

File No. AERA/20010/MYTP/Cambata/GH/Mum /2011-12

Consultation Paper No. 37/2012-13



Airports Economic Regulatory Authority of India

**Annual Tariff Year Proposal submitted by Cambata
Aviation Private Limited for providing ground
handling services at CSI Airport, Mumbai.**

New Delhi: 3rd January, 2013

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

The Authority had considered the Multi Year Tariff Proposal, for the first control period submitted by Cambata Aviation Private Limited (Cambata) in respect of ground handling services being provided at CSI Airport, Mumbai. After due stakeholder consultation, the Authority issued a Multi-Year Tariff Order (MYTO) No. 38/2011-12 dated 14.03.2012 ordering that:

- (i) *“....The services provided for ground handling by Cambata Aviation Private Limited at CSI Airport, Mumbai are ‘material but competitive’. Hence, the Authority shall adopt a "light touch approach" for determination of tariff for the first Control Period w.e.f 01.04.2011.*
- (ii) *Cambata may submit the Annual Tariff Proposal for the first tariff year of the first control period for the consideration of the Authority within a period of 75 days of the issue of this Order in accordance with the Guidelines...”*

2. As per the clause 11.2 of the Guidelines [Airport 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], Annual Tariff Proposal (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:

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

3.1 Pursuant to the issue of MYTO, Cambata have submitted their ATP for the first and second tariff year (FY 2011-12 and 2012-13) of the first Control Period for the ground handling services at CSI Airport, Mumbai with proposed tariff card rate.

3.2 Cambata, further submitted that:

- a. *“..Cambata is the only Ground Handler who got an approval from the Customs Authorities under “Serve from India Scheme” whereby Cambata is entitled to import various equipment’s from abroad for its operations at the airports at concessional customs duty @3%. This approval has been given to Cambata on the backdrop of earning substantial foreign exchange (deemed) through Ground Handling and Cargo Handling operations at various airports by Cambata. One of the conditions to be met for getting customs duty concession is such that the tariffs are to be quoted in foreign currency which Cambata have been doing for a very long time. A copy of the communication received from Customs Authorities and also Reserve Bank of India in this connection is enclosed herewith.*
- b. *Cambata has been following the procedure for several decades to quote its tariffs to all airlines for rendering GH and Cargo Handling Services in USD. The USD rate quoted is converted into INR as per the exchange rate prevailing on the last working day of each month and an invoice is raised on each airline in INR plus applicable taxes. The invoices are sent to respective airlines offices in India and the payments are received in INR only. This procedure of quoting tariffs in USD and raising of invoice in INR is very clearly documented and*

agreed with each airline as per the agreements signed with them and a sample agreement/invoice is enclosed herewith for reference.

- c. There is no much change in tariffs quoted in USD for performing GH/Cargo handling operations for the year 2011-12 and 2012-13 of all stations. However for ATP purposes the conversion rate of 1 USD has been taken @ INR-50 and INR-56 respectively for the years 2011-12 and 2012-13.*
- d. Please note that all our tariffs have been fixed for each airline as per the terms of contract entered into with them. The tariffs will vary between airlines for performing similar type of services for same type of aircrafts as the tariffs are decided and agreed upon based on various business decision like volumes, long station relationship with us etc., Further the tariffs considered for ATP purposes included all types of GH/Cargo Handling Services rendered to an airline including provision of Ground Power Units, Ambulifts, Air Cooling Units, toilet/water carts etc.,*
- e. As explained above all the tariffs for provision of various services are fixed and agreed upon with each airline and clearly documented in the SGHA entered into with airline. The contracts signed are generally for a period of three years and only very few airlines contracts consists of an increase in tariff clause each year that too not exceeding by 5% and in most of the cases the tariffs are fixed in USD for three years. For ATP purposes we have considered the maximum rate which we have been charging an airline under a particular category of an aircraft and confident that our tariffs will not go beyond the tariffs given in the ATP for the first and second year. Since the rates have already been fixed and agreed upon with each airline and will not exceed the maximum tariff given as per ATP for the first and second tariff year we were of the opinion that a separate consultation once again with the stakeholder on the tariffs proposed as per ATP doesn't warrant which will result in duplication of work..."*

3.3 Cambata, further resubmitted their ATPs for the tariff years 2011-12 and 2012-13, showing the Ground Handling and Cargo tariffs (cargo back office functions) separately along with Form B and Forms 14(b) indicating the maximum rates for the services.

