

File No. AERA/20010/MYTP/AIS/GH/Del/2012-13
Consultation Paper No. 19/2013-14



Airports Economic Regulatory Authority of India

**Multi Year Tariff Proposal and Annual Tariff
Proposals submitted by Air India SATS Airport
Services Private Limited for Ground Handling
Services at IGI Airport, New Delhi.**

New Delhi: 16th August, 2013

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

M/s Air India SATS Airport Services Private Limited (AISATS) took over the ground handling operations at IGI Airport, New Delhi and commenced its operations w.e.f. 01.01.2011. AISATS was advised to submit the Multi Year Tariff Proposal (MYTP) and Annual Tariff Proposals (ATPs) for the first control period of five years w.e.f. 01.04.2011.

2. AISATS submitted its MYTP to the Authority for the first control period of 5 years w.e.f. 01.04.2011, vide their submission dated 31.07.2012 and 10.01.2013. Subsequently AISATS also submitted the ATP(s) for first, second, third and fourth tariff year(s).

3.1 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.

- (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.

3.2 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 IGI Airport, New Delhi, as per April-2010 to March'2011 AAI statistics, is 26.3% which is greater than the 5% Materiality Index fixed for the subject service. Hence the regulated service is deemed 'material'.

3.3 As per the information furnished by AISATS in Form F1 (b) on the Competition Assessment, the following other service providers are rendering similar service at Delhi Airport:

- (i) Cambata Aviation Private Limited
- (ii) Celebi Ground Handling Delhi Private Limited.
- (iii) Bird Worldwide Flight Services (India) Private Limited

3.4 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'.

3.5. Clause 3.2 (ii) of the Guidelines provides that wherever the regulated service provided is deemed to be "material but competitive", the Authority shall determine tariff(s) for service provider(s) based on a "light touch approach" for the duration of the control period.

3.6 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 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 the proposal is required to be of Annual tariff Proposal, supported by the following:-

- (i) Form B and Form F14(b)
- (ii) Details of consultations with stakeholders
- (iii) Evidence of User Agreements clearly indicating the Tariff proposal by the service provider and agreed to by the User.

4. AISATS has submitted its MYTP along with the requisite forms. Further AISATS has also submitted ATP for the first, second, third and fourth tariff year of the current control period for the ground handling services at IGI Airport, New Delhi. In support of the ATP, AISATS has submitted evidence/information regarding user agreements between the service provider and users of the regulated services.

5. The Authority, after careful consideration of the MYTP and the ATP (s), for the first control period makes the following proposal for stakeholder consultation:

- (i) The service for ground handling, being provided by AISATS at IGI Airport, New Delhi, is “material but competitive”. Therefore, the Authority proposes to adopt “Light Touch Approach” for determination of tariff for the first control period.
- (ii) Tariffs for ground handling services provided by AISATS, for the first tariff year (w.e.f 01.04.2011 to 31.03.2012), second tariff year (w.e.f. 01.04.2012 to 31.03.2013), third tariff year (w.e.f. 01.04.2013 to 31.03.2014) and fourth tariff year (w.e.f. 01.04.2014 to 31.03.2015) of the first control period for Ground Handling Services provided at IGI Airport, New Delhi, are proposed to be as placed at **Annexure-I**

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

7. The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 5 above, **latest by 30.08.2013** 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: 011-24695040
Fax: 011-24695039

Yashwant S. Bhave
Chairperson

AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED

Tariff(s) for Ground Handling Services at IGI Airport, New Delhi.

