

Express Industry Council of India (EICI) have submitted their Multi Year Tariff Proposal (MYTP) for providing Courier Handling Services at the Cargo Terminal, CSI Airport, Mumbai for the first control period of 5 years commencing w.e.f. 01.04.2011, vide their application dated 29.06.2011 and subsequent communications. Further, EICI, vide Subsequent submission(s) dated 23.02.2012, 28.03.2012, 06.06.2012 and 23.07.2012, submitted their Annual Tariff proposals (ATPs) for the first, second and third tariff years of the current control period.

2.1 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.

- a. Materiality Assessment
- b. Competition Assessment
- c. Assessment of reasonableness of the user agreements between the service providers and the regulated services.

2.2 As per clause 4.4 of the Guidelines, in respect of cargo services, the materiality shall be assessed based on cargo volumes in MT at the major airport as a percentage of total cargo volume in MT at all major airports. The percentage share of cargo volume in MT for CSI Airport, Mumbai as per April-2010 to March'2011 AAI statistics, is 29.4% which is greater than the 2.5% Materiality Index fixed for the subject service. Hence, this service is deemed 'material'.

2.3 In the Form 1(b) furnished by, EICI, they have mentioned that "*EICI is a not for profit Section 25 company which aggregates services provided by other Airport Service Providers. The users of services in a co-operative effort setup EICI so that all express/courier companies could avail of the services provided by EICI. While EICI is unique as it provides services for express or courier shipments similar but not the same services are provided by Cargo Service Providers such as MIAL/CSC.*"

2.4 EICI is a service provider doing the handling of express/courier shipments at CSI Airport, Mumbai which are part of the cargo handling operations. Mumbai International Airport Limited (MIAL), Air India and Cargo Service Centre (P) Limited (CSC) are also rendering cargo services at CSI Airport, Mumbai.

2.5 The Guidelines further 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.

2.6 In the instant case with the total number of players being more than two and materiality index being more than 2.5%, the regulated service being rendered by EICI is deemed "material but competitive". As per Clause 3.2 of the Guidelines, based on the Authority's assessment of materiality and competition, wherever such regulated service is deemed "material but competitive", the Authority shall determine tariff(s) for the service provider(s) on a light touch approach for the duration of the Control Period.

3. EICI have submitted the prescribed Forms as per the Guidelines with their proposal, however some forms furnished by EICI are shown as not applicable. EICI have given reasons/justification for the same stating that since they are a 'not for profit company', these forms are not applicable to them.

4.1 As per clause 11.2 of the Guidelines, the ATP is required to be submitted in the form and manner as provided in Appendix AI.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.

4.2. EICI have furnished Form B and Form 14(b) in respect of ATPs for first, second and third tariff year of the first control period commencing w.e.f.01.04.2011.

5. EICI have also stated that they are a co-operative effort of all the users, hence the tariff is decided by the representatives of the users through the EICI Board who are representatives of all the Members of EICI which are in turn registered Courier Companies. The tariff is hence, to that extent, decided by the users themselves. EICI being a non-profit industry body is driven by the primary objective of advancement of the interest of the express industry as a whole and its members. Hence profit, dividend, share capital and target revenue are concepts which are inconsistent with EICI's objective. The primary objective of EICI is industry facilitation and often this is the sole guiding criteria for their operations rather than profit motive. For example in Delhi and Mumbai, in general, there is a surplus available, the same is ploughed back for setting up other facilities such as the Express facility in Bangalore which presently is operated at a negative revenue.

6. EICI have furnished the extracts of the minutes of the meeting of the Managing Committee of EICI, held on 26.11.2010 and 20.01.2012. In the minutes it is mentioned that EICI should recover from the users the cost recovery arrears charges of Customs and also to split the existing Facilitation Fees into Customs Charges and Facilitation Fees and the same to be effected after obtaining approval of AERA.

7. As regards the X-Ray screening charges, EICI vide submission dated 23.02.2012, have clarified that the x-ray screening charges comprise of use of the x-ray machine and the manpower charges for screening. These are collected by EICI and paid to MIAL and no additional fee is collected or charged by EICI and hence this does not accrue to EICI. However, these rates are to be approved by AERA. They have separately mentioned these charges in Form 14(b) so that the same may be approved if required as long as flexibility is provided to vary the same based on the demand by the Government and the respective service provider after approval by AERA.

8. EICI have submitted that they have received demand letters from Customs for payment of arrears on account of retrospective increase in the salaries of the Customs officers on account of 6th Pay Commission revision. As per EICI's submission dated 03.02.2012, the amount required to be paid to the Customs Department at Mumbai is Rs. 94,85,658/- which will be recovered by levy and collection of a 'Customs Cost recovery arrears surcharge' and the same has been mentioned in the Form 14(b) of their proposal.

9. Regarding collection of custom charges and custom cost recovery arrears, EICI have submitted that collection will be subject to the conditions that (i) EICI will collect these charges and deposit with the customs and no part of such collections will be retained by EICI and (ii) EICI shall provide a certificate to this effect annually.

10. EICI have also submitted that Customs charges and X-ray screening charges are not part of the Facilitation charges levied by EICI and are variable in nature. In the final tariff approval, the reimbursement of Customs charges and X-ray charges may not be included if deemed appropriate as it may not be practically possible to seek quick approval from AERA with the changing dynamics of the rates. In view of the same EICI have not provided any future projections for the customs charges and X-ray charges. EICI further also submitted that the charges levied by EICI excluding Customs and X-Ray screening charges, have been capped.

11. In the ATP, EICI have mentioned the following regarding X-Ray charges (Exports), Customs Charges (Imports), Custom Charges (Exports) and Customs Costs recovery of arrear charges (on account of 6th pay commission report):

- (i) X-Ray Screening charges - These charges are paid to MIAL and Cargo Service Centre (P) Ltd. (CSC) for the services they provide which are separately regulated by AERA.
- (ii) X-Ray Charges - Recovered from users and paid to MIAL and CSC. As these charges are regulated by AERA, if these charges are increased then simultaneously EICI will have to increase accordingly under intimation to AERA.
- (iii) Customs Charges (Imports & Export) – These charges may vary as indicated above and same will be changed under intimation to AERA. EICI further stated that once Customs stop demanding the Cost Recovery, they will also stop collecting these charges.
- (iv) Customs Costs recovery of arrear charges – Due to 6th Pay Commission Arrears demanded by Customs, EICI have proposed to levy a surcharge of Rs. 0.40/- per Kg till total recovery of arrears of Rs. 94,85,658/-w.e.f. 01/03/2012. This charge will not be levied once the arrears are collected and paid.

12.1 The Authority notes that the services being rendered by EICI are “material but competitive”, and the charges proposed to be approved (excepting the X-ray Screening Charges and Customs Cost recovery charges) have been arrived at by EICI after Consultation with its members, who are availing the services.

12.2 As regards the X-ray Screening Charges, the Authority notes that these are regulated charges, being recovered by EICI are paid to the either MIAL or CSC as the case may be to whom the X-ray Screening revenue accrues. Revision, if any, in these charges would have to be made by the Authority based on MIAL or CSC’s proposal. EICI would accordingly revise these charges based on the Authority’s approval of the proposal from MIAL or CSC.

12.3 The Customs Cost recovery Charges and recovery of arrears charges is mandated operating cost. Hence, EICI shall recover these charges and pay to Customs. Any revision in the recovery of these charges would require the approval of the Authority.

13. The Authority carefully considered the proposal submitted by EICI and decided to make the following proposal for stakeholder consultation

- a) The service for courier handling being provided by EICI at CSI Airport, Mumbai is a service towards cargo handling. At CSI airport, the said cargo service is “material but competitive”. Therefore, the Authority tentatively decided to adopt a “Light Touch Approach” for determination of tariff for the 1st Control period commencing w.e.f 01.04.2011.
- b) The tariff for courier handling services provided by EICI at CSI Airport, Mumbai for first tariff year (01.04.2011 to 31.03.2012), second tariff year (01.04.2012 to 31.03.2013) and third tariff year (01.04.2013 to 31.03.2014) of the first control period may be tentatively determined as at **Annexure-I, II and III**.
- c) Regarding Customs recovery charges, which are required to be paid by EICI to the Customs Authorities are charges towards provisioning of the aeronautical service being provided by EICI, it is tentatively decided that such revision in custom recovery charges may be approved by the Authority without further consultation, based on auditors’ certificate certifying that proposed increase, if any, is only to recover increases in the customs recovery charges and are restricted only to such recovery/demand made by the Customs as and when applied for by EICI.
- d) The Authority tentatively decided to make it clear that the X-ray charges are levied by the Airport Operator and paid by EICI to the Airport Operator/CSC. These charges are

therefore tentatively decided to be approved by the Authority as an item of tariff in respect of the Airport Operator.

14. In accordance with the provisions of Section 13(4) of the AERA Act, the proposal contained in para 13 above is hereby put forth for stakeholder consultation. To assist the stakeholders in making their submissions in a meaningful and constructive manner, necessary documents are enclosed (**Annexure –IV**). 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.

15. The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 13 above, **latest by 07.12.2012** 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**

MUMBAI

Express Industry Council of India

Form 14(b)

A. Tariff

Tariff for Mumbai Terminal: Facilitation Fees, Storage & Processing Charges at EICI Express Terminal Built, Managed and operated by Express Industry Council of India at Mumbai Airport

April 2011 to March 2012

Submitted on 23/07/2012

Sr. No.	Charges	Rate Rs.	Chargeable to	Remarks
1	International Imports			
	Facilitation Fees	Rs.5.00 Per Kg.	Users	
	Detention Fees			
	0-3 Days	Free	Users	
	From 04 - 10 Days	Rs.2/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 11 - 20 Days	Rs.3/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 21 - 30 Days	Rs.4.50 Per Kg.	Users	
	From 31st Day	Rs.6/- Per Kg.	Users	
	Demurrage Charges			
	Demurrage Charges	Rs.5/- Per Kg.	Users	
2	International Exports			
	Facilitation Fees	Rs.4.50 Per Kg.	Users	

The above tariff are all inclusive charges charged for facilitating Import and Export Shipments. In addition to the above certain charges are to be paid to MIAL and CSC for the services that they provide for X-Ray screening which are separately regulated by AERA

3	X-Ray Charges	Rs.3.25 Per Kg,	Users	Charged to the users and simultaneously paid to MIAL and CSC. As these charges are regulated by AERA, if these charges are increased then simultaneously EICI will have to increase accordingly under intimation to AERA
	EDI Clearance Charges			As per MoU signed with Customs, there would be a certain levy on the shipments cleared through EDI. The CAPEX for these charges are not included in our MYTP proposal. These charges would be levied once it is approved by Customs
	Note: The charges are on per kg basis and there is no minimum charge. For a 1 kg shipment the per kg rate is applicable. Express shipments are generally small shipments and hence this benefits our users as no minimum charge is levied.			



Annexure - I

MUMBAI

Express Industry Council of India

Form 14(b)

A. Tariff

Tariff for Mumbai Terminal: Facilitation Fees, Storage & Processing Charges at EICI Express Terminal Buft,

Managed and operated by Express Industry Council of India at Mumbai Airport

Effective from April 2012

Submitted on 23/07/2012

Sr. No.	Charges	Rate Rs.	Chargeable to	Remarks
1	International Imports			
	Facilitation Fees	Rs.6.00 Per Kg.	Users	
	Detention Fees			
	0-3 Days	Free	Users	
	From 04 - 10 Days	Rs.2/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 11 - 20 Days	Rs.3/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 21 - 30 Days	Rs.4.50 Per Kg.	Users	
	From 31st Day	Rs.6/- Per Kg.	Users	
	Demurrage Charges			
		Rs.5/- Per Kg.	Users	
3	International Exports			
	Facilitation Fees	Rs. 5.50 Per Kg.	Users	

The above tariff are all inclusive charges charged for facilitating Import and Export Shipments. In addition to the above certain charges are to be paid to MIAL and CSC for the services that they provide for X-Ray screening which are separately regulated by AERA

Further Customs claim cost recovery charges for the Customs Officers provided for Customs Clearance work which are paid by the Users based on the volumes processed. EICI directly passes these expenses to the users and does not retain/charge any fee for the same. The collections made under this head are paid to Customs

These charges also vary from time to time depending on the volumes of customs clearance and number of custom officers provided in a manner that all customs charges are defrayed through such collection. The amount to be charged is decided by the Members based on the demand raised by the customs.

3	X-Ray Charges	Rs.3.25 Per Kg.	Users	Charged to the users and simultaneously paid to MIAL and CSC. As these charges are regulated by AERA, if these charges are increased then simultaneously EICI will have to increase accordingly under intimation to AERA
4	Customs Charges (Imports)	Rs.1.50 Per Kg.	Users	These charges may vary as indicated above and same will be charged under intimation to AERA. We further state that once Customs stop demanding the Cost Recovery, we will also stop collecting these charges
5	Customs Charges (Exports)	Rs.0.50 Per Kg.	Users	

Due to 6th Pay Commission Arrears demanded by Customs, we have proposed to levy a surcharge of Rs. 0.40/- Per Kg. till total recovery of arrears of Rs. 94,85,858/- w.e.f. 01/03/2012 This charge will not be levied once the arrears are collected and paid.

