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F. No. AERA/20010/ MYTP/IndoThai/GH/Calicut/CP-III/2021-26

परामर्श पत्र संख्या 21/2023-24
Consultation Paper No. 21/2023-24



सत्यमेव जयते

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण
Airports Economic Regulatory Authority of India

मैसर्स इंडोथाई कालीकट प्राइवेट लिमिटेड (आई.सी.पी.एल.) की कालीकट अंतर्राष्ट्रीय हवाईअड्डा, कोझीकोड में ग्राउंड हैंडलिंग सेवाओं के लिए प्रथम नियंत्रण अवधि के लिए (वित्त वर्ष 2023-24 से वित्त वर्ष 2027-28) टैरिफ निर्धारित करने के मामले में

IN THE MATTER OF DETERMINATION OF TARIFF FOR THE GROUND HANDLING SERVICES IN RESPECT OF M/s INDOTHAI CALICUT PRIVATE LIMITED (ICPL) AT CALICUT INTERNATIONAL AIRPORT, KOZHIKODE FOR THE FIRST CONTROL PERIOD (FY 2023-24 TO FY 2027-28)

जारी करने की तारीख : 01.12.2023

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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 M/s IndoThai Calicut Private Limited (ICPL) in respect of Calicut International Airport, Kozhikode. 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, 2008, the written comments on Consultation Paper No. 21/2023-24 dated 01.12.2023 are invited from the Stakeholders, preferably in electronic form, at the following address:

Director (P&S, Tariff),
Airports Economic Regulatory Authority of India (AERA),
AERA Administrative Complex,
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Last date for submission of Stakeholders' Comments	22.12.2023
Last date for submission of Counter Comments	29.12.2023

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

For any clarification/information, Director (P&S, Tariff) may be contacted at
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List of Abbreviations:

AERA / Authority	Airports Economic Regulatory Authority of India
AIASL	AI Airport Services Limited
ATM	Air Traffic Movement
ATP	Annual Tariff Proposal
BCAS	Bureau of Civil Aviation Security
CAPEX	Capital Expenditure
COD	Commercial Operations Date
CGF	Cargo Facility, Ground Handling & Supply of Fuel to the Aircraft
EBIDTA	Earnings Before Interest, Depreciation, Tax and Amortization
GHA	Ground Handling Agencies
GHS	Ground Handling Services
INR/₹	Indian Rupees
ICPL	IndoThai Calicut Private Limited
ISP	Independent Service Provider
ITAMSPL	IndoThai Airport Management Services Private Limited
LOIA	Letter of Intent to Award
MAG	Minimum Annual Guarantee
MoM	Minutes of Meeting
MTOW	Maximum Take Off Weight
MYTP	Multi-Year Tariff Proposal
OPEX	Operating Expenditure
O&M	Operation and Maintenance
PAT	Profit After Tax
P&L	Profit & Loss
RAB	Regulatory Asset Base
SPV	Special Purpose Vehicle
Y-o-Y	Year on Year

CHAPTER 1: INTRODUCTION

- 1.1 M/s IndoThai Airport Management Services Pvt. Ltd. (ITAMSPL) was awarded Concession to provide Ground Handling Services at Calicut International Airport, Kozhikode by the Airport Operator i.e., Airports Authority of India (AAI), vide Letter of Intent to Award (LOIA) dated 19.02.2021.
- 1.2 As per the LOIA, a Special Purpose Vehicle (SPV) was required to be formed by the M/s ITAMSPL within 30 days from the date of issuance of LOIA, for entering into concession agreement with AAI and implementation of Concession to provide ground handling services at Calicut International Airport, Kozhikode. Accordingly, SPV namely M/s IndoThai Calicut Private Limited (ICPL), was incorporated under the Indian Companies Act, 2013 on 19.03.2021.
- 1.3 The Airport Operator (AAI) and M/s ICPL (Special Purpose Vehicle) entered into Concession Agreement on 19.07.2021, for a provision of Ground Handling Services at Calicut International Airport, Kozhikode for a period of 10 years from the ‘Commercial Operations Date (COD)’. The Concession term is further extendable for a period of one year at the sole discretion of AAI.
- 1.4 The shareholding structure of the M/s IndoThai Calicut Pvt. Ltd., as informed by the ISP, is tabulated as below:

Table-1: Shareholding Structure of M/s ICPL, Kozhikode:

Name of Shareholder	No. of Shares	Shareholding (%)
M/s IndoThai Airport Management Services Private Limited	9,900	99%
Shyam Sunder Malani	100	1%
Total	10,000	100%

- 1.5 M/s IndoThai Calicut Private Limited was granted security clearance vide Bureau of Civil Aviation Security (BCAS) letter dated 12.07.2021, which is valid for a period of five years from the date of issuance of security clearance or the period of validity of contract with the Airport Operator, whichever is earlier.
- 1.6 Upon receipt of request from M/s IndoThai Airport Management Services Pvt. Ltd. vide letter dated 18.04.2022, the Authority, vide its Order No. 02/2022-23 dated 10.05.2022, allowed M/s IndoThai Calicut Pvt. Ltd. to levy and collect, on ad-hoc basis, tariff for Ground Handling Services at Calicut International Airport, Kozhikode for the period from 01.06.2022 to 30.09.2022. Subsequently, ad-hoc tariff has been extended up to 31.03.2024 by the Authority vide following orders:
- (i) Order No. 24/2022-23 dated 23.09.2022 – extended the ad hoc tariff up to 31.03.2023;
 - (ii) Order No. 42/2022-23 dated 23.03.2023 – extended the ad hoc tariff up to 30.09.2023.

