accounts and allowed regulatory depreciation</i>							
	<i>Intercompany transfers</i>							
	<i>Revaluations in statutory accounts</i>							
	<i>Reconciliation adjustment #1</i>							
	<i>Reconciliation adjustment #2</i>							
<b>2</b>	<b>Closing RAB</b>	<b>656,45,728</b>	<b>658,57,642</b>	<b>514,62,093</b>	<b>1017,62,443</b>	<b>1513,44,668</b>	<b>1358,95,926</b>	<b>1216,32,838</b>

# Fields in italics are indicative only

+ Applicable only for Service Provider deemed 'material' and 'non competitive'



# **Minutes of Meeting**

**Venue:** Virtual, Zoom Meeting

**Date & Time:** 21<sup>st</sup> December 2020

**Purpose:** Stakeholders Consultation Meeting for Tariff Revision of IndianOil Skytanking' s Into Plane Services for the 3<sup>rd</sup> Control Period at Bangalore International Airport (BIAL)

**Participants from IOSL:** Mr. T.S. Dupare (CEO), Mr. Shantanu Saxena (CFO), Mr. Yadu Arora (Business Development Manager), Mr. P Venkat (Chief Manager-Finance), Ms. Indu (Company Secretary)

## **Background**

IOSL is providing ITP services to airlines at Bangalore International Airport since the start of airport operations in 2008, through a Concession Agreement signed with BIAL which was valid till 23 May 2018. This was subsequently extended for 1 additional year.

BIAL conducted a global competitive bidding process and selected M/s. Bharat Stars Services as one of the ITP operators. Since IOSL had a dual role of fuel farm operator and ITP agent, in line with existing contractual agreements, it was offered to match the terms and rates of the selected ITP Agent. Subsequently, IOSL and BIAL executed a new SPRH agreement for ITP Serves at Bangalore on 21 March 2019, which came into effect from 24 May 2019.

As per the orders available, the current tariffs are valid up to 31-03-2021, we have approached AERA for determination of tariff effective 01-04-2021 (3rd control period) vide our letter dated 15-12-2020. In line with the AERA guidelines, we are required to conduct a Stakeholders Consultation Meeting, so as to brief the stakeholders about the proposed tariff. We had thus proposed to hold a consultation meet with the users / stake holders to be held on 21st December 2020

The following is the list of companies which were invited to the meeting along with those which attended the meeting. (The invitation to the stakeholders is attached as **ANNEXURE I** and the presentation made to all stakeholders is enclosed as **ANNEXURE II**)

<b>SN.</b>	<b>Organizations Invited</b>	<b>Attendance</b>	<b>Represented by</b>
1	Airports Economic Regulatory Authority (AERA)	Yes	Mr. Ramkrishan Mr. Trilok Chand
2	Bangalore International Airport Limited (BIAL)	Yes	Mr. Pradeep B Mr. Tanmay Mr. Bhaskar V
3	IndianOil Corporation (IOCL)	Yes	Mr. Hemanth Rathore Mrs. Princy Ragila Mr. Krishna Prakash
4	Hindustan Petroleum Limited (HPCL)	Yes	Mr. Guruprasad
5	Shell MRPL (SMRPL)	No	-
6	Reliance Industries Limited (RIL)	No	-
7	Indigo Airlines	Yes	Mr. Ganesh Iyer
8	Go Air	No	-
9	International Air Transport Association (IATA)	Yes	Mr. Amitabh Khosla Mr. Ujjwal Bakshi
10	Federation of Indian Chambers of Commerce & Industry (FICCI)	No	-
11	The Air Cargo Agents Association of India (ACAAI)	No	-
12	Air India	No	-
13	Bharat Stars Services Private Limited (BSSPL)	Yes	Mr. Vaibhav Niharwaria

## **Proceedings**

Mr. Yadu Arora (Business Development Manager) made a detailed presentation covering the following topics

- About IndianOil Skytanking
- ITP Services at BLR Airport by IOSL
- 2<sup>nd</sup> Control Period IOSL & BLR Airport Data
- Factors Contributing to volume loss at BLR
- Volume Projections
- Operations & Capex Plan
- AERA Tariff Proposal
- Summary

Followed by the presentation, the forum was kept open to take questions from the various stakeholders. The following questions / comments were raised and are addressed below.

## Q&A Session

Sno	Question / Comment	Reply of IOSL
01.	<p><b>Indigo:</b> What is the status of investments which were proposed in the previous stakeholder meeting?</p>	<p>In April 2019, IOSL had sought tariff from AERA for a block of 05 Years till FY23-24. AERA issued tariff only till 31<sup>st</sup> March 2021 for approximately 02 Years.</p> <p>The capex projected in April 2019 for the period of FY20 to FY24 (05 Years), was INR 20.35 Crores since tariff was sought for the same period. However, AERA issued tariff order only for a period of 02 Years (Till FY21). INR 1.74 Crores was spent in FY20. Capex for FY21 was deferred on account of COVID-19.</p> <p>Presently capex of INR 19.14 Crores is planned for the 3<sup>rd</sup> control period, therefore an incremental capex from the last submission. Incremental capex of only INR 54 Lakhs is being projected for the 3<sup>rd</sup> control period, and the rest of the capex is all carried forward from the previous submission in April 2019.</p> <p>While the capex amounts proposed in April 2019 and December 2020 are close in absolute terms, the capex proposed in the 3<sup>rd</sup> control period is mostly statutory and contractual in nature. Details are provided in Table 1 below.</p> <p>It may please be noted that in order to reduce the capex, we have planned for refurbishments of the Aircraft Hydrant Dispensers and refuellers rather than going for new vehicles, the cost of which would be exceedingly high.</p>
02.	<p><b>Indigo:</b> What is the percentage division between international and domestic fuel volumes?</p>	<p>In FY19-20, Bonded Volumes were 29% and Duty paid volumes were 71%. In FY20-21(April-November 2020), Bonded Volumes are 44% and Duty paid volumes are 56% for IOSL's ITP Services. Details are provided in Table 2 below.</p>
03.	<p><b>Indigo:</b> What are the steps which BIAL and IOSL have taken to reduce the taxation on VAT?</p> <p>Has IOSL made any representations to state government to reduce the VAT on ATF?</p>	<p><b>Reply by BIAL:</b> BIAL had taken up the taxation on ATF issue with GoK on multiple occasions and GoK did not make any changes to the VAT on ATF.</p> <p><b>IOSL Reply:</b> As on date, IOSL has directly not made any representations to the Government of Karnataka to reduce VAT on GST. Since this subject matter involves various stakeholders such as GoK, Oil Suppliers, Into Plane Agents, Fuel Farm Operator, Airport Operator and Airlines. We recommend that this issue can be collectively taken up with the concerned authorities by all the Stakeholders.</p>

