

F. No. AERA/20010/MYTP/Celebi/C/Del/CP-II/2016-17/Vol-I

Consultation Paper No. 08/2018-19



Airports Economic Regulatory Authority of India

To Consider the Annual Tariff Proposal for Tariff Year 2 to Tariff Year 5 (01.04.2017-18 to 01.04.2020-21) of the second control period (01.04.2016-31.03.2021) of M/s Celebi Delhi Cargo Terminal Management India Pvt. Ltd. for providing Cargo Handling services at Cargo Terminal, IGI Airport, New Delhi.

New Delhi: 29th June, 2018

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

The Authority had, after due Stakeholder Consultation, issued Multi Year Tariff Order (MYTO) No. 16/2016-17 dated 14.02.2017, ordering that the cargo handling service rendered by Celebi at IGI Airport, New Delhi, is “material but competitive” and hence the Authority will adopt “light touch approach” for determination of tariff for the second control period w.e.f. 01.04.2016-31.03.2021. The Authority also determined the tariff for 1st tariff year of the 2nd control period accordingly. Further the tariffs prevailing as on 31.03.2017 is extended upto 30.09.2018 vide various orders issued by AERA from time to time.

2. As per clause 7.4 of the Authority’s Guidelines [Airports Economic Regulatory Authority of India (Terms and Condition for determination of tariff for services provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft) Guidelines, 2011], after issuance of the MYTO, the service provider shall submit to the Authority its ATP (s), provided that an ATP shall be submitted at least 75 days prior to the start of the Tariff Year. As per the clause 11.2 of the Guidelines, the ATP is required to be submitted in the form and manner as provided in Appendix AI 8.2 wherein it is mentioned that the ATP should be supported by:

- Form B and Form F14 (b),
- Detail of consultation with stakeholders
- Evidence of User Agreements clearly indicating the Tariff(s) proposed by the service provider.

3. M/s Celebi Delhi Cargo Terminal Management India Private Limited (Celebi) has submitted its ATP for Tariff year 2 (2017-2018) and Tariff year 3 (2018-2019) vide submissions dated 17.10.2017 and 17.01.2018. Further ATP for Tariff year 4 (2019-20) and Tariff year 5 (2020-2021) were submitted vide submission dated 11.04.2018. M/s Celebi Delhi has also submitted the Annual Compliance Statement (ACS) for the FY 2016-17 duly certified by chartered accountant, audited financial statement for the FY 2016-17, projected statement of profit & loss for the FY 2017-18, copy of the user agreements and license agreement vide letter dated 17.01.2018.

4. On a review of the existing approved tariff rates of M/s Celebi Delhi with the proposed tariff rates for Tariff year 2 and Tariff year 3, it has been observed that Celebi has proposed for a 33% increase for most of their tariffs except for a few items such as export cargo unitization, export cargo ULD building – rebuilding, import cargo de-stuffing etc. for which they have proposed 100% increase. Further Celebi proposed 15% increase year on year for 2019-20 and 2020-21.

5. In support of the proposed increase in tariff, Celebi submitted that:

- a) Celebi has invested INR 420 crores upto Dec’ 17, but has not received adequate return on its investment. By March’ 18 this investment will be approx. Rs. 500 crores.
- b) Celebi has been unable to declare adequate dividend inspite of its promoters continuing to invest funds. In its last eight years of operation since commencement of business, Celebi has declared only 5% dividend.
- c) Celebi has a shortfall of INR 94 core (as on 1 April, 2018) during first control period which needs to be recovered.

- d) Revenue for first two years of second control period are lower by INR 349 crore as compared to our MYTP projections.
- e) Celebi had an average net profit margin of 3.4% in the last six years showing financial stress when compared with reasonably expected net profit margin of 15%.
- f) Celebi faces an additional burden due to an unexpected 46% increase in minimum wages as notified by the Government in Jan'17.
- g) In addition to unexpected increase in minimum wages, costs have increased due to inflationary impact.
- h) Celebi operates in a highly competitive environment as a result of which it has not increased airside tariffs since 2012.
- i) The skewed risk return profile has resulted in a loss of investors' confidence.
- j) While the proposed increase will impact the overall logistics costs of shipper and consignees, by only around 1%, it would help Celebi to overcome the potential financial stress.

6. The Authority observed the following from the submissions of M/s Celebi:

- i. M/s Celebi Delhi earned a profit of 20.14 crores for FY 2017-18 compare to the profit of Rs. 9.59 crores for FY 2016-17. The net profit margin for FY 2017-18 is 4% compare to 3% for FY 2016-17.
- ii. The proposed investment (excluding security deposit)during FY 2018-19 Rs.55.52 crores, FY 2019-20 Rs.12 crores & FY 2020-21 Rs. 12 crores.
- iii. Proposed to introduce Customs Facilitation Fee @ Rs. 0.35 per kg on international export & import cargos.
- iv. It is observed from the agreement with airlines, M/s Celebi is charging less than the tariff approved by AERA.
- v. The volume of cargo increased by 31% in 2017-18 compare to 2016-17 and the regulated revenue increased by 29 %.
- vi. M/s Celebi has conducted the user consultation meeting on 09.10.2017 and it is observed from the minutes of the meeting that BAR has requested for a review of the proposed increase in tariff.

7. The Authority has estimated the following revenue requirement for FY 2018-19 to 2020-21 based on the various submissions of M/s Celebi Delhi Cargo.

		2017-18 (Actual)	2018-19 (in Crores)	2019-20 (in Crores)	2020-21 (in Crores)
Volume in MT	1	540785	546013	570153	584471
Aero Revenue	2	432.26	453.60	495.40	528.87
Non Aero Revenue	3	8.58	9.44	10.38	11.42
Total Revenue	4	440.84	463.04	505.78	540.29
Operating Expenditure	5	218.12	234.95	258.57	280.44
Concession Fee	6	159.77	166.69	182.08	194.50
Depreciation	7	18.36	21.49	22.29	23.14
Total Expenditure	8	396.25	423.13	462.94	498.08
Profit	9	44.59	39.90	42.84	42.21
Tax @ 34.944%	10	15.32	13.94	14.97	14.75
Opening RAB	11	174.19	181.64	210.15	199.86
CAPEX Addition	12	25.81	50.00	12.00	12.00
Dep + Disposal	13	18.36	21.49	22.29	23.14
Closing RAB	14	181.64	210.15	199.86	188.72
Average RAB	15	177.92	195.90	205.01	194.29
Return on Average RAB @ 14%	16	24.91	27.43	28.70	27.20
ARR (8+10+22)	17	436.48	464.50	506.61	540.03
Short Fall (17-4)	18	-4.36	1.47	0.83	-0.26

8. M/s Celebi has included CSR expenses and Provision for doubtful debts in the proposed operating expenditure, however, the Authority has excluded the same from operating expenditure for calculating the ARR as per the table above. The Authority has also observed that 25% increase in tariff for FY 2018-19 and further 10% increase year on year is required to match the ARR as against the 33% for FY2018-19, and 15 % for 2019-20 & 2020-21 sought by M/s Celebi.

9. M/s Celebi has requested the Authority to consider interest free security deposit paid to DIAL as part of RAB and provide return on it. The year wise status of Security Deposit as submitted by M/s Celebi is given below:

2017-18 – Rs. 169 crores
2018-19 – Rs. 178 crores
2019-20 – Rs. 192 crores
2020-21 – Rs. 205 Crores

The Authority proposes to consider the view of stakeholders before taking a final decision on the return to be provided on security deposit.

10. The Authority has carefully considered the ATP for third, fourth and fifth tariff years submitted by Celebi and decided to make the following proposal for stakeholder consultation.

- (i) The Authority proposes to allow Celebi to continue the levy of tariffs existing as on 31.03.2017 for the Second Tariff year (2017-18) of Second Control Period.
- (ii) The Authority proposes 25% increase in existing tariff for 2018-19 (excluding the effect of return on security deposit) and further 10% increase year on year for 2019-20 and 2020-21 to meet the revenue requirement of M/s Celebi Delhi Cargo as stated in table at para 7 above. The proposed tariff card is attached as “**Annexure I**”.
- (iii) Tariff proposed as above will be maximum and demurrage free period shall be as per Government orders issued from time to time.

11. In accordance with the provisions of section 13(4) of the AERA Act, the proposal contained in para 10 above is hereby put forth for stakeholder consultation. To assist the stakeholders in making their submissions in a meaningful and constructive manner, necessary documents are enclosed at **Annexure – II**. For removal of doubts, it is clarified that the contents of this Consultation Paper may not be construed as any Order or Direction of the Authority. The Authority shall pass an Order, in the matter, only after considering the submissions of the stakeholders in response hereto and making such decision fully documented and explained in terms of the provisions of the Act.

12. The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 7 above, latest by **20.07.2018** 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**

CELEBBI DELHI CARGO TERMINAL MANAGEMENT INDIA PVT. LTD.

