

**Consultation Paper No. 25/2011-12**



**Airports Economic Regulatory Authority of India**

**Multi Year Tariff Proposal submitted by M/s  
Bird Worldwide Flight Services (India) Private  
Limited, for Ground Handling Services at  
Cochin International Airport, Cochin**

**New Delhi: 4<sup>th</sup> October, 2011**

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

M/s Bird Worldwide Flight Services (India) Pvt. Ltd. (hereinafter referred to as BWFS) have submitted their Multi Year Tariff Proposal (MYTP), for the first control period of 5 years w.e.f. 01.04.2011 for providing Ground Handling Services at Cochin International Airport, Cochin vide their proposal dated 30.04.2011 and subsequent submissions made on 30.06.2011.

2. As per clause 4.4 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], 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 Cochin Airport, Cochin, as per April-2010 to **March'2011 AAI statistics, is 6.5%** which is greater than the 5% Materiality Index fixed for the subject service. Hence the ground handling service being provided at Cochin Airport **by BWFS, is deemed 'material' as materiality index is more than 5%.**

3. As per the information furnished by BWFS in Form F1(b) on the Competition Assessment, the following other service provider is rendering similar services at Cochin airport:

(i) Air India SATS Airport Services Pvt. Ltd.

4. The Guidelines 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.** In the instant case with the total number of players being more than two **the service is deemed 'material' but 'competitive'.**

5. As per Clause 3.2 (ii) of the Guidelines, wherever the regulated services provided **are deemed "material but competitive", the Authority shall determine tariff(s) for service providers(s)** based on a light touch approach for the duration of the control period.

6. BWFS, vide, e-mail dated 26.09.2011, have furnished a list of documents/information which can be uploaded on public domain for stakeholders consultation:

- (i) Certificate of Incorporation
- (ii) Form F1(b) : Indicating name of the competitor
- (iii) Form F7 : Initial RAB (regulatory assets base)
- (iv) Form F8(a) : Format for providing asset wise information on stakeholder contribution
- (v) Form F8(b) :Format for providing exclusions from RAB
- (vi) Form F9 :Format for Forecast and actual roll forward RAB
- (vii) Form F10(a) :Capital projects
- (viii) Form F10(b) :Capital project plan
- (ix) Form F10(c) :Year-wise capital expenditure financing plan
- (x) Form F10(d) :Summary statement of expenditure
- (xi) Form F 10(e) :Additional Projects summary
- (xii) Form F11(a) :Employee strength (resubmitted)
- (xiii) Form 14(b) :Annual Tariff Proposal for Tariff Year 1

7. In terms of Clause 7.3 & 7.4 of the Guidelines, the Authority shall upon due consideration of the MYTP and stakeholder consultations thereon make a Multi Year Tariff Order (MYTO) for a Control Period. After issuance of the MYTO, the service

provider shall submit its Annual Tariff Proposal (ATP). The ATP for the first tariff year of the first control period is required to be submitted within 75 days of the issue of MYTO. As per Clause 11.2, the ATP is required to be submitted in the manner and form provided in AI.8.1 of Appendix-I and is required to be supported by the following:

- (i) Details of consultations with stakeholders
- (ii) Evidence of User Agreements clearly indicating the Tariff proposal by the service provider and agreed to by the User.

8. Although, BWFS have also furnished Forms F14 to Form F21 towards ATP, but most of the forms are incomplete. Hence, their ATP may not be considered at this stage and Form F14(b) is not required to be uploaded in public domain.

9. The MYTP submitted by BWFS was considered by the Authority in its 54<sup>th</sup> Meeting held on 29.09.2011 and after careful consideration of the submissions made by BWFS, the assessment of the materiality and competition of the subject service, the Authority has decided to make the following proposal for stakeholder consultation:

- (i) The service for ground handling being provided by BWFS at Cochin International Airport, Cochin is **“material but competitive”**. Therefore, the Authority may tentatively decide to adopt a **“Light Touch Approach”** for determination of tariff for the 1st Control period w.e.f 01.04.2011.

10. In accordance with the provisions of Section 13(4) of the AERA Act 2008, the proposal contained in para 9 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-I**). 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.