- 1.7 Subsequently, the Authority, vide Order no. 20/2023-24 dated 27.09.2023 further extended the Ad-hoc Tariff (as on 30.09.2023) for the period from 01.10.2023 up to 31.03.2024, or, till the determination of regular Tariff for the ISP, whichever is earlier.
- 1.8 As per the provisions of 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 (CGF Guidelines), M/s IndoThai Calicut Private Limited submitted the Multi Year Tariff Proposal ('MYTP') on 30.09.2023 for determination of regular Tariff for providing Ground Handling Services at Calicut International Airport, Kozhikode for the First Control Period.
- 1.9 M/s ICPL, initially submitted the MYTP/ ATP considering FY 2022-23 as the first tariff year and FY 2026-27 as last tariff year of the First Control Period. Subsequently, M/s ICPL based on the AERA observations submitted the revised MYTP on 27.10.2023, considering the First Control Period from FY 2023-24 to FY 2027-28.
- 1.10 The Authority, after having examined the MYTP submission of the M/s IndoThai Calicut Private Limited in detail and taking into account the additional information/clarifications furnished by the ISP, has issued this Consultation Paper for stakeholders' consultation.

CHAPTER 2: PRINCIPLES FOR THE DETERMINATION OF TARIFF FOR THE AERONAUTICAL SERVICES

- 2.1 The Authority, vide 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 (“CGF Guidelines”), vide its Direction No. 04/2010-11 dated 10.01.2011.
- 2.2 In accordance with the above mentioned AERA Guidelines and Direction, the following procedure is adopted for the determination of the Materiality Index of the Regulated Service:

STAGE I: MATERIALITY ASSESSMENT:

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

$$\begin{aligned} \text{The Materiality Index for Calicut Airport} &= 18660/420772 \\ &= 4.43\% \end{aligned}$$

The percentage share of Calicut International Airport, Kozhikode, in respect of International Aircraft Movements, for the FY 2019-20 (Pre-Covid Year) is 4.43%, which is less than 5% Materiality Index (MI_G) for the subject regulated service. Hence, the Regulated Service is deemed ‘**Not Material**’ for the First Control Period at Calicut International Airport, Kozhikode as per clause 4.4(ii) of the Guidelines.

- 2.3 As per the information furnished by M/s IndoThai Calicut Private Limited in Form F1 (b) on competition Assessment, M/s AI Airport Services Limited (AIASL) is also rendering similar services at Calicut International Airport, Kozhikode.
- 2.4 As per Clause 3.2 (i) of the CGF Guidelines, wherever the Regulated Service provided is ‘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.
- 2.5 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:
- Documented evidence that consultation with the stakeholders have been undertaken;
 - Evidence of User Agreement(s), if any, between the Service Provider and the User of Regulated Service(s) clearly indicating the Tariff(s) that are proposed by the Service Provider.
- 2.6 The Authority notes that M/s ICPL has submitted the Annual Tariff Proposal (ATP) along with its MYTP. It is observed that the ISP conducted stakeholders’ consultation meeting on 27th September, 2023 and has submitted Minutes of Meeting (MoM) to the Authority, vide email dated 30.09.2023. As per the MoM, representatives of Flynas Airlines and Air Arabia participated in the above

referred meeting. From the MoM, it is noted that none of the stakeholders has raised any issue regarding the Tariff proposed by ISP, for the First Control Period.

Authority's Proposal regarding Principles for the Determination of Tariff for the Aeronautical Services:

- 2.7 Based on the material before it and its analysis, the Authority proposes to consider the Tariff determination exercise for M/s ICPL, in respect of Ground Handling Services being provided by the ISP at Calicut International Airport, Kozhikode under the '**Light Touch Approach**' for the First Control Period, as the regulated service is deemed '**Not Material**'.

CHAPTER 3: AIRCRAFT TRAFFIC (FLIGHTS TO BE HANDLED)

M/s ICPL submission on Projected Aircraft Traffic (Flights to be Handled) for the First Control Period as part of MYTP

3.1 Actual Aircraft Traffic (No. of Landings) handled at Calicut International Airport, Kozhikode from FY 2018-19 to FY 2022-23 is given below:

Table 2: Actual Aircraft Traffic handled at Calicut International Airport, Kozhikode during FY 2018-19 to FY 2022-23

Year	Total number of Landing at Calicut Airport			Y-o-Y % increase		
	Domestic	International	Total	Domestic	International	Total
2018-19	7897	18841	26738	--	--	--
2019-20	6695	18660	25355	-15%	-1%	-5%
2020-21	3327	5611	8938	-50%	-70%	-65%
2021-22	4311	10697	15008	30%	91%	68%
2022-23	6362	16780	23142	48%	57%	54%

3.2 Projected Aircraft Traffic (flights to be handled) for the First Control Period submitted by M/s ICPL is given below in Table 3.

Table 3: Projected Aircraft Traffic (Flights to be handled by the ISP) submitted by M/s ICPL for the First Control Period.

Year	Flights to be handled by M/s ICPL for the First Control Period		Total (No. of Landings)	Y-o-Y % increase		
	Domestic (No. of Landings)	International (No. of Landings)		Domestic	International	Total
2023-24	85	1545	1630	-	-	-
2024-25	105	1617	1722	25%	5%	6%
2025-26	110	1940	2050	5%	20%	19%
2026-27	115	2329	2444	4%	20%	19%
2027-28	120	2795	2915	5%	20%	19%
TOTAL	535	10226	10761			

