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

परामर्श पत्र संख्या 05/2023-24  
Consultation Paper No 05/2023-24



सत्यमेव जयते

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण  
Airports Economic Regulatory Authority of India

ग्लोबल फ्लाइट हैंडलिंग सर्विसेज (रायपुर) प्राइवेट लिमिटेड (जीएफएचएसआरपीएल) के संबंध में स्वामी विवेकानंद हवाईअड्डा, रायपुर में प्रथम नियंत्रण अवधि (वित्त वर्ष 2023-24 से वित्त वर्ष 2027-28) के लिए ग्राउंड हैंडलिंग सेवाओं के लिए टैरिफ निर्धारित करने के मामले में।

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

जारी करने की तारीख : 11 जुलाई, 2023  
Date of Issue: 11<sup>th</sup> July, 2023

ऐरा भवन/AERA Building  
प्रशासनिक कॉम्प्लेक्स/Administrative Complex  
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नई दिल्ली/New Delhi – 110003

## **STAKEHOLDERS' COMMENTS**

The Authority has released this Consultation Paper, after considering various assumptions stipulated in the Multi-Year Tariff Proposal ('MYTP') submitted by the GFHSRPL in respect of Ground Handling Services at Swami Vivekananda Airport, Raipur. Accordingly, the Authority's proposals on the various aspects of the Tariff determination process have been explained in detail in this Consultation Paper.

Thus, in accordance with the provisions of Section 13(4) of the AERA Act, the written comments on Consultation Paper No. 05/2023-24 dated 11/07/2023 are invited from the Stakeholders, preferably in electronic form, at the following address:

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Airports Economic Regulatory Authority of India (AERA),  
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Safdarjung Airport, New Delhi – 110003, India  
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Copy to: [director-ps@aera.gov.in](mailto:director-ps@aera.gov.in); [secretary@aera.gov.in](mailto:secretary@aera.gov.in)

<b>Last Date for submission of Stakeholders' comments</b>	<b>02/08/2023</b>
<b>Last Date for submission of counter comments</b>	<b>11/08/2023</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  
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**List of Abbreviations:**

AERA / Authority	Airports Economic Regulatory Authority of India
GFHSPL	Global Flight Handling Services Private Limited
GFHSRPL	Global Flight Handling Services (Raipur) Private Limited
ATM	Air Traffic Movement
ATP	Annual Tariff Proposal
CAPEX	Capital Expenditure
COD	Commercial Operations Date
CGF	Cargo, Ground Handling & Fuel Throughput
GHA	Ground Handling Agencies
GHS	Ground Handling Services
INR/₹	Indian Rupees
ISP	Independent Service Provider
LOA	Letter of Award
MTOW	Maximum Take Off Weight
MYTP	Multi-Year Tariff Proposal
OPEX	Operating Expenditure
O&M	Operation and Maintenance
PAT	Profit After Tax
PBIDT	Profit Before Interest, Depreciation and Tax
P&L	Profit & Loss
SPV	Special Purpose Vehicle
Y-o-Y	Year on Year

## **CHAPTER 1: INTRODUCTION**

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

**Table-1: Summary of Shareholding Structure of GFHSRPL:**

<b>Name of Shareholder</b>	<b>No. of Equity Shares</b>	<b>Equity Holding (%)</b>
M/s Global Flight Handling Services Private Limited	74,000	74
M/s Bags Ground Services Co. Limited	26,000	26
<b>Total</b>	<b>1,00,000</b>	<b>100.00</b>