6	Customs Cost Recovery Arrears charges	Rs.0.40 Per Kg.	Users	
	EDI Clearance Charges		Users	As per MoU signed with Customs, there would be a certain levy on the shipments cleared through EDI. The CAPEX for these charges are not included in our MYTP proposal. These charges would be levied once it is approved by Customs
	<p>Note: The charges are on per kg basis and there is no minimum charge. For a 1 kg shipment the per kg rate is applicable. Express shipments are generally small shipments and hence this benefits our users as no minimum charge is levied.</p>			



MUMBAI

Express Industry Council of India

Form 14(b)

A. Tariff

Tariff for Mumbai Terminal: Facilitation Fees, Storage & Processing Charges at EICI Express Terminal Built,

Managed and operated by Express Industry Council of India at Mumbai Airport

Effective from April 2013

Submitted on 23/07/2012

Sr. No.	Charges	Rate Rs.	Chargeable to	Remarks
1	International Imports			
	Facilitation Fees	Rs.6.00 Per Kg.	Users	
	Detention Fees			
	0-3 Days	Free	Users	
	From 04 - 10 Days	Rs.2/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 11 - 20 Days	Rs.3/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 21 - 30 Days	Rs.4.50 Per Kg.	Users	
	From 31st Day	Rs.6/- Per Kg.	Users	
	Demurrage Charges			
		Rs.5/- Per Kg.	Users	
3	International Exports			
	Facilitation Fees	Rs.5.50 Per Kg.	Users	

The above tariff are all inclusive charges charged for facilitating Import and Export Shipments. In addition to the above certain charges are to be paid to MIAL and CSC for the services that they provide for X-Ray screening which are separately regulated by AERA

Further Customs claim cost recovery charges for the Customs Officers provided for Customs Clearance work which are paid by the Users based on the volumes processed. EICI directly passes these expenses to the users and does not retain/charge any fee for the same. The collections made under this head are paid to Customs

These charges also vary from time to time depending on the volumes of customs clearance and number of custom officers provided in a manner that all customs charges are defrayed through such collection. The amount to be charged is decided by the Members based on the demand raised by the customs.

3	X-Ray Charges	Rs.3.25 Per Kg.	Users	Charged to the users and simultaneously paid to MIAL and CSC. As these charges are regulated by AERA, if these charges are increased then simultaneously EICI will have to increase accordingly under intimation to AERA.
4	Customs Charges (Imports)	Rs.1.50 Per Kg.	Users	These charges may vary as indicated above and same will be changed under intimation to AERA. We further state that once Customs stop demanding the Cost Recovery, we will also stop collecting these charges
5	Customs Charges (Exports)	Rs.0.50 Per Kg.	Users	

Due to 6th Pay Commission Arrears demanded by Customs, we have proposed to levy a surcharge of Rs. 0.40/- Per Kg. till total recovery of arrears of Rs. 64,85,658/- w.e.f. 01/03/2012 This charge will not be levied once the arrears are collected and paid.

6	Customs Cost Recovery Arrears charges	Rs.0.40 Per Kg.	Users	
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	EDI Clearance Charges		Users	As per MoU signed with Customs, there would be a certain levy on the shipments cleared through EDI. The CAPEX for these charges are not included in our MYTP proposal. These charges would be levied once it is approved by Customs
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	Note: The charges are on per kg basis and there is no minimum charge. For a 1 kg shipment the per kg rate is applicable. Express shipments are generally small shipments and hence this benefits our users as no minimum charge is levied.			
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Annexure - III



EICI/AERA/280
29th June 2011

Ms. R. Radhika
DGM
AERA Building,
Administrative Complex,
Safdarjung Airport,
New Delhi - 110 003

Dear Madam,

Sub: In the matter of economic regulation of services provided for cargo facility, ground handling and supply of fuel to the aircraft at major airport - submission of Multi Year Tariff Proposal (MYTP) for the first control period - regarding.

We have the honour to refer to your letter bearing No. AERA/20019/CGF-G/2010-11/Vol. IV/770 dated 24th June 2011 wherein you were kind enough to give us time to submit MYTP for the first control period till 30th June 2011. We also have the honour to refer to our letter EICI/AERA/244 dated 13th June 2011 and our meeting with the Honorable Secretary AERA and the OSD AERA on the 08th June 2011. In the said letter and during the meeting we had explained that being not for profit section 25 company, we do not strictly fit in with the MYTP format prescribed. We were then informed that the tariff would have to be approved by AERA and that we may submit the details in conformity with MYTP format to the extent possible and feasible given the unique position of EICI as an industry body and not a commercial profit making entity.

In the enclosed submission we have tried to provide as many details as possible in conformity with the MYTP format. We wish to draw your attention to the following:

- 1) EICI being a non-profit industry body is driven by the primary objective of advancement of the interest of the express industry as a whole and its members. Hence profit, dividend, share capital and target revenue are concepts which are inconsistent with EICI's objective. The primary objective of EICI is industry facilitation and often this is the sole guiding criteria for our operations rather than profit motive. For example in Delhi, Mumbai in general there is a surplus available, the same is ploughed back for setting up other facilities such as the Express facility in Bangalore which presently is operated at a negative revenue.
- 2) While the Express industry as a whole has been growing at a healthy rate there are disparities in the growth rate in different cities. Further there are several extraneous factors beyond the control of EICI which make it difficult to predict the future revenue. Examples of such instances include:
 - a) 280% ^{increase} in a single year at Mumbai in the year 2009-10 on account of all shipments of gifts and samples moving from Chennai
 - b) A certain demand on account of cost recovery charges in the year 2009 at Mumbai and Delhi making the annual expenditure in excess of revenue in the year 2008-09
 - c) Lack of sufficient volumes in Bangalore leading to excess of expenditure over revenue in the year 2009-10 and 2010-11.

Express Industry Council Of India
501, Crystal Centre, Raheja Vihar,

Off. Chandivali Farm Road, Powai, Mumbai - 400 072.

The above examples amply demonstrate that while we are submitting individual proposals for Mumbai, Delhi & Bangalore, the same need to be viewed and considered as a whole rather than individually.

- 3) The cost of our services are based on the aggregated cost of services received from other airport service providers and independent service providers and hence in the absence of Multi Year Tariff fixation for such ASP's and ISP's it would be difficult for EICI to maintain its tariff. Hence we request that the following major input cost be regulated which are provided by the respective ASP's and ISP's.

For the sake of brevity, we are not repeating our earlier submissions here however we most humbly submit our submissions of MYTP for the first control period commencing from 01st August 2011. -?

We have provided all data that was readily available and which we deem necessary to submit with suitable modifications. Given the unique circumstances of EICI, in case any further details are required we would be happy to submit the same

Kindly acknowledge receipt.

With high regards,
For EXPRESS INDUSTRY COUNCIL OF INDIA



BHOJAPPA S SHEELWANT
MANAGER (ACCOUNTS)

- CC.: 1) **Mr. Sandeep Prakash**
Secretary
Government of India
Airport Economic Regulatory Authority of India
AERA Building, Administrative Complex,
Safdarjung Airport,
New Delhi – 110 003
- 2) **President**
Mumbai International Airport Pvt. Ltd.
CSI Airport, 1st Floor,
Terminal 1-B, Santacruz (E),
Mumbai – 400 099

EICI/AERA/396
6th August 2011



To,
Airport Economic Regulatory Authority of India
AERA Building
Administrative Complex
Safdarjung Airport
New Delhi.

Sub: MYTP of Cargo Handling Services at CSI Airport, Mumbai – reg.

Sir,

We have the honour to refer to your letter No. AERA/20010/MYTP /EICI /C/MUM /2011-12/778 dated 3rd August 2011 regarding the above captioned subject. A point wise reply to your observations is as under:

- (i) All service providers, shall within 2 months from the date of issue of the Guidelines [The Airports Economic Regulatory Authority of India (Terms and Conditions for Determination of Tariff for Services provided for Cargo Facility, Ground Handling and Supply of Fuel to Aircraft) Guidelines, 2011], submit to the Authority for its consideration, a MYTP for the 1st Control Period in the form and manner specified in Section A1.2 of Appenx-1 to the Guidelines.

Please note that we had sought extension of time for filing the MYTP for the first control period which was most graciously granted by AERA vide their letter bearing No. AERA/20019/CGF-G/2010-11/Vol. IV/770 dated 24th June 2011. While seeking extension of time we had also met with your goodself and explained the limitations due to the nature of the constitution of EICI which did not permit us to conform with the MYTP format which is meant for profit making companies and not for not for profit industry body Section 25 companies. Accordingly, the MYTP proposal was submitted within the time period stipulated.

- (ii) Most of the Forms as prescribed in the Guidelines, either have not been furnished or only partial information is furnished (refer enclosure). The workings/assumptions/justification/rationale for arriving at the figures, projections, forecasts, supporting the MYTP, as detailed in the Appendix-I to the Guidelines, are also required to be furnished.

We have noted your observations and accordingly are submitting all the annexures requested even if they are not applicable due to the unique nature of EICI being a not for profit company and an industry body. Being an industry body EICI does not operate on presumption of profit or expectation of profit to be distributed as dividend and instead in certain instances works on a negative return on investments e.g. in Bangalore as the primary motive is industry facilitation and not profit.

- (iii) While you have requested confidentiality of all the information furnished, no meaningful stakeholder consultation is possible without disclosing relevant information for the consultation. You are therefore, requested to clearly specify with justification the specific details, Forms, clauses / portions in the

Express Industry Council Of India

501, Crystal Centre, Raheja Vihar.

Off. Chandivali Farm Road, Powai, Mumbai - 400 072.

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agreements that are proposed to be redacted while uploading the subject proposal for stakeholder consultation.

As directed we are submitting the entire MYTP proposal afresh including all your comments and including the details of stakeholders consultation. The information which requires confidentiality based on has been so marked.

- (iv) As per the Guidelines the MYTP, one original hard bound proposal, four hard bound copies and one soft copy is required to be submitted, which has not been done. The same may please be provided.

As directed we are enclosing one original hardbound proposal, four hardbound copies and one soft copy of the MYTP proposal.

- (v) Copies of agreements entered into with agencies availing the regulated services have not been furnished.

As directed copies of the following agreements for availing regulated services have been furnished.

We would be grateful if the enclose be taken on record and MYPT proposal accepted.

With best regards,

For EXPRESS INDUSTRY COUNCIL OF INDIA

A handwritten signature in black ink, appearing to read "Vijay Kumar", written over a horizontal line.

VIJAY KUMAR
CHIEF OPERATING OFFICER

Encl:- As above



EICI/AERA/620
07th February 2012

Mr. C. V. Deepak
OSD - II
AERA Building,
Administrative Complex,
Safdarjung Airport,
New Delhi - 110 003

Sir,

Sub: Submission of MYTP for the First Control Period and request for approval of Tariff as per Form 14(b)

We have the honor to refer to your letter AERA/20010/MYTP/EICI/C/Del/2011-12/2259 dated 16th January 2012 and we are accordingly submitting the revised MYTP for Delhi, Mumbai and Bangalore airports, which is enclosed herewith.

The necessary modifications requested in the MYTP submitted earlier have been made and we tried to incorporate as much data as we possibly could in the format provided, despite the fact we do not fit into the criteria as described in the format which is meant for profit making companies which distribute profits as dividend. We are also enclosing the copy of our Annual Report.

Competition

As indicated in the submission while there are no identical service providers for processing courier shipments, similar services for cargo shipments are provided by various cargo operators at Mumbai, Delhi and Bangalore locations.

User Consultation

As EICI is a co-operative effort of all the users, hence the tariff is decided by the representatives of the users through the EICI Board who are representative of all the Members of EICI which are registered Courier Companies. The tariff is hence to that extent decided by the users themselves.

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EICI being a non-profit industry body is driven by the primary objective of advancement of the interest of the express industry as a whole and its members. Hence profit, dividend, share capital and target revenue are concepts which are inconsistent with EICI's objective. The primary objective of EICI is industry facilitation and often this is the sole guiding criteria for our operations rather than profit motive. For example in Delhi and Mumbai in general when there is a surplus available, the same is ploughed back for setting up other facilities such as the Express facility in Bangalore which presently is operated at a negative revenue in order to facilitate couriers in Bangalore.

While the tariff is being submitted for your approval, we wish to point out certain charges that do not accrue to EICI, however which are collected by EICIC and paid to the Government or the agency rendering those services. These are essentially two types of charges which are as under:

1. **(a) Customs Charges** levied by the Government for providing officers on a cost recovery basis which are recovered from the users and paid to the Government. The rates are dependent on the number of officers provided and the volume of the shipments processed over a period of time which varies from time to time. While strictly speaking these are not charges accruing to EICI, they have still been separately mentioned in Annexure 14 (b) so that the same may be approved if required as long as flexibility is provided to vary the same based on Government demand.

We have received a letter Air/Cus/50/CIC/374/2011 Misc. Dated 08th December 2011 from the Office of the Commissioner of Customs, C. S. I. Airport, Mumbai demanding Customs Cost Recovery to be paid for the actual deployment of Customs Staff amounting to Rs. 65,79,893/- per month. It may be noted that this revision has been on account of revision in pay scales of Customs Officers pursuant to the VIth Pay Commission and increase in Customs staff strength. Please note that the revised charges are being paid by EICI since January 2012 which is more than 5 times the amount which was paid earlier prior to January 2012. The monthly customs charges earlier were Rs. 12,00,000/- approximately per month. Hence it will be seen there has been a more than 500% escalation.

- (b) Customs cost recovery arrears on account of 6th pay commission** - A demand for arrears on account of retrospective increases in salaries of customs officers on account of the VIth pay commission has been received by EICI, copy enclosed. The amount of Rs. 94,85,658/- is required to be paid to the Customs department at Mumbai and Rs 2,73,11,835/- at Delhi, which is hoped to be paid by levy and collection of a "Customs cost recovery arrears surcharge" which has also been mentioned in Form 14(b) for the MYTP for Mumbai and Delhi. The same may kindly be approved on an urgent basis in case it requires approval as we need to charge the same immediately failing which our emergency reserves will get adversely impacted which are being used to pay the Government customs charges at present since April, 2011. In case no approval is required being Government charges, a clarification may kindly be issued to enable us to collect the charges from the users forthwith.

...3...

2. **X-ray screening charges-** The x-ray screening charges comprise of use of the x-ray machine and the manpower charges for screening. These are being collected by EICI and being paid to DIAL/MIAL and CSC respectively at Delhi and Mumbai and no additional fee is collected or charged by EICI and hence these revenues do not accrue to EICI. These rates are to be approved by AERA as DIAL, MIAL and CSC are service providers of services at airports and we presume that their tariff will be approved by AERA. While strictly speaking these are not charges accruing to EICI, they have still been separately mentioned in Annexure 14 (b) so that the same may be approved if required as long as flexibility is provided to vary the same based on the demand by the respective service provider after approval by AERA.

