



Airports Economic Regulatory Authority of India

TO CONSIDER THE MULTI YEAR TARIFF PROPOSAL AND ANNUAL TARIFF PROPOSAL FOR THE SECOND CONTROL PERIOD W.E.F. 01.04.2016 TO 31.03.2021 IN RESPECT OF M/s KERALA STATE INDUSTRIAL ENTERPRISES LTD. (KSIE) FOR PROVIDING CARGO SERVICES AT TRIVANDRUM INTERNATIONAL AIRPORT, THIRUVANANTHAPURAM.

New Delhi: 04th August, 2017

**AERA Building
Administrative Complex
Safdarjung Airport
New Delhi-110003**

M/s Kerala State Industrial Enterprises Ltd vide their letter No. ACC/60(5)/1920 dated 29.03.2016 submitted their Multi Year Tariff Proposal and Annual Tariff Proposal for determination of Cargo handling charges at Trivandrum International Airport, Thiruvananthapuram.

The salient features of the proposal submitted by KSIE are given in the following table:

1	Name of the ISP	KERALA STATE INDUSTRIAL ENTERPRISES Ltd
2	Service	Cargo Services
3	Airport	Trivandrum International Airport, Thiruvananthapuram .
4	(i) Proposal under consideration (ii) Whether Justification for proposed increase in tariffs provided by KSIE.	a) MYTP for the 2 nd control period w.e.f. 01.04.2016 to 31.03.2021 for determination of tariffs under 'Light Touch Approach'. b) ATP for the tariff year 1 (FY. 2016-17) of the 2 nd control period. No specific justification has been provided by KSIE. Since the existing tariff structure and proposed tariff structure are different it is difficult to compare the tariff increase of every item. However KSIE has proposed increase in TSP charges of Valuable goods by 20% and Perishable goods by 56%. The X-ray charges has been proposed to increase by 50%. No increase proposed for TSP charges of General export cargo.
5	(i) Year of Last Revision of rates with % (+/-). (ii) Copy of the existing rate card.	(i) Tariffs last revised for F Y 2013-14 by increasing 14% of TSP charges for general cargo export vide order No. 1/2013-14 dated 12.04.2013 and continued the same tariff for FY 2014-15 and 2015-16. (ii) Enclosed at Annexure-I
6	Regulatory Approach in first control period.	The Authority adopted 'Light Touch Approach' as the Cargo service at Trivandrum is "not material" and issued Multi Year Tariff Order No. 4/2011-12 dated 27.07.2011.
7	Comparison of Tariff Card of KSIE vis a vis its competitor.	(i) A generalized comparison of existing tariff and proposed tariff of KSIE is placed at Annexure-II . (ii) No competition at Trivandrum airport for Cargo Service.
8	Comparative of Annual	As per the ACS for the first control

	Compliance Statement for the first control period	period: (i) Revenue has decreased by 42% from Rs. 8.65 crores in 2011-12 to Rs. 4.98 crores in 2015-16. (ii) The operating profit has decreased by 93% from Rs 4.67 crores in 2011-12 to Rs 0.30 crore in 2015-16. (iii) The Cargo volume handled by KSIE has also reduced by 32% from 40302 MT in 2011-12 to 27510 MT in 2015-16. (iv) The profit margin on revenue has reduced from 54% in 2011-12 to 6% in 2015-16. (Annexure-III)	
9	Audited Balance Sheet for the FY.2015-16	Audited consolidated P&L Account for FY 2013-14 has been provided by KSIE. The PAT of the KSIE as a whole has reduced to Rs 0.35 crore in 2013-14 from Rs 4.43 crores in 2011-12. (Annexure-IV) . Provisional P&L for FY 2014-15 and 2015-16 also submitted by KSIE for the Authority's analysis.	
10	Evidence of Stakeholder Consultation done by KSIE with reference to their proposed MYTP-ATP submitted to AERA.	1. List of stakeholders	KSIE has provided the minutes of stake holder consultation meeting held on 08.03.2016.
		2. Meeting Notice	
		3. Minutes of the meeting with the attendance sheet of the participants.	
		4. Comments of the Stakeholders	
		5. Redressal of stakeholder's concerns, if any.	
11	Examination of the proposal as per the "Light Touch" approach parameters provided in the CGF guidelines, 2011.	Parameter	Status
		1. Materiality Index (MI)	The MI for Cargo service at Trivandrum Airport is 1.20% which is less than the threshold limit of 2.5%. Hence, the Cargo Service at Trivandrum Airport is 'Not Material' .
		2. Competition	'Not Competitive'
		3. Reasonableness of user agreements.	User agreements not provided.

14	Remarks :	<ol style="list-style-type: none"> 1. No increase proposed for TSP charges of General export cargo, however, 20% increase in TSP charges of Valuable goods, 56% for perishable goods proposed and 50% increase in X-ray charges proposed. 2. Proposed investment during the 2nd control period is Rs.15 crore. 3. Cargo traffic is estimated to grow at 1% as per business plan submitted by KSIE. 4. The validity of Concession agreement with Airport Operator is already expired.
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2 Principles for Determination of Aeronautical Tariff

2.1 As per clause 3 of the CGF Guidelines, the Authority assesses the following three parameters:

- (i) 'Materiality' as per Clause 4;
- (ii) 'Competition' as per Clause 5; and
- (iii) Reasonability of User Agreement(s) as per Clause 6.