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

- 3.3 The ISP started its commercial operations with effect from 09.06.2022 and had operated partially during FY 2022-23. The Authority, for the purpose of determination of regular Tariff for M/s ICPL at Calicut International Airport has considered FY 2023-24 as the first tariff year and FY 2027-28 as the fifth tariff year of the First Control Period.
- 3.4 The Authority observes that in respect of FY 2024-25 (second tariff year), the ISP has projected a growth of 6% in the total aircraft traffic volume as compared to the FY 2023-24. From the FY 2025-26 onward, M/s ICPL has projected an increase around 19% on Y-o-Y basis in the total aircraft traffic volumes (domestic & international).
- 3.5 As per the statistics available at AAI website, the total Aircraft Traffic handled by Calicut International Airport in FY 2022-23 had reached to 91.2% of the actual Aircraft Traffic handled in the pre-Covid year i.e., FY 2019-20.
- 3.6 Based on the projected aircraft traffic volumes for the FY 2023-24 (Table 3), the Authority notes that the ISP is expected to have market share of around 7% (number of flights i.e, 1630 nos. to be handled in FY 2023-24 by the ISP / total number of flights handled at the airport in FY 2022-23 i.e., 23142 nos.) in the ground handling services at the Calicut International Airport.
- 3.7 The ISP through its submissions informed that during FY 2023-24 they are not permitted to handle Wide Body Aircraft on Calicut International Airport. However, from FY 2024-25 they are expected to get permission for the same.
- 3.8 Considering that the service provider is a new entrant at Calicut International Airport and taking into account the market competition among the service providers at Calicut International Airport, the aircraft traffic projected by the ISP for the First Control Period appears reasonable. Accordingly, the Authority proposes to adopt Aircraft traffic projections (flights to be handled) as submitted by M/s ICPL for the First Control Period (FY 2023-24 to 2027-28) as per the Table 3 above.

Authority's Proposal regarding Aircraft Traffic Volume (Flights to be handled by the ISP) for the First Control Period:

- 3.9 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)

M/s ICPL's Submission on Capital Expenditure for the First Control Period

4.1 M/s ICPL has projected total Capital Expenditure (CAPEX) of ₹ 2392.29 Lakhs for the First Control Period. The proposed CAPEX is to be incurred during the FY 2023-24 to FY 2027-28. The year-wise & category-wise Capital Expenditure projected by ISP is given below:

Table 4: Projected Capital Expenditure submitted by M/s ICPL for the First Control Period

(₹ in Lakhs)						
Particulars of Assets	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28	Total
Ground Handling Equipment	193.43	1,053.13	639.24	208.87	37.93	2,132.61
Vehicles	-	74.55	104.71	26.60	42.54	248.41
Furniture and Fittings	-	2.50	1.50	1.50	1.00	6.50
Office Equipment	0.53	2.00	1.00	1.00	0.25	4.78
Total	193.96	1,132.18	746.46	237.97	81.72	2,392.29

4.2 As part of MYTP, the ISP has also provided detailed bifurcation of the proposed CAPEX for the First Control Period as under:

Table 5: Breakup of Projected Capital Expenditure as submitted by M/s ICPL for the First Control Period

(₹ in Lakhs)													
Sl. no.	Particulars	Cost/ Unit	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28		Total
			Qty.	Amount	Qty.	Amount	Qty.	Amount	Qty.	Amount	Qty.	Amount	
1.	Ground Handling Equipment:												
	Push Back - Medium	81.69	-	0.00	1	81.69	-	0.00	1	81.69	-	0.00	163.38
	Push Back - Heavy	295.65	-	0.00	1	295.65	-	0.00	-	0.00	-	0.00	295.65
	Air Start Unit	311.66	-	0.00	1	311.66	-	0.00	-	0.00	-	0.00	311.66
	Air Cooler Unit - 110 Ton	148.00	1	148.00		0.00	-	0.00	-	0.00	-	0.00	148.00
	MDL	295.28	-	0.00	-	0.00	1	295.28	-	0.00	-	0.00	295.28
	LDL	177.48	-	0.00	-	0.00	1	177.48	-	0.00	-	0.00	177.48
	Towbar	7.30	-	0.00	1	7.30	1	7.30	-	0.00	1	7.30	21.91
	Tugs	25.09	-	0.00	1	25.09	2	50.19	1	25.09	-	0.00	100.37
	Electric Baggage Tractors	27.40	-	0.00	4	109.62	2	54.81	2	54.81	-	0.00	219.23
	Baggage Tractor - Battery	6.22	-	0.00	1	6.22	-	0.00	2	12.43	-	0.00	18.65
	Ground Power Unit - 90 KVA	45.39	-	0.00	1	45.39	-	0.00	-	0.00	-	0.00	45.39
	Bulk Freight Loader - Motorized	35.00	-	0.00	1	35.00	-	0.00	-	0.00	-	0.00	35.00
	Towable Bulk Freight Loader	5.00	1	5.00	4	20.00	1	5.00	1	5.00	1	5.00	40.00

	Towable Pax Step ladder	5.25	-	0.00	4	21.00	1	5.25	2	10.50	-	0.00	36.75
	Motorized Toilet Cart	20.00	-	0.00	1	20.00	-	0.00	-	0.00	-	0.00	20.00
	Motorized Toilet Cart	20.00	-	0.00	1	20.00	-	0.00	-	0.00	-	0.00	20.00
	Towable toilet cart	3.30	1	3.30	-	0.00	1	3.30	1	3.30	-	0.00	9.90
	Towable water cart	3.65	1	3.65	-	0.00	1	3.65	1	3.65	-	0.00	10.95
	Vacuum Cleaner	0.50	-	0.00	4	2.00	2	1.00	2	1.00	2	1.00	5.00
	Baggage Trolley - Covered	0.87	19	14.58	10	8.68	10	8.68	10	8.68	5	4.34	44.96
	Container/pallet Dolly	1.40	-	0.00	25	35.00	10	14.00	-	0.00	5	7.00	56.00
	Ambulift Towable	10.00	1	10.00	-	0.00	1	10.00	-	0.00	1	10.00	30.00
	Fire Extinguisher Trolley	0.15	-	0.00	4	0.60	2	0.30	2	0.30	-	0.00	1.20
	Trestle/Ladder	2.00	-	0.00	-	0.00	1	2.00		0.00	1	2.00	4.00
	Wheelchairs	0.13	18	2.32	25	3.22		0.00	11	1.42	10	1.29	8.25
	Fuel Bowser	1.50	1	5.00	-	0.00		0.00	-	0.00	-	0.00	5.00
	Miscellaneous			1.58		5.00		1.00		1.00		0.00	8.58
	Total			193.43		1053.13		639.24		208.87		37.93	2132.61
2.	Vehicles:												
	Coaches	30.16	-	0.00	2	60.33	3	90.49	-	0.00	1	30.16	180.99
	Car - KIA	12.38	-	0.00	-	0.00	-	0.00	1	12.38	1	12.38	24.76
	Tata Yodha	7.11	-	0.00	2	14.22	2	14.22	2	14.22	-	0.00	42.66
	Total			0.00		74.55		104.71		26.60		42.54	248.41
3.	Furniture & Fittings			0.00		2.50		1.50		1.50		1.00	6.50
	Total			0.00		2.50		1.50		1.50		1.00	6.50
4.	Office Equipment			0.53		2.00		1.00		1.00		0.25	4.78
	Total			0.53		2.00		1.00		1.00		0.25	4.78
	GRAND TOTAL			193.96		1132.18		746.46		237.97		81.72	2392.29

