

File No. AERA/20010/MYTP/EICI/C/Del/2011-12

**Consultation Paper No. 21/2012-13**



**Airports Economic Regulatory Authority of India**

**Multi Year Tariff Proposal and Annual Tariff  
Proposals submitted by Express Industry  
Council of India for providing Courier  
Handling Services at Cargo Terminal, IGI  
Airport, New Delhi**

**New Delhi: 18<sup>th</sup> September, 2012**

**AERA Building  
Administrative Complex  
Safdarjung Airport  
New Delhi – 110 003**

Express Industry Council of India (EICI) have submitted their Multi Year Tariff Proposal (MYTP) for providing Courier Handling Services at the Cargo Terminal, IGI Airport, New Delhi in respect of the first control period of 5 years commencing w.e.f. 01.04.2011, vide their application dated 29.06.2011 and subsequent communications.

2. Further, EICI, vide letter dated 23.02.2012 06.06.2012 and 23.07.2012, submitted their Annual Tariff proposals (ATPs) also for the first, second and third tariff years of the current control period.

3. EICI have submitted that they are an industry body formed under Section 25 of the Companies Act, i.e. a nonprofit company, and that they represent the interest of various express air cargo/courier companies.

4.1 As per the Guidelines [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 Authority shall follow a three stage process for determining its approach to the regulation of a regulated service.

- a. Materiality Assessment
- b. Competition Assessment
- c. Assessment of reasonableness of the user agreements between the service providers and the regulated services.

4.2 As per clause 4.4 of the Guidelines, in respect of cargo services, the materiality shall be assessed based on cargo volumes in MT at the major airport as a percentage of total cargo volume in MT at all major airports. The percentage share of cargo volume in MT for IGI Airport, New Delhi as per April-**2010 to March'2011 AAI** statistics, is 26.4% which is greater than the 2.5% Materiality Index fixed for the subject service. Hence, this **service is deemed 'material'**.

4.3 In the Form 1(b) furnished by, EICI, they have **mentioned that "EICI is a not for profit Section 5 company which aggregates services provided by other Airport Service Providers. The users of services in a co-operative effort setup EICI so that all express/courier companies could avail of the services provided by EICI. While EICI is unique as it provides services for express or courier shipments similar but not the same services are provided by Cargo Service Providers such as DIAL/CSC."**

4.4 EICI is a service provider doing the handling express/courier shipments at IGI Airport, New Delhi which are part of the cargo handling operations. Delhi Cargo Service Centre and Celebi Delhi Cargo Terminal Management India Private Limited are also rendering cargo services at IGI Airport New Delhi.

4.5 The Guidelines further provide that where a regulated service is being provided at a major airport by two or more service providers(s), it shall be deemed **'competitive' at that airport.**

4.6 In the instant case with the total number of players being more than two and materiality index being more than 2.5%, the regulated service being rendered by EICI **is deemed "material but competitive"**. As per **Clause 3.2 of the Guidelines, based on the Authority's assessment of materiality and competition, wherever such regulated**

service is deemed “material but competitive”, the Authority shall determine tariff(s) for the service provider(s) on a light touch approach for the duration of the Control Period.

5. EICI have submitted the prescribed Forms as per the Guidelines with their proposal, however some forms furnished by EICI are shown as not applicable. EICI have given reasons/justification for the same stating that since they **are a ‘not for profit company’**, these forms are not applicable to them.

6. As per clause 11.2 of the Guidelines, the ATP is required to be submitted in the form and manner as provided in Appendix A1.8.2 wherein it is mentioned that the ATP should be supported by:

- Form B and Form F14(b),
- Details of consultation with stakeholders
- Evidence of User Agreements clearly indicating the Tariff(s) proposed by the service Provider.

7. EICI have furnished Form B and Form 14(b) in respect of ATPs for first, second and third tariff year of the first control period commencing w.e.f.01.04.2011.

8. EICI have also stated that they are a co-operative effort of all the users, hence the tariff is decided by the representatives of the users through the EICI Board who are representatives of all the Members of EICI which are in turn registered Courier Companies. The tariff is hence, to that extent, decided by the users themselves. EICI being a non-profit industry body is driven by the primary objective of advancement of the interest of the express industry as a whole and its members. Hence profit, dividend, share capital and target revenue are concepts which are inconsistent with **EICI’s objective. The primary objective of EICI is industry facilitation and often this** is the sole guiding criteria for their operations rather than profit motive. For example in Delhi and Mumbai, in general, there is a surplus available, the same is ploughed back for setting up other facilities such as the Express facility in Bangalore which presently is operated at a negative revenue.

9. EICI have furnished the extracts of the minutes of the meeting of the Managing Committee of EICI, held on 26.11.2010 and 20.01.2012. In the minutes it is mentioned that EICI should recover from the users the cost recovery arrears charges of Customs and also to split the existing Facilitation Fees into Customs Charges and Facilitation Fees and the same to be effected after obtaining approval of AERA.

10. As regards the X-Ray screening charges, EICI in their letter dated 23.02.2012, have clarified that the x-ray screening charges comprise of use of the x-ray machine and the manpower charges for screening. These are collected by EICI and paid to DIAL and no additional fee is collected or charged by EICI and hence this does not accrue to EICI. However, these rates are to be approved by AERA. They have separately mentioned these charges in Form 14(b) so that the same may be approved if required as long as flexibility is provided to vary the same based on the demand by the Government and the respective service provider after approval by AERA.

11. EICI have submitted that they have received demand letters from Customs for payment of arrears on account of retrospective increase in the salaries of the Customs officers on account of 6<sup>th</sup> Pay Commission revision. The amount required to be paid to the Customs Department at Delhi is Rs. 2,73,11,835/- which will be

recovered by levy and collection of a 'Customs Cost recovery arrears surcharge' and the same has been mentioned in the Form 14(b) for Delhi.

12. Regarding collection of custom charges and custom cost recovery arrears, EICI have submitted that collection will be subject to the conditions that (i) EICI will collect these charges and deposit with the customs and no part of such collections will be retained by EICI and (ii) EICI shall provide a certificate to this effect annually.

13. EICI have also submitted that Customs charges and X-ray screening charges are not part of the Facilitation charges levied by EICI and also variable in nature. In the final tariff approval, the reimbursement of Customs charges and X-ray charges may not be included if deemed appropriate as it may not be practically possible to seek quick approval from AERA with the changing dynamics of the rates. In view of the same EICI have not provided any future projections for the customs charges and X-ray charges. EICI further also submitted that the charges levied by EICI excluding Customs and X-Ray screening charges, have been capped.

14. In the ATP, EICI have mentioned the following regarding X-Ray charges (Exports), Customs Charges (Imports), Custom Charges (Exports) and Customs Costs recovery of arrear charges (on account of 6<sup>th</sup> pay commission report):

- (i) X-Ray Screening charges - These charges are paid to DIAL and Cargo Service Centre (P) Ltd. (CSC) for the services they provide which are separately regulated by AERA.
- (ii) X-Ray Charges (Exports) - Recovered from users and paid to DIAL and CSC. As these charges are regulated by AERA, if these charges are increased then simultaneously EICI will have to increase accordingly under intimation to AERA.
- (iii) Customs Charges (Imports & Export) – These charges may vary as indicated above and same will be changed under intimation to AERA. EICI further stated that once Customs stop demanding the Cost Recovery, they will also stop collecting these charges.
- (iv) Customs Costs recovery of arrear charges – Due to 6<sup>th</sup> Pay Commission Arrears demanded by Customs, EICI have proposed to levy a surcharge of Rs. 3/- per Kg till total recovery of arrears of Rs. 2,73,11,835/-. This charge will not be levied once the arrears are collected and paid.

15.1 **The Authority notes that the services being rendered by EICI are “material but competitive”, and the charges proposed to be approved (excepting the X-ray Screening Charges and Customs Cost recovery charges) have been arrived at by EICI after Consultation with its members, who are availing the services.**

15.2 As regards the X-ray Screening Charges, the Authority notes that these are regulated charges, being recovered by EICI are paid to the either Delhi International Airport or Cargo Service Centre as the case may be to whom the X-ray Screening revenue accrues. Revision, if any, in these charges would have to be made by the Authority based on **DIAL or CSC's proposal**. EICI would accordingly revise these **charges based on the Authority's approval of the proposal from DIAL or CSC.**

15.3 The Customs Cost recovery Charges and recovery of arrears charges is mandated operating cost. Hence, EICI shall recover these charges and pay to

Customs. Any revision in the recovery of these charges would require the approval of the Authority.

16. The Authority carefully considered the proposal submitted by EICI and decided to make the following proposal for stakeholder consultation

- a) The service for courier handling being provided by EICI at IGI Airport, New Delhi is 'material and competitive', therefore, the Authority tentatively decided to adopt a "Light Touch Approach" for determination of tariff for the first Control period commencing w.e.f. 01.04.2011;
- b) The Authority tentatively decided to determine the tariff for courier facility services provided by EICI at IGI Airport, New Delhi for first tariff year (01.04.2011 to 31.03.2012), second tariff year (01.04.2012 to 31.03.2013) and third tariff year (01.04.2013 to 31.03.2014) of the first control period as at **Annexure – I**.
- c) Regarding, Customs recovery charges as well as X-Ray charges, which are charges towards provisioning of the aeronautical service being provided by EICI, it is tentatively decided that, such revision may be approved by **the Authority without further consultation, based on auditors' certificate** certifying that proposed increase is only to recover increased cost recovery/X-Ray charges and are restricted to such recovery/demand.

17. In accordance with the provisions of Section 13(4) of the AERA Act, the proposal contained in para 16 above is hereby put forth for stakeholder consultation. To assist the stakeholders in making their submissions in a meaningful and constructive manner, necessary documents are enclosed (**Annexure –II**). 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 terms of the provisions of the Act.

18. The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 16 above, latest by **03.10.2012** at the following address:

**Capt. Kapil Chaudhary,**  
**Secretary,**  
**Airports Economic Regulatory Authority of India,**  
**AERA Building,**  
**Administrative Complex,**  
**Safdarjung Airport,**  
**New Delhi- 110003**  
**Email: [kapil.chaudhary@aera.gov.in](mailto:kapil.chaudhary@aera.gov.in)**  
**Tel: 011-24695042**  
**Fax: 011-24695039**

**Yashwant S. Bhawe**  
**Chairperson**

DELHI

Express Industry Council of India

Form 14(b)

A. Tariff

Tariff for Delhi Terminal: Facilitation Fees, Storage & Processing Charges at EICI Express Terminal Built,

Managed and operated by Express Industry Council of India at Delhi Airport

April 2011 to March 2012

Submitted on 23/07/2012

Sr. No.	Charges	Rate Rs.	Chargeable to	Remarks
1	<b>International Imports</b>			
	Facilitation Fees cum import xray screening charges	Rs.6.75 Per Kg,	Users	Currently we are charging Rs. 0.50 as X-Ray Charges for Imports. So the proposed rate is comprises of Facilitation Fees and X-Ray Charges
	<b>Detention Fees</b>			
	0-3 Days	Free	Users	
	From 04 - 10 Days	Rs.2/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 11 - 20 Days	Rs.3/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 21 - 30 Days	Rs.4.50 Per Kg,	Users	
	From 31st Day	Rs.6/- Per Kg,	Users	
	<b>Demurrage Charges</b>			
	Demurrage Charges	Rs.5/- Per Kg,	Users	
2	<b>International Exports</b>			
	Facilitation Fees	Rs.6.50 Per Kg,	Users	

The above tariff are all inclusive charges charged for facilitating Import and Export Shipments. In addition to the above certain charges are to be paid to DIAL and CSC for the services that they provide for X-Ray screening which are seperately regulated by AERA

3	X-Ray Charges (Exports)	Rs.1.75 Per Kg,	Users	Charged to the users and simultaneously paid to DIAL and CSC. As these charges are regulated by AERA, if these charges are increased then simultaneously EICI will have to increase accordingly under intimation to AERA
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	EDI Clearance Charges			As per MoU signed with Customs, there would be a certain levy on the shipments cleared through EDI. The CAPEX for these charges are not included in our MYTP proposal. These charges would be levied once it is approved by Customs
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	Note: The charges are on per kg basis and there is no minimum charge. For a 1 kg shipment the per kg rate is applicable. Express shipments are generally small shipments and hence this benefits our users as no minimum charge is levied.			
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## Express Industry Council of India

Form 14(b)

## A. Tariff

Tariff for Delhi Terminal: Facilitation Fees, Storage &amp; Processing Charges at EICI Express Terminal Built,

Managed and operated by Express Industry Council of India at Delhi Airport

Effective from April 2012

Submitted on 23/07/2012

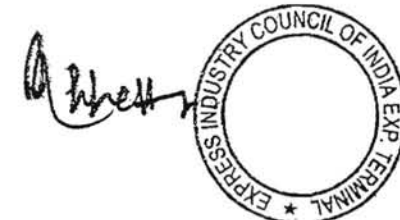
Sr. No.	Charges	Rate Rs.	Chargeable to	Remarks
1	International Imports			
	Facilitation Fees cum import xray screening charges	Rs.7.50 Per Kg,	Users	Currently we are charging Rs. 0.50 as X-Ray Charges for Imports. So the proposed rate is comprises of Facilitation Fees and X-Ray Charges
	Detention Fees			
	0-3 Days	Free	Users	
	From 04 - 10 Days	Rs.2/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 11 - 20 Days	Rs.3/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 21 - 30 Days	Rs.4.50 Per Kg,	Users	
	From 31st Day	Rs.6/- Per Kg,	Users	
	Demurrage Charges	Rs.5/- Per Kg,	Users	
2	International Exports			
	Facilitation Fees	Rs.7/- Per Kg,	Users	

The above tariff are all inclusive charges charged for facilitating Import and Export Shipments. In addition to the above certain charges are to be paid to DIAL and CSC for the services that they provide for X-Ray screening which are separately regulated by AERA

3	X-Ray Charges (Exports)	Rs.1.75 Per Kg,	Users	Charged to the users and simultaneously paid to DIAL and CSC. As these charges are regulated by AERA, if these charges are increased then simultaneously EICI will have to increase accordingly under intimation to AERA
4	Customs Charges (Imports)	Rs.0.30 Per Kg,	Users	These charges may vary as indicated above and same will be changed under intimation to AERA. We further state that once Customs stop demanding the Cost Recovery, we will also stop collecting these charges
5	Customs Charges (Exports)	Rs.0.70 Per Kg,	Users	

Due to 6th Pay Commission Arrears demanded by Customs, we have proposed to levy a surcharge of Rs. 3/- Per Kg. till total recovery of arrears of Rs. 2,73,11,835/-. This charge will not be levied once the arrears are collected at paid.