- 1.5 Bureau of Civil Aviation Security (BCAS) has granted security clearance to GFHSRPL on 30.06.2022, vide letter no. 15/230/2021-RAIPUR-BCAS (E-210305), which is valid for a period of five years from the date of issue of security clearance.
- 1.6 The Authority, vide Order No. 21/2022-23 dated 31.08.2022, had approved ad-hoc Tariff for M/s Global Flight Handling Services (Raipur) Private Limited, based on the then prevailing tariff as approved by the Authority for the Ground Handling Service Provider, at Biju Patnaik International Airport, Bhubaneswar namely, AI Airport Services Limited. The Ad-hoc Tariff to the ISP was initially approved for the period from 01.09.2022 to 31.03.2023.
- 1.7 The Authority, vide order No. 42/2022-23 dated 23.03.202, further extended the ad-hoc tariff applicable as on 31.03.2023 up to 30.09.2023 or till the determination of regular Tariff for the ISP, whichever is earlier.
- 1.8 As per the provisions of the AERA (CGF) Guidelines 2011, GFHSRPL submitted the Multi-Year Tariff Proposal (‘MYTP’) on 31.03.2023 for the First Control Period (FY 2023-24 to FY 2025-26) for determination of Tariff in respect of the Ground Handling Services provided at Swami Vivekananda Airport, Raipur.

The Authority, after initial scrutiny of the MYTP/ATP submission of GFHSRPL observed some shortcomings/information gaps in the ISP’s proposal. The matter was discussed & clarifications were sought from ISP, from time to time. Subsequently, in light of AERA’s observation/queries, GFHSRPL submitted a revised MYTP on 22.06.2023 considering the First

Control Period from FY 2023-24 to FY 2027-28.

- 1.9 The Authority, after having examined the MYTP (revised submission) and considering additional information/clarifications submitted by the ISP, has issued this Consultation Paper for stakeholders' consultation.

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

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

2.2 In accordance with the above mentioned AERA Guidelines (clause 4.4), the following procedure is adopted for the determination of the Materiality Index of the Regulated Service:

### **STAGE I: MATERIALITY ASSESSMENT:**

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

The Materiality Index for Raipur Airport = 00/420772  
= 0.00%

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

2.4 As per the information furnished by GFHSRPL in Form F1 (b) on competition Assessment, M/s AI Airport Services Limited (AIASL) is the other service provider rendering similar services at Swami Vivekananda Airport, Raipur.

2.5 Therefore, as per Clause 3.2 (i) of the Guidelines, wherever the Regulated Service is deemed as ‘Not Material’, the Authority shall determine Tariff(s) for Service Provider(s) based on a ‘**Light Touch Approach**’ for the duration of the Control Period, as per the provisions of Chapter V of the Guidelines.

2.6 As per clause 11.2 of the AERA (CGF) Guidelines 2011, the Annual Tariff Proposal (ATP) is required to be submitted in the manner and form provided in AI 8.2 of Appendix-I to the Guidelines and should be supported by the following:

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

2.7 GFHSRPL submitted the MYTP and other requisite documents for the determination of Tariff for Ground Handling Services at Raipur Airport, except the minutes of the Stakeholders’ consultation meeting. ISP is yet to conduct the Stakeholders’ Consultation meeting. The Authority, therefore, directs GFHSRPL to conduct Stakeholders’ Consultation Meeting within the two weeks of the issuance of this Consultation Paper, in compliance to the CGF Guidelines, 2011.

2.8 GFHSRPL has not submitted the Audited Financial Statement for FY 2022-23, as the audit of FY 2022-23 has not yet completed.



2.9 **Authority's Proposal regarding Methodology of Tariff Determination of GFHSRPL:**

Based on the material before it and its analysis, the Authority proposes to consider the Tariff determination exercise for GFHSRPL, in respect of the Ground Handling Services provided by the ISP, at Raipur Airport, under the '**Light Touch Approach**' for the First Control Period.

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

#### **GFHSRPL submission on Projected Aircraft Traffic (Flights to be Handled) for the First Control Period**

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

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

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

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

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

Year	Flights to be handled for the First Control Period		Total (No. of Landings)	Y-o-Y % increase		
	Domestic (No. of Landings)	International (No. of Landings)		Domestic	International	Total
2022-23	241***	-	241***	-	-	-
2023-24	580	-	580	17%**	-	17%
2024-25	609	-	609	5%	-	5%
2025-26	639	-	639	5%	-	5%
2026-27	671	-	671	5%	-	5%
2027-28	704	-	704	5%	-	5%
Total*	3,203	-	3,203			

\*Total for the control period.

