



**AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA**

**IN THE MATTER OF  
DETERMINATION OF TARIFF FOR GROUND HANDLING SERVICES PROVIDED BY  
M/S BIRD WORLDWIDE FLIGHT SERVICES (INDIA) PRIVATE LIMITED AT  
INDIRA GANDHI INTERNATIONAL AIRPORT (IGIA), DELHI  
FOR THE THIRD CONTROL PERIOD  
(FY 2021-22 TO FY 2025-26)**

**Date of Issue: 12<sup>th</sup> July, 2022**

AERA Building  
Administrative Complex  
Safdarjung Airport  
New Delhi – 110003

## STAKEHOLDERS' COMMENTS

The Authority is aware of the fact that the Aviation Sector is recovering after undergoing turbulence & uncertainty on account of the COVID 19 PANDEMIC around the world. The pandemic had resulted in restrictions on air travel, both domestic and international. Now, with the decline in Covid cases and after easing of restrictions relating to air travel (w.e.f. 28.03.2022), the aircraft traffic has started improving. The Authority has released this Consultation Paper, after examining the impact of COVID 19 PANDEMIC on the various assumptions stipulated in the Multi-Year Tariff Proposal ('MYTP') submitted by the BWFS(I). Accordingly, the Authority's proposals on the various aspects of the Tariff determination process have been explained in details in this Consultation Paper.

Thus, in accordance with the provisions of Section 13(4) of the AERA Act, the written comments on Consultation Paper No. 05/2022-23 dated 12/07/2022 are invited from the Stakeholders, preferably in electronic form, at the following address:

Director (P&S, Tariff)  
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AERA Administrative Complex,  
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<b>Last Date for submission of Stakeholders' comments</b>	<b>01/08/2022</b>
<b>Last Date for submission of counter comments</b>	<b>08/08/2022</b>

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:**

AERA (AUTHORITY)	Airports Economic Regulatory Authority of India
ATM	Air Traffic Movement
ATP	Annual Tariff Proposal
BWFS(I)	Bird Worldwide Flight Services (India) Private Limited
CAPEX	Capital Expenditure
CGF	Cargo, Ground Handling & Fuel Throughput
DIAL	Delhi International Airport Limited
GHA	Ground Handling Agencies
GHS	Ground Handling Services
GPU	Ground Power Unit
IGIA	Indira Gandhi International Airport
INR	Indian Rupees
ISP	Independent Service Provider
LoI	Letter of Intent
MYTP	Multi-Year Tariff Proposal
NCAP	National Civil Aviation Policy
OPEX	Operating Expenditure
O&M	Operation and Maintenance
PAT	Profit After Tax
PBT	Profit Before Tax
PBIDT	Profit Before Interest, Depreciation and Tax
P&L	Profit & Loss
RFP	Request for Proposal
SPV	Special Purpose Vehicle
YoY	Year on Year

## CHAPTER 1: Brief Background:

- 1.1 M/s Bird Worldwide Flight Services (India) Private Limited, BWFS(I) is one of the leading companies providing Ground Handling Services to Airlines in India. BWFS(I) is a part of Bird Group, which along with its associate companies and group companies, currently providing Ground Handling Services at ten airports across India.
- 1.2 M/s BWFS(I) is one of the three Ground Handling Agencies appointed by the Airport Operator namely Delhi International Airport Private Limited (DIAL) through a ten-year concession agreement for rendering Ground Handling Services (GHS) at Indira Gandhi International Airport (IGIA), Delhi which was valid up to 31.12.2019. Subsequently, through a fresh bidding process, BWFS(I) has been awarded concession for GHS for another 10 years effective from 01.02.2020 and valid up to 31.01.2030.

The shareholding pattern of the BWFS(I) is given as below:

**Table-1: Summary of Shareholding Structure of BWFS(I) at IGIA, Delhi:**

Name of Shareholder	No. of Equity Shares	Equity Holding (%)
Mr. Gaurav Bhatia	37500	50%
Mrs. Radha Bhatia	37500	50%
<b>TOTAL</b>	<b>75000</b>	<b>100%</b>

- 1.3 The Authority, vide Order No. 08/2017-18 dated 22.08.2017 determined the tariff for the Ground Handling Services provided by M/s BWFS(I) at IGIA, Delhi under “Light Touch Approach” for the first & second tariff years of the Second Control Period (01.04.2016 to 31.03.2021).
- 1.4 The Authority, vide interim Order No. 43/2017-18 dated 28.03.2018, extended the tariff prevailing as on 31.03.2018 for a period of six months i.e. up to 30.09.2018. Further, the Authority vide Order No. 25/2018-19 dated 12.10.2018 extended tariff prevailing (as on 30.09.2018) for another six months i.e. up to 31.03.2019. As the concessional agreement of BWFS(I) with DIAL was valid up to 31.12.2019, the Authority, vide Order No. 48/2018-19 & Order No. 07/2019-20 further extended the existing tariff up to 31.12.2019.
- 1.5 M/s DIAL informed that the fresh contract for Ground Handling Services at IGIA, Delhi has been awarded to BWFS(I) for 10 years effective from 01.02.2020. Therefore, the Authority issued the following interim orders in respect of BWFS(I) for providing Ground Handling Services at IGIA, Delhi:
- 1.5.1 Order No. 20/2019-20 dated 03.01.2020 valid up to 30.06.2020;
- 1.5.2 Order No. 09/2020-21 dated 01.06.2020 valid up to 31.03.2021;
- 1.5.3 Order No. 67/2020-21 dated 25.03.2021 valid up to 30.09.2021;
- 1.5.4 Order No. 31/2021-22 dated 15.09.2021 valid up to 31.03.2022;
- 1.5.5 Order No. 46/2021-22 dated 17.03.2022 valid up to 30.09.2022
- 1.6 As per the provisions of the CGF Guidelines 2011, BWFS(I) has submitted the Multi Year Tariff Proposal (‘MYTP’) vide letter dated 24.02.2022 for determination of Tariff for the Third Control Period (FY 2021-22 to FY 2025-26) in respect of Ground Handling Services providing by them at Indira Gandhi International Airport (IGIA), New Delhi.

