

**File No. AERA/20010/MYTP-GGI/GH/BIAL/2011-12**

**Consultation Paper No. 19/2012-13**



**Airports Economic Regulatory Authority of India**

**Annual Tariff Proposals submitted by Globe  
Ground India Limited for providing Ground  
Handling Services at Bangalore International  
Airport, Bengaluru**

**New Delhi: 12<sup>th</sup> September, 2012**

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

The Authority had considered the Multi Year Tariff Proposal (MYTP) for the first control period commencing w.e.f. 01.04.2011 submitted by M/s Globe Ground India (Pvt.) Ltd. (i.e. GGI) providing ground handling services at Bangalore International Airport, and after due stakeholder consultation issued a Multi-Year Tariff Order (MYTO) No. 24/2011-12 dated 13.10.2011 ordering that:

- (i). *“The services provided for ground handling by Globe Ground India Private Limited at Bangalore International Airport, are “material but competitive”. Hence, the Authority shall adopt a “light touch approach” for determination of tariff for the 1<sup>st</sup> control period w.e.f. 01.04.2011.*
- (ii). *Globe Ground India Pvt. Ltd., 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.”*

2.1 However, the said approval was subject to the order of **the Hon’ble AERA** Appellate Tribunal in Appeal No. 12/2011 which is reproduced hereunder:

*“It is made clear that even if any final order is passed by the respondent - Airports Economic Regulatory Authority, the same shall not be given effect to without leave of this Court.”*

The said order of the Appellate Tribunal is still in force.

2.2 **As per clause 11.2 of 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 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.

2.3 As per the Guidelines, the ATP is required to be submitted at least 75 days prior to the start of the Tariff Year. In view of GGI not submitting the proposal within the stipulated time, they were requested to expedite the same vide letter dated 14.03.2012, 30.05.2012 and 14.06.2012. Subsequently, GGI have submitted their first, second and third year tariff proposal vide submission dated 25.06.2012 in respect of the Ground Handling facility at Bangalore International Airport, Bengaluru.

2.4 GGI have submitted Form-B, Form-14(b) in the manner as specified in the guidelines. Towards documented evidence of stakeholder consultation GGI have submitted sample agreements with airlines operating at Bangalore Airport and also copy of the award letter from BIAL.

2.5 It is observed that GGI have proposed an increase of 10% approximately each year in maximum tariff rates for the second and third tariff year as compared with the maximum tariffs of the first tariff year.

3. In Form 14(b), GGI have submitted that:

- (i) The maximum rates as per Form 14(b) are excluding all taxes such as Service tax and Airport Levies, as may be applicable.
- (ii) The proposed ATP for Tariff Year 2 and Tariff Year 3 have been increased by 10% on the basis of prevalent rate of inflation

4. After careful consideration of the matter and in view of the MYTO issued by the Authority to determine the aeronautical charges under the light touch approach, the Authority decided to make the following proposal for stakeholder consultation:

- (i) The charges for ground handling service provided by GGI at Bangalore International Airport for the first tariff year (01.04.2011 to 31.03.2012) proposed by GGI may be approved w.e.f. 01.04.2011 or from such other prospective date as the Authority may finally decide. **(Annexure - I)**
- (ii) The charges for ground handling services provided by GGI at Bangalore International Airport for the second tariff year (01.04.2012 to 31.03.2013) proposed by GGI may be approved w.e.f. 01.04.2012 or from such other prospective date as the Authority may finally decide. **(Annexure - II)**
- (iii) The charges for ground handling services provided by GGI at Bangalore International Airport for the third tariff year (01.04.2013 to 31.03.2014) proposed by GGI may be approved w.e.f. 01.04.2013 or from such other prospective date as the Authority may finally decide. **(Annexure - III)**
- (iv) The above rates will be maximum rates exclusive of taxes only.
- (v) However, the above proposed tariffs will be subject to the order of the **Hon'ble AERA Appellate Tribunal** referred to in para 2.1 above viz. that these charges will not be given effect to without leave of the AERAAT.

5. In accordance with the provisions of Section 13(4) of the AERA Act 2008, the proposal contained in para 4 above is hereby put forth for stakeholder consultation. To assist the stakeholders in making their submissions in a meaningful and constructive manner, necessary documents are enclosed as at **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.

6. The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 4 above, **latest by 26.09.2012** 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@era.gov.in](mailto:kapil.chaudhary@era.gov.in)**  
**Tel: 011-24695042**  
**Fax: 011-24695039**

**Yashwant S. Bhawe**  
**Chairperson**

**Globe Ground India Pvt. Ltd. (Operations at Bangaluru International Airport)**  
**Maximum Rate to be paid by Scheduled Airlines for comprehensive ground handling**  
**Tariff Year 1**

Form 14(b)

S.No.	ICAO Code	Aircraft Type	Maximum Ground Handling Rates in INR for Tarrif Year 1			
			Scheduled Passenger Aircraft		Scheduled Freighter Aircraft	
			Domestic	International	Domestic	International
1	Code B	Single Engine Aircraft	10,000	28,000	N/A	N/A
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	13,400	73,000	45,000	109,500
3	Code D	A300-600, A310, B707, B727-100, B757, B767, B787-300, DC8, DC10, MD11	21,440	110,000	78,000	121,000
4	Code E	A330-200, A330-300, A340, B747SP, B747, B777, B787-800, B787-900, IL96	45,000	140,000	94,000	165,000
5	Code F	A380	80,000	198,000	127,900	237,600

Note: The above rates are excluding all taxes such as Service Tax and Airport Levies, as may be applicable.



**Globe Ground India Pvt. Ltd. (Operations at Bangaluru International Airport)**  
**Maximum Rate to be paid by Scheduled Airlines for comprehensive ground handling**  
**Tariff Year 2**

Form 14(b)

S.No.	ICAO Code	Aircraft Type	Maximum Ground Handling Rates in INR for Tarrif Year 2			
			Scheduled Passenger Aircraft		Scheduled Freighter Aircraft	
			Domestic	International	Domestic	International
1	Code B	Single Engine Aircraft	11,000	30,800	N/A	N/A
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	14,740	80,300	49,500	120,450
3	Code D	A300-600, A310, B707, B727-100, B757, B767, B787-300, DC8, DC10, MD11	23,584	121,000	85,800	133,100
4	Code E	A330-200, A330-300, A340, B747SP, B747, B777, B787-800, B787-900, IL96	49,500	154,000	103,400	181,500
5	Code F	A380	88,000	217,800	140,690	261,360

Note:

1. The Proposed ATP for Tariff Year 2 is based on the rates for Tariff Year 1 increased by 10% on account of prevalent rate of inflation.
2. The above rates are excluding all taxes such as Service Tax and Airport Levies, as may be applicable.