6	Customs Cost Recovery Arrears charges	Rs.3/- Per Kg,	Users	
	EDI Clearance Charges		Users	As per MoU signed with Customs, there would be a certain levy on the shipments cleared through EDI. The CAPEX for these charges are not included in our MYTP proposal. These charges would be levied once it is approved by Customs
	Note: The charges are on per kg basis and there is no minimum charge. For a 1 kg shipment the per kg rate is applicable. Express shipments are generally small shipments and hence this benefits our users as no minimum charge is levied.			



## Express Industry Council of India

Form 14(b)

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Tariff for Delhi Terminal: Facilitation Fees, Storage & Processing Charges at EICI Express Terminal Built,  
Managed and operated by Express Industry Council of India at Delhi Airport

Effective from April 2013

Submitted on 23/07/2012

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	From 11 - 20 Days	Rs.3/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 21 - 30 Days	Rs.4.50 Per Kg.	Users	
	From 31st Day	Rs.6/- Per Kg.	Users	
	Demurrage Charges	Rs.5/- Per Kg.	Users	
2	International Exports			
	Facilitation Fees	Rs.7/- Per Kg.	Users	

The above tariff are all inclusive charges charged for facilitating Import and Export Shipments. In addition to the above certain charges are to be paid to DIAL and CSC for the services that they provide for X-Ray screening which are separately regulated by AERA

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	Note: The charges are on per kg basis and there is no minimum charge. For a 1 kg shipment the per kg rate is applicable. Express shipments are generally small shipments and hence this benefits our users as no minimum charge is levied.			







EICI/AERA/280  
29th June 2011

Ms. R. Radhika  
DGM  
AERA Building,  
Administrative Complex,  
Safdarjung Airport,  
New Delhi – 110 003

Dear Madam,

Sub: In the matter of economic regulation of services provided for cargo facility, ground handling and supply of fuel to the aircraft at major airport – submission of Multi Year Tariff Proposal (MYTP) for the first control period – regarding.

We have the honour to refer to your letter bearing No. AERA/20019/CGF-G/2010-11/Vol. IV/770 dated 24th June 2011 wherein you were kind enough to give us time to submit MYTP for the first control period till 30th June 2011. We also have the honour to refer to our letter EICI/AERA/244 dated 13th June 2011 and our meeting with the Honorable Secretary AERA and the OSD AERA on the 08th June 2011. In the said letter and during the meeting we had explained that being not for profit section 25 company, we do not strictly fit in with the MYTP format prescribed. We were then informed that the tariff would have to be approved by AERA and that we may submit the details in conformity with MYTP format to the extent possible and feasible given the unique position of EICI as an industry body and not a commercial profit making entity.

In the enclosed submission we have tried to provide as many details as possible in conformity with the MYTP format. We wish to draw your attention to the following:

- 1) EICI being a non-profit industry body is driven by the primary objective of advancement of the interest of the express industry as a whole and its members. Hence profit, dividend, share capital and target revenue are concepts which are inconsistent with EICI's objective. The primary objective of EICI is industry facilitation and often this is the sole guiding criteria for our operations rather than profit motive. For example in Delhi, Mumbai in general there is a surplus available, the same is ploughed back for setting up other facilities such as the Express facility in Bangalore which presently is operated at a negative revenue.
- 2) While the Express industry as a whole has been growing at a healthy rate there are disparities in the growth rate in different cities. Further there are several extraneous factors beyond the control of EICI which make it difficult to predict the future revenue. Examples of such instances include:
  - a) <sup>increase</sup> 280% in a single year at Mumbai in the year 2009-10 on account of all shipments of gifts and samples moving from Chennai
  - b) A certain demand on account of cost recovery charges in the year 2009 at Mumbai and Delhi making the annual expenditure in excess of revenue in the year 2008-09
  - c) Lack of sufficient volumes in Bangalore leading to excess of expenditure over revenue in the year 2009-10 and 2010-11.

**Express Industry Council Of India**

501, Crystal Centre, Raheja Vihar,

Off- Chandivli Road, Powai, Mumbai - 400 072.

CP No. 21/2012-13/MYTP/EICI/01/2011  
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The above examples amply demonstrate that while we are submitting individual proposals for Mumbai, Delhi & Bangalore, the same need to be viewed and considered as a whole rather than individually.

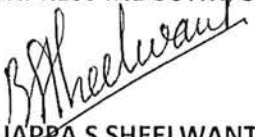
- 3) The cost of our services are based on the aggregated cost of services received from other airport service providers and independent service providers and hence in the absence of Multi Year Tariff fixation for such ASP's and ISP's it would be difficult for EICI to maintain its tariff. Hence we request that the following major input cost be regulated which are provided by the respective ASP's and ISP's.

For the sake of brevity, we are not repeating our earlier submissions here however we most humbly submit our submissions of MYTP for the first control period commencing from 01st August 2011. - 7

We have provided all data that was readily available and which we deem necessary to submit with suitable modifications. Given the unique circumstances of EICI, in case any further details are required we would be happy to submit the same

Kindly acknowledge receipt.

With high regards,  
For EXPRESS INDUSTRY COUNCIL OF INDIA

  
BHOJAPPA S SHEELWANT  
MANAGER (ACCOUNTS)

- CC.: 1) Mr. Sandeep Prakash  
Secretary  
Government of India  
Airport Economic Regulatory Authority of India  
AERA Building, Administrative Complex,  
Safdarjung Airport,  
New Delhi – 110 003
- 2) President  
Mumbai International Airport Pvt. Ltd.  
CSI Airport, 1st Floor,  
Terminal 1-B, Santacruz (E),  
Mumbai – 400 099

EICI/AERA/396  
6<sup>th</sup> August 2011



To,  
Airport Economic Regulatory Authority of India  
AERA Building  
Administrative Complex  
Safdarjung Airport  
New Delhi.

Sub: MYTP of Cargo Handling Services at CSI Airport, Mumbai – reg.

Sir,

We have the honour to refer to your letter No. AERA/20010/MYTP /EICI /C/MUM /2011-12/778 dated 3<sup>rd</sup> August 2011 regarding the above captioned subject. A point wise reply to your observations is as under:

- (i) All service providers, shall within 2 months from the date of issue of the Guidelines [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 Aircraft) Guidelines, 2011], submit to the Authority for its consideration, a MYTP for the 1<sup>st</sup> Control Period in the form and manner specified in Section A1.2 of Appenx-1 to the Guidelines.

Please note that we had sought extension of time for filing the MYTP for the first control period which was most graciously granted by AERA vide their letter bearing No. AERA/20019/CGF-G/2010-11/Vol. IV/770 dated 24th June 2011. While seeking extension of time we had also met with your goodself and explained the limitations due to the nature of the constitution of EICI which did not permit us to conform with the MYTP format which is meant for profit making companies and not for not for profit industry body Section 25 companies. Accordingly, the MYTP proposal was submitted within the time period stipulated.

- (ii) Most of the Forms as prescribed in the Guidelines, either have not been furnished or only partial information is furnished (refer enclosure). The workings/assumptions/justification/rationale for arriving at the figures, projections, forecasts, supporting the MYTP, as detailed in the Appendix-I to the Guidelines, are also required to be furnished.

We have noted your observations and accordingly are submitting all the annexures requested even if they are not applicable due to the unique nature of EICI being a not for profit company and an industry body. Being an industry body EICI does not operate on presumption of profit or expectation of profit to be distributed as dividend and instead in certain instances works on a negative return on investments e.g. in Bangalore as the primary motive is industry facilitation and not profit.

- (iii) While you have requested confidentiality of all the information furnished, no meaningful stakeholder consultation is possible without disclosing relevant information for the consultation. You are therefore, requested to clearly specify with justification the specific details, Forms, clauses / portions in the

**Express Industry Council Of India**

501, Crystal Centre, Raheja Vihar.

Off. Chandivali Farm Road, Powai, Mumbai - 400 072.

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agreements that are proposed to be redacted while uploading the subject proposal for stakeholder consultation.

As directed we are submitting the entire MYTP proposal afresh including all your comments and including the details of stakeholders consultation. The information which requires confidentiality based on has been so marked.

- (iv). As per the Guidelines the MYTP, one original hard bound proposal, four hard bound copies and one soft copy is required to be submitted, which has not been done. The same may please be provided.

As directed we are enclosing one original hardbound proposal, four hardbound copies and one soft copy of the MYTP proposal.

- (v) Copies of agreements entered into with agencies availing the regulated services have not been furnished.

As directed copies of the following agreements for availing regulated services have been ~~furnished~~ *not endorsed*

We would be grateful if the enclosure be taken on record and MYTP proposal accepted.

With best regards,

For EXPRESS INDUSTRY COUNCIL OF INDIA

A handwritten signature in black ink, appearing to read "Vijay Kumar", written over a horizontal line.

VIJAY KUMAR  
CHIEF OPERATING OFFICER

End:- As above



EICI/AERA/620  
07th February 2012

Mr. C. V. Deepak  
OSD - II  
AERA Building,  
Administrative Complex,  
Safdarjung Airport,  
New Delhi - 110 003

Sir,

Sub: Submission of MYTP for the First Control Period and request for approval of Tariff as per Form 14(b)

We have the honor to refer to your letter AERA/20010/MYTP/EICI/C/Del/2011-12/2259 dated 16th January 2012 and we are accordingly submitting the revised MYTP for Delhi, Mumbai and Bangalore airports, which is enclosed herewith.

The necessary modifications requested in the MYTP submitted earlier have been made and we tried to incorporate as much data as we possibly could in the format provided, despite the fact we do not fit into the criteria as described in the format which is meant for profit making companies which distribute profits as dividend. We are also enclosing the copy of our Annual Report.

**Competition**

As indicated in the submission while there are no identical service providers for processing courier shipments, similar services for cargo shipments are provided by various cargo operators at Mumbai, Delhi and Bangalore locations.

**User Consultation**

As EICI is a co-operative effort of all the users, hence the tariff is decided by the representatives of the users through the EICI Board who are representative of all the Members of EICI which are registered Courier Companies. The tariff is hence to that extent decided by the users themselves.

Contd. ...2...

Received  
by Ms. Sankhi  
on 7/2/12  
ms  
OSD-II/160  
07/02/2012

Handwritten notes and signature: 7/2/2012

...2...

EICI being a non-profit industry body is driven by the primary objective of advancement of the interest of the express industry as a whole and its members. Hence profit, dividend, share capital and target revenue are concepts which are inconsistent with EICI's objective. The primary objective of EICI is industry facilitation and often this is the sole guiding criteria for our operations rather than profit motive. For example in Delhi and Mumbai in general when there is a surplus available, the same is ploughed back for setting up other facilities such as the Express facility in Bangalore which presently is operated at a negative revenue in order to facilitate couriers in Bangalore.

While the tariff is being submitted for your approval, we wish to point out certain charges that do not accrue to EICI, however which are collected by EICIC and paid to the Government or the agency rendering those services. These are essentially two types of charges which are as under:

1. **(a) Customs Charges** levied by the Government for providing officers on a cost recovery basis which are recovered from the users and paid to the Government. The rates are dependent on the number of officers provided and the volume of the shipments processed over a period of time which varies from time to time. While strictly speaking these are not charges accruing to EICI, they have still been separately mentioned in Annexure 14 (b) so that the same may be approved if required as long as flexibility is provided to vary the same based on Government demand.

We have received a letter Air/Cus/50/CIC/374/2011 Misc. Dated 08th December 2011 from the Office of the Commissioner of Customs, C. S. I. Airport, Mumbai demanding Customs Cost Recovery to be paid for the actual deployment of Customs Staff amounting to Rs. 65,79,893/- per month. It may be noted that this revision has been on account of revision in pay scales of Customs Officers pursuant to the VIth Pay Commission and increase in Customs staff strength. Please note that the revised charges are being paid by EICI since January 2012 which is more than 5 times the amount which was paid earlier prior to January 2012. The monthly customs charges earlier were Rs. 12,00,000/- approximately per month. Hence it will be seen there has been a more than 500% escalation.

- (b) Customs cost recovery arrears on account of 6<sup>th</sup> pay commission** - A demand for arrears on account of retrospective increases in salaries of customs officers on account of the VIth pay commission has been received by EICI, copy enclosed. The amount of Rs. 94,85,658/- is required to be paid to the Customs department at Mumbai and Rs 2,73,11,835/- at Delhi, which is hoped to be paid by levy and collection of a "Customs cost recovery arrears surcharge" which has also been mentioned in Form 14(b) for the MYTP for Mumbai and Delhi. The same may kindly be approved on an urgent basis in case it requires approval as we need to charge the same immediately failing which our emergency reserves will get adversely impacted which are being used to pay the Government customs charges at present since April, 2011. In case no approval is required being Government charges, a clarification may kindly be issued to enable us to collect the charges from the users forthwith.

...3...

2. **X-ray screening charges-** The x-ray screening charges comprise of use of the x-ray machine and the manpower charges for screening. These are being collected by EICI and being paid to DIAL/MIAL and CSC respectively at Delhi and Mumbai and no additional fee is collected or charged by EICI and hence these revenues do not accrue to EICI. These rates are to be approved by AERA as DIAL, MIAL and CSC are service providers of services at airports and we presume that their tariff will be approved by AERA. While strictly speaking these are not charges accruing to EICI, they have still been separately mentioned in Annexure 14 (b) so that the same may be approved if required as long as flexibility is provided to vary the same based on the demand by the respective service provider after approval by AERA.