2.2 The materiality index for service provided for Cargo facility at a major airport A shall be defined as:

$$\text{Materiality Index (MIC) is:} \\ \frac{\text{Cargo Volume at major airport A}}{\text{Total Cargo Volume at Major Airports}} \times 100$$

Where the MIC as calculated above is 2.5% or more the service is deemed 'material'.

2.3 As per clause 5.1 of the guideline "*where regulated service is being provided at a major airport by two or more service provider(s), it shall be deemed 'competitive' at that airport. If a regulated service is provided by less than two service provider(s) it shall be deemed not competitive.*"

2.4 As per Clause 6 of Guidelines, the Authority shall consider the existing User Agreement(s) as reasonable provided that:

(i) "*The Service Provider submits existing User Agreement(s) between the Service Provider and all the User(s) of the Regulated Service(s), clearly indicating the tariff(s) that are agreed to between the Service Provider and the User(s) of the Regulated Service(s) and*

(ii) *The User(s) of the Regulated Service(s) have not raised any reasonable objections or concerns in regard to the existing User Agreement(s) which have not been appropriately addressed*".

2.5 As per Clause 3.2 (i) of the Guidelines, wherever the regulated service provided is 'not material', the Authority shall determine Tariff(s) for service Provider (s) based on a 'light touch approach' for the duration of the control period. The

Authority reserves the right to review materiality assessments, competition assessments and the reasonableness of the User Agreements within the Control period and issue such direction or make such orders as it may consider necessary.

- 2.6 In terms of Clause 7.3 & 7.4 of the Guidelines, the Authority shall upon due consideration of the MYTP and stakeholder consultations thereon make a MYTO for a Control Period. As per Clause 11.2, the ATP is required to be submitted in the manner and form provided in AI. 8.1 of Appendix I and should be supported by the following documents:
- 2.6.1 Form B and Form 14(b)
 - 2.6.2 Details of consultation with stakeholders
 - 2.6.3 Evidence of User Agreements clearly indicating the Tariff proposed by the Service Provider.

3 Examination

- 3.1 The service rendered by KSIE for providing cargo services at Trivandrum International Airport, Thiruvananthapuram is an “aeronautical service” in terms of section 2(a) of the Airports Economics Regulatory Authority of India Act, 2008 (Act) whereas under section 13 (1)(a) of the Act, the Authority is required to determine tariff for aeronautical services.
- 3.2 The Materiality Index (MI) for ‘Cargo’ services at Trivandrum International Airport, Thiruvananthapuram is 1.20% based on the cargo volume statistics for the FY. 2014-15 and hence, is deemed as ‘not material’.
- 3.3 The Authority determined tariff for KSIE at Trivandrum International Airport, Thiruvananthapuram under “Light Touch Approach” during the first control period as the cargo service was ‘not material’. As the situation remains same the Authority proposes to adopt a “Light Touch Approach” for the 2nd Control Period also.
- 3.4 The ACS for the first control period submitted by KSIE shows decrease in Revenues, Operating Profits and volume of cargo as brought out in para 8 of the table.
- 3.5 KSIE in their Annual Tariff Proposal have submitted Form-B, Form 14(b) and proof of stakeholder consultation meeting along with the submission.
- 3.6 KSIE has provided the capex projections for the 2nd control period in Form F9 under the heads-Building, Office Furniture, Electrical Installations and Tools & Plant.

4 Proposal

The Authority, after careful consideration of the MYTP for FY. 2016-17 to FY.2020-21 and ATP for FY 2016-17 makes the following proposal for stakeholder consultation:

- 4.1 Cargo Service being provided by Kerala State Industrial Enterprises Ltd (KSIE) at Trivandrum International Airport, Thiruvananthapuram is “Not Material”. Therefore the Authority proposes to adopt ‘Light Touch Approach’ for determination of tariffs for the 2nd control period w.e.f. 01.04.2016 to 31.03.2021.

- 4.2 Allow KSIE to continue the levy of tariff prevailing on 31.03.2016 for the FY 2016-17.
- 4.3 Since F Y 2016-17 is over, the Annual Tariff Proposal submitted by KSIE for FY 2016-17 as per the tariff card placed at **Annexure V** shall be applicable for FY 2017-18. The revised tariff card takes in to account the increases as proposed in sub para 14 of para 1, which lists out the salient features of the proposal of KSIE.
- 4.4 The Authority observed that the concession agreement with Airport Operator has already expired. However, if KSIE continues to operate the cargo service, the proposed rate will be valid for the remaining period of FY 2017-18.
- 4.5 The Authority will review the financial performance and other parameters before determining the tariffs for the remaining period of the 2nd Control Period i.e. FY. 2018-19 to FY. 2020-21.
- 5.0 In accordance with the provisions of Section 13(4) of the AERA Act, 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 annexures to the consultation paper. 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.