ANNEXURE-II

**Globe Ground India Pvt. Ltd. (Operations at Bangaluru International Airport)**

**Maximum Rate to be paid by Scheduled Airlines for comprehensive ground handling**

**Tariff Year 3**

Form 14(b)

S.No.	ICAO Code	Aircraft Type	Maximum Ground Handling Rates in INR for Tarrif Year 3			
			Scheduled Passenger Aircraft		Scheduled Freighter Aircraft	
			Domestic	International	Domestic	International
1	Code B	Single Engine Aircraft	12,100	33,880	N/A	N/A
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	16,214	88,330	54,450	132,495
3	Code D	A300-600, A310, B707, B727-100, B757, B767, B787-300, DC8, DC10, MD11	25,942	133,100	94,380	146,410
4	Code E	A330-200, A330-300, A340, B747SP, B747, B777, B787-800, B787-900, IL96	54,450	169,400	113,740	199,650
5	Code F	A380	96,800	239,580	154,759	287,496

Note:

1. The Proposed ATP for Tariff Year 3 is based on the rates for Tariff Year 2 increased by 10% on account of prevalent rate of inflation.
2. The above rates are excluding all taxes such as Service Tax and Airport Levies, as may be applicable.



**BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA**

**AT NEW DELHI**

**Submission of Form B in connection with submission of ATP for 1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup> Tariff Year on behalf of: M/S GLOBEGROUND INDIA PRIVATE LIMITED for its operations at Bangaluru International Airport, Bangalore**

I, Sanjay Savant, aged 44 years resident of H-596 C, Palam Vihar, Gurgaon, Haryana acting in my official capacity as GM – Finance & Controlling in M/s GlobeGround 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:

1. That I am duly authorized to act for and on behalf of M/s GlobeGround India Private Limited in the matter of making this submission before the Airports Economic Regulation Authority of India, New Delhi('AERA');
2. I am competent to make this submission before AERA;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The Contents of the Annual Tariff Proposal submission which 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.

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

Yours sincerely

**For GlobeGround India Private Limited**

  
Authorized Signatory

Place: New Delhi  
Encl.: as above



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**STANDARD GROUND HANDLING AGREEMENT - SIMPLIFIED PROCEDURE**

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

**TO THE STANDARD GROUND HANDLING AGREEMENT (SGHA) OF JANUARY 2004**

**Between: Oman Aviation Services Co. (S.A.O.G.) /**

*having its principal office at:*

P.O.Box 58, Muscat International Airport, Postal Code 111, Sultanate of Oman.

*and hereinafter referred to as 'the Carrier'*

**and: Globe Ground India (P) Ltd**

*having its principal office at:*

E-9, Connaught Circus, Connaught Place, New Delhi – 110 001

*and hereinafter referred to as 'the Handling Company'*

*effective from: May 11 2008*

*This Annex B for*

**location(s): New Bangalore International Airport**

*is valid from: May 11 2008*

*and replaces: None*

**PREAMBLE:**

*This Annex B 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 2004 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.*

# ANNEXURE - IV

## 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 and 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 This Main Agreement shall continue in force until terminated by either Party giving sixty days prior notice to the other party or when the Carrier ceases to operate to the location.

15.2 Notwithstanding Sub-Article 11.11 of the Main Agreement, the rates contained herein shall be valid as stipulated in Sub-paragraph 1.2 of this Annex B for the specific period.

15.3 Notwithstanding Sub-Article 11.2 of the Main Agreement, any modification shall be in the form of an Annex B, agreed and signed by the Handling Company and the Carrier's representative.

--Signed the SGHA ANNEX B GGI-OAS NEW BLR MARCH 2008 (REF.IATA AHM 810 JAN 2004)--

at BENGALURU, INDIA.

at BENGALURU, INDIA.

for and on behalf of

for and on behalf of

OMAN AVIATION SERVICES CO.SAOG.

GLOBEGROUND INDIA Pvt Ltd

by

(Name:

witnessed by

(Name:



witnessed by

(Name: D. SATHYANARAYANAN)





**STANDARD GROUND HANDLING AGREEMENT - SIMPLIFIED PROCEDURE**

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

**TO THE STANDARD GROUND HANDLING AGREEMENT (SGHA) OF JANUARY 2004**

between: **Oman Aviation Services Co. (S.A.O.G.)**

having its principal office at:

P.O.Box 58, Muscat International Airport, Postal Code 111, Sultanate of Oman.

and hereinafter referred to as 'the Carrier'

and: **Globe Ground India (P) Ltd**

having its principal office at:

E-9, Connaught Circus, Connaught Place, New Delhi – 110 001

and hereinafter referred to as 'the Handling Company'

Effective from: **May 11 2008**

This Annex B for

at location(s): **New Bangalore International Airport**

is valid from: **May 11 2008**

and replaces: **None**

**PREAMBLE:**

*This Annex B 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 2004 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.*

**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 and 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 This Main Agreement shall continue in force until terminated by either Party giving sixty days prior notice to the other party or when the Carrier ceases to operate to the location.
- 15.2 Notwithstanding Sub-Article 11.11 of the Main Agreement, the rates contained herein shall be valid as stipulated in Sub-paragraph 1.2 of this Annex B for the specific period.
- 15.3 Notwithstanding Sub-Article 11.2 of the Main Agreement, any modification shall be in the form of an Annex B, agreed and signed by the Handling Company and the Carrier's representative.

--Signed the SGHA ANNEX B GGI-OAS NEW BLR MARCH 2008 (REF.IATA AHM 810 JAN 2004)--

at BENGALURU, INDIA.

at BENGALURU, INDIA.

for and on behalf of

for and on behalf of

OMAN AVIATION SERVICES CO.SAOG.

GLOBEGROUND INDIA Pvt Ltd

by *[Signature]* .....

*[Signature]* .....

