

Consultation Paper No. 13/2018-19



Airports Economic Regulatory Authority of India

TO CONSIDER THE ANNUAL TARIFF PROPOSAL FOR THE EXTENDED PERIOD OF THE CONTRACT WITH BIAL W.E.F. 24.05.2018 TO 23.05.2019 FOR THE SECOND CONTROL PERIOD IN RESPECT OF M/s BHARAT STARS SERVICES PRIVATE LIMITED FOR PROVIDING INTO PLANE SERVICES AT KEMPAGOWDA INTERNATIONAL AIRPORT, BENGALURU

New Delhi: 14th August, 2018.

**AERA Building
Administrative Complex
Safdarjung Airport.
New Delhi.**

M/s Bharat Stars Services Private Limited (BSSPL) is one of the Into Plane Fuelling Service provider appointed by BIAL at Kempegowda International Airport, Bengaluru. The Authority, vide its MYTO Order No. 20/2011-12 dated 25.10.2011, had decided to adopt 'Light Touch Approach' in respect of the Bharat Stars Services Private Limited for providing Into Plane Services (ITP) at Bangalore airport for determination of tariffs for the first control period. Further the Authority vide Order no. 26/2012-13 dated 29.10.2012 determined tariffs for 1st, and 2nd tariff year. Thereafter, vide Order no. 20/2013-14 dated 28.06.2013, the Authority also determined tariffs for 3rd, 4th and 5th tariff year of first control period.

- 1.1 The Authority vide its Order No. 50/2015-16 dated 31.03.2016 allowed the AOs/ISPs to continue the levy of tariffs existing as on 31.03.2016 up to 30.09.2016 or till the determination of tariffs for the second control period, whichever is earlier. The Authority vide its Order No. 11/2016-17 dated 29.09.2016 extended the levy of tariffs as on 31.03.2016 up to 31.03.2017 or till the determination of tariffs for the second control period, whichever is earlier. The Authority vide its Order No. 19/2016-17 dated 31.03.2017, further extended the levy of tariffs as on 31.03.2016 up to 30.09.2017 or till the determination of tariffs for the second control period, whichever is earlier.

2. MYTP/ATP submissions made by IOSL for second control period

- 2.1 The Authority vide Order No. 01/2017-18 dated 17.04.2017, decided to adopt '**Light Touch Approach**' for determination of tariffs in respect of BSSPL for its ITP services at Bangalore airport during for the **second control period** with effect from 01.04.2016 to 31.03.2021. In the same order, the Authority also determined the tariff for first, second and third tariff year (up to 30.04.2018).
- 2.2 BSSPL, now, vide letter dated 27.06.2018 (**Annexure-I**), has submitted the following:
 - 2.2.1 The Authority vide Order no 01/2017-18 dated 17.04.2017 has decided to adopt '**Light Touch Approach**' for determination of tariff in respect of its ITP services being provided at Bangalore Airport during second control period (01.04.2016 to 31.03.2021). The Authority also decided to continue the levy of tariff existing as on 31.03.2016 for the period w.e.f. 01.04.2016 to 30.04.2018.
 - 2.2.2 BSSPL also informed that their existing contract for ITP Services at Bangalore Airport which was valid upto 23.05.2018 has been further extended

by one year by BIAL from 24.05.2018 to 23.05.2019. BSSPL has enclosed a copy of the supplementary agreement for renewal of the contract.

2.2.3 BSSPL has now submitted the following forms for revision of the tariff for the extended period of contract:

- a) Form-B- Submission of ATP
- b) Form 14b- Annual Tariff Proposal for FY 2018-19
- c) Annual Compliance Statement for FY 2016-17 and FY 2017-18
- d) Projections for FY 2018-19
- e) Audited Balance Sheet for FY 2017-18 (consolidated)

2.2.4 In the ATP submitted BSSPL has sought 5% increase in rates on existing charges of Rs 268.03 to Rs 281.43 per Kl in line with original concession agreement with BIAL, which are mentioned below:

ITP Fee in Rs. /KL					
Period	Fueling Aircraft	Defuelling of Aircraft		Refuelling of De-Fueled product	
		Within 6 hrs.	Beyond 6 hrs.	Within 6 hrs.	Beyond 6 hrs.
FY 2018-19	281.43	281.43	337.71	309.56	337.71

2.3 M/s BSSPL has submitted the following justifications for the proposed 5% increase in tariff:

2.3.1 There has been an increase in their cost over the last two years, hence requesting the Authority to revise the tariff.

