



सत्यमेव जयते

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण
Airports Economic Regulatory Authority of India

ग्लोबल फ्लाइट हैंडलिंग सर्विसेज (पुणे) प्राइवेट लिमिटेड (जीएफएचएसपीपीएल) के संबंध में पुणे अंतर्राष्ट्रीय हवाईअड्डा, पुणे में ग्राउंड हैंडलिंग सेवाओं के लिए प्रथम नियंत्रण अवधि (वित्त वर्ष 2023-24 से वित्त वर्ष 2027-28) के लिए टैरिफ निर्धारित करने के मामले में/

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

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STAKEHOLDERS' COMMENTS

The Authority has released this Consultation Paper, after considering various assumptions stipulated in the Multi-Year Tariff Proposal ('MYTP') submitted by the GFHSPPL in respect of Ground Handling Services at Pune International Airport, Pune. 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. **08/2023-24** dated **08/08/2023** are invited from the Stakeholders, preferably in electronic form, at the following address:

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Last Date for submission of Stakeholders' comments	31/08/2023
Last Date for submission of counter comments	08/09/2023

Comments will be posted on AERA's website: www.aera.gov.in

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List of Abbreviations:

AERA / Authority	Airports Economic Regulatory Authority of India
GFHSPL	Global Flight Handling Services Private Limited
GFHSPPL	Global Flight Handling Services (Pune) Private Limited
ATM	Air Traffic Movement
ATP	Annual Tariff Proposal
CAPEX	Capital Expenditure
COD	Commercial Operations Date
CGF	Cargo Facility, Ground Handling & Supply of Fuel to Aircraft
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 Pune International Airport, Pune by the Airport Operator i.e. Airports Authority of India (AAI), vide Letter of Award (LOA) dated 12.01.2021.
- 1.2 As per the LOA, a Special Purpose Vehicle (SPV) 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 Pune International Airport. Accordingly, SPV namely M/s Global Flight Handling Services (Pune) Private Limited (GFHSPPL), was incorporated under the Indian Companies Act, 2013 on 17.02.2021.
- 1.3 The Airport Operator (AAI) and the Special Purpose Vehicle i.e. GFHSPPL entered into Concession Agreement on 29th July, 2021, for a provision of ground handling services at Pune International Airport, Pune for a period of 10 years from “Commercial Operations Date (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 GFHSPPL is tabulated as below:

Table-1: Summary of Shareholding Structure of GFHSPPL:

Name of Shareholder	No. of Equity Shares	Equity Holding (%)
M/s Global Flight Handling Services Private Limited	1,11,000	74
M/s Bags Ground Services Co. Limited	39,000	26
Total	1,50,000	100.00

- 1.5 Bureau of Civil Aviation Security (BCAS) granted security clearance to GFHSPPL on 27.07.2021, vide letter no. CAM(M)-2021/GHA/Policy/M/s Global Flight Handling Pune, which is valid for a period of five years from the date of issue of security clearance or the period of the validity of contract with the airport operator, whichever is earlier.
- 1.6 The Authority, vide Order No. 21/2021-22 dated 01.10.2021 approved the Ad-hoc Tariff for M/s Global Flight Handling Services (Pune) Private Limited, based on the prevailing tariff approved by the AERA for the other Ground Handling Service Provider, namely, AI Airport Services Limited (AIASL) at Pune International Airport. The Ad-hoc Tariff to the ISP was initially approved for the period from 01.10.2021 to 31.03.2022.
- 1.7 The Authority, vide Order no. 46/2021-22 dated 17.03.2022 allowed the continuation of the Ad-hoc Tariff as on 31.03.2022 for a period of six months w.e.f. 01.04.2022 to 30.09.2022. Subsequently, the Authority vide Order No.24/2022-23 dated 23.09.2022 extended the same tariff up to 31.03.2023. Thereafter, the Authority vide order No. 42/2022-23 dated 23.03.2023 further extended the Ad-hoc Tariff (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, GFHSPPL 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 Pune International Airport, Pune.

