

Consultation Paper No. 26/2011-12



Airports Economic Regulatory Authority of India

**Multi Year Tariff Proposal submitted by
M/s Bhadra International India Limited for
Ground Handling Services at Chennai Airport.**

New Delhi: 24th October, 2011

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

M/s Bhadra International India Limited (Bhadra), have vide their proposal dated 30.04.2011 and subsequent communication submitted their Multi Year Tariff Proposal (MYTP), for the first control period of 5 years, in respect of the services provided for Ground Handling at Chennai Airport. Bhadra have also submitted the Annual Tariff Proposal (ATP) for the first tariff year requesting for tariff to be applicable from 01.04.2011.

2.1 **Bhadra have sought approval for the tariff based on a “light touch approach”** as prescribed in Chapter V of the Airports Economic Regulatory Authority of India (Terms and Conditions for Determination of Tariff for Services Provided for Cargo Facility, Ground Handling, and Supply of Fuel to the Aircraft) Guidelines, 2011 (the Guidelines).

2.2 As stipulated in the Guidelines, the Authority shall follow a three stage process for determining its approach to the regulation of a regulated service –

- (i) Materiality Assessment;
- (ii) Competition Assessment;
- (iii) Assessment of reasonableness of the User Agreements between the service providers and the users of the regulated services.

2.3. As per clause 4.4 of the Guidelines, in respect of ground handling services, the materiality shall be assessed based on international aircraft movements at the major airport as a percentage of total international aircraft movements at all major airports. The percentage share of international aircraft movements for Chennai airport, as per April-2010 to March’2011 AAI statistics, is **11.3% which is greater than the 5% Materiality Index** fixed for the subject service. Hence the regulated service is deemed **‘material’**.

2.4 The Guidelines also provide that where a Regulated Service is being provided at a major airport by two or more Service Provider(s), it shall be deemed **“competitive” at that airport and if such service is provided by less than two Service Provider(s), it shall be deemed “not competitive”**. Further, the Guidelines also provide that the Authority may in its discretion consider such other additional evidence regarding reasonableness of competition, as it may deem fit and the determination of number of Service Provider(s) at a major airport shall include the Airport Operator, if the Airport Operator is also providing Regulated Service(s) at that major airport.

2.5 As per the information furnished in Form F1(b) on the Competition Assessment, the ground handling services at Chennai Airport, are being provided by Bhadra as well as AISATS. Since the service is provided by two or more Service Provider(s), the service is deemed to be **“competitive”**.

2.6 As per the Guidelines, based on the assessment of materiality and competition, when such regulated service is deemed **“material but competitive”**, the Authority shall determine tariff(s) for the service provider(s) based on a light touch approach. The regulated service being provided by Bhadra at Chennai Airport is **“material but competitive”** and shall come under the light touch approach for tariff determination, as per procedure specified in Chapter V of the Guidelines.

3. As indicated hereinabove, Bhadra have also submitted the ATP requesting for tariff to be applicable with effect from 01.04.2011. In support of the ATP, Bhadra have submitted evidence/ information regarding consultation with Stakeholders and User Agreements. The detail of correspondence had with stakeholders has also been furnished along with the MYTP. The charges sought for approval by Bhadra on the basis of user consultation is as at **Annexure-I**.

4. The proposal has been carefully considered by the Authority, in its 57th Meeting held on 21.10.2011, and the Authority has decided to make the following proposals for stake holder consultation.

- (i) The ground handling service provided by Bhadra at Chennai Airport is “**material but competitive**”. Hence, the Authority may adopt a “**Light Touch Approach**” for determination of tariff for the 1st Control period w.e.f 01.04.2011.
- (ii) The charges proposed by Bhadra as part of ATP, as at Annexure – I, may be approved w.e.f 1.04.2011 or such other prospective date, as the Authority may finally decide.

5. In accordance with the provisions of Section 13(4) of the AERA Act, the proposal contained in para 4 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.