(Name: *[Signature]*)

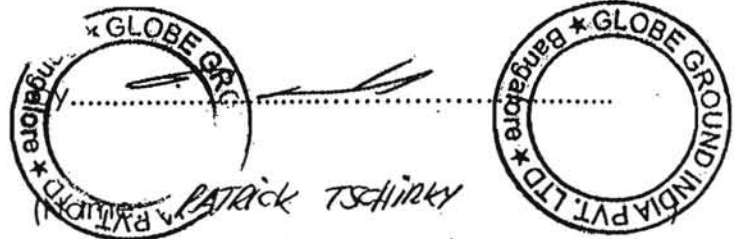
(Name: PATRICK TSCHIRKY)

witnessed by *[Signature]* .....

witnessed by *[Signature]* 19/03/08

(Name: Abdullah Almadhrai)

(Name: D. SATHYANARAYAN)



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**BRITISH AIRWAYS**

**STANDARD GROUND HANDLING AGREEMENT - SIMPLIFIED PROCEDURE**

**ANNEX B1.0 — LOCATION(S), AGREED SERVICES AND CHARGES**

**TO THE STANDARD GROUND HANDLING AGREEMENT (SGHA) OF JANUARY 2004**

between: **BRITISH AIRWAYS**

having its principal office at:

Waterside (HEB3) Americas House, PO Box 365 Harmondsworth UB7 OGB

and hereinafter referred to as 'the Carrier'

and: **GLOBEGROUND INDIA PRIVATE LIMITED**

having its principal office at:

E-9, Connaught Circus, Connaught Place, New Delhi – 110 001

and hereinafter referred to as 'the Handling Company'

effective from: <sup>11 MAY 2008</sup> ~~30 March 2008~~ *Al*

This Annex B1.0 for

the location(s): **New Bangalore International Airport**

is valid from: ~~30 March 2008~~

and replaces: <sup>11 MAY</sup> None *Al*

**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 2004 as published by the International Air Transport Association shall apply as if such terms were repeated here in full. By signing this Annex B1.0, the Parties confirm that they are familiar with the aforementioned Main Agreement and Annex A.

**PARAGRAPH 17. NOTIFICATION**

17.1 In accordance Sub-article 11.3 of the Main Agreement, any notice or communication to be given hereunder shall be addressed to the respective parties as follows:

	<b>Carrier BRITISH AIRWAYS.</b>	<b>Handling Company GLOBEGROUND INDIA PVT.LTD.,</b>
Name		Patrick Tschirky
Title		General Manager – Operations
Address		Vatika Triangle, Ground Floor, Sushant Lok, Phase I, Gurgaon 122022, India.
Telephone		+91 124 4610666
Facsimile		+91 124 4610667
Email		pat@ggimail.in

Signed the BA-GGI NEW BLR SGHA ANNEX B1.0 MAR'08

at LONDON

for and on behalf of

**BRITISH AIRWAYS**

by [Signature]

C-HAYDUN

witnessed by [Signature]

**ROBERT ALABASTER**

**GM FUEL & GROUND OPERATIONS.**

Signed the BA-GGI NEW BLR SGHA ANNEX B1.0 MAR'08

at BENGALURU

for and on behalf of

**GLOBE GROUND INDIA Pvt Ltd**

by [Signature]

witnessed by [Signature]

**(D. SATHYANARAYANAN)**

## STANDARD GROUND HANDLING AGREEMENT SIMPLIFIED PROCEDURE

**ANNEX B 1.0 : Location (s), agreed services, facilities and charges to the Standard Ground Handling Agreement (SGHA) of April 2004**

**Between :**     **GLOBE GROUND INDIA (P) Ltd**  
                  having its head office at :  
                  E-9, Connaught Circus, Connaught Place  
                  New Delhi – 100 001  
                  India

and hereinafter referred to as “ the Handling Company ”

**And :**           **SOCIETE AIR FRANCE S.A. (and its subsidiaries Regional, Britair)**  
                  having its head office at :  
                  45, rue de Paris  
                  F 95747 Roissy CDG Cedex  
                  France

and hereinafter referred to as “ the Carrier ”

---

<b>This Annex</b>	<b>:</b>	B 1.0
<b>For the locations</b>	<b>:</b>	New Bangalore International Airport (BLR)
<b>Is valid from</b>	<b>:</b>	May, 11 <sup>th</sup> , 2008 (or first flight/date from opening of the new airport)
<b>Until</b>	<b>:</b>	March 31 <sup>st</sup> , 2011
<b>and Replaces</b>	<b>:</b>	None

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**PREAMBLE :** This Annex B is prepared in accordance with the simplified procedure whereby the Carrier and the Handling Company agree that the terms of the Main Agreement and Annex A of the SGHA of April 2004 as published by the International Air Transport Association shall apply as if such terms were repeated in full. By signing this Annex B, the parties confirm that they are familiar with the aforementioned Main Agreement and Annex A.

recurrent training (manpower and training material) for the Handling Company's personnel with respect to the ERP".

**PARAGRAPH 17 : VALIDITY AND TERMINATION**

17.1.1 This Agreement will be valid from 11<sup>th</sup> May 2008 (or first flight/date from opening of the new airport) until 31<sup>st</sup> March 2011.

17.2 This Agreement can be terminated given 60 days written notice as mentioned in Articles 11.4 and 11.5 of the Main Agreement.

Signed the 23<sup>rd</sup> April 2008

Signed the 26<sup>th</sup> MARCH 2008

at *Mex say CDG*

at BENGALOORU, INDIA.

For and on behalf of  
AIR FRANCE

For and on behalf of  
GLOBEGROUND INDIA

By Jean Raoul Tauzin  
VP Ground Handling

By Patrick Tschirky  
GM Operations

**AIR FRANCE CI.HA**

BT4 / 3e / Bureau 45  
41, rue de Paris  
BP 11201



95703 ROISSY CDG CEDEX  
Witnessed by

Witnessed by  
(Name): D. SATHYANARAYANAN.

(Name):

*J. SUDAS  
BONGE*





**STANDARD GROUND HANDLING AGREEMENT - SIMPLIFIED PROCEDURE**

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

**TO THE STANDARD GROUND HANDLING AGREEMENT (SGHA) OF JANUARY 2004**

**between: Oman Aviation Services Co. (S.A.O.G.)**

*having its principal office at:*

P.O.Box 58, Muscat International Airport, Postal Code 111, Sultanate of Oman.

*and hereinafter referred to as 'the Carrier'*

**and: Globe Ground India (P) Ltd**

*having its principal office at:*

E-9, Connaught Circus, Connaught Place, New Delhi – 110 001

*and hereinafter referred to as 'the Handling Company'*

**is valid from: May 11 2008**

*This Annex B for*

**location(s): New Bangalore International Airport**

**is valid from: May 11 2008**

**and replaces: None**

**PREAMBLE:**

*This Annex B 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 2004 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.*

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**PARAGRAPH 13- TRADEMARKS**

13.1 The Handling Company shall not use the Carrier's trademarks, service marks, trade dress, trad name, corporate name, proprietary logo and 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 This Main Agreement shall continue in force until terminated by either Party giving sixty days prior notice to the other party or when the Carrier ceases to operate to the location.

