

**Consultation Paper No. 13/2011-12**



**Airports Economic Regulatory Authority of India**

**Multi Year Tariff Proposal for 1<sup>st</sup> Control Period  
submitted by Air India SATS Private Limited for  
providing services for Cargo Facility at  
Bangalore International Airport Limited,  
Bengaluru.**

**New Delhi: 27<sup>th</sup> August, 2011**

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

Air India SATS Private Limited (AISATS), have vide their proposal dated 30.04.2011 and subsequent submission dated 15.06.2011 submitted their Multi Year Tariff Proposal (MYTP), for the first control period of 5 years, in respect of the services provided for Cargo Facility at Bangalore International Airport, Bengaluru. AISATS have also submitted the Annual Tariff Proposal (ATP), for the first tariff year, requesting for approval of the tariff to be applicable from 15<sup>th</sup> August, 2011.

2.1 AISATS have sought approval for the tariff for cargo services for the control period 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, materiality for service provided for cargo facility at major airport, shall be assessed based on cargo volume in MT at the major airport as a percentage of cargo volume in MT at all major airports. The percentage share of cargo volume for Bengaluru Airport, as per April’ 2010 to March’2011 AAI statistics, is 9.79%, which is greater than 2.5%. Hence, the service is deemed ‘material’.

2.4 The Guidelines 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”. 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 made available to the Authority, the cargo services at Bangalore International Airport, Bengaluru are being provided by AISATS as well as M/s Menzies Aviation Bobba (B’lore) Private Limited. 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 AISATS at Bangalore International Airport, Bengaluru 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.

2.7 AISATS have submitted that agreements, financials and other business details are confidential in nature and requested that the same should not be put in public domain for protecting their business interest and maintaining confidentiality. However, vide their mail dated 23.08.2011, they have specified following information/documents which can be put into public domain:

- (i) General letter dated 30<sup>th</sup> April 2011 addressed to Secretary ,AERA indicating the materiality and competition of the facility operated by them in respect of cargo at Bengaluru and Ground Handling at Bengaluru and Hyderabad airports
- (ii) Certificate of Incorporation of AISATS dated 20<sup>th</sup> April 2010.
- (iii) Form F1(b)- indicating M/s. MABB as competitor
- (iv) Form F7(b)- Initial Regulated Asset Base FY 2008-09 and Initial RAB valuation
- (v) Form F 8(b) – Format for providing exclusions from RAB
- (vi) Form F9 – Formats for forecast and actual Roll Forward RAB
- (vii) Form F 10(a)- Capital projects
- (viii) Form F 10(b)- Capital Project Plan
- (ix) Form F 10(c) - Yearwise capital expenditure Financing Plans
- (x) Form F 10(d)- Summary statement of expenditure
- (xi) Form F 10(e)- Additional capital projects summary
- (xii) Form 11(a)- Employee strength
- (xiii) Form F 12(a)- historical and projected cargo volume

2.8 AISATS, while having submitted the requisite forms as per requirement have stated that there is a 5% increase in TSP charges as compared to last year for handling the International Cargo and that Menzies Aviation Bobba Bangalore Pvt Ltd and AISATS had undertaken stakeholder consultation for the same. As the Cargo concessionaire had not increased their handling charges for the last 3 years, the International Cargo Freight Forwarder Association have agreed to increase the handling rates.

2.9. It is further observed that the minutes of the meeting held at the office of Menzies Aviation Bobba Bangalore Pvt Ltd on 9<sup>th</sup> March 2011 and subsequently at the office of AISATS on 15<sup>th</sup> March 2011 wherein the AVP-Cargo of AISATS, CEO of MABB and representatives of Cargo Trade Associations were present, reveal that it was proposed to hike TSP charges @ 7% from June 1, 2011 and 7% for demurrage charges from January 1, 2012 and it was unanimously agreed by ACAAI and BACHAAL that 5% hike can be considered for Export and Import Cargo Handling charges excluding Demurrage charges from July 2011. The trade bodies proposed Demurrage charges to be hiked at 5% from April 2012 which was agreed to by the custodians. Copies of agreements with the user airlines have also been furnished by AISATS.

3. AISATS have, accordingly, submitted a separate ATP for the approval of the rates w.e.f 15<sup>th</sup> August 2011. The charges sought for approval by AISATS on the basis of user consultation are at **Annexure I**.

4.1 The proposal was considered by the Authority, in its 48<sup>th</sup> Meeting held on 26.08.2011 and after careful consideration the Authority has decided to make the following proposals for stake holder consultation.