6. The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 4 above, latest by **07.11.2011** 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
Tel: 011-24695042
Fax: 011-24695039

Yashwant S. Bhave
Chairperson

Bhadra International India Limited



Bhadra/AERA/ MYTP/2011-12/
Dated 14th October, 2011

To
The Secretary,
Airports Economic regulatory Authority of India,
AERA Building, Administrative complex
Safdarjung Airport,
New Delhi-110 003

Sub: Multi year tariff proposal for ground handling services-Revision of Form 14(b)

Dear Madam,

Further to the proposal already submitted to AERA for the abovementioned airports, please find enclosed form 14(b) in revised form in suppression to the entire form 14 (b) with the tariff in Indian Rupees for all the ground handling services to the international passenger and freighter flight operations of different categories of the aircrafts as well as the tariff proposed to be levied for the handling of domestic passenger and freighter flights.

We would request AERA to expeditiously approve our rates with effect from 1st April 2011, for our ground handling services to the airlines at Chennai, Kolkata, Trivandrum and Calicut Airports..

Thanking you for your valuable cooperation.

Yours faithfully,
For Bhadra International India Limited

Vipin Mahajan
(Vipin Mahajan)
Chief Financial Officer.

Encl: a.a.

Station Name: Chennai

Form F14 (b): Annual Tariff Proposal for Tariff Year - t Format for providing information on Tariff(s) (ref: Section A1.8 of Appendix I)				
Tariff Heading	Conditions of Tariff	Applicable Discount/ Surcharge	Estimated Units	Estimated Revenues
A-International	eg. Tariff per Flight in (INR)	eg. Discount if paid within 15 Days	eg. Number of ATMs	Tariff * Estimated Units (INR)
a-Passenger Flights				
A320(Narrow Body) Upper limit	1,25,208	Airport royalty of 32.5% is included in the above rates. However service tax as applicable will be charged on the above rate		
A320(Narrow Body) lower limit	83,472		2070	17,28,12,916
A300/310 Upper limit	1,55,100			
A300/310 Lower limit	1,36,300		70	95,65,534
Wide Body(747/777) Lower Limit	1,73,900		947	16,47,58,077
Wide Body(747/777) Upper Limit	2,02,100			
b-Freighter				
Freighter Lower Limit	1,55,100		421	6,53,09,508
Freighter Upper Limit	2,11,500			
Total			3509	41,24,46,035
B-DOMESTIC				
a-Passenger Flights				
Learjet, Jetstream, DH6, C560	12,600			
YAK40, CL60, F50,F27,F28,C750,AN24,ATR42,ATR7 2,HS748,HS125,DA90,G-2 to GB,TU 124,TU134,CRI, EM4,CV580,BAC111,BE2 AN8,AN12,B737- 100/200,IL18,DC9,MD82,F70,F100 A320,A321,B727,B737-500 to 800, C130,MD 83/87/88/90,TU154,TU104 B757,TU204,B707,C106 A310,A300,A330,B767,IL62,IL76,DC8, 787-3 A340,B777,DC10,IL86,IL96,MD11,L10 11,B747,AN124	20,250			
	36,000			
	45,000			
	45,000			
	54,000			
	99,000			
b-Freighter				
Freighter A310	74,730			
Freighter ATR	21620			



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

BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

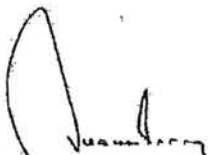
AT NEW DELHI

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

M/S BHADRA INTERNATIONAL INDIA LTD.

I, Prem Bajaj, aged 55 resident of New Delhi acting in my official capacity as Managing Director in *M/s Bhadra International India Ltd.* having its registered office at B-4/62, 1st Floor, Safdarjung Enclave, New Delhi - 110029 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of *M/s Bhadra International India Ltd.* 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 from.


(Prem Bajaj)

Managing Director

Place NEW DELHI

Date: 30-04-2011



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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 BHADRA INTERNATIONAL INDIA LTD.

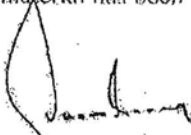
I, Prem Bajaj, aged 55 resident of New Delhi resident of B-4/62 Safdarjung Enclave New Delhi-29 acting in my official capacity as Managing Director in M/s Bhadra International India Ltd. having its registered office at B-4/62, 1st Floor, Safdarjung Enclave, New Delhi - 110029 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s Bhadra International India Ltd. 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) Estimated Maximum Allowed Yield per unit and the proposed detailed break up of Tariff(s) (in context to Estimated Maximum Allowed Per Unit where determined by the Authority) where the Authority has specified a price cap approach for the duration of the control period, pursuant to clause 3.2;~~

Or

Proposed detailed break-up of tariff(s) based on clause 1.2 where Authority has specified a light touch approach for the duration of the Control Period, pursuant to Clause 3.2; and

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


(Prem Bajaj)

Managing Director

Place

Date:


bhadra

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Form 1 (b) Competition Assessment (ref: Section A1.3 of Appendix I)

Sl. No.	Details of Competitive facilities
1	Air India SATS
2	Bhadra International India Limited
3	* Continuation by non-entitled entities.
4	
5	
6	

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Form F7: Format for identifying Initial Regulatory Asset Base (ref: Section A1.5 of Appendix I)

Fixed Assets already commissioned as on...