15.2 Notwithstanding Sub-Article 11.11 of the Main Agreement, the rates contained herein shall be valid as stipulated in Sub-paragraph 1.2 of this Annex B for the specific period.

15.3 Notwithstanding Sub-Article 11.2 of the Main Agreement, any modification shall be in the form of an Annex B, agreed and signed by the Handling Company and the Carrier's representative.

--Signed the SGHA ANNEX B GGI-OAS NEW BLR MARCH 2008 (REF.IATA AHM 810 JAN 2004)--

at BENGALURU, INDIA.

at BENGALURU, INDIA.

for and on behalf of

for and on behalf of

OMAN AVIATION SERVICES CO.SAOG.

GLOBEGROUND INDIA Pvt Ltd

by *[Signature]*

*[Signature]*  
GLOBE GROUND INDIA PVT. LTD \* Bangalore

(Name: *[Signature]*)

(Name: *PATRICK TSCHIRKY*)

witnessed by *[Signature]*

witnessed by *[Signature]* 19/03/08

(Name: *Abdullah Almuhammad*)

(Name: *D. SATHYANARAYAN*)



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BRITISH AIRWAYS

**STANDARD GROUND HANDLING AGREEMENT - SIMPLIFIED PROCEDURE**

**ANNEX B1.0 — LOCATION(S), AGREED SERVICES AND CHARGES**

**TO THE STANDARD GROUND HANDLING AGREEMENT (SGHA) OF JANUARY 2004**

between: **BRITISH AIRWAYS**

having its principal office at:

Waterside (HEB3) Americas House, PO Box 365 Harmondsworth UB7 OGB

and hereinafter referred to as 'the Carrier'

and: **GLOBEGROUND INDIA PRIVATE LIMITED**

having its principal office at:

E-9, Connaught Circus, Connaught Place, New Delhi – 110 001

and hereinafter referred to as 'the Handling Company'

effective from: <sup>11 MAY 2008</sup> ~~30 March 2008~~ *Al*

This Annex B1.0 for

the location(s): **New Bangalore International Airport**

is valid from: <sup>11 MAY</sup> ~~30 March 2008~~ *Al*

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 2004 as published by the International Air Transport Association shall apply as if such terms were repeated here in full. By signing this Annex B1.0, the Parties confirm that they are familiar with the aforementioned Main Agreement and Annex A.

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**PARAGRAPH 17. NOTIFICATION**

17.1 In accordance Sub-article 11.3 of the Main Agreement, any notice or communication to be given hereunder shall be addressed to the respective parties as follows:

	<b>Carrier BRITISH AIRWAYS.</b>	<b>Handling Company GLOBEGROUND INDIA PVT.LTD.,</b>
Name		Patrick Tschirky
Title		General Manager – Operations
Address		Vatika Triangle, Ground Floor, Sushant Lok, Phase I, Gurgaon 122022, India.
Telephone		+91 124 4610666
Facsimile		+91 124 4610667
Email		pat@ggimail.in

Signed the BA-GGI NEW BLR SGHA ANNEX B1.0 MAR'08

at..... LONDON .....

for and on behalf of

**BRITISH AIRWAYS**

by.....  .....

C-HAYDUN

witnessed by.....  .....

**ROBERT ALABASTER**  
**GM FUEL & GROUND OPERATIONS.**

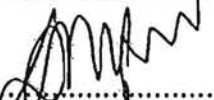
Signed the BA-GGI NEW BLR SGHA ANNEX B1.0 MAR'08

at... BENGALURU .....

for and on behalf of

**GLOBE GROUND INDIA Pvt Ltd**

by.....  .....

witnessed by.....  .....

**(D. SATHYANARAYANAN)**

000112

## STANDARD GROUND HANDLING AGREEMENT SIMPLIFIED PROCEDURE

ANNEX B.1.0 - Location (s), agreed services, facilities and charges  
to the Standard Ground Handling Agreement (SGHA) of April 2004

**Between :**     **GLOBE GROUND INDIA (P) Ltd**  
                  having its head office at :  
                  E-9, Connaught Circus, Connaught Place  
                  New Delhi – 100 001  
                  India

and hereinafter referred to as “ the Handling Company ”

**And :**           **SOCIETE AIR FRANCE S.A. (and its subsidiaries Regional, Britair)**  
                  having its head office at :  
                  45, rue de Paris  
                  F 95747 Roissy CDG Cedex  
                  France

and hereinafter referred to as “ the Carrier ”

---

**This Annex**           :     B 1.0

**For the locations**   :     New Bangalore International Airport (BLR)

**Is valid from**       :     May, 11<sup>th</sup>, 2008 (or first flight/date from opening of the new airport)

**Until**                :     March 31<sup>st</sup>, 2011

**and Replaces**       :     None

---

**PREAMBLE :** This Annex B is prepared in accordance with the simplified procedure whereby the Carrier and the Handling Company agree that the terms of the Main Agreement and Annex A of the SGHA of April 2004 as published by the International Air Transport Association shall apply as if such terms were repeated in full. By signing this Annex B, the parties confirm that they are familiar with the aforementioned Main Agreement and Annex A.

recurrent training (manpower and training material) for the Handling Company's personnel with respect to the ERP".

**PARAGRAPH 17 : VALIDITY AND TERMINATION**

- 17.1.1 This Agreement will be valid from 11<sup>th</sup> May 2008 (or first flight/date from opening of the new airport) until 31<sup>st</sup> March 2011.
- 17.2 This Agreement can be terminated given 60 days written notice as mentioned in Articles 11.4 and 11.5 of the Main Agreement.

Signed the 23<sup>rd</sup> April 2008

Signed the 26<sup>th</sup> MARCH 2008

at *Mexico CDG*

at BENGALooru, INDIA.

For and on behalf of  
AIR FRANCE

For and on behalf of  
GLOBEGROUND INDIA

By Jean Kaou/Tauzin  
VP Ground Handling  
**AIR FRANCE CI.HA**  
BT4 / 3e / Bureau 45  
41, rue de Paris  
BP 11201  
95703 ROISSY CDG CEDEX

By Patrick Tschirky  
GM Operations



Witnessed by  
(Name):

*J. SUDAS  
BORGE*

Witnessed by

(Name): D. SATHYANARAYANAN.