The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 4 above, latest by **Monday, the 25th August, 2017** at the following address:

**Secretary,
Airports Economic Regulatory Authority of India,
AERA Building,
Administrative Complex,
Safdarjung Airport,
New Delhi- 110003.**

Email: puja.jindal@nic.in

**Tel: 011-24695042
Fax: 011-24695039**

**(S. Machendranathan)
Chairperson**

[F.No. AERA/20010/MYTP-KSIE/C/TVM/2011-12/Vol.I]
Airports Economic Regulatory Authority of India
Order No. 08/2015-16

AERA Building,
Administrative Complex,
Safdarjung Airport,
New Delhi -110003

Date of Order: 06th May, 2015
Date of Issue: 14th May, 2015

Service: Cargo Handling Services
Service provider: M/s Kerala State Industry Enterprises Limited (KSIEL)
Airport: Thiruvananthapuram International Airport,
Thiruvananthapuram

Determination of tariff for the fifth tariff year (2015-16) of the first control period.

This Authority, vide Direction No. 04/2010-11 dated 10.01.2011, had issued 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 the Aircraft), Guidelines, 2011] prescribing procedures, terms and conditions for determination of tariff for the above mentioned regulated services being provided by Independent Service Provider(s). As per the Guidelines, the service providers are required to submit Multi Year Tariff Proposal (MYTP) for the five year control period and Annual Tariff Proposal (ATP) for individual tariff years of the Control Period.

2. Accordingly, Kerala State Industry Enterprises Limited (KSIEL) had submitted their MYTP for first control period commencing 01.04.2011 in respect of Cargo handling services provided at Thiruvananthapuram International Airport, Thiruvananthapuram. The Authority had issued Order No. 04/2011-12 dated 27.07.2011 vide which it ordered that the Authority shall adopt a "light touch approach" for the Cargo handling service provided by KSIEL at Thiruvananthapuram International Airport, Thiruvananthapuram for the first control period starting w.e.f 01.04.2011.

3. Pursuant to the issue of MYTO, the Authority determined the ATP for the first tariff year 2011-12, w.e.f, 15.03.2012, vide its Annual Tariff Order No. 37/2011-12 dated 14.03.2012. The Authority also issued Order No. 13/2012-13 dated 06.08.2012 ordering continuance of the same rate during the second tariff year as that of first tariff year 2011-12 on the basis of application of KSIEL. Subsequently, the Authority issued Annual Tariff Order No. 01/2013-14 dated 12.04.2013 determining tariff(s) for the third tariff year and continued the same level of tariff for fourth tariff year vide Order no. 03/2014-15 dated 28.04.2014 respectively.

4. M/s Kerala State Industry Enterprises Limited (KSIEL) vide their letter no. ACC/60(2)/1611 dated 09.03.2015 has submitted its Annual Tariff Proposal (ATP) for the fifth Tariff Year (i.e. 2015-16) of the first control period, wherein it has requested for continuation of tariffs of the 4th year, in the 5th tariff year as well.

5. According to KSIEL, business has come down substantially during the year 2014-15 and it has affected the financial performance of the Company adversely. The Authority



also noted that KSIEL has also submitted that present export/ import tariff of the Company is offering a competitive rate when compared to other cargo service provider operating from the State, and hence it is not able to revise the tariff for the next financial year as it will affect the volume of cargo to be handled.

6. The Authority observed that the material index for Thiruvananthapuram International Airport, Thiruvananthapuram is 1.7% which is well below the minimum level of 2.5% and hence the service provided at the airport is deemed 'not material' in accordance with Chapter I Para 4.3 of the Guidelines. Therefore, though the services provided at Thiruvananthapuram International Airport, Thiruvananthapuram is deemed 'not competitive' as KSIEL is the only cargo facilitator at the airport, in terms of the Guidelines issued by the Authority, the Authority shall adopt a "light touch approach" for the Cargo handling service provided by KSIEL at Thiruvananthapuram International Airport, Thiruvananthapuram.

ORDER

7. Upon careful consideration of material available on record, the Authority, in exercise of powers conferred by Section 13(1)(a) of the Airports Economic Regulatory Authority of India Act, 2008, hereby orders that:

- (i) The Tariffs for the fifth year (2015-16) of the first control period are determined to be the same as those of the fourth tariff year (2014-15) as approved vide order No. 03/2014-15 dated 28.04.2014 for Cargo Services provided by M/s Kerala State Industrial Enterprises Limited, at Thiruvananthapuram International Airport, Thiruvananthapuram, as at **Annexure-I.**

**By the Order of and in the
Name of the Authority**


(Alok Shekhar)
Secretary

To,
**Kerala State Industrial Enterprises Limited,
St. Joseph's Press Buildings,
Cotton Hill, Thiruvananthapuram,
Kerala- 695 014,
(Through Shri Febi Varghese, Managing Director)**