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

\*\*\* For the period 6<sup>th</sup> Oct 2022 to 31<sup>th</sup> March, 2023.

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

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

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

3.10 **Authority's Proposal regarding Aircraft Traffic Volume for the First Control Period:**

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

## **CHAPTER 4: CAPITAL EXPENDITURE**

### **GFHSRPL Submission on Capital Expenditure for the First Control**

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

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

(₹ in Lakhs)

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

- 4.2 The ISP provided the further details of the proposed CAPEX for the First Control Period as under:

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

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

- 4.3 The Authority notes that GFHSRPL has started its operations at Raipur Airport w.e.f. 06.10.2022 and projected a CAPEX of ₹ 24.70 lakhs for the First Control Period starting from FY 2023-24 to FY 2027-28. GFHSRPL, being a new entrant at Raipur Airport, the Authority expects a significant CAPEX requirement on procurement of Ground Handling Equipment and allied infrastructure etc.

from the new entrant, particularly during the initial years of the Control Period, for the smooth commencement of operations and to provide good quality services to the Users.

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

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

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

4.4 The Authority also sought clarification regarding the nature of proposed vehicle costing Rs. 10.05 lakhs. In response, ISP vide email dated 04.07.2023 has submitted that the vehicle is to be used for the commutation/movement of Staff to the ramp area.

4.5 Considering that the GFHSRPL is a new entrant at Raipur Airport and has proposed modest CAPEX for the Raipur Airport during the current control period, the Authority proposes to consider CAPEX for the First Control Period as submitted by the ISP, as per Table 4.

**Authority's Proposal regarding CAPEX for the First Control Period**

4.6 Based on the material before it and its analysis, the Authority proposes to consider the CAPEX for the First Control Period as per Table 4.

## CHAPTER 5: OPERATING EXPENDITURE AND PROFITABILITY

### GFHSRPL Submission on Operating Expenditure for the First Control Period

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

5.2 Operation and Maintenance Expenditures of GFHSRPL for its ground handling operations at Raipur airport have been broadly categorized as under:

- a) Payroll Costs;
- b) Admin and General Expenses;
- c) Concession Fees;
- d) Repairs and Maintenance; and
- e) Utilities & Outsourcing Costs

5.3 As per the MYTP submission, Revenue, Operating Expenditure (OPEX) and Profitability projected by the ISP for the First Control Period (FY 2023-24 to FY 2027-28) is as under:

**Table 5: Revenue, Operating Expenditure and Profitability projected by GFHSRPL for the First Control Period.**

(₹ in lakhs)

Particulars	FY 2022-23	FY 2022-23 (Annualized) *	First Control Period					TOTAL
			FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28	
<b>Revenue from Regulated Services (A)</b>	61.36	122.73	128.56	141.71	156.11	172.16	189.72	788.26
<b>Operating Expenditure</b>								
i. Payroll Cost	7.47	14.94	16.44	18.08	19.89	21.88	24.07	100.35
ii. Administrative and General Expenditure	42.40	84.79	94.00	100.76	108.00	115.77	124.11	542.65
iii. Concession Fees	22.50	45.00	40.50	32.40	25.92	24.60	27.12	150.54
iv. Repairs & Maintenance Expenses	0.72	1.44	1.53	1.64	1.75	1.87	2.00	8.79
v. Utilities & Outsourcing Costs	0.53	1.05	4.86	5.22	5.61	6.03	6.49	28.21
<b>Total OPEX (i+ii+iii+iv+v) = (B)</b>	73.62	147.23	157.33	158.10	161.18	170.16	183.79	830.55
Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) (A-B)	-12.25	-24.50	-28.77	-16.39	-5.06	2.00	5.93	-42.29
Depreciation and Amortization	0.04	0.08	3.60	3.65	3.65	3.65	3.65	18.21
Interest and Finance Charges	-	-	5.22	4.95	3.70	3.70	3.70	21.27
<b>Profit Before Tax (PBT)</b>	-12.29	-24.58	-37.59	-24.99	-12.41	-5.35	-1.42	-81.77
Provision for Tax	-	-	-	-	-	-	-	-
<b>Profit After Tax (PAT)</b>	-12.29	-24.58	-37.59	-24.99	-12.41	-5.35	-1.42	-81.77

\*considered double of FY 2022-23.