000114



STANDARD GROUND HANDLING AGREEMENT - SIMPLIFIED PROCEDURE

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

TO THE STANDARD GROUND HANDLING AGREEMENT (SGHA) OF JANUARY 2004

between: Srilankan Airlines

*having its principal office at:*

No.22-01, East Tower, World Trade Centre, Echelon Square, Colombo 1, Srilanka  
*and hereinafter referred to as 'the Carrier'*

*and: Globe Ground India (P) Ltd*

*having its principal office at:*

, Connaught Circus, Connaught Place, New Delhi – 110 001

*and hereinafter referred to as 'the Handling Company'*

*effective from: 11 May 2008*

*This Annex B1.0 for*

*the location(s): BANGALORE (BLR)*

*is valid from: 11 May 2008*

*and replaces: None*

000115

**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 2004 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.*

**PARAGRAPH 11. GOVERNING LAW**

11.1 Governing law and courts as per Article 9.1 of the Main Agreement

Governing Law: This agreement shall be governed by and interpreted in accordance with the laws of India.  
Courts for the resolution of disputes: The Courts of New Delhi.

**PARAGRAPH 12 – DATA PROTECTION**

12.1 In the provision of the Services under this Agreement, the Handling Company shall use reasonable measures to prevent the unauthorised processing, capture, transmission or use of information relating to identified or identifiable individuals (including customer and employee data) which has been collected by or on behalf of the Carrier.

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, and in this regard the Carrier shall not make any claim against the Handling Company and shall defend, hold harmless and indemnify it against any legal liability for claims or suits, including costs and expenses incidental thereto, which may arise in respect of the transfer or disclosure of any such information as may be required to enable the Handling Company to perform the Services or pursuant to any instructions received from the Carrier or from any regulatory or governmental agency having authority to require such transfer or disclosure.

**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 and 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 This Main Agreement shall continue in force until terminated by either Party giving sixty days prior notice to the other party or when the Carrier ceases to operate to the location.

15.2 Notwithstanding Sub-Article 11.11 of the Main Agreement, the rates contained herein shall be valid as stipulated in Sub-paragraph 1.2 of this Annex B for the specific period.

15.3 Notwithstanding Sub-Article 11.2 of the Main Agreement, any modification shall be in the form of an Annex B, agreed and signed by the Handling Company and the Carrier's representative.

--Signed the SGHA ANNEX B GGI-UL BLR MAY 11 2008 (REF.IATA AHM 810 JAN 2004)--

at COLOMBO On 30 Apr '08  
for and on behalf of  
SRILANKAN AIRLINES

at BENGALURU, INDIA. On 28/04/08  
for and on behalf of  
GLOBEGROUND INDIA Pvt Ltd

by.....  
Name: MR R.A. FERREIRA

by.....  
Name: PATRICK TSCHIRKY



witnessed by D.S. DE.S. WICKREMETILLEGE  
CP No. 19/2012-13/MYTP-GGI/GH/BIAL/2011-12

witnessed by..... 000116  
Page 23 of 42





**STANDARD GROUND HANDLING AGREEMENT - SIMPLIFIED PROCEDURE**

**ANNEX B2 — LOCATION(S), AGREED SERVICES AND CHARGES**

**TO THE STANDARD GROUND HANDLING AGREEMENT (SGHA) OF JANUARY 2004**

between: **Kingfisher Airlines Limited**

having its principal office at:

Kingfisher House, Western Express Highway, Vile Parle (E), Mumbai - 400099

and hereinafter referred to as 'the Carrier'

and: **Globe Ground India (P) Ltd**

having its principal office at:

E-9, Connaught Circus, Connaught Place, New Delhi - 110 001

and hereinafter referred to as 'the Handling Company'

effective from: **August 1<sup>st</sup> 2008**

This Annex B2 for

the location(s): **New Bangalore International Airport**

is valid from: **August 1<sup>st</sup> 2008**

until: **July 31<sup>st</sup> 2015**

and replaces: None

**PREAMBLE:**

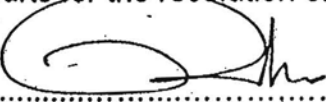
This Annex B is prepared in accordance with the simplified procedure whereby the Parties agree that the terms of the Main Agreement and Annex A of the SGHA of January 2004 as published by the International Air Transport Association shall apply as if such terms were repeated here in full. By signing this Annex B, the Parties confirm that they are familiar with the aforementioned Main Agreement and Annex A.

**PARAGRAPH 10. GOVERNING LAW**

10.1 Governing law and courts as per Article 9.1 of the Main Agreement

Governing Law: This agreement shall be governed by and interpreted in accordance with the laws of India.

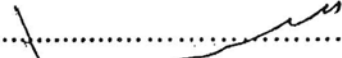
Courts for the resolution of disputes: The Courts of New Delhi.

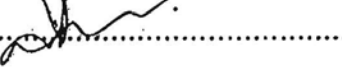
Signed the  .....

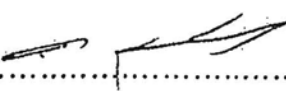
at.....

for and on behalf of

**KINGFISHER AIRLINES LIMITED**

by..... 

witnessed by..... 

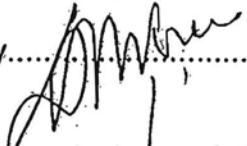
Signed the  .....

at.....

for and on behalf of

**GLOBE GROUND INDIA Pvt Ltd**

by.....

witnessed by..... 

(D. SATHYANARAYANAN)

000118



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**STANDARD GROUND HANDLING AGREEMENT - SIMPLIFIED PROCEDURE**

**ANNEX B1 — LOCATION(S), AGREED SERVICES AND CHARGES**

**TO THE STANDARD GROUND HANDLING AGREEMENT (SGHA) OF JANUARY 2004**

between: KINGFISHER AIRLINES LIMITED

having its principal office at:

Kingfisher House, Western Express Highway, Vile Parle (E), Mumbai - 400099

and hereinafter referred to as 'the Carrier'

and: GLOBEGROUND INDIA PVT. LTD.

having its principal office at:

E-9, Connaught Circus, Connaught Place, New Delhi - 110 001

and hereinafter referred to as 'the Handling Company'

effective from: 29 March 2008

This Annex B for

the location(s): New Bangalore International Airport

is valid from: 29 March 2008

until: 28 March 2015

and replaces: None

**PREAMBLE:**

This Annex B 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 2004 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.


