

File No. AERA/20010/MYTP-Celebi/GH/Del/2011-12/Vol-I

Consultation Paper No. 4/2013-14



Airports Economic Regulatory Authority of India

**Annual Tariff Proposal submitted by Celebi
Ground Handling Delhi Private Limited for
Ground Handling Services at IGI Airport, New
Delhi**

New Delhi: 16th April, 2013

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

The Authority had considered the Multi Year Tariff Proposal (MYTP) for the first control period commencing from 01.04.2011 submitted by Celebi Ground handling Delhi Private Limited (Celebi) and after due stakeholder consultation, had issued Multi Year Tariff Order (MYTO) No. 26/2011-12 dated 28.10.2011, ordering that the ground handling services rendered by Celebi at IGI Airport, New Delhi is **“material but competitive” and hence the Authority will adopt a “light touch approach”** for determination of tariff for the first control period w.e.f.01.04.2011. Thereafter the Authority also determined the tariffs for the first and second tariff years (2011-12 & 2012-13) accordingly, vide Annual Tariff Orders (ATOs) no. 23/2012-13 dated 12.11.2012 and order no.13/2012-13 dated 06.08.2012 respectively.

2. **As per Clause 7.4 of the Authority’s 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]**, after issuance of the MYTO, the service provider shall submit to the Authority its Annual Tariff Proposals (ATPs), provided that an ATP shall be submitted at least 75 days prior to the start of the Tariff Year. As per the clause 11.2 of the Guidelines, ATP is required to be submitted in the form and manner as provided in Appendix A1.8.2 wherein it is mentioned that the ATP should be supported by:

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

3.1 Celebi vide letter no. nil dated 21.02.2013, have submitted Form B, and Form 14(b) towards ATP for third tariff year (2013-14) of the first control period.

4. The Authority has carefully considered the ATP submitted by Celebi Ground Handling Delhi Private Limited and decided to make the following proposal for stakeholder consultation:

- (i) The Tariff for for third tariff year (w.e.f. 01.04.2013 to 31.03.2014) Ground Handling Services provided by Celebi Ground Handling Delhi Pvt. Ltd at IGI Airport, New Delhi, are tentatively decided to be as at **Annexure - I**.

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 as **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 30.04.2013** at the following address:

Capt. Kapil Chaudhary (Retd.)
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



CELEBI
Annexure – I (Tariff Proposal for the year 2013-14)

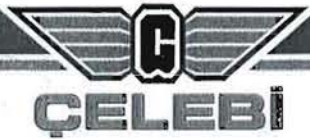
TARIFF W.E.F. 01.04.2013 to 31.03.2014

Aircraft Type/ Category (ICAO code types)	Tariff Heading	Conditions of Tariff - INR (Ceiling Price *)	Applicable Discount - INR	Estimated Units	Estimated Revenues - INR
International – Passenger Flights					
B	Comprehensive	55,800			
	Ramp	41,800			
C	Comprehensive	93,200			
	Ramp	69,700			
D	Comprehensive	153,100			
	Ramp	122,700			
E	Comprehensive	179,900			
	Ramp	144,500			
F	Comprehensive	251,000			
	Ramp	196,500			
International – Cargo Flights					
C	Ramp	76,700			
D	Ramp	135,000			
E	Ramp	158,900			
F	Ramp	216,100			
Domestic – Passenger Flights					
B	Comprehensive	12,700			
	Ramp	8,900			
C	Comprehensive	10,800			
	Ramp	7,600			

REDACTED

* As per revised ceiling rate as published by Delhi International Airport Pvt. Ltd. These ceiling rates are effective from 1st April 2012 till 31st March 2015.


CELEBI GROUND HANDLING DELHI PVT. LTD.
www.celebi.in



February 21, 2013

To,

Capt. Kapil Chaudhary, Secretary
Airports Economic Regulatory Authority of India
AERA Building, Administrative Complex,
Safdarjung Airprt, New Delhi – 110003.

Dear Madam,

Hand
Sub: Tariff Proposal for the second tariff year of the control period.

We are hereby submitting the Annual Tariff Proposal (in Annexure I), for the third tariff year 2013-14 of the control period which started w. e. f. 01.04.2011.

We request you **not** to make this proposal a public document because the information content in it is very sensitive to our business and competitiveness. As explained during our earlier meetings that we operate at Indira Gandhi International Airport in Delhi in a very competitive environment wherein customers (airlines) select the ground handlers through RFQ (Request for Quotation) after thorough evaluation of quality and prices of our services.

We appreciate and thank you for your understanding on the above.

For Celebi Ground Handling Delhi Private Limited

Huseyin Taner Sari
Chief Executive Officer
Encl: As Above



Form B


**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 Celebi Ground Handling Delhi Private Limited**

I, Huseyin Taner Sari, aged 47 years resident of B4/904, Sahara Grace, M.G. Road, Gurgaon (Haryana) acting in my official capacity as Chief Executive Officer in M/s Celebi Ground Handling Delhi Private Limited having its registered office at Room No. 22, Import Building 3, International Cargo Terminal, IGI Airport, New Delhi - 110037 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s Celebi Ground Handling Delhi Private Limited in the matter of making this submission before the Airports Economic Regulation Authority of India, New Delhi ('AERA');
2. I am competent to make this submission before AERA;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of the Annual Tariff Proposal submission which include
 - (i) Estimated Maximum Allowed Yield per Unit (where determined by the Authority);
 - (ii) Proposed detailed break-up of Tariff(s) (in context to Estimated Maximum Allowed Yield per Unit where determined by the Authority); and
 - (iii) Justifications, are correct and true to my knowledge and belief and nothing material has been concealed there from.

For Celebi Ground Handling Delhi Private Limited


Huseyin Taner Sari
Chief Executive Officer

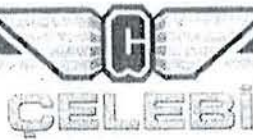


Place: New Delhi

Date: 21.02.2013

CELEBI GROUND HANDLING DELHI PVT. LTD.

www.celebi.in



Date: March 22, 2013

To,

Capt. Kapil Chaudhary, Secretary
Airports Economic Regulatory Authority of India
AERA Building, Administrative Complex,
Safdarjung Airprt, New Delhi – 110003.

Dear Madam,

Sub: Tariff Proposal for the second tariff year of the control period.

In reference to the annual tariff proposal for the third tariff year i.e. FY 2013-14, submitted to your office on 22nd February 2013, we wish to clarify that we have no objection in publishing the ceiling rates.

We have requested to keep the information given under following column heading of Annexure – I, as confidential:

1. "Applicable Discount – INR",
2. "Estimated Units"
3. "Estimated Revenues – INR"

We thank you for your understanding and co-operation on the above.

For Celebi Ground Handling Delhi Private Limited


HUSEYIN TANER SARI
Chief Executive Officer