- 1.7 The Authority, after initial scrutiny of the MYTP/ ATP submissions of BWFS(I) observed some shortcomings/ information gaps. The matter was discussed & clarifications sought from ISP. Subsequently, in light of AERA's observations/queries, BWFS(I) submitted updated MYTP. However, as there were few deficiencies in the updated submission also which required clarifications; accordingly, BWFS(I) was asked to reply on the observations of AERA. BWFS(I) after addressing AERA's observations submitted the revised MYTP for the Third Control Period on 10.06.2022.
- 1.8 Bureau of Civil Aviation Security has granted the security clearance to BWFS(I) on 05.08.2020, which shall be valid for a period of five years, from the date of issue of security clearance or the period of validity of contract with the airport operator, whichever is earlier.

## CHAPTER 2: PRINCIPLES FOR DETERMINATION OF “AERONAUTICAL TARIFF”.

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

### Stage I:- MATERIALITY ASSESSMENT:

2.2 In accordance with the above mentioned AERA Guidelines and Directions, the following procedure is adopted for determination of Materiality Index of regulated Service:

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

$$\begin{aligned} \text{The Materiality Index for Delhi Airport} &= 109869/420772 \\ &= 26.11\% \end{aligned}$$

The percentage share of Ground Handling for Indira Gandhi International Airport (IGIA), Delhi for FY 2019-20 is 26.11%, which is more than 5% Materiality Index (MI<sub>G</sub>) for the subject service. Hence, the regulated service is deemed as ‘**Material**’ for the Third Control Period.

### Stage II:- COMPETITION ASSESSMENT:

2.3 The Authority, with regard to the provisions of the National Civil Aviation Policy (NCAP 2016), vide its Order No. 15/2016-17 dated 12<sup>th</sup> January 2017 decided to consider three (3) Ground Handling Agencies (GHA) including Air India’s subsidiary/JV for the competition assessment at all major airports.

2.4 As per the information furnished by BWFS(I) on competition Assessment Form F1 (b), M/s Air India SATS (AISATS) and M/s Celebi Airport Services India Pvt. Ltd. (CASIPL) are the other service providers rendering similar services at Indira Gandhi International Airport, Delhi. Since, there are three Ground Handling agencies, including BWFS(I) at IGIA, Delhi the regulated service is deemed as ‘**Competitive**’.

2.5 BWFS(I) has provided copies of the Standard Ground Handling Agreements with Air Arabia, Gulf Air, Societe Air France and Oman Aviation Services Company.

2.6 As per clause 11.2 of the CGF Guidelines, the ATP is required to be submitted in the manner and form provided in AI 8.2 of Appendix-I to the guidelines and should be supported by the following:

- a) Form B and Form 14 (b) (Proposed Tariff Card);
- b) Details of Consultation with Stakeholders;
- c) Evidence of User Agreement(s), if any, between the Service Provider(s) and the User(s) of Regulated Service(s) clearly indicating the Tariff(s) that are proposed by the Service Provider and agreed to by User(s).

2.7 The Authority notes that BWFS(I) has submitted the required documents as stated in Para 2.6 above, except minutes of stakeholders’ meeting, as the Stakeholders’ Consultation is yet to be conducted by the ISP. The Authority advises BWFS(I) to comply with the AERA (CGF) Guidelines, 2011 and conduct Stakeholders’ Consultation Meeting before the finalization of Tariff Order.



**Authority's Proposal regarding principles for Tariff determination of BWFS(I):**

2.8 Based on the material before it and its analysis, the Authority proposes to consider Tariff determination exercise of BWFS(I) for providing Ground Handling Services at Indira Gandhi International Airport (IGIA), Delhi under “**Light Touch Approach**” for the Third Control Period, as the regulated service is deemed ‘**Material but Competitive**’.

### CHAPTER 3: AIRCRAFTS TRAFFIC (FLIGHTS TO BE HANDLED).

#### **BWFS(I) submission on Aircraft Traffic (Flights to be Handled) for the Third Control Period as part of MYTP.**

3.1 Actual Aircraft Traffic (nos. of landings) handled by Delhi Airport and percentage of flights handled by BWFS(I) (out of total number of landings) during FY 2019-20 (pre-Covid year) and FY 2020-21 are given below:

**Table 2: Aircraft Traffic handled by Delhi Airport and number of Flights handled by BWFS(I) during FY 2019-20 & FY 2020-21.**

Year	Total number of Landings at IGIA, Delhi			Actual number of Landings (Flights) handled by BWFS(I) at IGIA, Delhi			Percentage (%) of Flights handled by BWFS(I)		
	Domestic	Inter-national	Total	Domestic	Inter-national	Total	Domestic	Inter-national	Total
2019-20	171072	54934	226006	5,800	15,306	21,106	3.39%	27.86%	9.34%
2020-21	87048	19945	106994	30	4,024	4,054	0.04%	20.18%	3.79%

3.2 As per the MYTP submitted by the BWFS(I) projected Aircraft Traffic (Flights to be Handled) for the Third Control Period (FY 2021-22 to FY 2025-26) is given as below:

**Table 3: Projected Aircraft Traffic (Flights to be handled) submitted by BWFS(I) for the Third Control Period**

Year	Domestic (No. of Landings)	International (No. of Landings)	Total	YoY % increase in Total Nos of Landings	Increase as a % of FY 2019-20		
					Domestic	International	Total
2019-20	5800	15306	21106	-	-	-	-
2020-21	30	4024	4054	-81%	0.52%	26.29%	19.21%
2021-22	674	6461	7135	76%	11.62%	42.21%	33.81%
2022-23	2900	11615	14515	103%	50.00%	75.89%	68.77%
2023-24	3866	16206	20072	38%	67.00%	105.88%	95.10%
2024-25	4059	17060	21119	5%	70.00%	111.46%	100.06%
2025-26	4140	17406	21546	2%	71.00%	113.72%	102.08%
<b>TOTAL*</b>	<b>15639</b>	<b>68748</b>	<b>84387</b>				

(FY 2021-22 to FY 2025-26)

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

3.3 The Authority notes that Covid-19 had adversely impacted the Civil Aviation Sector, including Ground Handling Service Providers, during FY 2020-21 & FY 2021-22. The Authority observes that as per the ISP submission, actual Aircraft Traffic handled during FY 2021-22 is around 34% of FY 2019-20 (Pre Covid). After the improvement in pandemic situation and easing of travel restrictions, the ISP has projected 103% increase in aircraft traffic for FY 2022-23 & 38% increase in FY 2023-24 as compared to preceding years. Thereafter, ISP has estimated nominal growth of 2% to 5% on YoY basis for last two tariff years of the Control Period.