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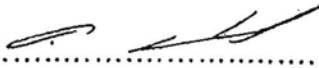
**PARAGRAPH 10. GOVERNING LAW**

10.1 Governing law and courts as per Article 9.1 of the Main Agreement

Governing Law: This agreement shall be governed by and interpreted in accordance with the laws of India.

Courts for the resolution of disputes: The Courts of New Delhi.

Signed the.....

Signed the.....

at.....

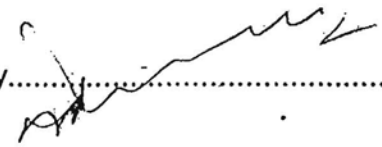
at.....

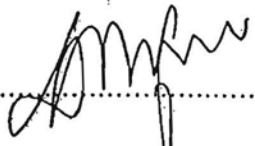
for and on behalf of  
**KINGFISHER AIRLINES LIMITED**

for and on behalf of  
**GLOBE GROUND INDIA Pvt Ltd**

by.....

by.....

witnessed by.....

witnessed by.....  
**(D. SATHYANARAYANAN)**

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**IATA STANDARD GROUND HANDLING AGREEMENT**

**SIMPLIFIED PROCEDURE**

**Annex B 1.0 - Location, Agreed Services and Charges**

to the Standard Ground Handling Agreement (SGHA) of January 2004

between: **Lufthansa German Airlines  
Division Cargo AG**

having its principle office at: **Von Gablenz-Str. 2-6  
50679 Koeln  
Germany  
(and hereinafter referred to as "the Carrier")**

and: **GlobeGround India Pvt. Ltd.**

having its principle office at: **E-9, Connaught Circus, Connaught Place, New Delhi – 110 001  
India  
(and hereinafter referred to as "the Handling Company")**

This Annex B  
for the location: **New Bangalore Airport (BLR)**

is valid from: **11<sup>th</sup> May 2008 (or from the First flight/Airport Opening Day)**

in connection with: **Attachment 1 – SLA Aircraft Handling**

and replaces: **None.**

**PREAMBLE:**

This Annex B is prepared in accordance with the simplified procedure whereby the Carrier and the Handling Company agree that the terms of the Main Agreement and Annex A of the SGHA of January 2004 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.

Annex B 1.0 - GGI\_BLR\_AC Handling

Handling Co. Initials

Carrier Initials

Page 1 of 5

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**Paragraph 8 - Training Requirements**

8.1 Minimum training requirements are listed in Attachment 1. All necessary training costs shall be borne by the Handling Company.

**Paragraph 9 - Settlement**

9.1 Notwithstanding Sub-Article 7.2 of the Main Agreement, settlement of accounts shall be effected within thirty days after receipt of the invoice (in local currency) from the Handling Company through the Carrier's office as follows:

**Paragraph 10 - Duration and Termination**

10.1 Notwithstanding Sub-Articles 11.4 and 11.5 of the Main Agreement this Annex B shall be valid for a period of three years commencing 11<sup>th</sup> May 2008 through 10<sup>th</sup> May 2011. Thereafter this Annex B will stay in force until a new Annex B has been concluded or until this Annex B has been terminated in accordance with the provisions of Sub-Articles 11.4 and 11.5 of the Main Agreement.

**Paragraph 11 - Governing Law**

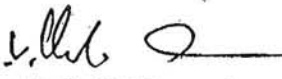
11.1 In line with Article 9.1 of the Main Agreement, the governing law shall be the law of Germany and the court for the resolution of dispute shall be the court of Frankfurt.

signed (Date) \_\_\_\_\_  
at Singapore / Frankfurt  
for and on behalf of

signed (Date) 25<sup>th</sup> April 2008  
at New Delhi / Bangalore  
for and on behalf of

**Lufthansa German Airlines**

**GlobeGround India**

  
Martin Schlingenslepen  
Vice President  
Asia Pacific  
Division Cargo

  
Jochen Schneider  
Vice President  
Corporate Procurement & Facility  
Management  
Division Cargo

  
Gaurav Bhatia  
Executive Director



  
Patrick Tschirky  
General Manager

  
Michael Klein  
General Manager  
Finance & Personnel South Asia

Annex B 1.0 - GGI\_BLR\_AC Handling

Handling Co. Initials



Carrier Initials



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**STANDARD GROUND HANDLING AGREEMENT - SIMPLIFIED PROCEDURE**

**ANNEX B1 — LOCATION(S), AGREED SERVICES AND CHARGES**

**TO THE STANDARD GROUND HANDLING AGREEMENT (SGHA) OF JANUARY 2004**

between: **KINGFISHER AIRLINES LIMITED**

having its principal office at:

Kingfisher House, Western Express Highway, Vile Parle (E), Mumbai - 400099

and hereinafter referred to as 'the Carrier'

and: **GLOBEGROUND INDIA PVT. LTD.**

having its principal office at:

E-9, Connaught Circus, Connaught Place, New Delhi - 110 001

and hereinafter referred to as 'the Handling Company'

effective from: **29 March 2008**

This Annex B for

the location(s): **New Bangalore International Airport**

Is valid from: **29 March 2008**

until: **28 March 2015**

and replaces: None

**PREAMBLE:**


This Annex B 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 2004 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.

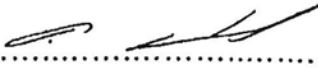
**PARAGRAPH 10. GOVERNING LAW**

10.1 Governing law and courts as per Article 9.1 of the Main Agreement

Governing Law: This agreement shall be governed by and interpreted in accordance with the laws of India.

Courts for the resolution of disputes: The Courts of New Delhi.

Signed the.....

Signed the.....

at.....

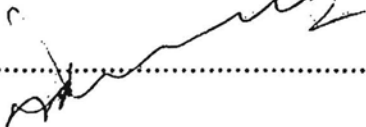
at.....

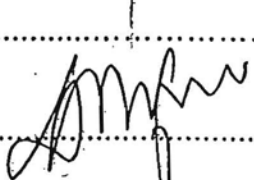
for and on behalf of  
**KINGFISHER AIRLINES LIMITED**

for and on behalf of  
**GLOBE GROUND INDIA Pvt Ltd**

by.....

by.....

witnessed by.....

witnessed by.....  
**(D. SATHYANARAYANAN)**



000124





दिल्ली DELHI

E 15832

### GROUND HANDLING AGREEMENT

An Agreement made this 12<sup>th</sup> day of February 2008 between SpiceJet Limited having its registered office at Near Steel Gate Bus Stop, Terminal-I, Indra Gandhi International Airport, New Delhi-110037 and corporate office at 319, Udyog Vihar, Phase-IV, Gurgaon-122016, Haryana hereinafter referred to as 'the Carrier'

AND

Globe Ground India Pvt Ltd having its principal office at: E-9 Connaught House Connaught Place, New Delhi – 110 001 hereinafter referred to as 'the Handling Company',

The Carrier and the Handling Company may hereinafter be individually referred to as Party and collectively as Parties.