Authority's Examination of the CAPEX proposed by the ISP:

- 4.3 The Authority notes that the ISP is providing Ground Handling Services (GHS) at Calicut International Airport, Kozhikode from 09.06.2022 and has an Opening Regulatory Asset Base (RAB) of ₹ 159.47 lakhs. The ISP has projected a total CAPEX of ₹ 2392.29 lakhs during the First Control Period.
- 4.4 Out of Total projected CAPEX, M/s ICPL has projected a major portion of the CAPEX i.e., ₹ 2132.61 lakhs (89.1%) on the Ground Handling Equipment and ₹ 248.41 lakhs (10.3%) on the procurement of vehicles.
- 4.5 M/s ICPL has proposed a moderate CAPEX for the First Control Period because maximum assets have been sourced from Holding Company i.e., M/s. IndoThai Airport Management Services Private Limited (ITAMSPL). The Authority observes from the copy of the letter issued by M/s ITAMSPL in respect of M/s ICPL that following equipment are to be provided by M/s ITAMSPL to the ISP.

Equipment Used	No. of Quantity
Air Start Unit	1
Towbar	2
Electric Baggage Tractor	5
Ground Power Unit	1
Towable Baggage Freight Loader	5
Electric Baggage Freight Loader	1
Pax Step Ladder - Towable	4
Towable - Water Cart	1
Towable – Toilet Cart	1
Vacuum Cleaner	4
Baggage Trolley	23
Fire Extinguisher Trolley	2
Tata Yodha - Vehicle	2

- 4.6 The Authority, from the submissions of the ISP (Email dated 11.11.2023) observes that the ISP has already issued purchase orders amounting to ₹ 43.25 lakhs approx. (22.3%) against the total CAPEX proposed for FY 2023-24. The ISP also informed that the remaining CAPEX in respect of the FY 2023-24 will be incurred during the remaining period of the current financial year.
- 4.7 The Authority also notes that M/s ICPL being a new entrant at the Calicut International Airport, Kozhikode, is required to make provision for the necessary Ground Support Equipment (GSE) / Allied infrastructure during initial years of the Control Period, for smooth commencement of its commercial operations.
- 4.8 The Authority observes that the ISP would be eligible to claim GST Input Tax Credits (ITC) on the procurement of various movable assets etc. Accordingly, the Authority advises the ISP to claim the eligible ITC on such Assets and exclude the GST component from the capitalized value of such Assets
- 4.9 The Authority, based on its examination, observes that M/s ICPL has proposed the necessary CAPEX on assets/ equipment which are essential for the smooth ground handling operations at the Airport. The Authority, therefore, proposes to consider the projected CAPEX for the First Control Period as submitted by the ISP, as per Table 4 above.

Authority's Proposal regarding CAPEX for the First Control Period

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

CHAPTER 5: REVENUE FROM OPERATIONS, OPERATING EXPENDITURE AND PROJECTED PROFITABILITY

M/s ICPL 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 M/s ICPL for its Ground Handling operations at Calicut International Airport, have been broadly categorized as under:

- a) Payroll Cost;
- b) Repair and Maintenance Costs;
- c) Concession Fee/ Revenue Share payable to Airport Operator;
- d) Utilities & Outsourcing expenses;
- e) Administrative and Other Expenses.

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 6: Revenue, Operating Expenditure and Profitability projected by M/s ICPL for the First Control Period

(₹ in Lakhs)

Particulars	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28	TOTAL
Revenue from Regulated Services (A)	1,535.73	2,146.05	2,678.13	3,345.90	4,182.43	13,888.24
Revenue from other than Regulated Services (B)	-	-	-	-	-	-
Total Revenue from the Services (A+B) = (C)	1,535.73	2,146.05	2,678.13	3,345.90	4,182.43	13,888.24
Operating Expenditure (OPEX)						
Payroll Costs (i)	652.38	880.72	1,056.86	1,321.08	1,651.35	5,562.39
Repair and Maintenance Costs (ii)	26.50	27.83	29.22	30.68	32.21	146.43
Concession Fee/ Revenue Share payable to Airport Operator (iii)	2,714.50	2,171.60	1,737.28	1,389.82	1,111.86	9,125.06
Utilities & Outsourcing Expenses (iv)	0.46	0.49	0.51	0.54	0.56	2.57
Administrative & Other Expenses (v)	44.78	46.31	48.18	50.81	51.96	242.06
Total OPEX (i+ii+iii+iv+v) = (D)	3,438.63	3,126.95	2,872.05	2,792.93	2,847.95	15,078.51
Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) (C-D) = (E)	-1,902.90	-980.90	-193.92	552.97	1,334.48	-1,190.27
Depreciation and Amortization (F)	35.34	145.03	205.17	208.45	195.78	789.77
Interest & Finance Charges (G)	-	-	72.85	126.00	86.31	285.16
Profit Before Tax (PBT) (E-F-G) = (H)	-1,938.24	-1,125.93	-471.94	218.52	1,052.40	-2,265.19
Provision for Tax (Calculated after taking in to an account the previous years anticipated losses) (I)	0.00	0.00	0.00	0.00	0.00	0.00
Profit After Tax (PAT) (H-I) = (J)	-1,938.24	-1,125.93	-471.94	218.52	1,052.40	-2,265.19