**Authority’s Examination and Analysis:**

5.4 The Authority analyzed the Operating Expenditure provided in Form F3 (P&L) of the MYTP for the First Control Period and observes following Y-o-Y % increase in Revenue & OPEX considered by the ISP as per Table 6 below:

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

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

*\*Over the annualized figure of the FY 2022-23*

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

d) **Repairs and Maintenance Expenses:** The Authority observes that the Y-o-Y increase proposed by GFHSRPL in the Repair and Maintenance Expenses for the Control period is 7% p.a. for the first Control period except for FY 2023-24, where percentage (%) increase has been considered is 6%. Taking into account the impact of annual general inflation, including annual increase in labour component of Repair & Maintenance Expenses, the Authority considers the Y-o-Y increase in Repair and Maintenance Expenses for the First Control Period projected by ISP as reasonable.



e) **Utilities and Outsourcing Expenses:** The Authority observes that the Y-o-Y increase proposed by GFHSRPL in the Utilities and Outsourcing Expenses for the Control Period is in the range of 7% to 8%, except for FY 2023-24 (first tariff year), where percentage (%) increase is appearing very high i.e. 361%. The Authority observes that the abnormal percentage increase in FY 2023-24 w.r.t. utility and outsourcing expenses is due to low base (in absolute value) in the FY 2022-23. In addition, projection for the FY 2023-24 w.r.t. utility and outsourcing expenses has been done considering future traffic to be handled by the ISP. The Authority sought clarifications on Y-o-Y increase considered by the ISP in Utility & Outsourcing Expenses for FY 2023-24 and in response thereto, the ISP vide email dated 22.06.2023 informed that in FY 2022-23, only non-scheduled flights were handled as a result no fuel expenses were incurred, however, in FY 2023-24, handling of scheduled flights also been forecasted. Further, 7% - 8% Y-o-Y increase has been projected to meet inflation and increased consumption as utility and outsourcing expenses are directly linked with number of flights handled.

The Authority, in view of the increase in aircraft traffic, the impact of general inflation and taking into account the clarifications furnished by the ISP, the Utility & Outsourcing Expenses projected for the Control Period seems reasonable.

5.5 The Authority also notes that as per the projected profitability statement for the First Control Period (*Table no. 5*), GFHSRPL is likely to suffer losses for the entire First Control Period. The Authority sought clarification regarding the feasibility of business in such scenario and in response thereto, ISP submitted that GFHSRPL does not seem to have break even at Raipur airport in near future as in domestic sector, scheduled flights are being handled on self-basis and GFHSRPL is mainly dependent on non-scheduled flights as on date. Further, the concessionaire agreement is for 10 years, and it is estimated to achieve the breakeven after 2027-2028.

Considering the fact that ISP has projected the losses for entire First Control Period, the Authority expects that GFHSRPL should adopt aggressive cost control measures on operating cost expenses to bring in more efficiency in its working for optimizing the operational and maintenance expenses. The ISP should also endeavor to increase its market share to have economy of scale in its operations to improve profitability.

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

5.6 Based on the available facts and its analysis, the Authority proposes to consider the OPEX for the First Control Period as per Table 5.

## CHAPTER 6: ANNUAL TARIFF PROPOSAL

### GFHSRPL Submissions on Annual Tariff Proposal for the First Control Period as a part of MYTP

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

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

(Rates in ₹)

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

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

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

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

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

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

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

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

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

(Rates in ₹)

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

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

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

**Authority’s Examination and Analysis:**

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

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

6.6 The Authority, taking into consideration of Aircraft Traffic projected by the ISP for the Control Period & projected increase in Operating Expenditure, due to factors like increase in number of manpower, annual increase in salary & wages, general inflation etc., is of the view that ISP requires adequate revenues to cover up the Operating Costs and get reasonable return on its investments. The Authority, further notes that even with 7% increase in rates for FY 2024-25 onward, ISP projected to suffer losses for the entire First Control Period. In view of the above, the Authority considering that 7% increase in Tariff Rates considered by the ISP on Y-o-Y basis from FY 2024-25 onward as reasonable.