Form 14 (b): Annual Tariff Proposal for tariff year 3 (FY 2018 - 19)

S No	Tariff heading	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable				Rate applied on	Levied on	
TARIFF FOR HANDLING INTERNATIONAL CARGO								
	Particulars	Existing Rates (Rs.)	Proposed Rates (Rs.)					
			FY 18-19	FY 19-20	FY 20-21			
Tariff for Export Cargo handling								
1	TERMINAL STORAGE & PROCESSING	General	1.12	1.40	1.54	1.69	Per Kg	PDA (Pre Deposit Account)
		General Minimum Charges	220	274	301	332		
		Special	2.23	2.79	3.07	3.37		
		Special Minimum Charges	380	475	523	575		
		Valuable	2.23	2.79	3.07	3.37		
		Valuable Minimum Charges	380	475	523	575		
		Hazardous	3.33	4.16	4.58	5.04		
		Hazardous Minimum Charges	325	407	448	493		
		Pharmaceutical/Perishable	3.33	4.16	4.58	5.04		
		Pharmaceutical/Perishable Minimum Charges	325	406	447	492		
Express Delivery* : 25% more than the rate for the category the cargo falls under. Minimum Charges: 25% more than the minimum charge for the category the cargo falls under								
2	DEMMURRAGE-General	Minimum Charges	1.36	1.70	1.87	2.06	Per Kg per day, Free Period of 12 hrs for Agent	PDA
			230	287	315	347		
3	DEMMURRAGE-Special	Minimum Charges	1.65	2.06	2.27	2.50	Per Kg per day, Free Period of 36 Hrs for Airlines	Airlines
			2.31	2.89	3.18	3.49	Per Kg per day, Free Period of 12 hrs for Agent	PDA
4	DEMMURRAGE-Valuable	Minimum Charges	3.30	4.13	4.54	4.99	Per Kg per day, Free Period of 36 Hrs for Airlines	Airlines
			3.86	4.83	5.31	5.84	Per Kg per day, Free Period of 12 hrs for Agent	PDA
5	DEMMURRAGE-Perishable / Pharmaceutical	Minimum Charges	375	469	516	567		
			2.31	2.89	3.18	3.49	Per Kg per day, Free Period of 12 hrs for Agent	PDA
6	X-RAY Machine Charges	Minimum Charges	3.30	4.13	4.54	4.99	Per Kg per day, Free Period of 36 Hrs for Airlines	Airlines
			2.31	2.89	3.18	3.49	Per Kg per day, Free Period of 12 hrs for Agent	PDA
7	X-RAY Screening & Certification Charges	Minimum Charges	380	475	523	575		
			1.00	1.25	1.38	1.51	Per Kg	Airlines
8	Unitization	General	1.30	1.63	1.79	1.97	Per Kg	Airlines
		Special	1.30	1.63	1.79	1.97		Airlines
		Bulk	0.75	0.94	1.03	1.13		Airlines
9	Express Unitization		25% more than the rate for the category the cargo falls under.			per Kg	Airlines	
10	Documentation and supervision services		2.00	2.20	2.42	per Kg	Airlines	

* Cargo Acceptance & Loading within 4 hours from ETD for RFC (ready for carriage) AWBs

TSP and Demurrage Charges are applicable on Gross Weight or Chargeable weight, whichever is higher.

^ Applicable for unitization of containers within 2 hours of departure and for unitization of pallets within 3 hours of departure

S No	Tariff heading	Price (INR)				Rate applied on	Levied on	
		Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable						
Tariff for other Export Cargo handling services (for both scheduled and Non-scheduled operators)								
9	RE-PACKING	Minimum Charges per Airway Bill	25.09	31.36	34.50	37.95	PDA	
		Packaging / Re-packaging charges per package (lots of 50) per shipping bill	12.54	15.68	17.24	18.97		
10	WEIGHT DIFFERENCE	For the weight difference of more than 2% and up to 5% of the declared weight, penal charges double the applicable TSP charges will be levied. For variation above 5% of the declared weight, the penal charges will be 5 times the applicable TSP charges of the differential weight. No penal charge will be levied for variation up to and inclusive of 2% of the declared weight This will not be applicable for valuable cargo					PDA	
11	DGR/Live Animal Acceptance Fee		3390	4,238	4,661	5,127	Per Checklist	PDA
12	DGD Preparation and Acceptance Fee		6780	8,475	9,323	10,255	Per Checklist	PDA
13	Pet Assistance		1255	1,569	1,726	1,898	Per Checklist	PDA
14	ULD Cleaning Charges		6000	7,500	8,250	9,075	per ULD	Airlines
15	HAWB Consolidation Charges			905	996	1,095	Per HAWB	PDA
16	Dry Ice Acceptance Check		880	1,100	1,210	1,331	Per AWB	PDA
17	Miscellaneous Activity Charges*		1000	1,250	1,375	1,513	per HAWB	Airlines/ PDA
18	Miscellaneous Packing Charges*		100	125	138	151	per packet	Airlines
19	Miscellaneous Packing Charges - Metal*		200	250	275	303	per AWB	Airlines
20	ULD Building-rebuilding Charges		1.30	1.63	1.79	1.97	Per Kg	Airlines
21	ULD Customization		2510	3,138	3,451	3,796	per ULD	PDA
22	SKID charges		415	519	571	628	per SKID	PDA
23	Build Up Unit (BU?) Acceptance		600	750	825	908	Per BUP	Airlines
24	Empty Pallet Stack		600	750	825	908	Per Stack	Airlines
25	Withdraw Shipment (X-RAY)		1.00	1.25	1.38	1.51	Per Kg	PDA
		Minimum Charges	120	150	165	182	Per Kg	PDA
26	Withdraw Shipment (Demurrage)		1.65	2.06	2.27	2.50	Per Kg Per Day	PDA
27	Customs Facilitations Fee			0.35	0.39	0.42	Per Kg	PDA

*Not covered elsewhere

Notes:

- Consignment of human remains, coffins including baggage of deceased & Human eyes will be exempted from the purview of TSP and demurrage charges
- TSP charges is inclusive of forklift use inside the terminal. No additional forklift charges will be levied
- Charges will be levied on "gross weight" or the "chargeable weight" of the consignment, whichever is higher. Wherever the "gross weight" and (or) volume weight is wrongly indicated on the AWB and is actually found more, charges will be levied on the "actual gross weight" or the "actual volumetric weight" whichever is higher.
- Special cargo consists of perishable and temperature sensitive products, live animals, hazardous goods, valuables and/or any other such cargo which requires/has special handling/storage instructions
- Valuable cargo consists of gold, bullion, currency notes, securities, shares, share coupons, travelers' cheque, diamonds (including diamonds for industrial use), diamond jewelry & watches made of silver, gold, platinum and items valued at USD 1000 per kg and above.
- All invoices will be rounded off to nearest of Rs. 5/- as per IATA TACT Rule book vide Clause No. 5.7.2, rounding off procedure, when rounding off Unit is 5.

For Example:

When the results of calculations are between / and		Rounded off amount will be
102.5 – 107.4		105
107.5 – 112.4		110

S No	Tariff heading	Price (INR)				Rate applied on	Levied on	
		Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable						
Tariff for Import Cargo handling								
1	TERMINAL STORAGE & PROCESSING	General	6.78	8.48	9.32	10.25	Per Kg	PDA
		General Minimum Charges	185	231	254	280		
		Special	12.2	15.25	16.78	18.45		
		Special Minimum Charges	330	413	454	499		
		Valuable	12.2	15.25	16.78	18.45		
		Valuable Minimum Charges	330	413	454	499		
		Hazardous	12.2	15.25	16.78	18.45		
		Hazardous Minimum Charges	330	413	454	499		
		Pharmaceutical/Perishable	12.2	15.25	16.78	18.45		
		Pharmaceutical/Perishable Minimum Charges	330	413	454	499		
Express Delivery* : 25% more than the rate for the category the cargo falls under. Minimum Charges: 25% more than the minimum charge for the category the cargo falls under								
2	DEMURRAGE -General		2.09	2.61	2.87	3.16	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	PDA
		Minimum Charges	485	606	667	734	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	
			4.20	5.25	5.78	6.35	Between 96 hrs to 696 hrs per kg	
			6.24	7.80	8.58	9.44	Beyond 696 hrs	
3	DEMURRAGE -Special		4.20	5.25	5.78	6.35	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	PDA
		Minimum Charges	945	1,181	1,299	1,429	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	
			8.33	10.41	11.45	12.60	Between 96 hrs to 696 hrs per kg	
			12.47	15.59	17.15	18.86	Beyond 696 hrs	
4	DEMURRAGE -Valuable		8.33	10.41	11.45	12.60	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	PDA
		Minimum Charges	1865	2,331	2,564	2,821	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	
			16.65	20.81	22.89	25.18	Between 96 hrs to 696 hrs per kg	
			25.00	31.25	34.38	37.81	Beyond 696 hrs	
5	DEMURRAGE -Pharmaceutical / Perishable		8.33	10.41	11.45	12.60	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	PDA
		Minimum Charges	1865	2,331	2,564	2,821	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	
			16.69	20.86	22.95	25.24	Between 96 hrs to 696 hrs per kg	
			25.00	31.25	34.38	37.81	Beyond 696 hrs	
6	DE-STUFFING CHARGES		1.30	1.63	1.79	1.97	Per Kg	Airlines
		Minimum Charges	265	331	364	401	Per kg	Airlines
7	Documentation and supervision services			2.00	2.20	2.42	per Kg	Airlines

*Cargo Delivery within 4 hours from ATA or TOR which ever is later (subject to Customs clearance)
TSP and Demurrage Charges are applicable on Gross Weight or Chargeable weight, whichever is higher.