- (i) The service for cargo facility provided by AISATS at Bangalore International Airport, Bengaluru 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 AISATS as part of ATP, as at Annexure – I, may be approved w.e.f 1.10.2011 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 2008, 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 **10.09.2011** at the following address:

**Shri Sandeep Prakash**  
**Secretary**  
**Airports Economic Regulatory Authority of India**  
**AERA Building,**  
**Administrative Complex,**  
**Safdarjung Airport,**  
**New Delhi- 110003**  
**Email: sandeep.prakash@aera.gov.in, sandeep.moca@nic.in**  
**Tel: 011-24695040**  
**Fax: 011-24695039**

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



**PUBLISHED RATES TO BE PAID BY FREIGHT FORWARDER FOR INTERNATIONAL CARGO:**  
**EFFECTIVE 15<sup>TH</sup> AUGUST 2011**

S.N.	LIST OF CHARGES	FY 2011-12 Tariff Year 1	
		MINIMUM RATE	RATE PER KG
		in INR	in INR
A) INTERNATIONAL CARGO			
EXPORT CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP] - (per Shipping Bill)		
a)	General cargo	125.00	1.05
b)	Special cargo (AVI)	250.00	1.58
c)	PER/DGR/VAL cargo	250.00	2.73
2	CUSTOMS CARGO SERVICE PROVIDER CHARGE [CCSP] - (per Shipping Bill)	25.00	0.25
3	DEMURRAGE / STORAGE CHARGE (rate per kg per day)		
a)	General cargo	130.00	0.80
b)	Special cargo (AVI)	250.00	1.50
c)	PER/DGR/VAL cargo	250.00	2.60
4	COURIER HANDLING CHARGE	150.00	1.50
5	PACKING/REPACKING/STRAPPING CHARGE	5.00 per Carton/Bag	
6	RETURN CARGO CHARGE	500.00 per AWB	
7	AIR WAYBILL AMENDMENT CHARGE	100.00 per AWB	
8	WEIGHT / VOLUME MIS-DECLARATION CHARGE		
a)	2-5% variation	2 times	
b)	More than 5% variation	5 times	
9	OVERTIME CHARGE (beyond customs working hours)	50.00 per Shipping Bill	
	VAL cargo	1000.00 per AWB	
IMPORT CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP] - (per Bill of Entry)		
a)	General cargo/Unaccompanied Baggage	125.00	5.15
b)	Special cargo (AVI)	250.00	10.29
c)	PER/DGR/VAL cargo	250.00	10.29
2	CUSTOMS CARGO SERVICE PROVIDER CHARGE [CCSP] - (per HAWB)	25.00	1.25
3	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)		
a	General cargo		
i)	Flight Actual Time of Arrival (ATA) plus 72 hours	No charge	No charge
ii)	Cargo cleared between 72 hours and 120 hours	320.00	1.50
iii)	Cargo cleared between 120 hours and 720 hours	320.00	2.80
iv)	Cargo cleared after 720 hours	320.00	4.20
b	Special cargo (AVI)		
i)	Flight Actual Time of Arrival (ATA) plus 72 hours	No charge	No charge
ii)	Cargo cleared between 72 hours and 120 hours	625.00	2.80
iii)	Cargo cleared between 120 hours and 720 hours	625.00	5.60
iv)	Cargo cleared after 720 hours	625.00	8.40
c	PER/DGR/VAL cargo		
i)	Flight Actual Time of Arrival (ATA) plus 72 hours	No charge	No charge
ii)	Cargo cleared between 72 hours and 120 hours	1275.00	5.60
iii)	Cargo cleared between 120 hours and 720 hours	1275.00	11.25
iv)	Cargo cleared after 720 hours	1275.00	16.85
4	COURIER HANDLING CHARGE	200.00	5.50
5	AIR WAYBILL AMENDMENT CHARGE	100 per AWB	
6	TRANSHIPMENT CHARGE		
a	General cargo	125.00	1.80
b	PER/DGR/VAL/AVI cargo	235.00	1.80
	Documentation Charges	100.00 per AWB	
7	OVERTIME CHARGE (beyond customs working hours)		
a	General cargo	200.00 Per Bill Of Entry	
b	VAL cargo	1000 per AWB	
8	PACKING/REPACKING/STRAPPING CHARGE	5.00 per carton	



Note:

- 1) Consignments of Human Remains, Coffins, Unaccompanied Baggage of the deceased and Human Eyes will be exempted from the purview of TSP and Demurrage Charges
- 2) TSP charge applicable to Newspaper and TV reel consignments shall be at 50% of the applicable charge.
- 3) TSP charges are inclusive of forklift used for loading/offloading the cargo to/ from truck and putting cargo on custom area for examination.
- 4) Charges will be levied on the Gross Weight or Chargeable Weight whichever is higher. Where there is a mis-declaration of gross weight or chargeable weight, the actual gross weight or the actual chargeable weight will be used for the charges whichever is higher.
- 5) The free period for export cargo is 24 hours for examination and processing. Free period for import cargo is 72 hours from flight Actual Time of Arrival (ATA). Cargo cleared beyond 72 hours of flight ATA will be charged demurrage on a 24 hour basis for the duration exceeding the free storage period. Cargo cleared beyond 120 hours will be charged on a 24 hour basis from flight ATA including the first 72 hours.
- 6) All billing will be rounded off to the nearest INR 5 /- as per IATA Tact rule.
- 7) Special cargo (AVI) consists of live animals and day old chicks.
- 8) VAL Cargo includes gold bullion, currency notes, shares, share coupons, travelers cheques, diamonds (including diamonds for industrial use) diamond jewellery, watches of silver-gold-platinum and items valued at USD 1000/kg n above.
- 9) For consolidation on Transshipment cargo, TSP charges will be levied to all types of Cargo, in addition to Transshipment Charges mentioned above. Demurrage Charges will be applicable as per the tariff.
- 10) All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 11) All charges mentioned above include the concession fees charged by the airport operator.
- 12) No outside labor will be allowed to handle cargo in Air India SATS Airfreight Terminal.





**Form F14 (b) - Annual Tariff Proposal for Tariff Year 1**

**PUBLISHED RATES TO BE PAID BY FREIGHT FORWARDER FOR DOMESTIC CARGO:**

**EFFECTIVE 15<sup>TH</sup> AUGUST 2011**

S.N.	LIST OF CHARGES	FY 2011-12 Tariff Year 1	
		MINIMUM RATE in INR	RATE PER KG in INR
B) DOMESTIC CARGO			
OUTBOUND CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP] - (per Shipping Bill)		
a)	General cargo	100.00	0.65
b)	Special cargo (AVI)	200.00	2.05
c)	PER/DGR/VAL cargo	200.00	2.05
2	DEMURRAGE / STORAGE CHARGE (rate per kg per day)		
a)	General cargo	125.00	0.65
b)	Special cargo (AVI)	200.00	2.05
c)	PER/DGR/VAL cargo	200.00	2.05
3	COURIER HANDLING CHARGE	100.00	0.65
4	PACKING/REPACKING/STRAPPING CHARGE	5.00 per Carton/Bag	
5	RETURN CARGO CHARGE	100.00 per AWB	
6	AIR WAYBILL AMENDMENT CHARGE	100.00 per AWB	
INBOUND CARGO			
1	TERMINAL, STORAGE AND PROCESSING CHARGE [TSP] - (per Bill of Entry)		
a)	General cargo/Unaccompanied Baggage	125.00	1.10
b)	Special cargo (AVI)	200.00	2.10
c)	PER/DGR/VAL cargo	200.00	2.10
2	DEMURRAGE / STORAGE CHARGE (rate per kg per 24 hours)		
a	General cargo	200.00	1.25
b	Special cargo (AVI)	250.00	2.20
c	PER/DGR/VAL cargo	250.00	2.20
3	COURIER HANDLING CHARGE	100.00	0.65
4	AIR WAYBILL AMENDMENT CHARGE	100 per AWB	
5	PACKING/REPACKING/STRAPPING CHARGE	5.00 per carton	

**Note:**

- 1) Consignments of Human Remains, Coffins, Unaccompanied Baggage of the deceased and Human Eyes will be exempted from the purview of TSP and Demurrage Charges
- 2) TSP charge applicable to Newspaper and TV reel consignments shall be at 50% of the applicable charge.
- 3) TSP charges are inclusive of forklift used for loading/offloading the cargo to/ from truck and putting cargo on custom area for examination.
- 4) Charges will be levied on the Gross Weight or Chargeable Weight whichever is higher. Where there is a mis-declaration of gross weight or chargeable weight, the actual gross weight or the actual chargeable weight will be used for the charges whichever is higher.
- 5) The free period for outbound cargo is 24 hours for examination and processing. Free period for inbound cargo is 72 hours from flight Actual Time of Arrival (ATA). Cargo cleared beyond 72 hours of flight ATA will be charged demurrage on a 24 hour basis for the duration exceeding the free storage period. Cargo cleared beyond 120 hours will be charged on a 24 hour basis from flight ATA including the first 72 hours.
- 6) All billing will be rounded off to the nearest INR 5/- as per IATA Tact
- 7) Special cargo (AVI) consists of live animals and day old chicks.



