



भारतीय विमानपत्तन सेवा नियंत्रण प्राधिकरण
सफदरजंग ए. आर. न्यू दिल्ली-110003

Date: 6 April 2021

डायरी नं० 16132
तारीख 2/4/21

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

Dear Sir / Ma'am,

Sub: Submission of Multi-Year Tariff Proposal (MYTP) for FY 2021 – FY 2026 for Celebi Airport Services India Private Limited for its Hyderabad station.

1.1 As per directions in the Terms and Conditions for Determination of Tariff for Services Provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft Guidelines 2011 ('Guidelines') issued under Section 15 of The Airports Economic Regulatory Authority of India Act, 2008, please find enclosed the Multi Year Tariff Proposal ('MYTP') for the third control period starting 1 April 2021 and ending on 31 March 2026

1.2 As per Chapter 1, Section 3.1 & 3.2 of the Terms and Conditions for Determination of Tariff for Services Provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft Guidelines 2011, AERA would assess the materiality, competition and reasonableness of user agreements to decide on a regulated or light touch approach.

1.3 Since start of our business, **Celebi Airport Services India Private Limited** at its HYDERABAD station ('**Celebi GH HYD**') is competing with Air India SATS and Bird Worldwide Flight Services Pvt Ltd (BWFS), for all forms of ground handling services at the Hyderabad Station. Therefore, the service is deemed "competitive" at the airport as per the provisions of Chapter 1 Section 5 of the Tariff Guidelines.

1.4 Celebi's operations, therefore will be "material and competitive" as per the provisions of Chapter 1, Section 3.2. ii and hence qualify to be regulated under the **Light Touch Approach** as described in Chapter 5 of the prescribed Tariff Guidelines.

1.5 While we request the Authority to regulate the business under Light Touch Approach, Celebi has used the "**Single – Till**" regulatory approach as per the Tariff Guidelines to determine the Aggregate Revenue Requirement (ARR) and yield for the second control period.

1.6 Considering that we are operating under the "Light Touch Approach", we request AERA to maintain complete confidentiality of the contents of the MYTP.

1.7 The Authority had approved regulation of tariffs under the Light Touch Approach for the second control period and we request the Authority to continue with the same approach. **CELEBI AIRPORT SERVICES INDIA PVT. LTD.**
www.celebiaviation.com

Regd. Office: Room No. CE-01, Import Building 2, International Cargo Terminal, IGI Airport, New Delhi - 110037
Tel: +91 11 2560 1193 Fax: +91 11 2560 1320 CIN: U63090DL2009PTC196129

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AGM (J)





1.8 Would also like to inform the Authority that the stakeholder consultation has also been conducted online on 4th November, 2020 wherein the stakeholders were briefed on Company's operations and future initiatives. All the concerns of stakeholders were addressed. Copy of one of the meeting invite and meeting minutes are enclosed herewith.

Thanking you,
Yours sincerely,

For Celebi Airport Services India Pvt. Ltd

Cem Sensoz
Chief Executive Officer

Email: cem.sensoz@celebinas.in

Tel: +91 11 2560 1191

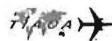


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2



• ISO 9001 QUALITY MANAGEMENT SYSTEM
• ISO 14001 ENVIRONMENTAL MANAGEMENT SYSTEM
• OHSAS 18001 OCCUPATIONAL HEALTH & SAFETY MANAGEMENT SYSTEM



2. Enclosures

#	Form Number	Description
Supporting documents for MYTP FY 2021 - FY 2026 (Forms and Celebi GH HYD's Calculations)		
Srl	Form's No	Name of Forms
1	<u>Form 1a</u>	Historical and proposed aggregate revenue requirement
2	<u>Form 1b</u>	Competition Assessment (Sec AL3)
3	<u>Form F 3</u>	Historical & Projected Profit & Loss Account
4	<u>Form F 6 (b)</u>	Summary Statement of Interest and Finance Charges
5	<u>Form F 7</u>	Format for Identifying Initial Regulatory Asset Base
6	<u>Form F 8 a</u>	Format for providing asset wise information of stakeholders contributions
7	<u>Form F 8 b</u>	Format for providing proposed exclusions from RAB
8	<u>Form F 9</u>	Formats for Forecast and Actual Roll Forward RAB
9	<u>Form F 10 a</u>	Capital projects completed before current review for Roll - Forward of RAB
10	<u>Form F 10 b</u>	Capital Expenditure projected plan - 10 year Master
11	<u>Form F 10 c</u>	Year wise Capital Expenditure Financing Plan for next 10 years
12	<u>Form F 10 d</u>	Summary Statement of Expenses Capitalised
13	<u>Form F 10 e</u>	Additional Capital Projects Summary
14	<u>Form 11(a)</u>	Employee Strength (ref: AI.4 of Appendix I)
15	<u>Form 11(b)</u>	Payroll related Expenditures and Provisions (ref: AI.5 of Appendix I)
16	<u>Form 11(c)</u>	Administration and General Expenditure (ref: AI.5 of Appendix I)
17	<u>Form 11(d)</u>	Repair & Maintenance Expenditure (ref: AI.5 of Appendix I)
18	<u>Form 11(e)</u>	Utilities & Outsourcing Expenditure (ref: AI.5 of Appendix I)
19	<u>Form 11(f)</u>	Other Outflows (ref: AI.5 of Appendix I)
20	<u>Form 11(g)</u>	Current Assets & Liabilities (ref: AI.5 of Appendix I)
21	<u>Form F 12 b</u>	Historical Aircraft Movements
22	<u>Form F 12 c</u>	Projected Aircraft Movements
23	<u>Form 13(a)</u>	Historical Tariffs and Revenue from Regulated Services (ref: AI.7 of Appendix I)
24	<u>Form 13(b)</u>	Historical and Projected Revenues from services other than Regulated Services (ref: AI.7 of Appendix I)
25	<u>Annexure 1 - Calculation of ARR</u>	
26	<u>Forecast RAB</u>	
27	<u>FROR</u>	
28	<u>Yield Per unit</u>	

3. Enclosures - Stakeholder consultation - Copy of meeting invite and meeting minutes.

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3



Form A
BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA AT NEW DELHI

SUBMISSION OF MULTI YEAR TARIFF PROPOSAL FOR AND ON BEHALF OF:

M/s Celebi Airport Services India Pvt. Ltd
International Cargo Terminal,
Indira Gandhi International Airport,
New Delhi – 110037

I, **Cem Sensoz**, aged 50 years, resident of Villa No. 126B, ITC Laburnum, Block A, Sushant Lok Phase – I, Gurgaon acting in my official capacity as **Chief Executive Officer** in M/s Celebi Airport Services India Private having its registered office at **Room No. CE-01, Import Building 2, International Cargo Terminal, IGI Airport, New Delhi – 110037**, India do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s Celebi Airport Services India Pvt Ltd for the Hyderabad station, 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 this submission which include (i) Business Plan; (ii) Information relating to the Regulatory Building Blocks; (iii) Competition Assessment; (iv) Historical and Forecasted volumes; and (v) Historical revenues, are correct and true to my knowledge and belief and nothing material has been concealed therefrom.