3.4 Cambata made a separate submission on Cargo Back Office Functions performed by them at airports. According to Cambata, providing cargo back office functions, forms part of the original Ground handling Contracts, the tariff of which are agreed with each airline based on services offered for Cargo Back Office Functions. It has also been stated that Cambata is permitted to perform only back office functions relating to cargo while physical cargo handling is actually done by cargo terminal operators.

3.5 Cambata, in its ATPs, have mentioned maximum rates in USD as well as in INR and stated that as per agreement signed with all airlines their tariff quoted in USD and for ATP purposes the same have been converted to INR at the average rate of 1 US\$ = INR 56. Further, it is stated that the rates will not exceed the maximum tariff given as per ATP for the first and second tariff year.

4.1 It has been observed that Cambata is providing some back office functions in respect of cargo at Mumbai Airport, however, charges for the same are included as part of Ground Handling agreements. Further, the cargo service at CSI Airport, Mumbai is "material but Competitive" as Air India and Mumbai International Airport Pvt. Ltd. (MIAL) are also providing cargo handling services. Hence, the ATP submitted by Cambata is being considered for services being provided by them at Mumbai airport.

5. The Authority, after careful consideration of the ATP for the tariff years 2011-12 and 2012-13, makes the following proposal for stakeholder consultation:

- (i) The Annual Tariff for Ground Handling Service provided by Cambata at CSI Airport, Mumbai for the first tariff year (01.04.2011 to 31.03.2012) and second tariff year (01.04.2012 to 31.03.2013) of the first control period may be tentatively decided to be determined as per INR rates as at **Annexure-I**, which will be maximum rates.
- (ii) The charges for cargo back office functions, being performed by Cambata are tentatively decided to be determined as per the INR rates as contained in **Annexure-I**, which will be maximum rates.

6. In accordance with the provisions of Section 13(4) of the AERA Act 2008, 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 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.

7. The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 5 above, **latest by 16.01.2013** 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: 011-24695042
Fax: 011-24695039**

**Yashwant S. Bhave
Chairperson**

CAMBATA AVIATION PVT LTD
MUMBAI

Form F14 (b) - Annual Tariff Proposal for Tariff Year- 1 (2011-12)			
REGULATED SERVICES- GROUND HANDLING			
Aircraft Type	Per Turnaround		Discount/Surcharge
	(in USD)	(in INR)	
	Maximum	Maximum	
A-320	2200	110,000	NIL
A-330	3500	175,000	NIL
A-340	2700	135,000	NIL
B-737	2400	120,000	NIL
B-747	3100	155,000	NIL
B-747-200	3740	187,000	NIL
B-747SP	3100	155,000	NIL
B-767	3150	157,500	NIL
B-777	2750	137,500	NIL
B747-F	3800	190,000	NIL
A-310-F	2400	120,000	NIL
MD11-F	3200	160,000	NIL
A-330 -600-F	3100	155,000	NIL
A-767F	3300	165,000	NIL

Notes:

1. Please note that as per the agreement signed with all airlines our tariffs are quoted in USD and for ATP purposes the same have been converted at the average rate of 1 USD=INR 50
2. Our tariffs given above are inclusive of royalties payable to Airport Operators.