11. The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 9 above, latest by **18.10.2011** 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@era.gov.in](mailto:kapil.chaudhary@era.gov.in)**  
**Tel: 011-24695042**  
**Fax: 011-24695039**

**Yashwant S. Bhawe**  
**Chairman**

## Kind Attn: Mr. AB Saxena\_MYTP Forms for operations at Cochin

From: **sundeep jain** (sj@bird.in)  
Sent: 26 September 2011 01:37AM  
To: anil.saxena@aera.gov.in; igi1955@hotmail.com  
3 attachments  
BWFS Incorporation Certificate.pdf (42.8 KB) , Forms for publishing.pdf (393.9 KB) , FROM F8 (A).pdf (26.1 KB)

**Subject: Submission of MYTP for and on behalf of Bird Worldwide Flight Services (I) Pvt. Ltd. (BWFS) for its operations at Cochin International Airport Limited**

Dear Mr. Saxena,

Further to our letter dated June 30, 2011 and subsequent discussion on phone on the captioned subject we maintain our request made in the above letter and accordingly the following information may be published at AERA website:

1. Certificate of Incorporation
2. Materiality Assessment
3. Form F1(b) – Indicating AI SATS as competitor
4. Form F7 – Initial RAB (regulatory assets base)
5. Form F8(a) – Format for providing asset wise information on stakeholder contribution
6. Form F8(b) – Format for providing exclusions from RAB
7. Form F9 – Format for Forecast and actual roll forward RAB
8. Form F10(a) – Capital projects
9. Form F10(b)- Capital project plan
10. Form F10(c) - Year-wise capital expenditure financing plan
11. Form F10(d) – Summary statement of expenditure
12. Form F10(e) - Additional Projects summary
13. Form F11(a) – Employee strength (resubmitted and enclosed as Annexure 2)
14. Form 14(b) – Annual Tariff Proposal for Tariff Year 1

We believe that the above will suffice the requirement of the Guidelines issued by AERA.

Yours sincerely

Best regards

Sundeep Kr Jain

**Bird Worldwide Flight Services (I) Pvt. Ltd.**

E-9, Connaught House, Connaught Place, New Delhi 110 001

Tel: +91 11 2341 8199

Mobile: 09810004326



प्रारूप 1

पंजीकरण प्रमाण-पत्र

कॉर्पोरेट पहचान संख्या : U62200DL2008PTC184155

2008 - 2009

मैं एतद्वारा सत्यापित करता हूँ कि मैसर्स

Bird Worldwide Flight Services (India) Private Limited

का पंजीकरण, कम्पनी अधिनियम 1956 (1956 का 1) के अंतर्गत आज किया जाता है और यह कम्पनी प्राइवेट लिमिटेड है।

यह निगमन-पत्र आज दिनांक दस अक्टूबर दो हजार आठ को मेरे हस्ताक्षर से दिल्ली में जारी किया जाता है।

Form 1

Certificate of Incorporation

Corporate Identity Number : U62200DL2008PTC184155

2008 - 2009

I hereby certify that Bird Worldwide Flight Services (India) Private Limited is this day incorporated under the Companies Act, 1956 (No. 1 of 1956) and that the company is private limited.

Given under my hand at Delhi this Tenth day of October Two Thousand Eight.



*Mahesh*  
(MAHESH CHANDRA SAXENA)

सहायक कम्पनी रजिस्ट्रार / Assistant Registrar of Companies  
राष्ट्रीय राजधानी क्षेत्र दिल्ली एवं हरियाणा  
National Capital Territory of Delhi and Haryana

कम्पनी रजिस्ट्रार के कार्यालय अभिलेख में उपलब्ध पत्राचार का पता :

Mailing Address as per record available in Registrar of Companies office:

Bird Worldwide Flight Services (India) Private Limited  
1ST FLOOR, J.K. BUILDING, VIPPS CENTRE, 2-LSC, MASJID MOTH, GREATER KAILASH-II,  
NEW DELHI - 110048,  
Delhi, INDIA