3.4 As per the statistics available at AAI website, the total Aircraft Traffic (Domestic and International) during

FY 2021-22 had almost reached to 71% of the pre-Covid level (FY 2019-20). Further, the total Aircraft Traffic, particularly in the month of May, 2022, has exceeded the Traffic of corresponding month of pre-Covid period (FY 2019-20) at IGIA, Delhi.

- 3.5 The Authority observes that BWFS(I) has handled 674 domestic Flight in FY 2021-22, which is 11.62% of Domestic Flights Handled by BWFS(I) in FY 2019-20 (Pre-Covid year). The Authority sought clarification regarding huge reduction in Domestic Flights handled in FY 2021-22. BWFS(I) vide email dated 11.04.2022 submitted that one of its clients for Domestic Flights opted for self-handling of Ground Handling Services.
- 3.6 The Authority notes that for Domestic Flight, ISP is expected to achieve 50% of Pre Covid level (FY 2019-20) in FY 2022-23 & 67% in FY 2023-24, as BWFS(I) is expected to add new clients in Domestic sector. Further, ISP expects that previous client, who earlier opted out for self-handling, may again start taking Ground Handling Services, owing to high cost of self-handling of flights.
- 3.7 The Authority notes that as per BWFS(I) projections, total Flights (Domestic & International) to be handled by ISP will achieve pre Covid level in FY 2024-25 only.
- 3.8 BWFS(I) has submitted that Aircraft movements projected by them are as per their business plan made by their management and forecast of aircraft traffic numbers are arrived at after considering the developments in the aviation industry, market share & other ground realities etc.
- 3.9 The Authority, mindful of the impact caused by Covid-19 pandemic in Civil Aviation sector, taking notes of clarifications/ justifications in respect of Aircraft Traffic submitted by the ISP and considering the market competition among the three Ground Handling Service Providers, including BWFS(I) at Delhi Airport, feels that the Aircraft Traffic projected by BWFS(I) for the Third Control Period seems reasonable.

**Authority's Proposal regarding Aircraft Traffic for the Third Control Period:**

- 3.10 Based on the material before it and its analysis, the Authority proposes to consider the Aircrafts Traffic (Flights to be handled) for the Third Control Period as per **Table 3**.

## CHAPTER 4: CAPITAL EXPENDITURE

### BWFS(I) submission on Capital Expenditure for the Third Control Period as part of MYTP

4.1 As per the MYTP, BWFS(I) has projected a total Capital Expenditure (CAPEX) of ₹ 9940.81 Lakhs for the procurement of Ground Handling Equipment & other assets during the Third Control Period (FY 2021-22 to FY 2025-26). The asset wise Capital Expenditure projected by ISP for Third Control Period is given as below:

**Table 4: Actual/ Projected Capital Expenditure submitted by BWFS(I) for the Third Control Period.**

(₹ in lakhs)

Particulars	2021-22*	2022-23	2023-24	2024-25	2025-26	TOTAL
Plant & Machinery	5159.68	2128.12	639.67	861.29	256.96	9045.72
Furniture and Fittings	6.25	5.00	0.00	0.00	0.00	11.25
Office Equipment	1.70	0.00	0.00	0.00	0.00	1.70
Data Processing Equipment	3.10	0.00	0.00	0.00	0.00	3.10
Motor Vehicles	208.98	525.35	144.71	0.00	0.00	879.04
<b>TOTAL</b>	<b>5379.71</b>	<b>2658.47</b>	<b>784.38</b>	<b>861.29</b>	<b>256.96</b>	<b>9940.81</b>

\*Actual CAPEX incurred in FY 2021-22

4.2 BWFS(I) has submitted detailed breakup of the actual/proposed capital expenditure of ₹ 9940.81 lakhs for the Third Control Period as given below:

**Table 5: Breakup of Actual/Projected Capital Expenditure as submitted by BWFS(I) for the Third Control Period.**

(₹ in lakhs)

Year	Particulars	Qty	Rate (₹ per Qty)	Amount (₹)	Asset Class
Tariff Year (2021-22)	Diesel Baggage TUG - 25T Tow Capacity	4	35.15	140.61	Ground Handling Equipment
	Towbar Universal	13	4.94	64.28	
	Passenger Step - 2200- 5300mm height	15	9.74	146.05	
	Passenger Step Ladder	15	29.22	438.33	
	Baggage Conveyor Belt - 5 M Boom Length	15	4.15	62.24	
	Toilet servicing Cart - Lift pressure 0.25-0.35 Mpa, Flow	3	10.04	30.12	
	Water Servicing Cart - Lift pressure 0.25-0.35 Mpa, Flow	3	11.00	32.99	
	Ambulift - Lift 2000-4400	2	28.89	57.77	
	Air Conditioning Unit- Cooling capacity 60T Air	2	90.03	180.05	
	JET START UNIT-400 PPM Single hose	4	147.34	589.35	
	GPU-60 KVA Single cable	1	33.90	33.90	
	Push Back Tractor - Draw Pull Bar of 21000 DaN	6	119.22	715.34	

	Baggage Conveyor Belt - 9 M Boom Length	16	8.05	128.80	Ground Handling Equipment
	Lower Deck Loader-7T	13	48.80	634.44	
	Main Deck Loader-15T Capacity for wide body	4	118.26	473.05	
	Lower Deck Loader-7T Capacity for wide body	4	122.76	491.05	
	Air Conditioning Unit-Cooling capacity 110T Air	3	151.73	455.18	
	GPU-90 KVA Single cable	5	70.47	352.36	
	Baggage trolleys	50	1.80	90.00	
	Container Dollies	17	1.81	30.83	
	Fuel Bowser 900 L - towable	2	5.45	10.90	
	Wheel chairs	50	0.13	6.25	
	Vehicle ramp	3	69.66	208.98	Vehicles
	Chocks (12), Marshalling torches (10 pairs*5), Head set	1	2.05	2.05	Ground Handling Equipment
	Laserjet Black & White	1	0.20	0.20	Office Equipment
	Laptop	2	0.55	1.10	
	Desktop	5	0.40	2.00	
	Mobile Phone	10	0.15	1.50	
	<b>TOTAL FOR FY 2021-22</b>			<b>5379.71</b>	
Tariff Year (2022-23)	Diesel Baggage TUG - 25T Tow Capacity	2	35.15	70.30	Ground Handling Equipment
	Diesel Baggage Tractor - 25T Tow Capacity	2	32.45	64.90	
	Push Back Tractor - Draw Pull Bar of 12000 DaN	3	101.77	305.32	
	Water Servicing Cart - Lift pressure 0.25-0.35 Mpa, Flow	1	11.00	11.00	
	JET START UNIT-400 PPM Single hose	3	134.17	402.51	
	Push Back Tractor - Draw Pull Bar of 21000 DaN	3	119.22	357.67	
	Lower Deck Loader-7T	1	48.80	48.80	
	Main Deck Loader-15T Capacity for wide body	3	118.26	354.79	
	Lower Deck Loader-7T Capacity for wide body	3	122.76	368.29	
	Baggage trolleys	40	1.80	72.00	
	Container Dollies	40	1.81	72.54	
	Wheel chairs	40	0.13	5.00	Furniture & Fixtures
	Coaches	7	75.05	525.35	Vehicles
	<b>TOTAL FOR FY 2022-23</b>			<b>2658.47</b>	
Tariff Year (2023-24)	Diesel Baggage TUG - 25T Tow Capacity	4	35.15	140.61	Ground Handling Equipment
	Push Back Tractor - Draw Pull Bar of 12000 DaN	1	101.77	101.77	
	Towbar Universal	2	4.94	9.89	

