File No. AERA/20010/MYTP/BWFS/GH/Del/2011-12 Consultation Paper No. 25/2012-13



Airports Economic Regulatory Authority of India

Annual Tariff Proposal(s) submitted by Bird Worldwide Flight Services (India) Private Limited for providing Ground Handling Services at IGI Airport, New Delhi.

New Delhi: 6th November, 2012

AERA Building Administrative Complex Safdarjung Airport New Delhi – 110 003 The Authority had considered the Multi Year Tariff Proposal (MYTP) submitted by M/s Bird Worldwide Flight Services (India) Private Limited (BWFS) for the first control period commencing w.e.f. 01.04.2011, in respect of the tariff for the services provided for ground handling services at IGI Airport, New Delhi. After due stakeholder Consultation, (vide Consultation Paper No. 24/2011-12 dated 04.10.2011), a Multi Year Tariff Order (MYTO) No. 25/2011-12 dated 28.10.2011 was issued wherein it was ordered that:

 "....The services provided for ground handling by M/s Bird Worldwide Flight Services (India) Private Limited at IGI Airport, New Delhi are "material but competitive". Hence, the Authority shall adopt a "light touch approach" for determination of tariff for the first Control Period w.e.f 01.04.2011.

(ii) M/s Bird Worldwide Flight Services (India) Private Limited may submit the Annual Tariff Proposal for the first tariff year of the first control period for the consideration of the Authority within a period of 75 days of the issue of this Order in accordance with the Guidelines..."

2. As per the clause 11.2 of the Guidelines [Airport Economic Regulatory Authority of India (Terms and Conditions for Determination of Tariff for Services provided for Cargo Facility, Ground Handling, and Supply of Fuel to the Aircraft) Guidelines 2011], 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.

3. Pursuant to the issue of MYTO, BWFS vide letter dated 25.06.2012 have submitted their ATPs for the first, second , third and fourth tariff year and also furnished the following documents along with the ATPs for consideration of the Authority:-

- (a) Form B
- (b) Form 14(b) Annual Tariff Proposal for Tariff Year 1,
- (c) Form 14(b) Annual Tariff Proposal for Tariff Year 2, 3 and 4,
- (d) Copies of user agreements
- (e) Copy of a Letter dated 07.11.2008 by DIAL, certifying that BWFS have been awarded service provider right for undertaking third party ground handling services at IGI Airport, New Delhi,
- (f) Copy of Concession agreement with DIAL
- (g) Copy of a letter dated 20.04.2012 from DIAL, addressed to BWFS, having revised ceiling rates therewith w.e.f. 01.04.2012 to 31.04.2015 as per clause 7.5 of the concession agreement.

4. BWFS have submitted Form B, Form 14(b) towards ATP for the first, second, third and fourth tariff years and the copies of user agreements signed with Users in support of their tariff proposals. BWFS have also furnished copy of concession agreement (page 1, 2 and Schedule J) with Delhi International Airports Private Limited (DIAL) wherein Schedule J contains the ceiling ground handling rates. Further BWFS have also provided a relevant copy (Clause 7.5 of the concession agreement) wherein the escalation mechanism has been

defined. A copy of letter dated 20.04.2012 from DIAL, addressed to BWFS, has also been furnished which has revised ceiling rates therewith w.e.f. 01.04.2012 to 31.04.2015 as per concession agreement.

5. After careful consideration of the tariff proposals the Authority makes the following proposal for stakeholder consultation:

- a) The tariff for ground handling services provided by M/s Bird Worldwide Flight Services (India) Private Limited (BWFS) at IGI Airport, New Delhi for the first tariff year (01.04.2011 to 31.03.2012) of the first control period may be tentatively decided to be approved as placed at **Annexure – I.**
- b) The tariff for ground handling services provided by BWFS at IGI Airport, New Delhi for the second tariff year (01.04.2012 to 31.03.2013) third tariff year (01.04.2013 to 31.03.2014) and for fourth tariff year (01.04.2014 to 31.03.2015) of the first control period may be tentatively decided to be approved as placed at **Annexure II.**

6. In accordance with the provisions of Section 13(4) of the AERA Act, the proposal contained in para 5 above is hereby put forth for stakeholder consultation. To assist the stakeholders in making their submissions in a meaningful and constructive manner, necessary documents are enclosed at **Annexure-III**. For removal of doubts, it is clarified that the contents of this Consultation Paper may not be construed as any Order or Direction of this Authority. The Authority shall pass an Order, in the matter, only after considering the submissions of the stakeholders in response hereto and by making such decision fully documented and explained in terms of the provisions of the Act.