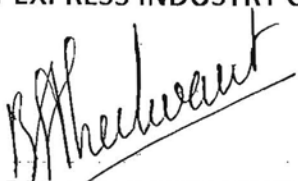
Please note that while these charges are not part of the Facilitation charges levied by EICI and also variable in nature, we still deemed it appropriate to place the same on record. In the final tariff approval, these re-imburement of Customs charges and X ray charges may not be included if deemed appropriate as it may not be practically possible to seek your quick approval with the changing dynamic of the rates. It is for this reason that we have not provided any future projections for the Customs charges and x-ray charges. In case EICI is permitted to do x-ray screening on its own without paying any royalty or fee to DIAL/MIAL we shall reduce the charges recouped from the users accordingly.

We hence request that the MYTP Proposal for the First Control Period for Mumbai, Delhi and Bangalore be kindly approved accordingly on an urgent basis. Also a clarification regarding the customs charges may kindly be issued urgently as the same is threatening the financial viability of EICI as a body.

Kindly acknowledge receipt.

With high regards,

For **EXPRESS INDUSTRY COUNCIL OF INDIA**



**BHOJAPPA S SHEELWANT**  
**MANAGER (ACCOUNTS)**

Express Industry Council of India for cargo service provider

Form F1 (a): Historical and Proposed Aggregate Revenue Requirement (ref: Section A12 of Appendix I)

Sr. No.	Aggregate Revenue Requirement	Last available audited year #	Financial Year before Tariff Year 1*	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
1	Aggregate Revenue Requirement	63,230,721	71,510,734	81,545,360	88,682,441	100,139,145	114,942,894	131,945,492

\* Projected values to be provided

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

Projected values may vary depending on various factors



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Express Industry Council of India

Form F1 (b): Competition Assessment (ref: Section A13 of Appendix I)

Sr. No.	Details of competitive facilities
1	EICI is a not for profit Section 25 Company which aggregates services provided by other Airport Service Providers. The users of services in a co-operative effort setup EICI so that all express / courier companies could avail of the services provided by EICI.
2	While EICI is unique as it provides services for express or courier shipments similar but not the same services are provided by Cargo Service Providers such as DIAL / CSC
3	
4	
5	
6	



Express Industry Council of India

Form F2: Historical and Projected Balance Sheet (ref: Section A14 of Appendix I)

Sr. No.	Particulars	2009-10	2010-11
1	<b>SOURCES OF FUNDS</b>		
	<i>A) Shareholder's Funds</i>		
	<i>a) Share Capital</i>		
	<i>b) Share Application Money</i>		
	<i>c) Reserves and Surplus</i>	(850,268)	12,789,579
	...		
	<i>B) Loan Funds</i>		
	<i>a) Secured Loans</i>	-	-
	<i>b) Unsecured Loans</i>	-	-
	...		
	<i>C) Capital Grants</i>	-	-
	...		
	<i>D) Deferred Tax Liability</i>	-	-
	...		
	<b>TOTAL SOURCES OF FUNDS</b>	<b>(850,268)</b>	<b>12,789,579</b>
2	<b>APPLICATION OF FUNDS</b>		
	<i>A) Fixed Assets</i>		
	<i>a) Gross Block (Net of assets not in use)</i>	56,175,291	56,814,302
	<i>b) Less: Accumulated Depreciation</i>	48,823,995	50,005,168
	<i>c) Net Block</i>	7,351,296	6,809,134
	<i>d) Capital Work in Progress</i>	-	-
	...	7,351,296	6,809,134
	<i>B) Investments</i>	-	-
	<i>C) Deferred Tax Assets</i>	-	-
	<i>D) Current Assets, Loans and Advances</i>		
	<i>a) Sundry Debtors</i>	9,087,576	12,515,869
	<i>b) Cash and Bank Balances</i>	656,580	547,017
	<i>c) Inventories</i>	-	-
	<i>d) Other Current Assets</i>	-	-
	<i>e) Loans and Advances</i>	28,116,440	23,583,553
	...		
	<i>provisions:</i>		
	<i>a) Liabilities</i>	46,062,160	39,127,698
	<i>b) Provisions</i>	-	(8,461,704)
	...		
	<b>Net Current Assets</b>	<b>(8,201,564)</b>	<b>5,980,445</b>
	<b>TOTAL APPLICATION OF FUNDS</b>	<b>(850,268)</b>	<b>12,789,579</b>

# Fields in italics are indicative only



Express Industry Council of India

Form F3: Historical and Projected Profit and loss account (ref.. Section AL4 of Appendix 1)

S.N.	Particulars	2008-2009	2009-2010	2010-2011	2011-2012	2012-13	2013-14	2014-15	2015-16
1	Revenue								
	<i>Revenues from Regulated Services</i>	44,430,607	63,230,721	71,510,734	81,545,360	88,682,441	100,139,145	114,942,894	131,945,492
	<i>Revenues from other than Regulated Services*</i>	-	-	-	-	-	-	-	-
2	Operating expenditures								
	<i>Payroll Costs</i>	1,836,824	1,861,652	1,940,079	2,425,099	3,118,287	3,603,268	4,165,306	4,817,037
	<i>Administrative Costs</i>	2,667,977	2,727,029	2,367,096	2,717,929	3,010,435	3,335,358	3,696,426	4,097,816
	<i>Other Charges / Input Cost</i>	65,356,034	48,210,837	64,854,444	69,364,103	80,740,406	91,754,018	105,352,805	120,714,151
	<i>Concession Fees</i>	-	-	-	-	-	-	-	-
3	Earnings before depreciation, interest and taxation (EBDIT)	(25,430,228)	10,431,203	2,349,115	7,038,229	1,813,313	1,446,502	1,728,357	2,316,488
	Depreciation and Amortisation	10,797,789	19,285,104	1,342,246	1,250,000	1,150,000	1,000,000	900,000	750,000
4	Earnings before interest and taxation (EBIT)	(36,228,017)	(8,853,901)	1,006,869	5,788,229	663,313	446,502	828,357	1,566,488
	Total interest and finance charges	-	-	-	-	-	-	-	-
5	Profit / loss before tax	(36,228,017)	(8,853,901)	1,006,869	5,788,229	663,313	446,502	828,357	1,566,488
	Provision for taxation			334,482	1,922,850	220,353	148,328	275,180	520,387
6	Profit / loss after taxation			672,387	3,865,379	442,960	298,174	553,177	1,046,101
7	Balance Carried to Balance Sheet								

# Fields in italics are indicative only

\* Please see form 13 wherein non regular income from other sources have been elaborated

Projected values may vary depending on various factors



Express Industry Council of India

Please see Form 11 ( consolidated) and Form 13 (a) and (b)

Form F4: Historical and Projected Cash Flow Statement (ref: Section A14 of Appendix I)

Sr. No.	Particulars	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
1	Cashflow from operating activities												
	Net Profit before taxation												
	Adjustment for:												
	<i>Deprecitation and Amortisation</i>												
	<i>Loss / (Profit) on sale of assets (net)</i>												
	<i>Interest Income</i>												
	<i>Provisions - Additions (Write back) Net</i>												
	Operating Profit before working capital changes												
	Adjustment for:												
	<i>Decrease (increase) in Trade Receivables</i>												
	<i>Decrease (increase) in Inventories</i>												
	<i>Loans and Advances</i>												
	<i>(Decrease) / increase in Sundry Creditors</i>												
	Cash generated from operation												
	Net Cash Flow from Operating Activities												
2	Cashflow from investing activities												
	<i>Detail of cashflow from investing activity #1</i>												
	<i>Detail of cashflow from investing activity #2</i>												
	.....												
3	Cashflow from financing activities												
	<i>Detail of cashflow from financing activity #1</i>												
	<i>Detail of cashflow from financing activity #2</i>												
	.....												
4	Net change in cash and cash equivalents												
5	Cash and Cash Equivalents at the beginning of the period												
6	Cash and Cash Equivalents at the end of the period												

# Fields in italics are indicative only

Please see Annual Reports enclosed as being an industry body. Consolidated Accounts are maintained for all location i.e. Mumbai, Delhi & Bangalore



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Express Industry Council of India

Not applicable as Not for profit company

Form F5: Cost of Equity and Post-tax FRoR Forecast (ref: Section A15 of Appendix I)

Sr. No.	Particulars	Tariff Year 1			Tariff Year 2			Tariff Year 3			Tariff Year 4			Tariff Year 5		
		Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate
1	Gearing															
	Pre-tax cost of debt															
	Risk-free rate															
	Equity-risk premium															
	Beta															
	Post-tax cost of equity															
	Post-tax FRoR															

\* Forecasted FRoR in this sheet should be used for determining Aggregate Revenue Requirement in the Multi Year Tariff Proposal

- 1 There is no equity which generates dividend as EICI is not for profit Section 25 Company which aggregates services provided by other Airport Service Providers. The Users of services in a co-operative effort setup EICI so that all express / courier companies could avail of the services provided by EICI.



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Express Industry Council of India

Not applicable as no Loans

Form F6 (a): Loan Master (ref: Section AIS of Appendix I)

Provide details of all debts (all types of debt instruments)

Particulars	Last available audited year#	Financial Year before Tariff Year 1*	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
<b>Secured Loan</b>							
Repayments during the year	NIL	NIL	NIL	NIL	NIL	NIL	NIL
Interest payments during the year	NIL	NIL	NIL	NIL	NIL	NIL	NIL
Outstanding at the end of the year	NIL	NIL	NIL	NIL	NIL	NIL	NIL
<b>Unsecured Loan</b>							
Repayments during the year	NIL	NIL	NIL	NIL	NIL	NIL	NIL
Interest payments during the year	NIL	NIL	NIL	NIL	NIL	NIL	NIL
Outstanding at the end of the year	NIL	NIL	NIL	NIL	NIL	NIL	NIL

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

1	Particulars
2	Source
3	Type of Loan (PS/WC)
4	If PS, then indicate the Project/Apportionment to a project
5	Total Loan Amount Sanctioned
6	Loan Tenure
7	Interest Type (Fixed / Floating)
8	If Fixed interest, rate of Interest %
9	Base Rate, if Floating Interest
10	Margin, if Floating Interest
11	Are there any Caps / Floor?
12	If above us yes, specify caps floor
13	Moratorium Period
14	Moratorium effective from
15	Repayment Period
16	Repayment Start Date
17	Repayment Frequency
18	Arrangement Fees
19	Outstanding Loan
20	Other terms

Legend	
PS	Project Specific
WC	Working Capital



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Express Industry Council of India

Not applicable as no loans and not for profit company

Form F6 (b): Summary Statement of Interest and Finance Charges (ref: Section A15 of Appendix I)

Sr. No.	Particulars	Last available audited year <sup>^</sup>	Financial Year before Tariff Year 1 <sup>*</sup>	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	1 Interest charges on Government Loans, Bonds And Advances							
	Government Loans	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	Bonds	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	Foreign Currency Loans / Credits	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	Debentures	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	.....	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	Total	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	2 Interest on Long Term Loans / Credits from the Fis/banks/organisations approved by the Government							
	Secured	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	.....	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	Unsecured	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	.....	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	Total	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	Total 1 + 2	NIL	NIL	NIL	NIL	NIL	NIL	NIL
B	Cost of raising finance & bank charges on the project loans	NIL	NIL	NIL	NIL	NIL	NIL	NIL
C	Grand Total Of Interest & Finance Charges A + B	NIL	NIL	NIL	NIL	NIL	NIL	NIL
D	Less: Interest & Finance Charges Capitalised	NIL	NIL	NIL	NIL	NIL	NIL	NIL
E	Net Total of Interest and Finance Charges on Project related Loans	NIL	NIL	NIL	NIL	NIL	NIL	NIL
F	Interest on Working Capital Loans	NIL	NIL	NIL	NIL	NIL	NIL	NIL
G	Other interest charges (Provide head-wise details)	NIL	NIL	NIL	NIL	NIL	NIL	NIL
H	Total interest and finance charges chargeable to P & L account (E + F + G)	NIL	NIL	NIL	NIL	NIL	NIL	NIL

\* Projected values to be provided

# Fields in italics are indicative only

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



Express Industry Council of India

Form F6 (c): Contributions, Grants and subsidies Master (ref: Section A15 of Appendix I)

Contributions

Particulars	Source	Total Amount	Last available audited year #			Financial Year before Tariff			Tariff Year 1			Tariff Year 2			Tariff Year 3			Tariff Year 4			Tariff Year 5					
			OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB			
1																										
2																										

Grants

Particulars	Source	Total Amount	Last available audited year #			Financial Year before Tariff			Tariff Year 1			Tariff Year 2			Tariff Year 3			Tariff Year 4			Tariff Year 5					
			OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB			
1																										
2																										

Subsidies

Particulars	Source	Total Amount	Last available audited year #			Financial Year before Tariff			Tariff Year 1			Tariff Year 2			Tariff Year 3			Tariff Year 4			Tariff Year 5					
			OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB			
1																										
2																										

Legend	
OB	Opening Balance for the year
Add.	Additions during the year
CB	Closing Balance for the year

\* Projected values to be provided

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

EICI is not for profit Section 25 Company which aggregates services provided by other Airport Service Providers. The Users of services in a co-operative effort setup EICI so that all express / courier companies could avail of the services provided by EICI.

Subscription Details from Members are provided in Form 13(b)



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Express Industry Council of India

Form F7: Format for identifying Initial Regulatory Asset Base (ref: Section A15 of Appendix I)

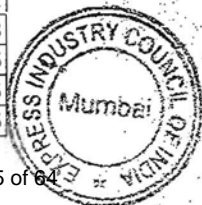
Fixed Asset already commissioned as on.....