	Passenger Step - 2200-5300mm height	2	9.74	19.47	Ground Handling Equipment
	Baggage Conveyor Belt - 5 M Boom Length	2	5.78	11.56	
	JET START UNIT-400 PPM Single hose	1	134.17	134.17	
	Air Conditioning Unit-Cooling capacity 110T Air	1	151.73	151.73	
	GPU-90 KVA Single cable	1	70.47	70.47	
	Vehicle ramp	1	69.66	69.66	
	Coaches	1	75.05	75.05	
	<b>TOTAL FOR FY 2023-24</b>			<b>784.38</b>	
Tariff Year (2024-25)	Diesel Baggage TUG - 25T Tow Capacity	1	35.15	35.15	Ground Handling Equipment
	Diesel Baggage Tractor - 25T Tow Capacity	1	32.45	32.45	
	Push Back Tractor - Draw Pull Bar of 12000 DaN	1	101.77	101.77	
	Towbar Universal	2	4.94	9.89	
	Passenger Step - 2200-5300mm height	2	9.74	19.47	
	Baggage Conveyor Belt - 5 M Boom Length	4	5.78	23.12	
	Toilet servicing Cart - Lift pressure 0.25-0.35 Mpa, Flow	1	10.04	10.04	
	Water Servicing Cart - Lift pressure 0.25-0.35 Mpa, Flow	1	11.00	11.00	
	Air Conditioning Unit-Cooling capacity 60T Air	1	90.08	90.08	
	JET START UNIT-400 PPM Single hose	1	134.17	134.17	
	GPU-60 KVA Single cable	1	33.90	33.90	
	Push Back Tractor - Draw Pull Bar of 21000 DaN	1	119.22	119.22	
	Main Deck Loader-15T Capacity for wide body	1	118.26	118.26	
	Lower Deck Loader-7T Capacity for wide body	1	122.76	122.76	
	<b>TOTAL FOR FY 2024-25</b>			<b>861.29</b>	
Tariff Year (2025-26)	Passenger Step - 2200-5300mm height	2	9.74	19.47	Ground Handling Equipment
	Push Back Tractor - Draw Pull Bar of 21000 DaN	1	119.22	119.22	
	Main Deck Loader-15T Capacity for wide body	1	118.26	118.26	
	<b>TOTAL FOR FY 2025-26</b>			<b>256.96</b>	
<b>TOTAL CAPEX FOR THE THIRD CONTROL PERIOD</b>				<b>9940.81</b>	

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

- 4.3 The Authority notes that BWFS(I) had already incurred an amount of Rs 5379.71 lakhs (54.12 %) in the first Tariff Year itself out of the total CAPEX (Rs 9940.81lakhs) for the Third Control Period. Further, out of total projected CAPEX of ₹ 9940.81 lakhs for the Third Control Period, ISP has proposed to incur ₹ 9045.73 lakhs on Ground Handling Equipment, ₹879.03 lakhs on vehicles, ₹ 11.25 lakhs on furniture & fixtures, ₹ 3.10 lakhs on data processing unit and ₹ 1.70 lakhs on Office Equipment.
- 4.4 The Authority, while examining the CAPEX projected by the BWFS(I) for the Third Control Period observed various discrepancies/information gaps in the underlying justifications/ rationale for the proposed CAPEX, over which clarifications were sought from ISP. BWFS(I) in view of AERA's observations submitted the revised CAPEX for the FY 2021-22 & FY 2022-23.
- 4.5 In the revised CAPEX, BWFS(I) submitted that they have incurred ₹ 5379.71 lakhs against the proposed CAPEX of ₹ 6954.95 lakhs for FY 2021-22 submitted in the original MYTP. The remaining CAPEX of ₹ 1575.24 lakhs (₹ 6954.95 lakhs - ₹ 5379.71 lakhs) projected for FY 2021-22 has been shifted to FY 2022-23. Further, BWFS(I) vide mail dated 13.05.2022 submitted a letter wherein BWFS(I) declared that actual/projected CAPEX for the Third Control Period is towards the replacement of the assets taken on hire, replacement of the old assets and preparation for additional business anticipated.
- 4.6 The Authority, sought evidences relating to the actual capital expenditure incurred in FY 2021-22. ISP vide email dated 30.06.2022 has provided copies of Invoices in respect of CAPEX incurred in FY 2021-22. BWFS(I) has also submitted that remaining CAPEX proposed for FY 2022-23 to FY 2025-26 will also be capitalized as per the proposed timeline.
- 4.7 Considering the submission/clarifications submitted by BWFS(I) as discussed in para 4.5 and 4.6 above, the Authority notes that most of the proposed CAPEX is towards replacement of equipment & machinery, which is essential for smooth and safe Ground Handling operations at the Airport. Therefore, the Authority proposes to consider the CAPEX as submitted by BWFS(I) for the Third Control Period (as per Table 4).

### **Authority's Proposal regarding CAPEX for the Third Control Period:**

- 4.8 Based on the material before it and its analysis, the Authority proposes to consider the CAPEX for the Third Control Period as per **Table 4**.

