

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 by them at IGI Airport, New Delhi. After due stakeholder consultation, the Authority issued a Multi-Year Tariff Order (MYTO) No. 35/2011-12 dated 14.03.2012 ordering that:

- (i) *“...The services provided for ground handling by Cambata Aviation Private Limited at IGI Airport, New Delhi 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 IGI Airport New Delhi 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 IGI Airport, New Delhi however, charges for the same are included as part of Ground Handling agreements. Further, the cargo service at IGI Airport, New Delhi is **“material and Competitive”**. Celebi Delhi Cargo Terminal Management India Pvt. Ltd. (Celebi) and Delhi Cargo Service Centre (DCSC) are also providing cargo

handling services. Hence, the ATP submitted by Cambata is being considered for services being provided by them at IGI Airport, New Delhi.

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 Tariff for Ground Handling Service provided by Cambata at IGI airport, New Delhi 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

DELHI

GROUND HANDLING OPERATIONS

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

Aircraft Type	Per Turnaround		Discount/Surcharge
	(IN USD)	(IN INR)	
	Maximum	Maximum	
A-310	3062	153,100	NIL
A-320	1864	93,200	NIL
A-321	1864	93,200	NIL
A-330	3598	179,900	NIL
A-340	3598	179,900	NIL
B-737	1864	93,200	NIL
B-767	1864	93,200	NIL
B-777	3598	179,900	NIL
B-777F	3178	158,900	NIL
B747-F	3178	158,900	NIL
A-310-F	2700	135,000	NIL
MD11-F	2700	135,000	NIL
A300-600	3062	153,100	NIL
A300F	2700	135,000	NIL
B757	1864	93,200	NIL
General Aviation- Private Jets		198,350	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 to INR at the average rate of 1USD= INR 50 except for General Aviation-Private Jets as our tariffs are quoted in INR.
2. Our tariffs given above are inclusive of royalties payable to Airport Operators.



-349-

Annexure - I

CAMBATA AVIATION PVT LTD

DELHI

CARGO OPERATIONS- CARGO DOCUMENTATION SERVICES

Form F14 (b) - Annual Tariff Proposal for Tariff Year-1 (2011-12)			
Aircraft Type	Per Turnaround		Discount/Surcharge
	(IN USD)	(IN INR)	
	Maximum	Maximum	
A-310	150	7,500	NIL
A-320	250	12,500	NIL
A-321	250	12,500	NIL
A-330	350	17,500	NIL
A-340	400	20,000	NIL
B-737	250	12,500	NIL
B-767	350	17,500	NIL
B-777	375	18,750	NIL
B-777F	500	25,000	NIL
B747-F	450	22,500	NIL
A-310-F	450	22,500	NIL
MD11-F	500	25,000	NIL
A300-600	450	22,500	NIL
A300F	475	23,750	NIL
B757	450	22,500	NIL
Delivery Order Charges		1,200	Per Master AWB
Delivery Order Charges		650	Per House AWB

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 to INR at the average rate of 1USD= INR 50
2. Our tariffs given above are inclusive of royalties payable to Airport Operators.



- 851 -

**CAMBATA AVIATION PVT LTD
DELHI**

GROUND HANDLING OPERATIONS

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

Aircraft Type	Per Turnaround		Discount/Surcharge
	(IN USD)	(IN INR)	
	Maximum	Maximum	
A-310	3062	171,472	NIL
A-320	1864	104,384	NIL
A-321	1864	104,384	NIL
A-330	3598	201,488	NIL
A-340	3598	201,488	NIL
B-737	1864	104,384	NIL
B-767	1864	104,384	NIL
B-777	3598	201,488	NIL
B-777F	3178	177,968	NIL
B747-F	3178	177,968	NIL
A-310-F	2700	151,200	NIL
MD11-F	2700	151,200	NIL
A300-600	3062	171,472	NIL
A300F	2700	151,200	NIL
B757	1864	104,384	NIL
General Aviation- Private Jets		198,350	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 to INR at the average rate of 1USD= INR 56 except for General Aviation-Private Jets as our tariffs are quoted in INR.
2. Our tariffs given above are inclusive of royalties payable to Airport Operators.