Sr. No.	Asset Name	Asset Type	Description of the Asset	Commission Date	Useful Life	Original Cost of Asset	Depreciation Rate	Accumulated Depreciation
1	Swastik Software Solutions	Software	Software	05-Jan-09	3 Years	13,000	40.00%	8761
2	Air Conditioners and ins	Office Equipmen	Office Equipment	06-Nov-03	5 Years	430,599	13.91%	288135
3	Apportioned Architect F	Office Equipmen	Office Equipment	06-Nov-03	5 Years	46,370	13.91%	31028
4	Air Conditioners (Bill Da	Office Equipmen	Office Equipment	29-Sep-03	5 Years	588,400	13.91%	396714
5	Apportioned Architect F	Office Equipmen	Office Equipment	29-Sep-03	5 Years	63,363	13.91%	42721
6	6 Platform Trolleys @Rs	Office Equipmen	Office Equipment	30-Oct-03	5 Years	32,400	13.91%	21711
7	6 Platform Trolleys @Rs	Office Equipmen	Office Equipment	02-Jan-04	5 Years	43,416	13.91%	28721
8	CCTVand installation	Office Equipmen	Office Equipment	06-Nov-03	5 Years	598,460	13.91%	400460
9	expenses	Office Equipmen	Office Equipment	06-Nov-03	5 Years	64,447	13.91%	43125
10	M/Foam 45 Ltrs. Fire Ex	Office Equipmen	Office Equipment	06-Nov-03	5 Years	8,900	13.91%	5955
11	Interlocking on convent	Office Equipmen	Office Equipment	06-Dec-03	5 Years	14,500	13.91%	9645
12	Water Cooler	Office Equipmen	Office Equipment	15-Oct-03	5 Years	9,390	13.91%	6311
13	Vacuum Cleaner	Office Equipmen	Office Equipment	20-Dec-03	5 Years	6,390	13.91%	4238
14	Metal Detectors	Office Equipmen	Office Equipment	21-Feb-04	5 Years	445,500	13.91%	291739
15	Fax Machine	Office Equipmen	Office Equipment	13-Oct-03	5 Years	31,000	13.91%	20843
16	Water Cooler	Office Equipmen	Office Equipment	13-Oct-03	5 Years	28,000	13.91%	18826
17	Weighing Machines 4 Nos.	Office Equipmen	Office Equipment	25-Mar-05	5 Years	90,259	13.91%	53597
18	Weighing Machines 1 Nos. @ 29233	Office Equipmen	Office Equipment	24-Mar-05	5 Years	29,233	13.91%	17368
19	Name Sign Board	Office Equipmen	Office Equipment	16-Mar-05	5 Years	90,000	13.91%	53583
20	Weighing Scale (6 kgs)	Office Equipmen	Office Equipment	18/10/05	5 Years	10,172	13.91%	5662
21	Trollies	Office Equipmen	Office Equipment	09-12-05	5 Years	67,725	13.91%	37065
22		Office Equipmen	Office Equipment	10-02-06	5 Years	28,912	13.91%	15495
23	Weight	Office Equipmen	Office Equipment	31/03/06	5 Years	37,238	13.91%	19635
24	Weighing Machine	Office Equipmen	Office Equipment	05-Oct-06	5 Years	84,431	13.91%	41199
25	Video Camera	Office Equipmen	Office Equipment	30-Mar-07	5 Years	130,500	13.91%	58871
26	LCD Projector	Office Equipmen	Office Equipment	01-Apr-07	5 Years	48,227	13.91%	21736
27	Split A/C	Office Equipmen	Office Equipment	17-Sep-07	5 Years	106,875	13.91%	43776
28	Manual Stacker	Office Equipmen	Office Equipment	18-Oct-07	5 Years	78,382	13.91%	31515
29	Door Frame Metal Dete	Office Equipmen	Office Equipment	27-Mar-08	5 Years	67,500	13.91%	24497
30	Hand Held Metal Dete	Office Equipmen	Office Equipment	31-Mar-08	5 Years	16,650	13.91%	6030
31	Bar Code Scanner	Office Equipmen	Office Equipment	31-Mar-08	5 Years	127,400	13.91%	46143
32	Jwellery Machine	Office Equipmen	Office Equipment	25-Apr-08	5 Years	39,375	13.91%	13974
33	Diamond Testor	Office Equipmen	Office Equipment	01-Apr-08	5 Years	11,250	13.91%	4069



## DELHI

34	Water Cooler	Office Equipmen	Office Equipment	07-Apr-08	5 Years	41,188	13.91%	14826
35	2- ton Ac	Office Equipmen	Office Equipment	08-May-08	5 Years	52,138	13.91%	18311
36	Itemiser3	Office Equipmen	Office Equipment	09-May-08	5 Years	1,927,080	13.91%	676269
37	HPPrinter	Office Equipmen	Office Equipment	09-Jun-08	5 Years	17,160	13.91%	5872
38	Fax Machine	Office Equipmen	Office Equipment	09-Jun-08	5 Years	17,438	13.91%	5966
39	CCTV	Office Equipmen	Office Equipment	18-Jul-08	5 Years	76,000	13.91%	25168
40	Split A/c	Office Equipmen	Office Equipment	20-Jun-08	5 Years	9,687	13.91%	3285
41	90 L Videocon Fridge	Office Equipmen	Office Equipment	16-Aug-08	5 Years	5,700	13.91%	1841
42	Weight Scale	Office Equipmen	Office Equipment	06-Oct-08	5 Years	92,680	13.91%	28598
43	Alarm System	Office Equipmen	Office Equipment	12-Dec-08	5 Years	31,119	13.91%	9013
44	Pioneer Systems - Fax M	Office Equipmen	Office Equipment	06-May-09	5 Years	7,875	13.91%	1945
45	TVSE Printer-80colm-24	Office Equipmen	Office Equipment	27-Jul-09	5 Years	9,975	13.91%	2196
46	Epson Printer - Mettler	Office Equipmen	Office Equipment	28-Jan-10	5 Years	13,151	13.91%	2097
47	Garhwal Aircon -Air Con	Office Equipmen	Office Equipment	17/08/2010	5 Years	78,068	13.91%	6724
48	Garhwal Aircon -Air Con	Office Equipmen	Office Equipment	09-09-10	5 Years	50,707	13.91%	3923
49	Nav Tech Udyog-10 Tro	Office Equipmen	Office Equipment	01-06-11	5 Years	112,500	13.91%	3601
50	3 P. C.'s & 3 Modems	Computer & Prin	Computer & Printer	13-Oct-03	3 Years	82,200	40.00%	80330
51	Pinters	Computer & Prin	Computer & Printer	14-Oct-03	3 Years	17,200	40.00%	16808
52	Computer, Printer & Sca	Computer & Prin	Computer & Printer	03-Dec-03	3 Years	71,250	40.00%	69518
53	PIV Computer	Computer & Prin	Computer & Printer	05-Jan-04	3 Years	15,500	40.00%	16082
54	Printer	Computer & Prin	Computer & Printer	17-Sep-04	3 Years	16,800	40.00%	16185
55	Computers	Computer & Prin	Computer & Printer	01-Feb-08	3 Years	426,272	40.00%	340151
56	HPPrinter	Computer & Prin	Computer & Printer	19-Jun-07	3 Years	7,100	40.00%	6047
57	Computer	Computer & Prin	Computer & Printer	03-Aug-07	3 Years	15,500	40.00%	13036
58	Printer-TVS	Computer & Prin	Computer & Printer	24-Aug-07	3 Years	12,500	40.00%	10451
59	HP Printer	Computer & Prin	Computer & Printer	05-Mar-08	3 Years	49,900	40.00%	39429
60	Hard Disc 750 GB - CCTV	Computer & Prin	Computer & Printer	12-Sep-08	3 Years	22,280	40.00%	16017
61	Computers	Computer & Prin	Computer & Printer	01-Dec-08	3 Years	145,500	40.00%	100008
62	SBL Computers HP- Scar	Computer & Prin	Computer & Printer	19/11/2010	3 Years	27,000	40.00%	3906
63	SBL Computers HP- Lase	Computer & Prin	Computer & Printer	19/11/2010	3 Years	27,000	40.00%	3906
64	Gulab Chand- X-ray roo	Fixtures	Fixtures	06-04-10	Lease Period	76,000	18.10%	24516
65	Net Chair 3 Seater 4 No	Furnitures	Furnitures	08-Nov-03	5 Years	20,360	18.10%	15690
66	sofa	Furnitures	Furnitures	19-Apr-04	5 Years	9,690	18.10%	7269
67	sofa	Furnitures	Furnitures	27/09/05	5 Years	9,000	18.10%	5986
68	Rocks & colding sheets	Furnitures	Furnitures	03-10-06	5 Years	158,977	18.10%	101006
69	Double Bed	Furnitures	Furnitures	21-Sep-07	5 Years	18,000	18.10%	9053
70	Table	Furnitures	Furnitures	21-Sep-07	5 Years	7,650	18.10%	3847
71	Study Table	Furnitures	Furnitures	21-Sep-07	5 Years	20,700	18.10%	10411
72	Sumer & Co- Ladder	Furnitures	Furnitures	05-Mar-10	5 Years	21,000	18.10%	4023
73	Gulab Chand- 2-new sof	Furnitures	Furnitures	28/1/2011	5 Years	28,500	18.10%	876
74	X-Ray Machine	Plant & machine	Plant & machinery	05-Apr-06	5 Years	2,863,750	18.10%	1805946
75	XBIS Smith Heimann Mq	Plant & machine	Plant & machinery	10-Dec-09	5 Years	528,400	18.10%	119676



DELHI

76	EICL Rapiscan	Plant & machine	Plant & machinery	11-Jan-10	5 Years	1,668,000	18.10%	356103
77	Conveyor belts for x-ray	Plant & machine	Plant & machinery	04-Jun-10	5 Years	230,973	18.10%	34361



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Express Industry Council of India

Not Applicable as Not for profit company

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

## Details of User Contributions for the assets

Sr. No.	Contribution name	Asset Name	Extent of User Contribution approved for the project	Year of approval	Tenure for User Contribution Collection	Actual Accumulated Collection till beginning of previous year*	Total Collected proposed in Tariff Year 1	Total Collected proposed in Tariff Year 2	Total Collected proposed in Tariff Year 3	Total Collected proposed in Tariff Year 4	Total Collected proposed in Tariff Year 5
1	<i>Grant</i>	<i>Asset A</i>									
2		<i>Asset B</i>									
3		.....									
4	<i>Development Fee</i>	<i>Assets C</i>									
5											

\* Projected values to be provided

# Fields in italics are indicative only

There are no grants received or development fees charged



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Express Industry Council of India

Not Applicable as Not for profit company

Form F8 (b): Format for providing proposed exclusions from RAB (ref: Section A15 of Appendix I)

Details of Proposed Excluded Assets from RAB

Sr. No.	Asset Name	Book Value	Accumulated Depreciation	Justifications for exclusion	Any Land associated with asset	If yes, Details of Land
1	<i>Asset A</i>					
2	<i>Asset B</i>					
3	.....					
4	.....					
5	.....					

# Fields in italics are indicative only

EICI is not for profit Section 25 Company which aggregates services provided by other Airport Service Providers. The Users of services in a co-operative effort setup EICI so that all express / courier companies could avail of the services provided by EICI.

EICI is not for profit company and does not have RAB as such and to that extent this form is not applicable



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Express Industry Council of India

Form F9: Formats for Forecast and Actual Roll - forward RAB (ref.: Section A15 of Appendix I)

		Forecast for the Control Period							
		2008-2009	Last available audited year	Financial Year before Tariff Year 1*	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Opening RAB*	7,175,428	24,357,387	7,351,296	6,921,711	6,171,711	6,021,711	5,921,711	5,821,711
B	Additions - WIP Capitalisation	27,979,748	2,279,013	912,661	500,000	1,000,000	900,000	800,000	700,000
C	Disposals / Transfers	-	-	-	-	-	-	-	-
D	Depreciation Charge	10,797,789	19,285,104	1,342,246	1,250,000	1,150,000	1,000,000	900,000	750,000
E	Closing RAB (A+B-C-D)	24,357,387	7,351,296	6,921,711	6,171,711	6,021,711	5,921,711	5,821,711	5,771,711
F	Average RAB								

\* While EICI does not have RAB as such, however consolidated details of assets of EICI are been provided as above



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Express Industry Council of India

Not Applicable as Not for profit company

Form F10 (a): Capital Projects Completed before current Review for Roll Forward of RAB (ref: Section A15 of Appendix I)

Project Details

Sr. No.	Project Name	Project Type	Comm. Date	Projected Capital Expenditure																			
				Tariff Year 1				Tariff Year 2				Tariff Year 3				Tariff Year 4				Tariff Year 5			
				Capex	Com.	CDate	WIP	Capex	Com.	CDate	WIP	Capex	Com.	CDate	WIP	Capex	Com.	CDate	WIP	Capex	Com.	CDate	WIP
1	<i>Project 1</i>	<i>Buildings</i>																					
2	<i>Project 2</i>	<i>Vehicles</i>																					
3	<i>Project 3</i>	<i>P &amp; M</i>																					
4	<i>Project 3</i>	<i>F &amp; F</i>																					

Project Details

Sr. No.	Project Name	Project Type	Comm. Date	Projected Capital Expenditure																			
				Tariff Year 1				Tariff Year 2				Tariff Year 3				Tariff Year 4				Tariff Year 5			
				Capex	Com.	CDate	WIP	Capex	Com.	CDate	WIP	Capex	Com.	CDate	WIP	Capex	Com.	CDate	WIP	Capex	Com.	CDate	WIP
1	<i>Project 1</i>	<i>Buildings</i>																					
2	<i>Project 2</i>	<i>Vehicles</i>																					
3	<i>Project 3</i>	<i>P &amp; M</i>																					
4	<i>Project 3</i>	<i>F &amp; F</i>																					

= Fields in italics are indicative only

EICI is not for profit company, expenditures on projects are based on the needs of the Members and the available surplus collected from Members. As the users are in a co-operative effort running EICI there is no direct co-relation between investments and expenditures on assets and returns.



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Express Industry Council of India

Not Applicable as Not for profit company

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

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

Project Details				Estimated WIP, Capex and Commissioning in each year																														
S. N.	Project Name	Project Type	Comm. Date	Financial Year before Tariff Year 1*			Tariff Year 1				Tariff Year 2				Tariff Year 3				.....				Tariff Year 10											
				TCAPEX	TCOMM	WIP	Capex	Fin. Alw	Com.	CDate	WIP	Capex	Fin. Alw	Com.	CDate	WIP	Capex	Fin. Alw	Com.	CDate	WIP	Capex	Fin. Alw	Com.	CDate	WIP	Capex	Fin. Alw	Com.	CDate	WIP			
1	Project 1	Buildings																																
2	Project 2	Vehicles																																
3	Project 3	P & M																																
4	Project 3	F & F																																

Legend	
Project Name	Project Name should be a unique name or a primary key assigned to a capex project
Project Type	Type of the project and the asset class to which the capex project belongs
Comm. Date	Date on which the capital project was commenced
Capex	Year-wise Capex estimated to be incurred on the project excluding any capital receipts like gains, user contributions, etc
WIP	Work-in-progress at the end of every Tariff Year
Com.	Estimated commissioning in a particular Tariff Year
CDate	Estimated date of commissioning in a particular Tariff Year
TCAPEX	Total Capex incurred on the project till the end of previous Control Period excluding any capital receipts like gains, user Contributions, etc.
TCOMM	Total commissioning on the project till the end of previous Control Period
Fin Alw	Project-wise Financing Allowance for the year

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

EICI is not for profit company, expenditures on projects are based on the needs of the Members and the available surplus collected from Members. As the users are in a co-operative effort running EICI there is no direct co-relation between Investments and expenditures on assets and returns.