7. The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 5 above, **latest by 20.11.2012** 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: 011-24695040 Fax: 011-24695039

> Yashwant S. Bhave Chairperson

Form 14(b) - Maximum Rate to be paid by Scheduled Airlines for gorund handling services in Tariff Year 1

India Gandhi International Airport, New Delhi

Annexure - I

ICAO Code	Aircraft Type	Domestic Passenger Flights			International Passenger Flights		
No. ICAO Code		Terminal handling	Ramp handling	Full handling	Terminal handling	Ramp handling	Full handling
Code B	Single Engine Aircraft	3,000	7,000	10,000	11.000	33,000	44.000
Cada C	MD90, DC9, TU134, TU134A, AN24, AN26, ATR42,		6,000	8,500	18,500	55,000	73.500
Code D		3,500	10,000	13,500	24,000	96,800	120,800
	이 가지 않는 것 같은 것 같	15,000	30,000	45,000	28,000	113,950	141,950
Code F	A380	30,000	50,000	80,000	43,000	155,000	198.000
	Code B Code C Code D	Code B Single Engine Aircraft A318, A319, A320, A321, B717, B727, B737, BBJ, MD81 to MD90, DC9, TU134, TU134A, AN24, AN26, ATR42, ATR72, F27, F28, F50, F70, F100, YAK40, YAK42 Code D A300-600, A310, B707, B727-100, B757, B767, B787-300, Code D DC8, DC10, MD11 Code E A330-200, A330-300, A340, B747SP, B747, B777, B787-800, B787-900, IL96	ICAO Code Aircraft Type Terminal handling Code B Single Engine Aircraft 3,000 Code C A318, A319, A320, A321, B717, B727, B737, BBJ, MD81 to MD90, DC9, TU134, TU134A, AN24, AN26, ATR42, ATR72, F27, F28, F50, F70, F100, YAK40, YAK42 2,500 Code C A300-600, A310, B707, B727-100, B757, B767, B787-300, DC8, DC10, MD11 3,500 Code E A330-200, A330-300, A340, B747SP, B747, B777, B787- 800, B787-900, IL96 15,000	ICAO Code Aircraft Type Terminal handling Ramp handling Code B Single Engine Aircraft 3,000 7,000 Code C A318, A319, A320, A321, B717, B727, B737, BBJ, MD81 to MD90, DC9, TU134, TU134A, AN24, AN26, ATR42, ATR72, F27, F28, F50, F70, F100, YAK40, YAK42 2,500 6,000 Code C A300-600, A310, B707, B727-100, B757, B767, B787-300, DC8, DC10, MD11 3,500 10,000 Code E A330-200, A330-300, A340, B747SP, B747, B777, B787- 800, B787-900, IL96 15,000 30,000	ICAO Code Aircraft Type Terminal handling Ramp handling Full handling Code B Single Engine Aircraft 3,000 7,000 10,000 Code C A318, A319, A320, A321, B717, B727, B737, BBJ, MD81 to MD90, DC9, TU134, TU134A, AN24, AN26, ATR42, ATR72, F27, F28, F50, F70, F100, YAK40, YAK42 2,500 6,000 8,500 Code C A300-600, A310, B707, B727-100, B757, B767, B787-300, DC8, DC10, MD11 3,500 10,000 13,500 Code E A330-200, A330-300, A340, B747SP, B747, B777, B787- 800, B787-900, IL96 15,000 30,000 45,000	ICAO Code Aircraft Type Terminal handling Ramp handling Full handling Terminal handling Code B Single Engine Aircraft 3,000 7,000 10,000 11,000 Code C A318, A319, A320, A321, B717, B727, B737, BBJ, MD81 to MD90, DC9, TU134, TU134A, AN26, ATR42, ATR72, F27, F28, F50, F70, F100, YAK40, YAK42 2,500 6,000 8,500 18,500 Code D A300-600, A310, B707, B727-100, B757, B767, B787-300, DC8, DC10, MD11 3,500 10,000 13,500 24,000 Code E 800, B787-900, IL96 15,000 30,000 45,000 28,000	ICAO Code Aircraft Type Terminal handling Ramp handling Full handling Terminal handling Ramp handling Full handling Ramp