S No	Tariff heading	Price (INR)				Rate applied on	Levied on
		Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable					
Tariff for other Import Cargo handling services (for both scheduled and Non-scheduled operators)							
8	Packing Charges	16.93	21.16	23.28	25.61	Per packet	PDA
9	Delivery Order Charges	1570	1,963	2,159	2,375	Per MAWB	Airlines / PDA
		785	981	1,079	1,187	Per HAWB	Airlines / PDA
10	HAWB Deconsolidation Charges		905	996	1,095	Per HAWB	PDA
11	Pet Assistance	1255	1,569	1,726	1,898	Per Checklist	PDA
12	Offloading (Destuff Cargo)		1.43	1.79	1.97	Per Kg	Airlines
		Minimum Charges	265	331	364	401	Per Kg
13	Miscellaneous Activity Charges*		1,500	1,650	1,815	per HAWB	Airlines
14	Post Delivery Holding Charges		3.00	3.30	3.63	per kg per day	PDA
15	Customs Facilitations Fee		0.35	0.39	0.42	Per Kg	PDA

Notes:

1. Consignment of human remains, coffins including baggage of deceased & Human eyes will be exempted from the purview of TSP and demurrage charges
2. TSP charges is inclusive of forklift use inside the terminal. No additional forklift charges will be levied
3. Charges will be levied on "gross weight" or the "chargeable weight" of the consignment, whichever is higher. Wherever the "gross weight" and (or) volume weight is wrongly indicated on the AWB and is actually found more, charges will be levied on the "actual gross weight" or the "actual volumetric weight" whichever is higher.
4. Special cargo consists of perishable and temperature sensitive products, live animals, hazardous goods, valuables and/or any other such cargo which requires/has special handling/storage instructions
5. Valuable cargo consists of gold, bullion, currency notes, securities, shares, share coupons, travelers' cheque, diamonds (including diamonds for industrial use), diamond jewelry & watches made of silver, gold, platinum and items valued at USD 1000 per kg and above.
6. All invoices will be rounded off to nearest of Rs. 5/- as per IATA TACT Rule book vide Clause No. 5.7.2, rounding off procedure, when rounding off Unit is 5.

For Example:	When the results of calculations are between / and	Rounded off amount will be
	102.5 – 107.4	105
	107.5 – 112.4	110

Demurrage Charges:

1. The 'Free Period' would be 48 hours
2. Calculation of free period would start from segregation time reflected in ICEGATE till generation of the Gate Pass.
3. Prevailing business hours remain unchanged
4. Number of hours applicable for demurrage will be calculated as time between segregation time reflected in ICEGATE and the "Time of Issue of Gate pass". Each 24 hrs cycle will be 01 day and any part thereof will be counted as full day.
5. After expiry of the stipulated free period, next 48 hours will be charged on 'per kg per day non-cumulative basis', inclusive of holidays, provided the consignment is cleared within 96 hours from segregation time reflected in ICEGATE.
6. After expiry of the stipulated free period i.e., 48 hrs, if the total time between segregation time reflected in ICEGATE and generation of the Gate Pass exceeds 96 hrs, Demurrage Charges will be levied on cumulative basis inclusive of holidays from the date and segregation time reflected in ICEGATE.
7. The tariff charged will be applicable as per the tariff prevailing at the time of invoicing.

S No	Tariff heading	Price (INR)				Rate applied on	Levied on	
		Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable						
Tariff for handling Transshipment cargo								
1	DEMURRAGE -General		2.09	2.61	2.87	3.16	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	Airlines Applicable on International to Domestic TP
		Minimum Charges	485	606	667	734	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	
			4.20	5.25	5.78	6.35	Between 96 hrs to 696 hrs per kg	
			6.24	7.80	8.58	9.44	Beyond 696 hrs	
2	DEMURRAGE -Special		4.2	5.25	5.78	6.35	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	Airlines Applicable on International to Domestic TP
		Minimum Charges	945	1,181	1,299	1,429	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	
			8.33	10.42	11.46	12.60	Between 96 hrs to 696 hrs per kg	
			12.47	15.58	17.14	18.85	Beyond 696 hrs	
3	DEMURRAGE -Valuable		8.33	10.41	11.45	12.60	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	Airlines Applicable on International to Domestic TP
		Minimum Charges	1865	2,331	2,564	2,821	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	
			16.65	20.82	22.90	25.19	Between 96 hrs to 696 hrs per kg	
			25.00	31.25	34.37	37.81	Beyond 696 hrs	
4	DEMURRAGE -Pharmaceutical / Perishable		8.33	10.41	11.45	12.60	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	Airlines Applicable on International to Domestic TP
		Minimum Charges	1865	2,331	2,564	2,821	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	
			16.65	20.82	22.90	25.19	Between 96 hrs to 696 hrs per kg	
			25.00	31.25	34.37	37.81	Beyond 696 hrs	
5	DEMURRAGE -General		1.65	2.06	2.27	2.50	Per Kg per day, Free period of 36 hours for Airlines	Airlines, Applicable on International to International & Domestic to International TP
6	DEMURRAGE -Special		3.30	4.13	4.54	4.99	Per Kg per day, Free period of 36 hours for Airlines	
7	DEMURRAGE -Valuable		3.30	4.13	4.54	4.99	Per Kg per day, Free period of 36 hours for Airlines	
8	DEMURRAGE -Pharmaceutical / Perishable		3.30	4.13	4.54	4.99	Per Kg per day, Free period of 36 hours for Airlines	
9	Sector Charges		1.50	1.88	2.06	2.27	Per kg	Airlines
10	Quick Ramp Transfer			3.00	3.30	3.63	Per Kg	Airlines
11	Carting charges - Transshipment		2.25	2.81	3.09	3.40	Per kg	Airlines
		Minimum Charges	155	194	213	234		
12	Ramp to Ramp Loose (Incoming Loose and Outgoing Loose)		120	150	165	182	Per AWB	Airlines
13	Ramp to Ramp Loose (Incoming Loose and Outgoing Loose)		120	150	165	182	Per AWB	Airlines
14	TP -destuffing charges		1.30	1.63	1.79	1.97	Per kg	Airlines
		Minimum Charges	265	331	364	401	Per kg	Airlines

TSP and Demurrage Charges are applicable on Gross Weight or Chargeable weight, whichever is higher.

S No	Tariff heading	Price (INR)				Rate applied on	Levied on
		Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable					
Other Exceptional Charges (for both scheduled and Non-scheduled operators)							
1	Bag handling charges		1.57	1.96	2.16	2.37	Per kg Airlines
		Minimum Charges	560	700	770	847	
2	Segregation charges (All ammendments / HAWB feeding / Re-weight of import consignments/ HAWB Deconsolidation)		680	851	936	1,030	Per HAWB PDA
3	Overtime Fee for Gate Pass Generation (between 1600-1800 hrs)		680	851	936	1,030	Per gate pass PDA
4	Electricity Charge for RKN container		1452	1,815	1,997	2,196	per container per day Airlines
5	Charges collect fee		630	788	866	953	Per AWB/HAWB PDA
6	Ramp to Ramp Transfer		500	625	688	756	Per ULD Airlines
7	Equipment / Manpower Charges	10 ton Forklift	3000	3,750	4,125	4,538	Per hour Airlines
		05 ton forklift	1500	1,875	2,063	2,269	
		03 ton forklift	975	1,219	1,341	1,475	
		Crane	6000	7,500	8,250	9,075	
		16 ton forklift	6000	7,500	8,250	9,075	
		Additional Staff (Blue Collar)	500	625	688	756	
		Security	1000	1,250	1,375	1,513	
Gunman	1500	1,875	2,063	2,269			
8	Gola charges		65	81	89	98	PDA
9	wrong Marking/Labeling	Minimum charges	690	863	949	1,044	Per AWB
10	Damaged shipments "not in ready to carriage condition"	Maximum charges	2700	3,375	3,713	4,084	Applicable TC Charge PDA
11	Security Escort Service (Within the Airport)		1255	1,569	1,726	1,898	Per Manhour or part hereof Airline / PDA
12	Cool Dolly Charge		1885	2,356	2,592	2,851	Per Dolly per trip Airline / PDA
Notes:							
1. Consignment of human remains, coffins including baggage of deceased & Human eyes will be exempted from the purview of TSP and demurrage charges							
2. TSP charges is inclusive of forklift use inside the terminal. No additional forklift charges will be levied							
3. Charges will be levied on "gross weight" or the "chargeable weight" of the consignment, whichever is higher. Wherever the "gross weight" and (or) volume weight is wrongly indicated on the AWB and is actually found more, charges will be levied on the "actual gross weight" or the "actual volumetric weight" whichever is higher.							
4. Special cargo consists of perishable and temperature sensitive products, live animals, hazardous goods, valuables and/or any other such cargo which requires/has special handling/storage instructions							
5. Valuable cargo consists of gold, bullion, currency notes, securities, shares, share coupons, travelers' cheque, diamonds (including diamonds for industrial use), diamond jewelry & watches made of silver, gold,							
6. All invoices will be rounded off to nearest of Rs. 5/- as per IATA TACT Rule book vide Clause No. 5.7.2, rounding off procedure, when rounding off Unit is 5.							
For Example:							
		When the results of calculations are between / and			Rounded off amount will be		
			102.5 – 107.4		105		
			107.5 – 112.4		110		