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Express Industry Council of India  
 Not Applicable as Not for profit company  
 Form F10 (c): Year-wise Capital Expenditure Financing Plans for next 10 years(ref: Section AIS of Appendix I)

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

Project Details		Tariff Year 1				Tariff Year 2				Tariff Year 3				.....				Tariff Year 10					
S. N.	Total Capex Planned	Internal Accrual	Equity infused	User Contributions	Total Debt	Internal Accrual	Equity infused	User Contributions	Total Debt	Internal Accrual	Equity infused	User Contributions	Total Debt	Internal Accrual	Equity infused	User Contributions	Total Debt	Internal Accrual	Equity infused	User Contributions	Total Debt		
1	Project 1																						
2	Project 2																						
3	Project 3																						
4	Project 3																						

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

EICI is not for profit company, expenditures on projects are based on the needs of the Members and the available surplus collected from Members. As the users are in a co-operative effort running EICI there is no direct co-relation between Investments and expenditures on assets and returns. There are no fixed capital expenditure financing plans as users decide how the surplus is to be invested for creation of infrastructure according to the needs of the industry.



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Express Industry Council of India

Not Applicable as Not for profit company

Form F10 (d): Summary Statement of Expenses Capitalised (ref: Section A15 of Appendix I)

Sl. No.	Particulars	Last available audited year*	Financial Year before Tariff Year 1*	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Interest and Finance Charges Capitalised							
B	Cost of raising finance and Bank Charges							
C	Other Expenses Capitalised							
	Employee Expenses							
	Administrative and General Expenses							
	Utilities and Outsourcing Expenses							
	Any Other expense being capitalised							
D	Total Expenses Being Capitalised (A+B+C)							

\* Projected values to be provided

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

EICI is not for profit company, expenditures on projects are based on the needs of the Members and the available surplus collected from Members. As the users are in a co-operative effort running EICI there is no direct co-relation between Investments and expenditures on assets and returns. There are no fixed capital expenditure financing plans as users decide how the surplus is to be invested for creation of infrastructure according to the needs of the industry.



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Express Industry Council of India

Form F10 (e): Additional Capital Projects Summary (ref: Section A15 of Appendix I)

Sl. No.	Particulars	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
E	Opening WIP Assets	2,279,013	500,000	1,000,000	900,000	800,000
	<i>Building</i>					
	<i>Plant &amp; Machinery</i>					
	<i>Electrical Installation</i>					
	<i>Furniture and Fittings</i>					
	....					
F	Additions - New WIP	912,661	500,000	-	-	-
	<i>Building</i>					
	<i>Plant &amp; Machinery</i>					
	<i>Electrical Installation</i>					
	<i>Furniture and Fittings</i>					
	....	2,691,674	-	100,000	100,000	100,000
G	WIP Capitalization					
	<i>Building</i>					
	<i>Plant &amp; Machinery</i>					
	<i>Electrical Installation</i>					
	<i>Furniture and Fittings</i>					
	....					
H	Closing WIP Assets	500,000	1,000,000	900,000	800,000	700,000
	<i>Building</i>					
	<i>Plant &amp; Machinery</i>					
	<i>Electrical Installation</i>					
	<i>Furniture and Fittings</i>					
	....					

# Fields in italics are indicative only

The figures shown above may vary depending upon various factors.



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Express Industry Council of India									
Form F11 (a) : Employee Strength (ref:Section AL5 of Appendix I)									
Sr. No.	Particulars - with detailed breakup	2008-2009	Last available audited year ^	Financial Year before Tariff Year 1 *	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Department - wise Full-Time Employees								
	<i>Administration</i>	1	1	1	1	1	1	1	1
	<i>Operations</i>	8	8	8	10	12	12	12	12
	<i>Accounts</i>	2	2	2	2	2	2	2	2
	<i>Department 4</i>								
B	Department - wise Part-Time/ Contractual Employees								
	<i>Housekeeping</i>	6	8	10	11	12	12	12	12
	<i>Security</i>	20	21	24	26	26	26	26	26

Express Industry Council of India									
Form F11 (b) : Payroll Related Expenditure and Provisions (ref: Section AL5 of Appendix I)									
Sr. No.	Particulars - with detailed breakup	2008-2009	Last available audited year ^	Financial Year before Tariff Year 1 *	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	<i>Salaries and Wages</i>	1,700,892	1,757,350	1,829,754	2,287,193	2,630,271	3,024,812	3,478,534	4,000,314
B	<i>PF Contribution, Gratuity and other funds</i>	-	-	-	-	315,633	362,977	417,424	480,036
C	<i>Medical Expenses</i>	-	-	-	-	-	-	-	-
D	<i>Overtime</i>	-	-	-	-	-	-	-	-
E	<i>Staff Welfare Fund / Expenses</i>	135,932	104,302	110,325	137,906	172,383	215,479	269,348	336,685
F	.....								
1	Grand Total	1,836,824	1,861,652	1,940,079	2,425,099	3,118,287	3,603,268	4,165,306	4,817,037
2	Employee Expenses Capitalised	-	-	-	-	-	-	-	-
3	Net Employee Expenses (1)-(2)	1,836,824	-1,861,652	1,940,079	2,425,099	3,118,287	3,603,268	4,165,306	4,817,037

- \* Projected Values to be provided  
# Fields in italics are indicative only  
^ Information for last financial year for which audited accounts are available



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Express Industry Council of India														
Form F11 (c) - Administration and General Expenditure (ref: Section AL5 of Appendix 1)														
Sr. No.	Particulars - with detailed breakup	Paid to											Remarks	
		2008-2009	%age	Last available audited year *	%age	Financial Year before Tariff Year 1 *	%age	Tariff Year 1	%age	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5	
A	Administration Charges	2,667,977		2,727,029		2,367,096		2,717,929		3,010,435	3,335,358	3,696,426	4,097,816	
	Director's Sitting Fees	-		-		-		-		-	-	-	-	
	Rates & Taxes	-		-		-		-		-	-	-	-	
	Lease / Rent Rates & Taxes	-		-		-		-		-	-	-	-	
	Communication expenses	327,627		214,704		168,582		185,440		203,994	272,382	246,820	271,502	
	Traveling and Conveyance	14,325		11,290		9,823		11,788		14,145	15,974	20,369	24,443	
	Interest	-		-		348,951		-		-	-	-	-	
	Advertisements	-		-		-		-		-	-	-	-	
	Office Maintenance	431,750		633,072		-		-		-	-	-	-	
	Printing and Stationery	347,651		367,963		-		-		-	-	-	-	
	Legal Charges / Auditor's Fees / Consultancy Charges	1,548,604		1,500,000		1,500,000		3,130,000		2,343,000	2,577,300	2,835,030	3,118,533	
	Allocated Overhead Expenses (Provide details)	-		-		-		-		-	-	-	-	
B	Other Charges / Input Cost	65,356,034		48,210,837		64,854,444		69,384,103		80,740,406	91,756,018	105,352,805	120,714,151	
	Rent for Airport	22,776,083	34.98%	26,040,935	51.12%	29,716,443	44.21%	33,876,745	47.60%	38,819,489	44,026,217	50,189,987	57,216,471	14% increase in rent charged by Delhi Cargo Service Centre
	Electricity Charges	1,589,926	2.34%	1,781,647	3.50%	1,316,416	1.99%	1,513,878	2.10%	1,740,960	2,002,104	2,302,420	2,647,783	
	Security Charges (Sterile Area manned by CISF)	-	0.00%	1,262,437	2.49%	1,455,343	2.16%	1,677,720	2.33%	1,845,492	2,030,041	2,233,045	2,456,350	
	Handling Charges	640,319	1.24%	792,000	1.55%	792,000	1.18%	871,200	1.21%	958,320	1,054,152	1,159,567	1,275,524	For handling Import and Export Activity
	Insurance Costs (for terminal)	79,487	0.12%	119,297	0.23%	166,137	0.25%	191,056	0.27%	210,164	231,180	254,298	279,728	
	Contingency charges	-	0.00%	-	0.00%	10,203,802	15.18%	7,640,680	10.60%	10,083,231	10,812,306	12,562,626	14,263,406	
	Repairs & Maintenance	981,397	1.44%	1,402,183	2.75%	2,195,028	3.22%	2,634,034	3.65%	3,029,139	3,483,510	4,006,037	4,506,943	
	Computer Rent	88,706	0.13%	-	0.00%	-	0.00%	-	0.00%	-	-	-	-	
	Godown Rent	994,580	1.46%	246,000	0.48%	270,600	0.40%	290,400	0.40%	319,440	351,384	386,522	425,174	
	Water Charges	378,672	0.56%	373,212	0.73%	352,296	0.52%	405,140	0.56%	465,911	535,798	616,168	708,593	
	Customs Cost Recovery	29,875,825	43.92%	8,711,922	17.10%	10,317,965	15.25%	11,349,762	15.75%	13,616,714	16,343,657	19,612,388	23,534,866	
	Housekeeping Charges	1,342,550	1.97%	1,219,868	2.39%	1,575,949	2.34%	1,733,544	2.40%	1,906,898	2,097,588	2,307,347	2,538,082	
	Security Charges	1,997,180	2.94%	3,338,225	6.55%	2,975,663	4.34%	3,273,229	4.54%	3,600,552	3,990,607	4,356,668	4,792,325	
	Transportation Charges	2,692,130	3.95%	2,733,119	5.30%	2,756,790	4.01%	3,032,466	4.21%	3,325,716	3,659,268	4,036,217	4,439,839	
	Miscellaneous Expenses	719,199	1.06%	190,992	0.37%	760,212	1.12%	874,244	1.21%	1,005,380	1,156,187	1,329,615	1,529,057	
C	Grand Total	68,024,011		50,937,866		67,221,540		72,082,032		83,750,841	95,089,376	109,049,231	124,811,967	
D	Administration & General Expenses capitalised	-		-		-		-		-	-	-	-	
E	Net A & G expenses (E1-F)	68,024,011		50,937,866		67,221,540		72,082,032		83,750,841	95,089,376	109,049,231	124,811,967	

X-Ray Charges	EIAL & CSC	13,274,574		39,197,545		11,257,248		15,040,515						Screening Charges are collected @Rs. 1.25 Per Kg. and Rs. 1.10 is paid to EIAL and Rs. 0.65 is paid to CSC consultants.
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Express Industry Council of India

Form F11 (d) : Repair and Maintenance Expenditure (ref: Section AL5 of Appendix I)

Sr. No.	Particulars - with detailed breakup	Last available audited year ^	Financial Year before Tariff Year 1 *	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Building							
B	Plant & Machinery	1,402,183	2,195,028	2,634,034	3,029,139	3,483,510	4,006,037	4,606,943
C	Electrical Installation							
D	Furniture and Fittings							
E	.....							
1	Grand Total	1,402,183	2,195,028	2,634,034	3,029,139	3,483,510	4,006,037	4,606,943

Please Note: These figures are reflected in Form 11 (c)



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Express Industry Council of India								
Form F11 (e) : Utilities and Outsourcing Expenditure (ref: Section AL5 of Appendix I)								
Sr. No.	Particulars - with detailed breakup	Last available audited year ^	Financial Year before Tariff Year 1 *	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Utilities Costs	2,154,859	1,668,712	1,919,019	2,206,872	2,537,902	2,918,588	3,356,376
	Power Charges							
	Units Consumed							
	Effective Unit Rate							
	Power Costs	1,781,647	1,316,416	1,513,878	1,740,960	2,002,104	2,302,420	2,647,783
	Water Charges							
	Units Consumed							
	Effective Unit Rate							
	Power Costs	373,212	352,296	405,140	465,911	535,798	516,168	708,593
	Other - Mention all the applicable heads							
	.....							
B	Department - wise Outsourcing Costs	19,706,198	17,826,948	19,649,243	23,360,197	27,789,176	33,077,025	39,392,435
	Airfield Services & Facilities	792,000	792,000	910,800	1,047,420	1,204,533	1,385,213	1,592,995
	Terminals	18,914,198	15,458,999	17,004,899	20,405,879	24,487,054	29,384,465	35,261,358
	Maintenance							
	Cleaning	-	1,575,949	1,733,544	1,906,898	2,097,588	2,307,347	2,538,082
	.....							
1	Grand Total	21,861,057	19,495,660	21,568,262	25,567,069	30,327,078	35,995,613	42,748,811
2	Utilities and Outsourcing expenses capitalised	-	-	-	-	-	-	-
3	Net utilities and Outsourcing expenses (1)-(2)	21,861,057	19,495,660	21,568,262	25,567,069	30,327,078	35,995,613	42,748,811

Please Note: These figures are reflected in Form 11 (c)



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Express Industry Council of India								
Form F11 (f) - Other Outflows (ref: Section AL5 of Appendix I)								
Sr. No.	Particulars	Last available audited year #	Financial Year before Tariff Year 1 *	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Interest	-	**348951	-	-	-	-	-
B	Pre-Closure Charge	-	-	-	-	-	-	-
C	.....							
1	Grand Total	-	-	-	-	-	-	-

\* Projected Values to be provided

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

\*\* These are interest charges paid on Service Tax and TDS and other statutory dues and not on loans as such per se



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## Express Industry Council of India