NOW, THEREFORE, IN CONSIDERATION OF MUTUAL AGREEMENTS, AND COVENANTS HEREIN CONTAINED, THE PARTIES AGREE AS FOLLOWS:

#### DEFINITIONS AND TERMINOLOGY

For the sake of clarity, the following definitions and terminology apply to the Agreement:

**AIRPORT TERMINAL** means all buildings used for arrival and departure handling of aircraft.


**ARRANGE (or MAKE ARRANGEMENTS FOR)** implies that the Handling Company may request an outside agency to perform services in addition to the service in question. The charge of the outside agency shall be paid by the Carrier. The Handling Company assumes no liability toward the Carrier for such arrangements.




IN WITNESS HEREOF THE PARTIES HERETO HAVE EXECUTED THIS CONTRACT,  
THE DAY, THE MONTH AND THE YEAR HEREINABOVE WRITTEN.

For SpiceJet Limited


  
Vijay Awasthy  
DGM - Procurement  
Witness

  
(C. P. SINGH)

For Globe Ground India (P) Limited

  
Gaurav Bhatia  
Director

Witness:

  
(D. SATHYANARAYAN)

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STANDARD GROUND HANDLING AGREEMENT - SIMPLIFIED PROCEDURE

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

TO THE STANDARD GROUND HANDLING AGREEMENT (SGHA) OF JANUARY 2004

between: Paramount Airways

having its principal office at:

Alexander Square, 35, Sardar Patel Road, Guindy, Chennai- 600032

and hereinafter referred to as 'the Carrier'

and: Globe Ground India (P) Ltd

having its principal office at:

E-9, Connaught Circus, Connaught Place, New Delhi -- 110 001

and hereinafter referred to as 'the Handling Company'

effective from: 23 May 2008

This Annex B for

the location(s): New Bangalore International Airport

is valid from: 23 May 2008

and replaces: None

PREAMBLE:

This Annex B 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 2004 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.

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8.1 The services of Annex B Section 3, covered by Sub-Paragraph 1.1 of this Annex B, refer only to the following services of Annex A which are performed for the Carrier, services apart from these either to be provided by other organisations or if provided by Globe Ground India (P) Ltd would be under cover of separate agreements.

9.1 In accordance Sub-article 11.3 of the Main Agreement, any notice or communication to be given hereunder shall be addressed to the respective parties as follows:

<b>To Carrier</b>	<b>To Handling Company</b>
PARAMOUNT AIRWAYS (P) LTD.	GLOBE GROUND INDIA PVT LTD.
1st Floor, Alexander Square, #33, Sardar Patel Road,	1st Floor, Connaught Circus, Connaught Place
Chennai, Gundy, Chennai - 600 032, India	City Centre, New Delhi - 110 001, India
Phone: +91 44 43009090	Telephone: +91 11 23415638
Fax: +91 44 43009063	Fax: +91 11 23415638
Email: <a href="mailto:sureshnair@paramountairways.com">sureshnair@paramountairways.com</a>	Email: <a href="mailto:pat@globalmail.in">pat@globalmail.in</a>
Mr. Suresh Nair	Mr. Patrick Tschirky

10.1 This Main Agreement shall continue in force until terminated by either Party giving sixty days prior notice to the other party or when the Carrier ceases to operate to the location.

10.2 Termination by either Party of all or any part of the services to be furnished at a specific location requires sixty days prior notice to the other Party. In the event of part termination of services, consideration shall be given to an adjustment of charges.

11.1 Governing law and courts as per Article 9.1 of the Main Agreement.  
Governing law: This agreement shall be governed by and interpreted in accordance with the laws of India. Courts for the resolution of disputes: The Courts of New Delhi.

Signed the SGHA ANNEX B GGI/7 BLR MAY 23 2008 (REV. IATA AHM 310 JAN 2004)

at Chennai on 20/05/08  
for and on behalf of  
PARAMOUNT AIRWAYS (P) LTD.

at BENGALURU, INDIA on \_\_\_\_\_  
for and on behalf of  
GLOBE GROUND INDIA PVT LTD.

by [Signature]  
Name: Suresh Nair

by [Signature]  
Name: Patrick Tschirky

Witnessed by [Signature]  
Name: N.A. VENKATESAN

Witnessed by \_\_\_\_\_  
Name: \_\_\_\_\_



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# IATA STANDARD GROUND HANDLING AGREEMENT

## STANDARD GROUND HANDLING AGREEMENT - SIMPLIFIED PROCEDURE

### Annex B 1.0 - Location(s), Agreed Services and Charges

to the Standard Ground Handling Agreement (SGHA) of January 2004

between: **Deutsche Lufthansa Aktiengesellschaft**  
having its principal office at: Von-Gablenz-Str. 2-6  
50679 Köln  
Germany

hereinafter referred to as "the Carrier"

and: **Globe Ground India Pvt. Ltd.**  
having its principal office at: Vatika Triangle , Ground Floor  
Sushant Lok, Phase 1  
Gurgaon, 122 002  
India

hereinafter referred to as "the Handling Company"

effective from: **01.04.2008 (first day opening new airport, whatever prevails)**

This Annex B **1.0**

**for the location(s): Bangalore, India (BLR)**

is valid from: **01.04.2008 (first day opening new airport, whatever prevails)**

and replaces: **none**  
Globe Ground India Pvt. Ltd.

#### PREAMBLE:

This Annex B is prepared in accordance with the simplified procedure whereby the Carrier and the Handling Company agree that the terms of the Main Agreement and Annex A of the SGHA of 2004 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 13/03/08  
at

for and on behalf of  
Globe Ground India Pvt. Ltd.