Signature



Place : New Delhi

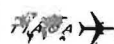
Date: 6 April 2021

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4



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Form 1a Historical and proposed aggregate revenue requirement

Sl no.	Aggregate revenue requirement	last available audited year	Financial year before Tariff year	Tariff year 1	Tariff year 2	Tariff year 3	Tariff year 4	Tariff year 5
		2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
1	Aggregate revenue requirement	272,440,505	225,095,565	320,466,108	412,545,495	497,011,101	546,834,634	590,128,308



Form 1b Competition Assessment (Sec AL3)

Sl No.	Details of Competitive Facilities
1	Air India SATS
2	Bird Worldwide Flight Services (India) Pvt. Ltd (BWFSIPL)

Form F 3 Historical & Projected Profit & Loss Account

S. No.	Particulars	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
1	Revenue	270,414,255	154,307,320	292,721,652	419,745,025	513,787,750	590,841,857	655,977,721
	Revenue from regulated services	270,101,439	153,994,504	292,408,836	419,432,209	513,787,750	590,841,857	655,977,721
	Revenue from other than regulated services	312,816	312,816	312,816	312,816	-	-	-
2	Operating Expenditure	219,362,084	156,034,510	254,964,273	351,224,391	402,515,413	448,926,665	495,657,144
	Payroll Costs	88,737,421	68,989,699	110,414,785	164,918,929	192,411,526	218,837,487	244,564,478
	Administrative & General Costs	39,734,698	19,444,866	35,054,739	43,760,611	48,554,077	53,710,892	58,892,179
	Utilities & Outsourcing Costs	20,641,133	12,909,432	26,104,218	35,566,978	30,722,022	33,351,574	35,793,429
	Other outflows	68,038,628	52,553,838	79,731,124	101,581,720	124,921,380	136,672,531	149,633,381
	Repair & Maintenance Costs	2,210,204	2,136,676	3,659,406	5,396,154	5,906,408	6,354,180	6,773,677
3	Earning before depreciation, interest & taxation (EBDIT)	51,052,171	(1,727,190)	37,757,379	68,520,633	111,272,337	141,915,192	160,320,577
	Depreciation and Amortisation	29,528,557	37,791,688	38,778,674	44,126,226	54,860,298	51,839,700	49,057,207
4	Earning before interest & taxation (EBIT)	21,523,615	(39,518,878)	(1,021,295)	24,394,407	56,412,039	90,075,492	111,263,370
	Total Interest and Finance Charges	4,832,855	3,900,036	4,829,629	2,793,846	260,947	293,976	302,085
5	Profit/Loss before tax	16,690,760	(43,418,914)	(5,850,924)	21,600,561	56,151,091	89,781,516	110,961,284
	Provision for taxation & Deffered Tax (Income)/Expense	(4,696,441)	-	-	(6,964,357)	14,133,230	22,598,008	27,928,955
6	Profit/Loss after taxation	21,387,201	(43,418,914)	(5,850,924)	28,564,918	42,017,862	67,183,508	83,032,329
7	Balance carried to balance sheet	21,387,201	(43,418,914)	(5,850,924)	28,564,918	42,017,862	67,183,508	83,032,329



Form F 6 (b) Summary Statement of Interest and Finance Charges

S.No.		Particulars	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	1	Interest Charges on Government Loans, Bonds and Advances	-	-	-	-	-	-	-
	2	Interest on long term Loans	4,368,881	3,326,955	4,238,988	2,193,821	-	-	-
		Secured	4,368,881	3,326,955	4,238,988	2,193,821	-	-	-
		Total Interest on Loans (1+2)	4,368,881	3,326,955	4,238,988	2,193,821	-	-	-
B		Cost of raising finance and bank charges on project loans	400,083	573,081	590,641	600,025	260,947	293,976	302,085
C		Grand Total of Interest and Finance Charges (A+B)	4,768,964	3,900,036	4,829,629	2,793,846	260,947	293,976	302,085
D		Less: Interest & Finance Charges Capitalised	-	-	-	-	-	-	-
E		Net Total of Interest & Finance Charges on Project related loans	4,768,964	3,900,036	4,829,629	2,793,846	260,947	293,976	302,085
F		Interest on Working Capital Loans	-	-	-	-	-	-	-
G		Other Interest Charges (Provide headwise details)	63,891	-	-	-	-	-	-
		Interest on Unsecured Loan	-	-	-	-	-	-	-
		Interest to Supplier for delay in payment of Equipments	-	-	-	-	-	-	-
		Interest on Service Tax	-	-	-	-	-	-	-
		Interest on TDS	63,891	-	-	-	-	-	-
H		Total Interest and Finance Charges chargeable to P&L account (E+F+G)	4,832,855	3,900,036	4,829,629	2,793,846	260,947	293,976	302,085



Form F 6 (c)	Contributions, Grants and Subsidies Master
	NIL



Form F 7 Format for Identifying Initial Regulatory Asset Base

As on 31, March, 2020

Asset Name	Original	Accumulated Depreciation	Net Book Value
Leasehold improvement	-	-	-
Ground handling equipments	264,985,130	51,716,570	213,268,560
Plant & machinery	-	-	-
Furnitures and fixtures	445,502	133,315	312,187
Vehicles	28,735,447	5,352,175	23,383,272
Office Equipment	858,035	128,974	729,061
Computers	981,985	196,919	785,066
Computer Software	-	-	-
Security Deposit	-	-	-
Grand Total	296,006,099	57,527,953	238,478,146



Form F 8 a	Format for providing asset wise information of stakeholders contributions
	NIL



Form F 8 b	Format for providing proposed exclusions from RAB
	NIL



Form F 9 Formats for Forecast and Actual Roll Forward RAB

	Depreciation Rates	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Opening RAB	167,792,065	238,478,146	210,796,883	173,805,709	174,323,543	188,459,610	145,418,590
	Leasehold Improvements	-	-	-	-	-	-	-
	Ground Handling Equipments	154,502,328	213,268,560	183,897,775	153,504,079	162,315,277	152,752,919	119,203,936
	Plant & Machinery	-	-	-	-	-	-	-
	Furniture & Fixtures	61,479	312,187	7,767,311	6,922,253	4,842,408	4,914,562	4,218,190
	Vehicles	11,947,453	23,383,273	17,635,259	11,888,170	6,141,080	30,118,665	21,666,652
	Office Equipments	399,088	729,061	877,118	1,084,103	825,228	418,402	204,011
	Computers	881,717	785,066	619,420	407,103	199,550	255,062	125,800
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	-	-	-	-	-	-	-
B	Additions - WIP Capitalisation	122,307,328	10,110,425	1,787,500	44,644,060	68,996,366	8,798,680	6,954,400
	Leasehold Improvements	-	-	-	-	-	-	-
	Ground Handling Equipments	105,428,409	924,200	-	44,488,660	29,817,879	6,646,380	5,829,600
	Plant & Machinery	-	-	-	-	-	-	-
	Furniture & Fixtures	379,502	8,782,225	1,237,500	-	2,690,000	2,119,000	-
	Vehicles	15,952,190	-	-	-	36,111,087	-	-
	Office Equipments	449,067	362,000	550,000	155,400	-	33,300	1,124,800
	Computers	98,160	42,000	-	-	377,400	-	-
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	-	-	-	-	-	-	-
C	Disposals/ Transfers	22,092,690	-	-	-	-	-	-
	Leasehold Improvements	-	-	-	-	-	-	-
	Ground Handling Equipments	22,092,690	-	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-	-	-
	Furniture & Fixtures	-	-	-	-	-	-	-
	Vehicles	-	-	-	-	-	-	-
	Office Equipments	-	-	-	-	-	-	-
	Computers	-	-	-	-	-	-	-
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	-	-	-	-	-	-	-
D	Depreciation Charge	29,528,557	37,791,688	38,778,674	44,126,226	54,860,298	51,839,700	49,057,207
	Leasehold Improvements	-	-	-	-	-	-	-
	Ground Handling Equipments	24,569,487	30,294,985	30,393,695	35,677,463	39,380,237	40,195,363	39,922,436
	Plant & Machinery	-	-	-	-	-	-	-
	Furniture & Fixtures	128,794	1,327,101	2,082,558	2,079,845	2,617,845	2,815,372	1,323,749
	Vehicles	4,516,371	5,748,013	5,747,089	5,747,089	12,133,502	8,452,012	7,222,217
	Office Equipments	119,094	213,943	343,015	414,276	406,826	247,691	463,004
	Computers	194,811	207,646	212,317	207,553	321,888	129,262	125,800
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	-	-	-	-	-	-	-
E	Closing RAB (A+B-C-D)	238,478,146	210,796,883	173,805,709	174,323,543	188,459,610	145,418,590	103,315,783
	Leasehold Improvements	-	-	-	-	-	-	-
	Ground Handling Equipments	213,268,560	183,897,775	153,504,079	162,315,277	152,752,919	119,203,936	85,111,100
	Plant & Machinery	-	-	-	-	-	-	-
	Furniture & Fixtures	312,187	7,767,311	6,922,253	4,842,408	4,914,562	4,218,190	2,894,441
	Vehicles	23,383,273	17,635,259	11,888,170	6,141,080	30,118,665	21,666,652	14,444,435
	Office Equipments	729,061	877,118	1,084,103	825,228	418,402	204,011	865,807
	Computers	785,066	619,420	407,103	199,550	255,062	125,800	0
	Intangible Assets - Computer Software	-	-	-	-	-	-	-
	Security Deposit	-	-	-	-	-	-	-
F	Average RAB	203,135,106	224,637,514	192,301,296	174,064,626	181,391,576	166,939,100	124,367,186