Form F 14 (b) - Annual Tariff Proposal for Tariff Year 1 (2011-12)

**MAXIMUM RATES TO BE PAID BY SCHEDULED AIRLINES FOR COMPREHENSIVE
GROUND HANDLING**

Sl. No.	Aircraft Types (ICAO Code)	Maximum Ground Handling Rate in INR			
		Scheduled Passenger		Scheduled Freighter Aircraft	
		Domestic Flight	International Flight	Domestic Flight	International Flight
1.	CODE B	11,300	49,720	-	-
2.	CODE C	9,605	83,055	51,189	68,365
3.	CODE D	15,255	136,504	90,174	120,322
4.	CODE E	50,850	160,404	106,220	141,640
5.	CODE F	90,400	223,740	144,527	192,665

Notes :

- 1) To achieve the projected ARR only maximum ground 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 1998 or 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), flight frequency, service level agreement, Credit period and liability and indemnity requirement.
- 3) These rates may be revised, where external economic / financial factors warrant a review. However, any change, will be in consultation with the relevant authorities (AERA) and related stakeholders.
- 4) All charges mentioned above include prevailing third party charges such as concession fee, royalty, airport levy charged by the Airport Authority at the time of submission.
- 5) All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 6) Exchange rate used for contracts signed in USD: 1 USD = 55 INR

AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED

Tariff(s) for Ground Handling Services at IGI Airport, New Delhi.

Form F 14 (b) - Annual Tariff Proposal for Tariff Year 2 (2012-13)

**MAXIMUM RATES TO BE PAID BY SCHEDULED AIRLINES FOR COMPREHENSIVE
GROUND HANDLING**

Sl. No.	Aircraft Types (ICAO Code)	Maximum Ground Handling Rate in INR			
		Scheduled Passenger		Scheduled Freighter Aircraft	
		Domestic Flight	International Flight	Domestic Flight	International Flight
1.	CODE B	14,351	63,054	-	-
2.	CODE C	12,204	105,316	64,862	86,671
3.	CODE D	19,323	173,003	114,356	152,550
4.	CODE E	64,410	203,287	134,696	179,557
5.	CODE F	114,582	283,630	183,173	244,193

Notes :

- 1) To achieve the projected ARR only maximum ground 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 1998 or 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), flight frequency, service level agreement, credit period and liability and indemnity requirement.
- 3) These rates may be revised, where external economic / financial factors warrant a review. However, any change, will be in consultation with the relevant authorities (AERA) and related stakeholders.
- 4) All charges mentioned above include prevailing third party charges such as concession fee, royalty, airport levy charged by the Airport Authority at the time of submission.
- 5) All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 6) Exchange rate used for contracts signed in USD: 1 USD = 55 INR

AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED

Tariff(s) for Ground Handling Services at IGI Airport, New Delhi.

Form F 14 (b) - Annual Tariff Proposal for Tariff Year 3 (2013-14)

**MAXIMUM RATES TO BE PAID BY SCHEDULED AIRLINES FOR COMPREHENSIVE
GROUND HANDLING**

Sl. No.	Aircraft Types (ICAO Code)	Maximum Ground Handling Rate in INR			
		Scheduled Passenger		Scheduled Freighter Aircraft	
		Domestic Flight	International Flight	Domestic Flight	International Flight
1.	CODE B	14,351	63,054	-	-
2.	CODE C	12,204	105,316	64,862	86,671
3.	CODE D	19,323	173,003	114,356	152,550
4.	CODE E	64,410	203,287	134,696	179,557
5.	CODE F	114,582	283,630	183,173	244,193

Notes :

- 1) To achieve the projected ARR only maximum ground 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 1998 or 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), flight frequency, service level agreement, credit period and liability and indemnity requirement.
- 3) These rates may be revised, where external economic / financial factors warrant a review. However, any change, will be in consultation with the relevant authorities (AERA) and related stakeholders.
- 4) All charges mentioned above include prevailing third party charges such as concession fee, royalty, airport levy charged by the Airport Authority at the time of submission.
- 5) All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 6) Exchange rate used for contracts signed in USD: 1 USD = 55 INR

AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED

Tariff(s) for Ground Handling Services at IGI Airport, New Delhi.