Please note that while these charges are not part of the Facilitation charges levied by EICI and also variable in nature, we still deemed it appropriate to place the same on record. In the final tariff approval, these re-imbusement of Customs charges and X ray charges may not be included if deemed appropriate as it may not be practically possible to seek your quick approval with the changing dynamic of the rates. It is for this reason that we have not provided any future projections for the Customs charges and x-ray charges. In case EICI is permitted to do x-ray screening on its own without paying any royalty or fee to DIAL/MIAL we shall reduce the charges recouped from the users accordingly.

We hence request that the MYTP Proposal for the First Control Period for Mumbai, Delhi and Bangalore be kindly approved accordingly on an urgent basis. Also a clarification regarding the customs charges may kindly be issued urgently as the same is threatening the financial viability of EICI as a body.

Kindly acknowledge receipt.

With high regards,

For **EXPRESS INDUSTRY COUNCIL OF INDIA**



BHOJAPPA S SHEELWANT
MANAGER (ACCOUNTS)

Express Industry Council of India for cargo service provider

Form F1 (a): Historical and Proposed Aggregate Revenue Requirement (ref: Section A12 of Appendix I)

Sr. No.	Aggregate Revenue Requirement	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
1	Aggregate Revenue Requirement	113,413,598	189,870,855	182,203,148	214,528,249	244,460,984	272,521,689	307,884,111

* Projected values to be provided

Information for last financial year for which audited accounts are available

Projected values may vary depending on various factors



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Form F1 (b): Competition Assessment (ref: Section A13 of Appendix I)

Sr. No.	Details of competitive facilities
1	EICI is a not for profit Section 25 Company which aggregates services provided by other Airport Service Providers. The users of services in a co-operative effort setup EICI so that all express / courier companies could avail of the services provided by EICI.
2	While EICI is unique as it provides services for express or courier shipments, similar but not the same services are provided by Cargo Service Providers such as MIAL / CSC
3	
4	
5	
6	



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Not Applicable as Not for profit company. Please see form F 3 and Form 13 (b)

Form F2: Historical and Projected Balance Sheet (ref: Section A14 of Appendix I)

Sr. No.	Particulars	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
1	SOURCES OF FUNDS												
	<i>A) Shareholder's Funds</i>												
	<i>a) Share Capital</i>												
	<i>b) Share Application Money</i>												
	<i>c) Reserves and Surplus</i>	225,693,286	258,809,961										
	...												
	<i>B) Loan Funds</i>												
	<i>a) Secured Loans</i>												
	<i>b) Unsecured Loans</i>												
	...												
	<i>C) Capital Grants</i>												
	...												
	<i>D) Deferred Tax Liability</i>												
	...												
	TOTAL SOURCES OF FUNDS	225,693,286	258,809,961										
2	APPLICATION OF FUNDS												
	<i>A) Fixed Assets</i>												
	<i>a) Gross Block (Net of assets not in use)</i>	46,745,366	120,993,316										
	<i>b) Less: Accumulated Depreciation</i>	11,731,950	28,665,376										
	<i>c) Net Block</i>	35,013,416	92,327,940										
	<i>d) Capital Work in Progress</i>	102,080,261	69,259,423										
	...	137,093,677	161,587,363										
	...												
	<i>B) Investments</i>	6,283,086	6,657,905										
	<i>C) Deferred Tax Assets</i>	9,996,454	11,094,539										
	<i>D) Current Assets, Loans and Advances</i>												
	<i>a) Sundry Debtors</i>	14,117,500	13,388,049										
	<i>b) Cash and Bank Balances</i>	92,383,346	106,799,621										
	<i>c) Inventories</i>												
	<i>d) Other Current Assets</i>												
	<i>e) Loans and Advances</i>	23,190,074	16,829,694										
	...												
	<i>provisions:</i>												
	<i>a) Liabilities</i>	56,754,834	44,176,611										
	<i>b) Provisions</i>	616,017	13,370,600										
	...												
	Net Current Assets	72,320,069	79,470,153										
	TOTAL APPLICATION OF FUNDS	225,693,286	258,809,960										

Fields in italics are indicative only



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Form F3: Historical and Projected Profit and loss account (ref.: Section AL4 of Appendix 1)

S.N.	Particulars	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16
1	Revenue	70,622,569	113,413,598	189,870,855	182,203,148	214,528,249	244,460,984	272,521,689	307,884,111
	<i>Revenues from Regulated Services</i>	70,622,569	113,413,598	189,870,855	182,203,148	214,528,249	244,460,984	272,521,689	307,884,111
	<i>Revenues from other than Regulated Services</i>	-	-	-	-	-	-	-	-
	Total	70,622,569	113,413,598	189,870,855	182,203,148	214,528,249	244,460,984	272,521,689	307,884,111
2	Operating expenditures	94,953,514	101,838,110	147,742,282	172,468,598	194,237,999	221,088,561	250,842,929	285,297,941
	<i>Payroll Costs</i>	8,922,727	9,561,602	11,610,870	13,933,044	16,719,653	19,227,601	22,111,741	25,428,502
	<i>Administrative Costs</i>	11,908,948	6,379,914	10,493,763	12,909,576	10,322,299	11,916,907	13,162,251	14,579,977
	<i>Other Charges / Input Cost</i>	74,121,839	85,896,594	125,637,649	145,625,978	167,196,046	189,944,053	215,568,937	245,289,462
	Total	94,953,514	101,838,110	147,742,282	172,468,598	194,237,999	221,088,561	250,842,929	285,297,941
3	Earnings before depreciation, interest and taxation (EBDIT)	(24,330,945)	11,575,488	42,128,573	9,734,550	20,290,250	23,372,424	21,678,759	22,586,170
	Depreciation and Amortisation	2,613,590	3,311,659	19,459,045	21,000,000	19,000,000	17,000,000	17,500,000	20,000,000
4	Earnings before interest and taxation (EBIT)	(26,944,535)	8,263,829	22,669,528	(11,265,450)	1,290,250	6,372,424	4,178,759	2,586,170
	Total interest and finance charges	-	-	-	-	-	-	-	-
5	Profit / loss before tax	(26,944,535)	8,263,829	22,669,528	(11,265,450)	1,290,250	6,372,424	4,178,759	2,586,170
	Provision for taxation	-	-	7,530,817	-	-	-	-	-
6	Profit / loss after taxation	-	-	15,138,711	(11,265,450)	1,290,250	6,372,424	4,178,759	2,586,170
7	Balance Carried to Balance Sheet	-	-	-	-	-	-	-	-

Fields in italics are indicative only

Projected values may vary depending on various factors



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Express Industry Council of India

Please see Form 11 (consolidated) and Form 13 (a) and (b)

Form F4: Historical and Projected Cash Flow Statement (ref: Section A14 of Appendix I)

Sr. No.	Particulars	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
1	Cashflow from operating activities												
	Net Profit before taxation												
	Adjustment for:												
	<i>Deprecitation and Amortisation</i>												
	<i>Loss / (Profit) on sale of assets (net)</i>												
	<i>Interest Income</i>												
	<i>Provisions - Additions (Write back) Net</i>												
	Operating Profit before working capital changes												
	Adjustment for:												
	<i>Decrease (increase) in Trade Receivables</i>												
	<i>Decrease (increase) in Inventories</i>												
	<i>Loans and Advances</i>												
	<i>(Decrease) / increase in Sundry Creditors</i>												
	Cash generated from operation												
	...												
	Net Cash Flow from Operating Activities												
2	Cashflow from investing activities												
	<i>Detail of cashflow from investing activity #1</i>												
	<i>Detail of cashflow from investing activity #2</i>												
												
3	Cashflow from financing activities												
	<i>Detail of cashflow from financing activity #1</i>												
	<i>Detail of cashflow from financing activity #2</i>												
												
4	Net change in cash and cash equivalents												
5	Cash and Cash Equivalents at the beginning of the period												
6	Cash and Cash Equivalents at the end of the period												

Fields in italics are indicative only

Please see Annual Reports enclosed as being an industry body, Consolidated Accounts are maintained for all locations i.e. Mumbai, Delhi and Bangalore



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Form F5: Cost of Equity and Post-tax FRoR Forecast (ref: Section A15 of Appendix I)

Sr. No.	Particulars	Tariff Year 1			Tariff Year 2			Tariff Year 3			Tariff Year 4			Tariff Year 5		
		Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate	Low	High	Point Estimate
1	Gearing															
	Pre-tax cost of debt															
	Risk-free rate															
	Equity-risk premium															
	Beta															
	Post-tax cost of equity															
	Post-tax FRoR															

* Forecasted FRoR in this sheet should be used for determining Aggregate Revenue Requirement in the Multi Year Tariff Proposal

- 1 There is no equity which generates dividend as EICI is a not for profit Section 25 Company which aggregates services provided by other Airport Service Providers. The users of services in a co-operative effort setup EICI so that all express / courier companies could avail of the services provided by EICI.
- 2 Subscription details from members are provided in Form F 13 (b)



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Not applicable as no Loans

Form F6 (a): Loan Master (ref: Section A15 of Appendix I)

Provide details of all debts (all types of debt instruments)

Particulars	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	NIL	NIL	NIL	NIL	NIL	NIL	NIL
Interest payments during the year	NIL	NIL	NIL	NIL	NIL	NIL	NIL
Outstanding at the end of the year	NIL						
Unsecured Loan							
Repayments during the year	NIL	NIL	NIL	NIL	NIL	NIL	NIL
Interest payments during the year	NIL	NIL	NIL	NIL	NIL	NIL	NIL
Outstanding at the end of the year	NIL	NIL	NIL	NIL	NIL	NIL	NIL

For every loan (actual/proposed, secured/unsecured) the following information should also be provided/indicated

1	Particulars
2	Source
3	Type of Loan (PS/WC)
4	If PS, then indicate the Project/Apportionment to a project
5	Total Loan Amount Sanctioned
6	Loan Tenure
7	Interest Type (Fixed / Floating)
8	If Fixed interest, rate of Interest %
9	Base Rate, if Floating Interest
10	Margin, if Floating Interest
11	Are there any Caps / Floor?
12	If above us yes, specify caps floor
13	Moratorium Period
14	Moratorium effective from
15	Repayment Period
16	Repayment Start Date
17	Repayment Frequency
18	Arrangement Fees
19	Outstanding Loan
20	Other terms

Legend	
PS	Project Specific
WC	Working Capital



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Not applicable as no loans and not for profit company

Form F6 (b): Summary Statement of Interest and Finance Charges (ref: Section AIS of Appendix I)

Sr. No.	Particulars	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	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	Bonds	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	Foreign Currency Loans / Credits	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	Debentures	NIL	NIL	NIL	NIL	NIL	NIL	NIL
							
	Total	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	2 Interest on Long Term Loans / Credits from the Fis/banks/organisations approved by the Government							
	Secured	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	.....	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	Unsecured	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	.....	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	Total							
	Total 1 + 2	NIL	NIL	NIL	NIL	NIL	NIL	NIL
B	Cost of raising finance & bank charges on the project loans	NIL	NIL	NIL	NIL	NIL	NIL	NIL
C	Grand Total Of Interest & Finaice Charges A + B	NIL	NIL	NIL	NIL	NIL	NIL	NIL
D	Less: Interest & Finance Charges Capitalised	NIL	NIL	NIL	NIL	NIL	NIL	NIL
E	Net Total of Interest and Finance Charges on Project related Loans	NIL	NIL	NIL	NIL	NIL	NIL	NIL
F	Interest on Working Capital Loans	NIL	NIL	NIL	NIL	NIL	NIL	NIL
G	Other interest charges (Provide head-wise details)	NIL	NIL	NIL	NIL	NIL	NIL	NIL
H	Total interest and finance charges chargeable to P & L account (E + F + G)	NIL	NIL	NIL	NIL	NIL	NIL	NIL

* Projected values to be provided

Fields in italics are indicative only

^ Information for the last financial year for which audited accounts are available



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Not Applicable as not for profit company. Subscription details from members are provided in Form F 13 (b)
Form F6 (c): Contributions, Grants and subsidies Master (ref: Section A15 of Appendix I)

Contributions

Particulars	Source	Total Amount	Last available audited year #			Financial Year before Tariff			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																										
2																										

Grants

Particulars	Source	Total Amount	Last available audited year #			Financial Year before Tariff			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																										
2																										

Subsidies

Particulars	Source	Total Amount	Last available audited year #			Financial Year before Tariff			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																										
2																										

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

- * Projected values to be provided
- # Information for last financial year for which audited accounts are available

EICI is a not for profit Section 25 Company which aggregates services provided by other Airport Service Providers. The users of services in a co-operative effort setup EICI so that all express / courier companies could avail of the services provided by EICI.

Subscription details from members are provided in Form F 13 (b)



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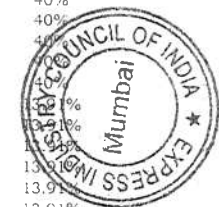
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Please see form 9.

Form F7: Format for identifying Initial Regulatory Asset Base (ref: Section A15 of Appendix I)

Fixed Asset already commissioned as on.....