		Annexure - I
Air Cargo Complex, KSIE Limited, Trivandrum, Annual Tariff Year 2014-15 effective from 01.04.2014		
Sl. No.	Tariff Heading	Conditions of Tariff Maximum Rate in (INR)
A	EXPORT CARGO	
I	Terminal charges	
1	Terminal charges - Perishable Cargo and New Paper	Rs. 0.45 per Kg subject to minimum Rs.125/- per consignment
2	Terminal charges - General Cargo	Rs. 0.80 per Kg subject to minimum Rs.150/- per consignment
3	Terminal charges - Valuable Cargo	Rs. 5/- per Kg per day subject to minimum Rs.1000/- per consignment
II	Demurrage charges *	Rs. 0.50 per Kg per day beyond 96 hours subject to a minimum of Rs 100/- per consignment
III	Export Transshipment Cargo (security -cum- storage charge)	Rs. 0.50 per Kg for perishable and general cargo and Rs. 1/- per Kg for valuable cargo, in addition to TG/Demurrage charges
IV	X-ray Screening charges	a) Rs. 1/- per Kg for perishable cargo and Rs. 1.50 per Kg for general cargo wherever screening and security certification is done by the concerned Airline
V	Facilitation charge (paid by Airlines)	Rs. 0.25 per kg
VI	Forklift/Cooling chamber /Deep Freezer charges	As per rates fixed for import cargo
B	IMPORT CARGO	
I	Warehousing / Demurrage charges *	
I	Unaccompanied Baggage/Commercial Cargo	
	1st week (1 to 7 days)	Minimum Rs.145/- per package upto 50 Kg and Rs. 55/- for every additional 50 Kg or part thereof.
	IInd week (8 to 14 days)	65 paise per Kg per day from the date of arrival subject to minimum charges.
	IIIrd week (15 to 21 days)	90 paise per Kg per day from the date of arrival subject to minimum charges.
	IVth week onwards (from 22nd day onwards)	Rs. 1.15 per Kg per day from the date of arrival subject to minimum charges.
II	Commercial Cargo	
	1st week (1 to 7 days)	Minimum Rs.125/- per package upto 50 Kg and Rs. 45/- for every additional 50 Kg or part thereof.
	IInd week (8 to 14 days)	65 paise per Kg per day from the date of arrival subject to minimum charges.
	IIIrd week (15 to 21 days)	90 paise per Kg per day from the date of arrival subject to minimum charges.
	IVth week onwards (from 22nd day onwards)	Rs. 1.15 per Kg per day from the date of arrival subject to minimum charges.



Air Cargo Complex, KSIE Limited, Trivandrum,		
Annual Tariff Year 2014-15 effective from 01.04.2014		
SJ. No.	Tariff Heading	Conditions of Tariff Maximum Rate In (INR)
III	Valuable Cargo (Gold, Silver, Currency, Jewellery etc. requiring locker facility)	
	1st week (1 to 7 days)	Rs. 5/- per day subject to minimum of Rs. 1000/- per consignment
	8th day onwards	8th day onwards - Rs. 10/- per Kg per day from the date of arrival subject to Rs. 1500/- per consignment
II	Cooling Chamber charges	Rs. 1.40 per Kg per day subject to minimum Rs. 250/- per day per consignment, in addition to demurrage charges as applicable.
III	Refrigerator/Deep Freezer charges	Rs. 100/- up to one week and Rs. 150/- per week or part thereof above one week per consignment, in addition to demurrage charges.
IV	Charges for handling Transshipment Cargo	
1	Handling charges for out-bound TP cargo destined to CACC	Rs. 2.50 per Kg
2	Charges for out-bound TP cargo destined to other places	
i	Handling charges at TACT	Rs. 2.50 per Kg
ii	Storage charges per kg for maximum 3 days	Rs. 2.00 per Kg
III	Total	Rs. 4.50 per Kg
iv	Charges beyond 3 days	Rs. 0.50 /Kg day in addition to Rs. 4.50 as per item (iii) above
3	Handling charges for In-bound TP cargo	Rs. 2.00/Kg
v	Bonded trucking charges (paid by Airlines)	Rs. 3/- per kg for Import cargo and Rs. 4/- per kg for courier.
vi	Forklift charges Upto 250 Kg (per Piece)	Rs. 100/-
	251-500 Kg	Rs. 150/-
	501-750 Kg	Rs. 200/-
	751-1000 Kg	Rs. 250/-
	Above 1000 Kg	Rs. 250/- + Rs. 100/- for every 250 Kg or part thereof

* Demurrage-free period shall apply as per Government Orders issued from time to time