6.7 The Authority further notes that, GFHSRPL has proposed the same tariff for the First Control Period as it was proposed for Global Flight Handling Services Patna Private Limited.

6.8 The Authority is of the view that the Tariff for Domestic Non-Scheduled and General Aviation Operations, including Item-wise Charges for Ground Handling Services, should not be more than the Tariff of relevant Domestic Scheduled Flights for a similar class of Aircraft(s). However, the Authority proposes to consider the separate Tariff in case of International “Non-Scheduled & General Aviation Operations” only, as per **Annexure-II**.

- 6.9 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 the rate as on the 15<sup>th</sup> of the month will be applicable for the second fortnight.
- 6.10 Further, GFHSRPL should ensure compliance towards Standardization of Ground Handling Equipment at Swami Vivekananda Airport, Raipur in accordance with the directives issued by the Ministry of Civil Aviation, vide its letter no. AV-24011/10/2021-AAI-MOCA dated 27.10.2022.

**Authority's Proposals regarding Tariff for Ground Handling Services for the First Control Period:**

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

- 6.11 To consider the Tariff Rates for Ground Handling Services provided by GFHSRPL at Raipur airport in respect of Scheduled Flights, International “Non-Scheduled & General Aviation Flights” and Item-wise Tariff Rate Card for Scheduled & Non-Scheduled Operators, for the First Control Period as per **Annexures (I, II & III)**.
- 6.12 The Tariff for “Domestic Non-Scheduled and General Aviation Operations”, including Item-wise Charges for Ground Handling Services, shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).
- 6.13 In case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and the rate prevailing as on the 15<sup>th</sup> of the month will be applicable for the second fortnight.
- 6.14 The Tariff Rates indicated in **Annexures (I, II & III)** shall be maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.
- 6.15 GFHSRPL shall ensure compliance towards Standardization of Ground Handling Equipment at Swami Vivekananda Airport, Raipur in accordance with the directives issued by Ministry of Civil Aviation, vide its letter no. AV-24011/10/2021-AAI-MOCA dated 27.10.2022.

## **CHAPTER 7: SUMMARY OF AUTHORITY’S PROPOSALS**

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

<b>Chapter</b>	<b>Para</b>	<b>Summary of Authority’s Proposals</b>	<b>Page No.</b>
<b>Chapter No.2</b>	<b>2.9</b>	The Authority proposes to consider the Tariff determination exercise for GFHSRPL, in respect of the Ground Handling Services provided by the ISP, at Raipur Airport, under the ‘ <b>Light Touch Approach</b> ’ for the First Control Period.	<b>9</b>
<b>Chapter No. 3</b>	<b>3.10</b>	The Authority proposes to consider the Aircraft Traffic (Flights to be handled) for the First Control Period as per Table 3.	<b>11</b>
<b>Chapter No. 4</b>	<b>4.6</b>	The Authority proposes to consider the CAPEX for the First Control Period as per Table 4.	<b>13</b>
<b>Chapter No. 5</b>	<b>5.6</b>	The Authority proposes to consider the OPEX for the First Control Period as per Table 5.	<b>17</b>
<b>Chapter No. 6</b>	<b>6.11</b>	The Authority proposes to consider the Tariff Rates for Ground Handling Services provided by GFHSRPL at Raipur airport in respect of Scheduled Flights, International “Non-Scheduled & General Aviation Flights” and Item-wise Tariff Rate Card for Scheduled & Non-Scheduled Operators, for the First Control Period as per <b>Annexures (I, II &amp; III)</b> .	<b>20</b>
	<b>6.12</b>	The Authority proposes that the Tariff for Domestic Non-Scheduled and General Aviation Operations, including Item-wise Charges for Ground Handling Services, shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).	
	<b>6.13</b>	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 the rate prevailing as on the 15 <sup>th</sup> of the month will be applicable for the second fortnight.	
	<b>6.14</b>	The Authority proposes that the Tariff Rates indicated in <b>Annexures (I, II &amp; III)</b> shall be maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.	
	<b>6.15</b>	The Authority proposes that GFHSRPL shall ensure compliance towards Standardization of Ground Handling Equipment at Swami Vivekananda Airport, Raipur in accordance with the directives issued by Ministry of Civil Aviation, vide its letter no. AV-24011/10/2021-AAI-MOCA dated 27.10.2022.	