- Fixed assets are valued at cost. Cost of an asset comprises of the purchase price and any attributable cost of bringing the asset to its working condition for its intended use.
 - Depreciation is provided using the straight line method based on the useful lives of the assets estimated by the management



Form F 10 a	Capital projects completed before current review for Roll - Forward of RAB
	Same as in Form F7



Form F 10 b Capital Expenditure projected plan - 10 year Master

SR. NO.	PROJECT NAME	PROJECT TYPE	F.Y. before Tariff Year 1	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5	Tariff Year 6	Tariff Year 7	Tariff Year 8	Tariff Year 9	Tariff Year 10
			2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28	2028-29	2029-30	2030-31
1	N.A.	Leasehold Improvements	-	-	-	-	-	-	-	-	-	-	-
2	N.A.	Ground Handling Equipments	924,200	-	44,488,660	29,817,879	6,646,380	5,829,600	-	-	-	-	-
3	N.A.	Plant & Machinery	-	-	-	-	-	-	-	-	-	-	-
4	N.A.	Furniture & Fixtures	8,782,225	1,237,500	-	2,690,000	2,119,000	-	-	-	-	-	-
5	N.A.	Vehicles	-	-	-	36,111,087	-	-	-	-	-	-	-
6	N.A.	Office Equipments	362,000	550,000	155,400	-	33,300	1,124,800	-	-	-	-	-
7	N.A.	Computers	42,000	-	-	377,400	-	-	-	-	-	-	-
8	N.A.	Intangible Assets - Computer Software	-	-	-	-	-	-	-	-	-	-	-
9	N.A.	Security Deposit	-	-	-	-	-	-	-	-	-	-	-
		TOTAL	10,110,425	1,787,500	44,644,060	68,996,366	8,798,680	6,954,400	-	-	-	-	-



Form F 10 c

Yearwise Capital Expenditure Financing Plan for next 10 years

PROJECT DETAILS	Tariff Year 1		Tariff Year 2		Tariff Year 3		Tariff Year 4		Tariff Year 5	
	2021-22	AMOUNT	2022-23	AMOUNT	2023-24	AMOUNT	2024-25	AMOUNT	2025-26	AMOUNT
		1,787,500		44,644,060		68,996,366		8,798,680		6,954,400
TOTAL CAPEX PLANNED	INTERNAL ACCRUAL	1,787,500	INTERNAL ACCRUAL	44,644,060	INTERNAL ACCRUAL	68,996,366	INTERNAL ACCRUAL	8,798,680	INTERNAL ACCRUAL	6,954,400
	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-
	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-
	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-
		1,787,500		44,644,060		68,996,366		8,798,680		6,954,400

PROJECT DETAILS	Tariff Year 6		Tariff Year 7		Tariff Year 8		Tariff Year 9		Tariff Year 10	
	2026-27	AMOUNT	2027-28	AMOUNT	2028-29	AMOUNT	2029-30	AMOUNT	2030-31	AMOUNT
		-		-		-		-		-
TOTAL CAPEX PLANNED	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-	INTERNAL ACCRUAL	-
	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-	EQUITY INFUSED	-
	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-	USER CONTRIBUTION	-
	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-	TOTAL DEBT	-
		-		-		-		-		-



Form F 10 d	Summary Statement of Expenses Capitalised
	NIL



Form F 10 e	Additional Capital Projects Summary
	NIL



Form 11(a) Employee Strength (ref: AI.4 of Appendix I)

SR. NO.	Particulars with detailed breakup	As on 31st March, 2020	As on 31st March, 2021	As on 31st March, 2022	As on 31st March, 2023	As on 31st March, 2024	As on 31st March, 2025	As on 31st March, 2026
A	Department wise full time employees							
	Airport Director	-	-	-	-	-	-	-
	ATC/Operations	297	291	429	471	505	531	542
	Communications	-	-	-	-	-	-	-
	Human Resource (HR)	-	1	1	1	1	1	1
	Official Language	-	-	-	-	-	-	-
	Finance	1	1	1	1	1	1	1
	Terminal Management Housekeeping	-	-	-	-	-	-	-
	Engineering	-	-	-	-	-	-	-
	Commercial	-	-	-	-	-	-	-
	Land Management	-	-	-	-	-	-	-
	Security	-	-	-	-	-	-	-
	Mt Workshop	-	-	-	-	-	-	-
	Fire	-	-	-	-	-	-	-
	Medical	-	-	-	-	-	-	-
	Cargo	-	-	-	-	-	-	-
	Other 1 (Head office)	-	-	-	-	-	-	-
	Total Full Time Employees	298	293	431	473	507	533	544
B	Department wise part time contractual Employees							
	Department 1	-	-	-	-	-	-	-
	Department 2	-	-	-	-	-	-	-
	Department 3	-	-	-	-	-	-	-
	Department 4	-	-	-	-	-	-	-



Form 11(b) Payroll related Expenditures and Provisions (ref: A1.5 of Appendix I)

SR. NO.	Particulars with detailed breakup	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Salaries & Wages	61,013,375	50,241,320	80,408,881	120,101,186	140,122,499	159,367,041	178,102,563
B	PF Contributions	4,208,590	3,347,308	5,357,209	8,001,693	9,335,605	10,617,765	11,866,012
C	Medical Expenses	1,748,231	2,347,459	3,756,998	5,611,568	6,547,037	7,446,213	8,321,605
D	Overtime	4,165,757	1,205,910	1,930,003	2,882,712	3,363,271	3,825,186	4,274,883
E	Staff Welfare Fund	252,535	246,785	394,969	589,937	688,282	782,811	874,840
F	Others	17,348,933	11,600,917	18,566,724	27,731,832	32,354,831	36,798,471	41,124,576
1	Grand Total	88,737,421	68,989,699	110,414,785	164,918,929	192,411,526	218,837,487	244,564,478
2	Employee Expenses Capitalized	-	-	-	-	-	-	-
3	Net Employee Expenses (1)-(2)	88,737,421	68,989,699	110,414,785	164,918,929	192,411,526	218,837,487	244,564,478