**Bird WorldWide Flight Services-CIAL**

**Form 1 (b) - Competition Assessment**

S No.	Details of competitive facilities
1	The Company is operating at Cochin International Airport wherein apart from the Company, Air India Sats is also providing Ground Handling Services.
2	The Company is providing ground handling services to its Airlines Customers based on multiple discussions on service levels followed by negotiations with them. During this discussions, the cost factors and the competitive prices available are always considered.
3	Due to this perfect competition, the unit rate(s) are competitively low and have been determined by independent market forces.
4	Almost all of its services are covered through signed contracts with its customers.
5	
6	



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Bird WorldWide Flight Services-CIAL

Form F7: Format for identifying Initial Regulatory Asset Base

Fixed Asset already commissioned as on 31 March 2010						SLM		
S.N.	Asset Name	Asset Type	Description of the asset	Commission Date	Useful Life	Original Cost of	Depreciation Rate	Accumulated Depreciation
1	Plant & Machinery	Ground Handling Equipm	Baggage Conveyor	Various Dates	7.96	2,305,741	4.75%	78,298
	Plant & Machinery	Ground Handling Equipm	Baggage Trolleys	Various Dates	18.95	4,927,001	4.75%	146,783
	Plant & Machinery	Ground Handling Equipm	Container Dollies	Various Dates	18.95	2,133,112	4.75%	78,282
	Plant & Machinery	Ground Handling Equipm	Deck Loader	Various Dates	18.95	7,467,387	4.75%	137,021
	Plant & Machinery	Ground Handling Equipm	Other Mechanical Asset	Various Dates	18.95	844,118	4.75%	23,766
	Plant & Machinery	Ground Handling Equipm	Pallet Dollies	Various Dates	18.95	3,020,413	4.75%	110,845
	Plant & Machinery	Ground Handling Equipm	Passenger Step	Various Dates	7.96	1,131,532	4.75%	30,942
	Plant & Machinery	Ground Handling Equipm	Tractors	Various Dates	7.96	1,680,000	4.75%	67,152
2	Data Processing Devices	Various Items	Computers at airport offices	Various Dates	5.55	594,127	16.21%	66,767
3	Furniture & Fixture	Various Items	Furniture at airport offices	Various Dates	14.22	60,536	6.33%	60,536
4	LeaseHold Improvements	Various Items	Leasehold furniture at airpo	Various Dates	18.00	797,637	1.63%	88,417
5	Office Equipments	Various Items	Office Equipments at airpor	Various Dates	18.95	122,145	33.33%	33,532
6	Vehicles	Various Items	Vehicles at airport offices at	Various Dates	9.47	1,638,350	9.50%	32,619





**Bird WorldWide Flight Services-CIAL**

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

**Details of User Contributions for 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 previous Year	Accumulated Collection estimated till the beginning of first	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		...						No contribution received from User(s)				
4		Asset C										
5		...										

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



**Bird WorldWide Flight Services-CIAL**

**Form F8(b): Format for providing providing proposed exclusions from RAB (ref; Section AI 5 of Appendix I)**

**Details of Proposed Excluded Assets from RAB**

S.N.	Asset Name	Book Value	Accumulated Depreciation	Justifications for exclusion	Any Land associated with asset	If yes, Details of land
1	Asset A					
2	Asset B					
3	.....				Refer note below.	
4	.....					
5						

# Fields in italics are indicative only

Note: In view of the fact that the assets of the Company (other than Plant and Equipment) are used by the Operational staff to provide regulated services, there are no asset that are considered by the Company for exclusion.

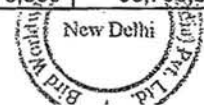


Bird WorldWide Flight Services-CIAL

Form F9: Format for Forcast and Actual Roll-Forward RAB (ref: Section AI 5 OF Appendix I)

(Dial+ Cial)