- 8) VAL Cargo includes gold bullion, currency notes, shares, share coupons, travelers cheques, diamonds (including diamonds for industrial use) diamond jewellery, watches of silver-gold-platinum and items valued at USD 1000/kg n above.
- 9) All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 10) All charges mentioned above include the concession fees charged by the airport operator.
- 11) No outside labor will be allowed to handle cargo in Air India SATS Airfreight Terminal.





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A.

**Form F14 (b) - Annual Tariff Proposal for Tariff Year 1**

**MAXIMUM RATES TO BE PAID BY AIRLINES FOR CARGO HANDLING:**  
**EFFECTIVE 15<sup>TH</sup> AUGUST 2011**

SL No	Description of Service	Unit	FY 2011-12 Tariff Year 1 Maximum Rate In INR
<b>A) INTERNATIONAL CARGO</b>			
<b>EXPORT CARGO</b>			
1	Palletisation / Containerisation	Per kg	1.55
2	Bulk Cargo	Per kg	1.00
3	Storage Charges		
3.1	General Export Cargo	Per kg	1.70
3.2	Valuable Perishable, Hazardous Cargo & Live Animal etc.	Per kg	4.10
4	Electronic Data Submission For Customs	Per flight	125.00
<b>IMPORT CARGO</b>			
1	Depalletisation	Per kg	1.55
1.1	Subject to a minimum of	Per IGM	212.00
2	Bulk cargo	Per kg	1.00
3	Electronic Data Submission For Customs	Per flight	125.00
4	Storage Charges		
4.1	General Cargo	Per kg	1.70
4.1.1	Subject to a minimum of	Per IGM	230.00
4.2	Valuable Perishable, Hazardous Cargo & Live Animal etc.	Per kg per day or part thereof	4.10
4.2.1	Subject to a minimum of	Per AWB per day or part thereof	230.00
<b>TRANSHIPMENT CARGO</b>			
1	Carting charges for transshipment of Import / export cargo	Per kg per day or part thereof	2.00
1.1	Subject to minimum of	Per AWB per day or part thereof	160.00
<b>X-RAY SCREENING EXPORT CARGO</b>			
1	X-Ray charges with Certification	Per kg	1.90
1.1	Subject to minimum of	Per consignment	100.00
<b>B) DOMESTIC CARGO</b>			
<b>OUTBOUND CARGO</b>			
1	Palletisation / Containerisation	Per kg	1.55
2	Bulk Cargo	Per kg	1.00
3	Storage Charges		
3.1	General Export Cargo	Per kg	1.70
3.2	Valuable Perishable, Hazardous Cargo & Live Animal etc.	Per kg	4.10
<b>INBOUND CARGO</b>			
1	Depalletisation	Per kg	1.55
1.1	Subject to a minimum of	Per IGM	212.00
2	Bulk cargo	Per kg	1.00
3	Electronic Data Submission For Customs	Per flight	125.00
4	Storage Charges		
4.1	General Cargo	Per kg	1.70
4.1.1	Subject to a minimum of	Per IGM	230.00
4.2	Valuable Perishable, Hazardous Cargo & Live Animal etc.	Per kg per day or part thereof	4.10
4.2.1	Subject to a minimum of	Per AWB per day or part thereof	230.00
<b>X-RAY SCREENING OUTBOUND CARGO</b>			
1	X-Ray charges with Certification	Per kg	1.90
1.1	Subject to minimum of	Per consignment	100.00

**Notes:**

- 1) To achieve the projected ARR only maximum cargo handling rates have been suggested for Airlines as user agreements will be entered into with each Airline based on the IATA AHM 810 STANDARD GROUND HANDLING AGREEMENT 2004 or 2008 (SGHA).
- 2) The rates with each Airline will be negotiated based on services required from SGHA service items (usage of equipment and manpower), throughput, service level agreement, credit period and liability and indemnity requirement.