## Form F11 (g) - Current Assets and Liabilities (ref: Section AL5 of Appendix I)

Sr. No.	Particulars	2008-2009	Last available audited year #	Financial Year before Tariff Year 1 *	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Current Assets, Loans and Advances	32,664,410	37,860,596	42,010,833	44,793,481	44,860,210	47,069,500	49,824,926	52,903,664
	Sundry Debtors	7,323,879	9,087,576	10,709,855	11,693,481	12,710,210	14,369,500	16,524,926	19,003,664
	Inventories	-	-	-	-	-	-	-	-
	Cash and Bank Balances	1,142,445	656,580	573,986	600,000	650,000	700,000	800,000	900,000
	Loans and Advances	24,198,086	28,116,440	30,726,992	32,500,000	31,500,000	32,000,000	32,500,000	33,000,000
	Others	-	-	-	-	-	-	-	-
	TOTAL OF 'A'	32,664,410	37,860,596	42,010,833	44,793,481	44,860,210	47,069,500	49,824,926	52,903,664
B	Current Liabilities and Provisions								
I	Current Liabilities	39,586,058	46,062,160	36,791,502	40,000,000	40,500,000	41,000,000	41,500,000	42,000,000
	Sundry Creditors	39,542,568	46,062,160	36,791,502	40,000,000	40,500,000	41,000,000	41,500,000	42,000,000
	Liabilities towards Suppliers	-	-	-	-	-	-	-	-
	.....	-	-	-	-	-	-	-	-
II	Provisions	43,490	-	-	-	-	-	-	-
	.....	-	-	-	-	-	-	-	-
	TOTAL OF 'B' (I+II)	39,629,548	46,062,160	36,791,502	40,000,000	40,500,000	41,000,000	41,500,000	42,000,000
C	NET CURRENT ASSETS = (A-B)	(6,965,138)	(8,201,564)	5,219,331	4,793,481	4,360,210	6,069,500	8,324,926	10,903,664

\* Projected Values to be provided

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



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Express Industry Council of India									
Form F12 (a) - Historical and Projected Cargo Volumes in tonnes (ref: Section AL6 of Appendix i)									
Year	International								Forecast Error Correction band *
	Loaded				Unloaded				
	General	Perishable	Valuable	Courier/Kgs	General	Perishable	Valuable	Courier/Kgs	
2003-04									
2004-05				0				0	
2005-06				0				0	
2006-07				8112844				2847334	
2007-08				7998874				2470917	
2008-09				7206486				1798798	
2009-2010				7502405				2577917	
2010-2011				7125031				3343681	
2011-2012				7267532				3611175	
2012-2013				7848934				3972293	
2013-2014				8790806				4568137	
2014-2015				10109427				5253358	
2015-2016				11625841				6041361	
2016-2017				12788425				6645497	
2017-2018				14067268				7310047	
2018-2019				15473995				8041052	
2019-2020				17021395				8845157	



## Express Industry Council of India

## Form 12 (b) - Historical Aircraft Movements (ref.: Section A16 of Appendix I)

Year	Domestic (Landing)	International (Landing)
2003-04	N. A.	N. A.
2004-05	N. A.	N. A.
2005-06	N. A.	N. A.
2006-07	N. A.	N. A.
2007-08	N. A.	N. A.
2008-09	N. A.	N. A.
2009-10	N. A.	N. A.
2010-2011*	N. A.	N. A.

\* Projected values to be provided



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Express Industry Council of India

Not Applicable

Form 12 (c) - Projected Aircraft Movements (ref.: Section A16 of Appendix I)

Year	Domestic (Landing)			International (Landing)			Forecast Error Correction band
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative	
2011-2012	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2012-2013	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2013-2014	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2014-2015	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2015-2016	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2016-2017	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2017-2018	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2018-2019	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2019-2020	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2020-2021	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.



DELHI

12(d)

Express Industry Council of India

Not Applicable

Form 12 (b) - Historical and Projected fuel throughput kilolitres (ref.: Section A16 of Appendix I)

<i>Year</i>	<i>Domestic Flights</i>	<i>International Flights</i>	<i>Forecast Error Correction Band*</i>
2003-04	N. A.	N. A.	N. A.
2004-05	N. A.	N. A.	N. A.
2005-06	N. A.	N. A.	N. A.
2006-07	N. A.	N. A.	N. A.
2007-08	N. A.	N. A.	N. A.
2008-09	N. A.	N. A.	N. A.
2009-10	N. A.	N. A.	N. A.
2010-2011	N. A.	N. A.	N. A.
2011-2012	N. A.	N. A.	N. A.
2012-2013	N. A.	N. A.	N. A.
2013-2014	N. A.	N. A.	N. A.
2014-2015	N. A.	N. A.	N. A.
2015-2016	N. A.	N. A.	N. A.
2016-2017	N. A.	N. A.	N. A.
2017-2018	N. A.	N. A.	N. A.
2018-2019	N. A.	N. A.	N. A.
2019-2020	N. A.	N. A.	N. A.
2020-2021	N. A.	N. A.	N. A.

# Fields in italics are indicative only

\* Applicable for forecasted years only

\* Projected values to be provided



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## Express Industry Council of India

## Form F13 (a) - Historical and Projected revenues from Regulated Services (ref: Section AL7 of Appendix I)

Sr. No.	Particulars	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16
		Revenues	Revenues	Revenues	Revenues	Revenues	Revenues	Revenues	Revenues
A	Revenues from Regulated Services								
1	<i>Facilitation Fees</i>	42,472,988	61,706,650	68,248,168	77,956,537	84,734,736	95,796,669	110,166,170	126,691,096
2	<i>X-Ray Charges</i>	43,274,574	39,197,545	11,757,248	15,040,515	13,735,635	15,383,911	17,691,497	20,345,222
3	<i>Detention Charges</i>	1,957,619	1,524,071	3,262,566	3,588,823	3,947,705	4,342,476	4,776,724	5,254,396
	Total Revenues	44,430,607	63,230,721	71,510,734	81,545,360	88,682,441	100,139,145	114,942,894	131,945,492

# Fields in italics are indicative only

X ray Screening Charges are collected @Rs. 1.65 Per Kg. and Rs. 1.10 is paid to DIAL and Rs. 0.65 is paid to CSC simultaneously and hence not included in total revenues



## Express Industry Council of India

## Form F13 (b) : Historical and Projected Revenues from Services other than Regulated Services (ref: Section AL7 of Appendix I)

Sr. No.	Particulars	Last available audited year ^	Financial Year before Tariff Year 1 *	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Revenues from Services other than Regulated Services	10,880,555	7,580,113	5,565,854	6,495,073	7,433,383	8,496,057	9,400,505
1	Revenues from Membership Subscription	-	-	-	-	-	-	-
2	Revenues from Conference Facility Charges	-	-	-	-	-	-	-
3	Revenues from User Access Fees	-	5,059,867	5,565,854	6,345,073	7,233,383	8,246,057	9,400,505
4	Revenues from Auction Proceeds	438,467	246,771	-	150,000	200,000	250,000	-
5	Revenues from Identity Cards	5,354,671	524,600	-	-	-	-	-
6	Revenues from X-Ray Charges	5,087,417	1,748,875	-	-	-	-	-
B	Other Revenues	-	-	-	-	-	-	-
1	Revenues from Interest Income	-	-	-	-	-	-	-
2	Revenues from Any Other Sources (Please Specify)	-	-	-	-	-	-	-
	Total Revenues	10,880,555	7,580,113	5,565,854	6,495,073	7,433,383	8,496,057	9,400,505

\* Please note that these incomes are not regular income, hence we have not incorporated in our income statement



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28<sup>th</sup> March 2012



To  
The OSD  
Airports Economic Regulatory Authority of India  
Administrative Complex  
Safdarjung Airport  
New Delhi - 110003

KIND ATTN: MR. C.V. DEEPAK.

**Sub: MYTP proposal for Express Industry Council of India.**

Sir,

Further to our earlier submissions and follow up discussions as requested we are enclosing herewith the following documents in order to enable you to approve our MYTP proposal submitted for Mumbai Bangalore and Delhi.

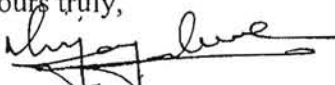
1. A list of the members of EICI which constitutes the bulk of the courier companies which use the EICI terminals at Delhi Mumbai and Bangalore.
2. Certified true copy of the extract of the meeting held at EICI Headquarters in Mumbai on 20.01.2012 regarding the charges to be revised in Mumbai and recording the fact that the tariff should be approved by AERA.
3. Undertaking in Form A and Form B in respect of earlier submissions.

As submitted before, it is important that we request that the MYTP proposal be approved at the earliest and the customs cost recovery charges and the x-ray screening charges at Mumbai be kept separate as EICI does not levy the charges and only collects them from the users and the collection are handed over to customs and MIAL without any addition or service charge levied by EICI.

The approval could be made subject to the pre condition that customs cost recovery charges may be approved separately as per the actual payment made to customs as long as EICI does not levy any service charge or retain any such payment. This is requested as the customs charges may be revised downwards or upwards depending upon various factors such as the number of officers, D.A. etc. and hence will necessitate AERA approval every time this change takes place. It is hence suggested that the approval be granted separately for customs charges and x-ray screening charges subject to the above rider.

We would be deeply obliged if the MYTP approval could kindly be granted at your earliest convenience keeping in mind the fact that EICI is already making payment to customs at revised rates without being able to recoup the same from the users pending AERA approval.

With best regards,  
Yours truly,

  
Vijay Kumar  
Encl: As above.

**Express Industry Council Of India**

501, Crystal Centre, Raheja Vihar,

Off. Chandivan Farm Road, Powai, Mumbai - 400 072.

Tel. : +91 22 4057 1111 Fax : +91 22 4057 1100 www.eiciindia.org



## EXPRESS INDUSTRY COUNCIL OF INDIA Member Companies

- Aramex India Pvt. Ltd.
- Blue Dart Express Limited
- DHL Express (I) Pvt. Ltd.
- DPD Continental Private Limited
- DTDC Couriers & Cargo Ltd.
- East West Freight Carriers Pvt. Ltd
- Expressit Logistics Worldwide Ltd.
- Federal Express Corporation
- Federal Express Services India Pvt Ltd.
- First Flight Couriers Ltd
- GAC Logistics (P) Ltd.
- GATI Limited
- Grand Slam Express Pvt. Ltd.
- ICC Worldwide
- JTB Jupiter Express Services Pvt. Ltd.
- Network Express Service Pvt. Ltd
- OM Freight Forwarders Pvt. Ltd.
- Overseas Courier Service
- Overnite Express Limited
- Safexpress Pvt. Ltd.
- Skycom Express Pvt Ltd
- Skypak Service Specialists Ltd.
- Skynet Worldwide Express Pvt. Ltd.
- Suntika Couriers Pvt. Ltd.
- TCI XPS
- TNT India Pvt. Ltd.
- Tradewings Express Couriers Pvt. Ltd.
- UPS Jetair Express Pvt. Ltd.

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**EXTRACT OF THE MINUTES OF THIRD MEETING (2011-2012) OF THE  
MANAGING COMMITTEE OF EICI HELD ON FRIDAY, 20<sup>TH</sup> JANUARY  
2012 AT 11.00 AM AT THE CONFERENCE ROOM, EICI EXPRESS  
TERMINAL, SAHAR, MUMBAI – 400 099.**

**3) Finances of the Council**

- b) Thereafter the Committee reviewed the Income and Expenditure Account of Mumbai for rate increase due to increase in Customs Cost Recovery. The Customs had revised the Cost Recovery charges based on the actual number of Customs Staff deployment at Mumbai Terminal and based on that there will be huge impact on the revenue of Mumbai. The Committee was of the view that we should rationalize the staff based on Delhi Operations. It was decided to prepare an analysis for Mumbai & Delhi for the number of staff posted at both the places and send it to the Managing Committee Members. The Committee was of the view that EICI should split the existing Facilitation Fees in to Customs Charges and Facilitation Fees. C.O.O. pointed out that before bringing this into effect EICI will have to present it before Airports Economic Regulatory Authority of India (AERA) and take their approval. During the Course of discussion the Committee agreed to the rates proposed and the same shall be implemented once AERA approval is received.

Redacted



## Schedule

This schedule contains the various specified forms that relate to specific Clause(s) of the Guidelines or Section(s) of the Appendix, as the case may be.

Form A: (ref: Section A1.1 of Appendix I)

**BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA**

**AT NEW DELHI**

**SUBMISSION OF MULTI YEAR TARIFF PROPOSAL FOR AND ON BEHALF OF:**

M/S EXPRESS INDUSTRY COUNCIL OF INDIA

I, Vijay Kumar, aged 51 resident of Flat No 502-B, Sunview, Tilak Nagar, Mumbai – 400089 acting in my official capacity as Chief Operating Officer in M/s Express Industry Council of India having its registered office at 501, Crystal Centre, Raheja Vihar, Off. Chandivali Farm Road, Powai, Mumbai – 400072 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s Express Industry Council of India in the matter of making this submission before the Airports Economic Regulatory Authority of India, New Delhi ('the Authority');
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of this submission which include inter alia (i) Business Plan; (ii) Information relating to the Regulatory Building Blocks; (iii) Competition Assessment; (iv) Historical and Forecasted Volumes; and (v) Historical Revenues, are correct and true to my knowledge and belief and nothing material has been concealed there form.

Sd/



Place

Date:

**Express Industry Council Of India**

501, Crystal Centre, Raheja Vihar.

CP No. 21/2012-13/MYTP/EIC/De/2011/12 Off. Chandivali Farm Road, Powai, Mumbai - 400 072.

Tel. : +91 22 4057 1111 Fax : +91 22 4057 1100 www.eiciindia.org

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Form B: (ref: Section A1.8 of Appendix I)

BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA  
AT NEW DELHI

SUBMISSION OF PROPOSAL FOR DETERMINATION OF ANNUAL TARIFF FOR AND ON BEHALF OF:

M/S EXPRESS INDUSTRY COUNCIL OF INDIA

I, Vijay Kumar, aged 51 resident of Flat No 502-B, Sunview, Tilak Nagar, Mumbai – 400089 acting in my official capacity as Chief Operating Officer in M/s Express Industry Council of India having its registered office at 501, Crystal Centre, Raheja Vihar, Off. Chandivali Farm Road, Powai, Mumbai – 400072 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s Express Industry Council of India in the matter of making this submission before the Airports Economic Regulatory Authority of India, New Delhi ('the Authority');
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of this submission which include inter alia

(i) Proposed detailed break – up of Tariff(s) based on Clause 11.2 where the Authority has specified a light touch approach for the duration of the Control Period, pursuant to Clause 3.2 (strifeout whichever is not applicable); and

(ii) Justifications, are correct and true to my knowledge and belief and nothing material has been concealed there from.