A Comment

	Domestic Cargo	International
ICAO Code	Freighter	Freighter
	Ramp handling	Ramp handling
Code B	N/A	N/A
Code C	5,800	60,500
Code D	12,000	106,480
Code E	36.000	125,345
Code F	62,500	170,500
	Code B Code C Code D Code E	ICAO Code Freighter Ramp handling Code B N/A Code C 5,800 Code D 12,000 Code E 36.000

Note: (1) applicable taxes / levies are extra.

(2) additional services are excluded in above rates.

* for full handling of cargo freighter aircrafts, the maximum rates will be higher by maximum of 25% of the CP.No. 25/2012-13/MYTP/BWFS/GH/Del/2011-12

Diru woriuwiue riight Services (india) Private Limited

Form 14(b) - Maximum Rate to be paid by Scheduled Airlines for gorund handling services in Tariff Years 2, 3 and 4

India Gandhi International Airport, New Delhi

S No	No. ICAO Code	Aircraft Tune	Domestic Passenger Flights			International Passenger Flights		
3.140.		O Code Aircraft Type T	Terminal handling	Ramp handling	Full handling	Terminal handling	Ramp handling	Full handling
1	Code B	Single Engine Aircraft	3,800	8,900	12,700	13,900	41,800	55,800
2	Code C	A318, A319, A320, A321, B717, B727, B737, BBJ, MD81 to MD90, DC9, TU134, TU134A, AN24, AN26, ATR42, ATR72, F27, F28, F50, F70, F100, YAK40, YAK42	2 200	7,600	10,800	23,500	69,700	93,200
3	Code D	A300-600, A310, B707, B727-100, B757, B767, B787-300, DC8, DC10, MD11	4,400	12,700	17,100	30,400	122,700	153,100
4	Code E	A330-200, A330-300, A340, B747SP, B747, B777, B787-800, B787-900, IL96	19,000	38,000	57,000	35,500	144,500	179.900
5	Code F	A380	38,000	63,300	101,400	54,500	196,500	251,000

		Domestic Cargo	International
S.No.	ICAO Code	Freighter	Freighter
		Ramp handling	Ramp handling
1	Code B	N/A	N/A
2	Code C	57,400	76,700
3	Code D	101,200	135,000
4	Code E	119,200	158.900
5	Code F	162,100	216,100

Note: (1) applicable taxes / levies are extra.

(2) additional services are excluded in above rates.

* for full handling of cargo freighter aircrafts, the maximum rates will be higher by maximum of 25% of the

CP.No. 25/2012-13/MY 1P/BWFS/GADer/2011-12

Annezuwe - TTT



June 25, 2012

Mr. C V Deepak AERA Building Administrative Complex Safdarjung Airport New Delhi 110 003

Submission of ATP for 1st, 2nd, 3rd and 4TH Tariff Years on behalf of: <u>BIRD WORLDWIDE</u> <u>FLIGHT SERVICES (INDIA) PRIVATE LIMITED</u> for its operations at Indira Gandhi International Airport, New Delhi

Dear Sir,

Please find enclosed the following documents in connection with the cited subject matter:

a. Form B

b. Annual Tariff Proposal for Tariff Years 1, 2, 3 and 4 in Form 14(b).

- c. Copies of user agreements (only first and last page of the agreement may be uploaded for stakeholder consultation).
- d. Copy of the Concession Agreement (confidential and not to be published).
- e. Copy of Award Letter by the Airport Operator (may be uploaded for stakeholder consultation).