2.3.2 M/s BSSPL has transferred 3 Dispensers and 1 Refueller from Mumbai to Bangalore due to overall increase in operations which has increased their RAB

2.3.3 Manpower cost constitutes a major portion of their operating cost. Further, their operations are manpower intensive which require them to maintain a minimum level of manpower in all shifts round. The expenses on increment of existing as well as additional manpower are expected to increase by at least 15% in FY 18-19 over previous year.

2.3.4 ITP operations require them to conduct fuelling and defuelling of aircrafts in Safe, Quality and timely manner. Accordingly, BSSPL need to maintain latest equipments meeting international specifications. The refuelling

vehicles at Bangalore Airport are aging requiring higher maintenance expenditure.

2.3.5 There is a requirement to comply with JIG (Joint Industry group) guidelines due to Edition 7 fuel monitors for entire fleet. The fuel monitors need to be changed annually as per Quality control guidelines.

3. Examination of the proposal:

- 3.1 The Authority vide Order No. 01/2017-18 dated 17.04.2017 has already decided to adopt '**Light Touch Approach**' for determination of tariffs in respect of BSSPL for its ITP services at Bangalore airport for the second control period with effect from 01.04.2016 to 31.03.2021. In the same order, the Authority allowed the same tariffs existing as on 31.03.2016, for the period from 01.04.2016 to 30.04.2018 of the second control period. Hence BSSPL's proposal for the extended period may be considered under '**Light Touch Approach**' only. Now, their Tariff Proposal is to be considered for the extended period of contract i.e. for 3rd tariff Year (01.05.2018 to 31.03.2019) and for 4th tariff year (01.04.2019 to 23.05.2019).
- 3.2 No stakeholder consultation has been done by BSSPL on the proposed tariff for the extended period of contract.
- 3.3 Annual escalation in tariff on the basis of WPI is stipulated the concession agreement between BSSPL and BIAL.
- 3.4 A comparative statement of Annual Compliance statements for FY 2016-17 and FY 2017-18 with the projected figures submitted for FY 2018-19 of second control period, is prepared (**Annexure-II**) to analyse the proposal which shows that:
- 3.4.1 Analysis of ACS 2016-17 and 2017-18:
- Total revenues have grown by 20% from Rs 4.84 crores in FY 2016-17 to Rs 5.82 crores in FY 2017-18.
 - The operating profit has gone up by 10% from Rs 2.07 crores in FY 2016-17 to 2.28 crores in 2017-18.
 - The profit margin on revenue was 43% and 39% in FY 2016-17 FY 2017-18 respectively.
 - Return on Average RAB is 72% in FY 2016-17 and 64% in FY 2017-18.
 - Total volume of fuel off take has been increased by 20% from 180569 kl in 2016-17 to 216998 kl in 2017-18.
 - Capex is 0.09 lakhs in FY 2016-17 and 1.86 cr in FY 2017-18.

3.4.2 Analysis of the Projections for FY 2018-19:

M/s BSSPL has submitted projections of revenue, expenditure, capital expenditure etc. for FY 2018-19. BSSPL has assumed growth rate of 5% over previous year for calculation of the volumes. The revenue has been calculated on the existing rates of Rs 268.03 per KL. Capex has been projected as 0.10 crores. Total revenue shows growth by 5% from Rs 5.82 crores in FY 2017-18 (actual) to Rs 6.10 crores in FY 2018-19 (projected). The profit margin on revenue is 34%, Return on Average RAB is 48% for FY 2018-19 (projected)

- 3.5 The Authority noted that M/s BSSPL is earning good Return on Average RAB i.e. 72% for FY 2016-17 and 64% in 2017-18. The profit margin on sales stands as 43% in FY 2016-17 and 39% in FY 2017-18. Further the operating profit has grown from Rs 2.07 crores in FY 2016-17 to Rs 2.28 crores in FY 2017- 18 and volume of fuel throughput is increased by 20% from FY 2016-17 to 2017-18. In projections for FY 2018-19 also, revenue has grown, profit margin and Return on Average RAB are good.
- 3.6 The Authority is of the view that ‘the Guidelines’ need not be followed in a routine manner. Further even in ‘Light Touch approach,’ the Authority examines the margins, the growth of profit and return on RAB to ensure that extraordinary profits do not accrue to the service provider and that the ultimate customer is not burdened with higher tariffs as the latter does not have much say in the User Agreements.