Increase in Payroll Expenditure over the years has been assumed @ 6.6% considering 2.6% over the forecasted CPI inflation @ 4% every year



Form 11(c) Administration and General Expenditure (ref: AI.5 of Appendix I)

SR. NO.	Particulars with detailed breakup	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Administration Charges							
	Directors Sitting Fees	-	-	-	-	-	-	-
	Rates & Taxes	-	-	-	-	-	-	-
	Lease/Rent	-	-	-	-	-	-	-
	Rates & Taxes	-	-	-	-	-	-	-
	Communication Expenses	-	-	-	-	-	-	-
	Advertisement	-	-	-	-	-	-	-
	Office Maintenance	-	-	-	-	-	-	-
	Printing & Stationery	137,379	245,307	148,712	213,244	261,020	300,166	333,257
	Allocated Overhead Expenses	26,153,749	16,639,754	22,107,377	25,224,239	25,999,939	27,861,713	30,233,632
	Total	26,291,128	16,885,061	22,256,089	25,437,483	26,260,959	28,161,879	30,566,889
B	Legal Charges/Auditor's Fees							
	Auditor's Fees	-	-	-	-	-	-	-
	Legal Charges	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-
C	Consultancy/Advisory Expenses							
	Consultancy/Technical/Other Professional Charges	72,602	-	-	-	-	-	-
	Total	72,602	-	-	-	-	-	-
D	Other Charges							
	Land Lease	-	-	-	-	-	-	-
	Insurance Costs							
	During Construction Period	-	-	-	-	-	-	-
	During Opertation Period	290,151	179,680	113,423	123,433	130,146	136,591	143,010
	IT related Expenses	565,098	(71,514)	826,143	1,247,431	1,439,934	1,599,791	1,757,935
	Recruitment and Training Charges	-	-	-	-	-	-	-
	Bank Charges - BG Commission	428,243	122,000	122,000	122,000	122,000	122,000	122,000
	Miscellaneous Expenses	-	-	-	-	-	-	-
	Interest on short term loans	1,244,838	-	-	-	-	-	-
	Travel	8,029,500	1,262,614	8,691,881	12,463,628	15,256,070	17,544,063	19,478,164
	Office Expenses	1,981,173	983,024	2,144,607	3,075,236	3,764,234	4,328,766	4,805,980
	Certification Expenses	831,965	84,000	900,596	1,291,400	1,580,735	1,817,802	2,018,201
	Total	13,370,968	2,559,804	12,798,650	18,323,128	22,293,118	25,549,013	28,325,289
E	Grand Total	39,734,698	19,444,866	35,054,739	43,760,611	48,554,077	53,710,892	58,892,179
F	Administration & General expenses capitalised	-	-	-	-	-	-	-
G	Net A&G expenses (E)-(F)	39,734,698	19,444,866	35,054,739	43,760,611	48,554,077	53,710,892	58,892,179



Form 11(d) Repair & Maintenance Expenditure (ref: A1.5 of Appendix I)

SR. NO.	Particulars with detailed breakup	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Plant and Machinery	2,210,204	2,136,676	3,659,406	5,396,154	5,906,408	6,354,180	6,773,677
1	Grand Total	2,210,204	2,136,676	3,659,406	5,396,154	5,906,408	6,354,180	6,773,677



Form 11(e) Utilities & Outsourcing Expenditure (ref: AI.5 of Appendix I)

SR. NO.	Particulars with detailed breakup	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Utilities Costs							
	Power Costs	1,006,935	783,386	1,731,540	2,341,830	2,816,324	3,173,938	3,493,852
	Water Costs	655,617	97,236	214,923	290,673	349,568	393,956	433,665
	Other > Mention all the applicable heads	18,978,581	12,028,811	24,157,756	32,934,475	27,556,130	29,783,681	31,865,912
	Fuel Expenses	7,242,777	4,266,124	7,940,398	11,413,389	13,494,706	15,142,591	16,719,571
	Cleaning expenses	267,285	1,411,468	1,102,684	1,581,693	1,937,511	2,228,085	2,473,714
	Communication Expenses	1,915,897	1,160,044	1,711,240	2,049,657	2,283,285	2,475,056	2,643,600
	Equipment hire expenses	8,789,947	3,637,476	12,240,000	16,560,000	8,400,000	8,400,000	8,400,000
	Others	762,675	1,553,699	1,163,434	1,329,736	1,440,627	1,537,949	1,629,027
	Total	20,641,133	12,909,432	26,104,218	35,566,978	30,722,022	33,351,574	35,793,429
B	Department-wise Outsourcing Costs							
	Airfield Services & Facilities	-	-	-	-	-	-	-
	Terminals	-	-	-	-	-	-	-
	Surveillance	-	-	-	-	-	-	-
	Cleaning	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-
1	Grand Total	20,641,133	12,909,432	26,104,218	35,566,978	30,722,022	33,351,574	35,793,429
2	Utilities and Outsourcing expenses capitalised	-	-	-	-	-	-	-
3	Net Utilities and Outsourcing expenses (1)-(2)	20,641,133	12,909,432	26,104,218	35,566,978	30,722,022	33,351,574	35,793,429



Form 11(f) Other Outflows (ref: A1.5 of Appendix I)

SR. NO.	Particulars	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Concession fees	45,484,425	28,686,344	52,740,631	72,172,056	91,047,158	101,104,599	112,287,052
B	License Fees	22,554,203	23,867,494	26,990,493	29,409,663	33,874,222	35,567,933	37,346,329
1	Grand Total	68,038,628	52,553,838	79,731,124	101,581,720	124,921,380	136,672,531	149,633,381



Form F 12 b Historical Aircraft Movements

Year	Domestic (Landing)	International (Landing)	Total
2013-14	-	-	-
2014-15	-	-	-
2015-16	-	-	-
2016-17	-	-	-
2017-18	-	-	-
2018-19	-	-	-
2019-20	5,054	1,114	6,168



Form F 12 c Projected Aircraft Movements

Year	Domestic (Landing)			International (Landing)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2021-22	9,118	8,289	7,460	989	899	809
2022-23	13,488	12,262	11,036	1,351	1,228	1,105
2023-24	15,059	13,690	12,321	1,650	1,500	1,350
2024-25	16,276	14,796	13,316	1,860	1,691	1,522
2025-26	17,571	15,973	14,376	1,898	1,726	1,553
2026-27	18,442	16,766	15,089	1,939	1,763	1,586
2027-28	19,240	17,491	15,742	1,983	1,802	1,622



Form 13(a)

Historical Tariffs and Revenue from Regulated Services (ref: A1.7 of Appendix I)