	(Dial+ Cial)		Forecast for the Control Period				
	09-10	010-11	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
	Last available audited year	Financial Year before Tariff Year 1*					
<b>A Opening RAB</b>							
Plant & Machinery	-	22,836,215	27,036,438	74,316,722	119,097,007	115,150,480	111,125,024
Buliding	-	709,220					
Computers	-	527,360					
Furniture,Fixtures & Office Equipmer	-	-					
Office Equipments	-	88,613					
Vehicles	-	1,605,730					
....	-	25,767,138	27,036,438	74,316,722	119,097,007	115,150,480	111,125,024
<b>B Additions - WIP Capitalisation</b>							
Plant & Machinery	23,509,304	2,672,210	50,000,000	50,000,000	2,587,886	2,639,644	2,692,437
Buliding	797,637						
Computers	594,127						
Furniture,Fixtures & Office Equipmer	60,536						
Office Equipments	122,145						
Vehicles	1,638,350						
	26,722,099	2,672,210	50,000,000	50,000,000	2,587,886	2,639,644	2,692,437
<b>C Disposal/ Transfers</b>							
Plant & Machinery	-	-					
Buliding	-	-					
Computers	-	-					
Furniture,Fixtures & Office Equipmer	-	-					
Office Equipments	-	-					
Vehicles	-	-					
	-	-					
<b>D Depreciation Charges</b>							
Plant & Machinery	673,089	1,402,910	2,719,715	5,219,715	6,534,413	6,665,101	6,798,403
Buliding	88,417						
Computers	66,767						
Furniture,Fixtures & Office Equipmer	60,536						
Office Equipments	33,532						
Vehicles	32,619						
	954,960	1,402,910	2,719,715	5,219,715	6,534,413	6,665,101	6,798,403
<b>E Closing RAB (A+B-C-D)</b>							
Plant & Machinery	22,836,215	27,036,438	74,316,722	119,097,007	115,150,480	111,125,024	107,019,057
Buliding	709,220						
Computers	527,360						
Furniture,Fixtures & Office Equipmer	-						
Office Equipments	88,613						
Vehicles	1,605,730						
	25,767,138	27,036,438	74,316,722	119,097,007	115,150,480	111,125,024	107,019,057
<b>F Average RAB</b>	12,883,569	26,401,788	50,676,580	96,706,865	117,123,744	113,137,752	109,072,040



**Bird WorldWide Flight Services-CIAL**

Form F10 (a): Capital Projects Completed Before Current Review for Roll-Forward of RAB (ref: Section A1 5 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	Comn	C Date	WIP	Capex	Comn	C Date	WIP	Capex	Comn	C Date	WIP	Capex	Comn	C Date	WIP	Capex	Comn	C Date	WIP
1	Project 1	Buildings																					
2	Project 2	Vehicles																					
3	Project 3	P& M																					
4	Project 3	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	Comn	C Date	WIP	Capex	Comn	C Date	WIP	Capex	Comn	C Date	WIP	Capex	Comn	C Date	WIP	Capex	Comn	C Date	WIP
1	Project 1	Buildings																					
2	Project 2	Vehicles																					
3	Project 3	P& M																					
4	Project 3	F& F																					

Legend	
Project Name	should be a unique name or a primary key assigned to a capex project
Project Type	of the project and the asset class to which the capex project belongs
Comn Date	on which the capital project was commenced
Capex	Year-wise Capex incurred on the project excluding any capital receipts like grants, user contributions etc.
WIP	Work-in-Progress at the end of every tariff Year
Comn	Commissioning in a particular Tariff Year
C Date	Date of Commissioning in a particular Tariff Year



# Fields in italics are indicative only

Note: For the purpose of this submission, since start of operations at new airports is not certain due to various factors, the Company has assumed that there will be no further addition and under this schedule Cochin International Airport related information is submitted.

**3rd WorldWide Flight Services-CIAL**  
**Form F10 (b) Capital Expenditure Projected Plan -10 Year (ref AL6 Of Appendix)**