Form F 14 (b) - Annual Tariff Proposal for Tariff Year 4 (2014-15)

**MAXIMUM RATES TO BE PAID BY SCHEDULED AIRLINES FOR COMPREHENSIVE
GROUND HANDLING**

Sl. No.	Aircraft Types (ICAO Code)	Maximum Ground Handling Rate in INR			
		Scheduled Passenger		Scheduled Freighter Aircraft	
		Domestic Flight	International Flight	Domestic Flight	International Flight
1.	CODE B	14,351	63,054	-	-
2.	CODE C	12,204	105,316	64,862	86,671
3.	CODE D	19,323	173,003	114,356	152,550
4.	CODE E	64,410	203,287	134,696	179,557
5.	CODE F	114,582	283,630	183,173	244,193

Notes :

- 1) To achieve the projected ARR only maximum ground 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 1998 or 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), flight frequency, service level agreement, credit period and liability and indemnity requirement.
- 3) These rates may be revised, where external economic / financial factors warrant a review. However, any change, will be in consultation with the relevant authorities (AERA) and related stakeholders.
- 4) All charges mentioned above include prevailing third party charges such as concession fee royalty, airport levy charged by the Airport Authority at the time of submission.
- 5) All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 6) Exchange rate used for contracts signed in USD: 1 USD = 55 INR

2012/L/CHQ/MKT/0009/AERA

31 July 2012

Ms Radhika R
DGM
AERA Building
Administrative Complex
Safdarjung Airport
New Delhi

Sub: Submission of Multi Year Tariff Proposal (MYTP) and Annual Tariff Plan (ATP) for Ground Handling Services at Delhi International Airport by Air India SATS Airport Services Private Limited

Dear Madam,

With reference to submission of MYTP and ATP for ground Handling Services at Delhi International Airport by AISATS, as per the guideline issued by the Authority we are pleased to submit our proposal which contains following:

1. Various forms as per AERA guidelines
2. Sample copy of existing User Agreement between the Service Provider and the User of the Regulated Services

The above submission is for Ground Handling at Delhi International Airport. The submission is in line with the Authority's AERA Guidelines, 2011.

As per guidelines issued by AERA, our services fall under "**Material by Competitive**" category. The materiality assessment and Competition Assessment have been arrived as mentioned below:

1. Materiality Assessment: MI_G is 24.4% which is $>5\%$
2. Competition Assessment: 4 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 the reasonableness of services provider's agreement the details for the same have also been furnished in our submission. In viwe of the facts submitted we request that our services fall under the "**Light touch Approach**" as er AERA guidelines.

Air India SATS Airport Services Private Limited

Correspondence Address:

A-301, Business Square, Andheri – Kurla Road, Chakala, Andheri (East), Mumbai 400069, India

Registered Office: Airlines House, 113, Gurudwara Rakabganj Road, New Delhi 110001, India
Corporate Identification Number (CIN): U74900DL2010PTC201763

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.

Thank you.

Yours Sincerely,



Nilang Shah

Manager Marketing

Air India SATS Airport Services Private Limited

E-mail: nilang.shah@aisats.in

Contact: (D) +91-22-3938 7016

(F) +91-22-3938 7001

Air India SATS Airport Services Private Limited

Correspondence Address:

A-301, Business Square, Andheri – Kurla Road, Chakala, Andheri (East), Mumbai 400069, India



2013/L/CHQ/MKT/0001/AERA

10 January 2013

Ms Radhika R
DGM
AERA Building
Administrative Complex
Safdarjung Airport
New Delhi

Sub: Submission of revised Multi Year Tariff Proposal (MYTP) for Ground Handling Services at Delhi International Airport by Air India SATS Airport Services Private Limited

Ref: AERA/20010/MYTP/AIS/GH/Del/2012-13/2182 dated 24 December 2012

Dear Madam,

With reference to submission of MYTP for ground Handling Services at Delhi International Airport by AISATS, as per the guideline issued by the Authority we are pleased to submit revised proposal which contains following:

1. Various forms as per AERA guidelines
2. Sample copy of existing User Agreement between the Service Provider and the User of the Regulated Services

The above submission is for Ground Handling at Delhi International Airport. The submission is in line with the Authority's AERA Guidelines, 2011.