S No	Tariff heading	Price (INR)				Rate applied on	Levied on	
		Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable						
TARIFF FOR HANDLING DOMESTIC CARGO								
Tariff for handling Inbound domestic cargo								
1	Terminal Storage and Processing - General & Couriers	General	1.01	1.26	1.39	1.53	Per kg	PDA
		Special	2.00	2.50	2.75	3.03		
		Couriers	1.01	1.26	1.39	1.53		
		Minimum Charges per AWB	25.00	31.25	34.38	37.81		
		Express Delivery* : 25% more than the rate for the category the cargo falls under. Minimum Charges: 25% more than the minimum charge for the category the cargo falls under						
2	Handling Charges	0.90	1.13	1.24	1.36	Per kg	Airlines	
3	Documentation and supervision services		2.00	2.20	2.42	per Kg	Airlines	
* TOR to delivery within 45 minutes								
Tariff for handling Outbound domestic cargo								
1	Terminal Storage and Processing - General & Couriers	General	1.01	1.26	1.39	1.53	Per kg	PDA
		Special	2.00	2.50	2.75	3.03		
		Couriers	1.01	1.26	1.39	1.53		
		Minimum Charges per AWB	25.00	31.25	34.38	37.81		
		Express Delivery* : 25% more than the rate for the category the cargo falls under. Minimum Charges: 25% more than the minimum charge for the category the cargo falls under						
2	Handling Charges	0.90	1.13	1.24	1.36	Per kg	Airlines	
3	Documentation and supervision services		2.00	2.20	2.42	per Kg	Airlines	
4	X-RAY Machine Charges	1.00	1.25	1.38	1.51	Per kg	Airlines	
	Minimum Charges		120	132	145	Per kg	Airlines	
5	X-RAY Screening & Certification Charge	1.00	1.25	1.38	1.51	Per Kg	Airlines	
* within 2.5 hours prior to departure								
Tariff for other domestic cargo handling services								

S No	Tariff heading	Price (INR)				Rate applied on	Levied on	
		Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable						
1	Transshipment cargo & Offloaded cargo		1.00	1.25	1.38	1.51	Per kg	Airlines
2	Demurrage charges	General	0.90	1.13	1.24	1.36	Per Kg per day. Free period of 24 hrs	Airlines/PDA
		Special	1.79	2.24	2.46	2.71		
		Couriers	0.90	1.13	1.24	1.36		
3	DGR acceptance check	Per AWB subject to maximum of 20 pieces per AWE.	1,600	2,000	2,200	2,420		Airlines
		Additional pieces will be charged .,per additional piece	64	80	88	97		
4	Dry ice acceptance checklist		1,000	1,250	1,375	1,513	per AWB	Airlines
5	Live animal acceptance and handling		1,795	2,244	2,468	2,715	per AWB	Airlines
6	Unitization		1.10	1.38	1.51	1.66	per Kg	Airlines
7	Miscellaneous Activity Charges*		1,000	1,250	1,375	1,513	per AWB/ packet	Airlines
8	Miscellaneous Packing Charges*		100	125	138	151	per AWB/ packet	Airlines
9	Valuable handling		637	796	876	963	per AWB	Airlines
10	Withdraw Shipment (Demurrage)			1.08	1.19	1.31	Per Kg	PDA
		Minimum Charges		25	28	30		
11	Packing Charges - Small			2.00	2.20	2.42	per piece	PDA
12	Packing Charges - Medium			3.00	3.30	3.63	per piece	PDA
13	Packing Charges - Large			7.00	7.70	8.47	per piece	PDA
<i>* Not covered elsewhere</i>								
Tariff for EICI Terminal								
1	X-RAY Machine Charges		1.12	1.40	1.54	1.69	Per Kg	Airlines / PDA
2	X-RAY Screening & Certification Charge		1.12	1.40	1.54	1.69	Per Kg	Airlines / PDA
3	Handling Charges - Outbound		1,465	1,831	2,014	2,216	Per Ton, Up to 1000 Tons	Airlines / PDA
			1,420	1,775	1,953	2,148	Per Ton for more than 1000 Tons	Airlines / PDA
		Minimum Charges		150	165	182		Airlines / PDA
4	Handling Charges - Inbound		1,050	1,313	1,444	1,588	Per Ton	Airlines / PDA
		Minimum Charges		150	165	182		Airlines / PDA
5	Access Control			2.00	2.20	2.42	Per kg	Airlines

Ref No:- CELEBI/DEL/CFO/2018/06/103

Dated: 22nd June, 2018

To,

The Chairman,
Airports Economic Regulatory Authority of India (AERA),
AERA Building,
Administrative Complex,
Safdarjung Airport,
New Delhi – 110003

Subject: Submission of ATP for FY 2018-19, FY 2019-20 and FY 2020-21 of Çelebi Delhi Cargo Terminal Management India Private Limited and request for early approval of the same.

Reference: Our Submission of ATP for FY 2017-18 and FY 2018-19 of Çelebi Delhi Cargo Terminal Management India Private Limited dated 17th Oct, 2017.

Dear Sir,

We would like to submit that our Annual Tariff Proposals for FY 2018-19, FY 2019-20 and FY 2020-21 is pending approval from your end. We would request your good office to kindly expedite the process and provide us the approval at the earliest.

We have almost completed the first quarter of FY 2018-19 and therefore our request for tariff increase needs further increase than proposed to achieve the annual increase proposed for the current financial year.

We would also like to submit that we have paid huge amount of interest free security deposit to our concessioning authority as per the agreement and therefore the same may be considered as part of RAB (Regulatory Asset Base), to enable us to get adequate return on the same. The status of security deposit paid / payable to DIAL is as under :



ÇELEBI DELHI CARGO TERMINAL MANAGEMENT INDIA PVT. LTD.

E-Mail. : info@celebiaviation.in



Security Deposit (in 000)	2017-18	2018-19	2019-20	2020-21
As on March	1,454,981	1,692,243	1,779,443	1,921,254
Addition in April (based on revenue of previous FY)	237,262	87,201	141,811	126,539
As on April	1,692,243	1,779,443	1,921,254	2,047,793

We hope that AERA would consider and approve our tariffs proposed in the Annual Tariff Proposal for FY 2018-19, FY 2019-20 and FY 2020-21.

Thanking you for your consideration.

Yours Sincerely,

Amitava Kundu
(Chief Financial Officer)

CELEBI DELHI CARGO TERMINAL MANAGEMENT (I) PVT.LTD.
Annual Compliance Statement

Annexure - 1

Cargo - Form F 16 - Performance Report for the Tariff Year

Financial Year 2016-17

Particulars	Actuals as per financials for the Tariff Year under consideration	Forecast as per the committed MYTP
(A)	(B)	(C)
Total revenue from Regulated Services (1)	3,032,150,357	5,181,287,786
Total revenue services other than from Regulated Services (2)	351,033,720	276,139,351
Operating Expenditure (3)	2,986,165,826	3,802,748,258
Depreciation (4)	144,261,423	129,271,957
Total Expenditure (3) + (4) = (5)	3,130,427,249	3,932,020,216
Regulatory Operating Profit (1) - (5) = (6)	-98,276,892	1,249,267,571
Capital expenditure (7)**	161,892,162	269,000,000
Opening RAB (8)	1,724,301,331	3,137,890,448
Disposals/Transfers (9)	0.0	0.0
Closing RAB (8) + (7) - (4) - (9) = (10)*	1,741,932,070	3,277,618,490
Average RAB (8) + (10)/2 = (11)	1,733,116,701	3,207,754,469
Return on Average RAB (6) / (11)	-0.06	0.39*
Total Volume (MT) (12)	413,602	383,435
Actual Yield per unit (12/1)	7,331	13,513

Notes:

* Return on average RAB under MYTP includes recovery of shortfall of 1st control period.