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Annexure - I

CAMBATA AVIATION PVT LTD**MUMBAI****Form F14 (b) - Annual Tariff Proposal for Tariff Year- 2 (2012-13)****REGULATED SERVICES- GROUND HANDLING**

Aircraft Type	Per Turnaround		Discount/Surcharge
	(in USD)	(in INR)	
	Maximum	Maximum	
A-320	2200	123,200	NIL
A-330	3500	196,000	NIL
A-340	2700	151,200	NIL
B-737	2400	134,400	NIL
B-747	3100	173,600	NIL
B-747-200	3740	209,440	NIL
B-747SP	3100	173,600	NIL
B-767	3150	176,400	NIL
B-777	2750	154,000	NIL
B747-F	3800	212,800	NIL
A-310-F	2400	134,400	NIL
MD11-F	3200	179,200	NIL
A-330-600-F	3100	173,600	NIL
A-767F	3300	184,800	NIL

Notes:

1. Please note that as per the agreement signed with all airlines our tariffs are quoted in USD and for ATP purposes the same have been converted at the average rate of 1 USD=INR 56
2. Our tariffs given above are inclusive of royalties payable to Airport Operators.



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**CAMBATA AVIATION PVT LTD
MUMBAI**

Form F14 (b) - Annual Tariff Proposal for Tariff Year- 1 (2011-12)

REGULATED SERVICES- CARGO DOCUMENTATION

Aircraft Type	Cargo Documentation (per Flight Turnaround or Per Kg)		Cargo Unitizing (per Flight Turnaround or Per Kg)		Deliver Order Fees
	In USD	In INR	In USD	In INR	
					Per MAWB- Rs.1,000 Per HAWB- Rs.550
B777	375	18,750	300	15000 OR 1.60 Per Kg	
B747-200		Rs.1.75 per Kg		Rs.1.75 per Kg	
B747	380	19,000	275	13750 or 2.25 per Kg	
A330-320	275	13750 OR 2.30 Per Kg		Rs 2.30 per kg	
B767	165	8,250		Rs 1.85 per kg	
B737	65	3,250		Rs. 1.75 per kg	
A310	498	24,900		Rs. 1.75 per kg	
MD11	498	24,900		Rs.1.75 per kg	
A330-600	296	14,800		Rs 1.85 per kg	
B767	296	14,800		Rs 1.80 per kg	

- Notes:
1. Please note that as per the agreement signed with airlines our tariffs are quoted in USD OR Per Kg basis and for ATP purposes the same have been converted at the average rate of 1 USD=INR 50
 2. Our tariffs given above are inclusive of royalties payable to Airport Operators.



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**CAMBATA AVIATION PVT LTD
MUMBAI**

Form F14 (b) - Annual Tariff Proposal for Tariff Year-2 (2012-13)

REGULATED SERVICES- CARGO DOCUMENTATION

Aircraft Type	Cargo Documentation (per Flight Turnaround or Per Kg)		Cargo Unitizing (per Flight Turnaround or Per Kg)		Deliver Order Fees
	In USD	In INR	In USD	In INR	
					Per MAWB- Rs.1,000 Per HAWB- Rs.550
B777	375	21,000	300	16,800 OR 1.60 Per Kg	
B747-200		Rs.1.75 per Kg		Rs.1.75 per Kg	
B747	380	21,280	275	15,400 or 2.25 per Kg	
A330/320	275	15400 OR 2.30-Per Kg		Rs 2.30 per kg	
B767	165	9,240		Rs 1.85 per kg	
B737	65	3,640		Rs. 1.75 per kg	
A310	498	27,888		Rs. 1.75 per kg	
MD11	498	27,888		Rs.1.75 per kg	
A330-600	296	16,576		Rs 1.85 per kg	
B767	296	16,576		Rs 1.80 per kg	

Notes:

1. Please note that as per the agreement signed with airlines our tariffs are quoted in USD OR Per Kg basis and for ATP purposes the same have been converted at the average rate of 1 USD=INR 56
2. Our tariffs given above are inclusive of royalties payable to Airport Operators.



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- 343 - Annexure-II

CAMBATA AVIATION PVT. LTD.

Corp. Off. : T9 & 9A, 3rd Floor, Vasant Square Mall, Vasant Kunj,
New Delhi-110070 Phone : +91-11-40000260-265

28th June 2012

Shri C.V. Deepak
Airports Economic Regulatory Authority of India
AERA Building, Safdarjung Airport
New Delhi.

Dear Mr. Deepak,

Sub:- Annual Tariff Proposal for the year 2012-13 (Tariff Year-2) relating to Mumbai Station.