Annual Tariff Proposal of KSIE at Trivandrum Airport			
International Cargo			
Type of Cargo		Rate in Rupees per kilogram	
		2015-16	2016-17
A.	Export Cargo		
a	Terminal, Storage and Processing Charges		
	Perishable	0.45	0.70
	General Cargo	0.80	0.80
	Valuable Cargo	5.00	6.00
b	Demurrage charges	0.50	
	General Cargo	0.00	0.80
	Valuable Cargo	0.00	10.00
	Perishable	0.00	0.70
c	Export Transshipment cargo	0.50	0.00
d	X-ray Screening charges	1.00	1.50
A2.	Facilitation charge (paid by Airlines)	0.25	
A2.1	Import Cargo		
	TSP		
	General Cargo	Nil	3.00
	Valuable Cargo	Nil	6.00
	Perishable	Nil	3.00
	New Paper & TV	Nil	0.70
	Demurrage charges		
A2.3	1st week (1 to 7 days)	145.00	
A3.	IInd week (8 to 14 days)	0.65	
A3.1	IIIrd week (15 to 21 days)	0.90	
A3.2	IVth week onwards (from 22nd day onwards)	1.15	
A4	Commercial Cargo		1.25
A4.1	1st week (1 to 7 days)	125.00	
A4.2	IInd week (8 to 14 days)	65.00	
A4.3	IIIrd week (15 to 21 days)	90.00	
A4.4	IVth week onwards (from 22nd day onwards)	1.15	
	Perishable		0.70
B1.	Valuable Cargo		10.00
B1.1	(Gold, Silver, Currency, Jewellery etc. requiring locker facility)		
B1.2	1st week (1 to 7 days)	5.00	
B1.3	8th day onwards	10.00	
B1.4	Cooling Chamber charges	1.40	
B1.5	Refrigerator/Deep Freezer charges	100.00	
B2	Charges for handling Transshipment Cargo		
	Transshipment charges- International to International		3.00
	Transshipment charges- International to Domestic		3.00
B2.1	Handling charges for out-bound TP cargo destined to CACC	2.50	
B3	Charges for out-bound TP cargo destined to other places		
B3.1	Handling charges at TACT	2.50	
B3.2	Storage charges per kg for maximum 3 days	2.00	
a	Total	4.50	
b	Charges beyond 3 days	0.50	
B4	Handling charges for in-bound TP cargo	2.00	
B4.1	Bonded trucking charges (paid by Airlines)	3.00	
C	Forklift charges Upto 250 Kg	100.00	
C1	(per Piece) 251-500 Kg	150.00	
C1.1	501 - 750 Kg	200.00	
C1.2	751 - 1000 Kg	250.00	
C1.3	Above 1000 Kg	250.00	

**Annual compliance summary based on submission by KSIE for Cargo Services at
Thiruvananthapuram Airport (Rs. In crores)**

		2011-2012	2012-2013	2013-2014	2014-2015	2015-2016
		Actuals	Actuals	Actuals	Actuals	Actuals
Revenue from Regulated service	1	8.65	9.52	10.47	3.47	4.67
Revenue from other than regulated service	2	0.00	0.00	0.00	0.28	0.31
Others	3					
Total Revenue	4=(1+2+3)	8.65	9.52	10.47	3.75	4.98
Operational Expenditure	5	2.78	3.32	3.96	3.84	4.39
Depreciation	6	1.20	1.61	1.51	0.33	0.29
Taxation	7					
Total Expenditure	8=5+6+7	3.98	4.93	5.47	4.17	4.68
Regulatory Operating Profit	9=4-8	4.67	4.59	5.00	-0.42	0.30
Regulatory Assets Base						
Opening RAB-13	10	3.01	20.52	18.94	17.43	17.11
Additional Capital Expenditure	11	18.71	0.03	0.00	0.01	0.00
Disposal during the period	12	0.00	0.00	0.00	0.00	0.00
Depreciation	13	1.20	1.61	1.51	0.33	0.29
Closing RAB -17	14=10+11-12-6	20.52	18.94	17.43	17.11	16.82
Average RAB	15=AV(10,14)	11.77	19.73	18.19	17.27	16.97
Return on Average RAB (%)	16=9/15X100	40%	23%	27%	-2%	2%
Volume (MT)-20	17	40302.00	33963.00	27656.00	25907.00	27510.00
Yield per unit	18=1/17	2146.30	2803.05	3785.80	1339.41	1697.56

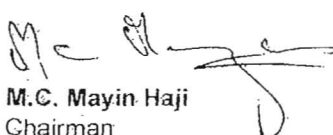
KERALA STATE INDUSTRIAL ENTERPRISES LIMITED


Profit and Loss statement for the year ended March 31, 2012


(in Rupees)