SR. NO.	Particulars	2019-2020		2020-21		2021-22		2022-23		2023-24		2024-25		2025-26	
		Per Unit Tariff	Revenues	Per Unit Tariff	Revenues	Per Unit Tariff	Revenues	Per Unit Tariff	Revenues	Per Unit Tariff	Revenues	Per Unit Tariff	Revenues	Per Unit Tariff	Revenues
	Revenues from Regulated Services														
1	Ground Handling - Scheduled flights	43,791	270,101,439	43,477	153,994,504	31,826	292,408,836	31,092	419,432,209	33,823	513,787,750	35,836	590,841,857	37,063	655,977,721
	Total Revenue		270,101,439		153,994,504		292,408,836		419,432,209		513,787,750		590,841,857		655,977,721



Form 13(b)**Historical and Projected Revenues from services other than Regulated Services (ref: AI.7 of Appendix I)**

SR. NO.	Name of the customer	Particulars with detailed breakup	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A		Revenue from services other than Regulated Services							
1		Revenue from.....	-	-	-	-	-	-	-
2		Revenue from.....	-	-	-	-	-	-	-
3		Revenue from.....	-	-	-	-	-	-	-
		Total 'A'	-	-					
B		Other Revenues							
1		Interest Income	312,816	312,816	312,816	312,816	-	-	-
2		Others	-	-	-	-	-	-	-
		Total 'B'	312,816	312,816	312,816	312,816	-	-	-
		Total Revenues (A+B)	312,816	312,816	312,816	312,816	-	-	-

Interest income on Fixed Deposits with Lender towards Debt Service Reserve Account as per Loan Agreement. The same has been considered only till Sep-23 as the loan will be fully repaid by that time



Form 14 (b) - Price List - Scheduled Aircrafts

Particulars	Existing Tariffs			FY 2021-22			FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flight																		
CODE B	4,410	10,290	14,700	4,851	11,319	16,170	4,851	11,319	16,170	5,094	11,885	16,979	5,094	11,885	16,979	5,349	12,479	17,828
CODE C	5,820	13,580	19,400	6,402	14,938	21,340	6,402	14,938	21,340	6,722	15,685	22,407	6,722	15,685	22,407	7,058	16,469	23,527
CODE D	8,970	20,930	29,900	9,867	23,023	32,890	9,867	23,023	32,890	10,360	24,174	34,534	10,360	24,174	34,534	10,878	25,383	36,261
CODE E	20,490	47,810	68,300	22,539	52,591	75,130	22,539	52,591	75,130	23,666	55,221	78,887	23,666	55,221	78,887	24,849	57,982	82,831
CODE F	30,240	70,560	100,800	33,264	77,616	110,880	33,264	77,616	110,880	34,927	81,497	116,424	34,927	81,497	116,424	36,673	85,572	122,245
International Passenger Flight																		
CODE B	11,730	27,370	39,100	11,730	27,370	39,100	11,730	27,370	39,100	12,317	28,739	41,056	12,317	28,739	41,056	12,933	30,176	43,109
CODE C	27,510	64,190	91,700	27,510	64,190	91,700	27,510	64,190	91,700	28,886	67,400	96,286	28,886	67,400	96,286	30,330	70,770	101,100
CODE D	44,820	104,580	149,400	44,820	104,580	149,400	44,820	104,580	149,400	47,061	109,809	156,870	47,061	109,809	156,870	49,414	115,299	164,713
CODE E	58,710	136,990	195,700	58,710	136,990	195,700	58,710	136,990	195,700	61,646	143,840	205,486	61,646	143,840	205,486	64,728	151,032	215,760
CODE F	81,870	191,030	272,900	81,870	191,030	272,900	81,870	191,030	272,900	85,964	200,582	286,546	85,964	200,582	286,546	90,262	210,611	300,873
Domestic Freight Flight																		
CODE C	NA	54,000	NA	NA	54,000	NA	NA	54,000	NA	NA	56,700	NA	NA	56,700	NA	NA	59,535	NA
CODE D	NA	94,000	NA	NA	94,000	NA	NA	94,000	NA	NA	98,700	NA	NA	98,700	NA	NA	103,635	NA
CODE E	NA	113,000	NA	NA	113,000	NA	NA	113,000	NA	NA	118,650	NA	NA	118,650	NA	NA	124,583	NA
CODE F	NA	154,000	NA	NA	154,000	NA	NA	154,000	NA	NA	161,700	NA	NA	161,700	NA	NA	169,785	NA
International Freight Flight																		
CODE C	NA	133,000	NA	NA	133,000	NA	NA	133,000	NA	NA	139,650	NA	NA	139,650	NA	NA	146,633	NA
CODE D	NA	160,000	NA	NA	160,000	NA	NA	160,000	NA	NA	168,000	NA	NA	168,000	NA	NA	176,400	NA
CODE E	NA	195,000	NA	NA	195,000	NA	NA	195,000	NA	NA	204,750	NA	NA	204,750	NA	NA	214,988	NA
CODE F	NA	287,000	NA	NA	287,000	NA	NA	287,000	NA	NA	301,350	NA	NA	301,350	NA	NA	316,418	NA

Note : Above prices are excluding applicable taxes



Annexure 1 - Calculation of ARR

Particulars		2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
RAB for Calculating ARR	RAB	203,135,106	224,637,514	192,301,296	174,064,626	181,391,576	166,939,100	124,367,186
Fair Rate of Return applied to the RAB	FRoR	14.06%	14.06%	14.06%	14.06%	14.06%	14.06%	14.06%
Depreciation	D	29,528,557	37,791,688	38,778,674	44,126,226	54,860,298	51,839,700	49,057,207
Operation & Maintenance Expenditure	O	219,362,084	156,034,510	254,964,273	351,224,391	402,515,413	448,926,665	495,657,144
Tax	T	(4,696,441)	-	-	(6,964,357)	14,133,230	22,598,008	27,928,955
Revenues from services other than regulated services	NAR	312,816	312,816	312,816	312,816	-	-	-
ARR		272,440,505	225,095,565	320,466,108	412,545,495	497,011,101	546,834,634	590,128,308



FROR

Particulars		2019-2020	2020-21	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
				2021-22	2022-23	2023-24	2024-25	2025-26
Debt	D	913,588,043	-	-	-	-	-	-
Equity	E	1,265,582,251	-	-	-	-	-	-
Debt + Equity	C	2,179,170,294	-	-	-	-	-	-
Cost of Debt	Kd	8.60%	8.60%	8.60%	8.60%	8.60%	8.60%	8.60%
Cost of Equity	Ke	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%
Individual year gearing	G	41.92%	41.92%	41.92%	41.92%	41.92%	41.92%	41.92%
Weighted Average Gearing	WG							
Weighted Average Cost of Debt	Rd							
Weighted Average Cost of Equity	Re							
Fair rate of return		14.06%						



Forecast RAB

Particulars		2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
Opening RAB	OR	167,792,065	238,478,146	210,796,883	173,805,709	174,323,543	188,459,610	145,418,590
Commissioned Assets	CA	122,307,328	10,110,425	1,787,500	44,644,060	68,996,366	8,798,680	6,954,400
Depreciation	DR	(29,528,557)	(37,791,688)	(38,778,674)	(44,126,226)	(54,860,298)	(51,839,700)	(49,057,207)
Disposals/Transfers	DI	(22,092,690)	-	-	-	-	-	-
Closing RAB	CR	238,478,146	210,796,883	173,805,709	174,323,543	188,459,610	145,418,590	103,315,783
RAB	RA= (OR + CR)/2	203,135,106	224,637,514	192,301,296	174,064,626	181,391,576	166,939,100	124,367,186