Sr. No.	Asset Name	Asset Type	Description of the Asset	Commission Date	Useful Life	Original Cost of Asset	Depreciation Rate	Accumulated Depreciation
1	Desktop	Computer	Computer	1998	3 Years	70500	40%	70409
2	Electrical Fittings	Electrical Appliances	Electrical Appliances	1998	5 Years	122178	License Period	122178
3	Furnitures	Revolving Chairs	Revolving Chairs	1998	5 Years	13,000	18.10%	12073
4	Furnitures	Chairs	Chairs	1998	5 Years	14,400	18.10%	13417
5	Furnitures	Interior Work	Interior Work	1998	5 Years	23,390	18.10%	21398
6	Desktop	Computer	Computer	1999	3 Years	44700	40%	44601
7	Furnitures	OHP	OHP	1999	5 Years	26,000	18.10%	23638
8	Furnitures	Chairs	Chairs	1999	5 Years	8,111	18.10%	7251
9	Office Equipments	EPABX System	EPABX System	2000	5 Years	16,500	13.91%	13354
10	Office Equipments	Pedestrial Fans	Pedestrial Fans	2000	5 Years	10,800	13.91%	8665
11	Office Equipments	Mobile Phone	Mobile Phone	2000	5 Years	13,899	13.91%	10989
12	Office Equipments	Weighing Machine	Weighing Machine	2000	5 Years	42,394	13.91%	33354
13	Office Equipments	Fax Machine	Fax Machine	2000	5 Years	10,500	13.91%	8242
14	Desktop	Printer & CD Writer	Printer & CD Writer	2001	3 Years	15364	40%	15262
15	Office Equipments	Euroclean	Euroclean	2001	5 Years	9,200	13.91%	7062
16	Desktop	UPS	UPS	2002	3 Years	28000	40%	27710
17	Desktop	Mother Board	Mother Board	2002	3 Years	5377	40%	5308
18	Office Equipments	Diamond Tester	Diamond Tester	2002	5 Years	8,500	13.91%	6317
19	Desktop	PIV Machine	PIV Machine	2003	3 Years	22800	40%	22237
20	Office Equipments	Compressors	Compressors	2003	5 Years	18,200	13.91%	12601
21	Office Equipments	Diamond Powder Weighing Machine	Diamond Powder Weighing Machine	2003	5 Years	43,370	13.91%	28864
22	Desktop	PIV Processor	PIV Processor	2004	3 Years	6400	40%	6231
23	Desktop	PIV Machine	PIV Machine	2004	3 Years	16700	40%	16208
24	Office Equipments	Compressor	Compressor	2004	5 Years	9,080	13.91%	5918
25	Office Equipments	Weighing Machine	Weighing Machine	2004	5 Years	24,700	13.91%	15499
26	Desktop	Laptop Battery	Laptop Battery	2005	3 Years	9200	40%	8798
27	Desktop	PIV Machine	PIV Machine	2005	3 Years	23,390	40%	22,075
28	Desktop	Laptop & Printer	Laptop & Printer	2005	3 Years	91,406	40%	86,246
29	Desktop	Air Card	Air Card	2005	3 Years	8,000	40%	7,528
30	Desktop	Networking	Networking	2005	3 Years	25,338	40%	24,474
31	Desktop	Laptop	Laptop	2005	3 Years	56,680	40%	52949
32	Office Equipments	Weighing Machine	Weighing Machine	2005	5 Years	33,243	13.91%	19941
33	Office Equipments	Platform Trolleys	Platform Trolleys	2005	5 Years	63,000	13.91%	37733
34	Office Equipments	Aircondition Body & Installation	Aircondition Body & Installation	2005	5 Years	7,550	13.91%	4522
35	Office Equipments	Airconditioners	Airconditioners	2005	5 Years	41,530	13.91%	22097
36	Office Equipments	EPABX System	EPABX System	2005	5 Years	8,840	13.91%	5065
37	Office Equipments	LCD	LCD	2005	5 Years	59,400	13.91%	32862
38	Desktop	AMD Athlon Machine	AMD Athlon Machine	2006	3 Years	21,000	40%	19396
39	Office Equipments	Handy Fogger	Handy Fogger	2006	5 Years	13,720	13.91%	7371
40	Office Equipments	Electronic Weighing Machines	Electronic Weighing Machines	2006	5 Years	110,862	13.91%	59215
41	Office Equipments	Blackberry Instrument	Blackberry Instrument	2006	5 Years	29,990	13.91%	16012
42	Office Equipments	Nokia 6630 Mobile Phone	Nokia 6630 Mobile Phone	2006	5 Years	11,118	13.91%	5924
43	Office Equipments	Fax Machine	Fax Machine	2006	5 Years	5,408	13.91%	2650
44	Desktop	Colour Laserjet Printer	Colour Laserjet Printer	2007	3 Years	30300	40%	26567
45	Desktop	Access Point	Access Point	2007	3 Years	10,000	40%	8652
46	Desktop	TFT Monitors & Logitech Mouse	TFT Monitors & Logitech Mouse	2007	3 Years	32,575	40%	27300
47	Desktop	Sanyo Projector, Ceiling Mounting	Sanyo Projector, Ceiling Mounting	2007	3 Years	270728	40%	222860
48	Desktop	Cat 6 Cable 305mtr	Cat 6 Cable 305mtr	2007	3 Years	5616	40%	4581
49	Desktop	Windows 2003 Server 32 bit	Windows 2003 Server 32 bit	2007	3 Years	13,000	40%	10612
50	Desktop	Windows 2003 Server 64 bit	Windows 2003 Server 64 bit	2007	3 Years	13,000	40%	10612
51	Electrical Fittings	Interior Work	Interior Work	2007	5 Years	43,877	13.91%	18318
52	Electrical Fittings	Electronic Work at Crystal Center	Electronic Work at Crystal Center	2007	5 Years	632,605	13.91%	264098
53	Electrical Fittings	Heavy Duty Capacitor & MCB	Heavy Duty Capacitor & MCB	2007	5 Years	11,006	13.91%	4595
54	Office Equipments	Trolley	Trolley	2007	5 Years	17,000	13.91%	7390
55	Office Equipments	Interior Work	Interior Work	2007	5 Years	397,500	13.91%	165946
56	Office Equipments	Aircondition Work	Aircondition Work	2007	5 Years	224,962	13.91%	93917



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57	Office Equipments	Security System	Security System	2007	5 Years	48,829	13.91%	20385
58	Office Equipments	LG LCD TV 26"	LG LCD TV 26"	2007	5 Years	30990	13.91%	12787
59	Office Equipments	LG Refrigerator	LG Refrigerator	2007	5 Years	13,990	13.91%	5772
60	Office Equipments	Carrier Water Dispenser	Carrier Water Dispenser	2007	5 Years	8,000	13.91%	3300
61	Office Equipments	IFB Dishwasher	IFB Dishwasher	2007	5 Years	25,000	13.91%	10316
62	Office Equipments	Tea, Coffee Vending Machine	Tea, Coffee Vending Machine	2007	5 Years	25,480	13.91%	10384
63	Office Premises	Office Premises	Office Premises	2007	5 Years	19,224,002	5.00%	3462356
64	Desktop	Voice Conference Phone, Base Plate	Voice Conference Phone, Base Plate	2008	3 Years	23151	40%	18194
65	Desktop	11 HCL Computers	11 HCL Computers	2008	3 Years	288,750	40%	212140
66	Desktop	Access Point	Access Point	2008	3 Years	10,380	40%	7700
67	Desktop	15 Computers	15 Computers	2008	3 Years	382,500	40%	269699
68	Office Equipments	Fax Machine	Fax Machine	2008	5 Years	5,500	13.91%	2061
69	Office Equipments	Voice Crystal-V	Voice Crystal-V	2008	5 Years	17,420	13.91%	6339
70	Office Equipments	Itemiser	Itemiser	2008	5 Years	2,789,248	13.91%	970951
71	Office Equipments	2 Leserjet Printers	2 Leserjet Printers	2008	5 Years	12,750	13.91%	4039
72	Office Equipments	5 Trolleys	5 Trolleys	2008	5 Years	47,500	13.91%	13797
73	Office Equipments	3 Pedestrial Fans	3 Pedestrial Fans	2008	5 Years	16,412	13.91%	4999
74	Office Equipments	Godrej 81 Defender Plus Safe	Godrej 81 Defender Plus Safe	2009	5 Years	215,364	13.91%	56660
75	Office Equipments	Blackberry	Blackberry	2009	5 Years	33,499	13.91%	9428
76	Office Equipments	Fax Machine	Fax Machine	2009	5 Years	5,150	13.91%	1213
77	Office Equipments	19" LCD	19" LCD	2009	5 Years	11,000	13.91%	2411
78	Software	Software	Software	2009	5 Years	70,000	40%	37389
79	Desktop	Laptop	Laptop	2010	3 Years	53,600	40%	22779
80	Desktop	Cyberoam 15i Firewall	Cyberoam 15i Firewall	2010	3 Years	33,933	40%	13090
81	Desktop	Computer	Computer	2010	3 Years	89,400	40%	33017
82	Desktop	Laptop	Laptop	2010	3 Years	42,150	40%	11040
83	Desktop	DATA & Voice point	DATA & Voice point	2010	3 Years	28,657	40%	5150
84	Desktop	2 Monitor	2 Monitor	2010	3 Years	10,600	40%	1673
85	Desktop	3 Computer	3 Computer	2010	3 Years	87,000	40%	14683
86	Desktop	D-Link Port Switch	D-Link Port Switch	2010	3 Years	18,200	40%	2274
87	Desktop	Monitor	Monitor	2010	3 Years	52,206	40%	8868
88	Desktop	Scanner	Scanner	2010	3 Years	42,000	40%	4833
89	Furnitures	Sofas	Sofas	2010	5 Years	15,750	18.10%	2624
90	Furnitures	Sofas	Sofas	2010	5 Years	18,900	18.10%	2784
91	Furnitures	Perfo Stool & Chairs	Perfo Stool & Chairs	2010	5 Years	68,850	18.10%	3380
92	Hoist	Hoist	Hoist	2010	5 Years	953,563	13.91%	126099
93	Leasehold Improvements	Fire & Smock Detector	Fire & Smock Detector	2010	5 Years	3,689,904	Lease Period	750,489
94	Leasehold Improvements	Structural Work	Structural Work	2010	5 Years	35,382,867	Lease Period	7196515
95	Leasehold Improvements	Voice & Data Cables	Voice & Data Cables	2010	5 Years	923,404	Lease Period	187811
96	Leasehold Improvements	Vinyl Flooring	Vinyl Flooring	2010	5 Years	470,992	Lease Period	95795
97	Leasehold Improvements	Vinyl Flooring	Vinyl Flooring	2010	5 Years	48,930	Lease Period	9952
98	Leasehold Improvements	Castor Deck	Castor Deck	2010	5 Years	10,399,714	Lease Period	2115196
99	Leasehold Improvements	Racks	Racks	2010	5 Years	543,000	Lease Period	110441
100	Leasehold Improvements	Architect Fees	Architect Fees	2010	5 Years	2,675,125	Lease Period	544093
101	Leasehold Improvements	Air Side Toilet & Pantry Work	Air Side Toilet & Pantry Work	2010	5 Years	536,458	Lease Period	109110
102	Leasehold Improvements	Leasehold Improvements	Leasehold Improvements	2010	5 Years	3,974,862	Lease Period	808447
103	Leasehold Improvements	Leasehold Improvements	Leasehold Improvements	2010	5 Years	14,843,028	Lease Period	3018921
104	Leasehold Improvements	Plumbing Work at Terminal	Plumbing Work at Terminal	2010	5 Years	449,039	Lease Period	91330
105	Leasehold Improvements	Cabling Work	Cabling Work	2010	5 Years	98,345	Lease Period	18652
106	Leasehold Improvements	Data Points	Data Points	2010	5 Years	6,487	Lease Period	1230
107	Leasehold Improvements	Cabling Work	Cabling Work	2010	5 Years	13,401	Lease Period	1949
108	Leasehold Improvements	Castor Decks	Castor Decks	2010	5 Years	88,813	Lease Period	14274
109	Leasehold Improvements	Pedestrial Fans	Pedestrial Fans	2010	5 Years	119,200	Lease Period	11462
110	Leasehold Improvements	Shutters	Shutters	2010	5 Years	40,850	Lease Period	3928
111	Leasehold Improvements	Jaali Box	Jaali Box	2010	5 Years	15,000	Lease Period	1442
112	Leasehold Improvements	Signages	Signages	2010	5 Years	33,099	Lease Period	3183
113	Leasehold Improvements	Signages	Signages	2010	5 Years	199,581	Lease Period	19190
114	Office Equipments	Weighing Scale	Weighing Scale	2010	5 Years	60,392	13.91%	8737
115	Office Equipments	Trolley	Trolley	2010	5 Years	54,000	13.91%	7671
116	Office Equipments	CCTV	CCTV	2010	5 Years	82,000	13.91%	11312
117	Office Equipments	Ladders	Ladders	2010	5 Years	15,188	13.91%	2066
118	Office Equipments	Aquaguard Water Purifier	Aquaguard Water Purifier	2010	5 Years	94,500	13.91%	12353

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119	Office Equipments	Office Equipments	Office Equipments	2010	5 Years	1,294,175	13.91%	1711-2
120	Office Equipments	Stackeres & One Hand Pallet Truck	Stackeres & One Hand Pallet Truck	2010	5 Years	320,401	13.91%	42370
121	Office Equipments	Door Frame & Hand Held Metal Detector	Door Frame & Hand Held Metal Detector	2010	5 Years	213,016	13.91%	28169
122	Office Equipments	Office Equipments	Office Equipments	2010	5 Years	2,181,317	13.91%	288458
123	Office Equipments	Office Equipments	Office Equipments	2010	5 Years	1,371,050	13.91%	181308
124	Office Equipments	HP Printer	HP Printer	2010	5 Years	36,600	13.91%	4798
125	Office Equipments	Hand Pallet Truk	Hand Pallet Truk	2010	5 Years	15,300	13.91%	2006
126	Office Equipments	Hand Pallet Truk	Hand Pallet Truk	2010	5 Years	15,300	13.91%	1901
127	Office Equipments	Platform Trolley	Platform Trolley	2010	5 Years	12,544	13.91%	1558
128	Office Equipments	Water Pump	Water Pump	2010	5 Years	17,000	13.91%	1885
129	Office Equipments	HP Laserjet P2035	HP Laserjet P2035	2010	5 Years	18,600	13.91%	1694
130	Office Equipments	Platform Trolies	Platform Trolies	2010	5 Years	65,219	13.91%	8103
131	Office Equipments	EPEBX System	EPEBX System	2010	5 Years	27,379	13.91%	2629
132	Office Equipments	Signages	Signages	2010	5 Years	143,777	13.91%	15068
133	Office Equipments	Printer	Printer	2010	5 Years	11,250	13.91%	617
134	Office Equipments	Chimney	Chimney	2010	5 Years	8,501	13.91%	386
135	Office Equipments	Ladders	Ladders	2010	5 Years	28,687	13.91%	1192
136	Plant & Machinery	X-Ray Machines	X-Ray Machines	2010	5 Years	1,400,000	13.91%	109375
137	Plant & Machinery	X-Ray Machines	X-Ray Machines	2010	5 Years	1,400,000	13.91%	101905
138	Leasehold Improvements	Slotted Angels	Slotted Angels	2011	5 Years	51,750	Lease Period	2112
139	Leasehold Improvements	Maintenance Work	Maintenance Work	2011	5 Years	36,255	Lease Period	1480
140	Leasehold Improvements	Maintenance Work	Maintenance Work	2011	5 Years	38,950	Lease Period	1590
141	Leasehold Improvements	Maintenance Work	Maintenance Work	2011	5 Years	43,650	Lease Period	1782
142	Leasehold Improvements	Data & Voice Points	Data & Voice Points	2011	5 Years	12,455	Lease Period	259
143	Leasehold Improvements	Security Cabin	Security Cabin	2011	5 Years	884,509	Lease Period	18427
144	Leasehold Improvements	Signages	Signages	2011	5 Years	72,336	Lease Period	1507
145	Leasehold Improvements	Signages	Signages	2011	5 Years	45,733	Lease Period	953
146	Office Equipments	Glow Sign Board	Glow Sign Board	2011	5 Years	44,000	13.91%	1107
147	Office Equipments	Pedestrial Fans	Pedestrial Fans	2011	5 Years	196,371	13.91%	3667
148	Office Equipments	EPEBX System	EPEBX System	2011	5 Years	25,135	13.91%	374
149	Office Equipments	Firewall Cyberoam	Firewall Cyberoam	2011	5 Years	140,696	13.91%	912
150	Office Equipments	HP Laserjet	HP Laserjet	2011	5 Years	16,000	13.91%	61
151	Office Equipments	White Screen	White Screen	2011	5 Years	38,500	13.91%	161
152	Office Equipments	AC (Mohit)	AC (Mohit)	2011	5 Years	1,124,543	13.91%	8571
153	Software	Detention Software	Detention Software	2011	5 Years	25,000	40%	658