Please find attached the ATP for the Tariff Year-2 relating to Mumbai Station and in this connection we wish to make the following submissions.

1. We hereby enclose copies of the Standard Ground Handling Agreements (first/last) page entered into with our airline customers as part of ATP.
2. Please note that as per the agreement signed with all airlines our tariffs are quoted in USD and for ATP purposes the same have been converted to INR @ 1 USD= INR 56
3. Our tariffs given as per ATP are inclusive of royalties payable to Airport Operators as per the agreements signed.
4. We do hereby confirm that we will not charge any airline over and above the rates given as per ATP filed with AERA for the tariff year 12-13.
5. We also enclose Form- 14(b) giving the details of maximum Tariff that will be charged for the year 12-13- ATP (2012-13) and also the relevant declaration.

Thank you

Yours truly

.....
Bharani Kumar
Chief Financial Officer.



CAMBATA AVIATION PVT. LTD.

Corp. Off. : T9 & 9A, 3rd Floor, Vasant Square Mall, Vasant Kunj,
New Delhi-110070 Phone : +91-11-40000260-64

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. CAMBATA AVIATION PRIVATE LTD- MUMBAI BRANCH

I P. Bharani Kumar aged 45 years resident of Delhi- India acting in my official capacity as Chief Financial Officer in M/s. Cambata Aviation Private Ltd having its registered office at T 9/9A, Vasant Square Mall, Vasant Kunj New Delhi-110 070 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s. Cambata Aviation Private Ltd in the matter of making this submission before the Airports Economic regulatory Authority of India, New Delhi ('the Authority');
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of this submission which include inter alia
(I) ~~Estimated Maximum Allowed Yield per unit and the proposed detailed break-up of Tariff(s) (in context to Estimated Maximum Allowed Yield per unit where determined by the Authority) where the Authority has specified a price cap approach for the duration of the Control Period, pursuant to clause 3.2;~~
OR
Proposed detailed break-up of Tariffs(s) based on clause 11.2 where the Authority has specified a light touch approach for the duration of the Control Period, pursuant to Clause 3.2 and

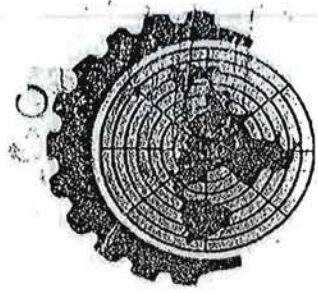
(II) Justifications are correct and true to my knowledge and belief and nothing material has been concealed there from.

.....
Bharani Kumar
Chief Financial Officer.

Place: New Delhi

Date: 23rd July 2012

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CAMBATA AVIATION PVT. LTD.

Corp. Off. : T9 & 9A, 3rd Floor, Vasant Square Mall, Vasant Kunj,
New Delhi-110070 Phone : +91-11-40000260-64

23rd July 2012

Shri C.V. Deepak
Airports Economic Regulatory Authority of India
AERA Building, Safdarjung Airport, New Delhi.

Dear Mr. Deepak,

Sub:- Annual Tariff Proposal for the year 2011-12 (Tariff Year-1) relating to New Delhi, Mumbai, Pune, Ahmedabad and Chennai Stations.

With reference to the above please find attached the ATP for the First Tariff year -1 (2011-12) for all five stations where Cambata operates. Further we would like to bring to the attention of AERA certain key points in connection with our business operations and tariffs.

- a. Cambata is the only Ground Handler who got an approval from the Customs Authorities under "Serve from India Scheme" whereby Cambata is entitled to import various equipment's from abroad for its operations at the airports at concessional customs duty @3%. This approval has been given to Cambata on the backdrop of earning substantial foreign exchange (deemed) through Ground Handling and Cargo Handling operations at various airports by Cambata. One of the conditions to be met for getting customs duty concession is such that the tariffs are to be quoted in foreign currency which Cambata have been doing for a very long time. A copy of the communication received from Customs Authorities and also Reserve Bank of India in this connection is enclosed herewith.
- b. Cambata has been following the procedure for several decades to quote its tariffs to all airlines for rendering GH and Cargo Handling services in USD. The USD rate quoted is converted into INR as per the exchange rate prevailing on the last working day of each month and an invoice is raised on each airline in INR plus applicable taxes. The invoices are sent to respective airlines offices in India and the payments are received in INR only. This procedure of quoting tariffs in USD and raising of invoice in INR is very clearly documented and agreed with each airline as per the agreements signed with them and a sample agreement/invoice is enclosed herewith for reference.
- c. There is no much change in tariffs quoted in USD for performing GH/Cargo Handling operations for the year 2011-12 and 2012-13 of all stations. However for ATP purposes the conversion rate of 1 USD has been taken @ INR-50 and INR -56 respectively for the years 2011-12 and 2012-13.



