

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



प्राप्त  
डायरी न० 1632/  
तारीख 20/10/2021

To,

Director (Planning & Strategy)

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

28/10/21

PNA

AGM (GS)

**Sub: Submission of Form B in connection with submission of Multi-Year Tariff Proposal (MYTP) for Third Control (FY 2021-22 to FY 2025- 2026) and Annual Tariff Proposal (ATP) for Tariff years i.e. FY 2021-22 to FY 2025- 2026 M/s GSEC Bird Airport Services Private Limited for its operations at Mangalore International Airport, Mangalore.**

Respected Sir,

Greetings from GSEC Bird Airport Services Private Limited.

We have been awarded the Ground Handling concession at Mangalore International Airport, Mangalore through an RFP selection process by the airport operator. Therefore the forms contained in MYTP are prepared in name of GSEC Bird Airport Services Private Limited.

We are submitting the below mentioned documents through email as well as physical submission of printed copies in your good office.

1. Form B
2. Copy of Concession Agreement
3. Copy of signed agreement/ arrangement with the users
4. MYTP document duly signed and stamped
5. Form 14 b – ATP Form (for each category / type of tariffs)

Due to prevailing COVID situation, a face to face stakeholders' meeting could not be done. However, we are in the process of organizing the stakeholders' meeting and trade bodies through an online platform as per convenience of each individual stakeholder. **The copies of invitations sent to the stakeholders and the minutes of the meeting will be submitted in 1-2 weeks.**

We assure the Authority that in future, such meetings will be held in the manner it is prescribed by AERA guideline since the situation will get normalized by then.



GSEC Bird Airport Services Pvt. Ltd.  
E-9, Connaught House, Connaught Place  
New Delhi - 110001 India  
Tel: + 91 11 23418199  
Fax: + 91 11 23415679  
CIN: U74999DL2021PTC378947

13/10/21  
25/10/21

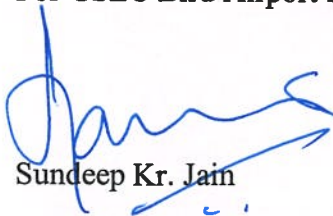
Considering the prevailing unprecedented situation on account of COVID from last one and a half years, the aviation, travel, tourism and hospitality industries have been adversely impacted all across the globe and also severally impacted lives of people during the second wave. We humbly request the Authority to take a considerate/lenient approach while reviewing the Submissions for annual Tariff proposal as annexed herewith for next five years i.e. FY 2021-22, FY 2022-23, FY 2023-24, FY 2024-25 and FY 2025-26.

Please do let us know in case you need any information or clarification in this matter.

Thanking You,

Yours sincerely,

For GSEC Bird Airport Services Private Limited



Sundeep Kr. Jain

Authorised Signatory



**FORM B**

**BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA AT  
NEW DELHI**

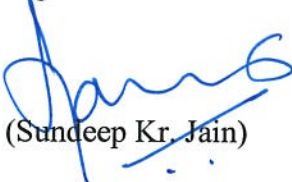
**SUBMISSION OF MULTI YEAR TARIFF PROPOSAL FOR AND ON BEHALF OF:**

M/S GSEC Bird Airport Services Private Limited  
E-9, Connaught House, Connaught Place  
New Delhi-110001

I, Sundeep Kr. Jain, aged 53, Resident of Gautam Budh Nagar, Noida acting in my official capacity as **Director** in M/s GSEC Bird Airport Services Private Limited having its registered office at **E-9, Connaught House, Connaught Place, New Delhi-110001**. India do hereby state and affirm as under that:

1. That I am duly authorised to act for and in behalf of M/s GSEC Bird Airport Services Private Limited for Mangalore Station, in the matter of making this submission before the Airports Economic Regulatory Authority of India, New Delhi ("Authority");
2. I am competent to make this submission before the Authority;
3. I am making this submission (as applicable) which include (i) Business Plan ; (ii) Information relating to regulatory Building Blocks; (iii) Competition Assessment; (iv) Historical and Forecast Volumes; (v) Historical Revenue , are correct and true to my knowledge and belief and nothing material has been concealed therefrom.