Kindly do let us know in case any further information is required in this regard.

Yours sincerely

for Bird Worldwide Flight Services (India) Private Limited

Authorized Signatory

Place: New Delhi

Encl.: as above BIRD WORLDWIDE FLIGHT SERVICES (INDIA) PVT. LTD. E-9, Connaught House, Connaught Place New Delhi - 110 001 India

www.blrd.in Tel: +91 11 2341 8199 Fax: +91 ሮኮ 2බය! 25/2012-13/MYTP/BWFS/GH/Del/2011-12 Form B: (ref: Section A1.8 of Appendix I)

BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

AT NEW DELHI

Submission of Form B in connection with submission of ATP for 1st, 2nd, 3rd and 4TH Tariff Years on behalf of: <u>BIRD WORLDWIDE FLIGHT SERVICES (INDIA) PRIVATE LIMITED</u> for its operations at Indira Gandhi International Airport, New Delhi

I, Sundeep Kr Jain, aged 44 years resident of C-78, Sector-47, Noida, U.P. acting in my official capacity as Head Corporate Finance in M/s Bird Worldwide Flight Services (India) Private Limited having its registered office at , E-9, Connaught House, Connaught Place, New Delhi -1100 01 do hereby state and affirm as under that:

- a) That I am duly authorized to act for and on behalf of M/s Bird Worldwide Flight Services (India) Private Limited in the matter of making this submission before the Airports Economic Regulation Authority of India, New Delhi('AERA');
- b) I am competent to make this submission before AERA;
- c) I am making this submission in my official capacity and the facts stated herein are based on official records;
- d) The Contents of the Annual Tariff Proposal submission which includes inter-alia
- (i) Estimated Maximum Allowed Yield per Unit-and the proposed detailed break up of Tariff(s) (in context to Estimated Maximum Allowed Yield per Unit-where determined by the Authority) where the Authority has specified a price cap approach for the duration of the Control Period pursuant to Clause 3.2;

Or

Proposed detailed breakup 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.

e) Justifications are fair and true to my knowledge and belief and nothing material has been concealed there-from.

Yours sincerely

for Bird Worldwide Flight Services (India) Private Limited

Authorized Signatory

Place: New Delhi



-290-





Udaan Bhawan, Germinal (18 Indira Gandhi International Airport New Delhi (10.0.7, India 1.491 B. 2566) 200 1.491 B. 2567 2143 W. www.prwdetheor.org. In

New Delhi Dated: 07 November 2008

TO WHOM IT MAY CONCERN

We hereby certify that M/s Bird WFS Ground Handling Services Pvt. Ltd. has been awarded Service provider right for undertaking third party Ground Handling Services at Indira Gandhi International Airport, New Delhi. In this regard M/s Bird WFS Ground Handling Services Pvt. Ltd. is also permitted to bring in necessary ground handling equipments to the airport.

Your's sincerely For Delhi International Airport (P) Limited

Gavin Mckechnie Chief Commercial Officer

Agri Business | Airparts | Energy | Foundation | Highways | Urban intrastructure





STANDARD GROUND HANDLING AGREEMENT - SIMPLIFIED PROCEDURE

-201

ANNEX B 1.0— LOCATION(S), AGREED SERVICES AND CHARGES

TO THE STANDARD GROUND HANDLING AGREEMENT (SGHA) OF JANUARY 2008

between: Air China Limited having its principal office at:

J

Air China HDQ Builiding, 30 Tianzhu Road, Tianzhu Airport Industrial Zone, Shunyi District, Beijing, China. ZIP 101312

and hereinafter referred to as 'the Carrier'

and: Bird Worldwide Flight Services India Pvt. Ltd.,

having its principal office at:

E-9, Connaught House, Connaught Place, New Delhi – 110 001 and hereinafter referred to as 'the Handling Company'

effective from: 1 July 2009

This Annex B1.0 for

the location(s): Delhi – Indira Gandhi International Airport

is valid from: 1 July 2009

and replaces: None

PREAMBLE:

This Annex B1.0 is prepared in accordance with the simplified procedure whereby the Parties agree that the terms of the Main Agreement and Annex A of the SGHA of January 2008 as published by the International Air Transport Association shall apply as if such terms were repeated here in full. By signing this Annex B, the Parties confirm that they are familiar with the oforementioned Main Agreement and Annex A.