CAMBATA AVIATION PVT. LTD.

Corp. Off. : T9 & 9A, 3rd Floor, Vasant Square Mall, Vasant Kunj,
New Delhi-110070 Phone : +91-11-40000260-64

- d. Please note that all our tariffs have been fixed for each airline as per the terms of contract entered into with them. The tariffs will vary between airlines for performing similar type of services for same type of aircrafts as the tariffs are decided and agreed upon based on various business decision like volumes, long standing relationship with us etc., Further the tariffs considered for ATP purposes includes all types of GH/Cargo Handling services rendered to an airline including provision of Ground Power Units, Ambulifts, Air Cooling Units, toilet/water carts etc.,
- e. As explained above all the tariffs for provision of various services are fixed and agreed upon with each airline and clearly documented in the SGHA entered into with airline. The contracts signed are generally for a period of three years and only very few airlines contracts consists of an increase in tariff clause each year that too not exceeding by 5% and in most of the cases the tariffs are fixed in USD for three years. For ATP purposes we have considered the maximum rate which we have been charging an airline under a particular category of an aircraft and confident that our tariffs will not go beyond the tariffs given in the ATP for the first and second year. Since the rates have already been fixed and agreed upon with each airline and will not exceed the maximum tariff given as per ATP for the first and second tariff year we were of the opinion that a separate consultation once again with the stakeholder on the tariffs proposed as per ATP doesn't warrant which will result in duplication of work.

Thank you

Yours truly

A handwritten signature in black ink, appearing to read 'Bharani Kumar', with a horizontal line extending to the right.

Bharani Kumar
Chief Financial Officer



आयात / निर्यात लाइसेंस IMPORT / EXPORT LICENCE विदेश व्यापार विनियमन FOREIGN TRADE REGULATION
 लाइसेंस सं. 0310577535/0/22/00 (Cus. Not. 091/2009-Dt) फाइल सं. 03/83/071/00004/AM10/ सीमा शुल्क प्रयोजन के लिए
 LICENCE NO.: 11.09.2009) FILE NO.: CUSTOMS PURPOSES ONLY

लाइसेंस की श्रेणी : Served From India Scheme लाइसेंसिंग अवधि : AM11 निर्यात अवधि :
 CATEGORY OF LICENCE LICENSING PERIOD : EXPORT PERIOD :
 मुद्रा क्षेत्र : GCA जहाजी भाड़े रहित मूल्य : 0.00 विदेशी मुद्रा : निर्यात आगार अवधि :
 CURRENCY AREA : FOB VALUE RS. : FOREIGN CURRENCY : EXPORT OBLIGATION PERIOD :
 आयातक - निर्यातक कोड सं. : 0395004691 आयातक की श्रेणी : Service Provider : None
 IMPORTER - EXPORTER CODE NO : CLASS OF IMPORTER :
 पंजीकरण का पत्तन : Nhava Sheva Sea (INNSA1) निर्यात उत्पाद / अंतिम उत्पाद / निर्यात उत्पाद समूह : NONE
 PORT OF REGISTRATION : EXPORT PRODUCT / END PRODUCT / EXPORT PRODUCT GROUP :
 द्वारा जारी किया : Office of Jt. Director General of Foreign Trade, Mumbai. (Non Transferable)
 ISSUED BY : CAMBATA AVIATION PVT. LTD. HANGER NO 3A, JUHU AERODROME VILE PARLE, MUMBAI, MAHARASHTRA