## **CHAPTER 8: 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 above are 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 & III**).
- 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 hereto 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 proposals made in Chapter 7 above, latest by **02/08/2023**.

**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 RATE CARD FOR GFHSRPL IN RESPECT OF DOMESTIC\* &  
INTERNATIONAL SCHEDULED FLIGHTS FOR THE FIRST CONTROL PERIOD  
(FY 2023-24 to FY 2027-28) AT RAIPUR AIRPORT  
FOR STAKEHOLDERS' CONSULTATION**

**Tariff Rates for Ground Handling Services**

(Rates in ₹)

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

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

**Notes:**

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

**PROPOSED TARIFF RATE CARD FOR GFHSRPL IN RESPECT OF INTERNATIONAL  
“NON-SCHEDULED & GENERAL AVIATION” FOR THE FIRST CONTROL PERIOD  
(FY 2023-24 to FY 2027-28) AT RAIPUR AIRPORT  
FOR STAKEHOLDERS’ CONSULTATION**

**Tariff Rates for Ground Handling Services**

(Rates in ₹)

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

**Notes:**

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



**PROPOSED TARIFF RATE CARD FOR GFHSRPL IN RESPECT OF GROUND HANDLING SERVICES AT SWAMI VIVEKANANDA AIRPORT, RAIPUR FOR STAKEHOLDERS' CONSULTATION**

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

(Rates in ₹)

S. No.	SERVICE S	UNIT	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
<b>Equipments</b>												
1	Ambulift	Per Usage	10,903	17,233	11,666	18,439	12,483	19,730	13,357	21,111	14,292	22,589
2	Ground Power Unit (GPU) 90 KV	Per Hour	8,461	13,373	9,053	14,309	9,687	15,311	10,365	16,383	11,091	17,530
3	Ground Power Unit (GPU) 140 KV	Per Hour	10,903	17,233	11,666	18,439	12,483	19,730	13,357	21,111	14,292	22,589
4	Hook on power	Per flight	872	1,379	933	1,476	998	1,579	1,068	1,690	1,143	1,808
5	Air Conditioner unit (ACU)	Per Hour	17,270	27,298	18,479	29,209	19,773	31,254	21,157	33,442	22,638	35,783
6	Ramp to Flight Deck Communication	Per Turnround	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
7	Step Ladder (remote bay) - Narrow Body	Per Hour	5,670	8,961	6,067	9,588	6,492	10,259	6,946	10,977	7,432	11,745
8	Step Ladder (remote bay) - Wide Body	Per Hour	8,460	13,373	9,052	14,309	9,686	15,311	10,364	16,383	11,089	17,530
9	Passenger Bus	Per Trip	3,925	6,204	4,200	6,638	4,494	7,103	4,809	7,600	5,146	8,132
10	Crew Bus	Per Turnround	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
11	Conveyor belt loader	Per hour	9,090	14,371	9,726	15,377	10,407	16,453	11,135	17,605	11,914	18,837
12	Fork Lift 10 Ton	Per Hour	8,900	14,063	9,523	15,047	10,190	16,100	10,903	17,227	11,666	18,433
13	Fork Lift 5 Tons	Per Hour	6,280	9,926	6,720	10,621	7,190	11,364	7,693	12,159	8,232	13,010
14	Fork Lift 3 Tons	Per Hour	4,536	7,169	4,854	7,671	5,194	8,208	5,558	8,783	5,947	9,398
15	Air Start Unit (ASU)	Per start	13,520	21,369	14,466	22,865	15,479	24,466	16,563	26,179	17,722	28,012
16	Towbar	Per push / tow	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
17	Push Back - Narrow Body	per service	10,470	16,544	11,203	17,702	11,987	18,941	12,826	20,267	13,724	21,686
18	Tow Inter Stand - Narrow Body	Per Tow	15,265	24,127	16,334	25,816	17,477	27,623	18,700	29,557	20,009	31,626