Sd/

Place

Date:

Express Industry Council Of India  
501, Crystal Centre, Raheja Vihar.

CP No. 21/2012-13/MYTP/EIC/De/2012/12 Chandivali Farm Road, Powai, Mumbai - 400 072.

MINUTES OF THE THIRD MEETING OF THE MANAGING COMMITTEE OF EICI HELD ON FRIDAY, 20TH JANUARY 2012 AT 11.00 AM AT THE CONFERENCE ROOM, EICI EXPRESS TERMINAL, SAHAR, MUMBAI - 400 099

Present:

- 1) Mr. R. K. Saboo : Chairman
- 2) Mr. Taarek Hinedi : Vice Chairman
- 3) Mr. Anil Khanna : Member, Managing Committee
- 4) Mr. Malcolm Monteiro : Member, Managing Committee
- 5) Mr. Ashish Nain : Member, Managing Committee
- 6) Mr. Stephen Rose : Member, Managing Committee
- 7) Mr. Vijay Kumar : Chief Operating Officer
- 8) Mr. Bhojappa Sheelwant : Manager Accounts
- 9) Mr. Amit Balarathinam : Manager Operations

By Invitation:

- 1) Mr. Mark Martyn Fisher ; UPS Jetair Express Pvt. Ltd.

1) Minutes

The Minutes of the First Meeting of the Managing Committee of EICI held on Friday, 17th November 2011 at Conference Room, EICI Express Terminal, C. S. I. Airport, Mumbai - 400099 were read and approved by the Chairman.

2) Council Matters

a) ROC Requirements

To pass a Resolution by the Board of Directors of EICI pursuant to Section 301 of the Companies Act, 1956

Manager Accounts informed the Committee that Board of Directors have to pass a Resolution pursuant to Section 301 of the Companies Act, 1956 to ratify all the transactions entered into by the Company as contemplated under that Section providing services to Companies of which Director are a Member or Director.

The Committee Members after reviewing signed the Register placed before the Committee.

b) Membership Election of Skycom Express Pvt. Ltd. in the Associates Category

The Committee thereafter considered an Application and other details together with payments received from Skycom Express Pvt. Ltd., Shop No. 1, Koteshwar Palace, Jeeva Mahal Marg, Off. Sahar Road, Andheri (E), Mumbai - 400 069 for admission in the Associates Category of EICI.

The Application and related information about the Company were read out in the Meeting. The Managing Committee unanimously accepted the application of Skycom Express Pvt. Ltd in the Associates Category with effect from 20th January 2012. Following Resolution was passed:

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"RESOLVED THAT M/s. Skycom Express Pvt. Ltd., Shop No. 1, Koteswar Palace, Jeeva Mahal Marg, Off. Sahar Road, Andheri (E), Mumbai - 400 069 be and is hereby admitted in the Associates Category of EICI from 20th January 2012"

The Resolution was passed unanimously and Manager Accounts was advised to inform the Company and take appropriate action in the matter.

3) Finances of the Council

a) Consolidated Provisional Income and Expenditure Account for Mumbai / Delhi / Bangalore for the period April 2011 to December 2011.

The Committee thereafter reviewed the Consolidated Provisional Income and Expenditure Account for Mumbai / Delhi / Bangalore for the period April 2011 to December 2011. C. O. O. pointed out that there is an error in Mumbai Income & Expenditure Account and due to that the Mumbai Margin had gone down. Chairman instructed Manager Accounts to have due diligence while preparing the MIS Reports.

b) Thereafter the Committee reviewed the Income and Expenditure Account of Mumbai for rate increase due to increase in Customs Cost Recovery. The Customs had revised the Cost Recovery charges based on the actual number of Customs Staff deployment at Mumbai Terminal and based on that there will be huge impact on the revenue of Mumbai. The Committee was of the view that we should rationalize the staff based on Delhi Operations. It was decided to prepare an analysis for Mumbai & Delhi for the number of staff posted at both the places and send it to the Managing Committee Members. The Committee was of the view that EICI should split the existing Facilitation Fees into Customs Charges and Facilitation Fees. C. O. O. pointed out that before bringing this into effect EICI will have to present it before Airports Economic Regulatory Authority of India (AERA) and take their approval. During the course of discussion the Committee agreed to the rates proposed and the same shall be implemented once AERA approval is received.

Redacted

The Committee thereafter discussed about the status of Dr. M. G. Venugopalan's progress on waiving off the entire Customs Cost Recovery. C. O. O. pointed out that it has been already been sent to the Expenditure Department, Ministry of Finance for their approval.

c) Outstanding Statement of Mumbai, Delhi & Bangalore

The Committee also noted that the outstanding were under control. The Committee however felt that the outstanding should be kept at minimum.

d) Approvals

1) Explosive Trace Detector

Managing Committee Members suggested checking that if BCAS Law states that we should have a mobile detector then EICI should procure it or else we should continue with the existing one for both Mumbai and Delhi.

The Committee thereafter approved the following payments and passed the following resolution:

**"RESOLVED THAT the Committee approves the following payments as given below:**

Sr. No.	Particulars	Vendor	Amount	Remarks
01	UPS – Power Backup for 01 Hour	M/s. Comnet Solutions Pvt. Ltd.	Rs. 39,000/- + Taxes	For Mumbai
02	Frisking Room for Female visitors with enclosure at Terminal Access Point	M/s. A3B.	Rs. 77,500/- + Taxes + 8% Professional Charges	For Mumbai
03	Barb Wire Fencing Between EICI and Blue Dart Periphery Wall	M/s. Premier Technics	Rs. 57,750/- + Taxes	For Mumbai
04	03 Cupboards	M/s. Sai Steel Range Storage Systems Pvt. Ltd.	Rs. 25,920/- + Taxes	For Mumbai
05	Angle Frame Rack for shipments stored in Chemical Hold Area on 01st Floor	M/s. Sai Steel Range Storage Systems Pvt. Ltd.	Rs. 53,220/- + Taxes	For Mumbai
06	Angle Frame Rack for Detention Room in Export Area	M/s. Sai Steel Range Storage Systems Pvt. Ltd.	Rs. 22,410/- + Taxes	For Mumbai
07	Study for The Express Services Industry in India	CRISIL	Rs. 15,50,000/- + Taxes	
08	Facilitating Trade and Global Competitiveness - 1000 Copies Printing	Oxford University Press India	Rs. 4,72,500/-	
09	Facilitating Trade and Global Competitiveness - Book Release	CII	Rs. 4,05,000/-	
10	Advance Order for execution of change request (Change in code where efforts > 3 days) need to be done for ECCS system, till the efforts in man months (mentioned in Efforts columns) are consumed.	Wipro Ltd.	Rs. 20,92,500/- + Taxes	
11	1. Training Efforts Unit Price calculation is @Rs: 1,65,000/- per month (08 working days). 2. Boarding and lodging in Mumbai for 02 persons for 04 days	Wipro Ltd.	Rs. 94,400/- + Taxes	
12	Changes in Migration Technique of CTSH and Currency Dump alongwith implementation in production	Wipro Ltd.	Rs. 2,12,040/- + Taxes	
13	AMC of Weblogic Licence	Oracle India	Rs. 11,89,431/- + Taxes	
14	AMC of 24 Port LAN Switch, RHEL Support for 03 Years, Anti-Virus for Linux Machine and for the Sun Fire Servers and UTM Firewalls	Wipro Ltd.	Rs. 15,91,929/- + Taxes	
15	E-Lock Digital Signature AMC renewal, E-Lock FormSeal, Bulk Upload Module	Timeless Learning Technologies Pvt. Ltd.	Rs. 1,29,600/- + Taxes	
16	RMD Connectivity for RMS Integration with ECS Risk Management Division, 13, Sir Vithaldas Thakersay Marg, Opp. Patkar Hall, New Marine Lines, Mumbai – 400 020 MPLS 2 MBPS Connectivity	Tata Communications Ltd.	Rs. 2,60,000/- + Taxes per Annum and Rs. 40,000/- + Taxes Non-Recurring Charges (One Time)	
17	Data Migration Connectivity 1) Location Delhi IDC: Videsh Sanchar Bhawan, 3rd & 4th Floor, Greater Kailash Part 1, Near Savitri Cinema, New Delhi – 110 024 2) Location (Chennai) IDC: Videsh Sanchar Bhawan, 1st Floor, 4-Shivanind Salai, Chennai – 31	Tata Communications Ltd.	Rs. 5,92,726/- + Taxes per annum and Rs. 1,30,000/- + Taxes Non-Recurring Charges (One Time)	
18	Managed Services Proposal	Wipro Ltd.	Rs. 1,66,82,000/- + Taxes	



CHAIRMAN'S INITIALS

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e) **Authorizing Mr. Bhojappa S. Sheelwant for filing MVAT Returns**

In view of Mr. Farrokh M Morena, Secretary General retiring, the Committee authorized Mr. Bhojappa S. Sheelwant, Manager (Accounts) to file and sign the MVAT Returns and to attend matters as and when necessary before Maharashtra Value Added Tax Authorities. The following resolution was passed:

**"RESOLVED THAT Mr. Bhojappa S. Sheelwant, Manager (Accounts) be and is hereby authorized to file and sign the MVAT Returns and to attend matters as and when necessary before Maharashtra Value Added Tax Authorities".**

The Resolution was passed unanimously.

f) **Resolution authorizing use of Digital Signature for filing Income Tax Returns**

The Chairman pointed out that the EICI's Income Tax Returns were digitally signed by Mr. Farrokh M Morena, Secretary General. Now since he is retired Mr. Vijay Kumar, C. O. O. or Mr. Bhojappa S Sheelwant, Manager (Accounts) are authorized to file the Income Tax Returns as required under the Income Tax Act, 1961.

A Resolution will be required to be passed by the Managing Committee in this regard. Following Resolution was passed:

**"RESOLVED THAT the Managing Committee of EICI be and hereby authorizes Mr. Vijay Kumar, C. O. O. or Mr. Bhojappa S Sheelwant to sign Digitally Annual Income Tax Returns and such other documents that are required to be filed / submitted to Income Tax Authorities."**

The Resolution was passed unanimously.

g) **Resolution authorizing use of Digital Signature for filing Annual Returns**

The Chairman pointed out that the EICI's Annual Returns and other ROC Documents were digitally signed by Mr. Farrokh M Morena, Secretary General. Now since he is retired and as per ROC guidelines only Managing Committee Member can digitally sign the documents hence Mr. R. K. Saboo, Chairman or Mr. Dilip Kulkarni, Hon. Treasurer are authorized to file the Annual Returns and other ROC Documents as required as per the Companies Act, 1956.

A Resolution will be required to be passed by the Managing Committee in this regard. Following Resolution was passed:

**"RESOLVED THAT the Managing Committee of EICI be and hereby authorizes Mr. R. K. Saboo, Chairman or Mr. Dilip Kulkarni, Hon. Treasurer to sign Digitally Annual Returns and other ROC documents that are required to be filed / submitted to Registrar of Companies as per the Companies Act, 1956."**





HELD AT \_\_\_\_\_

ON \_\_\_\_\_

TIME \_\_\_\_\_

4) Any Other Businessa) Kolkata Sales Tax Issue:

Chairman pointed out that with regard to the Kolkata Sales Tax Issue the Member Companies should write to EICI about their concerns and in turn EICI should take it up with Kolkata Sales Tax Department.

b) Chennai Terminal:

Chairman pointed out that the Chennai Terminal agreement is due for renewal by mid of 2012. Chairman pointed out that Express Companies like FedEx, DHL, etc. should go together with EICI and have a dialogue with the Chairman, Airports Authority of India.

5) Date of Next Meeting

It was decided to convene the Fourth Meeting of the Managing Committee on Friday, 23rd March 2012 at 11:00 AM at the Conference Room of EICI Express Terminal, C. S. I. Airport, Air Cargo Complex, Sahar, Mumbai – 400 099.

Since there were no other items to be considered, the Meeting terminated with Vote of Thanks to the Chair

\* \* \* \* \*

I confirm that these Minutes are the official records of the Third Managing Committee meeting held on 20th January 2012.

*Rajkumar Saboo*

Chairman



EICI/AERA/643  
23rd February 2012

Mr. C. V. Deepak  
OSD - II  
AERA Building,  
Administrative Complex,  
Safdarjung Airport,  
New Delhi - 110 003

*Handwritten notes:*  
AERA (Mumbai)  
AERA (Delhi)

Sir,

*Handwritten:*  
RW  
02/3/12

Sub: Submission of MYTP for the First Control Period and request for approval of Tariff as per Form 14(b)

*Handwritten:*  
10-11/2012  
02/03/12

We have the honor to refer to your letter AERA/20010/MYTP/EICI/C/Del/2011-12/2259 dated 16th January 2012 and our submission dtd 7<sup>th</sup> February, 2012 wherein we had submitted the revised MYTP for Delhi, Mumbai and Bangalore airports. Pursuant to the discussions on the 23<sup>rd</sup> February, 2012 we are enclosing herewith the following revised/additional documents:

1. A copy of the MYTP proposal for the period from 1<sup>st</sup> April, 2011 to 31<sup>st</sup> March, 2012 and for the period from 1<sup>st</sup> April, 2012 to 31<sup>st</sup> March, 2013 for Delhi, Mumbai and Bengaluru.
2. A certified copy of the rates applicable during the period from 1<sup>st</sup> April, 2011 to date based on the resolutions passed by the Managing Committee of EICI based on consultation among member representatives.
3. A copy of letters of demand raised by customs on account of cost recovery charges.

*Handwritten:* not incl.