Authority’s Examination and Analysis:

5.4 The Authority has analyzed the Operating Expenditure of the ISP, as provided in Form F3 (P&L) of the MYTP, for the First Control Period and observes that the ISP has considered the following % increase in Revenue & OPEX on Y-o-Y basis, from the second tariff year onward, as indicated in the Table 7 below:

Table 7: Year- on- Year Percentage (%) increase in the Revenue and Operation & Maintenance Expenditure during the First Control Period

Particulars	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
Total Revenue from the Services	40%	25%	25%	25%
Payroll Costs	35%	20%	25%	25%
Repair and Maintenance Costs	5%	5%	5%	5%
Concession Fee/ Revenue Share payable to Airport Operator	-20%	-20%	-20%	-20%
Utilities & Outsourcing Expenses	5%	5%	5%	5%
Administrative & Other Expenses	3.5%	4%	5%	2%

5.5 The Authority’s examination of Y-o-Y % growth considered by the M/s ICPL for the projected OPEX from FY 2024-25 onward is given in the following sections:

a) **Payroll Cost:** The Authority notes that the ISP has projected a Y-o-Y increase ranging between 20% to 35% in Payroll Costs for the Control Period. The projected increase in payroll cost is commensurate with the growth proposed in the employee strength during the Control Period. Since, the ISP has projected that it will be handling Wide body aircraft from FY 2024-25 accordingly Man power planning has been done. The growth rates proposed by the ISP in respect of Revenue, Employees strength and payroll cost are tabulated below.

Particulars ↓	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
Total Revenue from the Services	40%	25%	25%	25%
Strength of Employees	37.7%	20.3%	21.3%	20.2%
Payroll Cost	35%	20%	25%	25%

The Authority notes that projected increase in payroll expenses considered by the M/s ICPL is also commensurate with the projected increase in revenues, and, it factors-in the impact of additional manpower required to meet the projected growth in aircraft traffic.

Further, considering the impact of periodic increase in minimum wages and annual salary increments and related increase in statutory component like EPF etc., the Authority notes that Y-o-Y increase projected by the ISP in Payroll expenses for the First Control Period seems reasonable.

b) Repair and Maintenance Costs: The Authority observes that M/s ICPL has projected a Y-o-Y increase of 5% in R&M expenses for all the Tariff Years during the Control Period. Further the concessionaire shall maintain all the Ground Handling Equipment and Ground Handling Facilities in accordance with the minimum quality standards, according to the concession agreement in order to ensure the timely provision of the Ground Handling Services during the term of the agreement.

Considering the above and the impact of annual general inflation, including annual increase in labour component of Repair & Maintenance Costs, the Authority notes that projected R&M expenses for the First Control Period is reasonable.

c) Concession Fee/ Revenue Share payable to Airport Operator: The Authority notes from the concession agreement executed between AAI and M/s ICPL that the ISP is required to pay concession fee as per the following:

- 3% of the Actual Gross Revenue from Scheduled Domestic Passenger Flight(s).
- 15% of the Actual Gross Revenue from Users other than Scheduled Domestic Passenger Flight(s) and RCS Flight(s).
- 0% for RCS Flights.

The Authority further observes 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) and the 'Revenue Share', calculated as per the clause 7.1.1 of the concession agreement.

Considering the 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. In the first year, Concessionaire will pay the maximum of the Revenue share or MAG quoted at the time of bid. From the second year onward, MAG for Concessionaire will be [80%/90%] of the previous year's premium. As per the ISP, MAG during all the tariff years of the Control Period is expected to be higher than the 'Revenue Share' (calculated as per the clause no. 7.1.1 of the agreement), hence the 'premium' payable to the airport operator has been considered based on the MAG figures.

Considering the above, the 20% de-escalation of Concession fee as projected by the ISP during all the tariff years of the Control Period is reasonable.

d) Utilities and Outsourcing Expenses: The Authority notes that M/s ICPL proposed Y-o-Y increase of 5% in the Utilities and Outsourcing Expenses from FY 2024-25 onward. The Authority observes that Utility & Outsourcing Expenses consist of mainly Power Charges and Water expenses. Further, these expenses are directly linked with the number of flights to be handled by the service provider.

The Authority notes that Y-o-Y increase projected in Utility & Outsourcing Expenses is commensurate with the projected increase in the aircraft traffic and the number of Electricity/Power units consumed. Considering the above, the Utility and Outsourcing Expenses projected for the Control Period by the ISP is reasonable.

e) Administrative & Other Expenses: The Authority observes that the Y-o-Y increase considered by M/s ICPL during the Control Period with respect to the Administrative and General Expenditure is ranging between 2% to 5%.

The Authority notes that The Administrative & General Expenses mainly include Land/ Space Rent, Transport Expenses, Office Expenses & other miscellaneous expenses etc.

In view of the projected increase in the aircraft traffic and considering the impact of general inflation & annual escalation in Land/ Space Rent, the Y-o-Y increase of around 2% to 5% projected by the ISP in respect of Administrative and Other Expenses for the First Control Period is reasonable.

- 5.6 The Authority also notes that as per the projected profitability statement for the First Control Period submitted by the M/s ICPL (Table no. 6), the ISP is likely to incur overall losses during the First Control Period.
- 5.7 Accordingly, the Authority proposes to consider the projected Revenue, OPEX and Profitability for the First Control Period, as submitted by the ISP.

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

- 5.8 Based on the available facts and its analysis, the Authority proposes to consider the OPEX for the First Control Period as per Table 6.