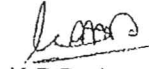
PARTICULARS	NOTE No.	For the year ended March 31, 2012	For the year ended March 31, 2011
A Continuing Operations			
1 Revenue from Operations (Net)	F	282,914,979	277,530,999
2 Other Income	J	19,115,634	14,079,814
3 Total Revenue (1+2)		302,030,613	291,610,813
4 Expenses			
(a) Manufacturing Activities - Cost of Material Consumed	K	29,680,789	13,392,830
- Direct Expenses	L	2,158,672	1,624,032
(b) Trading Activities - Cost of Goods Sold	M	80,609,586	101,475,376
(c) Employee Benefits Expense	N	44,113,472	46,735,354
(d) Administrative Expenses	O	44,090,532	33,303,145
(e) Selling Expenses	P	9,405,557	33,801,840
(f) Financial Cost	Q	6,256,868	1,424,009
(g) Depreciation	E	20,207,709	16,071,031
Total Expenses		236,523,185	247,827,617
5 Profit / (Loss) before exceptional and extraordinary items and tax (3-4)		65,507,428	43,783,196
6 Exceptional items	R	-	-
7 Profit / (Loss) before extraordinary items and tax (5+6)		65,507,428	43,783,196
8 Extraordinary items		-	-
9 Profit / (Loss) before tax (7-8)		65,507,428	43,783,196
10 Tax expense		21,209,398	15,594,598
Less: Deferred Tax liability created for the year	D	891,433	627,530
Less: Provision for Income Tax		20,317,965	14,967,068
Add: MAT credit available		-	-
11 PROFIT / (LOSS) FROM CONTINUING OPERATIONS (9-10)		44,298,030	28,188,598
B Discontinuing Operations			
12 PROFIT / (LOSS) FROM DISCONTINUING OPERATIONS		-	-
C Total Operations			
13 PROFIT / (LOSS) FOR THE YEAR		44,298,030	28,188,598
14 Earnings per share (of Rs.100 each)			
(a) Basic		369.15	234.90
(b) Diluted		369.15	234.90
Significant Accounting Policies and Notes On Accounts	R		

For and on behalf of the Board of Directors


M.C. Mayin Haji
Chairman



George John
Director


Febi Varghese
Managing Director


K.P. Prakasan
Secretary & GM (Finance)

Thiruvananthapuram
28/02/2013

As per our report of even date attached
P.N. KRISHNA MANI & Co.
CHARTERED ACCOUNTANTS


P.K. SHIVA RAMAN FCA, DISA
PARTNER
Membership No: 80451
Firm Registration No: 001472 S

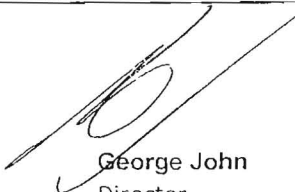



Profit and Loss statement for the year ended March 31, 2013


		(in Rupees)	
		Figures for the Current Reporting Period	Figures for the Previous Reporting Period
	NOTE No.	For the year ended March 31, 2013	For the year ended March 31, 2012
Income from Operations (Net)	I	366,323,712	282,914,979
Income	J	25,026,364	19,093,958
Local Revenue (1+2)		391,350,076	302,008,937
Expenses			
(a) Manufacturing Activities - Cost of Material Consumed	K	42,831,897	29,680,789
- Direct Expenses	L	3,621,116	2,158,672
(b) Purchase of Stock in Trade	M	127,072,687	80,609,586
(c) Employee Benefits Expense	N	48,728,454	44,113,472
(d) Finance Cost	Q	10,331,860	6,256,868
(e) Depreciation & Amortisation Expenses	F	21,483,853	20,207,709
(f) Other Expenses			
Administrative Expenses	O	57,643,650	44,086,382
Selling Expenses	P	10,406,713	9,405,557
Total Expenses		322,120,230	236,519,035
Profit / (Loss) before exceptional and extraordinary items and tax (3-4)		69,229,846	65,489,902
6 Exceptional items	O1	3,638	17,526
7 Profit / (Loss) before extraordinary items and tax (5+6)		69,226,208	65,507,428
8 Extraordinary items		-	-
9 Profit / (Loss) before tax (7-8)		69,226,208	65,507,428
10 Tax expense		22,471,858	21,209,398
Less: Current Tax		22,027,796	20,317,965
Less: Deferred Tax liability created for the year	D	444,062	891,433
Add: MAT credit available			
11 PROFIT / (LOSS) FROM CONTINUING OPERATIONS (9-10)		46,754,350	44,298,030
B Discontinuing Operations			
12 PROFIT / (LOSS) FROM DISCONTINUING OPERATIONS		-	-
C Total Operations			
13 PROFIT / (LOSS) FOR THE PERIOD		46,754,350	44,298,030
14 Earnings per share (of Rs.100 each)			
Number of Shares		120,000	120,000
Total Earnings		46,754,350	44,298,030
(a) Basic		389.62	369.15
(b) Diluted		389.62	369.15
Significant Accounting Policies	R		
Notes on Accounts	R1		
The notes form an integral part of these financial statements			

For and on behalf of the Board of Directors


M.C. Mayin Haji
Chairman


George John
Director



Febi Varghese
Managing Director.

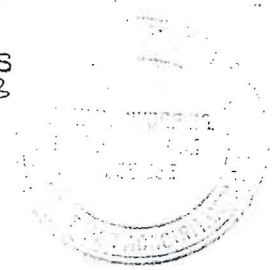

K.P. Prakashan
Secretary & GM (Finance)