-350-

CAMBATA AVIATION PVT LTD

DELHI

CARGO OPERATIONS- CARGO DOCUMENTATION SERVICES

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

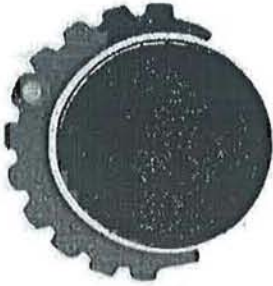
Aircraft Type	Per Turnaround		Discount/Surcharge
	(IN USD)	(IN INR)	
	Maximum	Maximum	
A-310	150	8,400	NIL
A-320	200	11,200	NIL
A-321	250	14,000	NIL
A-330	350	19,600	NIL
A-340	400	22,400	NIL
B-737	250	14,000	NIL
B-767	350	19,600	NIL
B-777	375	21,000	NIL
B-777F	500	28,000	NIL
B747-F	450	25,200	NIL
A-310-F	450	25,200	NIL
MD11-F	500	28,000	NIL
A300-600	450	25,200	NIL
A300F	475	26,600	NIL
B757	450	25,200	NIL
Delivery Order Charges		1,400	Per Master AWB
Delivery Order Charges		950	Per House AWB

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 to INR at the average rate of 1USD= INR 56
2. Our tariffs given above are inclusive of royalties payable to Airport Operators.



- 352 -



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 Delhi Station.

Please find attached the ATP for the Tariff Year-2 relating to Delhi 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 : +91-11-40000260-265

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- DELHI BRANCH

I P. Bharani Kumar aged 46 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

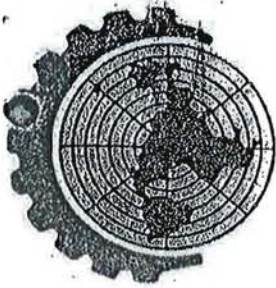
~~(I) Estimated Maximum Allowed Yield per unit and the proposed detailed break-up of Tariff(s) (in context to Estimated Maximum Allowed Yield per unit where determined by the Authority) where the Authority has specified a price cap approach for the duration of the Control Period, pursuant to clause 3.2;~~

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: 28th June 2012



-294-

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', is written over a horizontal line.

Bharani Kumar
Chief Financial Officer



लाइसेंस सं. 0310577535/0/22/00 (Cus. Not. 09/1/2009-Dt)
LICENCE NO.: 11.09.2009)

आयात / निर्यात लाइसेंस IMPORT / EXPORT LICENCE
विदेश व्यापार विनियमन FOREIGN TRADE REGULATION
फाइल सं. 03/83/071/00004/AM10/
FILE NO.:

सीमा शुल्क प्रयोजन के लिए
CUSTOMS PURPOSES ONLY

लाइसेंस की श्रेणी :
CATEGORY OF LICENCE

Served From India Scheme

लाइसेंसिंग अवधि : AM11
LICENSING PERIOD :

निर्यात अवधि :
EXPORT PERIOD :

मुद्रा क्षेत्र :
CURRENCY AREA :

GCA जहाजी माले रहित मूल्य :
FOB VALUE RS. : 0395004691

0.00 विदेशी मुद्रा
FOREIGN CURRENCY :

निर्यात आभार अवधि :
EXPORT OBLIGATION PERIOD :

आयातक - निर्यातक कोड सं.
IMPORTER - EXPORTER CODE NO. :

आयातक की श्रेणी :
CLASS OF IMPORTER :

Service Provider
None

पंजीकरण का पत्तन
PORT OF REGISTRATION :

Nhava Sheva Sea (INNSA1)