## CHAPTER 5: OPERATING EXPENDITURE AND PROFITABILITY

### BWFS(I) submission on Operating Expenditure for the Third Control Period as part of MYTP

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

5.2 Operation and Maintenance Expenditure submitted by BWFS(I) has been segregated into the following categories:

- Payroll Costs;
- Administrative and General Expenses
- Utility and Outsourcing Costs;
- Repair and Maintenance Expenditure;
- Concession Fees;

5.3 As per the MYTP submitted by BWFS(I) Revenue and Operating Expenditure (OPEX) projected by BWFS(I) for the Third Control Period (FY 2021-22 to FY 2025-26) is as under:

**Table 6: Projected Revenue and Operating Expenditure submitted by BWFS(I) for Third Control Period.**

₹ in Lakhs								CAGR (%)	YoY% Change			
Particulars	2019-20	2021-22	2022-23	2023-24	2024-25	2025-26	Total*		2022-23	2023-24	2024-25	2025 -26
<b>Revenue (A)</b>	<b>20322.73</b>	<b>11618.00</b>	<b>15437.17</b>	<b>22501.54</b>	<b>23949.95</b>	<b>24924.54</b>	<b>98431.20</b>	21%	33%	46%	6%	4%
Payroll Costs (i)	8725.39	5099.80	6522.40	9686.92	10303.89	11022.42	42635.43	21%	28%	49%	6%	7%
Administrative and General Costs (ii)	3380.24	2659.19	3128.17	3812.14	4140.67	4439.20	18179.37	14%	18%	22%	9%	7%
Utilities and Outsourcing costs (iii)	410.74	206.27	373.66	537.62	591.01	640.88	2349.44	33%	81%	44%	10%	8%
Repair and Maintenance Costs (iv)	480.00	496.69	526.53	542.32	558.59	574.96	2699.09	4%	6%	3%	3%	3%
Concession Fees (v)	2659.18	2043.41	3112.38	4494.59	4763.59	4911.74	19325.70	25%	52%	44%	6%	3%
<b>Total OPEX (B) (i +ii +iii +iv +v)</b>	<b>15655.56</b>	<b>10505.36</b>	<b>13663.14</b>	<b>19073.59</b>	<b>20357.75</b>	<b>21589.20</b>	<b>85189.04</b>	20%	30%	40%	7%	6%
<b>PBIDT (A-B)</b>	4667.17	1112.64	1774.03	3427.94	3592.20	3335.34	13242.15	-	-	-	-	-
Interest & Finance Cost	213.96	702.32	860.03	854.69	645.31	371.52	3433.87	-	-	-	-	-
Depreciation	407.53	538.85	788.98	906.43	946.33	916.12	4096.71	-	-	-	-	-
Profit Before Tax (PBT)	4045.69	-128.53	125.02	1666.82	2000.56	2047.70	5711.57	-	-	-	-	-
Taxation	1701.04	0.00	52.17	431.47	501.18	485.14	1469.96	-	-	-	-	-



<b>Profit After Tax (PAT)</b>	2344.65	-128.53	72.85	1235.35	1499.39	1562.56	4241.62	-	-	-	-	-
<b>Profit Margin (PAT/Revenue)</b>	11.53%	-1.10%	0.47%	5.49%	6.26%	6.26%	-	-	-	-	-	-

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

5.4 The Authority has examined the Operating Expenditure for the Third Control Period as submitted in Form F3 (P&L) and notes that the total Operating Expenditure projected for FY 2021-22 (₹ 10505.36 lakhs) is lower by 33% & for FY 2022-23 (₹13663.14 lakhs) is lower by 13% over the actual Operating Expenditure incurred by BWFS(I) during pre-Covid Year i.e. FY 2019-20 (₹15655.56 lakhs). From FY 2023-24 onwards, YoY increase in the Operating Expenditure is projected in the range of 6% to 40%, which is commensurate to the YoY increase projected for the Revenues. Accordingly, the Authority has examined the category-wise operating expenditure as under:

5.5 **Payroll Costs:** The Authority notes that the payroll cost projected for FY 2021-22 (₹ 5099.80 lakhs) and FY 2022-23 (₹ 6522.40 lakhs) is lower by 42% & 25% respectively over the actual payroll cost for FY 2019-20 (₹ 8725.39 lakhs). From FY 2022-23 onwards, YoY increase in the payroll cost projected by the ISP is in the range of 6% to 49% for the Third Control Period.

The Authority sought clarification/justifications for the Payroll Cost projected for the Third Control Period. In response thereof, BWFS(I) vide mail dated 07.04.2022 submitted that in FY 2021-22 and 2022-23, the projected pay roll costs are lower as against FY 2019-20, due to Covid pandemic. BWFS(I) is expecting that payroll cost will be normal from FY 2023-24. As per BWFS(I) the % of payroll cost to gross revenue was around 43% (in FY 2019-20), therefore, from FY 2023-24 onwards, the payroll cost is projected at 43% of the gross revenues as was the case in FY 2019-20.

The Authority has taken a note of BWFS(I) submission that YoY increase in payroll costs have been projected after factoring the impact of increase in minimum wages notified by the Central Govt. Authorities, from time to time and annual salary increments around 5%. The Authority observes that the % increase projected in pay roll cost on YoY basis by ISP is commensurate with the % increase projected in revenues for the Third Control Period.

In view of the above, the Authority proposes to consider payroll cost for the Third Control Period as projected by the BWFS(I).

5.6 **Administrative and General Costs:** The Authority notes that the Administrative & General Costs projected for FY 2021-22 (₹ 2659.19 lakhs) and FY 2022-23 (₹ 3128.18 lakhs) is lower by 21% & 7% respectively over the actual Administrative & General Costs incurred by the ISP for FY 2019-20 (₹ 3380.24 lakhs). Thereafter, from FY 2023-24 onwards, YoY increase in the Administrative & General Costs projected by the ISP is in the range of 7% to 22% for the Third Control Period.

The Authority sought clarification/justifications on the Administrative & General Costs projected for the Third Control Period. In response thereof, BWFS(I) vide mail dated 07.04.2022 submitted that in FY 2021-22 and 2022-23, the projected Administrative & General Costs are lower as against FY 2019-20, due to Covid. From FY 2023-24 onwards, Administrative and General Costs are projected to increase in line with projected Revenue and same also factors-in the impact of general inflation on administrative costs. The Authority observes that the % increase projected in Administrative & General costs on YoY basis by ISP is lower in FY 2022-23 & FY 2023-24 and slightly higher in FY 2024-25 & FY 2025-26 vis-à-vis % increase projected in revenues for the Third Control Period.