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 2011-12				Tariff Year 2 2012-13				Tariff Year 3 2013-14				Tariff Year 4 2014-15				Tariff Year 5 2015-16										
				TCAPEX	TCorn	WIP	Capex	FinAw	Com.	C Date	WIP	Capex	FinAw	Com.	C Date	WIP	Capex	FinAw	Com.	C Date	WIP	Capex	FinAw	Com.	C Date	WIP							
1	Cochin International Airport	GH Services GH Services GH Services	Various dates in respective years	Please refer annexure F7 for details as at 31 March 2011.			50,000,000	-	-	1-Oct-12	-	50,000,000	-	-	1-Oct-13	#	2,587,888	-	-	1-Oct-14	-	2,539,844	-	-	1-Oct-15	-	2,682,437	-	#	1-Oct-16	#		
				Tariff Year 6 2016-17				Tariff Year 7 2017-18				Tariff Year 8 2018-19				Tariff Year 9 2019-20				Tariff Year 10 2020-21													
				Capex	FinAw	Com.	C Date	WIP	Capex	FinAw	Com.	C Date	WIP	Capex	FinAw	Com.	C Date	WIP	Capex	FinAw	Com.	C Date	WIP	Capex	FinAw	Com.	C Date	WIP					
				-	-	-	1-Oct-17	-	2,746,286	-	-	1-Oct-17	-	2,801,211	-	-	1-Oct-18	#	2,857,235	-	-	1-Oct-19	-	2,914,380	-	-	1-Oct-20	-	2,972,668	-	#	1-Oct-21	#

Legend	
Project	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 incurred on the project excluding any capital receipts like grants, user contributions etc.
WIP	Work-in-Progress at the end of every tariff Year
Com.	Estimated date of Commissioning in a particular Tariff Year
C Date	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 grants user contributions etc.
TCOM	Total commissioning on the project till the ed of previous Control Period
FinAw	Project-wise Financing Allowance for the year



\* Projected value to be provided  
 # Field in Italic are Indicative only

Bird WorldWide Flight Services-CIAL

Form F10 (C) Year wise Capital Expenditure Financing Plans for next 10 year (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	Contribution	Total Debt	Internal Accrual	Equity Infused	Contribution	Total Debt	Internal Accrual	Equity Infused	Contribution	Total Debt	Internal Accrual	Equity Infused	Contribution	Total Debt	Internal Accrual	Equity Infused	Contribution	Total Debt	
	Plant, Machinery etc.				50,000,000				50,000,000	2,587,886				2,639,644				2,692,437				

Tariff Year 6				Tariff Year 7				Tariff Year 8				Tariff Year 9				Tariff Year 10				
Internal Accrual	Equity Infused	Contribution	Total Debt	Internal Accrual	Equity Infused	Contribution	Total Debt	Internal Accrual	Equity Infused	Contribution	Total Debt	Internal Accrual	Equity Infused	Contribution	Total Debt	Internal Accrual	Equity Infused	Contribution	Total Debt	
2,746,286				2,801,211				2,857,235				2,914,380				2,972,668				

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



Bird WorldWide Flight Services-CIAL

Form F10 (d): Summary Statement of Expenses Capitalised (ref; Section A1.5 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 & Bank Charges							
C	Other Expenses Capitalised							
	Employees Expenses							
	Administrative and General Expenses							
	Utilities and Outsourcing Expenses							
	Any Other expenses being capitalised			Nil				
D	Total Expenses Being Capitalised (A+B+C)							

\* Projected values to be provided

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



Bird WorldWide Flight Services-CIAL  
 Form F10(e) Additional Capital Project Summary (ref: Section A1.5 of Appendix I)

Forecast WIP Assets						
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
<b>E</b>	<b>Opening WIP Assets</b>					
	Building	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-
	Electrical Instalation	-	-	-	-	-
	Furniture and Fittings	-	-	-	-	-
	...					
<b>F</b>	<b>Additions - New WIP</b>					
	Building	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-
	Electrical Instalation	-	-	-	-	-
	Furniture and Fittings	-	-	-	-	-
	....					
<b>G</b>	<b>WIP Capitalization</b>					
	Building	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-
	Electrical Instalation	-	-	-	-	-
	Furniture and Fittings	-	-	-	-	-
	....					
<b>H</b>	<b>Closing WIP Assets</b>					
	Building	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-
	Electrical Instalation	-	-	-	-	-
	Furniture and Fittings	-	-	-	-	-
	...					

# Fields in italics are indicative only





Bird WorldWide Flight Services-CIAL  
 Form F11 (a) Employee Strength (ref, Section A1.5 of Appendix I)

Sl. No.	Particulars - with detailed breakup	As at 31 March 2010	As at 31 March 2011	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
	Full-Time Employees	426	561	561	561	561	561	561
	....							

\* Projected values to be provided

# Fields in italics are indicative only

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