30<sup>th</sup> APRIL 2011

THE SECRETARY  
AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA  
AERA BUILDING, ADMINISTRATIVE COMPLEX  
SAFDARJUNG AIRPORT, NEW DELHI - 110 003

Kind Attn: Shri Sandeep Prakash

"WITHOUT PREJUDICE"

Dear Sir,

**Subject:** Submission of Multi Tear Tariff Proposal for Cargo and Ground Handling services at Bangalore and Hyderabad by Air India SATS Airport Services Private Limited

With reference to AERA's letter Reference no. AERA/20019/CGF-G/2010-11/Vol.II/1632 dated 21<sup>st</sup> February 2011 on the subject requesting us to submit the Multi Tear Tariff Proposal in as per guidelines issued by the Authority we are pleased to submit our proposal which contains the following:

1. Various forms as per AERA guidelines
2. Copy of Service Provider's Agreement with Airport Operator
3. Summary of Operational Consultation undertaken with Stakeholder from time to time

The above submission is for Cargo Handling at Bangalore and Ground Handling at Bangalore and Hyderabad. The submission is in line with the Authority's AERA Guidelines, 2011.

As per guidelines issued by AERA, our services fall under "**Material but Competitive**" category at both these airports. The Materiality Assessment and Competition Assessment have been arrived as mentioned below:

1. Materiality Assessment: (as per Order No. 12/2010-11)
  - a. Cargo Handling at Bangalore  $MIC$  is 9.2% which is  $> 2.5\%$
  - b. Ground Handling at Bangalore  $MIG$  is 5.2% which is  $> 5\%$
  - c. Ground Handling at Hyderabad  $MIG$  is 5.1% which is  $> 5\%$

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**AIR INDIA SATS AIRPORT SERVICES PVT. LTD.**

Plot No. C-05L, Bengaluru International Airport,  
Devanahalli, Bangalore - 560 300.

Tel : +91 80 6678 3431 / 6678 3021 Fax : +91 80 6678 3452 / 3091

2. Competition Assessment:

- a. Cargo Handling at Bangalore – 2 service providers
- b. Ground Handling at Bangalore – 2 service providers
- c. Ground Handling at Hyderabad – 2 service providers

With the above info, it is apparent that we meet the conditions prescribed under the AERA Guidelines for the category of **"Material but Competitive"**. For reasonableness of service provider's agreement the details for the same have also been furnished in our submission. In view of the facts submitted we request that our services fall under the **'Light touch Approach'** as per the AERA guidelines.

**Confidentiality of the documents submitted**

This proposal contains confidential information in the form of, inter alia, business plans, historical and projected financials and agreements with airport operators that is secret and/or proprietary to Air India SATS Airport Services Private Limited ("AISATS"). This information shall not be disclosed outside the Authority, and shall not be duplicated, used, disclosed or published in whole or in part for any purpose except with the prior written approval of AISATS. Confidential information contained herein is noted on each applicable page. Irreparable competitive disadvantage could result from the release of any confidential information contained in this proposal. If there is a request for disclosure of any confidential information, please notify us in writing allowing us the opportunity to participate in any disclosure discussions.

We do trust that you will find the above details to be in line with the AERA guidelines.

Thanking You,

Yours Truly,  
For Air India SATS Airport Services Pvt. Ltd.



Tjun Kye Kwa  
Head Marketing

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**AIR INDIA SATS AIRPORT SERVICES PVT. LTD.**

Plot No. C-05L, Bengaluru International Airport,  
Devanahalli, Bangalore - 560 300.

Tel : +91 80 6678 3431 / 6678 3021 Fax : +91 80 6678 3452 / 3091





प्रारूप 1  
पंजीकरण प्रमाण-पत्र

कॉर्पोरेट पहचान संख्या : U74900DL2010PTC201763

2010 - 2011

मैं एतद्वारा सत्यापित करता हूँ कि मेसर्स

Air India SATS Airport Services Private Limited

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

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

Form 1  
Certificate of Incorporation.

Corporate Identity Number : U74900DL2010PTC201763

2010 - 2011

I hereby certify that Air India SATS Airport Services 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 Twentieth day of April Two Thousand Ten.