** Capital Expenditure incurred during the year is after reduction of capitalized exchange fluctuation gain of Rs.59,73,604

We have issued similar certificate after considering the Security deposit of Rs.1,375,530,422/- paid by the Company to Delhi International Airport Limited for RAB purposes on 17th January, 2018. However, on specific request from the Company to exclude the Security deposit from RAB Calculation, we have revised the computation and computed Actual Yield per unit.

Place: Bengaluru

Date : 10th May, 2018



CHARTERED ACCOUNTANT CERTIFICATE

We M/s. Brahmayya & Co., Chartered Accountants have performed agreed upon procedures agreed with respect to certification of performance report for Tariff Year 2017-18 as per formats prescribed by Airport Economic Regulatory Authority (the Authority) through their guidelines issued on 10th January, 2011 under the category "Material but Competitive" of M/s. Celebi Delhi Cargo Terminal Management India Private Limited (the Company) having its registered office at Room No.CE-05, First Floor, Import Building II, International Cargo Terminal, IGI Airport, New Delhi - 110037. Our engagement was undertaken in accordance with the standard of related services(SRS) 4400 on "Engagements to perform Agreed upon procedures regarding Financial Information" issued by Institute of Chartered Accountants of India.

In connection with certification of the Annual Performance Report for Tariff Year 2017-18 vide formats F 16 to F 19 prescribed by the Authority we have reviewed financial statements of the Company and Multi Year Tariff Proposal (MYTP) submitted by the Company before the Authority and certify that the figures as disclosed in Annexure 1 to Annexure 4 (From F 16 to F19) are in accordance with the financials approved by the Board of Directors of the Company and MYTP submitted by the Company.

Since the procedures performed in connection with the above Certification do not constitute an audit or a review made in accordance with the generally accepted auditing standards in India, accordingly we do not express any opinion.

This report should not be used, circulated, quoted, or otherwise referred to for any other purposes or any other document, except that reference may be made to it in any documents to be submitted to the Airport Economic Regulatory Authority.

For Brahmayya & Co.,
Firm Registration No.000515S
Chartered Accountants



G. Srinivas
Partner
Membership No.086761

Place: New Delhi
Date: 24th May, 2018



CELEBI DELHI CARGO TERMINAL MANAGEMENT (I) PVT.LTD.
Annual Compliance Statement

Annexure - 1

Cargo - Form F 16 - Performance Report for the Tariff Year

Financial Year 2017-18

Particulars	Actuals as per financials for the Tariff Year under consideration	Forecast as per the committed MYTP
(A)	(B)	(C)
Total revenue from Regulated Services (1)	3,90,81,56,963	5,25,11,06,808
Total revenue services other than from Regulated Services (2)	41,43,94,298	22,51,82,888
Operating Expenditure (3)	3,68,77,88,193	4,03,14,91,811
Depreciation (4)	18,36,20,802	15,26,67,928
Total Expenditure (3) + (4) = (5)	3,87,14,08,995	4,18,41,59,739
Regulatory Operating Profit (1) - (5) = (6)	3,67,47,968	1,06,69,47,069
Capital expenditure (7)**	25,80,96,823	86,20,00,000
Opening RAB (8) ***	1,74,19,32,070	3,27,76,18,490
Disposals/Transfers (9)	0.0	0.0
Closing RAB (8) + (7) - (4) - (9) = (10)*	1,81,64,08,091	3,98,69,50,562
Average RAB (8) + (10)/2 = (11)	1,77,91,70,081	3,63,22,84,526
Return on Average RAB (6) / (11)	0.02	0.29*
Total Volume (MT) (12)	5,40,785	3,76,187
Actual Yield per unit (12/1)	7,227	13,959

Notes:

* Return on average RAB under MYTP includes recovery of shortfall of 1st control period.

** Actual Capital Expenditure incurred during the year is including capitalized exchange fluctuation loss of Rs. 8,22,000/-

*** RAB disclosed under the head actuals is without considering the security deposit paid by Celebi to Delhi International Airport Limited

Place: New Delhi

Date : 24th May, 2018



**CELEBI DELHI CARGO TERMINAL MANAGEMENT (I) PVT.LTD.
Annual Compliance Statement**

Annexure - 2
Financial Year 2017-18

Cargo - Form F 17 - Revenues from Regulated Services recovered during the Tariff Year

Particulars	Actuals as per financials for the Tariff Year under consideration	Forecast as per the committed MYTP
(A)	(B)	(C)
Cargo Operational Income	3,90,81,56,963	5,25,11,06,808
Total Revenues From Tariffs from Regulated Services	3,90,81,56,963	5,25,11,06,808

Place: New Delhi
Date : 24th May, 2018



CELEBI DELHI CARGO TERMINAL MANAGEMENT (I) PVT.LTD.
Annual Compliance Statement

Annexure - 3

Financial Year 2017-18

Cargo - Form F 18 - Revenues from services other than Regulated Services recovered during the Tariff Year

Particulars	Actuals as per financials for the Tariff Year under consideration	Forecast as per the committed MYTP
(A)	(B)	(C)
Rental Income	38,54,45,794	13,16,74,507
Other Income *	2,89,48,504	9,35,08,381
Total Revenues from services other than Regulated Services	41,43,94,298	22,51,82,888

Other Income doesn't include interest income, income from investments, facility reimbursement, excess provision writtenback etc., totalling to Rs.8,58,38,301/-

Place: New Delhi

Date : 24th May, 2018



**CELEBI DELHI CARGO TERMINAL MANAGEMENT (I) PVT.LTD.
Annual Compliance Statement**

Annexure - 4

Cargo - Form F 19 - Operating Expenditure incurred during the Tariff Year

Financial Year 2017-18

Particulars	Actuals as per financials for the Tariff Year under consideration	Forecast as per the committed MYTP
(A)	(B)	(C)
Payroll Cost	54,55,80,181	43,11,44,705
Administrative & General Cost	18,58,29,289	18,26,47,307
Utilities & Outsourcing Costs	77,11,09,355	86,81,67,087
Concession Fees	1,59,77,12,269	1,99,06,69,334
Repair & Maintenance Costs	12,56,24,178	15,15,72,638
Operating expenditure not identified	46,19,32,921	40,72,90,739
Total operating expenditure	3,68,77,88,193	4,03,14,91,811

Place: New Delhi

Date : 24th May, 2018



CELEBI DELHI CARGO TERMINAL MANAGEMENT INDIA PVT. LTD.
Form 14 (b) Annual Tariff Proposal for tariff year 3 (FY 2018 - 19)

17

S No	Tariff heading	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Rate applied on	Levied on	
TARIFF FOR HANDLING INTERNATIONAL CARGO						
		Existing Rates	Proposed Rates			Changes in % (Existing v/s Proposed Rates)
Tariff for Export Cargo handling						
1	TERMINAL STORAGE & PROCESSING	General: 1.12, Minimum Charges 220	General: 1.49, Minimum Charges 505	Per Kg	PDA	33% Minimum Charges 130%
		Special: 2.23, Minimum Charges 380	Special: 2.97, Minimum Charges 505			33% Minimum Charges 33%
		Valuable: 2.23, Minimum Charges 380	Valuable: 2.97, Minimum Charges 505			33% Minimum Charges 33%
		Hazardous: 3.33, Minimum Charges 325	Hazardous: 4.43, Minimum Charges 505			33% Minimum Charges 55%
		Pharmaceutical/Perishable: 3.33, Minimum Charges 325	Pharmaceutical/Perishable: 4.43, Minimum Charges 430			33% Minimum Charges 55%
		Express Delivery* : 25% more than the rate for the category the cargo falls under. Minimum Charges: 25% more than the minimum charge for the category the cargo falls under	Express Delivery* : 25% more than the rate for the category the cargo falls under. Minimum Charges: 25% more than the minimum charge for the category the cargo falls under			
2	DEMMURRAGE-General	1.36, Minimum Charges 230	1.81, Minimum Charges 505	Per Kg per day, Free Period of 12 hrs for Agent	PDA	33% Minimum Charges 120%
		1.65	2.19	Per Kg per day, Free Period of 36 Hrs for Airlines	Airlines	33%
3	DEMMURRAGE-Special	2.31, Minimum Charges 380	3.07, Minimum Charges 505	Per Kg per day, Free Period of 12 hrs for Agent	PDA	33% Minimum Charges 33%
		3.30	4.39	Per Kg per day, Free Period of 36 Hrs for Airlines	Airlines	33%
4	DEMMURRAGE-Valuable	3.86, Minimum Charges 375	5.13, Minimum Charges 500	Per Kg per day, Free Period of 12 hrs for Agent	PDA	33% Minimum Charges 33%
		3.30	4.39	Per Kg per day, Free Period of 36 Hrs for Airlines	Airlines	33%
5	DEMMURRAGE-Perishable / Pharmaceutical	2.31, Minimum Charges 380	3.07, Minimum Charges 505	Per Kg per day, Free Period of 12 hrs for Agent	PDA	33% Minimum Charges 33%
		3.30	4.39	Per Kg per day, Free Period of 36 Hrs for Airlines	Airlines	33%
6	X-RAY Machine Charges	1.00 Minimum Charges 120	2.00 Minimum Charges 240	Per Kg	Airlines	33% Minimum Charges 100%
7	X-RAY Screening & Certification Charges	1.00 Minimum Charges 120	1.33 Minimum Charges 160	Per Kg	Airlines	33% Minimum Charges 33%
8	Unitization	General: 1.30	General: 2.60	Per Kg	Airlines	100%
		Special: 1.30	Special: 2.60		Airlines	100%
		Bulk: 0.75	Bulk: 1.50		Airlines	100%
9	Express Unitization [^]		25% more than the rate for the category the cargo falls under.	per Kg	Airlines	New Service
10	Documentation and supervision services		2.00	per Kg	Airlines	New Service
* Cargo Acceptance & Loading within 4 hours from ETD for RFC (ready for carriage) AWBs						
TSP and Demurrage Charges are applicable on Gross Weight or Chargeable weight, whichever is higher.						
[^] Applicable for unitization of containers within 2 hours of departure and for unitization of pallets within 3 hours of departure						
Tariff for other Export Cargo handling services (for both scheduled and Non-scheduled operators)						
9	RE-PACKING	Minimum Charges 25.09 per Airway Bill Packaging / Re-packaging charges will be 12.54 per package (lots of 50) per shipping bill	Minimum Charges 33.37 per Airway Bill Packaging / Re-packaging charges will be 16.68 per package (lots of 50) per shipping bill		PDA	33%