CHAPTER 6: ANNUAL TARIFF PROPOSAL

M/s ICPL submission on the Annual Tariff Proposal for the First Control Period

6.1 M/s ICPL submitted its Tariff proposal for Ground Handling Services in respect of Scheduled Flights at Calicut International Airport, Kozhikode, for the First Control Period (FY 2023-24 to FY 2027-28) as per Table given below:

Table 8: Proposed Tariff Rates for Scheduled Flights submitted by M/s ICPL for the First Control Period

(Rates in ₹)

	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28			
	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	
(A) Passenger Flights																
Domestic Passenger Flight																
Code B	5198	7798	12996	5472	8208	13680	5760	8640	14400	6048	9072	15120	6350	9526	15876	
Code C	6931	10397	17328	7296	10944	18240	7680	11520	19200	8064	12096	20160	8467	12701	21168	
Code D	8664	12996	21660	9120	13680	22800	9600	14400	24000	10080	15120	25200	10584	15876	26460	
Code E	20794	31190	51984	21888	32832	54720	23040	34560	57600	24192	36288	60480	25402	38102	63504	
Code F	41587	62381	103968	43776	65664	109440	46080	69120	115200	48384	72576	120960	50803	76205	127008	
International Passenger Flight																
Code B	21101	49236	70337	22212	51827	74039	23381	54555	77936	24550	57283	81833	25777	60147	85925	
Code C	21660	50540	72200	22800	53200	76000	24000	56000	80000	25200	58800	84000	26460	61740	88200	
Code D	26858	62670	89528	28272	65968	94240	29760	69440	99200	31248	72912	104160	32810	76558	109368	
Code E	35522	82886	118408	37392	87248	124640	39360	91840	131200	41328	96432	137760	43394	101254	144648	
Code F	40721	95015	135736	42864	100016	142880	45120	105280	150400	47376	110544	157920	49745	116071	165816	
(B) Cargo Flights																
Domestic Cargo Flight																
	Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services	
Code B	39710		41800		44000		46200		48510		50700		52900		55100	
Code C	54150		57000		60000		63000		66150		69300		72450		75600	
Code D	144400		152000		160000		168000		176400		184800		193200		201600	
Code E	189525		199500		210000		220500		231525		242500		253500		264500	
Code F	225625		237500		250000		262500		275625		288750		301875		315000	
International Cargo Flight																
	Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services	
Code B	64980		68400		72000		75600		79380		83160		86940		90720	
Code C	158840		167200		176000		184800		194040		203200		212000		220800	
Code D	180500		190000		200000		210000		220500		231000		241500		252000	
Code E	198550		209000		220000		231000		242550		254000		265500		277000	
Code F	231040		243200		256000		268800		282240		295680		309120		322560	

Notes:

1. Any flight where either its arrival or departure are international, will also be considered as an International Flight for the purposes of applying above rates.
2. The above rates are 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 M/s ICPL has proposed the following % increase in the Tariff Rates on Y-o-Y basis in respect of the Scheduled Flights at Calicut International Airport, Kozhikode as stated in the table below:

Table 9: Statement of Y-o-Y Percentage (%) Change in Tariff Rates in respect of different categories of Scheduled Flights for the First Control Period

	FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services
(A) Passenger Flights												
Domestic Passenger Flight												
Code B	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code C	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code D	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code E	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code F	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
International Passenger Flight												
Code B	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code C	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code D	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code E	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code F	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
(B) Cargo Flights												
Domestic Cargo Flight												
	Ramp Services			Ramp Services			Ramp Services			Ramp Services		
Code B	5%			5%			5%			5%		
Code C	5%			5%			5%			5%		
Code D	5%			5%			5%			5%		
Code E	5%			5%			5%			5%		
Code F	5%			5%			5%			5%		
International Cargo Flight												
	Ramp Services			Ramp Services			Ramp Services			Ramp Services		
Code B	5%			5%			5%			5%		
Code C	5%			5%			5%			5%		
Code D	5%			5%			5%			5%		
Code E	5%			5%			5%			5%		
Code F	5%			5%			5%			5%		

6.3 M/s ICPL has also submitted separate Tariff Rate Card for Non-Scheduled and General Aviation Flights as per the table given below: -

Table 10: Proposed Tariff Rates for Non-Scheduled Flights submitted by M/s ICPL for the First Control Period

Financial Year	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
	Domestic	International	Domestic	International	Domestic	International	Domestic	International	Domestic	International
Maximum Take Off Weight (MTOW)										
Helicopter	8123	13321	8550	14022	9000	14760	9450	15498	9923	16273
≤ 6000	12184	27382	12825	28823	13500	30340	14175	31857	14884	33450
>6000 - 12000	16696	37003	17575	38950	18500	41000	19425	43050	20396	45203
>12000 - 25000	27075	42553	28500	44793	30000	47150	31500	49508	33075	51983
>25000 - 40000	40613	64754	42750	68163	45000	71750	47250	75338	49613	79104
>40000 - 70000	54150	81406	57000	85690	60000	90200	63000	94710	66150	99446
>70000 - 100000	88445	109157	93100	114903	98000	120950	102900	126998	108045	133347
> 100000 - 150000	112813	162811	118750	171380	125000	180400	131250	189420	137813	198891
> 150000 & above	135375	185013	142500	194750	150000	205000	157500	215250	165375	226013

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 observes that in the case of Scheduled Flights (Domestic and International), the ISP has proposed 5% Y-o-Y increase in Tariff Rates from FY 2024-25 onward (Table 9).
- 6.5 The Authority also notes that M/s ICPL has proposed a separate Tariff Rate card for Non-Scheduled Flights and similar to scheduled flights, the ISP has proposed an increase of 5% Y-o-Y basis from FY 2024-25 onward (Table 10).
- 6.6 Considering the Aircraft Traffic projected by the ISP for the Control Period and projected increase in Operating Expenditure, due to factors like increase in number of manpower, annual increase in salary and wages, general inflation etc., the Authority is of view that ISP requires minimum level of revenues to cover-up the Operating Costs and get reasonable return on its investments. In view of this, the 5% increase in Tariff Rates considered by the ISP on Y-o-Y basis from FY 2024-25 onward appears reasonable.
- 6.7 The ISP through its submissions clarified that they are expected to handle only Narrow body type of Aircraft during FY 2023-24 as they are not permitted to handle Wide Body Aircraft at Calicut International Airport, Kozhikode. However, from FY 2024-25 they are expected to get permission for the same; therefore, the Itemised Rate Card has been proposed accordingly.
- 6.8 The Authority is of the view that the Tariff for Domestic ‘Non-Scheduled and General Aviation Flights’, 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 Rate Card in case of International ‘Non-Scheduled & General Aviation Flights’ 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 15th of the month will be applicable for the second fortnight.
- 6.10 Further, M/s ICPL should ensure compliance towards Standardization of Ground Handling Equipment at Calicut International Airport, Kozhikode, 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 Tariff structure and Annual Tariff Proposal for the First Control Period:

- 6.11 To consider the Tariff Rates for Ground Handling Services provided by M/s ICPL at Calicut International Airport, Kozhikode in respect of Scheduled Flights, International "Non-Scheduled & General Aviation Flights" and Item-wise Tariff Rate Card in respect of Ground Handling Services, for the First Control Period as per **Annexures (I, II & III)**.
- 6.12 The Tariff for Domestic 'Non-Scheduled and General Aviation Flights', 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 15th 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 M/s ICPL shall ensure compliance towards Standardization of Ground Handling Equipment at Calicut International Airport in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-240 11/10/2021-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 M/s ICPL providing Ground Handling Services at Calicut International Airport, Kozhikode for Stakeholders' Consultation purpose:

Chapter	Para	Summary of Authority's Proposals	Page No.
Chapter No.2	2.7	The Authority proposes to consider the Tariff determination exercise for M/s ICPL, in respect of Ground Handling Services being provided by the ISP at Calicut International Airport, Kozhikode under the ' Light Touch Approach ' for the First Control Period, as the regulated service is deemed ' Not Material '.	9
Chapter No. 3	3.9	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	4.10	The Authority proposes to consider the projected CAPEX for the First Control Period as per Table 4.	15
Chapter No. 5	5.8	The Authority proposes to consider the OPEX for the First Control Period as per Table 6.	19
Chapter No. 6	6.11	The Authority proposes to consider the Tariff Rates for Ground Handling Services provided by M/s ICPL at Calicut International Airport, Kozhikode in respect of Scheduled Flights, International "Non-Scheduled & General Aviation Flights" and Item-wise Tariff Rate Card in respect of Ground Handling Services, for the First Control Period as per Annexures (I, II & III).	23
	6.12	The Authority proposes that the Tariff for Domestic 'Non-Scheduled and General Aviation Flights', 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 15th of the month will be applicable for the second fortnight.	
	6.14	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.	
	6.15	The Authority proposes that M/s ICPL shall ensure compliance towards Standardization of Ground Handling Equipment at Calicut International Airport in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-240 11/10/2021-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 **22.12.2023**.

**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 M/S ICPL IN RESPECT OF DOMESTIC* & INTERNATIONAL SCHEDULED FLIGHTS FOR THE FIRST CONTROL PERIOD (FY 2023-24 to FY 2027-28) AT CALICUT INTERNATIONAL AIRPORT, KOZHIKODE PROPOSED BY AERA FOR STAKEHOLDERS' CONSULTATION

Proposed Tariff Rates for the Ground Handling Services

(Rates in ₹)

	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28			
	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	
(A) Passenger Flights																
Domestic Passenger Flight																
Code B	5198	7798	12996	5472	8208	13680	5760	8640	14400	6048	9072	15120	6350	9526	15876	
Code C	6931	10397	17328	7296	10944	18240	7680	11520	19200	8064	12096	20160	8467	12701	21168	
Code D	8664	12996	21660	9120	13680	22800	9600	14400	24000	10080	15120	25200	10584	15876	26460	
Code E	20794	31190	51984	21888	32832	54720	23040	34560	57600	24192	36288	60480	25402	38102	63504	
Code F	41587	62381	103968	43776	65664	109440	46080	69120	115200	48384	72576	120960	50803	76205	127008	
International Passenger Flight																
Code B	21101	49236	70337	22212	51827	74039	23381	54555	77936	24550	57283	81833	25777	60147	85925	
Code C	21660	50540	72200	22800	53200	76000	24000	56000	80000	25200	58800	84000	26460	61740	88200	
Code D	26858	62670	89528	28272	65968	94240	29760	69440	99200	31248	72912	104160	32810	76558	109368	
Code E	35522	82886	118408	37392	87248	124640	39360	91840	131200	41328	96432	137760	43394	101254	144648	
Code F	40721	95015	135736	42864	100016	142880	45120	105280	150400	47376	110544	157920	49745	116071	165816	
(B) Cargo Flights																
Domestic Cargo Flight																
	Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services	
Code B	39710		41800		44000		46200		48510		48510		48510		48510	
Code C	54150		57000		60000		63000		66150		66150		66150		66150	
Code D	144400		152000		160000		168000		176400		176400		176400		176400	
Code E	189525		199500		210000		220500		231525		231525		231525		231525	
Code F	225625		237500		250000		262500		275625		275625		275625		275625	
International Cargo Flight																
	Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services		Ramp Services	
Code B	64980		68400		72000		75600		79380		79380		79380		79380	
Code C	158840		167200		176000		184800		194040		194040		194040		194040	
Code D	180500		190000		200000		210000		220500		220500		220500		220500	
Code E	198550		209000		220000		231000		242550		242550		242550		242550	
Code F	231040		243200		256000		268800		282240		282240		282240		282240	

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

Notes:

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

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

Proposed Tariff Rates for Ground Handling Services

(Rates in ₹)

Financial Year	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
A/C Category					
Maximum Take Off Weight (MTOW)					
Helicopter	13321	14022	14760	15498	16273
≤ 6000	27382	28823	30340	31857	33450
>6000 - 12000	37003	38950	41000	43050	45203
>12000 - 25000	42553	44793	47150	49508	51983
>25000 - 40000	64754	68163	71750	75338	79104
>40000 - 70000	81406	85690	90200	94710	99446
>70000 - 100000	109157	114903	120950	126998	133347
> 100000 - 150000	162811	171380	180400	189420	198891
> 150000 & above	185013	194750	205000	215250	226013

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.