The Authority, during the initial scrutiny of the MYTP/ATP submission of GFHSPPL 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, GFHSPPL submitted the revised MYTP on 24.07.2023, 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.

CHAPTER2: PRINCIPLES FOR DETERMINATION OF TARIFF FOR THE 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)** = $\frac{\text{Int. Aircraft Movements at Pune Airport}}{\text{Total Intl. Aircraft Movements at Major Airports}} \times 100$

The Materiality Index for Pune International Airport = 1195/420772
= 0.28%

The percentage share of Pune International Airport for FY 2019-20 (Pre Covid-Year) in respect of International Aircraft Movements is less than 5% Materiality Index (MI_G) for the subject regulated service. Hence, the Regulated Service is deemed ‘**Not Material**’ in respect of the ISP, for the First Control Period.

2.4 The Authority notes that M/s AI Airport Services Limited (AIASL) and IndoThai Pune Pvt. Ltd. are other two service providers rendering similar services at Pune International Airport, Pune.

2.5 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 GFHSPPL submitted the MYTP and other requisite documents for the determination of Tariff for Ground Handling Services at Pune International Airport, except the minutes of the Stakeholders’ consultation meeting. ISP is yet to conduct the Stakeholders’ Consultation meeting. The Authority, therefore, directs GFHSPPL 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 GFHSPPL 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 GFHSPPL:**

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

CHAPTER 3: AIRCRAFT TRAFFIC (FLIGHTS TO BE HANDLED)

GFHSPPL 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 Pune International Airport, from FY 2019-20 to FY 2022-23 is given below:

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

Year	Total number of Landings at Pune International Airport			Y-o-Y % increase		
	Domestic	International	Total	Domestic	International	Total
2019-20	26,533	598	27,131	-	-	-
2020-21	9,843	73	9,916	-63%	-88%	-63%
2021-22	15,260	151	15,411	55%	107%	55%
2022-23	29,131	595	29,726	91%	294%	93%

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 GFHSPPL is given below in Table 3.

Table 3: Projected Aircraft Traffic (Flights to be handled by ISP) submitted by GFHSPPL 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	7,424	585	8,009	-	-	-
2023-24	8,111	273	8,384	9%	-53%	5%
2024-25	8,495	287	8,527	5%	5%	5%
2025-26	8,898	301	8,674	5%	5%	5%
2026-27	9,319	316	8,824	5%	5%	5%
2027-28	9,762	332	8,977	5%	5%	5%
Total*	44,585	1,509	46,094			

*Total for the control period (FY 2023-24 to FY 2027-28).

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

3.3 The Authority notes that GFHSPPL is a new entrant at Pune International Airport and has commenced its commercial operations at Pune International Airport on 01st October, 2021. The Authority observes from the above Table 2 & 3 that the GFHSPPL has a market share around 27% in FY 2022-23 at Pune International Airport.

- 3.4 The Authority further notes that GFHSPPL has projected the nominal Y-o-Y growth rate of 5% for the aircraft traffic to be handled by the ISP for the First Control Period.
- 3.5 The Authority, from the clarifications submitted by the ISP notes that GFHSPPL is currently handling only Go First, SpiceJet and Vistara. Whereas, AIASL is handling flights namely Air Asia, Air India, Akasha Air and Alliance Air. The ISP also submitted that non-scheduled flights operations has been reduced considerably in the FY 2023-24.
- 3.6 As per the statistics available at AAI website, the total Aircraft Traffic at Pune International Airport for FY 2022-23 has surpassed the Aircraft Traffic handled during the pre-covid year i.e. FY 2019-20.
- 3.7 The Authority, taking into account market competition among the three service providers at Pune International Airport, considers aircraft traffic (flight to be handled by the ISP) projected by the ISP for the First Control Period as reasonable. Accordingly, Authority proposes to adopt Aircraft Traffic Volume submitted by GFSHPPL for the First Control Period as per Table 3 above.