(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 संप्लव्य पत्राचार का पता :  
Mailing Address as per record available in Registrar of Companies office:  
Air India SATS Airport Services Private Limited  
AIRLINES HOUSE, 113, GURUDWARA RAKABGANJ ROAD,  
NEW DELHI - 110001,  
Delhi, INDIA



*Pruthi Singh*



## Details of Competitors Facility

Form F1 (b) - Competition Assessment:

S.N.	Details of Competitor Facility
1	Cargo Warehouse of: Menzies Aviation Bangalore (B'lore) Pvt. Ltd. Plot No. c-04 Bengaluru International Airport Devanahalli, Bangalore 560 300 India



**Form F7 (b) - Initial Regulated Assets Base FY 2008-09:**

Asset	Useful Economic Life	Original Cost of Fixed Assets	Capital Receipt	Depreciation Rate	Year in Operations	Accumulated Depreciation
Building	15.0	703,164,999	0	7%	0	-
Office equipments	5.0	231,080	0	20%	0	-
Electrical equipments	4.0	28,125	0	25%	0	-
Computers	3.0	27,571,387	0	33%	0	-
Furniture and fitting	5.0	11,540,284	0	20%	0	-
Plant and machinery	6.0	446,736	0	17%	0	-
Ground Support Equipment	6.0	210,037	0	17%	0	-
<b>Total</b>		<b>743,192,648</b>	<b>-</b>			<b>-</b>

**Initial RAB Valuation:**

Original cost of fixed assets	743,192,648
Accumulated depreciation	-
Capital receipt	-
<b>Initial RAB</b>	<b>743,192,648</b>

Note:

- 1) Cargo Handling at the Greenfield Bangalore International started on 24 May 2008 and assets have been capitalized post that.



Form F8 (b) - Format for providing proposed exclusions from RAB

S.N.	Asset Name	Book Value	Accumulated Depreciation	Justification for Exclusion	Any Land Associated with Asset	If yes, Details of Land
1	NIL	NIL	NIL	NIL	NIL	NIL
2	NIL	NIL	NIL	NIL	NIL	NIL
3	NIL	NIL	NIL	NIL	NIL	NIL
4	NIL	NIL	NIL	NIL	NIL	NIL

**CONFIDENTIAL**



**Form F9 - Formats for Forecast and Actual Roll-Forward RAB**

S.N.	Asset Name	FY 2008-09	FY 2009-10	FY 2010-11	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
<b>A</b>	<b>Opening RAB</b>								
1	Building	-	66,30,94,226	61,70,91,360	57,01,23,446	54,64,88,864	50,71,87,617	46,72,19,702	43,12,51,788
2	Office equipments	-	1,79,869	(26,11,582)	(28,11,837)	(29,91,166)	(31,30,748)	(32,61,771)	(33,32,788)
3	Electrical equipments	-	19,957	(39,829)	(1,54,120)	(2,60,243)	(3,65,159)	(4,70,075)	(5,74,991)
4	Computers	-	1,82,37,725	1,32,50,452	57,99,147	48,17,508	46,47,541	46,47,541	46,47,541
5	Furniture and fitting	-	1,02,73,031	87,27,489	64,09,439	40,96,134	17,90,635	4,93,120	2,84,937
6	Plant and machinery	-	3,15,652	15,62,515	18,40,207	1,42,61,595	1,67,00,810	1,81,40,026	2,10,79,242
7	Ground Support Equipment	-	1,84,015	1,57,993	9,22,031	92,19,402	1,08,50,106	1,18,19,143	1,38,09,942
<b>B</b>	<b>Additions</b>								
1	Building	70,31,64,999	8,74,803	-	2,50,00,000	2,50,00,000	1,00,00,000	1,50,00,000	1,50,00,000
2	Office equipments	2,31,080	-	-	-	-	-	-	-
3	Electrical equipments	28,125	-	-	-	-	-	-	-
4	Computers	2,75,71,387	14,61,447	20,00,000	-	-	-	-	-
5	Furniture and fitting	1,15,40,284	9,59,490	-	-	-	-	-	-
6	Plant and machinery	4,46,736	17,00,640	12,00,000	1,50,00,000	60,00,000	60,00,000	90,00,000	90,00,000
7	Ground Support Equipment	2,10,037	-	8,00,000	1,00,00,000	40,00,000	40,00,000	60,00,000	60,00,000
<b>C</b>	<b>Disposals</b>								
1	Building	-	-	-	-	-	-	-	-
2	Office equipments	-	-	-	-	-	-	-	-
3	Electrical equipments	-	-	-	-	-	-	-	-
4	Computers	-	-	-	-	-	-	-	-
5	Furniture and fitting	-	-	-	-	-	-	-	-
6	Plant and machinery	-	-	-	-	-	-	-	-
7	Ground Support Equipment	-	-	-	-	-	-	-	-
<b>D</b>	<b>Depreciation</b>								
1	Building	4,00,70,773	4,68,77,669	4,69,67,914	4,86,34,581	4,93,01,248	4,99,67,914	5,09,67,914	5,16,72,559
2	Office equipments	51,211	27,91,451	2,00,255	1,79,329	1,39,582	1,31,023	71,017	70,571
3	Electrical equipments	8,168	59,786	1,14,291	1,06,123	1,04,916	1,04,916	1,04,916	1,04,256
4	Computers	93,33,662	64,48,720	94,51,304	9,81,639	9,81,639	-	-	-
5	Furniture and fitting	12,67,253	25,05,032	23,18,050	23,05,505	23,05,500	12,97,514	2,08,183	2,06,874
6	Plant and machinery	1,31,084	4,53,777	9,22,308	25,78,612	35,60,784	45,60,784	60,60,784	75,60,402
7	Ground Support Equipment	26,022	26,022	35,962	17,02,629	23,69,296	30,30,963	40,09,201	50,09,144
<b>E</b>	<b>Closing RAB</b>								
1	Building	66,30,94,226	61,70,91,360	57,01,23,446	54,64,88,864	50,71,87,617	46,72,19,702	43,12,51,788	39,45,70,228
2	Office equipments	1,79,869	(26,11,582)	(28,11,837)	(29,91,166)	(31,30,748)	(32,61,771)	(33,32,788)	(34,33,788)
3	Electrical equipments	19,957	(39,829)	(1,54,120)	(2,60,243)	(3,65,159)	(4,70,075)	(5,74,991)	(6,79,247)
4	Computers	1,82,37,725	1,32,50,452	57,99,147	48,17,508	46,47,541	46,47,541	46,47,541	46,47,541
5	Furniture and fitting	1,02,73,031	87,27,489	64,09,439	40,96,134	17,90,635	4,93,120	2,84,937	78,064
6	Plant and machinery	3,15,652	15,62,515	18,40,207	1,42,61,595	1,67,00,810	1,81,40,026	2,10,79,242	2,25,18,389
7	Ground Support Equipment	1,84,015	1,57,993	9,22,031	92,19,402	1,08,50,106	1,18,19,143	1,38,09,942	1,48,00,798