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Not Applicable as Not for profit company

Form F8 (a): Format for providing asset-wise information of stakeholder contributions (ref: Section A15 of Appendix I)

Details of User Contributions for the assets

Sr. No.	Contribution name	Asset Name	Extent of User Contribution approved for the project	Year of approval	Tenure for User Contribution Collection	Actual Accumulated Collection till beginning of previous year*	Total Collected proposed in Tariff Year 1	Total Collected proposed in Tariff Year 2	Total Collected proposed in Tariff Year 3	Total Collected proposed in Tariff Year 4	Total Collected proposed in Tariff Year 5
1	<i>Grant</i>	<i>Asset A</i>									
2		<i>Asset B</i>									
3		.....								
4	<i>Development Fee</i>	<i>Asses C</i>									
5											

- * Projected values to be provided
- # Fields in italics are indicative only

There are no grants received or development fees charged



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Not Applicable as Not for profit company

Form F8 (b): Format for providing proposed exclusions from RAB (ref: Section AI5 of Appendix I)

Details of Proposed Excluded Assets from RAB

Sr. No.	Asset Name	Book Value	Accumulated Depreciation	Justifications for exclusion	Any Land associated with asset	If yes, Details of Land
1	<i>Asset A</i>					
2	<i>Asset B</i>					
3	.....				
4	.....				
5	.....				

Fields in italics are indicative only

EICI is a not for profit Section 25 Company which aggregates services provided by other Airport Service Providers. The users of services in a co-operative effort setup EICI so that all express / courier companies could avail of the services provided by EICI.

EICI is not for profit company and does not have RAB as such and to that extent this form is not applicable



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Form F9: Formats for Forecast and Actual Roll - forward RAB (ref.: Section AI5 of Appendix I)

	2008-2009	Last available audited year	Financial Year before Tariff Year 1*	Forecast for the Control Period				
				Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A Opening RAB*	23,731,439	25,512,505	35,013,416	103,772,700	88,772,700	74,772,700	62,772,700	47,272,700
B Additions - WIP Capitalisation	4,394,656	12,812,570	88,218,329	6,000,000	5,000,000	5,000,000	2,000,000	1,000,000
C Disposals / Transfers	-	-	-	-	-	-	-	-
D Depreciation Charge	2,613,590	3,311,659	19,459,045	21,000,000	19,000,000	17,000,000	17,500,000	20,000,000
E Closing RAB (A+B-C-D)	25,512,505	35,013,416	103,772,700	88,772,700	74,772,700	62,772,700	47,272,700	28,272,700
F Average RAB								

* While EICI does not have RAB as such, however consolidated details of assets of EICI are been provided as above.



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Express Industry Council of India
 Not Applicable as Not for profit company
 Form F10 (a): Capital Projects Completed before current Review for Roll Forward of RAB (ref: Section A15 of Appendix I)

Project Details

Sr. No.	Project Name	Project Type	Comm. Date	Projected Capital Expenditure																			
				Tariff Year 1				Tariff Year 2				Tariff Year 3				Tariff Year 4				Tariff Year 5			
				Capex	Com.	CDate	WIP	Capex	Com.	CDate	WIP	Capex	Com.	CDate	WIP	Capex	Com.	CDate	WIP	Capex	Com.	CDate	WIP
1	<i>Project 1</i>	<i>Buildings</i>																					
2	<i>Project 2</i>	<i>Vehicles</i>																					
3	<i>Project 3</i>	<i>P & M</i>																					
4	<i>Project 3</i>	<i>F & F</i>																					

Project Details

Sr. No.	Project Name	Project Type	Comm. Date	Projected Capital Expenditure																			
				Tariff Year 1				Tariff Year 2				Tariff Year 3				Tariff Year 4				Tariff Year 5			
				Capex	Com.	CDate	WIP	Capex	Com.	CDate	WIP	Capex	Com.	CDate	WIP	Capex	Com.	CDate	WIP	Capex	Com.	CDate	WIP
1	<i>Project 1</i>	<i>Buildings</i>																					
2	<i>Project 2</i>	<i>Vehicles</i>																					
3	<i>Project 3</i>	<i>P & M</i>																					
4	<i>Project 3</i>	<i>F & F</i>																					

Fields in italics are indicative only

EICI is not for profit company, expenditures on projects are based on the needs of the Members and the available surplus collected from Members. As the users are in a co-operative effort running EICI there is no direct co-relation between Investments and expenditures on assets and returns.



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Express Industry Council of India

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Form F10 (c): Year-wise Capital Expenditure Financing Plans for next 10 years(ref: Section A15 of Appendix I)

Note:- Information to be provided for 10 year period for all projects either spilling into the period or starting during the period

Project Details		Tariff Year 1				Tariff Year 2				Tariff Year 3				Tariff Year 10								
S. N.	Total Capex Planned	Internal Accrual	Equity infused	User Contributions	Total Debt	Internal Accrual	Equity infused	User Contributions	Total Debt	Internal Accrual	Equity infused	User Contributions	Total Debt	Internal Accrual	Equity infused	User Contributions	Total Debt	Internal Accrual	Equity infused	User Contributions	Total Debt	
1	Project 1																					
2	Project 2																					
3	Project 3																					
4	Project 3																					

Legend	
Total Capex	Total Capex Planned indicates the total forecasted capex for all assets during the next 10 years
Internal Accrual	Internal Accrual (from free reserves and surplus) in the year
Equity Infused	Equity Infusion planned during the year
User Contributions	Representing Development Fees / User Contributions / Capital Grants / Subsidies etc. planned during the year for the capital project
Total Debt	Total Debt planned for funding capex during the year

EICI is not for profit company, expenditures on projects are based on the needs of the Members and the available surplus collected from Members. As the users are in a co-operative effort running EICI there is no direct co-relation between Investments and expenditures on assets and returns. There are no fixed capital expenditure financing plans as users decide how the surplus is to be invested for creation of infrastructure according to the needs of the industry.



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Not Applicable as Not for profit company

Form F10 (d): Summary Statement of Expenses Capitalised (ref: Section A15 of Appendix I)

Sl. No.	Particulars	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	Interest and Finance Charges Capitalised							
B	Cost of raising finance and Bank Charges							
C	Other Expenses Capitalised							
	Employee Expenses							
	Administrative and General Expenses							
	Utilities and Outsourcing Expenses							
	Any Other expense being capitalised							
D	Total Expenses Being Capitalised (A+B+C)							

* Projected values to be provided

Information for the last financial year for which audited accounts are available

EICI is not for profit company, expenditures on projects are based on the needs of the Members and the available surplus collected from Members. As the users are in a co-operative effort running EICI there is no direct co-relation between Investments and expenditures on assets and returns. There are no fixed capital expenditure financing plans as users decide how the surplus is to be invested for creation of infrastructure according to the needs of the industry.



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Please details provided in Form 9

Form F10 (e): Additional Capital Projects Summary (ref: Section A15 of Appendix I)

Sl. No.	Particulars	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
E	Opening WIP Assets	12,812,570	6,000,000	5,000,000	5,000,000	2,000,000
	<i>Building</i>					
	<i>Plant & Machinery</i>					
	<i>Electrical Installation</i>					
	<i>Furniture and Fittings</i>					
					
F	Additions - New WIP	6,000,000	5,000,000	5,000,000	-	-
	<i>Building</i>					
	<i>Plant & Machinery</i>					
	<i>Electrical Installation</i>					
	<i>Furniture and Fittings</i>					
					
G	WIP Capitalization	12,812,570	6,000,000	5,000,000	3,000,000	1,000,000
	<i>Building</i>					
	<i>Plant & Machinery</i>					
	<i>Electrical Installation</i>					
	<i>Furniture and Fittings</i>					
					
H	Closing WIP Assets	6,000,000	5,000,000	5,000,000	2,000,000	1,000,000
	<i>Building</i>					
	<i>Plant & Machinery</i>					
	<i>Electrical Installation</i>					
	<i>Furniture and Fittings</i>					
					

Fields in italics are indicative only

The Figures shown above may vary depending on various factors.



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Express Industry Council of India									
Form F11 (a) : Employee Strength (ref:Section AL5 of Appendix I)									
Sr. No.	Particulars - with detailed breakup	2008-2009	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	Department - wise Full-Time Employees								
	<i>Management</i>	2	2	2	4	4	4	4	4
	<i>Operations</i>	11	13	26	35	40	40	40	40
	<i>Finance & Accounts</i>	2	2	2	5	5	5	5	5
	<i>HR & Admin</i>	2	3	4	4	4	4	4	4
B	Department - wise Part-Time/ Contractual Employees								
	<i>Department 1</i>								
	<i>Department 2</i>								
	<i>Department 3</i>								
	<i>Department 4</i>								

Express Industry Council of India									
Form F11 (b) : Payroll Related Expenditure and Provisions (ref: Section AL5 of Appendix I)									
Sr. No.	Particulars - with detailed breakup	2008-2009	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	<i>Salaries and Wages</i>	7,776,140	7,979,204	10,246,100	12,295,320	14,754,384	16,967,542	19,512,673	22,439,574
B	<i>PF Contribution, Gratuity and other funds</i>	888,214	1,121,911	929,446	1,115,335	1,338,402	1,539,163	1,770,037	2,035,543
C	<i>Medical Expenses</i>	-	-	-	-	-	-	-	-
D	<i>Overtime</i>	-	-	-	-	-	-	-	-
E	<i>Staff Welfare Fund / Expenses</i>	258,373	460,487	435,324	522,389	626,867	720,897	829,031	953,386
F	.....							
1	Grand Total	8,922,727	9,561,602	11,610,870	13,933,044	16,719,653	19,227,601	22,111,741	25,428,502
2	<i>Employee Expenses Capitalised</i>	-	-	-	-	-	-	-	-
3	Net Employee Expenses (1)-(2)	8,922,727	9,561,602	11,610,870	13,933,044	16,719,653	19,227,601	22,111,741	25,428,502

* Projected Values to be provided

Fields in italics are indicative only

^ Information for last financial year for which audited accounts are available



Express Industry Council of India
Form F11 (C) Administration and General Expenditure (ref. Section A15 of Appendix I)