Please note, Form 6(a), 6(b) and 6(c), as requested in the letter reference AERA/20010/MYTP/AIS/GH/Del/2012-13/2182 dated 24 December 2012, do not apply to AISATS DEL, as AISATS DEL has not taken any debts. The commencement date of the Ground handling operations is mentioned in the Executive Summary of the submission.

Kindly accept my apology as we will not be able to share the complete Concession Agreement document signed between DIAL & AISATS, as the document is a confidential document between DIAL & AISATS. However, I have attached the first

Air India SATS Airport Services Private Limited

Correspondence Address:

A-301, Business Square, Andheri – Kurla Road, Chakala, Andheri (East), Mumbai 400069, India

few pages and the last page (with signatures of all the parties to the agreement) herewith for authority's kind reference and records.

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.

Thank you.

Yours Sincerely,



Nilang Shah

Manager Marketing

Air India SATS Airport Services Private Limited

E-mail: nilang.shah@aisats.in

Contact: (D) +91-22-3938-7016

(F) +91-22-3938 7001

Air India SATS Airport Services Private Limited

Correspondence Address:

A-301, Business Square, Andheri – Kurla Road, Chakala, Andheri (East), Mumbai 400069, India

CP No. 19/2013-14/AERA/20010/MYTP/AIS/GH/Del/2012-1310

Registered Office: Airlines House, 113, Gurudwara Rakabganj Road, New Delhi 110001, India

Corporate Identification Number (CIN): U74900DL2010PTC201763

**SUBMISSION OF MULTI YEAR TARIFF PROPOSAL
TO
AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA
BY
M/S AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED**

**FOR
GROUND HANDLING
AT
INDIRA GANDHI INTERNATIONAL AIRPORT, DELHI**

DATED: 31 JULY 2012

REVISION DATE: 4 JANUARY 2013 ✓

AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED

Corporate Office Address: A-301 Business Square, Andheri - Kurla Road,
Chakala, Andheri (East), Mumbai- 400 069



BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

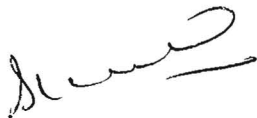
AT NEW DELHI

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

M/S AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED

I, Sanjay Gupta, aged 40 years resident of Republic of India acting in my official capacity as Chief Financial Officer in M/S Air India SATS Airport Services Private Limited having its registered office at Airlines House, 113 Guru Rakabganj Road, New Delhi 110001 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/S Air India SATS Airport Services Private Limited 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.



Sanjay Gupta

Chief Financial Officer

Place: Mumbai

Date: 4 January 2012



Historic ARR and ARR for each Tariff Year

Form F1 (a): Historical and Proposed Aggregate Revenue Requirement:

S.N.		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	Aggregate Revenue Requirement	833,335,637	1,008,929,484	1,082,482,665	1,097,145,766	1,099,612,113



Details of Competitors Facility

Form F1 (b) - Competition Assessment:

S.N.	Details of Competitor Facility
1	Ground Handling at Delhi by: Cambata Aviation Pvt. Ltd.
2	Ground Handling at Delhi by: Celebi Ground Handling Delhi Private Limited
3	Ground handling at Delhi by: Bird Worldwide Flight Services (India) Pvt. Ltd.