**Form F10 (a) Capital Projects:**

S.N.	Project Type	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	High Rise Racking	12,500,000	-	10,000,000	-	12,000,000
2	Forklift	-	6,000,000	-	6,000,000	3,000,000
3	Very Narrow Isle Truck	25,000,000	-	10,000,000	-	-
4	Expansion to ETV System	-	14,000,000	-	21,000,000	9,000,000
5	Office Expansion	12,500,000	-	2,000,000	3,000,000	6,000,000
	<b>Total</b>	<b>50,000,000</b>	<b>20,000,000</b>	<b>20,000,000</b>	<b>30,000,000</b>	<b>30,000,000</b>

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Form F10 (b) - Capital Projects Plan - 10 year Master

S.N.	Project Type	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5	FY 2015-16 Tariff Year 6	FY 2015-16 Tariff Year 7	FY 2015-16 Tariff Year 8	FY 2015-16 Tariff Year 9	FY 2015-16 Tariff Year 10
1	High Rise Racking	1,25,00,000	-	1,00,00,000	-	1,20,00,000	-	-	1,50,00,000	-	1,50,00,000
2	Forklift	-	60,00,000	-	60,00,000	30,00,000	-	60,00,000	-	60,00,000	-
3	Very Narrow Isle Truck	2,50,00,000	-	80,00,000	-	-	-	2,50,00,000	-	-	-
4	Expansion to ETV System	-	1,40,00,000	-	2,10,00,000	90,00,000	-	-	2,10,00,000	-	-
5	Office Expansion	1,25,00,000	-	20,00,000	20,00,000	60,00,000	-	-	-	1,25,00,000	-
6	Building Expansion	-	-	-	-	-	2,00,00,000	80,00,000	-	-	2,00,00,000
7	Computers	-	-	-	-	-	30,00,000	-	30,00,000	-	30,00,000
8	Electric Baggage Tractors	-	-	-	-	-	1,60,00,000	-	-	80,00,000	-
9	Software Up gradation	-	-	-	-	-	20,00,000	-	20,00,000	40,00,000	-
	<b>Total</b>	<b>5,00,00,000</b>	<b>2,00,00,000</b>	<b>2,00,00,000</b>	<b>3,00,00,000</b>	<b>3,00,00,000</b>	<b>3,90,00,000</b>	<b>3,90,00,000</b>	<b>3,90,00,000</b>	<b>2,65,00,000</b>	<b>3,80,00,000</b>