Sr. No.	Particulars - with detailed breakup	2008-2009	%age	Last available audited year *	%age	Financial Year before Tariff Year 1 *	%age	Tariff Year 1	%age	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5	Remarks
A	Administration Charges	11,908,848		6,379,814		10,493,763		12,909,576		10,322,295	11,916,907	13,162,251	14,579,977	
	Director's Salary Fees													
	Rates & Taxes													
	Lease / Rent Rates & Taxes	268,785		268,599		266,278		319,534		303,440	460,128	552,154	662,585	
	Communication expenses	4,319		155,797		18,658								
	Travelling and Conveyance	1,603,171		1,656,773		2,858,005		3,143,806		3,458,186	3,804,005	4,184,400	4,602,647	
	Bank Charges	1,651,390		1,102,069		1,347,416		2,021,124		2,324,293	2,672,907	3,073,878	3,534,960	
	Interest	294,737		245,476		9,700		11,155		12,828	14,752	16,965	19,510	
	Advertisement	4,409		108,455		914								
	Printing and Stationery	129,978		600,000		600,000								
	Legal Charges / Auditor's Fees / Consultancy Charges	1,094,837		1,063,017		1,620,833		1,863,958		2,143,522	2,465,085	2,834,848	3,260,075	
	Allocated Overhead Expenses (Provide details)	6,987,100		1,646,760		3,771,759		4,890,000		2,000,000	2,900,000	2,500,000	2,500,000	
B	Airport Service Provider Charges / Input Cost	74,121,839		85,896,594		125,637,645		143,025,978		167,196,046	189,944,053	215,568,937	245,389,462	
	Rent for Airport	36,837,528	42.81%	42,806,757	46.17%	13,639,075	10.02%	15,002,983	9.46%	16,503,281	18,153,609	19,968,970	21,985,867	
	Royalty	-	0.00%	1,926,029	2.09%	37,067,485	27.23%	40,774,234	26.72%	44,851,657	49,336,823	54,270,505	59,697,556	Throughput charges paid to MIAL @Rs. 1.342 per Kg.
	Electricity	2,432,663	2.63%	1,333,833	1.45%	4,622,217	3.40%	5,315,590	3.35%	6,112,882	7,029,814	8,084,286	9,296,929	
	Handling Charges	660,000	0.77%	660,000	0.72%	660,000	0.48%	756,000	0.46%	798,000	878,460	966,306	1,062,937	For handling Export Activity
	Security Charges (BCAS Trained Security Guards)	-	0.00%	-	0.00%	3,300,000	2.47%	6,000,000	3.76%	6,600,000	7,260,000	7,986,000	8,784,600	For Terminal as per BCAS Guidelines
	Insurance Costs (for Terminal)	133,635	0.16%	335,133	0.36%	863,174	0.63%	992,650	0.63%	1,141,548	1,312,780	1,509,697	1,736,152	
	Contingency charges	-	0.00%	-	0.00%	15,272,310	14.10%	22,138,245	13.96%	26,042,164	29,347,722	32,722,100	36,783,611	
	Repairs & Maintenance	478,710	0.56%	4,711,822	5.11%	3,257,913	2.39%	3,909,495	2.47%	4,691,395	5,629,674	6,755,608	8,106,730	
	Computer Rent	132,303	0.15%	-	0.00%	-	0.00%	-	0.00%	-	-	-	-	AMC of all the Machines and Office Equipments
	Windows Rent	-	0.00%	613,303	0.66%	1,163,375	0.85%	-	0.00%	-	-	-	-	
	X-Ray Machine Rental	-	0.00%	1,039,000	1.13%	1,875,000	1.38%	1,440,000	0.91%	1,560,000	1,680,000	1,800,000	1,980,000	
	Water Charges	-	0.00%	397,580	0.43%	492,466	0.36%	566,336	0.36%	651,286	748,979	861,326	990,525	
	Customs Cost Recovery	318,371	0.37%	21,583,569	23.19%	23,319,062	17.13%	27,982,874	17.65%	33,579,449	40,295,239	48,354,407	58,825,288	Customs Cost Recovery
	Loading/Unloading Charges	1,989,525	2.56%	3,111,067	3.37%	4,695,177	3.43%	5,365,644	3.38%	6,170,490	7,096,064	8,160,474	9,384,545	
	Security Charges	3,013,263	3.50%	2,679,200	2.90%	2,991,520	2.20%	4,188,138	2.64%	5,063,379	6,088,998	7,203,848	8,559,425	
	Transportation Charges	2,271,513	2.64%	2,140,073	2.27%	2,404,700	1.74%	2,891,520	1.74%	3,404,425	4,044,425	4,814,425	5,718,699	
	Housekeeping Charge	2,652,835	3.08%	-	0.00%	-	0.00%	-	0.00%	-	-	-	-	
	Clean & Green T 1	-	0.00%	-	0.00%	1,351,674	0.99%	1,554,425	0.98%	1,787,589	2,055,727	2,364,086	2,718,699	
	Data Entry Charges	-	0.00%	-	0.00%	384,110	0.28%	1,850,000	1.17%	1,850,000	2,035,000	2,238,500	2,452,350	
	Miscellaneous Expenses	3,206,493	3.73%	2,759,408	2.99%	2,394,791	1.76%	2,754,010	1.74%	3,167,111	3,642,178	4,188,506	4,816,781	
C	Grand Total	86,030,787		92,276,598		136,131,412		158,535,554		177,518,346	201,860,960	228,731,188	259,869,439	
D	Administration & General Expenses capitalised	-		-		-		-		-	-	-	-	
E	Net A & G expenses (E)-(F)	86,030,787		92,276,598		136,131,412		158,535,554		177,518,346	201,860,960	228,731,188	259,869,439	

X-Ray Charges	MIAL / CSC	60,623,806		66,465,034		31,269,582	22.97%	38,693,694						Screening Charges are collected @Rs. 3.25 Per Kg and Rs. 2.60 Per Kg. Is paid to MIAL and Rs. 0.65 Per Kg. Is paid to CSC simultaneously.
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MUMBAI

Express Industry Council of India											
Form F12 (a) - Historical and Projected Cargo Volumes in tonnes (ref: Section AL6 of Appendix I)											
Year	International										Forecast Error Correction band *
	Loaded					Unloaded					
	General	Perishable	Valuable	Bags / Kgs.	Unit	General	Perishable	Valuable	Bags / Kgs.	Unit	
2003-04											
2004-05				0	Bags				200588	Bags	
2005-06				0	Bags				271404	Bags	
2006-07				678633	Bags				273740	Bags	
2007-08				679840	Bags				322881	Bags	
2008-2009				11627261	Kgs				6665586	Kgs	
2009-2010				12510666	Kgs				8442821	Kgs	
2010-2011				11672306	Kgs				19679067	Kgs	
2011-2012				11905752	Kgs				13930655	Kgs	
2012-2013				13096327	Kgs				17413318	Kgs	
2013-2014				13751144	Kgs				20895982	Kgs	
2014-2015				14438701	Kgs				24030379	Kgs	
2015-2016				15882571	Kgs				27634936	Kgs	
2016-2017				16676700	Kgs				31780176	Kgs	
2017-2018				17510534	Kgs				38136211	Kgs	
2018-2019				18386061	Kgs				41949832	Kgs	
2019-2020				19305364	Kgs				48242307	Kgs	
				20270632	Kgs				57890768	Kgs	

Note: In the year 2010-2011 there is growth of 133% in Imports due to load diversion of Chennai Airport to Mumbai. This increase is for a short period and it may not continue. So the growth for Tariff Year 1 is taken on 2009-2010 volumes @65%

Please note that only courier / express shipments are processed and not general cargo. The figures provided in above are express / courier shipments and not general cargo.



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MUMBAI

Express Industry Council of India

Form 12 (b) - Historical Aircraft Movements (ref.: Section A16 of Appendix I)

Year	Domestic (Landing)	International (Landing)
2003-04	N. A.	N. A.
2004-05	N. A.	N. A.
2005-06	N. A.	N. A.
2006-07	N. A.	N. A.
2007-08	N. A.	N. A.
2008-09	N. A.	N. A.
2009-10	N. A.	N. A.
2010-2011*	N. A.	N. A.

* Projected values to be provided



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MUMBAI

Express Industry Council of India

Form 12 (c) - Projected Aircraft Movements (ref.: Section A16 of Appendix I)

Year	Domestic (Landing)			International (Landing)			Forecast Error Correction band
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative	
2011-2012	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2012-2013	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2013-2014	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2014-2015	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2015-2016	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2016-2017	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2017-2018	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2018-2019	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2019-2020	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.
2020-2021	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.	N. A.



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MUMBAI

Express Industry Council of India

(d)
Form 12 (b) - Historical and Projected fuel throughput kilolitres (ref.: Section A16 of Appendix I)

<i>Year</i>	<i>Domestic Flights</i>	<i>International Flights</i>	<i>Forecast Error Correction Band*</i>
2003-04	N. A.	N. A.	N. A.
2004-05	N. A.	N. A.	N. A.
2005-06	N. A.	N. A.	N. A.
2006-07	N. A.	N. A.	N. A.
2007-08	N. A.	N. A.	N. A.
2008-09	N. A.	N. A.	N. A.
2009-10	N. A.	N. A.	N. A.
2010-2011	N. A.	N. A.	N. A.
2011-2012	N. A.	N. A.	N. A.
2012-2013	N. A.	N. A.	N. A.
2013-2014	N. A.	N. A.	N. A.
2014-2015	N. A.	N. A.	N. A.
2015-2016	N. A.	N. A.	N. A.
2016-2017	N. A.	N. A.	N. A.
2017-2018	N. A.	N. A.	N. A.
2018-2019	N. A.	N. A.	N. A.
2019-2020	N. A.	N. A.	N. A.
2020-2021	N. A.	N. A.	N. A.

Fields in italics are indicative only

* Applicable for forecasted years only

* Projected values to be provided



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MUMBAI

Express Industry Council of India											
Form F13 (a) - Historical Tariff(s) and Revenues from Regulated Services (ref: Section AL7 of Appendix I)											
Sr. No.	Particulars	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	
		Revenues	Revenues	Revenues	Revenues	Revenues	Revenues	Revenues	Revenues	Revenues	Revenues
A	Revenues from Regulated Services										
1	<i>Facilitation Fees</i>	56,469,079	95,467,208	163,832,247	153,560,679	183,021,533	209,803,597	234,398,563	265,948,673	297,899,686	
2	<i>X-Ray Charges*</i>	60,623,806	68,465,934	31,269,582	38,693,694	42,563,064	44,691,217	46,925,778	51,618,356	54,199,273	
3	<i>Detention Charges</i>	14,153,490	17,946,390	26,038,608	28,642,469	31,506,716	34,657,387	38,123,126	41,935,439	46,128,982	
	Total Revenues	70,622,569	113,413,598	189,870,855	182,203,148	214,528,249	244,460,984	272,521,689	307,884,111	344,028,668	

Fields in italics are indicative only

* X-Ray machines are provided by MIAL and the screeners are provided by MCSC. The revenue figures shown above do not accrue to EICI and are passed directly to the service providers.



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Express Industry Council of India										
Form F13 (b) : Historical and Projected Revenues from Services other than Regulated Services (ref: Section AL7 of Appendix I)										
Sr. No.	Particulars	2008-2009	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	Revenues from Services other than Regulated Services	5,177,741	4,821,944	10,555,269	8,401,546					
1	Revenues from Membership Subscription	2,380,000	2,420,000	2,290,000	2,290,000					
2	Revenues from Conference Facility Charges	130,000	82,000	92,000	100,000					
3	Revenues from User Access Fees	-	-	3,646,860	4,011,546					
4	Revenues from Auction Proceeds	2,416,991	2,056,944	2,695,687	2,000,000					
5	Revenues from Identity Cards	250,750	263,000	-	-					
6	Revenues from X-Ray Charges	-	-	1,830,722	-					
B	Other Revenues	15,135,017	11,988,078	2,252,678*	2,100,000					
1	Revenues from Interest Income	13,693,946	8,899,433	2,173,951	2,000,000					
2	Revenues from Any Other Sources (Please Specify)	1,441,071	3,088,645	78,727	100,000					
	Total Revenues	20,312,758	16,810,022	12,807,947	10,501,546					

* Please note that these incomes are not regular income, hence we have not incorporated in our Income statement



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28th March 2012



To
The OSD
Airports Economic Regulatory Authority of India
Administrative Complex
Safdarjung Airport
New Delhi - 110003

KIND ATTN: MR. C.V. DEEPAK.

Sub: MYTP proposal for Express Industry Council of India.

Sir,

Further to our earlier submissions and follow up discussions as requested we are enclosing herewith the following documents in order to enable you to approve our MYTP proposal submitted for Mumbai Bangalore and Delhi.

1. A list of the members of EICI which constitutes the bulk of the courier companies which use the EICI terminals at Delhi Mumbai and Bangalore.
2. Certified true copy of the extract of the meeting held at EICI Headquarters in Mumbai on 20.01.2012 regarding the charges to be revised in Mumbai and recording the fact that the tariff should be approved by AERA.
3. Undertaking in Form A and Form B in respect of earlier submissions.

As submitted before, it is important that we request that the MYTP proposal be approved at the earliest and the customs cost recovery charges and the x-ray screening charges at Mumbai be kept separate as EICI does not levy the charges and only collects them from the users and the collection are handed over to customs and MIAL without any addition or service charge levied by EICI.

The approval could be made subject to the pre condition that customs cost recovery charges may be approved separately as per the actual payment made to customs as long as EICI does not levy any service charge or retain any such payment. This is requested as the customs charges may be revised downwards or upwards depending upon various factors such as the number of officers, D.A. etc. and hence will necessitate AERA approval every time this change takes place. It is hence suggested that the approval be granted separately for customs charges and x-ray screening charges subject to the above rider.

We would be deeply obliged if the MYTP approval could kindly be granted at your earliest convenience keeping in mind the fact that EICI is already making payment to customs at revised rates without being able to recoup the same from the users pending AERA approval.

With best regards,

Yours truly,

Vijay Kumar

Encl: As above.

Express Industry Council Of India

EXPRESS INDUSTRY COUNCIL OF INDIA Member Companies

- Aramex India Pvt. Ltd.
- Blue Dart Express Limited
- DHL Express (I) Pvt. Ltd.
- DPD Continental Private Limited
- DTDC Couriers & Cargo Ltd.
- East West Freight Carriers Pvt. Ltd
- Expressit Logistics Worldwide Ltd.
- Federal Express Corporation
- Federal Express Services India Pvt Ltd.
- First Flight Couriers Ltd
- GAC Logistics (P) Ltd.
- GATI Limited
- Grand Slam Express Pvt. Ltd.
- ICC Worldwide
- JTB Jupiter Express Services Pvt. Ltd.
- Network Express Service Pvt. Ltd
- OM Freight Forwarders Pvt. Ltd.
- Overseas Courier Service
- Overnite Express Limited
- Safexpress Pvt. Ltd.
- Skycom Express Pvt Ltd
- Skypak Service Specialists Ltd.
- Skynet Worldwide Express Pvt. Ltd.
- Suntika Couriers Pvt. Ltd.
- TCI XPS
- TNT India Pvt. Ltd.
- Tradewings Express Couriers Pvt. Ltd.
- UPS Jetair Express Pvt. Ltd.

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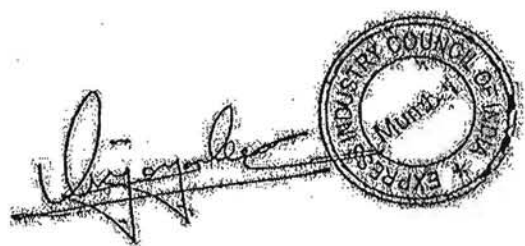


EXTRACT OF THE MINUTES OF THIRD MEETING (2011-2012) OF THE MANAGING COMMITTEE OF EICI HELD ON FRIDAY, 20TH JANUARY 2012 AT 11.00 AM AT THE CONFERENCE ROOM, EICI EXPRESS TERMINAL, SAHAR, MUMBAI - 400 099.