निर्यात उत्पाद / अंतिम उत्पाद / निर्यात उत्पाद समूह
EXPORT PRODUCT / END PRODUCT / EXPORT PRODUCT GROUP

NONE

दस्ता जारी किया
ISSUED BY :

Office of Jt. Director General of Foreign Trade, Mumbai

(Non Transferable)

हस्ताक्षर
MESSERS : 400054

CAMBATA AVIATION PVT. LTD. HANGER NO. 3A, SURF AERODROME VILE PARLE, MUMBAI MAHARASHTRA

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 माला / पोत पर्यन्त निःशुल्क मूल्य C.I.F / FOB VALUE IN रुपयों में RS.	विदेशी मुद्रा FOREIGN CURRENCY
			नाम NAME	कोड CODE			
<p>Non-Transferable-in terms of Para 3.6.4.5 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.</p>							

- 1) उद्गम का देश
COUNTRY OF ORIGIN : GCA
- 2) जिस देश से माल भेजा गया :
COUNTRY FROM WHICH CONSIGNED : GCA
- 3) गंतव्य स्थान
PLACE OF DESTINATION : GCA
- 4) लागत, बीमा माला / मूल्य (शब्दों में) रुपये :
C.I.F VALUE (IN WORDS) RUPEES
(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 : 24 Months
- 6) सीमाशुल्क की निकासी के उद्देश्य हेतु सीमांकन कारक
LIMITING FACTOR FOR PURPOSE OF CLEARANCE THROUGH CUSTOMS :
VALUE OF DUTY CREDIT
- 7) कोई अन्य शर्त, यदि लागू हो।
ANY OTHER CONDON, IF APPLICABLE

यह लाइसेंस विदेश व्यापार (विकास और विनियमन) अधिनियम, 1992 (1992 की संख्या 22) के तहत दिया जाता है और इस पर कोई भी प्रतिबंध / प्रेषण 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
CP.No. 36/2012-13/MYTP/Cambata/GH/Del/2011-12
दिनांक Date :

नाम Name : J.N.PATEL FOREIGN TRADE DEVELOPMENT OFFICER
विदेश व्यापार विकास अधिकारी
Foreign Trade Development Officer

2A 079731

-296-



भारतीय रिज़र्व बैंक
RESERVE BANK OF INDIA

www.rbi.org.in



FE.CO.EPD. 24422-121.28.003/2009-10

March 31, 2010

The Director
Cambata Avlation 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

प्रधानमंत्री कार्यालय, दिल्ली
केंद्रीय कार्यालय, भारतीय रिज़र्व बँक, शाहीद जवाहरलाल नेहरू मार्ग, को.सँ.सँ 1055 मुंबई - 400 001, भारत
फोन : (91-22) 2260 1000, 2260 1002 संपर्क केंद्र : (91-22) 2260 5000, 2260 0800 ई-मेल : caminfo@rbi.org.in
फैक्स : (91-22) 2261 0630 संपर्क केंद्र : (91-22) 2260 4925

Regional Offices: Central Office: Central Office: Bicy, Shohid Bhawan Singh Marg, P.O. No. 1055, Mumbai - 400 001, India
Tel: CO: (91-22) 2260 1000, 2260 1002, 2260 5000, 2260 0800 Fax: (91-22) 2261 0630, 2260 4925
Regional Offices: (91-22) 2261 0630, Amar Bldg., (91-22) 2260 4925

Jul 1 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:

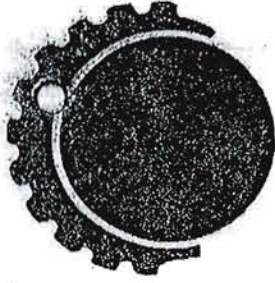
AIRCRAFT TYPE	TURNAROUND
B767/A310	US\$ 2,300
B757	US\$ 1,650
A300F	US\$ 2,100

- 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



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



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 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