# Form F10 (c) - Year Wise Capital Expenditure Financing Plans

S.N.	Project Type	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5	FY 2015-16 Tariff Year 6	FY 2015-16 Tariff Year 7	FY 2015-16 Tariff Year 8	FY 2015-16 Tariff Year 9	FY 2015-16 Tariff Year 10
1	Project CAPEX (Internal Accruals)	5,00,00,000	2,00,00,000	2,00,00,000	3,00,00,000	3,00,00,000	3,90,00,000	3,90,00,000	3,90,00,000	2,65,00,000	3,80,00,000

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**Form F10 (d) - Summary Statement of Expenses**

S.N.	Particulars	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	Interest & Finance Charges Capitalised					
2	Cost of raising Finance & Bank Charges					
3	Other Expenses Capitalised					
4	<b>Total Expenses Being</b>	NIL	NIL	NIL	NIL	NIL

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Form F10 (e) - Additional Capital Projects Summary

Forecast WIP Assets						
S.N.	Particulars	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	Opening WIP Assets					
2	Additions - New WIP					
3	WIP Capitalized					
4	Closing WIP Assets	NIL	NIL	NIL	NIL	NIL

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Form F11 (a) - Employee Strength

S.N.	Particulars	FY 2008-09	FY 2009-10	FY 2010-11	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	Full Time Employees	186	194	202	212	216	221	225	229
2	Contractual Employees	290	316	335	375	383	390	398	406
	<b>Total (1+2)</b>	<b>476</b>	<b>509</b>	<b>545</b>	<b>587</b>	<b>599</b>	<b>611</b>	<b>623</b>	<b>635</b>

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# Historical and Forecasted Volume

Form F12 (a)-Historical and Projected Cargo Volumes in kg:

Year	Domestic								International							
	Loaded				Unloaded				Loaded				Unloaded			
	General	Perishable	Valuable	Others	General	Perishable	Valuable	Others	General	Perishable	Valuable	Others	General	Perishable	Valuable	Others
2008-2009	92,17,329	1,267	-	-	70,09,685	287	-	-	2,33,57,850	1,410	-	-	2,38,31,823	134	-	-
2009-2010	1,01,51,183	1,395	-	-	75,99,878	311	-	-	3,23,33,679	1,951	-	-	2,61,01,105	146	-	-
2010-2011	1,06,68,871	1,568	-	-	78,15,154	278	-	-	4,34,41,641	1,810	-	-	3,20,61,514	343	-	-
2011-2012	1,12,62,314	1,646	-	-	81,27,761	290	-	-	5,06,70,331	1,955	-	-	3,39,85,205	364	-	-
2012-2013	1,17,62,430	1,728	-	-	84,52,871	301	-	-	5,47,23,957	2,111	-	-	3,60,24,317	386	-	-
2013-2014	1,23,50,552	1,815	-	-	87,90,986	313	-	-	5,91,01,874	2,280	-	-	3,81,85,776	409	-	-
2014-2015	1,29,68,079	1,905	-	-	91,42,625	326	-	-	6,38,30,023	2,462	-	-	4,04,76,923	433	-	-
2015-2016	1,36,16,483	2,001	-	-	95,08,330	339	-	-	6,69,36,425	2,872	-	-	4,29,05,538	459	-	-
2016-2017	1,42,97,307	2,101	-	-	98,88,663	352	-	-	7,30,72,611	3,045	-	-	4,54,79,870	487	-	-
2017-2018	1,47,26,227	2,164	-	-	1,00,86,437	359	-	-	7,74,56,967	3,227	-	-	4,72,99,065	506	-	-
2018-2019	1,51,68,013	2,229	-	-	1,02,88,165	366	-	-	8,21,04,386	3,421	-	-	4,91,91,028	526	-	-
2019-2020	1,56,23,054	2,296	-	-	1,04,93,929	374	-	-					5,11,58,669	548	-	-

Note:

- 1) IMF predicts an average growth rate for India for next 5 year at 7.86%
- 2) IATA expects air freight volume to increase by 8% this year 2011 (IATA release 28 Feb 2011)