Yield Per unit

Particulars		2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
Aggregate Revenue requirement	ARR	272,440,505	225,095,565	320,466,108	412,545,495	497,011,101	546,834,634	590,128,308
Estimated Volume	VE	-	-	9,188	13,490	15,190	16,487	17,699
PV of ARR	PV (ARR)	272,440,505	225,095,565	280,964,777	317,111,063	334,946,470	323,098,618	305,699,908
Total PV (ARR)		1,561,820,835						
Total VE		72,055						
Y=Total PV (ARR)/Total VE		21,676						





Ref: CASI/SHC20/HYD/001

Date: 04th October 2020

To
Mr. SRINIVAS SHARMA
STATION MANAGER
LUFTHANSA CARGO

Subject: Invitation for Stakeholder Consultation Meeting

Dear Mr. Srinivas,

In reference to the guidelines of Airport Economic Regulatory Authority ('AERA'), Celebi Airport Services India Private Limited ('CELEBI') will be convening a Stakeholder Consultation Meeting related to **Ground Handling Services** at **Rajiv Gandhi International Airport, Hyderabad**. The Meeting will be held online on a virtual platform due to the prevailing pandemic situation as per following schedule:

Date: 04th November 2020

Time: 1100hrs to 1300hrs

Venue: Online through Microsoft Teams (Link for online meeting will be shared separately via Meeting invite)

RSVP: By Response to Meeting Invite

In the aforesaid meeting we intend to discuss the recent developments, various measures being taken by CELEBI, new price proposal to be filed with regulatory authority AERA and to answer questions or receive valuable feedback from all the stakeholders.

Therefore, being a Stakeholder, we invite you to attend the subject meeting. We would appreciate a response confirming your attendance for the above invite.

To ensure that there are no hurdles during the online meeting, we will conduct a test of online platform few days before the meeting to address any issue you may have and a separate calendar invite will be sent, you are requested to login for 5 min to check effectiveness of this.

For any further assistance you may contact our coordinator Ms. Sapna Bhandari at sapna.bhandari@celebinas.in or Mobile: +91 9870002357.

Thanking you.

For Celebi Airport Services India Private Limited



Cem Sensoz

Chief Executive Officer - Ground Handling India



CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
(Formerly known as Celebi Ground Handling Delhi Private Limited)



MINUTES OF THE MEETING OF STAKEHOLDER CONSULTATION FOR GROUND HANDLING SERVICES AT RAJIV GANDHI INTERNATIONAL AIRPORT, HYDERABAD HELD BY CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED THROUGH VIDEO CONFERENCING ON WEDNESDAY, 4TH NOVEMBER, 2020 AT 11.00 A.M.

Attendees List:-

Customer's Representative

S. N.	Name & Designation	Organization
1	Ms. Aruna Maredu - Manager	GMR - Commercial
2	Ms. Anu Kushwaha - Manager	GMR - Commercial
3	Mr. AV Lakshmana Kumar - Head Airside Management	GMR
4	Mr. Vijit Sinha - Head of Cargo	GMR Cargo
5	Mr. Kalpesh Dhila - Station Manager	Air Asia
6	Mr. Srinivas Sharma - Station Manager	Lufthansa Cargo
7	Mr. Nawal Kishore - Regional Manager	Spice Jet

Celebi Airport Services Officials

S. N.	Name	Designation
1	Mr. Tauseef Khan	Chief Operating Officer
2	Mr. Laxman K Prasad	Chief Financial Officer
3	Mr. Andy Dias	Head of Commercial
4	Mr. Sharad Tijoriya	Head Quality & Safety
5	Mr. Adil Bhat	Head GSD & BME
6	Mr. Namith Karkera	Head of IT
7	Mr. Punit Lodha	Head – FPA
8	Ms. Richa Yadav	Station Manager HYD
9	Mr. Anil Raheja	Training Manager
10	Ms. Sapna Bhandari	Commercial Sr. Manager
11	Ms. Pooja Shinde	Member, Legal Department
12	Ms. Nisha Kandari	Executive

Considering the availability of the Stakeholders, meeting commenced at 11.00 a.m.

Mr. Tauseef Khan, Chief Operating Officer of Celebi Airport Services India Private Limited welcomed all the stakeholders, present for the meeting. He wished all the participants to remain healthy and safe during covid-19 pandemic. He further stated that with an intention of everyone's safety in the current pandemic, CELEBI has organized this meeting on virtual platform.

CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
(Formerly known as Celebi Ground Handling Delhi Private Limited)





In the opening speech, Mr. Tauseef introduced the stakeholder representatives who participated in the meeting and thanked them for joining the Meeting.

Further other Members from the CELEBI Management on panel, were introduced one by one.

Thereafter, Mr. Tauseef Khan briefed the participants on flow of event.

Mr. Andy Dias, conveyed warm welcome to all the participants. As the Meeting was conveyed on virtual platform through Microsoft Teams video conferencing, Mr. Andy appraised the participants on Meeting Guidelines with respect to the recording, network speed and sound quality, feedback and Q/A session, Minutes etc.

Mr. Andy started his presentation giving brief overview of CELEBI as a Company (Celebi Airport Services India Private Limited along with its affiliates is collectively referred to as "CELEBI"). He stated that CELEBI is established in Turkey in 1958. CELEBI is the global provider of Airport Services having presence in four Countries including Turkey, Frankfurt, Budapest and India. Further, CELEBI at glance was briefed on below;

- 4 warehouses worldwide
- Handling close to 1 Million Tons Cargo per annum
- Employ more than 13,000 people
- Active at more than 40 Airports: Turkey 31 (including Airports where we do not operate currently due to Pandemic (04 Airports non ops now)), India 07 (Including non-ops station Kannur) Hungary 01, Germany 01 (FRA Cargo Warehouse ops)
- Certified Un-impaired Airport
- Provides Airport Ground Services for more than 70 Million Passengers Annually
- possessed certifications under ISAGO, AHM 804, ISO 9001, ISO 14001, PAS99, RA3
- More than 300 Customers globally
- Serving more than 240k flights Annually
- providing ground handling, cargo warehouse and general aviation services

Mr. Andy also appraised the participants on;

- CELEBI Mission and Vision Values
- CELEBI Values
- Milestones achieved by CELEBI step by step : CELEBI originated in Turkey, founded with one ladder and 5 workers and continues growth of CELEBI in achieving other stations worldwide
- services provided by CELEBI
- Customers over 300 Airline partners
- Quality and Safety role and certifications that enable CELEBI to provide services
- CELEBI entities across the globe and their services



CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
(Formerly known as Celebi Ground Handling Delhi Private Limited)



- International Membership with Airport Services Association (ASA), Aviance Alliance, IATA, TIACA, UTIKAD

Mr. Tauseef Khan, COO started his presentation with the insights on role of support functions and expressed gratitude to have in place latest state of Art IT systems and technologies. The Stakeholders were further appraised on these support systems like IT systems & technology, Human Resource, Training, quality management and GSE management that plays key role in CELEBI operations, as briefed below;

IT Systems and Technology:

- Integrated Airport Resources Management: Inform Groundstar is the German based system through which CELEBI optimize planning and control process in ground handling requirements, project and forecast resource requirement for a particular station well in advance, real-time allocation of resources, this has successfully implemented in Mumbai thereafter in Delhi and now we are planning to introduce this at other stations in India including Hyderabad. The requirement for using this system helps us in case of multiple flights.
- Global ERP System used in all the functions across the network
- Sales Force: tool used in managing customers locally and globally, taking customer feedback, their contact details, follow up and meeting reports, KPI monitoring
- DCS Systems: proven systems of check-in, boarding and load planning used in CELEBI globally
- Flight Info & Ops Management System (Ikarus): in-house system to specialize ground service requirements of customers.