4. Proposal

The Authority, after careful consideration of the Annual Tariff Proposal for the extended period of the contract i.e. 24.05.2018 to 23.05.2019, makes the following proposal for stakeholder consultation:

- 4.1 Keeping in view the facts as stated at para 3 above, it is proposed that the proposed 5% increase in tariff as sought by M/s BSSPL is not justified and the same tariff as existing on 31.03.2016, may be continued for the extended period of contract with BIAL i.e. 3rd tariff year (01.05.2018 to 31.03.2019) and 4th tariff year (01.04.2019 to 23.05.2019) for second control period as per **Annexure-III**.
5. 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 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.

6. The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in para 4 above, latest by **04.09.2018** at the following address:

**The 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**

1993/वा.वि.व. (ए.ए.)
29/6/18भारत स्टार्स सर्विसेज
प्राइवेट लिमिटेडBHARAT STARS SERVICES
PRIVATE LIMITED

(A JV of BPCL & ST - Airport Services, Singapore)

BSSPL.HQ.AERA.2017-18

27.06.2018

To,
The Secretary,
Airport Economic Regulatory Authority of India,
AERA Building, Administrative Complex,
Safdarjung Airport,
New Delhi-110003

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण
साफदरजंग एयरपोर्ट, नई दिल्ली-110003

प्राप्त

डायरी नं.: 12492
तारीख: 29/06/18

A 29/6

**Subject: Bharat Stars Services Pvt. Ltd. : Revision of Into Plane Service Tariffs at
Kempegowda International Airport, Bangalore for 2018-19**

Ab KANE.

Dear Sir,

We refer to your order no. 01/2017-18 dt. 17.04.2017 granting your approval of Into Plane Service Fees for the first tariff year (2016-17) and second tariff year (2017-18) of the second control period, provided by Bharat Stars Services Pvt. Ltd. at Kempegowda International Airport, Bangalore.

The Authority after due stakeholder consultation vide CP No.04/2016-17 dated 16.02.2017 and submissions made by stakeholders issued the following order.

- The Authority adopted "Light Touch Approach" for determination of tariffs for 2nd control period w.e.f. 01.04.2016 to 31.03.2021.
- The Authority allowed Bharat Stars Services Pvt. Ltd. to continue the levy of tariffs existing as on 31.03.2016 for the period 01.04.2016 to 30.04.2018

Our existing agreement with BIAL for providing ITP services at Bangalore was valid till 23rd May 2018. Since both parties i.e BIAL and BSSPL were desirous of further extending agreement for further period of one year, we have entered into a supplementary agreement for a further period of twelve months i.e 24 May 2018 to 23rd may 2019. copy of renewed agreement is enclosed.

We herewith enclose "Annual Tariff Proposals (ATP) for the financial year 2018-19, for the 3rd tariff year of second control period as required under "Light Touch Approach" as mentioned in clause AI 8.2 of AERA guidelines dated 10.01.2011.

We had given detailed financial workings while submitting the Multi Year Tariff Proposal (MYTP) vide our letter BSSPL.HO.2015-16 dt. 09.03.2016. We enclose herewith following forms for revision of tariffs for the third year of control period i.e 2018-19

- Form B – Submission of the ATP
- Form 14B – Annual Tariff Proposal for FY 2018-19.
- Annual Compliance Statement for FY 2016-17 and FY 2017-18.
- Projections for FY 2018-19
- Audited Balance Sheet for FY 2017-18

कॉर्पोरेट ऑफिस : 1 मंजिल, प्लॉट ए-5 एवं 6, सेक्टर-1, नोएडा - 201 301, भारत फोन : +91 120 247 4154 / 4151 www.bsspl.in

Corporate Office : 1st Floor, Plot A-5 & 6, Sector-1, Noida - 201 301, India Phone: +91 120 247 4154 / 4151 www.bsspl.in

रजिस्टर्ड ऑफिस : एविएशन फ्यूलिंग स्टेशन, शाहबाद मोहम्मदपुर, न्यू दिल्ली - 110061

Registered Office : Aviation Fuelling Str., Shahbad Mohanmadpur, New Delhi - 110061

CIN: U11100DL2007PTC168158

Ab KANE

We request you to approve the rates mentioned below for the year 2018-19. The below mentioned charges of Rs. 281.43/KL is an increase of 5% is on existing charges of Rs. 268.03/KL and is in line with original concession agreement with airport operator at Bangalore.