**Felix Redeker**  
General Manager  
Operations & Airport Services  
Asia & Pacific

Signed the 13/03/08  
at

for and on behalf of  
Deutsche Lufthansa Aktiengesellschaft

Signed the 13/03/08



**SERVICE PROVIDER RIGHT HOLDER AGREEMENT**  
**(Ground Handling Services at the New Bangalore International Airport)**

**BETWEEN**

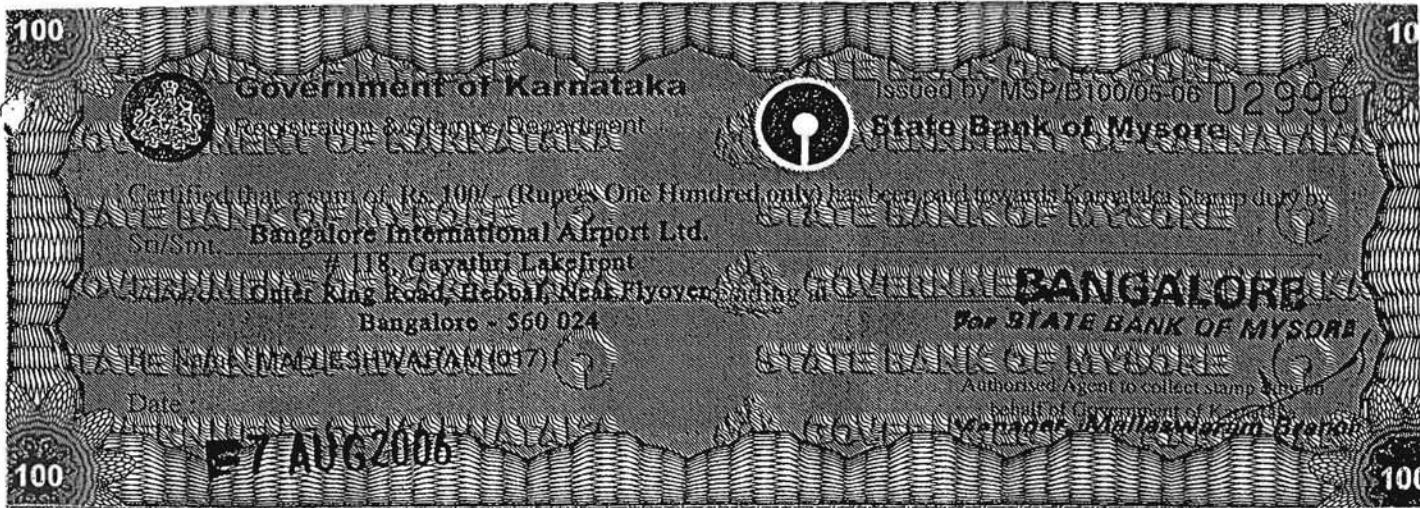
**Bangalore International Airport Limited ("BIAL")**

**AND**

**GlobeGround India Private Limited ("SPRH")**

*[Handwritten signature]*

000131



THIS GROUND HANDLING SERVICE PROVIDER RIGHT HOLDER AGREEMENT ("Agreement") is made on the 23<sup>rd</sup> day of August, 2006 by and between:

1. **BANGALORE INTERNATIONAL AIRPORT LIMITED**, a company incorporated with limited liability under the Companies Act, 1956, having its registered office at #118, Gayathri Lakefront, Outer Ring Road, Hebbal, Bangalore - 560024 (hereinafter referred to as "BIAL", which expression shall be deemed to include its successors and assigns); and
2. **GLOBEGROUND INDIA PRIVATE LIMITED**, a company incorporated with limited liability under the Companies Act, 1956, having its registered office at E-9, Connaught House, Connaught Place, New Delhi - 110 001, (hereinafter referred to as "SPRH", which expression shall be deemed to include its successors and permitted assigns).

**WHEREAS**

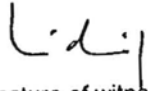
- A. Pursuant to a Concession Agreement (defined later), the Government of India has granted BIAL the exclusive right and privilege to carry out the development, design, financing, construction, commissioning, maintenance, operation and management of the Airport, in accordance with the terms contained therein.

*[Handwritten signature]*

000132



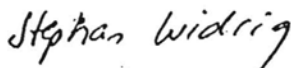
IN WITNESS WHEREOF, these presents)  
have been entered into the day and year  
first above written. Signed for and on  
behalf of  
**Bangalore International Airport Limited)**  
By a duly authorized representative )  
in the presence of: )



Signature of witness



Signature of Authorised Representative




Name and address of witness

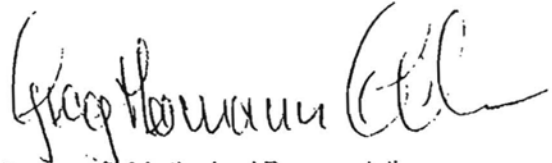


Name of Authorised Representative

Signed for and on behalf of )  
**GlobeGround India Private Limited )**  
By a duly authorised representative )  
in the presence of: )



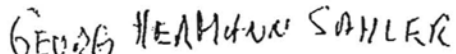
Signature of witness



Signatures of Authorised Representative



Name and address of witness



Name of Authorised Representative





June 25, 2012

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

**Submission of ATP for 1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup> Tariff Year on behalf of: GLOBEGROUND INDIA PRIVATE LIMITED for its operations at Bangaluru International Airport, Bangalore**

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 and 3 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 GlobeGround India Private Limited**

  
Authorized Signatory

Place: New Delhi

Encl.: as above

GlobeGround India Pvt. Ltd.  
E-9, Connaught House  
Connaught Place  
New Delhi - 110 001 India  
Phone : +91 11 23415638 / 30417700  
Fax : +91 11 23416112 / 30417777  
E-Mail : globeground@thebirdgroup.com

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# Bangalore International Airport Limited

118 Gayathri Lakefront, Outer Ring Road, Hebbal, Bangalore - 560 024, India  
Tel: +91-80-2354 0000 Fax: +91-80-2333 3400 www.bialairport.com



Bangalore  
11<sup>th</sup> January, 2008

## TO WHOM IT MAY CONCERN

We hereby certify that M/s. GlobeGround India Pvt. Ltd. has been awarded the Service Provider Right for undertaking ground handling services at the future Bangalore International Airport, Devanahalli, Karnataka. In this regard, M/s. GlobeGround India Pvt. Ltd. is also permitted to bring in necessary ground handling equipments to the airport.

Yours sincerely  
for Bangalore International Airport Limited

A handwritten signature in black ink, appearing to read "L. Widrig", is written over the typed name.

Stephan Widrig  
Chief Commercial Officer



Registered Office: 118 Gayathri Lakefront, Outer Ring Road, Hebbal, Bangalore - 560 024, India

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