ATA ARM 810 January 2008 BWFS - CA DEL



1

Initial & Seal of both parties

PARAGRAPH 13. TRADEMARKS

13.1 The Handling Company shall not use the Carrier's trademarks, service marks, trade dress, trade name, corporate name, proprietary logo, indicia, and other source or business identifiers in connection with the Handling Company's promotional and marketing materials, publicity, marketing and advertising, without the Carrier's prior written consent. Any such use shall be in accordance with any guidelines or other requirements as issued by the Carrier from time to time.

PARAGRAPH 14. LEGAL COMPLIANCE

14.1 In the provision of the services, the Handling Company agrees to comply with all applicable IATA, ICAO and/or local regulations.

PARAGRAPH 15. DURATION, TERMINATION & MODIFICATION

- 15.1 Notwithstanding article 11.4 and 11.5 of the Main Agreement this Annex B shall continue in effect for a fixed period of 3 (three) years from the date of commencement unless terminated in whole or in part, providing ninety days prior written notice to the other party.
- 15.3 ¹ Notwithstanding Sub-Article 11.2 of the Main Agreement, any modification shall be in the form of an Annex B Addendum, agreed and signed by the Handling Company and the Carrier's representative.

PARAGRAPH 16. CONFIDENTIALTY

16.1 The Carler and the Handling Company agree not to reproduce this Annex B or to distribute it to others, in whole or in part, at any time, and permanently to keep confidential all information contained within the Annex B

--Signed the SGHA ANNEX B BWFS-CA DEL JUL 2009 (REF.IATA AHM 810 JAN 2008)--

At BEUING, P.R. China On_____ for and on behalf of AIR CHINA LIMITED

by..... Name: ZHU/YONGSHENG witnessed by Name: HAN/Y FENG

Company Seal:

at NEW DELHI, INDIA. On 17th April 2009 for and on behalf of Bird Worldwide-Elight Services (India) Pvt. Ltd.

by.....

Name: GAURAV BHATIA

1 witnessed by. Name: SANJAY JHA

Company Seal:



6





STANDARD GROUND HANDLING AGREEMENT - SIMPLIFIED PROCEDURE

-303'

ANNEX B -- LOCATION(S), AGREED SERVICES AND CHARGES

TO THE STANDARD GROUND HANDLING AGREEMENT (SGHA) OF JANUARY 2008

between: AIR ARABIA

having its principal office at:

PO Box 132, Sharjah, United Arab Emirates.

and hereinafter referred to as 'the Carrier'

and: Bird Worldwide Flight Services India Pvt. Ltd., having its principal office at; E-9, Connaught House, Connaught Place, New Delhi – 110 001 and hereinafter referred to as 'the Handling Company'

effective from: 15th July 2009 This Annex B1.0 for

the location(s): Delhi – Indira Gandhi International Airport

is valid from: 15th July 2009

and replaces: None

PREAMBLE:

This Annex B1.0 is prepared in accordance with the simplified procedure whereby the Parties agree that the terms of the Main Agreement and Annex A of the SGHA of January 2008 as published by the International Air Transport Association shall apply as If such terms were repeated here in full. By signing this Annex B, the Parties confirm that they are familiar with the aforementioned Main Agreement and Annex A.

IATA AHA 610 January 2008 BWFS/GGI - G9 DEL/COK/BLR

a seal of both parties. airarabia.com GROUND OPERATIO Box AQ. Sharian U.A.E

12.2 The Handling Company agrees not to use such information other than for the purposes of performing the services or as instructed by the Carrier.

PARAGRAPH 13. TRADEMARKS

13.1 The Handling Company shall not use the Carrier's trademarks, service marks, trade dress, trade name, corporate name, proprietary logo, indicia, and other source or business identifiers in connection with the Handling Company's promotional and marketing materials, publicity, marketing and advertising, without the Carrier's prior written consent. Any such use shall be in accordance with any guidelines or other requirements as issued by the Carrier from time to time.