**ITEM WISE CHARGES FOR M/s ICPL IN RESPECT OF GROUND HANDLING SERVICES
AT CALICUT INTERNATIONAL AIRPORT, KOZHIKODE, PROPOSED BY AERA
FOR STAKEHOLDERS' CONSULTATION**

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

(Rates in ₹)

Sl. 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.
1	Air Conditioning Unit (NB)	Per Hour	11100	15000	11655	15750	12238	16538	12850	17364	13492	18233
2	Air Conditioning Unit (WB)	Per Hour	18703	24938	19688	26250	20672	27563	21705	28941	22791	30388
3	Air Starter Unit (NB)	Per Start	7500	15000	7875	15750	8269	16538	8682	17364	9116	18233
4	Air Starter Unit (WB)	Per Start	18703	24938	19688	26250	20672	27563	21705	28941	22791	30388
5	Aircraft Disinfection-Freighter Aircrafts	Per Service	3000	16000	3150	16800	3308	17640	3473	18522	3647	19448
6	Aircraft Disinfection-Pax Aircrafts Code C	Per Service	4000	8000	4200	8400	4410	8820	4631	9261	4862	9724
7	Aircraft Disinfection-Pax Aircrafts Code D/E	Per Service	25000	32000	26250	33600	27563	35280	28941	37044	30388	38896
8	Aircraft Disinfection-Pax Aircrafts Code F	Per Service	-	40000	-	42000	-	44100	-	46305	-	48620
9	Aircraft Marshalling	Per Service	1875	2480	1969	2604	2067	2734	2171	2871	2279	3014
10	Ambulift	Per flight leg	5000	10000	5250	10500	5513	11025	5788	11576	6078	12155
11	Apron Transport (Passenger)	Per Trip	950	1600	998	1680	1047	1764	1100	1852	1155	1945
12	Arrange non-scheduled Crew Hotel Accommodations (HOTAC)	Per flight	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
13	ATC payment services	Per flight	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
14	Baggage ID	Per Service	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
15	Baggage /Cargo cart	Per Hour	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
16	Blue collar staff	Per staff per hour	400	800	420	840	441	882	463	926	486	972
17	Crew Transport	Per Trip	950	1,600	998	1,680	1,047	1,764	1,100	1,852	1,155	1,945
18	Deportee/Inadmissible (INAD) handling	Per passenger	-	1,200	-	1,260	-	1,323	-	1,389	-	1,459
19	Excess Baggage Fee (% of collection)	As per collection	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
20	Exterior Cleaning - NB	Per Service	52,500	-	55,125	-	57,881	-	60,775	-	63,814	-
21	Exterior Cleaning – WB#	Per Service	-	-	1,57,500	-	1,65,375	-	1,73,644	-	1,82,326	-
22	Ground Power unit 90KVA	Per Hour	4,700	10,000	4,935	10,500	5,182	11,025	5,441	1,576	5,713	12,155
23	Ground Power unit 180KVA	Per Hour	9,400	16,800	9,870	17,640	10,364	18,522	10,882	19,448	11,426	20,421
24	Interior Deep Cleaning - NB	Per Service	5,000	8,000	5,250	8,400	5,513	8,820	5,788	9,261	6,078	9,724

Sl. 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.
25	Interior Deep Cleaning – WB [#]	Per Service	-	-	15,750	25,200	16,538	26,460	17,364	27,783	18,233	29,172
26	Passenger Step (mobile-NB)	Per Hour	1,375	4,000	1,444	4,200	1,516	4,410	1,592	4,631	1,671	4,862
27	Passenger Step (mobile-WB) [#]	Per Hour	-	-	2,888	8,400	3,032	8,820	3,183	9,261	3,343	9,724
28	Pushback for narrow body aircraft	Per Push	5,000	10,000	5,250	10,500	5,513	11,025	5,788	11,576	6,078	12,155
29	Pushback for wide body aircraft [#]	Per Push	-	-	10,500	21,000	11,025	22,050	11,576	23,153	12,155	24,310
30	Toiler truck	Per Service	1,375	2,400	1,444	2,520	1,516	2,646	1,592	2,778	1,671	2,917
31	Towing of narrow body aircraft	Per Tow	5,000	10,000	5,250	10,500	5,513	11,025	5,788	11,576	6,078	12,155
32	Towing of wide body aircraft [#]	Per Tow	-	-	10,500	21,000	11,025	22,050	11,576	23,153	12,155	24,310
33	Unaccompanied Minor (UM) Handling	Per UM	950	1,200	998	1,260	1,047	1,323	1,100	1,389	1,155	1,459
34	Vacuum Cleaner	Per Hour	3,750	4,000	3,938	4,200	4,134	4,410	4,341	4,631	4,558	4,862
35	VIP Vehicle (Innova range)	Per Trip	10,000	20,000	10,500	21,000	11,025	22,050	11,576	23,153	12,155	24,310
36	VIP Vehicle (Luxury-Mercedes/BMW/AUDI range)	Per Trip	25,000	40,000	26,250	42,000	27,563	44,100	28,941	46,305	30,388	48,620
37	Water truck	Per Service	1,375	2,400	1,444	2,520	1,516	2,646	1,592	2,778	1,671	2,917
38	Wheel chair	Per Service	400	2,400	420	2,520	441	2,646	463	2,778	486	2,917
39	White Collar Staff	Per staff per hour	600	1,200	630	1,260	662	1,323	695	1,389	729	1,459

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

The ISP informed that during FY 2023-24, the Calicut International Airport, Kozhikode, is not equipped to handle Wide Body Aircraft.

Dom. = Domestic; Intl. = International

Notes:

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