5.7 **Utility and Outsourcing Costs:** The Authority notes that the Utility and Outsourcing cost for FY 2022-23 & FY 2023-24 is projected to increase by 81% & 44% respectively on YoY basis; however, it is observed that Utility and Outsourcing cost projected for FY 2021-22 (₹ 206.27 lakhs) and FY 2022-23 (₹ 373.66 lakhs) is lower by 50% & 9% respectively over the actual expenses incurred in FY 2019-20 (₹ 410.74 lakhs). From FY 2023-24 onwards, YoY increase in the Utility and Outsourcing cost projected is in the range of 8% to 44% for the remaining period of the Third Control Period.

The Authority sought clarification/justifications for increase in Utility and Outsourcing cost projected for the Third Control Period. BWFS(I) vide mail dated 07.04.2022 submitted that per flight cost is expected to increase by 55% in FY 2022-23 over the per flight cost in FY 19-20 due to factors like 30% increase in fuel cost (diesel) and general inflation. Further there is an annual increase in the Electricity & water charges as per agreement with the Airport Operator. M/s BWFS(I) vide mail dated 10.06.2022 also submitted that electricity and Fuel cost is directly linked to the number of flights handled, therefore, the Utility and Outsourcing cost will increase as the nos. of flight to be handled increases during the Third Control Period.

5.8 **Repair and Maintenance Costs:** The Authority notes that Repair and Maintenance Costs projected for FY 2021-22 (₹ 496.69 lakhs) and FY 2022-23 (₹ 526.53 lakhs) is slightly higher by 3% & 10% respectively over the actual Repair and Maintenance Costs for FY 2019-20 (₹ 480.00 lakhs). From FY 2023-24 onwards, 3% YoY increase in the Repair and Maintenance Costs projected by the ISP for the remaining period of the Third Control Period.

The Authority observes that most of the CAPEX proposed by BWFS(I) for the Third Control Period is towards replacement of the existing assets therefore, the Authority is of the view that since BWFS(I) has projected procurement of new Ground Handling Equipment and all such equipment initially must be under warranty period, accordingly there should be lower R&M expenses in initial stage of the Control Period. The Authority sought clarification/ justification for Repair and Maintenance cost projected for the Third Control Period. In response thereof, BWFS(I) vide mail dated 07.04.2022 submitted that Repair & Maintenance cost will be incurred, even if the equipment is new, because the service of the equipment is to be done on regular basis and R&M cost increases due to factors like increase in cost of labour component & increase in cost of spares etc. due to annual inflation, transport cost etc.

In view of the above & taking note of clarifications submitted by the ISP, the Authority proposes to consider the Repair and Maintenance cost for the Third Control Period as projected by the BWFS(I).

5.9 **Concession Fees/Revenue sharing:** BWFS(I) has submitted that they have to share a percentage of their gross revenues with the Airport Operator in accordance with the Concession Agreement executed with the Airport Operator. As per concession agreement, ISP, has to pay airport operator, a higher of following two amounts:

- Revenue Share Percentage of 18% of Actual Gross Revenue from International Flight Handling:
- Minimum Guarantee Amount (MGA) for each International Flight as indicated in Schedule 'H' of the Concession Agreement:

The Authority notes that as per the BWFS(I) submission, there is no concession fees for Domestic Flights, the Concession fees is payable on the handling of International Flights only. BWFS(I) is projecting around 18% of the Gross Revenue as Concession Fee payable in FY 2021-22. As per the ISP, from FY 2022-23 onwards, the Revenue Share percentage (18%) is expected to be lower than the MGA, hence MGA will be payable to the airport operator during the Third Control Period.

5.10 The Authority further observes from the Projected P&L Statement (Table 6) that BWFS(I) has projected loss of ₹128.53 lakhs in FY 2021-22 and expecting to earn nominal profit after tax (PAT) in the range of 0.47% to 6.26% from FY 2022-23 onwards during the Third Control Period.

**Authority's Proposal regarding OPEX for the Third Control Period:**

5.11 Based on the material before it and its analysis, the Authority, proposes to consider the OPEX for the Third Control Period as per **Table 6**.

## CHAPTER 6: ANNUAL TARIFF PROPOSAL

### BWFS(I) submissions on Annual Tariff Proposal for the Third Control Period as part of MYTP

6.1 BWFS(I) has submitted the Tariff proposals for Ground Handling Services at IGIA, Delhi for the Third Control Period (FY 2021-22 to FY 2025-26) as given in Table below:

**Table 7: Proposed Tariff Rates for Scheduled Flights submitted by BWFS(I) for FY 2022-23 to FY 2025-26 of the Third Control Period.**

(Rates in ₹)

A/C	FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
<b>Domestic Passenger Flight</b>												
Code B	2000	11500	13500	2200	12400	14500	2400	13300	15600	2600	14300	16700
Code C	4000	12200	16200	4600	14100	18700	5300	16300	21600	6100	18800	24900
Code D	6500	19150	25650	7200	21100	28300	8000	23300	31200	8800	25700	34400
Code E	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
<b>International Passenger Flight</b>												
Code B	21500	64500	86000	23100	69100	92100	24800	74000	98600	26600	79200	105600
Code C	31650	94950	126600	33900	101600	135500	36300	108800	145000	38900	116500	155200
Code D	41620	166480	208100	44600	178200	222700	47800	190700	238300	51200	204100	255000
Code E	48900	195600	244500	52400	209300	261700	56100	224000	280100	60100	239700	299800
Code F	68540	274160	342700	73400	293400	366700	78600	314000	392400	84200	336000	419900
<b>Domestic Cargo Flight</b>												
Code C	N/A	64800	N/A	N/A	69400	N/A	N/A	74300	N/A	N/A	79600	N/A
Code D	N/A	114300	N/A	N/A	122400	N/A	N/A	131000	N/A	N/A	140200	N/A
Code E	N/A	134600	N/A	N/A	144100	N/A	N/A	154200	N/A	N/A	165000	N/A
Code F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
<b>International Cargo Flight</b>												
Code C	N/A	104300	N/A	N/A	111700	N/A	N/A	119600	N/A	N/A	128000	N/A
Code D	N/A	179000	N/A	N/A	191600	N/A	N/A	205100	N/A	N/A	219500	N/A
Code E	N/A	210700	N/A	N/A	225500	N/A	N/A	241300	N/A	N/A	258200	N/A
Code F	N/A	286500	N/A	N/A	306600	N/A	N/A	328100	N/A	N/A	351100	N/A

#### Notes:

- 1 Any flight where either its arrival or departure are international, will also be considered as an International Flight for the purposes of applying above rates.
- 2 The above rates are exclusive of GST and any other applicable Government taxes.