3.8 **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 by the ISP) for the First Control Period as per Table 3.

CHAPTER 4: CAPITAL EXPENDITURE (CAPEX)

GFHSPPL Submission on Capital Expenditure for the First Control Period

4.1 GFHSPPL has projected a total Capital Expenditure (CAPEX) of ₹102.71 lakhs for the First Control Period (FY 2023-24 to FY 2027-28). The year-wise & asset-wise Capital Expenditure projected by GFHSPPL is given below:

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

(₹ in Lakhs)

Particulars	2023-24	2024-25	2025-26	2026-27	2027-28	Total
Plant & Machinery	70.91	-	-	-	-	70.91
Furniture and Fittings	6.00	-	-	-	-	6.00
Office Equipment	1.20	-	-	-	-	1.20
Computer Equipment	9.50	-	-	-	-	9.50
Motor Vehicles	15.10	-	-	-	-	15.10
Total	102.71	-	-	-	-	102.71

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)
1.	Plant & Machinery			
1.a	Diesel Baggage Tractor - 25T Tow Capacity	1	23.95	23.95
1.b	Baggage Conveyor Belt - Electric	1	5.78	5.78
1.c	Ambulift - Lift 2000-4400 mm	1	22.72	22.72
1.d	Chocks (12), Marshalling torches (10 pairs), Head set (2), By Pass pin for A320/B737 (2), Safety cones (12), Vacuum cleaners (3), Firex (2)	2	5.20	10.40
1.e	Water Servicing Cart - Lift pressure 0.25-0.35 Mpa, Flow rate 120L/min	1	8.05	8.05
2.	Furniture and Fittings			
2.a	Office New Cabins Set Up / Modification	2	3.00	6.00
3	Office Equipment			
3.a	Mobile Phone	10	0.10	1.00
3.b	LaserJet Black & White Printer	1	0.20	0.20
4	Computer Equipment			
4.a	Laptop	10	0.55	5.50
4.b	Desktop	10	0.40	4.00

5.	Motor Vehicles			
5.a	Vehicle GSE Maintenance	2	7.55	15.10
	Total			102.71

Authority's Examination and Analysis:

- 4.3 The Authority notes that GFHSPPL has started its operations at Pune International Airport w.e.f. 01.10.2021 and projected a CAPEX of ₹ 102.71 lakhs for the First Control Period starting from FY 2023-24 to FY 2027-28. GFHSPPL, being a new entrant at Pune International Airport, the Authority expected significant CAPEX by the ISP on the procurement of Ground Handling Equipment and allied infrastructure etc., particularly during the initial years of the Control Period, for the smooth commencement of operations and to provide 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, GFHSPPL vide email dated 18.07.2023 submitted a copy of the equipment hire agreement with M/s Updater Services limited. The ISP submitted that they have taken the requisite equipment through Lease Arrangement instead of outright purchase of the same.

On the requisition of the Authority, GFHSPPL vide email dated 18.07.2023 submitted the details of Ground Handling Equipment & Other Assets taken on rental basis, as per the equipment hire agreement, as under:

Sl. No.	Equipment Description	Quantity in Nos.
1	Push Back – TLD Make	1
2	Universal Towbar – Hydro Make	2
3	Towbar (ATR) – Hydro Make	1
4	Towbar (Q400) – Hydro Make	1
5	E Tugs- TLD Make	6
6	Air Cooler Unit (ACU) – TLD Make	1
7	Ground Power Unit (GPU) – TLD Make	1
8	Air Start Unit (ASU) – TLD Make	1
9	Bus / Coach – MG Make	1
10	Baggage Freight Loader (BFL) Electric – ASARA Make	6
11	Towable Pax Step Lader – ASARA Make	6
12	Towable Toilet Cart – Concorde	2
13	Towable Water Cart – Concorde	2
14	Innova Car – Toyota Make Car	2
15	Aircraft Vacuum Cleaner – Nilfisk Make	2