19	Wing Walkers	Per turnaround	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	3,614
20	Toilet service	per service	6,542	10,340	7,000	11,064	7,490	11,838	8,014	12,667	8,575	13,554
21	Water service	per service	5,670	8,961	6,067	9,588	6,492	10,259	6,946	10,977	7,432	11,745
<b>Passenger/Terminal Side and Manpower related.</b>												
22	Unaccompanied minor handling	per child	2,365	3,737	2,531	3,999	2,708	4,279	2,898	4,579	3,101	4,900
23	Wheel Chair WCHR OR WCHS	per service	2,355	3,722	2,520	3,983	2,696	4,262	2,885	4,560	3,087	4,879
24	WCHC	per service	2,620	4,136	2,803	4,426	2,999	4,736	3,209	5,068	3,434	5,423
25	VIPs	per passenger	3,637	5,748	3,892	6,150	4,164	6,581	4,455	7,042	4,767	7,535
26	Transit w/o visa pax	per passenger	3,637	5,748	3,892	6,150	4,164	6,581	4,455	7,042	4,767	7,535
27	Deportees	per passenger	3,637	5,748	3,892	6,150	4,164	6,581	4,455	7,042	4,767	7,535
28	Floor Walkers/Wel come staff	per personnel/ 8hrs	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	3,614
29	Manpower (White collar)	per personnel/ 8 hr.	2,617	4,136	2,800	4,426	2,996	4,736	3,206	5,068	3,430	5,423
30	Manpower (Blue collar)	per personnel/ 8 hr.	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	3,614
31	Excess Baggage Collection	per flight	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection
32	Val Handling	per std. sz. container	9,092	14,371	9,728	15,377	10,409	16,453	11,138	17,605	11,918	18,837
33	Ballast Bags Refill	Per refill - per Bag	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,534	1,715	2,711
34	Interior cleaning (Transit) - Narrow Body	per service	12,210	19,301	13,065	20,652	13,980	22,098	14,959	23,645	16,006	25,300
35	Interior cleaning (Transit) - ATR & like	per service	7,065	11,167	7,560	11,949	8,089	12,785	8,655	13,680	9,261	14,638
36	Deep Cleaning - Narrow Body	per service	17,445	27,574	18,666	29,504	19,973	31,569	21,371	33,779	22,867	36,144
37	Deep Cleaning - ATR & like	per service	10,030	15,855	10,732	16,965	11,483	18,153	12,287	19,424	13,147	20,784
38	Flight Deck cleaning	per service	4,360	6,893	4,665	7,376	4,992	7,892	5,341	8,444	5,715	9,035
39	Waste Disposal		1,220	1,930	1,305	2,065	1,396	2,210	1,494	2,365	1,599	2,531
40	Arrange non-scheduled Crew Hotel accommodation	per service	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,534	1,715	2,711
41	Arrange for non-scheduled Crew	per service	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,534	1,715	2,711

	Transportation											
42	C.I.Q. assistance / Direct crew thru airport facilities	per arr. or dep. clearance	2,617	4,136	2,800	4,426	2,996	4,736	3,206	5,068	3,430	5,423
43	Cargo Supervision services	per flight	6,530	10,321	6,987	11,043	7,476	11,816	7,999	12,643	8,559	13,528
44	Cargo Supervision services	Per flight	10,012	15,826	10,713	16,934	11,463	18,119	12,265	19,387	13,124	20,744
45	Live Animal Handling	per AVI	1,273	2,012	1,362	2,153	1,457	2,304	1,559	2,465	1,668	2,638

*Dom. = Domestic; Intl. = International*

**Notes:**

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