6.2 BWFS(I) has proposed the following % increase in the Tariff for Scheduled Flights at IGIA, Delhi as stated in the table below:

**Table 8: Statement of YoY Percentage (%) Change in Different Category of Scheduled Flights for the Third Control Period.**

A/C	2022-23			2023-24			2024-25			2025-26		
	Tariff Year 2			Tariff Year 3			Tariff Year 4			Tariff Year 5		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
<b>Domestic Passenger Flight</b>												
Code B	-47%	29%	6%	10%	8%	7%	9%	7%	8%	8%	8%	7%
Code C	25%	61%	50%	15%	15%	15%	15%	15%	15%	15%	15%	15%
Code D	48%	51%	50%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Code E	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
<b>International Passenger Flight</b>												
Code B	55%	54%	54%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Code C	35%	36%	36%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Code D	37%	36%	36%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Code E	38%	35%	36%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Code F	26%	40%	37%	7%	7%	7%	7%	7%	7%	7%	7%	7%
<b>Domestic Cargo Flight</b>												
Code C	N/A	13%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A
Code D	N/A	13%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A
Code E	N/A	13%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A
Code F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
<b>International Cargo Flight</b>												
Code C	N/A	36%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A
Code D	N/A	33%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A
Code E	N/A	33%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A
Code F	N/A	33%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A

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

**Table 9: Annual Tariff Proposal submitted by BWFS(I) for Non-Scheduled and General Aviation Operations - Domestic and International Flights.**

(Rates in ₹)

Financial Year	2022-23		2023-24		2024-25		2025-26	
	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.
<b>MTOW</b>								
0-5000	25,145	48,150	26,905	51,521	28,788	55,127	30,803	58,986
5001-10000	32,100	88,275	34,347	94,454	36,751	101,066	39,324	108,141
10001- 20000	39,055	140,438	41,789	150,269	44,714	160,788	47,844	172,043
20001- 35000	65,805	160,500	70,411	171,735	75,340	183,756	80,614	196,619
35001- 40000	67,410	180,563	72,129	193,202	77,178	206,726	82,580	221,197
40001- 50000	67,410	200,625	72,129	214,669	77,178	229,696	82,580	245,775
50001- 100000	90,950	260,813	97,317	279,070	104,129	298,605	111,418	319,507

100001 –200000	241,108	493,538	257,986	528,086	276,045	565,052	295,368	604,606
200001- 300000	551,106	581,813	589,683	622,540	630,961	666,118	675,128	712,746
300001 and above	661,326	702,188	707,619	751,341	757,152	803,935	810,153	860,210

**Notes:**

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

**Authority’s Examination and Analysis:**

6.4 The Authority notes that BWFS(I) has not proposed any Tariff increase for FY 2021-22. BWFS(I) has proposed Tariff increase of 6% to 50% for different aircraft codes under Scheduled Domestic Flights in FY 2022-23. Thereafter, ISP has proposed Tariff increase in the range of 7% to 15% on YoY basis from FY 2023-24 to FY 2025-26 of the Third Control Period.

6.5 The Authority observes that in FY 2022-23, BWFS(I) has proposed 50% increase in Code C under Scheduled Domestic Flights, over the existing rates of FY 2021-22. In this regard, BWFS(I) vide mail dated 10.06.2022 submitted that since FY 2012-13, the Tariff rates of Domestic Scheduled Flights under “Code C” type aircrafts has remained lower than the Tariff rates of “Code B” type aircrafts due to oversight. As per ISP, the Code B type aircraft has 85 seating capacity whereas a Code C type aircraft has 180 seating capacity. Accordingly, more manpower and equipment are required to be deployed for handling Code C type of aircraft. Hence, the Tariff rate of Code C aircraft should be higher than the rates charged for a Code B aircraft. Therefore, BWFS(I) has proposed 50% tariff increase in Code C scheduled Domestic Flight for FY 2022-23 to correct this anomaly.

Similarly, for Code D type of aircrafts (which are having higher capacity than Code C type aircrafts), more manpower and higher configuration of ground handling equipment are required to be deployed for its ground handling, therefore, rates for these types of aircrafts are more than the rates of Code B & C types of aircrafts. Accordingly, BWFS(I) has proposed 50% increase in Code D under Scheduled Domestic Flights, over the existing rates of FY 2021-22.

6.6 The Authority further notes that BWFS(I) has proposed a separate Tariff for Non-Scheduled and General Aviation Flights. In this regard, the Authority is of the view that the Tariff for Domestic Non-Scheduled and General Aviation Operations should not be more than the Tariff of relevant Domestic Scheduled Flights for similar class of Aircraft(s). However, the Authority proposes to consider the separate Tariff in case of International Non-Scheduled & General Aviation Operations only (as per Table 9 given above).

6.7 The Authority notes that in case of Non-Scheduled Flights and General Aviation Operations, BWFS(I) has proposed 7% YoY increase in Tariff for the Third Control Period.

6.8 Further, BWFS(I) should ensure compliance of Standardization of Ground Handling Equipment at Major Airports, in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-24011/10/2021-AAI-MOCA dated 01.11.2021.

**Authority’s Proposal regarding Tariff Proposal for the Third Control Period:**

Based on the available facts and analysis, the Authority proposes the following with regard to Tariff structure and Annual Tariff Proposal for the Third Control Period:

6.9 The Authority, in case of Scheduled Flights proposes to consider the Tariff Rates as per Annexure-I for the Third Control Period.

6.10 The Authority proposes that the Tariff rates for Domestic Non-Scheduled and General Aviation

Operations should not be more than the Tariff of relevant Domestic Scheduled Flights for similar class of Aircraft(s).

- 6.11 The Authority, in case of International Non-Scheduled and General Aviation Flights, proposes to consider Tariff as per Annexure-II.
- 6.12 The Authority proposes that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.
- 6.13 The Authority also proposes that the Tariff Rates proposed as per **Annexure– I & II** shall be maximum Tariff to be charged. No other charge is to be levied over and above the proposed Tariff Rates.