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S No	Tariff heading	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Rate applied on	Levied on	
10	WEIGHT DIFFERENCE	For the weight difference of more than 2% and up to 5% of the declared weight, penal charges double the applicable TSP charges will be levied. For variation above 5% of the declared weight, the penal charges will be 5 times the applicable TSP charges of the differential weight. No penal charge will be levied for variation up to and inclusive of 2% of the declared weight This will not be applicable for valuable cargo	For the weight difference of more than 2% and up to 5% of the declared weight, penal charges double the applicable TSP charges will be levied. For variation above 5% of the declared weight, the penal charges will be 5 times the applicable TSP charges of the differential weight. No penal charge will be levied for variation up to and inclusive of 2% of the declared weight This will not be applicable for valuable cargo		PDA	
11	DGR/Live Animal Acceptance Fee	3390	4510	Per Checklist	PDA	33%
12	DGD Preparation and Acceptance Fee	6780	9015	Per Checklist	PDA	33%
13	Pet Assistance	1255	1670	Per Checklist	PDA	33%
14	ULD Cleaning Charges	6000	7980	per ULD	Airlines	33%
15	Dry Ice Acceptance Check	880	1170	Per AWB	PDA	33%
16	Miscellaneous Activity Charges*	1000	1500	per HAWB	Airlines/ PDA	50%
17	Miscellaneous Packing Charges*	100	135	per packet	Airlines	33%
18	Miscellaneous Packing Charges - Metal*	200	265	per AWB	Airlines	33%
19	ULD Building-rebuilding Charges	1.30	2.60	Per Kg	Airlines	100%
20	ULD Customization	2510	3340	per ULD	PDA	33%
21	SKID charges	415	550	per SKID	PDA	33%
22	Build Up Unit (BUP) Acceptance	600	1200	Per BUP	Airlines	100%
23	Empty Pallet Stack	600	800	Per Stack	Airlines	33%
24	Withdraw Shipment (X-RAY)	1.00 Minimum Charges 120.	1.33 Minimum Charges 160	Per Kg	PDA	33%
25	Withdraw Shipment (Demurrage)	1.65	2.19	Per Kg Per Day	PDA	33%
26	Customs Facilitations Fee		0.35	Per Kg	PDA	100%

*Not covered elsewhere

Notes:

1. Consignment of human remains, coffins including baggage of deceased & Human eyes will be exempted from the purview of TSP and demurrage charges
2. TSP charges is inclusive of forklift use inside the terminal. No additional forklift charges will be levied
3. Charges will be levied on "gross weight" or the "chargeable weight" of the consignment, whichever is higher. Wherever the "gross weight" and (or) volume weight is wrongly indicated on the AWB and is actually found more, charges will be levied on the "actual gross weight" or the "actual volumetric weight" whichever is higher.
4. Special cargo consists of perishable and temperature sensitive products, live animals, hazardous goods, valuables and/or any other such cargo which requires/has special handling/storage instructions
5. Valuable cargo consists of gold, bullion, currency notes, securities, shares, share coupons, travelers' cheque, diamonds (including diamonds for industrial use), diamond jewelry & watches made of silver, gold, platinum and items valued at USD 1000 per kg and above.
6. All invoices will be rounded off to nearest of Rs. 5/- as per IATA TACT Rule book vide Clause No. 5.7.2, rounding off procedure, when rounding off Unit is 5.

For Example:

When the results of calculations are between / and	Rounded off amount will be
102.5 - 107.4	105
107.5 - 112.4	110

Tariff for Import Cargo handling

General - 6.78, Minimum Charges 185	General - 9.02, Minimum Charges 440	33%
Special - 12.20, Minimum Charges 330	Special - 16.23, Minimum Charges 440	Minimum Charges 138%
		33%

2-099-

S No	Tariff heading	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Rate applied on	Levied on	
1	TERMINAL STORAGE & PROCESSING	Valuable - 12.20, Minimum Charges 330	Valuable - 16.23, Minimum Charges 440	Per Kg	PDA	33%
		Hazardous - 12.20, Minimum Charges 330	Hazardous - 16.23, Minimum Charges 440			33%
		Pharmaceutical/Perishable - 12.20, Minimum Charges 330	Pharmaceutical/Perishable - 16.23, Minimum Charges 440			33%
		Express Delivery* : 25% more than the rate for the category the cargo falls under. Minimum Charges: 25% more than the minimum charge for the category the cargo falls under	Express Delivery* : 25% more than the rate for the category the cargo falls under. Minimum Charges: 25% more than the minimum charge for the category the cargo falls under			
2	DEMURRAGE -General	2.09, Minimum Charges 485	2.78, Minimum Charges 645	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	PDA	33%
		4.20	8.40	Between 96 hrs to 696 hrs per kg		33%
		6.24	12.48	Beyond 696 hrs		33%
3	DEMURRAGE -Special	4.20, Minimum Charges 945	5.59, Minimum Charges 1255	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	PDA	33%
		8.33	16.66	Between 96 hrs to 696 hrs per kg	PDA	33%
		12.47	24.94	Beyond 696 hrs	PDA	33%
4	DEMURRAGE -Valuable	8.33, Minimum Charges 1865	11.08, Minimum Charges 2480	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	PDA	33%
		16.65	33.3	Between 96 hrs to 696 hrs per kg	PDA	33%
		25.00	50.00	Beyond 696 hrs	PDA	33%
5	DEMURRAGE -Pharmaceutical / Perishable	8.33, Minimum Charges 1865	11.08, Minimum Charges 2480	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	PDA	33%
		16.69	33.38	Between 96 hrs to 696 hrs per kg	PDA	33%
		25.00	50.00	Beyond 696 hrs	PDA	33%
6	DE-STUFFING CHARGES	1.30 Minimum Charges 265	2.60 Minimum Charges 530	Per kg	Airlines	100%
7	Documentation and supervision services		2.00	per Kg	Airlines	New Service .
*Cargo Delivery within 4 hours from ATA or TOR which ever is later (subject to Customs clearance)						
TSP and Demurrage Charges are applicable on Gross Weight or Chargeable weight, whichever is higher.						
Tariff for other Import Cargo handling services (for both scheduled and Non-scheduled operators)						
8	Packing Charges	16.93	22.52	Per packet	PDA	33%
9	Delivery Order Charges	1570	2090	Per MAWB	Airlines / PDA	33%
		785	1045	Per HAWB	Airlines / PDA	33%
10	Pet Assistance	1255.00	1670	Per Checklist	PDA	33%
11	Offloading (Destuff Cargo)	1.43, Minimum Charges 265	2.86, Minimum Charges 530	Per Kg	Airlines	100%
12	Miscellaneous Activity Charges*		1500	per HAWB	Airlines	New Service
13	Post Delivery Holding Charges		3.00	per kg per day	PDA	
14	Customs Facilitations Fee		0.35	Per Kg	PDA	100%

Notes:

1. Consignment of human remains, coffins including baggage of deceased & Human eyes will be exempted from the purview of TSP and demurrage charges
2. TSP charges is inclusive of forklift use inside the terminal. No additional forklift charges will be levied
3. Charges will be levied on "gross weight" or the "chargeable weight" of the consignment, whichever is higher. Wherever the "gross weight" and (or) volume weight is wrongly indicated on the AWB and is actually found more, charges will be levied on the "actual gross weight" or the "actual volumetric weight" whichever is higher.
4. Special cargo consists of perishable and temperature sensitive products, live animals, hazardous goods, valuables and/or any other such cargo which requires/has special handling/storage instructions
5. Valuable cargo consists of gold, bullion, currency notes, securities, shares, share coupons, travelers' cheque, diamonds (including diamonds for industrial use), diamond jewelry & watches made of silver, gold, platinum and items valued at USD 1000 per kg and above