Human Resource:

- HR policies
- Over 90% internal promotion rate
- Exemplary career paths: From officer to C level management
- Global assignments for personal development in critical roles



Celebi Aviation Academy:

Mr. Tauseef Khan further briefed about Celebi Aviation Academy as a brain child of CELEBI that happened about 2-3 years back through one of the Board Member of CELEBI; Turkey. Celebi Aviation Academy is a central educational hub which promote training standardization for the purpose of soft skill development, leadership and operational-technical training that provide safe, secure and sustainable development of global ground handling & cargo service. Celebi Aviation Academy has moved leaps and bounds in last 2-3 years and Celebi Aviation is the first company in the world to undergo the center of excellence certification for our in-house training programmes with Celebi Aviation Academy. IATA CETV program was officially launched at the global training partner

CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
(Formerly known as Celebi Ground Handling Delhi Private Limited)



conference between 10th – 13th April, 2019 wherein CELEBI was accredited with the CETV program. CELEBI is the first ground handling company to achieve highest recognition from IATA with its recognition for achieving IATA training validation program. IATA has gone through CELEBI training modules and found them in line with their AHMS and guidelines and awarded Celebi Aviation Academy as the first company to receive training validation program.

Training initiatives and updates:

Next Mr. Tauseef moved to explain the training initiatives taken within an organization. He mentioned that operation is aided with the blended approach of online/offline platform through E-school created by Training Team to groom, train and qualify staff for various job functions. It is a go green initiative by the team. Through this platform, following benefits are achieved;

- Read & Sign documents, circulars received from various Airlines, Airport Operators are now been uploaded on E-School and assigned to specific staff.
- to track training completion, assign refresher trainings and monitor records for compliance
- Skill cards for GSE operators have been redesigned and issued
- to conduct briefing sessions to keep staff engaged, upgrade existing job knowledge and keep them motivated during COVID 19 Lockdown period
- Mentorship program to guide new joiners.

Customer Satisfaction:

Mr. Tauseef further informed about customer satisfaction survey which is gone online now and being conducted twice year to get the feedback from the customers. CELEBI takes this feedback with importance, endeavor to work on shortfalls and appreciate our staff when we receive recognition/ratings from our Customers this also promote competition within CELEBI stations locally as well as at global level. He further updated that how CELEBI measures quality of its services via Customer Scorecards. Scorecards have been designed to measure the quality of service provided across all subsidiaries in a uniform method. The goal of this procedure is to identify potential problem areas as well as strong points and to collect customer feedback pertaining to their commercial and operations expectations.

GSE Management:

Mr. Tauseef further added that CELEBI has implemented the SAP system in order to control, follow, plan, perform and organize GSE's needs and maintenance & repair activities. SAP system support the operations immensely with GSE Management with almost no chance of error. There are other initiative taken through GSE Management Program i.e. conducting GSE tracking system together with

CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
(Formerly known as Celebi Ground Handling Delhi Private Limited)





GMR and have finalized vendor which induct the product by end of 2022, currently it is pending for seeking Govt. authorities approval. With the help of this tracker we can track the status on the dashboard of every single GSE (wide body/ narrow body). CELEBI has also introduced electrical equipment (passenger stairs, conveyor belts) to make Airport more environment friendly. CELEBI has also introduced Lithium batteries (i.e. Environment friendly, zero maintenance, full charge in approximately 2 Hrs., can be charged in between and need not wait to reach 25% capacity compared to lead acid traction batteries), leading to less down time & increase in productivity.

Operation with Covid-19:

Mr. Tauseef Khan mentioned that, although flights were not fully operative during Covid-19 period but CELEBI operations were continued in terms of business continuity plans which was introduced in pan India and even implemented globally covering guidelines for the staff about running business. Below measures taken by CELEBI during the pandemic were briefed to the Stakeholders;

- Developed & implemented Business Continuity Plan (BCP) for COVID-19.
- 100% compliance to guidelines issued by regulatory authorities and Celebi HQ.
- 100% compliance to COVID-19 PPE.
- 100% temperature checks at office entrance and before issues Airport Entry Pass for operations staff.
- Cleaning & Disinfection through OEM validated chemicals
- Social distancing marking on coaches.
- Cleaning & disinfection of equipment and offices every 12 hours.
- Dynamic tracking and recording of COVID-19 cases enabling self-isolation of suspected cases.
- Wage payment to staff detected positive or under self-isolation making staff to reporting symptoms voluntarily.
- Regular check of compliance by operations and Quality & Safety department.
- Top management is closely monitoring compliances.

Hyderabad Station Specific Initiatives:

Stakeholders were also appraised on the below initiatives taken by CELEBI specifically for Hyderabad location;

- Digital Web SCF
- Online Read & Sign
- Safety Review Board Meeting every fortnight to discuss safety issues
- Chaining of Cones around the Aircraft
- All Refresher Trainings conducted Online through Celebi E-School



CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
(Formerly known as Celebi Ground Handling Delhi Private Limited)



- Implementation of system of monthly/yearly Station Safety Rating to promote safety practices
- Emphasis on reporting of Non-Compliances & Operational Hazards
- GOM Project | AODB Integration | ULD Management Software (In process)
- Reward & Recognition Process | Digital Notice Boards
- Go Green project - Limit usage of Fossil Fuel Equipments and moving to Electrical Equipments

Tariff Proposal to AERA for the Third Control Period (FY2021-22 to FY2025-26)

In the last Mr. Andy gave detailed background about the proposed Annual Tariff Plan Proposal for the Third Control Period (FY2021-22 to FY2025-26) and highlighted that;

- As per Airport Economic Regulation Act (AERA) regulation tariffs of Ground Handling Services must be determined by the Authority.
- Price so determined by the Authority is the maximum tariff to be charged, however we will continue to have price finalisation with one to one customer based on individual discussion and scope.
- Our current AERA approved/ determined tariffs are valid till March 2021 and it is same irrespective of volume of operation/ flights.
- Considering the above facts we would like to propose the following to AERA Authority in respect of tariffs for the third control period (FY2021-22 to FY2025-26)
- Price link to volume of operation in 3 slabs i.e. High, Medium and Low
- Suitable price increase/ alignment, in-line with increase in cost & volume of operation.

After the detailed presentation, stakeholders were invited for their queries and question and answer session.

Question 1: Ms. Aruna Maredu, Manager from GMR Commercial requested to discuss about the price link to operation volume in 3 slabs and suitable price increase.

Reply: Laxman K Prasad, CFO mentioned that 3 slabs low/medium/high will be categorised in terms of number of flights being operated on monthly basis and tentatively what we are looking at is for eg. if any Airline is flying 15-17 flights per month may fall into low category, Customer with 30-40 flights per month will be categorised as Medium and more than that can be categorised as High. This is likelihood of volume based pricing to come up subject to the authority approval.

Question 2: Ms. Aruna Maredu, Manager from GMR Commercial asked that since CELEBI is handling more of a Cargo freighters as compared to passenger flights being operated, does the lower number of passenger flights has lower pricing?

CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
(Formerly known as Celebi Ground Handling Delhi Private Limited)





Reply: Laxman K Prasad, CFO replied that volume based pricing works on reverse base, i.e. lower the volume higher the price and higher the volume lower the price. So if Any Airline is flying 5 flights daily may get lower price as compared to flying a single flight a week.