ITP Fee in Rs./KL					
Period	Fuelling Aircraft	Defueling of Aircraft		Refuelling of Defueled product	
		Within 6 hours	Beyond 6 hours	Within 6 hours	Beyond 6 hours
FY 2018-19	281.43	281.43	337.71	309.56	337.71

Justification for increase in Tariff

There have been an increase in our costs over the last two years requiring us to request you to revise the tariffs:

- Due to increased volume at not hydrant bays and overall increase in operations, we have transferred 3 Dispensers and 1 Refueller from Mumbai to Bangalore which have increased our RAB.
- Manpower cost constitute a major portion of our operating cost Further, the operations are very manpower intensive which require us to maintain minimum level of manpower in all shifts round.
- The expenses on increment of existing as well as additional manpower are expected to increase by at least 15 % in FY 18-19 over previous year.
- ITP operations require us to conduct fuelling and defueling of aircrafts in Safe, Quality and timely manner. Accordingly, we need to maintain latest equipments meeting international specifications. The refuelling vehicles at Bangalore Airport are aging requiring higher maintenance expenditure.
- There is a requirement to comply with JIG (Joint industry group) guidelines due to Edition 7 fuel monitors for entire fleet. The fuel monitors need to be changed annually due as per Quality control guidelines.

This submission includes extract of relevant agreements are confidential in nature. It is requested that the same is not put in public domain to ensure that our business interests are protected and confidentiality is maintained.

Thanking you and assuring of our best co-operation at all times.

For Bharat Stars Services Pvt. Ltd.



Manish Chandak,
Sr. Mgr. – F & A

Encl: as above

Form B

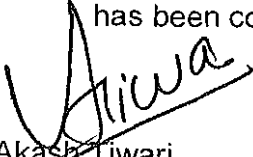
BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA
AT NEW DELHI

SUBMISSION OF PROPOSAL FOR DETERMINATION OF ANNUAL TARIFF AND ON
BEHALF OF:

M/S BHARAT STAR SERVICES PRIVATE LIMITED

I, Akash Tiwari, aged 47 resident of D-2/101, BPCL Housing Complex, Sector 56, Noida 201301 acting in my official capacity as Chief Executive Officer in *M/s Bharat Star Services Private Limited* having its registered office at Aviation Fuelling Station, Shahbad Mohammadpur, New Delhi-110061 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of *M/s Bharat Star Services Private Limited* in the matter of making this submission before the Airports Economic Regulatory Authority of India, New Delhi ('the Authority');
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of the Annual Tariff Proposal submission which include inter alia
 - i. Proposed detailed break-up of Tariff(s) based on Clause 11.2 where the Authority has specified a light touch approach for the duration of the Control Period, pursuant to Clause 3.2 and
 - ii. Justifications are correct and true to my knowledge and belief and nothing material has been concealed there from.



Akash Tiwari
(Chief Executive Officer)

Place : Noida
Date: 27.06.2018

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Form 14(b): Annual Tariff Proposal for Tariff Year 2018-19

(Rs. In Lakhs)

Tariff heading	Conditions of Tariff	Applicable Discount/Surcharge	Estimated Units	Estimated Revenues
	e.g. Tariff per KL of fuel	e.g. Discount if paid within 15 days	e.g. Through put in KL	Tariff * Estimated Units
Tariff 1	281.43	Nil	227848	641.23
Tariff 2				
Tariff 3				
Total				

Note:

1. Approval is requested for tariff per KL based on 5% annual escalation in line with prevailing agreements with airport operator
2. Tariff for defuelling and refuelling of defuelled product are already indicated in our covering letter based on 5% annual escalation in line with prevailing agreements. The volume for such is insignificant compared to normal fuelling volume and hence not mentioned above.