S.N.	Asset Name	Asset Type	Description of the Asset	Commission Date	Useful Life	Original Cost of Asset	Depreciation Rate	Accumulated Depreciation
1	PUSH BACK TRACTOR CONVENTIONAL				10	3.12	10%	0.312
2	PUSH BACK TRACTOR WIDE-BODY				10	6.03	10%	0.603
3	LOADER 7 TON.S.				10	9.06	10%	0.906
4	LOADER 7 TON.U.				10	4.37	10%	0.437
5	MAIN-DECK LOADER				10	7.26	10%	0.726
6	GROUND -POWER UNIT 90 KVA				10	2.07	10%	0.207
7	GROUND -POWER UNIT '140 / 180 KVA				10	0.87	10%	0.087
8	AIR START UNIT				10	4.95	10%	0.495
9	AIR CONDITIONING UNIT 150 TON				10	3.96	10%	0.396
10	AIR CONDITIONING UNIT 65 TON				10	1.24	10%	0.124
11	TRANSPORTER 10FT				10	3.22	10%	0.322
12	TRANSPORTER 20FT				10	2.61	10%	0.261
13	TOW BARS				10	0.52	10%	0.052
14	CONVEYOR -BELT TOWABLE				10	0.80	10%	0.08
15	CONVEYOR -BELT MOBILE				10	6.06	10%	0.606
16	AUTO - STEP TOWABLE				10	2.27	10%	0.227
17	AUTO - STEP SELF -PROELLED				10	7.40	10%	0.74
18	TOW -TUGS				10	7.27	10%	0.727
19	TOILET CART TOWABLE				10	0.04	10%	0.004
20	TOILET CART SELF PROPELLED				10	2.08	10%	0.208
21	WATER CART TOWABLE				10	0.04	10%	0.004
22	WATER CART MOBILE				10	1.49	10%	0.149
23	PASSENGER COACHES				10	20.60	10%	2.06
24	FORK LIFTS				10	3.98	10%	0.398
25	BAGGAGE TROLLEYS				10	0.83	10%	0.083
26	COINTAINER DOLLEY				10	1.12	10%	0.112

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Form F8 (a): Format for providing asset-wise information of stakeholder contributions (ref: Section A1.5 of Appendix I)

Details of User Contributions of the assets												
S.N.	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 the previous year	Accumulated Collection estimated till the beginning of the first Tariff Year*	Total Collection proposed in Tariff Year 1	Total Collection proposed in Tariff Year 2	Total Collection proposed in Tariff Year 3	Total Collection proposed in Tariff Year 4	Total Collection proposed in Tariff Year 5
1	Grant	Asset A	-	-	-	-	-	-	-	-	-	-
2		Asset B	-	-	-	-	-	-	-	-	-	-
3		-	-	-	-	-	-	-	-	-	-
4	Development Fee	Asset C	-	-	-	-	-	-	-	-	-	-
5		-	-	-	-	-	-	-	-	-	-

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Form FB (b): Format for providing proposed exclusions from RAB (ref: Section A1.5 of Appendix I)

Details of Proposed Excluded Assets from RAB						
S.N.	Asset Name	Book Value	Accumulated Depreciation	Justification for exclusion	Any Land Associated with Asset	If yes, details of land
1	Asset A	-	-	<i>Nil</i>	-	-
2	Asset B	-	-	-	-	-
3	-	-	-	-	-
4	-	-	-	-	-
5	-	-	-	-	-



Form F10 (a): Capital Projects Completed before current Review for Roll-Forward of RAB (ref: Section A1.5 of Appendix I)

Project Details				Projected Capital Expenditure																			
S. N.	Project Name	Project Type	Comn Date	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	Project 1	Buildings	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2	Project 2	Vehicles	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3	Project 3	P&M	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
4	Project 4	F&F	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
...																					
Project Details				Actual Capital Expenditure																			
S. N.	Project Name	Project Type	Comn Date	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	Project 1	Buildings	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2	Project 2	Vehicles	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3	Project 3	P&M	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
4	Project 4	F&F	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
...																					