## CHAPTER 7: SUMMARY OF AUTHORITY’S PROPOSALS

The below mentioned summary provides the Authority's proposals relating to relevant chapters regarding the tariff determination of BWFS(I) providing Ground Handling Services at IGIA, Delhi for Stakeholder Consultation purpose:

Chapter	Para	Summary of Authority’s Proposals	Pg. no.
Chapter No.2	2.8	The Authority proposes to consider Tariff determination exercise of BWFS(I) for providing Ground Handling Services at Indira Gandhi International Airport (IGIA), Delhi under “ <b>Light Touch Approach</b> ” for the Third Control Period, as the regulated service is deemed ‘ <b>Material but Competitive</b> ’.	9
Chapter No. 3	3.10	The Authority proposes to consider the Aircraft Traffic (Flights to be handled) for the Third Control Period as per Table 3.	11
Chapter No. 4	4.8	The Authority proposes to consider the CAPEX for the Third Control Period as per Table 4.	15
Chapter No. 5	5.11	The Authority, proposes to consider the OPEX for the Third Control Period as per Table 6.	19
Chapter No. 6	6.9	The Authority, in case of Scheduled Flights proposes to consider the Tariff Rates as per Annexure-I for the Third Control Period	22
	6.10	The Authority proposes that the Tariff Rates for Domestic Non-Scheduled and General Aviation Operations should not be more than the Tariff of relevant Domestic Scheduled Flights for similar class of Aircraft(s).	
	6.11	The Authority, in case of International Non-Scheduled and General Aviation Flights, proposes to consider Tariff as per Annexure-II.	23
	6.12	The Authority proposes that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.	
	6.13	The Authority also proposes that the Tariff Rates proposed as per Annexure – I, II should be maximum Tariff to be charged. No other charge is to be levied over and above the proposed Tariff Rates.	



## **CHAPTER 8: STAKEHOLDERS' CONSULTATION**

- 8.1 In accordance with the provisions of Section 13(4) of the AERA Act, the Authority's proposals contained in Chapter 7 is hereby put forth for Stakeholders consultation. To assist the Stakeholders in making their submissions in a meaningful and constructive manner, necessary annexures are enclosed to the consultation paper (**Annexures-I & II**).
- 8.2 For removal of doubts, it is clarified that the contents of this Consultation Paper may not be construed as any Order or Direction of this Authority. The Authority shall pass an Order, in the matter, only after considering the submissions of the Stakeholders in response here to and by making such decision fully documented and explained in the tariff order in terms of the provisions of the Act.
- 8.3 The Authority welcomes written evidence-based feedback, comments and suggestions from Stakeholders on the proposal made in Chapter 7 above, latest by **01/08/2022**.

**Secretary,**  
**Airports Economic Regulatory Authority of India**  
AERA Building, Administrative Complex  
Safdarjung Airport, New Delhi -110003  
Tel: 011-24695044-47, Fax: 011-24695048

**(Chairperson)**

**PROPOSED TARIFF RATES FOR BWFS(I), IGIA, DELHI FOR GROUND HANDLING SERVICES  
IN RESPECT OF DOMESTIC\* & INTERNATIONAL SCHEDULED FLIGHTS  
FOR THE THIRD CONTROL PERIOD (FY 2021-22 to FY 2025-26)  
FOR STAKEHOLDERS' CONSULTATION.**

(Rates in ₹)

A/C	FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
<b>Domestic Passenger Flight</b>												
Code B	2000	11500	13500	2200	12400	14500	2400	13300	15600	2600	14300	16700
Code C	4000	16500	20500	4300	17700	22000	4600	19000	23600	4900	20400	25300
Code D	9900	19800	29700	10600	21200	31800	11400	22700	34100	12200	24300	36500
Code E	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
<b>International Passenger Flight</b>												
Code B	21500	64500	86000	23100	69100	92100	24800	74000	98600	26600	79200	105600
Code C	31650	94950	126600	33900	101600	135500	36300	108800	145000	38900	116500	155200
Code D	41620	166480	208100	44600	178200	222700	47800	190700	238300	51200	204100	255000
Code E	48900	195600	244500	52400	209300	261700	56100	224000	280100	60100	239700	299800
Code F	68540	274160	342700	73400	293400	366700	78600	314000	392400	84200	336000	419900
<b>Domestic Cargo Flight</b>												
Code C	N/A	64800	N/A	N/A	69400	N/A	N/A	74300	N/A	N/A	79600	N/A
Code D	N/A	114300	N/A	N/A	122400	N/A	N/A	131000	N/A	N/A	140200	N/A
Code E	N/A	134600	N/A	N/A	144100	N/A	N/A	154200	N/A	N/A	165000	N/A
Code F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
<b>International Cargo Flight</b>												
Code C	N/A	104300	N/A	N/A	111700	N/A	N/A	119600	N/A	N/A	128000	N/A
Code D	N/A	179000	N/A	N/A	191600	N/A	N/A	205100	N/A	N/A	219500	N/A
Code E	N/A	210700	N/A	N/A	225500	N/A	N/A	241300	N/A	N/A	258200	N/A
Code F	N/A	286500	N/A	N/A	306600	N/A	N/A	328100	N/A	N/A	351100	N/A

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

**Notes:**

- Above Tariff Rates are excluding of all applicable taxes.
- Tariff determined shall be the maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.
- For payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15<sup>th</sup> of the month will be applicable for the second fortnight.
- Any flight where either its arrival or departure are international, will also be considered as an International Flight for the purposes of applying above rates.

**PROPOSED TARIFF RATES FOR BWFS(I), IGIA, DELHI FOR GROUND HANDLING SERVICES  
IN RESPECT OF INTERNATIONAL NON-SCHEDULED & GENERAL AVIATION FLIGHTS  
FOR THE THIRD CONTROL PERIOD (FY 2021-22 to FY 2025-26)  
FOR STAKEHOLDERS' CONSULTATION**

(Rates in ₹)

Financial Year	2022-23	2023-24	2024-25	2025-26
A/C Category	International	International	International	International
MTOW				
0-5000	48,150	51,521	55,127	58,986
5001-10000	88,275	94,454	101,066	108,141
10001- 20000	140,438	150,269	160,788	172,043
20001- 35000	160,500	171,735	183,756	196,619
35001- 40000	180,563	193,202	206,726	221,197
40001- 50000	200,625	214,669	229,696	245,775
50001- 100000	260,813	279,070	298,605	319,507
100001 –200000	493,538	528,086	565,052	604,606
200001- 300000	581,813	622,540	666,118	712,746
300001 and above	702,188	751,341	803,935	860,210

**Notes:**

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