Vidua
27/8/18



Pankaj & Associates
Chartered Accountants

Off. : C-4/6, 1st Floor Yamuna Vihar, Delhi-110053
Ph.: 91-11-49842356 Mobile : 9810565602
E-mail : info@capankaj.com, capankaj.svs@gmail.com
Website www.capankaj.com

Ref: P&A/018/2018-19

BHARAT STARS SERVICES PVT. LTD. (BANGALORE)

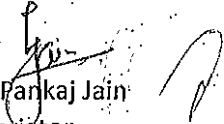
Rs. In Lakhs

Form F16: Performance Report for the Tariff Year 2016-17 (ref: Section 1.9 of Appendix 1)		
	Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
Total Revenue from Regulated Services (1)	484.00	430.40
Total Revenue from services other than Regulated Services (2)	0.11	0.00
Operating Expenditure (3)	257.78	248.06
Depreciation (4)	19.48	75.61
Total Expenditure (3) + (4) = (5)	277.26	323.67
Regulatory operating Profit (1) + (2) - (5) = (6)	206.85	106.73
Capital expenditure (7)	0.09	0.00
Opening RAB (8)	296.84	357.46
Disposals/ Transfers/Depreciation (9)	19.48	75.61
Closing RAB (8) + (7) - (9) = (10)	277.45	281.85
Average RAB (8) + (10) / 2 = (11)	287.14	319.66
Return on Average RAB (6) / (11)	72%	33%
Total Volume (Cargo/Fuel throughput/ ATM) (12)	180569	142433
Actual yield per unit (1/12)	268.04	302.18

Certification

The above statement is true and correct as per books, records and other information provided to us for our verification.

For Pankaj & Associates
Chartered Accountants
FRN : 022500N


CA. Pankaj Jain
Proprietor
M.No. 505948

Ref: P&A/019/2018-19

BHARAT STARS SERVICES PVT. LTD. (BANGALORE)

Rs. In Lakhs

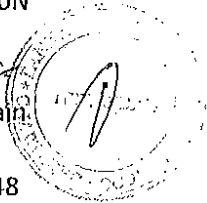
Form F16: Performance Report for the Tariff Year 2017-18 (ref: Section 1.9 of Appendix 1)		
	Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
Total Revenue from Regulated Services (1)	581.64	499.19
Total Revenue from services other than Regulated Services (2)	1.48	0.00
Operating Expenditure (3)	329.56	271.47
Depreciation (4)	25.41	75.30
Total Expenditure (3) + (4) = (5)	354.98	346.77
Regulatory operating Profit (1) + (2) - (5) = (6)	228.15	152.42
Capital expenditure (7)	186.46	0.00
Opening RAB (8)	277.45	281.85
Disposals/ Transfers/Depreciation (9)	25.41	75.30
Closing RAB (8) + (7) - (9) = (10)	438.50	206.55
Average RAB (8) + (10) / 2 = (11)	357.97	244.20
Return on Average RAB (6) / (11)	64%	62%
Total Volume (Cargo/Fuel throughput/ ATM) (12)	216998	145282
Actual yield per unit (1/12)	268.04	343.60

Certification

The above statement is true and correct as per books, records and other information provided to us for our verification.

For Pankaj & Associates
Chartered Accountants
FRN : 022500N

CA. Pankaj Jain
Proprietor
M.No. 505948



Dated : 23.06.2018

Place : Delhi

Bharat Stars Services Pvt. Ltd. (Bangalore Airport)

Projected Financial Performance

Projected Financial performance		Projections
		2018-19
	Into-Plane Volume Projected	227848
	Regulated Fee (Rs./KL)	281.43
Revenues	Total Revenue from Regulated Services	64123576
	Total Revenue from other than Regulated Services	0
	Total Revenues (A)	64123576
Expenditure	Operating Expenditure	34517885
	Revenue Sharing @5%	3206179
	Depreciation	2741157
	Total Expenditure (B)	40465221
Regulatory Operating Profit (A-B)		23658356
Regulatory Operating Profit Ratio		37%

Regulatory Asset Base

Particulars	2018-19
Opening RAB	43850114
Capital Expenditure	1000000
Disposal/Depreciation	2741157
Closing RAB	42108957
Average RAB	42979536
Return on Average RAB	55%