As per our report of even date attached

Thiruvananthapuram
13/05/2013

For S. SURESH BABU & ASSOCIATES


S. Suresh Babu, B.Sc., FCA
Chartered Accountant
Membership No. 202893



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Annexure - IV

KERALA STATE INDUSTRIAL ENTERPRISES LIMITED

Profit and Loss statement for the year ended March 31, 2014

PARTICULARS	NOTE No.	(in Rupees)	
		Figures for the Current Reporting Period For the year ended March 31,2014	Figures for the Previous Reporting Period For the year ended March 31,2013
A			
1 Revenue from Operations (Net)	J	35,21,81,714	36,63,23,712
2 Other Income	K	2,25,81,363	2,50,26,364
3 Total Revenue (1+2)		37,47,63,077	39,13,50,076
4 Expenses			
(a) Manufacturing Activities - Cost of Material Consumed	L	4,17,06,442	4,28,31,897
- Direct Expenses	M	39,77,187	36,21,116
(b) Purchase of Stock in Trade	N	17,00,25,752	12,70,72,687
(c) Employee Benefits Expense	O	6,54,81,676	4,87,28,454
(d) Finance Cost	S	1,22,22,677	1,03,31,860
(e) Depreciation & Amortisation Expenses	E	2,38,35,928	2,14,83,853
(f) Other Expenses			
Administrative Expenses	P	4,21,34,028	5,76,43,650
Selling Expenses	Q	1,03,53,874	1,04,06,713
Total Expenses		36,97,37,564	32,21,20,230
Profit / (Loss) before exceptional and extraordinary items and tax (3-4)		50,25,513	6,92,29,846
5 Exceptional items	R	-	3,638
7 Profit / (Loss) before extraordinary items and tax (5+6)		50,25,513	6,92,26,208
Extraordinary items			
8 Profit / (Loss) before tax (7-8)		50,25,513	6,92,26,208
10 Tax expense		15,09,981	2,24,71,858
Less: Current Tax		-	2,20,27,796
Less: Deferred Tax liability created for the year	C	15,09,981	4,44,062
Add: MAT credit available			
11 PROFIT / (LOSS) FROM CONTINUING OPERATIONS (9-10)		35,15,532	4,67,54,350
B Discontinuing Operations			
12 PROFIT / (LOSS) FROM DISCONTINUING OPERATIONS		-	-
C Total Operations			
13 PROFIT / (LOSS) FOR THE PERIOD		35,15,532	4,67,54,350
14 Earnings per share (of Rs.100 each)			
Number of Shares		1,20,000	1,20,000
Total Earnings		35,15,532	4,67,54,350
(a) Basic		29.30	389.62
(b) Diluted		29.30	389.62
Significant Accounting Policies	T		
Notes on Accounts	A to S		
Other Notes on Accounts	U		
The notes form an integral part of these financial statements			

For and on behalf of the Board of Directors

M.C.Mayin Haji
Chairman

George John
Director

Febi Varghese
Managing Director.

Shibu Thadevus Xavier
DGM (Finance)

As per our report of even date attached

Thiruvananthapuram
13-08-2014

For S. SURESH BABU & ASSOCIATES
CHARTERED ACCOUNTANTS
FRN: 006551S

S. Suresh Babu B.Sc.,FCA
Membership No. 202893



Type of Cargo		Rate in Rupees per Kilogram	Minimum rate per AWB
E1	components of customs cargo recovery charges		
F.	EDI/IT Services (GMAX,WIPRO,SITA etc.)	Minimum rate per AWB	
F1	EDI/IT Services (GMAX,WIPRO,SITA etc.)		
G.	***Others Charges, if any	Minimum rate per Kg/AWB	
G1	Others Charges, if any		

2016-2017

Type of Cargo		Rate in Rupees per Kilogram	Minimum rate per AWB
A.	Export Cargo		
A1.	Terminal, Storage and Processing Charges		
A1.1	General	0.80	150.00
A1.2	Special Cargo		
a.	- Pharma items	0.00	0.00
b)	- Live Animals	0.00	0.00
c)	- Hazardous/ Dangerous Goods	0.00	0.00
d)	- Valuable Goods**	6.00	1000.00
e)	- Perishable	0.70	125.00
f)	- Newspaper and TV reel consignments	0.70	125.00
g)	- Human remains, Coffin including unaccompanied baggage of Deceased and Human Eyes etc.	0.00	0.00
A2.	X-Ray Charges		

Type of Cargo		Rate in Rupees per Kilogram	Minimum rate per AWB
A2.1	X-Ray Machine charges	1.50	0.00
A2.2	X-Ray Certification charges	0.00	0.00
A2.3	Certification for Dangerous goods	0.00	0.00
A3.	Demurrage Charges----Export Cargo		
A3.1	General	0.80	150.00
A3.2	Special Cargo		
a.	- Pharma items	0.00	0.00
b)	- Live Animals	0.00	0.00
c)	- Hazardous/ Dangerous Goods	0.00	0.00
d)	- Valuable Goods**	10.00	1500.00
e)	- Perishable	0.70	125.00
f)	- Newspaper and TV reel consignments	0.00	0.00
g)	- Human remains, Coffin including unaccompanied baggage of Deceased and Human Eyes etc.	0.00	0.00
A4.	Cargo Handling Charges		
A4	Palletisation/ Containerisation/Unitisation/Staffing Charges	Rate per Kg	Rate per Pallet
A4.1	General	0.00	0.00
A4.2	Special Cargo		
a.	- Pharma items	0.00	0.00
b)	- Live Animals	0.00	0.00