While the tariff is being submitted for your approval, we wish reiterate our submissions vide our letter dtd 7<sup>th</sup> February, 2012 in which we had pointed out that certain charges that do not accrue to EICI, however which are collected by EICI and paid to the Government or the agency rendering those services. These are essentially two types of charges which are as under:

1. (a) **Customs Charges** levied by the Government for providing officers on a cost recovery basis which are recovered from the users and paid to the Government. The rates are dependent on the number of officers provided and the volume of the shipments processed over a period of time which varies from time to time. While strictly speaking these are not charges accruing to EICI, they have still been separately mentioned in Annexure 14 (b) so that the same may be approved if required as long as flexibility is provided to vary the same based on Government demand.
- (b) **Customs cost recovery arrears on account of 6<sup>th</sup> pay commission** - A demand for arrears on account of retrospective increases in salaries of customs officers on account of the VIth pay commission has been received by EICI, copy enclosed. The amount of Rs. 94,85,658/- is required to be paid to the Customs department at Mumbai and Rs 2,73,11,835/- at Delhi, which is hoped to be paid by levy and collection of a "Customs cost recovery arrears surcharge" which has also been mentioned in Form 14(b) for the MYTP for Mumbai and Delhi. The same may kindly be approved on an urgent basis in case it requires approval as we need to charge the same immediately failing which our emergency reserves will get adversely impacted which are being used to pay the Government customs charges at present since April, 2011.

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In case no approval is required being Government charges, a clarification may kindly be issued to enable us to collect the charges from the users forthwith, subject to the following conditions (a) that EICI will collect these charges and deposit with customs and no part of such collections will be retained by EICI and (b) EICI shall provide a certificate to this effect annually.

2. **X-ray screening charges-** The x-ray screening charges comprise of use of the x-ray machine and the manpower charges for screening. These are being collected by EICI and being paid to DIAL/MIAL and CSC respectively at Delhi and Mumbai and no additional fee is collected or charged by EICI and hence these revenues do not accrue to EICI. These rates are to be approved by AERA as DIAL, MIAL and CSC are service providers of services at airports and we presume that their tariff will be approved by AERA.

While strictly speaking these are not charges accruing to EICI, they have still been separately mentioned in Annexure 14 (b) so that the same may be approved if required as long as flexibility is provided to vary the same based on the demand by the Government and the respective service provider after approval by AERA.


Please note that while these charges are not part of the Facilitation charges levied by EICI and also variable in nature, we still deemed it appropriate to place the same on record. In the final tariff approval, these re-imburement of Customs charges and X ray charges may not be included if deemed appropriate as it may not be practically possible to seek your quick approval with the changing dynamic of the rates. It is for this reason that we have not provided any future projections for the Customs charges and x-ray charges. In case EICI is permitted to do x-ray screening on its own without paying any royalty or fee to DIAL/MIAL we shall reduce the charges recouped from the users accordingly.

We hence request that the MYTP Proposal for the First Control Period for Mumbai, Delhi and Bangalore be kindly approved accordingly on an urgent basis.

Also a clarification regarding the customs charges may kindly be issued urgently as the same is threatening the financial viability of EICI as a body.

Kindly acknowledge receipt.

With high regards,  
For EXPRESS INDUSTRY COUNCIL OF INDIA

  
BHOJAPPA S SHEELWANT  
MANAGER (ACCOUNTS)

20822/2012/Secy - 2/5 -  
7/6/12



EICI/AERA/837  
06th June 2012

Capt. Kapil Chaudhary  
Secretary  
Airports Economic Regulatory Authority of India  
AERA Building, Administrative Complex,  
Safdarjung Airport,  
New Delhi - 110 003

Sub: Submitting Form 14(b) and 14(c)

Madam,


We refer to your meeting held with Mr. P. S. Chhetri, Head of Operations of EICI in Delhi and Mr. Ranjit S. Walia, Regulatory advisor, EICI on 18th May 2012.


As desired we are submitting Form 14(b) and 14(c) duly filled in without leaving any column blank and making no changes in the MYTP submitted earlier. Request you to kindly take into records and acknowledge.

With high regards,

For EXPRESS INDUSTRY COUNCIL OF INDIA

  
VIJAY KUMAR  
CHIEF OPERATING OFFICER

  
OSD-II  
67/06/12

  
7/6/12

EICI/AERA/900  
23rd July 2012

Mr. C. V. Deepak  
OSD - II  
AERA Building,  
Administrative Complex,  
Safdarjung Airport,  
New Delhi – 110 003

Sir,

Sub: Submission of MYTP for 2011-12, 2012-13 & 2013-14 for approval of Tariff as per Form 14(b)

We have the honor to refer to your letter AERA/20010/MYTP/EICI/C/Del/2011-12/2259 dated 16th January 2012 and our submissions dtd 7th February, 2012, 23rd February 2012 & 07th June 2012 with respect to the above mentioned subject. We also refer to the several rounds of discussions held with Secretary and your goodselves on the above subject.

We reiterate our submission vide our letter dated 07th February 2012 wherein it was explained that while the MYTP format is designed for profit making entity, EICI does not fit the criteria outlined in the MYTP as EICI is a co-operative of Express Industry Companies and users and more particularly – a) does not make investments on the basis of return on investments; b) is a not for profit Section 25 Company and hence does not function as with profit as a motive and c) does not distribute dividend to shareholders. During meeting we were informed, the factors notwithstanding we would still be required to get our tariff approved by AERA.

We have also explained that being a co-operative of users the Members themselves approves the tariff as the EICI Board comprises of representatives. As shared with you during our meeting Customs have raised a certain demand for providing customs officials on cost recovery basis for past period on account of the revised pay scales based on the latest pay commission recommendation. These charges have been raised on retrospective basis. In addition these charges are variable depending on number of officials required / available.

EICI has been paying these retrospective and the enhanced charges without being able to recover the same on account of the MYPT not being approved thereby draining the reserves of EICI. The Members of EICI during their last 2 meeting held on 15/05/2012 and 20/07/2012 had expressed their serious concerns regarding this issue.

Given the fact that X-Ray screening charges and customs charges are more in the nature of pass through charges, we had submitted revised Form 14 (b) for Delhi, Mumbai & Bangalore on the 07th June 2012 incorporating minor corrections and breaking up the charges by segregating the Customs and X-Ray screening charges as separate variable component for approval. It may also be noted that these correction were based on discussion to ensure that every-time Customs increases the Cost Recovery charges based on the number of officials required or the Airport Operator increases the X-Ray screening charges, we are not forced to approach AERA for revising the same. Please note that the charges levied by EICI excluding Customs and X-Ray screening charges have been capped.

Contd. ...2...

**Express Industry Council Of India**  
501, Crystal Centre, Raheja Vihar,  
Off. Chandivali Farm Road, Powai, Mumbai - 400 072.  
Tel. : +91 22 4057 1111 Fax : +91 22 4057 1100 www.eiciindia.org

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We are once again enclosing Form 14 (b) of the MYTP for the Financial Year 2011-12, 2012-13 & 2013-14 for Delhi, Mumbai & Bangalore for your kind approval. The rest of the MYTP has already been submitted and is on record and we understand it does not require any further clarification.

We do hope that our proposal will be approved at your earliest convenience given the urgency and the merit explained above.

Thanking you,

Yours sincerely,  
For EXPRESS INDUSTRY COUNCIL OF INDIA

A handwritten signature in black ink, appearing to read "Vijay Kumar", with a horizontal line drawn through it.

VIJAY KUMAR  
CHIEF OPERATING OFFICER

DELHI

Express Industry Council of India

Form 14(b)

A. Tariff

Tariff for Delhi Terminal: Facilitation Fees, Storage & Processing Charges at EICI Express Terminal Built,

Managed and operated by Express Industry Council of India at Delhi Airport

April 2011 to March 2012

Submitted on 23/07/2012

Sr. No.	Charges	Rate Rs.	Chargeable to	Remarks
1	<b>International Imports</b>			
	Facilitation Fees cum import xray screening charges	Rs.6.75 Per Kg,	Users	Currently we are charging Rs. 0.50 as X-Ray Charges for Imports. So the proposed rate is comprises of Facilitation Fees and X-Ray Charges
	<b>Detention Fees</b>			
	0-3 Days	Free	Users	
	From 04 - 10 Days	Rs.2/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 11 - 20 Days	Rs.3/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 21 - 30 Days	Rs.4.50 Per Kg,	Users	
	From 31st Day	Rs.6/- Per Kg,	Users	
	<b>Demurrage Charges</b>			
		Rs.5/- Per Kg,	Users	
2	<b>International Exports</b>			
	Facilitation Fees	Rs.6.50 Per Kg,	Users	

The above tariff are all inclusive charges charged for facilitating Import and Export Shipments. In addition to the above certain charges are to be paid to DIAL and CSC for the services that they provide for X-Ray screening which are seperately regulated by AERA

3	X-Ray Charges (Exports)	Rs.1.75 Per Kg,	Users	Charged to the users and simultaneously paid to DIAL and CSC. As these charges are regulated by AERA, if these charges are increased then simultaneously EICI will have to increase accordingly under intimation to AERA
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	EDI Clearance Charges			As per MoU signed with Customs, there would be a certain levy on the shipments cleared through EDI. The CAPEX for these charges are not included in our MYTP proposal. These charges would be levied once it is approved by Customs
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	Note: The charges are on per kg basis and there is no minimum charge. For a 1 kg shipment the per kg rate is applicable. Express shipments are generally small shipments and hence this benefits our users as no minimum charge is levied.			
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## Express Industry Council of India

Form 14(b)

A. Tariff

Tariff for Delhi Terminal: Facilitation Fees, Storage &amp; Processing Charges at EICI Express Terminal Built,

Managed and operated by Express Industry Council of India at Delhi Airport

Effective from April 2012

Submitted on 23/07/2012

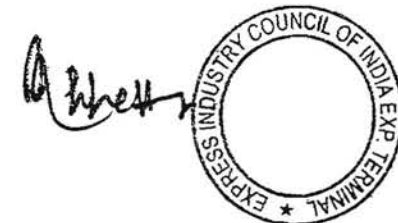
Sr. No.	Charges	Rate Rs.	Chargeable to	Remarks
1	International Imports			
	Facilitation Fees cum import xray screening charges	Rs.7.50 Per Kg.	Users	Currently we are charging Rs. 0.50 as X-Ray Charges for Imports. So the proposed rate is comprises of Facilitation Fees and X-Ray Charges
	Detention Fees			
	0-3 Days	Free	Users	
	From 04 - 10 Days	Rs.2/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 11 - 20 Days	Rs.3/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 21 - 30 Days	Rs.4.50 Per Kg.	Users	
	From 31st Day	Rs.6/- Per Kg.	Users	
	Demurrage Charges	Rs.5/- Per Kg.	Users	
2	International Exports			
	Facilitation Fees	Rs.7/- Per Kg.	Users	

The above tariff are all inclusive charges charged for facilitating Import and Export Shipments. In addition to the above certain charges are to be paid to DIAL and CSC for the services that they provide for X-Ray screening which are separately regulated by AERA

3	X-Ray Charges (Exports)	Rs.1.75 Per Kg.	Users	Charged to the users and simultaneously paid to DIAL and CSC. As these charges are regulated by AERA, if these charges are increased then simultaneously EICI will have to increase accordingly under intimation to AERA
4	Customs Charges (Imports)	Rs.0.30 Per Kg.	Users	These charges may vary as indicated above and same will be changed under intimation to AERA. We further state that once Customs stop demanding the Cost Recovery, we will also stop collecting these charges
5	Customs Charges (Exports)	Rs.0.70 Per Kg.	Users	

Due to 6th Pay Commission Arrears demanded by Customs, we have proposed to levy a surcharge of Rs. 3/- Per Kg. till total recovery of arrears of Rs. 2,73,11,835/- This charge will not be levied once the arrears are collected at paid.

6	Customs Cost Recovery Arrears charges	Rs.3/- Per Kg.	Users	
	EDI Clearance Charges		Users	As per MoU signed with Customs, there would be a certain levy on the shipments cleared through EDI. The CAPEX for these charges are not included in our MYTP proposal. These charges would be levied once it is approved by Customs
	Note. The charges are on per kg basis and there is no minimum charge. For a 1 kg shipment the per kg rate is applicable. Express shipments are generally small shipments and hence this benefits our users as no minimum charge is levied.			





## Express Industry Council of India

Form 14(b)

## A. Tariff

Tariff for Delhi Terminal: Facilitation Fees, Storage &amp; Processing Charges at EICI Express Terminal Built,

Managed and operated by Express Industry Council of India at Delhi Airport

Effective from April 2013

Submitted on 23/07/2012

Sr. No.	Charges	Rate Rs.	Chargeable to	Remarks
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	Facilitation Fees cum import xray screening charges	Rs.7.50 Per Kg.	Users	Currently we are charging Rs. 0.50 as X-Ray Charges for Imports. So the proposed rate is comprises of Facilitation Fees and X-Ray Charges
	Detention Fees			
	0-3 Days	Free	Users	
	From 04 - 10 Days	Rs.2/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 11 - 20 Days	Rs.3/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 21 - 30 Days	Rs.4.50 Per Kg.	Users	
	From 31st Day	Rs.6/- Per Kg.	Users	
	Demurrage Charges	Rs.5/- Per Kg.	Users	
2	International Exports			
	Facilitation Fees	Rs.7/- Per Kg.	Users	

The above tariff are all inclusive charges charged for facilitating Import and Export Shipments. In addition to the above certain charges are to be paid to DIAL and CSC for the services that they provide for X-Ray screening which are separately regulated by AERA

3	X-Ray Charges (Exports)	Rs.1.75 Per Kg.	Users	Charged to the users and simultaneously paid to DIAL and CSC. As these charges are regulated by AERA, if these charges are increased then simultaneously EICI will have to increase accordingly under intimation to AERA
4	Customs Charges (Imports)	Rs.0.30 Per Kg.	Users	These charges may vary as indicated above and same will be changed under intimation to AERA. We further state that once Customs stop demanding the Cost Recovery, we will also stop collecting these charges
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Due to 6th Pay Commission Arrears demanded by Customs, we have proposed to levy a surcharge of Rs. 3/- Per Kg. till total recovery of arrears of Rs. 2,73,11,835/-. This charge will not be levied once the arrears are collected at paid.

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	Note: The charges are on per kg basis and there is no minimum charge. For a 1 kg shipment the per kg rate is applicable. Express shipments are generally small shipments and hence this benefits our users			
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