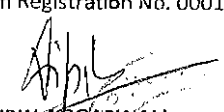
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	Notes	As at March 31, 2018	As at March 31, 2017	As at April 1, 2016
Assets				
Non-current assets				
(a) Property, Plant and Equipment	2.1	235,135,388	239,225,454	155,069,989
(b) Capital work-in-progress		23,999,478	12,140,744	21,602,021
(c) Financial Assets				
(i) Investments	2.2	49,900,000	49,900,000	49,900,000
(ii) Other Financial Assets	2.2	19,150,601	17,777,563	16,502,968
(d) Other Non Current Assets	2.3	4,010,117	5,498,302	33,609,745
		<u>332,195,584</u>	<u>324,542,063</u>	<u>276,684,723</u>
Current assets				
(a) Inventories		2,095,773	1,995,462	1,934,473
(b) Financial Assets				
(i) Trade Receivables	2.4	61,468,930	31,231,083	15,470,206
(ii) Cash and Cash Equivalents		35,769,752	31,892,886	37,108,760
(iii) Other Financial Assets		3,509,339	2,579,008	2,876,259
(c) Current Tax Assets	2.5	17,317,745	18,979,394	18,011,125
(d) Other Current Assets	2.6	2,875,284	1,838,948	1,630,524
		<u>123,036,823</u>	<u>88,516,781</u>	<u>77,031,347</u>
Total Assets		<u>455,232,407</u>	<u>413,058,844</u>	<u>353,716,070</u>
Equity and liabilities				
Equity				
(a) Equity Share Capital	2.7	200,000,000	200,000,000	200,000,000
(b) Other Equity		132,250,797	105,196,757	68,038,273
		<u>332,250,797</u>	<u>305,196,757</u>	<u>268,038,273</u>
Liabilities				
Non Current Liabilities				
(a) Financial Liabilities				
(i) Long term Borrowings	2.8	34,416,423	38,526,988	42,622,614
(b) Long Term Provisions	2.9	10,771,243	5,666,393	4,659,639
(c) Deferred Tax Liabilities	2.32	10,625,183	11,498,835	3,903,117
		<u>55,812,849</u>	<u>55,692,216</u>	<u>51,185,370</u>
Current liabilities				
(a) Financial Liabilities				
(i) Other Financial Liabilities	2.10	52,546,231	37,604,445	20,632,329
(b) Other Current Liabilities	2.11	3,013,774	2,397,594	1,711,253
(c) Short Term Provisions	2.12	11,608,756	12,167,832	12,148,845
		<u>67,168,761</u>	<u>52,169,871</u>	<u>34,492,427</u>
Total Equities and Liabilities		<u>455,232,407</u>	<u>413,058,844</u>	<u>353,716,070</u>
Significant Accounting Policies	1			
Notes to the financial statements	2			

The accompanying notes referred to above form an integral part of the financial statements.