04.	<p><b>Indigo:</b> In case the investments which were proposed in the previous control period are not incurred, have they been set-off against the investments which are proposed in the current control period?</p>	Kindly refer to reply in Serial Number 01 Above.
05.	<p><b>Indigo:</b> Kindly show projected investments v/s actual investments made for the 2<sup>nd</sup> control period</p>	Kindly refer to Table 1 below
06.	<p><b>IATA:</b> Globally Airlines are expected to lose \$130 Bn in 2020 and \$38 bn in 2021.</p> <p>IATA believes that International Airline industry will only recover to Pre-Covid levels by 2024.</p> <p>Revenue loss for Indian Airlines is expected to be \$ 15 bn. Impact of falling volumes on account of COVID-19 is not only an IOSL problem, but the impact is felt by the entire industry.</p> <p>Any determination of tariff on account of forecast volume will lead to unusually high tariffs</p>	<p>IOSL recognizes the losses being borne by the airlines globally and IOSL is also equally affected by the pandemic and the company is also likely to incur losses in FY20-21.</p> <p>We fully support IATA's view of recovery in the international sector by 2024 and we have factored the same in our volume Projections and reduced the CAPEX drastically by considering for refurbishment of Dispensers &amp; refuelers instead of going for outright new purchase.</p> <p>IOSL tariffs at BLR ITP are regulated by AERA and therefore our tariff submissions are prepared in line with AERA Guidelines.</p> <p>IOSL is also passing through a tough phase with a drastic reduction of volumes leading to reduction in revenues.</p>
07.	<p><b>IATA:</b> Cost Saving Measures were not mentioned in the presentation circulated to the stakeholders.</p>	Cost Saving measures taken by IOSL during the Pandemic period were highlighted in the presentation by IOSL during the stakeholders meeting and were explained the same presentation is attached here for reference.
08.	<p><b>IATA:</b> It is mentioned by IOSL that 94% of the capex is Statutory in Nature. Across the world regulators have made relaxations for companies to comply with statutory norms. We request for the capex be deferred on account of COVID-19 and since utilization of existing equipment is lower.</p>	<p>We clarified in the Q&amp;A session that statutory &amp; contractual capex is to the extent of 64% and not 94%.</p> <p>IOSL had approached Ministry of Road Transport (MoRTH) to allow Hydrant Dispensers and Refuellers to be categorised as "Equipment" which ply only on airside premises and not on roads, however this claim was not accepted by MoRTH.</p> <p>Therefore, we are bound by RTO &amp; Government norms (Statutory) and contractual terms of the airport operator wherein we cannot use our fleet beyond a certain age.</p> <p>As regards to replacement of Filter Monitors by filter water separators which is considered in the</p>

		<p>Capex, we are planning to go ahead as per the JIG standards. This is a safety issue and needs to be followed in-line with the JIG standards. safety is of foremost importance &amp; cannot be compromised.</p> <p>In this case, IOSL will have to incur capex as projected in its tariff submissions so that we comply with the law, international standards and with our contracts.</p>
10.	<p><b>IATA:</b> Cost split between capex and operating costs is not clear for the preceding years. Kindly provide details for the previous control period</p>	The company's operating costs are confidential in nature. However, IOSL has submitted this data to AERA for their examination. We request AERA, not to publish this data in public domain as it is sensitive to our business.
11.	<p><b>AERA:</b> AERA Advised IOSL to submit the reply to stakeholder queries and comments through a minutes of meeting.</p>	Complied With.

The meeting was concluded with a vote of thanks to all the stakeholders

**Table 1: Details of Capex from April 2019, AERA Submission**

In INR Crores	3 <sup>rd</sup> Control Period							Total
	FY20	FY21	FY22	FY23	FY24	FY25	FY26	
Capex Proposed in April 2019	5.05	6.55	7.75	0.50	0.50			20.35
Actual Spending	1.75	-						1.75
Capex Proposed: 3rd Control Period			-	7.37	8.34	1.68	1.76	19.15

**Table 2: Details of Bonded & Duty Paid Volumes**

In KL	FY18-19	% Split	FY19-20	% Split	FY20-21 (Apr-Nov 2020)	% Split
Bonded Volume (International)	2,09,148	37%	1,46,896	29%	71,983	44%
Duty Paid Volume (Domestic)	3,51,985	63%	3,55,853	71%	91,257	56%
Total	5,61,134		5,02,749		1,63,240	