Loan Master

Form F6(a) - Loan Master:

Perticulars	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
Secured Loan							
Repayments during the year							
Interest payments during the year							
Outstanding at the end of the year		NIL	NIL	NIL	NIL	NIL	NIL
Unsecured Load							
Repayments during the year							
Interest payments during the year							
Outstanding at the end of the year		NIL	NIL	NIL	NIL	NIL	NIL



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Form F6(b) - Summary Statement of Interest & Finance Charges:

Sr. No.	Perticulars	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	1 Interest charges on Government Loans, Bonds and Advances Government Loans Bonds Foreign Currency Loans/Credits Debentures ... Total	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	2 Interest on Long terms Loans/Credits from the Fis/banks/organisations approved by the Government Secured ... Unsecured ... 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 project loans							
C	Grand total of interest & finance charges: A + B							
D	Less: interest & finance charges capitalised							
E	net total of interest and finance charges on project related loans							
F	interest on working capital loans							
G	Other interest charges (provide head-wise details)							
H	Total interest and finance charges chargeable to P&L account (E + F + g)	NIL	NIL	NIL	NIL	NIL	NIL	NIL

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Form F6(c): Contributions, Grants and Subsidies Master

Contributions																							
Particulars	Source	Total Amount	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		
			OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB
1		NIL																					
2		NIL																					
Grants																							
Particulars	Source	Total Amount	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		
			OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB
1		NIL																					
2		NIL																					
Subsidies																							
Particulars	Source	Total Amount	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		
			OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB	OB	Add.	CB
1		NIL																					
2		NIL																					

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



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Form F7: Initial Fixed Assets Register FY 2011-12:

Asset	Useful Economic Life	Original Cost of Fixed Assets	Capital Receipt	Depreciation Rate	Year in Operations	Accumulated Depreciation
Building	15.0		0	7%	0	-
Office equipments	5.0		0	20%	0	-
Electrical equipments	4.0		0	25%	0	-
Computers	3.0	6,069,101	0	33%	0	-
Furniture and fitting	5.0		0	20%	0	-
Plant and machinery	6.0		0	17%	0	-
Ground Support Equipment	6.0	90,313,320	0	17%	0	-
Vehicle	7.0			14%		
Total		96,382,421	-			-

Initial RAB Valuation:

Original cost of fixed assets	96,382,421
Accumulated depreciation	-
Capital receipt	-
Initial RAB	96,382,421

Note:

- 1) Please note, AISATS DEL is using GSEs from AI with INR 59 crore, which will be converted to equity in the year 2012-13 hence the RAB base is low.



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Form F8 (a) - Format for providing asset wise information of stakeholder contribution

S.N.	Contribution Name	Asset Name	Extent of User Contribution Approved for the Project	Year of Approval	Tenure fro User Contribution Collection	Actual Accumulated Collection till Beginning of Previous Year	Total Collection for Tariff Year 1	Total Collection for Tariff Year 2	Total Collection for Tariff Year 3	Total Collection for Tariff Year 4	Total Collection for Tariff Year 5
1	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL
2	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL
3	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL
4	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL

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

Details of Proposed Excluded Assets from RAB						
S.N.	Asset Name	Book Value	Accumulated Depreciation	Justification for Exclusion	Any Land Associated with Asset	It 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



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

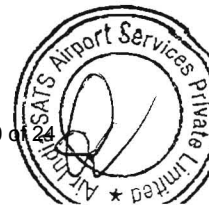
S.N.	Project Type	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	Project CAPEX (Internal Accruals)	54,248,306	400,000,000	60,000,000	63,000,000	166,150,000

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	Total Expenses Being	NIL	NIL	NIL	NIL	NIL

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 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	2,054	1,789	1,825	1,861	1,899
2	Contractual Employees	na	1,280	1,280	1,280	1,280
	Total (1+2)	2,054	3,069	3,105	3,141	3,179

Form F11 (b) - Payroll Related Expenditure and Provisions

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	Payroll cost	503,017,295	518,107,814	544,013,205	587,534,261	634,537,002
2	Employee Expenses Capitalised	-	-	-	-	-
	Total (1-2)	503,017,295	518,107,814	544,013,205	587,534,261	634,537,002