PARAGRAPH 14. LEGAL COMPLIANCE

14.1 In the provision of the services, the Handling Company agrees to comply with all applicable IATA, ICAO and/or local regulations.

PARAGRAPH 15. DURATION, TERMINATION & MODIFICATION

- **i i 5**.1
- Notwithstanding article 11.4 and 11.5 of the Main Agreement this Annex B shall continue in effect for a fixed period of 3 (three) years from the date of commencement unless terminated in whole or in part, providing ninety days prior written notice to the other party.
- 15.2 Notwithstanding Sub-Article 11.11 of the Main Agreement, the rates contained herein shall be increased yearly as stipulated in section 1.3.
- 15.3 Notwithstanding Sub-Article 11.2 of the Main Agreement, any modification shall be in the form of an Annex B Addendum, agreed and signed by the Handling Company and the Carrier's representative.

PARAGRAPH 16. CONFIDENTIALTY

16.1 The Carler and the Handling Company agree not to reproduce this Annex B or to distribute it to others, in whole or in part, at any time, and permanently to keep confidential all information contained within the Annex B.

-Signed the SGHA ANNEX B BWFS-G9 DEL JUL 2009 (REF.IATA AHM 810 JAN 2008)--

Ö or New Delhi , INDIA. On at for and on behalf of for and on behalf of Bird Worldwide Flight Services India) Put. Ltd. AIR ARABIA by..... by..... Nome: GAURAV Name: SALAH ZAINAL witnessed by witnessed by..... Name: Name: Company Seal: Company Seal: IATA AHM BIO January 2008 BWF8/GGI - G9 DEL/COK/BLR airarabia.com GROUND GPEBATIONS PO. Box 132 Sharjah - U.A.E





STANDARD GROUND HANDLING AGREEMENT - SIMPLIFIED PROCEDURE

ANNEX B - LOCATION(S), AGREED SERVICES AND CHARGES

TO THE STANDARD GROUND HANDLING AGREEMENT (SGHA) OF JANUARY 2008

between: China Airlines Ltd., having its principal office at: No.131, Sec. 3, Nanjing E. Rd., Taipei City 104, Taiwan (R.O.C.) and hereinafter referred to as 'the Carrier'

and: Bird Worldwide Flight Services India Pvt. Ltd., having its principal office at: E-9, Connaught House, Connaught Place, New Delhi – 110 001 and hereinafter referred to as 'the Handling Company'

effective from: 1 January 2009

This Annex B1.1 for

the location(s): Delhi – Indira Gandhi International Airport

is valid from: 1 December 2009

and replaces: Annex B1.0 of 01 January 2009 & Addendum No.1 of 15 September 2009 & Annex B1F.0 of 04March 2009

PREAMBLE:

This Annex B1.0 is prepared in accordance with the simplified procedure whereby the Parties agree that the terms of the Main Agreement and Annex A of the SGHA of January 2008 as published by the International Air Transport Association shall apply as if such terms were repeated here in full. By signing this Annex B, the Parties confirm that they are familiar with the aforementioned Main Agreement and Annex A.

--Signed the SGHA ANNEX B BWFS-CAL DEL NOV 2009 (REF. IATA AHM 810 JAN 2008)--

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On HAR 26 2010 Taipei ot_

for and on behalf of China Airlines Ltd.

Name: Danny Chung Vice President - Services

witnessed by

Name: Peter Llu General Manager – Ground Services Contract at Delhi, INDIA On_____ for and on behalf of Bird Worldwide Flight Services India Pvt. Ltd.

by.....

Name: Gaurav Bhatia Executive Director

witnessed by..... Name: Sundeep Kumar Jain Director Finance

Company Seal:

1

Company Seal:

Defhi International Airport (P)Limited

April 20, 2012

DIAL/2012-13/Comm-GH/140

Τo,

Mr. Gaurav Bhatia, Executive Director, Bird Worldwide Flight Services Bird Worldwide Flight Services (India) Pvt Ltd, E-9, Cannaught House, Connaught Place, New Delhi - 110001

Subject - Revision in Ceiling Rates

Dear Sir,

In line with clause 7.5 of the concession agreement the celling rates have been revised, these rates are valid w.e.f April 1, 2012 and valid until March 31, 2015. You are required to use the new celling rates (as attached) from April 1,2012.