3) Finances of the Council

b) Thereafter the Committee reviewed the Income and Expenditure Account of Mumbai for rate increase due to increase in Customs Cost Recovery. The Customs had revised the Cost Recovery charges based on the actual number of Customs Staff deployment at Mumbai Terminal and based on that there will be huge impact on the revenue of Mumbai. The Committee was of the view that we should rationalize the staff based on Delhi Operations. It was decided to prepare an analysis for Mumbai & Delhi for the number of staff posted at both the places and send it to the Managing Committee Members. The Committee was of the view that EICI should split the existing Facilitation Fees in to Customs Charges and Facilitation Fees. C.O.O. pointed out that before bringing this into effect EICI will have to present it before Airports Economic Regulatory Authority of India (AERA) and take their approval. During the Course of discussion the Committee agreed to the rates proposed and the same shall be implemented once AERA approval is received.

Redacted



Schedule

This schedule contains the various specified forms that relate to specific Clause(s) of the Guidelines or Section(s) of the Appendix, as the case may be.

Form A: (ref: Section A1.1 of Appendix I)

BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

AT NEW DELHI

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

M/S EXPRESS INDUSTRY COUNCIL OF INDIA

I, Vijay Kumar, aged 51 resident of Flat No 502-B, Sunview, Tilak Nagar, Mumbai – 400089 acting in my official capacity as Chief Operating Officer in M/s Express Industry Council of India having its registered office at 501, Crystal Centre, Raheja Vihar, Off. Chandivali Farm Road, Powai, Mumbai – 400072 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s Express Industry Council of India 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 form.

Sd/



The stamp is circular with the text "EXPRESS INDUSTRY COUNCIL OF INDIA" around the perimeter and "MUMBAI" in the center. A handwritten signature is written over the stamp.

Place

Date:

Express Industry Council Of India

501, Crystal Centre, Raheja Vihar.

Off. Chandivali Farm Road, Powai, Mumbai - 400 072.

CP No. 30/2012-13 MYTP/EICI/C/MUM/2011-12
Tel. : +91 22 4057 1111 Fax : +91 22 4057 1100 www.eiciindia.org



Form B: (ref: Section A1.8 of Appendix I)

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 EXPRESS INDUSTRY COUNCIL OF INDIA

I, Vijay Kumar, aged 51 resident of Flat No 502-B, Sunview, Tilak Nagar, Mumbai – 400089 acting in my official capacity as Chief Operating Officer in M/s Express Industry Council of India having its registered office at 501, Crystal Centre, Raheja Vihar, Off. Chandivali Farm Road, Powai, Mumbai – 400072 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s Express Industry Council of India 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) Proposed detailed break – up of Tariff(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 (strifeout whichever is not applicable); and

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

Sd/

Place

Date:

Express Industry Council Of India

501, Crystal Centre, Raheja Vihar.

Off. Chandivali Farm Road, Powai, Mumbai - 400 072.

MINUTES OF THE THIRD MEETING OF THE MANAGING COMMITTEE OF EICI HELD ON FRIDAY, 20TH JANUARY 2012 AT 11.00 AM AT THE CONFERENCE ROOM, EICI EXPRESS TERMINAL, SAHAR, MUMBAI - 400 099

Present:

- 1) Mr. R. K. Saboo : Chairman
- 2) Mr. Taarek Hinedi : Vice Chairman
- 3) Mr. Anil Khanna : Member, Managing Committee
- 4) Mr. Malcolm Monteiro : Member, Managing Committee
- 5) Mr. Ashish Nain : Member, Managing Committee
- 6) Mr. Stephen Rose : Member, Managing Committee
- 7) Mr. Vijay Kumar : Chief Operating Officer
- 8) Mr. Bhojappa Sheelwant : Manager Accounts
- 9) Mr. Amit Balarathinam : Manager Operations

By Invitation:

- 1) Mr. Mark Martyn Fisher : UPS Jetair Express Pvt. Ltd.

1) Minutes

The Minutes of the First Meeting of the Managing Committee of EICI held on Friday, 17th November 2011 at Conference Room, EICI Express Terminal, C. S. I. Airport, Mumbai - 400099 were read and approved by the Chairman.

2) Council Matters

a) ROC Requirements

To pass a Resolution by the Board of Directors of EICI pursuant to Section 301 of the Companies Act, 1956

Manager Accounts informed the Committee that Board of Directors have to pass a Resolution pursuant to Section 301 of the Companies Act, 1956 to ratify all the transactions entered into by the Company as contemplated under that Section providing services to Companies of which Director are a Member or Director.

The Committee Members after reviewing signed the Register placed before the Committee.

b) Membership Election of Skycom Express Pvt. Ltd. in the Associates Category

The Committee thereafter considered an Application and other details together with payments received from Skycom Express Pvt. Ltd., Shop No. 1, Koteshwar Palace, Jeeva Mahal Marg, Off. Sahar Road, Andheri (E), Mumbai - 400 069 for admission in the Associates Category of EICI.

The Application and related information about the Company were read out in the Meeting. The Managing Committee unanimously accepted the application of Skycom Express Pvt. Ltd. in the Associates Category with effect from 20th January 2012. Following Resolution was passed:


CHAIRMAN'S INITIALS

"RESOLVED THAT M/s. Skycom Express Pvt. Ltd., Shop No. 1, Koteswar Palace, Jeeva Mahal Marg, Off. Sahar Road, Andheri (E), Mumbai - 400 069 be and is hereby admitted in the Associates Category of EICI from 20th January 2012"

The Resolution was passed unanimously and Manager Accounts was advised to inform the Company and take appropriate action in the matter.

3) Finances of the Council

a) Consolidated Provisional Income and Expenditure Account for Mumbai / Delhi / Bangalore for the period April 2011 to December 2011.

The Committee thereafter reviewed the Consolidated Provisional Income and Expenditure Account for Mumbai / Delhi / Bangalore for the period April 2011 to December 2011. C. O. O. pointed out that there is an error in Mumbai Income & Expenditure Account and due to that the Mumbai Margin had gone down. Chairman instructed Manager Accounts to have due diligence while preparing the MIS Reports.

b) Thereafter the Committee reviewed the Income and Expenditure Account of Mumbai for rate increase due to increase in Customs Cost Recovery. The Customs had revised the Cost Recovery charges based on the actual number of Customs Staff deployment at Mumbai Terminal and based on that there will be huge impact on the revenue of Mumbai. The Committee was of the view that we should rationalize the staff based on Delhi Operations. It was decided to prepare an analysis for Mumbai & Delhi for the number of staff posted at both the places and send it to the Managing Committee Members. The Committee was of the view that EICI should split the existing Facilitation Fees into Customs Charges and Facilitation Fees. C. O. O. pointed out that before bringing this into effect EICI will have to present it before Airports Economic Regulatory Authority of India (AERA) and take their approval. During the course of discussion the Committee agreed to the rates proposed and the same shall be implemented once AERA approval is received.

Redacted

The Committee thereafter discussed about the status of Dr. M. G. Venugopalan's progress on waiving off the entire Customs Cost Recovery. C. O. O. pointed out that it has been already been sent to the Expenditure Department, Ministry of Finance for their approval.

c) Outstanding Statement of Mumbai, Delhi & Bangalore

The Committee also noted that the outstanding were under control. The Committee however felt that the outstanding should be kept at minimum.

d) Approvals


1) Explosive Trace Detector

Managing Committee Members suggested checking that if BCAS Law states that we should have a mobile detector then EICI should procure it or else we should continue with the existing one for both Mumbai and Delhi.

The Committee thereafter approved the following payments and passed the following solution:

RESOLVED THAT the Committee approves the following payments as given below:

Sr. No.	Particulars	Vendor	Amount	Remarks
01	UPS - Power Backup for 01 Hour	M/s. Comnet Solutions Pvt. Ltd.	Rs. 39,000/- + Taxes	For Mumbai
02	Frisking Room for Female visitors with enclosure at Terminal Access Point	M/s. A3B	Rs. 77,500/- + Taxes + 8% Professional Charges	For Mumbai
03	Barb Wire Fencing Between EICI and Blue Dart Periphery Wall	M/s. Premier Technics	Rs. 57,750/- + Taxes	For Mumbai
04	03 Cupboards	M/s. Sai Steel Range Storage Systems Pvt. Ltd.	Rs. 25,920/- + Taxes	For Mumbai
05	Angle Frame Rack for shipments stored in Chemical Hold Area on 01st Floor	M/s. Sai Steel Range Storage Systems Pvt. Ltd.	Rs. 53,220/- + Taxes	For Mumbai
06	Angle Frame Rack for Detention Room in Export Area	M/s. Sai Steel Range Storage Systems Pvt. Ltd.	Rs. 22,410/- + Taxes	For Mumbai
07	Study for The Express Services Industry In India	CRISIL	Rs. 15,50,000/- + Taxes	
08	Facilitating Trade and Global Competitiveness - 1000 Copies Printing	Oxford University Press India	Rs. 4,72,500/-	
09	Facilitating Trade and Global Competitiveness - Book Release	CII	Rs. 4,05,000/-	
10	Advance Order for execution of change request (Change in code where efforts > 3 days) need to be done for ECCS system, till the efforts in man months (mentioned in Efforts columns) are consumed.	Wipro Ltd.	Rs. 20,92,500/- + Taxes	
11	1. Training Efforts Unit Price calculation is @Rs. 1,65,000/- per month (08 working days). 2. Boarding and lodging in Mumbai for 02 persons for 04 days	Wipro Ltd.	Rs. 94,400/- + Taxes	
12	Changes in Migration Technique of CTSH and Currency Dump alongwith implementation in production	Wipro Ltd.	Rs. 2,12,040/- + Taxes	
13	AMC of Weblogic Licence	Oracle India	Rs. 11,89,431/- + Taxes	
14	AMC of 24 Port LAN Switch, RHEL Support for 03 Years, Anti-Virus for Linux Machine and for the Sun Fire Servers and UTM Firewalls	Wipro Ltd.	Rs. 15,91,929/- + Taxes	
15	E-Lock Digital Signature AMC renewal, E-Lock FormSeal, Bulk Upload Module	Timeless Learning Technologies Pvt. Ltd.	Rs. 1,29,600/- + Taxes	
16	RMD Connectivity for RMS Integration with ECS Risk Management Division, 13, Sir Vithaldas Thakersay Marg, Opp. Patkar Hall, New Marine Lines, Mumbai - 400 020 MPLS 2 MBPS Connectivity	Tata Communications Ltd.	Rs. 2,60,000/- + Taxes per Annum and Rs. 40,000/- + Taxes Non-Recurring Charges (One Time)	
17	Data Migration Connectivity 1) Location Delhi IDC: Videsh Sanchar Bhawan, 3rd & 4th Floor, Greater Kailash Part 1, Near Savitri Cinema, New Delhi - 110 024 2) Location (Chennai) IDC: Videsh Sanchar Bhawan, 1st Floor, 4-Shivanind Salai, Chennai - 31	Tata Communications Ltd.	Rs. 5,92,726/- + Taxes per annum and Rs. 1,30,000/- + Taxes Non-Recurring Charges (One Time)	
18	Managed Services Proposal	Wipro Ltd.	Rs. 1,66,82,000/- + Taxes	


 CHAIRMAN'S INITIALS

e) **Authorizing Mr. Bhojappa S. Sheelwant for filing MVAT Returns**

In view of Mr. Farrokh M Morena, Secretary General retiring, the Committee authorized Mr. Bhojappa S. Sheelwant, Manager (Accounts) to file and sign the MVAT Returns and to attend matters as and when necessary before Maharashtra Value Added Tax Authorities. The following resolution was passed:

"RESOLVED THAT Mr. Bhojappa S. Sheelwant, Manager (Accounts) be and is hereby authorized to file and sign the MVAT Returns and to attend matters as and when necessary before Maharashtra Value Added Tax Authorities".

The Resolution was passed unanimously.

f) **Resolution authorizing use of Digital Signature for filing Income Tax Returns**

The Chairman pointed out that the EICI's Income Tax Returns were digitally signed by Mr. Farrokh M Morena, Secretary General. Now since he is retired Mr. Vijay Kumar, C. O. O. or Mr. Bhojappa S Sheelwant, Manager (Accounts) are authorized to file the Income Tax Returns as required under the Income Tax Act, 1961.

A Resolution will be required to be passed by the Managing Committee in this regard. Following Resolution was passed:

"RESOLVED THAT the Managing Committee of EICI be and hereby authorizes Mr. Vijay Kumar, C. O. O. or Mr. Bhojappa S Sheelwant to sign Digitally Annual Income Tax Returns and such other documents that are required to be filed / submitted to Income Tax Authorities."

The Resolution was passed unanimously.

g) **Resolution authorizing use of Digital Signature for filing Annual Returns**

The Chairman pointed out that the EICI's Annual Returns and other ROC Documents were digitally signed by Mr. Farrokh M Morena, Secretary General. Now since he is retired and as per ROC guidelines only Managing Committee Member can digitally sign the documents hence Mr. R. K. Saboo, Chairman or Mr. Dilip Kulkarni, Hon. Treasurer are authorized to file the Annual Returns and other ROC Documents as required as per the Companies Act, 1956.

A Resolution will be required to be passed by the Managing Committee in this regard. Following Resolution was passed:

"RESOLVED THAT the Managing Committee of EICI be and hereby authorizes Mr. R. K. Saboo, Chairman or Mr. Dilip Kulkarni, Hon. Treasurer to sign Digitally Annual Returns and other ROC documents that are required to be filed / submitted to Registrar of Companies as per the Companies Act, 1956."



HELD AT _____ ON _____ TIME _____

4) Any Other Business

a) Kolkata Sales Tax Issue:

Chairman pointed out that with regard to the Kolkata Sales Tax Issue the Member Companies should write to EICI about their concerns and in turn EICI should take it up with Kolkata Sales Tax Department.

b) Chennai Terminal:

Chairman pointed out that the Chennai Terminal agreement is due for renewal by mid of 2012. Chairman pointed out that Express Companies like FedEx, DHL, etc. should go together with EICI and have a dialogue with the Chairman, Airports Authority of India.