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Form F11 (c) Administrative and General 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	Consumption of stores and spares	4,248,562	4,588,447	4,955,523	5,351,965	5,780,122
2	Asset usage charges	19,000,363	20,520,392	22,162,023	23,934,985	25,849,784
3	Freight and transportation charges	647,574	699,380	755,330	815,757	881,017
4	Legal and professional fees	5,706,720	6,163,258	6,656,318	7,188,824	7,763,930
5	Auditor's remuneration	-	-	-	-	-
6	Power and fuel	1,391,852	1,503,200	1,623,456	1,753,333	1,893,599
7	Rent	17,449,361	18,845,310	20,352,935	21,981,169	23,739,663
8	Insurance	-	-	-	-	-
9	Communication	1,169,962	1,263,559	1,364,644	1,473,816	1,591,721
10	Printing and stationery	1,843,934	1,991,449	2,150,765	2,322,826	2,508,652
11	Travelling and conveyance	58,540,183	63,223,398	68,281,270	73,743,772	79,643,273
12	Business promotion	174,369	188,318	203,384	219,655	237,227
13	Bank charges	13,893	15,004	16,204	17,501	18,901
14	Demurage charges	-	-	-	-	-
15	Concession fees	6,070,664	6,556,317	7,080,823	7,647,289	8,259,072
16	Miscellaneous expenses	4,386,617	4,737,547	5,116,551	5,525,875	5,967,945
	Total	120,644,055	130,295,579	140,719,226	151,976,764	164,134,905

Form F11 (d) - Repairs and Maintenance Expenditure

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	Building	-	-	-	-	-
2	Others (GSE)	3,767,875	3,805,554	3,843,609	3,882,045	4,270,250
	Total	3,767,875	3,805,554	3,843,609	3,882,045	4,270,250



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Form F11 (e) - Utilities & Outsourcing Expenditure

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	Asset usage charges	19,000,363	20,520,392	22,162,023	23,934,985	25,849,784
2	Freight and transportation charges	647,574	699,380	755,330	815,757	881,017
3	Legal and professional fees	5,706,720	6,163,258	6,656,318	7,188,824	7,763,930
4	Auditor's remuneration	-	-	-	-	-
5	Power and fuel	1,391,852	1,503,200	1,623,456	1,753,333	1,893,599
6	Communication	1,169,962	1,263,559	1,364,644	1,473,816	1,591,721
7	Miscellaneous expenses	4,386,617	4,737,547	5,116,551	5,525,875	5,967,945
	Total	32,303,089	34,887,336	37,678,323	40,692,589	43,947,996

Form F11 (f) - Other Outflows

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
A						
B						
C						
	Grand Total	NIL	NIL	NIL	NIL	NIL



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Historical and Forecasted Volume

12 (b) (c)
Form F12 (a)-Historical and Projected Aircraft Movements:

Year	Domestic (Landing)			International (Landing)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2008-2009		157,896			59,218	
2009-2010		165,789			63,438	
2010-2011		180,791			74,758	
2011-2012		215,397			76,937	
2012-2013	226,167	224,013	221,859	82,323	81,553	80,784
2013-2014	235,214	232,973	230,733	87,262	86,446	85,631
2014-2015	244,622	242,292	239,963	92,498	91,633	90,769
2015-2016	254,407	251,984	249,561	98,048	97,131	96,215
2016-2017	264,583	259,544	259,544	103,930	101,988	101,988
2017-2018	272,521	267,330	267,330	109,127	107,087	107,087
2018-2019	280,696	275,350	275,350	114,583	112,441	112,441
2019-2020	289,117	282,233	283,610	120,312	116,939	118,064
2020-2021	296,345	289,289	290,700	125,125	121,617	122,786
2020-2021	303,754	296,522	297,968	130,130	126,481	127,698

Note:

- 1) We predict an average growth rate of 5% over the next 5 years.



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