16	Aircraft Vacuum Cleaner – Roots Make	3
17	Open Baggage Trolley – Concorde Make	15
18	Closed with Door Baggage Trolley – Concorde Make	15
19	Closed with Curtain Baggage Trolley – Concorde Make	20
20	Fire Extinguisher Trolley	5
21	Fuel Browser (1000 Litre capacity) – Concorde Make	1
22	Battery for E-TUG – Eternity	6
23	Battery Charger for E-TUG – TVS Sirius	3
24	Nitrogen Cylinder	2
25	Fire Extinguisher – ABC	2
26	Wheelchair – SAGE Make	30

- 4.4 The Authority sought clarification regarding proposed procurement of vehicle costing Rs. 15.10 lakhs and in response thereto, ISP submitted that two vehicles costing Rs. 7.55 lakhs each has been proposed to be procured during FY 2023-24, and, to be used for transportation of spares and engineers for maintenance activities to be carried out as a Ground Handler.
- 4.5 Considering that the GFHSPPL is a new entrant at Pune International Airport and has proposed modest CAPEX for the Pune International 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

GFHSPPL 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 GFHSPPL for its ground handling operations at Pune International 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 GFHSPPL for the First Control Period.

(₹ in lakhs)

Particulars	FY 2022-23	First Control Period					TOTAL
		FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28	
Revenue from Regulated Services (A)	1167.42	1272.32	1393.72	1527.21	1673.83	1835.39	8869.89
Operating Expenditure							
i. Payroll Cost	757.44	833.18	895.67	962.85	1035.06	1112.69	5596.90
ii. Administrative and General Expenditure	267.98	295.65	304.85	314.68	325.19	336.42	1844.76
iii. Concession Fees	123.00	110.70	99.63	92.54	101.52	111.43	638.82
iv. Repairs & Maintenance Expenses	4.95	5.14	5.39	5.66	5.94	6.24	33.33
v. Utilities & Outsourcing Costs	6.29	6.76	7.27	7.81	8.40	9.03	45.56
Total OPEX (i+ii+iii+iv+v) = (B)	1159.66	1251.43	1312.81	1383.54	1476.11	1575.81	8159.37
Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) (A-B)	7.76	20.89	80.91	143.67	197.72	259.58	710.52
Depreciation and Amortization	1.29	11.60	11.60	11.60	11.60	11.60	59.27
Interest and Finance Charges	37.14	59.61	55.92	43.59	33.64	23.69	253.58
Profit Before Tax (PBT)	-30.67	-50.32	13.39	88.48	152.48	224.29	397.66
Provision for Tax	-	-	-	5.26	38.38	56.45	100.09
Profit After Tax (PAT)	-30.67	-50.32	13.40	83.23	114.10	167.84	297.57

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: Y-o-Y Percentage (%) increase in the Revenue and Operation & Maintenance Expenditure projected by the ISP during the First Control Period

Particulars	First Control Period				
	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
Revenue	9%	9.5%	9.6%	9.6%	9.7%
Payroll Expenses	10%	7.5%	7.5%	7.5%	7.5%
Administrative and General Expenses	10.33%	3.1%	3.2%	3.3%	3.5%
Concession Fees	-10.00%	-10.00%	-7.1%	9.7%	9.8%
Repairs and Maintenance Expenses	3.67%	5.00%	5.00%	5.00%	5.00%
Utilities and Outsourcing Expenses	7.50%	7.50%	7.50%	7.50%	7.50%

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

a) **Payroll Expenses:** The Authority notes that GFHSPPL has considered Y-o-Y increase in the Payroll Expenses @ 7.5% p.a. from FY 2023-24 onward, during the First Control Period. It is further noted that the ISP has considered 3% increase in manpower strength on Y-o-Y basis. Considering the periodic increase in minimum wages & annual salary increments and related increase in statutory component like EPF etc., impact of additional manpower to cater to the projected growth in aircraft traffic (flights to be handled by the ISP), 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 GFHSPPL in the Administrative and General Expenses for the Control period is in the range of 3% to 3.5%. The Authority’s examination regarding Administrative & General expenses is as under:

b.1 Equipment Hire Expenses: The Authority notes that as GFHSPPL 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 47% to 54% of total Admin. & General Expenses) during the First Control Period.