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S No	Tariff heading	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Rate applied on	Levied on
6. All invoices will be rounded off to nearest of Rs. 5/- as per IATA TACT Rule book vide Clause No. 5.7.2, rounding off procedure, when rounding off Unit is 5.					
For Examp le:					
		When the results of calculations are between / and	Rounded off amount will be		
		102.5 – 107.4	105		
		107.5 – 112.4	110		

Demurrage Charges:

- The 'Free Period' would be 48 hours
- Calculation of free period would start from segregation time reflected in ICEGATE till generation of the Gate Pass.
- Prevailing business hours remain unchanged
- Number of hours applicable for demurrage will be calculated as time between segregation time reflected in ICEGATE and the "Time of Issue of Gate pass". Each 24 hrs cycle will be 01 day and any part thereof will be counted as full day.
- After expiry of the stipulated free period, next 48 hours will be charged on 'per kg per day non-cumulative basis', inclusive of holidays, provided the consignment is cleared within 96 hours from segregation time reflected in ICEGATE.
- After expiry of the stipulated free period i.e., 48 hrs, if the total time between segregation time reflected in ICEGATE and generation of the Gate Pass exceeds 96 hrs, Demurrage Charges will be levied on cumulative basis inclusive of holidays from the date and segregation time reflected in ICEGATE.
- The tariff charged will be applicable as per the tariff prevailing at the time of invoicing.

Tariff for handling Transshipment cargo

1	DEMURRAGE -General	2.09, Minimum Charges 485	2.78, Minimum Charges 645	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	Airlines Applicable on International to Domestic TP	33%
		4.20	5.59	Between 96 hrs to 696 hrs per kg		33%
		6.24	8.30	Beyond 696 hrs		33%
2	DEMURRAGE -Special	4.20, Minimum Charges 945	5.59, Minimum Charges 1255	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	Airlines Applicable on International to Domestic TP	33%
		8.33	11.08	Between 96 hrs to 696 hrs per kg		33%
		12.47	16.59	Beyond 696 hrs		33%
3	DEMURRAGE -Valuable	8.33, Minimum Charges 1865	11.08, Minimum Charges 2480	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	Airlines Applicable on International to Domestic TP	33%
		16.65	22.14	Between 96 hrs to 696 hrs per kg		33%
		25.00	33.25	Beyond 696 hrs		33%
4	DEMURRAGE -Pharmaceutical / Perishable	8.33, Minimum Charges 1865	11.08, Minimum Charges 2480	Per Kg per day, Up to 96 Hrs, Free period of 48 hrs	Airlines Applicable on International to Domestic TP	33%
		16.55	22.14	Between 96 hrs to 696 hrs per kg		33%
		25.00	33.25	Beyond 696 hrs		33%
5	DEMURRAGE -General	1.65	2.19	Per Kg per day, Free period of 36 hours for Airlines	Airlines, Applicable on International to International & Domestic to International TP	33%
6	DEMURRAGE -Special	3.30	4.39	Per Kg per day, Free period of 36 hours for Airlines	Airlines, Applicable on International to International & Domestic to International TP	33%
7	DEMURRAGE -Valuable	3.30	4.39	Per Kg per day, Free period of 36 hours for Airlines	Airlines, Applicable on International to International & Domestic to International TP	33%

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S No	Tariff heading	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Rate applied on	Levied on	
8	DEMURRAGE -Pharmaceutical / Perishable	3.30	4.39	Per Kg per day, Free period of 36 hours for Airlines	Airlines, Applicable on International to International & Domestic to International TP	33%
9	Sector Charges	1.5	2.50	Per kg	Airlines	33%
10	Quick Ramp Transfer		3.00	Per Kg	Airlines	
11	Carting charges - Transshipment	2.25, Minimum Charges 155	2.99, Minimum Charges 205	Per kg	Airlines	32%
12	Ramp to Ramp Loose (Incoming Loose and Outgoing Loose)	120	160	Per AWB	Airlines	33%
13	Ramp to Ramp Loose (Incoming Loose and Outgoing Loose)	120	160	Per AWB	Airlines	33%
14	TP -destuffing charges	1.30, Minimum Charges 265	2.60, Minimum Charges 530	Per kg	Airlines	100%
<i>TSP and Demurrage Charges are applicable on Gross Weight or Chargeable weight, whichever is higher.</i>						
Other Exceptional Charges (for both scheduled and Non-scheduled operators)						
1	Bag handling charges	1.57 Minimum charge 560	2.09, Minimum charge 745	Per kg	Airlines	33%
2	Segregation charges (All ammendments / HAWB feeding / Re-weight of import consignments/ HAWB Deconsolidation)	680	905	Per HAWB	PDA	33%
3	Overtime Fee for Gate Pass Generation (between 1600-1800 hrs)	680	905	Per gate pass	PDA	33%
4	Electricity Charge for RKN container	1452	1931	per container per day	Airlines	33%
5	Charges collect fee	630.00	840	Per AWB/HAWB	PDA	33%
6	Ramp to Ramp Transfer	500	1000	Per ULD	Airlines	100%
7	Equipment / Manpower Charges	10 ton Forklift: 3000 05 ton forklift: 1500 03 ton forklift: 975 Crane: 6000 16 ton forklift: 6000 Additional Staff (Blue Collar): 500 Security: 1000 Gunman: 1500	10 ton Forklift: 3990 05 ton forklift: 1995 03 ton forklift: 1295 Crane: 7980 16 ton forklift: 7980 Additional Staff (Blue Collar): 665 Security: 1330 Gunman: 1995	Per hour	Airlines	33%
8	Gola charges	65	85		PDA	33%
9	Wrong Marking/Labeling	Minimum charges: 690	Minimum charges: 920	Per AWB	PDA	33%
10	Damaged shipments "not in ready to carriage condition"	Maximum charges: 2700	Maximum charges: 3590	Applicable TC Charge		33%
11	Security Escort Service (Within the Airport)	1255	1670	Per Manhour or part hereof	Airline / PDA	33%
12	Cool Dolly Charge	1885	2505	Per Dolly per trip	Airline / PDA	33%
Notes:						
1. Consignment of human remains, coffins including baggage of deceased & Human eyes will be exempted from the purview of TSP and demurrage charges						
2. TSP charges is inclusive of forklift use inside the terminal. No additional forklift charges will be levied						
3. Charges will be levied on "gross weight" or the "chargeable weight" of the consignment, whichever is higher. Wherever the "gross weight" and (or) volume weight is wrongly indicated on the AWB and is actually found more, charges will be levied on the "actual gross weight" or the "actual volumetric weight" whichever is higher.						
4. Special cargo consists of perishable and temperature sensitive products, live animals, hazardous goods, valuables and/or any other such cargo which requires/has special handling/storage instructions						
5. Valuable cargo consists of gold, bullion, currency notes, securities, shares, share coupons, travelers' cheque, diamonds (including diamonds for industrial use), diamond jewelry &						
6. All invoices will be rounded off to nearest of Rs. 5/- as per IATA TACT Rule book vide Clause No. 5.7.2, rounding off procedure, when rounding off Unit is 5.						

S No	Tariff heading	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Rate applied on	Levied on
For Example:					
		When the results of calculations are between / and	Rounded off amount will be		
		102.5 - 107.4	105		
		107.5 - 112.4	110		

TARIFF FOR HANDLING DOMESTIC CARGO

Tariff for handling Inbound domestic cargo						
1	Terminal Storage and Processing - General & Couriers	General - 1.01 Special - 2.00 Couriers - 1.01 Minimum Charges INR 25 per AWB	General - 1.34 Special - 2.66 Couriers - 1.34 Minimum Charges INR 33.25 per AWB Express Delivery* : 25% more than the rate for the category the cargo falls under. Minimum Charges: 25% more than the minimum charge for the category the cargo falls under	Per kg	PDA	33% New Service
2	Handling Charges	0.90	1.80	Per kg	Airlines	100%
3	Documentation and supervision services		2.00	per Kg	Airlines	

* TOR to delivery within 45 minutes

Tariff for handling Outbound domestic cargo						
3	Terminal Storage and Processing - General & Couriers	General - 1.01 Special - 2.00 Couriers - 1.01 Minimum Charges INR 25 per AWB	General - 1.34 Special - 2.66 Couriers - 1.34 Minimum Charges INR 33.25 per AWB Express Delivery* : 25% more than the rate for the category the cargo falls under. Minimum Charges: 25% more than the minimum charge for the category the cargo falls under	Per kg	PDA	33% New Service
4	Handling Charges	0.90	1.80	Per kg	Airlines	100%
5	Documentation and supervision services		2.00	per Kg	Airlines	
6	X-RAY Machine Charges	1.00	2.00, Minimum Charges 120	Per kg	Airlines	100%
7	X-RAY Screening & Certification Charge	1.00	1.33, Minimum Charges 120	Per Kg	Airlines	33% Minimum 100%