70030
28/6/10

मैसर्स : 400054

को एतद्द्वारा सामान जिसका ब्योरा नीचे दिया गया है, के आयात / निर्यात के लिए प्राधिकृत किया जाता है :-
 ARE HEREBY AUTHORISED TO IMPORT / EXPORT GOODS THE PARTICULARS OF WHICH ARE GIVEN BELOW :-

क्रम सं. SL NO.	मद का नाम NAME OF ITEM	मद कोड ITEM CODE	माप की इकाई UNIT OF MEASUREMENT		मात्रा QUANTITY	लागत बीमा भाड़ा / पोत पर्यन्त निःशुल्क मूल्य C.I.F / FOB VALUE IN रुपयों में RS	विदेशी मुद्रा FOREIGN CURRENCY
			नाम NAME	कोड CODE			
Non-Transferable-in terms of Para 3.6.4.6 of Foreign Trade Policy (2004-09) RE2007, except to Group Company and managed hotels.Imports Allowed: This Duty Credit Scrip issued under SFIS may be utilized for Payment of applicable Customs Duties on Imports as allowed under Para 3.6.4.5 of Foreign Trade Policy (2004-09) RE2008. However, for Import of any 'restricted item' under ITC HS Book, the utilization of this scrip is allowed only if the beneficiary/holder has a separate license/permission for import of the said 'restricted item' in question, as per Para 3.6.4.5 as amended by Notification No 88 dated 26.2.2009. Facility for Procurement from Domestic Sources and Payment of Duty of EPCG Authorisation is allowed in terms of Para 3.6.4.10 and Para 3.12.9 (as amended by Notification No 88 dated 26.2.2009) of Foreign Trade Policy (2004-09) RE2008.							

1) उद्गम का देश : GCA
 COUNTRY OF ORIGIN :
 2) जिस देश से माल भेजा गया : GCA
 COUNTRY FROM WHICH CONSIGNED :
 3) गंतव्य स्थान : GCA
 PLACE OF DESTINATION :
 4) लागत, बीमा भाड़ा / मूल्य (शब्दों में) रुपये :
 C.I.F. VALUE (IN WORDS) RUPÉES
 (शब्दों में) विदेशी मुद्रा :
 (IN WORDS) FOREIGN CURRENCY
 Duty Credit in Rs. 116,579,341.00 (Indian Rupees Eleven Crore Sixty Five Lakh Seventy Nine Thousand Three Hundred Forty One only)
 5) पोत लदान की अवधि :
 PERIOD OF SHIPMENT :
 6) सीमा शुल्क की निकासी के उद्देश्य हेतु सीमा शुल्क के माध्यम से आयात/निर्यात के समय माल के आयात/निर्यात को प्रभावित करने वाला अन्य कोई निषेध या
 LIMITING FACTOR FOR PURPOSE OF CLEARANCE THROUGH CUSTOMS :
 7) कोई अन्य शर्त, यदि लागू हो।
 ANY OTHER CONDITION, IF APPLICABLE : 24 Months
 VALUE OF DUTY CREDIT :

यह लाइसेंस विदेश व्यापार (विकास और विनियमन) अधिनियम, 1992 (1992 की संख्या 22) के तहत दिया जाता है जो कि माल के आयात/निर्यात के समय माल के आयात/निर्यात को प्रभावित करने वाला अन्य कोई निषेध या विनियमन लागू नहीं होगा तो उसका इस लाइसेंस पर कोई प्रभाव नहीं पड़ेगा।
 This licence is granted under the Foreign Trade (Development and Regulation) Act, 1992 (No. 22 of 1992) and is without prejudice to the application of any other prohibition or regulation affecting the Import / Export of the goods which may be in force at the time of their arrival / departure.