The Authority further notes that as per the Equipment User Agreement entered between GFHSPPL and M/s Updater Services Limited, commencing from 1st August 2021 for 10 years, GFHSPPL is required to pay the services charges @ Rs. 13.18 lakhs per month i.e. Rs.158.16 lakhs annually and same has been projected by ISP under the Admin. & General Expenses for the First Control Period.

b.2 Lease/ Space Rent: The Authority observes that lease / rent is another major component of Administrative & General expenses (which almost accounts for 16% to 19% of total Admin. &

General Expenses).

The Authority observes 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.

In view of the projected increase in the aircraft traffic and considering the impact of general inflation and annual escalation 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 seems reasonable.

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

- i) 3% 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.

The ISP, vide email dated 24.07.2023 and 25.07.2023 clarified that as the GFHSPPL emerged as H2; accordingly, MAG for the concessionaire from the second year onward will be 90% of the previous year’s premium.

Hence, for the FY 2023-24 & FY 2024-25, the premium (concession fee) has been projected 90% of the MAG of the previous year. From FY 2025-26 onward, premium payable to airport operator fee has been calculated on the basis of Revenue Share in accordance with the clause 7.1.2 of concession agreement.

Considering clause 7.1.2 of the concession agreement and clarification furnished by the ISP, the Authority proposes to consider the concession fee (premium) payable to the airport operator 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 GFHSPPL in the Repair and Maintenance Expenses for the Control period is 5% p.a. Considering 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 GFHSPPL in the Utilities and Outsourcing Expenses for the Control Period is 7.5%. The

Authority further observes that the utility and outsourcing costs mainly comprise of fuel charges and electricity expenses which are directly linked with the number of flights handled.

In view of the projected increase in aircraft traffic (flights to be handled by the ISP) and the impact of general inflation, the Utility & Outsourcing Expenses projected for the Control Period by the ISP seems reasonable.

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

- 5.5 Based on the material before it and its analysis, the Authority proposes to consider the OPEX for the First Control Period as per Table 5.

CHAPTER 6: ANNUAL TARIFF PROPOSAL

GFHSPPL Submissions on Annual Tariff Proposal for the First Control Period

6.1 GFHSPPL has submitted a Tariff proposal for Ground Handling Services pertaining to Scheduled Flights at Pune International Airport, Pune, for the First Control Period (FY 2023-24 to FY 2027-28), as given in Table below:

Table 7: Proposed Tariff Rates for Scheduled Flights submitted by GFHSPPL 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
Domestic Passenger Flight															
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
International Passenger Flight															
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
Domestic Cargo Flight															
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
International Cargo Flight															
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 GFHSPPL has proposed the following % increase in the proposed Tariff for Scheduled Flights at Pune International Airport, for the First Control Period, as per table given below:

Table 8: Y-o-Y Percentage (%) Change in the Proposed Tariff for the different categories 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
Domestic Passenger Flight												
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%
International Passenger Flight												
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%
Domestic Cargo Flight												
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%
International Cargo Flight												

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 GFHSPPL has also submitted separate Tariff Rate Card for Non-Scheduled and General Aviation Operations as per the table given below: -

Table 9: Proposed Tariff Rates for Non-Scheduled Flights and General Aviation Operations submitted by GFHSPPL 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	
	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	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

Dom.=Domestic Flight; Intl.=International Flight

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

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

Authority’s Examination 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 GFHSPPL 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, consideration the Aircraft Traffic projected by the ISP for the Control Period & projected increase in Operating Expenditure, due to factors like increase in number of employees to cater to projected increase in aircraft traffic, annual increase in salaries & wages, general inflation etc., is of the view that ISP requires adequate revenues to cover up the Operating Costs and to get reasonable return on its investments. The Authority considers 7% increase in Tariff Rates proposed by the ISP on Y-o-Y basis from FY 2024-25 onward as reasonable.