Please ensure that the monthly statements reflect the calculations based on the rates charged or 85% of the new ceiling rates, whichever is higher.

Sincerely

Aof Delhi International Airport Pvt Ltd, Ashish Kumar Head – Aero Related

Enclosures : -

Annexure 1 revised celling rates Annexure 2 clause 7.5 of the concession agreement

a: Sundap Jan



Registered office: New Udaan Bhawan. Opp Terminal 3, IGI Airport, New Dethi 110037, India T +91 11 47197000 F +91 11 47197181 W www.newdelhiairport.in DELH International Airport (P)Limited

GAR

Annexure 2 - Clause 7.5

"7.5 Ceiling Rates

The Ceiling Rates for the period of Commissioning Date - Current Terminals to March 31, 2012 are set out in Schedule J. The Ceiling Rates for each of the subsequent three (3) year period will be:

- (a) effective from the first day of April for the years 2012, 2015 and 2018; and
- (b) escalated by the Wholesale Price Index as on the first day of January for the years 2012, 2015 and 2018.

For example, the Ceiling Rates for the second three year period from April 1, 2012 to March 31, 2015 will be calculated as follows:

CliA1 = CiA1 * WPI(January 1, 2012)/ WPI(January 1, 2009)

Where:

Cli: refers to the ceiling rates for the second three year period for aircraft category A1

CI: refers to the ceiling rates quoted in the Financial Proposal for the aircraft category A1.

For this purpose, the WPI for all commodities announced by the Government of India will be considered.

The Ceiling Rates so prescribed shall be the maximum celling rates and the Selected Tenderer will be free to offer a discount on these rates to the Users."

	I INDIRA GANDHI INTERNATIONAL ARPOINT		Annexure 1			GAR		
Delhiinde S. No	n ational Airport (P)Limited Aircraft Typen/Category	y Domestic Flight						
	ICAO Code Types	Pax Terminal Services	Increased Rate	Ramp Handling	Increased Rate	Full handling (PAX +Ramp)	Increased Rate	
t	Cade B	3,000.00	3,800	7,000.00	006,8	10,000.00	12,700	
2	Code C	2,500.00	3,200	6,000.00	7,600	8,500.00	10,800	
3	Code D	3,500.00	4,400	10,000.00	12,700	13,500.00	17,100	
4	Code E	15,000.00	19,000	30,000.00	38,000	45,000.00	57,000	
			38,000	-	63.300	80,000,00	101,400	

8. No	Aircraft Types/Category			Internationa	l Flight		
	ICAO Code Types	Pax Terminal Services	Increased Rate	Ramp Handling	Increased Rate	Full handling (PAX +Ramp)	Increased Rate
1 -	Çöde 8	11000	13900	33,000.00	41,800	44,000.00	55,800
2	Code C	18500	23500	55,000.00	69,700	73,500.00	93,200
3	Code D	24000	30400	96,800.00	122,700	170,500.00	153,100
4	Code E	28000	35500	113,950.00	144,500	141,950.00	179,900
5	Gode F	43,000.00	54500	155,000,00	196,500	198,000.00	251,000

8. Nq	Aircraft Types/Cateogry	Domestic Flight	Increased Rate	International Flight	Increase Rate
	IGAO Code Types	Cargo Ramp Handling		Cargo Ramp Handling	and the second
1	Code B	0	0	0	0
2	Code C	45300	57400	60500	76700
3	Code D	79800	101200	106480	135000
4	Code E	94000	119200	125345	158900
5	Code F	127900	162100	170500	216100

Formula

 CliA1 = ClA1 * WPI(January 1, 2012)/ WPI(Januáry 1, 2009)

 WPI
 1-Jan-12
 124.4

 WPI
 1-Jan-12
 157.7
 Rates rounded off to last 2 digits.

dr'