स्थान PLACE : Mumbai मोहर SEAL :
 04.06.2010
 नाम Name : (J.N.PATEL, FOREIGN TRADE DEVELOPMENT OFFICER)
 विदेश व्यापार विकास अधिकारी
 Foreign Trade Development Officer

CP No. 07/2012-13/MYTP/Cambata/GH/Mum/2011-12 (पृष्ठ मासिक सं. Page 12 of 16)

2A 079731

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भारतीय रिज़र्व बैंक
RESERVE BANK OF INDIA

www.rbi.org.in



FE.CO.EPD. 244 22-21.28.003 /2009-10

March 31, 2010

The Director
Cambata Aviation Pvt Ltd.
Hangar No. 3A
Juhu Aerodrome
Mumbai - 400 054

Dear Sir,

**Clarification on nature of receipt from
foreign airlines - para 9.53 (iv) of
Foreign Trade Policy - 2009-2014**

Please refer to your letter dated March 4, 2010 on the captioned subject.

In this connection we clarify that when payments which have been received in foreign exchange or which would have been otherwise received in foreign exchange but paid in Indian Rupees out of the amount remittable to the overseas principal or are out of the remittances to be sent by the overseas buyer, would be considered as 'deemed to be received in foreign exchange and deemed to be earned in foreign exchange'.

Yours faithfully,

A. A. Ambekar

(Ms. A.A. Ambekar)
p. Chief General Manager-In-Charge

भारतीय रिज़र्व बैंक, 40054 मुंबई, केंद्रीय कार्यालय भवन, शाहीद जवाहरलाल नेहरू मार्ग, पो.बो.अ. 1055 मुंबई - 400 001, भारत
फोन : के.व.ए. (91-22) 2260 1000, 2260 1002 अथवा फोन : (91-22) 2260 3000, 2260 0500 टैक्स : caminfo@rbi.org.in
फैक्स : के.व.ए. (91 22) 2261 0630 अथवा फोन : (91-22) 2209 4935

Regional Offices: Department of Foreign Exchange, Central Office, Central Office, Bldg. Shaheed Bhagat Singh Marg, P.O. No. 1054, Mumbai-400 001, India
Tel. C.O. (91-22) 2260 1000, 2260 1002 Annex Office, (91-22) 2260 3000, 2260 0500 Fax: (91-22) 2261 0630, Annex Office: (91-22) 2269 4935

Jul. 24 2012 02:37PM PT

फैक्स नंबर : (91-22) 2261 0630

CHARGE RATES:

For the services specified in sub-paragraph 1.1(A), and based on the scheduled arrival and departure times, the following rates will apply. All charges are inclusive of concession fee payable to the airport operator and exclusive of Taxes required by local law, having direct relation to the handling services provided to the Carrier under this agreement and will be levied additionally, if applicable:

AIRCRAFT TYPE	TURNAROUND
B767/A310	US\$ 2,300
B757	US\$ 1,650
A300F	US\$ 2,100

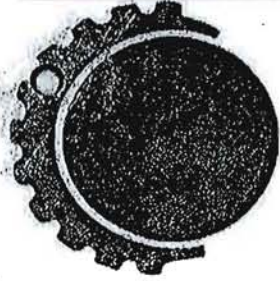
- 1.2 Handling in case of technical landing for other than commercial purposes will be charged at 50% of the above rates, provided that a physical change of load is not involved.
- 1.3 Handling in case of return to ramp will not be charged extra, provided that a physical change of load is not involved.
- 1.4 Handling in case of return to ramp involving a physical change of load will be charged as for handling in case of technical landing in accordance with sub-paragraph 1.2 of this Annex B.
- 1.5 No extra charge will be made for providing the services to the Carrier's off schedule operation, ground interruption and/or overnight off schedule operation provided that the services can be covered by existing shift personnel. Any additional work resulting in additional costs must be pre-approved by the Carrier's local representative, in default of which acceptance of service shall be deemed approval of such additional costs.
- 1.6 No extra charges will be made for providing the service at night, Saturday, Sunday or legal holidays.
- 1.7 Cancellations within 6 hours of flight STA will be charged at 50% of the above rates.
- 1.8 Extra staff requested for special needs by the Carrier will be charged at the rate shown below in paragraph 2.1.

PARAGRAPH 2 - ADDITIONAL SERVICES & CHARGES

2.1 All services not included in paragraph 1 of this Annex B will be charged for at the following rates prevailing at the date on which the service(s) are provided:..