6.7 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**.

6.8 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 15th of the month will be applicable for the second fortnight.

6.9 Further, GFHSPPL should ensure compliance towards Standardization of Ground Handling Equipment at Pune International Airport, Pune 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 material and its analysis, the Authority proposes the following in respect of Tariff structure and Annual Tariff Proposal for the First Control Period:

- 6.10 To consider the Tariff Rates for Ground Handling Services provided by GFHSPPL at Pune International 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)**.
- 6.11 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).
- 6.12 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 15th of the month will be applicable for the second fortnight.
- 6.13 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.
- 6.14 GFHSPPL shall ensure compliance towards Standardization of Ground Handling Equipment at Pune International Airport, Pune 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 in respect of the Ground Handling Services provided by the ISP at Pune International Airport for Stakeholders’ Consultation:

Chapter	Para	Summary of Authority’s Proposals	Page No.
Chapter No.2	2.9	The Authority proposes to consider the Tariff determination exercise for GFHSPPL, in respect of the Ground Handling Services provided by the ISP, at Pune International Airport, under the ‘ Light Touch Approach ’ for the First Control Period.	9
Chapter No. 3	3.8	The Authority proposes to consider the Aircraft Traffic (Flights to be handled by the ISP) for the First Control Period as per Table 3.	11
Chapter No. 4	4.6	The Authority proposes to consider the CAPEX for the First Control Period as per Table 4.	14
Chapter No. 5	5.5	The Authority proposes to consider the OPEX for the First Control Period as per Table 5.	18
Chapter No. 6	6.10	The Authority proposes to consider the Tariff Rates for Ground Handling Services provided by GFHSPPL at Pune International 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) .	21
	6.11	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).	
	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 the rate prevailing as on the 15 th of the month will be applicable for the second fortnight.	
	6.13	The Authority proposes that the Tariff Rates indicated in Annexures (I, II & III) shall be maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.	
	6.14	The Authority proposes that GFHSPPL shall ensure compliance towards Standardization of Ground Handling Equipment at Pune International Airport, Pune 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 in 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 **31/08/2023**.

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

(Chairperson)

TARIFF RATE CARD FOR GFHSPPL IN RESPECT OF DOMESTIC* & INTERNATIONAL SCHEDULED FLIGHTS FOR THE FIRST CONTROL PERIOD (FY 2023-24 to FY 2027-28) AT PUNE INTERNATIONAL AIRPORT PROPOSED BY AERA FOR STAKEHOLDERS' CONSULTATION

Proposed 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
Domestic Passenger Flight															
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
International Passenger Flight															
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
Domestic Cargo Flight															
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
International Cargo Flight															
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 15th of the month will be applicable for the second fortnight.

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

Proposed Tariff Rates for Ground Handling Services

(Rates in ₹)

A/C Category	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
MTOW					
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 15th of the month will be applicable for the second fortnight.

ANNEXURE III

**TARIFF RATE CARD FOR GFHSPPL IN RESPECT OF GROUND HANDLING SERVICES
AT PUNE INTERNATIONAL AIRPORT, PUNE PROPOSED BY AERA
FOR STAKEHOLDERS' CONSULTATION**

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

(Rates in ₹)

S. No.	SERVICES	UNIT	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
Equipment												
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

S. No.	SERVICES	UNIT	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
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
Passenger/Terminal Side and Manpower related												
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/Welcome 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									
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

S. No.	SERVICES	UNIT	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
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 Transportation	per service	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,534	1,715	2,711
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

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

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 15th of the month will be applicable for the second fortnight.*