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Form F10 (b): Capital Expenditure Projected Plan - 10 Year Master (ref: Section A1.5 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	Comn Date	Financial Year before Tariff Year 1*			Tariff Year 1				Tariff Year 2				Tariff Year 3				Tariff Year 4				Tariff Year 5				
				TCAPEX	TCOMM	WIP	Capex	Com	CDate	WIP	Capex	Com	CDate	WIP	Capex	Com	CDate	WIP	Capex	Com	CDate	WIP	Capex	Com	CDate	WIP	
1	Project 1	Buildings		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
2	Project 2	Vehicles		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
3	Project 3	P&M		-	-	-	-	111.95	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
4	Project 4	F&F		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	



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Form F10 (c): Year-wise Capital Expenditure Financing Plans for next 10 years (ref: Section A1.5 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 4				Tariff Year 5			
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
		NA																			

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Form F10 (e): Additional Capital Projects Summary (ref: Section A1.5 of Appendix I)

Forecast WIP Assets						
S. N.	Particulars	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
E	Opening WIP Assets					
	<i>Building</i>	-	-	-	-	-
	<i>Plant & Machinery</i>	-	-	-	-	-
	<i>Electrical Installation</i>	-	-	-	-	-
	<i>Furniture and Fittings</i>	-	-	-	-	-
	...					
F	Additions - New WIP					
	<i>Building</i>	-	-	-	-	-
	<i>Plant & Machinery</i>	111.95	-	-	-	-
	<i>Electrical Installation</i>	-	-	-	-	-
	<i>Furniture and Fittings</i>	-	-	-	-	-
	...					
G	WIP Capitalisation					
	<i>Building</i>	-	-	-	-	-
	<i>Plant & Machinery</i>	111.95				
	<i>Electrical Installation</i>	-	-	-	-	-
	<i>Furniture and Fittings</i>	-	-	-	-	-
	...					
H	Closing WIP Assets					
	<i>Building</i>	-	-	-	-	-
	<i>Plant & Machinery</i>	-	-	-	-	-
	<i>Electrical Installation</i>	-	-	-	-	-
	<i>Furniture and Fittings</i>	-	-	-	-	-
	...					



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Form F11 (a): Employee Strength (ref: Section A1.5 of Appendix I)

S. N.	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	Department -wise Full Time Employees							
	Senior Management			1	1	1	1	1
	Middle Management			32	38	46	55	66
	Airline Staff			316	379	455	546	655
							
B	Department -wise Part-Time/ Contractual Employees							
	Department 1	-	-	-	-	-	-	-
	Department 2	-	-	-	-	-	-	-
	Department 3	-	-	-	-	-	-	-
	Department 4	-	-	-	-	-	-	-
	-	-	-	-	-	-	-



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Form F11 (f): Other outflows (ref: Section A1.5 of Appendix I)

S. N.	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	-	-	N/A	-	-	-	-
B							
C							
1	Grand Total	-	-	-	-	-	-	-

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Station Name: Chennai

Form F12 (b): Historical Aircraft Movements (ref: Section A1.6 of Appendix I)

Year	Domestic (Landing)	International (Landing)
2003-04	-	-
2004-05	-	-
2005-06	-	-
2006-07	-	-
2007-08	-	-
2009-10	-	-
2010-2011 *	78567	32211

Note: The figure for the year has been taken from the statistical data of AAI.

The figures have been used in projection of Aircraft movement in subsequent years.



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Station Name: Chennai

Form F12 (c): Projected Aircraft Movements (ref: Section A1.6 of Appendix I)

Year	Domestic (Landing)			International (Landing)			Forecast Error Correction band
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative	
2011-2012	78567	78567	70710	34917	34917	31425	
2012-2013	34917	34917	31425	37850	37850	34065	
2013-2014	37850	37850	34065	40727	40727	36654	
2014-2015	40727	40727	36654	43822	43822	39440	
2015-2016	43822	43822	39440	47152	47152	42437	

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