5) Date of Next Meeting

It was decided to convene the Fourth Meeting of the Managing Committee on Friday, 23rd March 2012 at 11:00 AM at the Conference Room of EICI Express Terminal, C. S. I. Airport, Air Cargo Complex, Sahar, Mumbai - 400 099.

Since there were no other items to be considered, the Meeting terminated with Vote of Thanks to the Chair

* * * * *

I confirm that these Minutes are the official records of the Third Managing Committee meeting held on 20th January 2012.

Rajkumar Saboo

Chairman

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EICI/AERA/837
06th June 2012

Capt. Kapil Chaudhary
Secretary
Airports Economic Regulatory Authority of India
AERA Building, Administrative Complex,
Safdarjung Airport,
New Delhi – 110 003

Sub: Submitting Form 14(b) and 14(c)

Madam,

We refer to your meeting held with Mr. P. S. Chhettri, Head of Operations of EICI in Delhi and Mr. Ranjit S. Walia, Regulatory advisor, EICI on 18th May 2012.

As desired we are submitting Form 14(b) and 14(c) duly filled in without leaving any column blank and making no changes in the MYTP submitted earlier. Request you to kindly take into records and acknowledge.

With high regards,

For EXPRESS INDUSTRY COUNCIL OF INDIA

A handwritten signature in black ink, appearing to read "Vijay Kumar", written over a horizontal line.

VIJAY KUMAR
CHIEF OPERATING OFFICER

Express Industry Council Of India
501, Crystal Centre, Raheja Vihar,

Off. Chandivali Farm Road, Powai, Mumbai - 400 072.

CP No. 20/2012-13 MYTP/EICI/C/Mum/2011-12
Tel. : +91 22 4057 1111 Fax : +91 22 4057 1100 www.ejciindia.org

EICI/AERA/643
23rd February 2012

Mr. C. V. Deepak
OSD - II
AERA Building,
Administrative Complex,
Safdarjung Airport,
New Delhi - 110 003

Sir,

Sub: Submission of MYTP for the First Control Period and request for approval of Tariff as per Form 14(b)

We have the honor to refer to your letter AERA/20010/MYTP/EICI/C/Del/2011-12/2259 dated 16th January 2012 and our submission dtd 7th February, 2012 wherein we had submitted the revised MYTP for Delhi, Mumbai and Bangalore airports. Pursuant to the discussions on the 23rd February, 2012 we are enclosing herewith the following revised/additional documents:

1. A copy of the MYTP proposal for the period from 1st April, 2011 to 31st March, 2012 and for the period from 1st April, 2012 to 31st March, 2013 for Delhi, Mumbai and Bengaluru.
2. A certified copy of the rates applicable during the period from 1st April, 2011 to date based on the resolutions passed by the Managing Committee of EICI based on consultation among member representatives.
3. A copy of letters of demand raised by customs on account of cost recovery charges.

While the tariff is being submitted for your approval, we wish reiterate our submissions vide our letter dtd 7th February, 2012 in which we had pointed out that certain charges that do not accrue to EICI, however which are collected by EICI and paid to the Government or the agency rendering those services. These are essentially two types of charges which are as under:

1. (a) **Customs Charges** levied by the Government for providing officers on a cost recovery basis which are recovered from the users and paid to the Government. The rates are dependent on the number of officers provided and the volume of the shipments processed over a period of time which varies from time to time. While strictly speaking these are not charges accruing to EICI, they have still been separately mentioned in Annexure 14 (b) so that the same may be approved if required as long as flexibility is provided to vary the same based on Government demand.

(b) **Customs cost recovery arrears on account of 6th pay commission** - A demand for arrears on account of retrospective increases in salaries of customs officers on account of the VIth pay commission has been received by EICI, copy enclosed. The amount of Rs. 94,85,658/- is required to be paid to the Customs department at Mumbai and Rs 2,73,11,835/- at Delhi, which is hoped to be paid by levy and collection of a "Customs cost recovery arrears surcharge" which has also been mentioned in Form 14(b) for the MYTP for Mumbai and Delhi. The same may kindly be approved on an urgent basis in case it requires approval as we need to charge the same immediately failing which our emergency reserves will get adversely impacted which are being used to pay the Government customs charges at present since April, 2011.

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Express Industry Council Of India

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In case no approval is required being Government charges, a clarification may kindly be issued to enable us to collect the charges from the users forthwith, subject to the following conditions (a) that EICI will collect these charges and deposit with customs and no part of such collections will be retained by EICI and (b) EICI shall provide a certificate to this effect annually.

2. **X-ray screening charges-** The x-ray screening charges comprise of use of the x-ray machine and the manpower charges for screening. These are being collected by EICI and being paid to DIAL/MIAL and CSC respectively at Delhi and Mumbai and no additional fee is collected or charged by EICI and hence these revenues do not accrue to EICI. These rates are to be approved by AERA as DIAL, MIAL and CSC are service providers of services at airports and we presume that their tariff will be approved by AERA.

While strictly speaking these are not charges accruing to EICI, they have still been separately mentioned in Annexure 14 (b) so that the same may be approved if required as long as flexibility is provided to vary the same based on the demand by the Government and the respective service provider after approval by AERA.

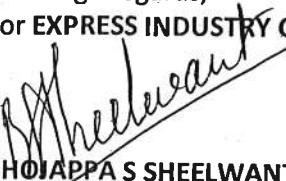
Please note that while these charges are not part of the Facilitation charges levied by EICI and also variable in nature; we still deemed it appropriate to place the same on record. In the final tariff approval, these re-imburement of Customs charges and X ray charges may not be included if deemed appropriate as it may not be practically possible to seek your quick approval with the changing dynamic of the rates. It is for this reason that we have not provided any future projections for the Customs charges and x-ray charges. In case EICI is permitted to do x-ray screening on its own without paying any royalty or fee to DIAL/MIAL we shall reduce the charges recouped from the users accordingly.

We hence request that the MYTP Proposal for the First Control Period for Mumbai, Delhi and Bangalore be kindly approved accordingly on an urgent basis.

Also a clarification regarding the customs charges may kindly be issued urgently as the same is threatening the financial viability of EICI as a body.

Kindly acknowledge receipt.

With high regards,
For EXPRESS INDUSTRY COUNCIL OF INDIA



BHOJAPPA S SHEELWANT
MANAGER (ACCOUNTS)

EICI/AERA/900
23rd July 2012

Mr. C. V. Deepak
OSD - II
AERA Building,
Administrative Complex,
Safdarjung Airport,
New Delhi – 110 003

Sir,

Sub: Submission of MYTP for 2011-12, 2012-13 & 2013-14 for approval of Tariff as per Form 14(b)

We have the honor to refer to your letter AERA/20010/MYTP/EICI/C/Del/2011-12/2259 dated 16th January 2012 and our submissions dtd 7th February, 2012, 23rd February 2012 & 07th June 2012 with respect to the above mentioned subject. We also refer to the several rounds of discussions held with Secretary and your goodselves on the above subject.

We reiterate our submission vide our letter dated 07th February 2012 wherein it was explained that while the MYTP format is designed for profit making entity, EICI does not fit the criteria outlined in the MYTP as EICI is a co-operative of Express Industry Companies and users and more particularly – a) does not make investments on the basis of return on investments; b) is a not for profit Section 25 Company and hence does not function as with profit as a motive and c) does not distribute dividend to shareholders. During meeting we were informed, the factors notwithstanding we would still be required to get our tariff approved by AERA.

We have also explained that being a co-operative of users the Members themselves approves the tariff as the EICI Board comprises of representatives. As shared with you during our meeting Customs have raised a certain demand for providing customs officials on cost recovery basis for past period on account of the revised pay scales based on the latest pay commission recommendation. These charges have been raised on retrospective basis. In addition these charges are variable depending on number of officials required / available.

EICI has been paying these retrospective and the enhanced charges without being able to recover the same on account of the MYPT not being approved thereby draining the reserves of EICI. The Members of EICI during their last 2 meeting held on 15/05/2012 and 20/07/2012 had expressed their serious concerns regarding this issue.

Given the fact that X-Ray screening charges and customs charges are more in the nature of pass through charges, we had submitted revised Form 14 (b) for Delhi, Mumbai & Bangalore on the 07th June 2012 incorporating minor corrections and breaking up the charges by segregating the Customs and X-Ray screening charges as separate variable component for approval. It may also be noted that these correction were based on discussion to ensure that every-time Customs increases the Cost Recovery charges based on the number of officials required or the Airport Operator increases the X-Ray screening charges, we are not forced to approach AERA for revising the same. Please note that the charges levied by EICI excluding Customs and X-Ray screening charges have been capped.

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Express Industry Council Of India
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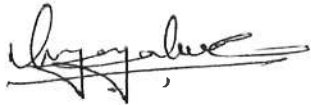
We are once again enclosing Form 14 (b) of the MYTP for the Financial Year 2011-12, 2012-13 & 2013-14 for Delhi, Mumbai & Bangalore for your kind approval. The rest of the MYTP has already been submitted and is on record and we understand it does not require any further clarification.

We do hope that our proposal will be approved at your earliest convenience given the urgency and the merit explained above.

Thanking you,

Yours sincerely,

For **EXPRESS INDUSTRY COUNCIL OF INDIA**



VIJAY KUMAR
CHIEF OPERATING OFFICER

MUMBAI

Express Industry Council of India

Form 14(b)

A. Tariff

Tariff for Mumbai Terminal: Facilitation Fees, Storage & Processing Charges at EICI Express Terminal Built,
Managed and operated by Express Industry Council of India at Mumbai Airport
April 2011 to March 2012

Submitted on 23/07/2012

Sr. No.	Charges	Rate Rs.	Chargeable to	Remarks
1	International Imports			
	Facilitation Fees	Rs.5.00 Per Kg.	Users	
	Detention Fees			
	0-3 Days	Free	Users	
	From 04 - 10 Days	Rs.2/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 11 - 20 Days	Rs.3/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 21 - 30 Days	Rs.4.50 Per Kg.	Users	
	From 31st Day	Rs.6/- Per Kg.	Users	
	Demurrage Charges	Rs.5/- Per Kg.	Users	
2	International Exports			
	Facilitation Fees	Rs.4.50 Per Kg.	Users	

The above tariff are all inclusive charges charged for facilitating Import and Export Shipments. In addition to the above certain charges are to be paid to MIAL and CSC for the services that they provide for X-Ray screening which are separately regulated by AERA

3	X-Ray Charges	Rs.3.25 Per Kg.	Users	Charged to the users and simultaneously paid to MIAL and CSC. As these charges are regulated by AERA, if these charges are increased then simultaneously EICI will have to increase accordingly under intimation to AERA
	EDI Clearance Charges			As per MoU signed with Customs, there would be a certain levy on the shipments cleared through EDI. The CAPEX for these charges are not included in our MYTP proposal. These charges would be levied once it is approved by Customs
	<p>Note: The charges are on per kg basis and there is no minimum charge. For a 1 kg shipment the per kg rate is applicable. Express shipments are generally small shipments and hence this benefits our users as no minimum charge is levied.</p>			



MUMBAI

Express Industry Council of India

Form 14(b)

A. Tariff

Tariff for Mumbai Terminal Facilitation Fees, Storage & Processing Charges at EICI Express Terminal Built, Managed and operated by Express Industry Council of India at Mumbai Airport Effective from April 2012

Submitted on 23/07/2012

Sr. No.	Charges	Rate Rs	Chargeable to	Remarks
1	International Imports			
	Facilitation Fees	Rs.6.00 Per Kg.	Users	
	Detention Fees			
	0-3 Days	Free	Users	
	From 04 - 10 Days	Rs.2/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 11 - 20 Days	Rs.3/- Per Kg, or part thereof or Rs. 30/- whichever is higher	Users	
	From 21 - 30 Days	Rs.4.50 Per Kg.	Users	
	From 31st Day	Rs.6/- Per Kg.	Users	
	Demurrage Charges	Rs.5/- Per Kg.	Users	
3	International Exports			
	Facilitation Fees	Rs.5.50 Per Kg.	Users	

The above tariff are all inclusive charges charged for facilitating Import and Export Shipments. In addition to the above certain charges are to be paid to MIAL and CSC for the services that they provide for X-Ray screening which are separately regulated by AERA

Further Customs claim cost recovery charges for the Customs Officers provided for Customs Clearance work which are paid by the Users based on the volumes processed. EICI directly passes these expenses to the users and does not retain/charge any fee for the same. The collections made under this head are paid to Customs

These charges also vary from time to time depending on the volumes of customs clearance and number of custom officers provided in a manner that all customs charges are defrayed through such collection. The amount to be charged is decided by the Members based on the demand raised by the customs.

3	X-Ray Charges	Rs.3.25 Per Kg.	Users	Charged to the users and simultaneously paid to MIAL and CSC. As these charges are regulated by AERA, if these charges are increased then simultaneously EICI will have to increase accordingly under intimation to AERA
4	Customs Charges (Imports)	Rs.1.50 Per Kg.	Users	These charges may vary as indicated above and same will be changed under intimation to AERA. We further state that once Customs stop demanding the Cost Recovery, we will also stop collecting these charges
5	Customs Charges (Exports)	Rs.0.50 Per Kg.	Users	

Due to 6th Pay Commission Arrears demanded by Customs, we have proposed to levy a surcharge of Rs. 0.40/- Per Kg. till total recovery of arrears of Rs. 94,85,658/- w.e.f. 01/03/2012 This charge will not be levied once the arrears are collected and paid.

6	Customs Cost Recovery Arrears charges	Rs.0.40 Per Kg.	Users	
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	EDI Clearance Charges		Users	As per MoU signed with Customs, there would be a certain levy on the shipments cleared through EDI. The CAPEX for these charges are not included in our MYTP proposal. These charges would be levied once it is approved by Customs
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MUMBAI

Express Industry Council of India

Form 14(b)

A Tariff

Tariff for Mumbai Terminal: Facilitation Fees, Storage & Processing Charges at EICI Express Terminal Built, Managed and operated by Express Industry Council of India at Mumbai Airport Effective from April 2013

Submitted on 23/07/2012

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