Signature



(Sundeep Kr. Jain)

Place: New Delhi

Date:



**GSEC Bird Airport Services Private Limited (GBAS)****Mangalore International Airport****Form F3 Historical and Projected Profit and loss accounts (ref: Section AI 4 Appendix I)**

S No.	Particulars	2021-22	2022-23	2023-24	2024-25	2025-26
<b>1</b>	<b>Revenue</b>					
	Revenue from Regulated services	1,01,30,400	13,59,64,500	14,56,54,394	15,59,69,856	16,70,24,773
	Revenue from other than Regulated Services	-	-	-	-	-
<b>2</b>	<b>Opening expenditure</b>					
	Payroll Costs	68,53,564	4,10,32,533	4,39,04,810	4,69,78,147	5,02,66,617
	Concession Fees - 45.5%	46,09,332	6,18,63,848	6,62,72,749	7,09,66,285	7,59,96,272
	Administrative and General Costs	34,61,947	1,80,96,268	1,95,00,092	2,10,20,989	2,26,74,323
	Utilities and Outsourcing costs	4,66,500	25,86,300	28,00,693	30,33,800	32,88,196
	Repair and Maintenance Costs	5,15,196	17,08,859	15,76,857	17,09,210	18,68,258
<b>3</b>	<b>Earnings before depreciation, interest and taxation (EBDIT)</b>	<b>(57,76,140)</b>	<b>1,06,76,692</b>	<b>1,15,99,192</b>	<b>1,22,61,425</b>	<b>1,29,31,106</b>
	Depreciation and Amortisation	8,74,939	41,34,981	47,37,895	52,13,510	56,05,272
<b>4</b>	<b>Earning before interest and taxation (EBIT)</b>	<b>(66,51,079)</b>	<b>65,41,711</b>	<b>68,61,297</b>	<b>70,47,915</b>	<b>73,25,834</b>
	Total interest and finance charges	34,65,584	72,74,707	67,48,898	64,15,860	56,00,081
<b>5</b>	<b>Profit / loss before tax</b>	<b>(1,01,16,663)</b>	<b>(7,32,996)</b>	<b>1,12,399</b>	<b>6,32,055</b>	<b>17,25,753</b>
	Provision for taxation	-	-	-	-	-
<b>6</b>	<b>Profit / loss after taxation</b>	<b>(1,01,16,663)</b>	<b>(7,32,996)</b>	<b>1,12,399</b>	<b>6,32,055</b>	<b>17,25,753</b>
	Balance brought forward from previous year	-	(1,01,16,663)	(1,08,49,659)	(1,07,37,260)	(1,01,05,205)
	<b>Balance Carried to Balance Sheet</b>	<b>(1,01,16,663)</b>	<b>(1,08,49,659)</b>	<b>(1,07,37,260)</b>	<b>(1,01,05,205)</b>	<b>(83,79,451)</b>

**Note:**

- \* Projected values are provided for each of the Tariff Years  
## GSEC Bird, the Company, is a new company and hence, previous year(s) data doesn't exist

GSEC Bird Airport Services Private Limited (GBAS)

Mangalore International Airport

Form F9: Format for Forcast and Actual Roll-Forward Regulatory Asset Base (RAB) (ref: Section AI 5 OF Appendix I)