* within 2.5 hours prior to departure

Tariff for other domestic cargo handling services						
7	Transshipment cargo & Offloaded cargo	1.00	2.00	Per kg	Airlines	100%
8	Demurrage charges	General - 0.90 Special - 1.79 Couriers - 0.90	General - 1.20 Special - 2.38 Couriers - 1.20	Per Kg per day. Free period of 24 hrs	Airlines/PDA	33%
9	DGR acceptance check	INR 1600/-per AWB subject to maximum of 20 pieces per AWE. Additional pieces will be charged @ INR 64/-per additional piece	INR 2130/-per AWB subject to maximum of 20 pieces per AWE. Additional pieces will be charged @ INR 85/-per additional piece		Airlines	33%
10	Dry ice acceptance checklist	1000.00	1330	per AWB	Airlines	33%
11	Live animal acceptance and handling	1795	2385	per AWB	Airlines	33%
12	Unitization	1.10	2.20	per Kg	Airlines	100%
13	Miscellaneous Activity Charges*	1000	1330	per AWB/ packet	Airlines	33%
14	Miscellaneous Packing Charges*	100	135	per AWB/ packet	Airlines	33%
15	Valuable handling	637	1275	per AWB	Airlines	100%
16	Withdraw Shipment (Demurrage)		1.08 Minimum Charges 25	Per Kg	PDA	New Service
17	Packing Charges - Small		2.00	per piece	PDA	New Service
18	Packing Charges - Medium		3.00	per piece	PDA	New Service
19	Packing Charges - Large		7.00	per piece	PDA	New Service

* Not covered elsewhere

Tariff for EICI Terminal						
1	X-RAY Machine Charges	1.12	2.24	Per Kg	Airlines / PDA	100%
2	X-RAY Screening & Certification Charge	1.12	1.49	Per Kg	Airlines / PDA	33%
3	Handling Charges - Outbound	1465	2650	Per Ton, Up to 1000 Tons	Airlines / PDA	33%
		1420	2570	Per Ton for more than 1000 Tons	Airlines / PDA	33%
4	Handling Charges - Inbound	1050	1900	Per Ton	Airlines / PDA	33%
			Minimum charges - 150		Airlines / PDA	New Service

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S No	Tariff heading	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Rate applied on	Levied on	
5	Access Control		2.00	Per Kg	Airlines	New Service
Total Estimated Traffic (International and Domestic)					505,673	
Total Estimated Revenues (INR Cr)					-507.0	
ARR in FY 2018-19 as per MYTP (INR Cr.)					561.4	

Note:

PDA

Pre Deposit Account

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Celebi Delhi Cargo Terminal Management India Private Limited
Balance Sheet as at March 31, 2018

(Figures in Rs.)

	Notes	March 31, 2018	March 31, 2017
Equity and liabilities			
Shareholders' funds			
Share capital	3	1,120,000,000	1,120,000,000
Reserves and surplus	4	1,500,038,168	1,276,242,332
		<u>2,620,038,168</u>	<u>2,396,242,332</u>
Non-current liabilities			
Long-term borrowings	5	659,250,441	605,764,393
Deferred tax liabilities (net)	6	108,973,451	92,059,319
		<u>768,223,892</u>	<u>697,823,712</u>
Current liabilities			
Short-term borrowings	8	-	99,855,453
Trade payables	9	-	-
- Total outstanding dues of micro enterprises and small enterprises		6,005,503	-
- Total outstanding dues of creditors other than micro enterprises and small enterprises		359,737,968	372,868,124
Other current liabilities	9	689,162,401	670,181,930
Short-term provisions	7	48,907,277	34,064,162
		<u>1,103,813,149</u>	<u>1,176,969,669</u>
Total		<u>4,492,075,209</u>	<u>4,271,035,713</u>
Assets			
Non-current assets			
Property, Plant and Equipment	10	1,803,990,137	1,734,614,759
Intangible assets	11	14,148,781	8,250,855
Capital work in progress	12	35,526,679	60,694,682
Loan and advances	13	1,686,949,245	1,684,129,002
Other non-current assets	14	-	138,323
		<u>3,540,614,842</u>	<u>3,487,827,621</u>
Current assets			
Inventories	15	18,460,017	21,756,559
Trade receivables	16	82,106,376	112,242,979
Cash and bank balances	17	710,808,205	512,104,794
Loan and advances	13	36,318,547	49,360,724
Other current assets	14	103,767,222	87,743,036
		<u>951,460,367</u>	<u>783,208,092</u>
Total		<u>4,492,075,209</u>	<u>4,271,035,713</u>
Summary of significant accounting policies	2.1		

The accompanying notes are an integral part of the financial statements.

As per our report of even date

For S.R. Batliboi & Co. LLP

Chartered Accountants

ICAI Firm Registration Number: 301003E/E300005

[Signature]
per Amit Jain
Partner
Membership Number: 097214



Place: Gurugram

Date: May 14, 2018

For and on behalf of the Board of Directors

Celebi Delhi Cargo Terminal Management India Private Limited

Director
DIN: 07050479

[Signature]
Amitava Kundu
Chief Financial
Officer

[Signature]
Ramesh Mamidala
Chief Executive Officer

[Signature]
Director
DIN: 05350738
Richa Arya
Company Secretary
Membership No. 36993

Place: New Delhi

Date: May 14, 2018



Celebi Delhi Cargo Terminal Management India Private Limited
Statement of Profit and Loss for the year ended March 31, 2018

	Notes	March 31, 2018	March 31, 2017
(Figures in Rs.)			
Income			
Revenue from operations	18	4,293,602,757	3,356,449,944
Other income	19	114,786,805	98,392,703
Total (I)		4,408,389,562	3,454,842,647
Expenses			
Cost of sales	20	620,206,688	519,907,958
Employee benefits expense	21	545,580,181	375,530,517
Other expenses	22	2,522,001,324	2,090,828,084
Depreciation and amortization expense	23	183,620,802	144,261,423
Finance costs	24	93,340,789	111,979,959
		3,964,749,784	3,242,507,941
Profit before tax		443,639,778	212,334,706
Tax expenses			
Current tax		144,996,988	57,998,745
Income tax relating to earlier years		(8,670,179)	-
Deferred tax		11,846,621	16,563,454
Deferred tax relating to earlier years		5,067,513	-
Total tax expense		153,240,943	74,562,199
Profit for the year		290,398,835	137,772,507
Basic and diluted earnings per share (Rs.)	25	2.59	1.23
(Nominal value of Rs. 10 each (March 31, 2017: Rs. 10 each)			
Summary of significant accounting policies	2.1		

The accompanying notes are an integral part of the financial statements.

As per our report of even date
For S.R. Batliboi & Co. LLP
Chartered Accountants
ICAI Firm Registration Number: 3010031E/F300005

per Anuj Jain
Partner
Membership Number: 097214



Place: Gurugram
Date: May 14, 2018

For and on behalf of the Board of Directors
Celebi Delhi Cargo Terminal Management India Private
Limited

Director 07050479

Amitava Kundu
Chief Financial
Officer

Ramesh Mamidala
Chief Executive
Officer

Director
DIN: 05350738

Richa Arya
Company Secretary
Membership No. 36993

Place: New Delhi
Date: May 14, 2018



Celebi Delhi Cargo Terminal Management India Private Limited
Notes to financial statements for the year ended March 31, 2018

(Figures in Rs.)

	March 31, 2018	March, 2017
Note 18: Revenue from operations		
Cargo handling services	3,908,156,963	3,027,509,022
Rental income	385,445,794	328,940,922
	<u>4,293,602,757</u>	<u>3,356,449,944</u>
Note 19: Other income		
Interest on bank deposits	14,215,408	17,825,786
Income from sale of investment in units of mutual fund	3,809,651	457,186
Interest on income tax refund	19,717,730	-
Facility reimbursement	40,536,331	36,586,367
Unspent Liabilities written back	7,559,181	16,687,056
Exchange differences (net)	-	100,733
Miscellaneous income	28,948,504	26,735,575
	<u>114,786,805</u>	<u>98,392,703</u>
Note 20: Cost of sales		
Tonnage handling charges	586,738,720	493,547,993
Equipment hire charges	28,076,549	22,642,506
Fuel expenses	5,391,419	3,717,459
	<u>620,206,688</u>	<u>519,907,958</u>
Note 21: Employee benefits expense		
Salaries, wages and bonus	462,146,407	317,185,707
Contribution to provident fund	20,207,888	11,702,199
Leave encashment	1,553,913	1,262,036
Gratuity expense	6,544,910	3,426,234
Staff welfare expenses	55,127,063	41,954,341
	<u>545,580,181</u>	<u>375,530,517</u>