SERVICE	QUANTITY	PRICE
GPU (3.3.3)	Per hour or part thereof	US\$ 110
Air Condition Unit (3.4.1)	Per hour of part thereof	US\$ 190
Air Start (3.7.1)	Per start	US\$ 127
Extra Pushback (3.9.3)(a)	Per service	US\$ 210
Handling of passengers with reduced mobility (2.1.3)(2)	Per 1 passenger (6 included in turnaround)	US\$ 12
Ambulift (2.1.3)(6)	Per service	US\$ 160
Aircraft Towing (3.9.3)(b)	Per tow	US\$ 235
ULD Storage	Per LD3 per day (storage of 15 included in turnaround)	US\$ 6

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CAMBATA AVIATION PVT. LTD.

Corp. Off. : T9 & 9A, 3rd Floor, Vasant Square Mall, Vasant Kunj,
New Delhi-110070 Phone : +91-11-40000260-265

27th August 2012

Ms. Kapila Chowdhary
Secretary, Airports Economic Regulatory Authority of India
AERA Building, Safdarjung Airport, New Delhi.

Dear Ms. Kapila Chowdhary

This is further to the discussions we had regarding filing of MYTP/ATP of Cambata Aviation Pvt Ltd Showing separately the GH/Cargo operations tariffs, please find attached the following.

- a. A write up on Cargo back office functions performed by Cambata in all airports except for pune.
- b. ATP for the years 2011-12 and 2012-13 for Delhi, Mumbai, Chennai and Ahmedabad stations showing separately GH and Cargo Tariffs.

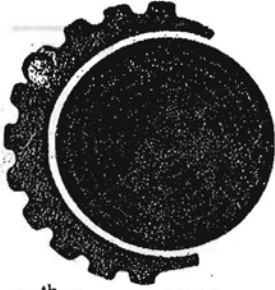
Since lot of information has to be compiled for preparing MYTP for four stations showing separately the GH / Cargo income the same is in the process and will be filed with AERA shortly.

If any further information is required please do contact us.

Thank you

A handwritten signature in black ink, appearing to read 'P. Bharani Kumar', is written over the typed name.

P. Bharani Kumar
Chief Financial Officer



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27th August 2012

Ms. Kapila Chowdhary
Secretary, Airports Economic Regulatory Authority of India
AERA Building, Safdarjung Airport, New Delhi.

Dear Ms. Kapila Chowdhary

This is further to the meeting we had on the above subject please find below a write up on the services being rendered by us on the Cargo Operations.

Background:

Cambata is basically engaged in providing GH services to various international carriers and as forming part of GH services package we also do certain cargo back office functions which forms part of the original GH contracts. Further tariffs are agreed with each airline based on the services offered for the Cargo back office functions.

Cargo Documentation:

Cambata handles all documentation work relating to Export/Import of Cargo like,

1. Filing of Export /Import General Manifests with customs authorities (EGM/IGM)
2. Segregation and distribution of documents
3. Issue of Deliver Order to agents in case of imports,
4. Collect DO charges and deposit into airlines bank accounts,
5. Issue of CAN (Cargo Arrival Notice) to agents/consignees in case of imports.

Export Carting:

1. Acceptance of Cargo on behalf of airlines relating to Export after agents clearing the customs formalities.
2. Verifying all the documents relating to Export Cargo.
3. Provide Manpower/Equipment's for moving the Cargo inside the cargo terminal, provide necessary assistance for screening the Cargo.
4. After Screening the cargo unitize the same and build pallets.
5. Send FFM messages to airlines offices
6. Update all data's in the airline systems.
7. Move the pallets to aircrafts which forms part of the GH functions.

Kindly note that we are permitted to perform only back office functions relating to Cargo and the physical cargo handling is actually done by cargo terminal operators like MIAL in Mumbai, Celebi in Delhi, Bhadra International in Chennai etc.,

We further wish to inform you that we perform back office functions relating to Cargo at Mumbai, Chennai, Delhi and Ahmedabad Airports only except for Pune.

Thank you

P. Bharani Kumar
Chief Financial Officer