Type of Cargo		Rate in Rupees per Kilogram	Minimum rate per AWB
c)	- Hazardous/ Dangerous Goods	0.00	0.00
d)	- Valuable Goods**	0.00	0.00
e)	- Perishable	0.00	0.00
f)	- Newspaper and TV reel consignments	0.00	0.00
g)	- Human remains, Coffin including unaccompanied baggage of Deceased and Human Eyes etc.	0.00	0.00
A5.	Documentation Fees	Rs Per AWB	Minimum per Flight
A5.1	Cargo Documentation fees for Manifesto/filing etc	0.00	0.00
B.	Import Cargo		
B1.	Terminal, Storage and Processing Charges	Rate in Rupees per Kilogram	Minimum rate per AWB
B1.1	General	3.00	150.00
B1.2	Special Cargo		
a.	- Pharma items	0.00	0.00
b)	- Live Animals	0.00	0.00
c)	- Hazardous/ Dangerous Goods	0.00	0.00
d)	- Valuable Goods**	6.00	1000.00
e)	- Perishable	3.00	150.00
f)	- Newspaper and TV reel consignments	0.70	125.00
g)	- Human remains, Coffin including unaccompanied baggage of Deceased and Human Eyes etc.	0.00	0.00

Type of Cargo		Rate in Rupees per Kilogram	Minimum rate per AWB
B2.	Cargo Handling Charges		
B2.	DePalletisation/ Destaffing/DeContainerisation/DeUnitisation Charges	Rate per Kg	Rate per Pallet
B2.1	General	0.00	0.00
B1.2	Special Cargo		
a.	- Pharma items	0.00	0.00
b)	- Live Animals	0.00	0.00
c)	- Hazardous/ Dangerous Goods	0.00	0.00
d)	- Valuable Goods**	0.00	0.00
e)	- Perishable	0.00	0.00
f)	- Newspaper and TV reel consignments	0.00	0.00
g)	- Human remains, Coffin including unaccompanied baggage of Deceased and Human Eyes etc.	0.00	0.00
B3.	Demurrage Charges----Import Cargo	Rate in Rupees per Kilogram	Minimum rate per AWB
B3.1	General	1.25	225.00
B3.2	Special Cargo		
a.	- Pharma items	0.00	0.00
b)	- Live Animals	0.00	0.00
c)	- Hazardous/ Dangerous Goods	0.00	0.00
d)	- Valuable Goods**	10.00	1500.00
e)	- Perishable	0.70	150.00

Type of Cargo		Rate in Rupees per Kilogram	Minimum rate per AWB
f)	- Newspaper and TV reel consignments	0.00	0.00
g)	- Human remains, Coffin including unaccompanied baggage of Deceased and Human Eyes etc.	0.00	0.00
C1.1	Courier cargo facilitation	0.00	0.00
C1.2	X-ray charges	0.00	0.00
C1.3	Demurrage Charges		
	- Free Period	0.00	
	- 4th day to 10th day	0.00	
	- 11th day to 20th day	0.00	
	- 21st day to 30th day	0.00	
	- Beyond 30 days	0.00	
C2.	Outcoming Courier Charges -- International	Outbound (Import) PER KG.	MINIMUM Charge per Bag
C2.1	Courier cargo facilitation	0.00	0.00
C2.2	X-ray charges	0.00	0.00
C2.3	Demurrage Charges		
	- Free Period	0.00	
	- day to day	0.00	
	- day to day	0.00	
	- day to day	0.00	
	- Beyond days	0.00	

Type of Cargo		Rate in Rupees per Kilogram	Minimum rate per AWB
D.	Transshipment Cargo/Carting	Rate Per Kg	Minimum per AWB
D1.	Transshipment charges-international to international		
D1.1	General Cargo	3.00	250.00
D1.2	Special Cargo/DGR/Valuable/Perishable/Pharma	0.00	0.00
D1.3	Documentation Fee	0.00	0.00
D2.	Transshipment charges-international to domestic		
D2.1	General Cargo	3.00	250.00
D2.2	Special/Sensitive Cargo	0.00	0.00
D2.3	DGR/Valuable/Perishable/Pharma	0.00	0.00
D2.4	Documentation Fee	0.00	0.00
D3.	Transshipment charges-domestic to domestic		
D3.1	General Cargo	0.00	0.00
D3.2	Special/Sensitive Cargo	0.00	0.00
D3.3	DGR/Valuable/Perishable/Pharma	0.00	0.00
D3.4	Documentation Fee	0.00	0.00
E.	Customs Cost Recovery Charges	Rate Per Kg.	
E1	components of customs cargo recovery charges	0.00	
F.	EDI/IT Services (GMAX,WIPRO,SITA etc.)	Minimum rate per AWB	
F1	EDI/IT Services (GMAX,WIPRO,SITA etc.)	0.00	
G.	***Others Charges, if any	Minimum rate per Kg/AWB	

Type of Cargo	Rate in Rupees per Kilogram	Minimum rate per AWB
G1	Others Charges, if any	0.00


A. ABDUL REHIMAN
General Manager (Air Cargo Complexes)
Kerala State Industrial Enterprises Ltd.
Thiruvananthapuram-695 014