As per our report of even date attached


For DASS GUPTA & ASSOCIATES
CHARTERED ACCOUNTANTS
Firm Registration No. 000112N


(VIPIN AGGARWAL)
PARTNER/
Membership No. 522003

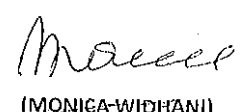
Place: Noida
Date : 05.06.2018



(AKANKSHA GUPTA)
COMPANY SECRETARY

For and on Behalf of Board


(LOGANATHAN RAMASAMY)
DIRECTOR
DIN: 07552251


(MANISH CHANDAK)
SR. MANAGER FINANCE


(MONICA WIDHANI)
DIRECTOR
DIN: 07674403


(AKASH TIWARI)
CEO

Bharat Stars Services Private Limited

Statement of Profit and Loss for the year ended March 31, 2018

Amount in ₹

	Notes	Year ended March 31, 2018	Year ended March 31, 2017
Revenue			
Revenue from Operations	2.13	304,131,956	260,522,023
Other Income	2.14	12,116,008	7,294,788
		<u>316,247,964</u>	<u>267,816,811</u>
Expenses			
Cost of Material Consumed	2.15	13,432,712	12,656,657
Employee Benefits Expenses	2.16	133,954,054	97,519,424
Finance Costs	2.17	4,577,008	4,973,552
Depreciation, Impairment and Amortisation Expenses	2.18	24,720,044	12,260,955
Other Expenses	2.19	92,430,485	79,813,008
		<u>269,114,303</u>	<u>207,223,596</u>
Profit before tax		<u>47,133,661</u>	<u>60,593,215</u>
Tax Expense:			
Current Tax		9,800,000	11,500,000
Deferred Tax		(873,652)	7,595,718
Previous Year tax Adjustments		(171,354)	(853,940)
Profit for the year		<u>38,378,667</u>	<u>42,351,437</u>
Other Comprehensive Income			
Items that will not be reclassified subsequently to profit or loss :			
- Re-measurement gains/ (losses) on net defined benefit plans		(1,324,627)	(192,953)
Total Other Comprehensive Income for the year		<u>(1,324,627)</u>	<u>(192,953)</u>
Total Comprehensive Income for the year		<u>37,054,040</u>	<u>42,158,484</u>
Earnings per equity share :			
	2.20		
(1) Basic		1.85	2.11
(2) Diluted		1.85	2.11
Significant accounting policies	1		
Notes to the financial statements	2		

The accompanying notes referred to above form an integral part of the financial statements

As per our report of even date attached

For DASS GUPTA & ASSOCIATES

CHARTERED ACCOUNTANTS

Firm Registration No. 000112N

(VIPIN AGGARWAL)

PARTNER

Membership No: 522003

Place: Noida

Date : 05.06.2018

A. Gupta

(AKANKSHA GUPTA)

COMPANY SECRETARY

For and on Behalf of Board

(LOGANATHAN RAMASAMY)

DIRECTOR

DIN: 07552251

(MANISH CHANDAK)

SR. MANAGER FINANCE

(MONICA WIDHANI)

DIRECTOR

DIN: 07674403

(AKASH TIWARI)

CEO

Bharat Star Services Pvt. Limited-ITP Services-Bangalore Airport					
Comparative of ACS for the FY 2016-17, 2017-18 & Projections for FY 2018-19					
(Total Revenue-Total Cost)					
(Refer AI.9 of the Guidelines and Form No. 16)					
Rs. In Crores					
SI. No.	Particular Performance Report for the Years	Tariff Years			
		2016-17 Actual	2017-18 Actual	2018-19 Projection	
1	Revenue:				
1.1	A-Regulated Services	1	4.84	5.81	*6.1
1.2	A-Cargo Handling	1	0	0	0
1.3	Other than Regulated Services	2	0	0.01	0
	Total Revenue		4.84	5.82	6.1
2	Expenditure:				
2.1	Operating Expenditure	3	2.58	3.29	3.45
2.2	Depreciation	4	0.19	0.25	0.27
2.3	Revenue Sharing @5%		0	0	0.32
	Total Expenditure	6	2.77	3.54	4.04
3	Regulatory Operating Profit	(1+2)-6	2.07	2.28	2.06
4	CAPEX				
4.1	Opening RAB		2.96	2.77	4.38
4.2	Capital Expenditure		0	1.86	0.1
4.3	Disposals/Transfers/Depreciation		0.19	0.25	0.27
4.4	Closing RAB		2.77	4.38	4.21
4.5	Average RAB {(4.1+4.4/2)}		2.87	3.575	4.29
5	Return on Average RAB (3/4.5)		72%	64%	48%
6	B Total Volume (KL)		180569	216998	227848
7	Actual Yield Per Unit (A/B)		268.04	268.20	267.72
8	Profit Margins on sales		43%	39%	34%

* Revenue calculated at the existing rate of Rs. 268.03 per KL

M/s Bharat Stars Services Private Limited					
KIA, Bangalore					
Tariff Card for the 3rd and, 4th Tariff Year of Second Control Period (Extended period)					
(Amount in Rs. Per KI)					
Period	Fuelling of Aircraft	Defuelling of Aircraft		Refuelling of Defuelled Product	
		Within 6 Hours	Beyond 6 Hours	Within 6 Hours	Beyond 6 Hours
01.05.2018 to 31.03.2019	268.03	268.03	321.63	294.82	321.63
01.04.2019 to 23.05.2019	268.03	268.03	321.63	294.82	321.63