Question 3: Ms. Aruna Maredu, Manager from GMR Commercial raised concern about having this kind of pricing strategies when international traffic is uncertain?

Reply: Laxman K Prasad, CFO replied that this is going to be a 5 years pricing structure which will become effective from 1st April, 2021 which is still 5 months from the meeting date and we expect to get some more clarity in this 5 months. Again this is a general pricing and maximum pricing to be approved by the Authority applicable for this Airport however we can finalise the price on one to one basis discussion with customers considering their volume, scope of services, requirements etc. as we work in competitive environment.

Question 4: Ms. Aruna Maredu, Manager from GMR Commercial asked that is this tariff going to be applicable for all the Airports or only for HYD Airport you have this proposition?

Reply: Laxman K Prasad, CFO replied that we are planning to have this structure more or less in all Airports.

Question 5: Ms. Aruna Maredu, Manager from GMR Commercial raised that is there any rationale under AERA for having high/medium/low pricing for a particular type of Aircraft?

Reply: Laxman K Prasad, CFO replied that these kind of price structure is already approved by authority for some other Ground Handlers, we are also discussing this with authority. We think that it's good to have volume base price structure and it is further bifurcated into type of services i.e. ramp, terminal and comprehensive, which we will be proposing to authority.

Thereafter Ms. Aruna expressed that CELEBI has had a wonderful journey so far in our association and appreciated the commendable efforts taken by CELEBI team all time in pre-Covid and also during Covid days.

Question 6: Ms. Aruna Maredu, Manager from GMR Commercial asked about the timelines for implementation of GSE tracking system?

Reply: Mr. Tauseef Khan, COO replied that the Vendor has been finalised and we are in the process of seeking approval from Govt. authorities. We have secured approvals for few stations and going to implement this system at our stations one by one to review and ensure the smooth functioning. For Hyderabad station the implementation will take place till end of 2021, approximately.

Question 7: Mr. AV Laxmana Kumar, Head Airside Management from GMR appraised the forum on current status SLA maintenance, ISO certifications, baggage delivery and electrification of vehicles etc.

CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
(Formerly known as Celebi Ground Handling Delhi Private Limited)





Reply: Mr. Tauseef Khan, COO thanked GMR team for supporting CELEBI in having successful launch at Hyderabad station. Further he stated that we have our internal reporting systems, KPI monitoring, weekly meetings wherein we review the SLA status. He further appreciated the feedback and expressed to take this on top.

Since there was no other questions/concern raised, it was proposed to close the meeting.

Mr. Laxman K Prasad addressed the closing remarks by thanking the Stakeholders for hearing the presentation and understanding CELEBI approach and he thanked all the participants for their patience and valuable time. He stated that through this meet we tried to put our upcoming initiatives in terms of operations, bandwidth, and technology. Strength in us is excellence in services and we will continue to strengthen it further. He expressed to have long association with all the stakeholders.

Further Mr. Tauseef extended his thanks to all for their participation in Stakeholder Consultation Meeting and announce the closure of the Meeting.

The meeting ended at 11.52 a.m. with a vote of thanks to all stakeholders.

For **Celebi Airport Services India Pvt. Ltd.**

Laxman K Prasad
Chief Financial Officer



Forwarded to:

All stakeholder invited – As per list attached in Annexure 1

CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
(Formerly known as Celebi Ground Handling Delhi Private Limited)



Annexure - 1

S. N.	COMPANY/ORGANIZATION	NAME	DESIGNATION
1	GMR - Commercial	Mr. Ashish Kumar	CCO
2	GMR - Commercial	Ms. Aruna Maredu	Manager
3	GMR - Commercial	Ms. Anu Kushwaha	Manager
4	GMR	Mr. Arun Behal	COO
5	British Airways	Ms. Reshma Mishra	Station Manager
6	Air Asia	Mr. Kalpesh Dhila	Station Manager
7	Turkish Cargo	Mr. Vishal Jaiswal	Asst. Regional Manager
8	Lufthansa Cargo	Mr. Srinivas Sharma	Station Manager
9	Spice Jet	Mr. Mahavir Gaur	Station Manager
10	GMR	Mr. AV Lakshmana Kumar	Head Airside Management
11	Spice Jet	Mr. Nawal Kishore	Regional Manager
12	GMR Cargo	Mr. Vijit Sinha	Head of Cargo



CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
(Formerly known as Celebi Ground Handling Delhi Private Limited)

Celebi Airport Services India Private Limited

Form F16: Performance Report for the Tariff Year (ref: Section A1.9 of Appendix I)

Period: Financial Year 2019-20

HYDERABAD

	Actuals for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order Hyderabad
Total revenue from Regulated Services (1)	270,101,439	239,409,915
Total revenue services other than from Regulated Services (2)		
Operating Expenditure (3)	219,362,083	200,833,344
Depreciation (4)	29,528,556	18,194,136
Total Expenditure (3) + (4) = (5)	248,890,639	219,027,480
Regulatory Operating Profit (1) - (2) - (5) = (6)	21,210,800	20,382,435
Capital expenditure (7)	122,307,328	182,614,045
<i>Opening RAB (8)</i>	167,792,065	0
<i>Disposals (9)</i>	0	0
<i>Inter Airport Transfers (10)</i>	-22,092,690	0
<i>Closing RAB (8) + (7) - (9) - (4) + (10) = (11)</i>	238,478,147	164,419,909
<i>Average RAB (8) + (11)/2 = (12)</i>	203,135,106	82,209,954
<i>Return on Average RAB (6) / (12)</i>	10%	25%
<i>Total Volume (ATM) (13)</i>	6,168	4,897
<i>Actual Yield per unit (1/13)</i>	43,791	48,889

Fields in italics are not required to be submitted as the company is under Material and Competitive Category.

UDIN NO: 20031315AAABCS9843

Date: 30.07.2020

Place: Mumbai



For P. M. KATHARIYA & CO.
Chartered Accountants

P. M. Kathariya

C.A.-P M. KATHARIYA
(Proprietor)
M. No. 31315

P. M. Kathariya & Co.
Chartered Accountants
6/4, Kirmani Building,
27, Sir. P. M. Road,
Fort, Mumbai 400 001.

Celebi Airport Services India Private Limited

Form F16: Performance Report for the Tariff Year (ref: Section A1.9 of Appendix I)


Period: Financial Year 2018-19

HYDERABAD

	Actuals for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order Hyderabad
Total revenue from Regulated Services (1)	0	0
Total revenue services other than from Regulated Services (2)		
Operating Expenditure (3)	5,409,265	0
Depreciation (4)	26,802	
Total Expenditure (3) + (4) = (5)	5,436,067	0
Regulatory Operating Profit (1) - (2) - (5) = (6)	-5,436,067	0
Capital expenditure (7)	7,254,670	
<i>Opening RAB (8)</i>	0	
<i>Disposals/Transfers (9)</i>		
<i>Closing RAB (8) + (7) - (9) - (4) = (10)</i>	7,227,868	0
<i>Average RAB (8) + (10)/2 = (11)</i>	3,613,934	0
<i>Return on Average RAB (6) / (11)</i>	-150%	-
<i>Total Volume (ATM) (12)</i>		
<i>Actual Yield per unit (12/1)</i>	-	-

Fields in italics are not required to be submitted as the company is under Material and Competitive Category.

For S. Khasgiwala & Co.
Chartered Accountants


Sumit Khasgiwala
Proprietor
M. No. 135423