S. No.	Particular	2021-22	2022-23	2023-24	2024-25	2025-26
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
<b>A</b>	<b>Opening RAB</b>					
	RSD	-	2,75,00,000	2,75,00,000	2,75,00,000	2,75,00,000
	Building (Leasehold Improvements)	-	-	-	-	-
	Plant & Machinery	-	5,16,74,326	6,65,45,293	6,20,31,154	7,21,78,366
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	-	3,22,270	2,90,920	2,59,570	2,87,792
	Office Equipment	-	1,04,575	82,575	60,575	65,616
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	-	2,35,089	1,54,339	73,589	(4,212)
	Motor Vehicles	-	7,32,893	6,43,237	5,53,581	4,63,925
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
	....	-	<b>8,05,69,153</b>	<b>9,52,16,364</b>	<b>9,04,78,469</b>	<b>10,04,91,487</b>
<b>B</b>	<b>Additions - WIP Capitalisation</b>					
	RSD	2,75,00,000	-	-	-	-
	Building	-	-	-	-	-
	Plant & Machinery	5,24,94,092	1,87,82,192	-	1,51,34,028	-
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	3,30,000	-	-	62,500	-
	Office Equipment	1,10,000	-	-	30,000	-
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	2,55,000	-	-	-	-
	Motor Vehicles	7,55,000	-	-	-	-
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
		<b>8,14,44,092</b>	<b>1,87,82,192</b>	-	<b>1,52,26,528</b>	-
<b>C</b>	<b>Disposal/ Transfers</b>					
	RSD	-	-	-	-	-
	Building	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	-	-	-	-	-
	Office Equipment	-	-	-	-	-
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	-	-	-	-	-
	Motor Vehicles	-	-	-	-	-
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
		-	-	-	-	-
<b>D</b>	<b>Depreciation Charges</b>					
	RSD	-	-	-	-	-
	Building	-	-	-	-	-
	Plant & Machinery	8,19,766	39,11,225	45,14,139	49,86,816	54,72,622
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	7,730	31,350	31,350	34,278	37,288
	Office Equipment	5,425	22,000	22,000	24,959	28,000
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	19,911	80,750	80,750	77,801	(22,294)
	Motor Vehicles	22,107	89,656	89,656	89,656	89,656
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
		<b>8,74,939</b>	<b>41,34,981</b>	<b>47,37,895</b>	<b>52,13,510</b>	<b>56,05,272</b>
<b>E</b>	<b>Closing RAB (A+B-C-D)</b>					
	RSD	2,75,00,000	2,75,00,000	2,75,00,000	2,75,00,000	2,75,00,000
	Building	-	-	-	-	-
	Plant & Machinery	5,16,74,326	6,65,45,293	6,20,31,154	7,21,78,366	6,67,05,744
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	3,22,270	2,90,920	2,59,570	2,87,792	2,50,504
	Office Equipment	1,04,575	82,575	60,575	65,616	37,616
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	2,35,089	1,54,339	73,589	(4,212)	18,082
	Motor Vehicles	7,32,893	6,43,237	5,53,581	4,63,925	3,74,269
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
		<b>8,05,69,153</b>	<b>9,52,16,364</b>	<b>9,04,78,469</b>	<b>10,04,91,487</b>	<b>9,48,86,215</b>
<b>F</b>	<b>Average RAB</b>	4,02,84,576	8,78,92,758	9,28,47,416	9,54,84,978	9,76,88,851

Note:

1 Projected value are provided for Tariff Years

2 Information for last financial year / last audited financial year are not available since 2021-22 is the first operational year of the Company

**GSEC Bird Airport Services Private Limited (GBAS)**

**Mangalore International Airport**

**Form F12 (c): Projected Aircraft Movements (ref: Section A I.6 of Appendix i)**

Year	Domestic (Landing)			International (Landing)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2021-22	305	290	276	50	48	46
2022-23	3,843	3,660	3,477	767	730	694
2023-24	4,035	3,843	3,651	805	767	729
2024-25	4,237	4,035	3,833	845	805	765
2025-26	4,449	4,237	4,025	887	845	803

**Note:**

- 1 The above volumes for IXE are projected basis, our best estimates / thoughts since the environment is not clear due to Covid-19.

**GSEC Bird Airport Services Private Limited (GBAS)**  
**Mangalore International Airport**  
**Form F11(b): Payroll Related Expenditure and Provisions (ref: Section AI.5 of Appendix I)**

S. N.	Particulars - with detailed breakup	Last available audited year ^	Financial Year before Tariff Year 1*	2021-22	2022-23	2023-24	2024-25	2025-26
				Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Payroll Cost/MW		-	41,86,364	2,50,16,300	2,67,67,441	2,86,41,162	3,06,46,044
B	PF Employer's Cont			5,02,364	30,01,956	32,12,093	34,36,939	36,77,525
C	PF & EDLI Admn Charges			41,864	2,50,163	2,67,674	2,86,412	3,06,460
D	ESI Employer's Cont			1,36,057	8,13,030	8,69,942	9,30,838	9,95,996
E	Gratuity			2,01,268	12,02,707	12,86,896	13,76,979	14,73,367
F	LE			1,74,432	10,42,346	11,15,310	11,93,382	12,76,918
G	Staff Insurance			-	-	-	-	-
H	Overtime Cost			7,13,720	42,93,118	45,93,636	49,15,191	52,59,254
I	Recruitment Cost			6,650	40,125	42,934	45,939	49,155
J	AEP Cost			11,083	66,875	71,556	76,565	81,925
K	Staff Transportation Cost			3,99,000	24,07,500	25,76,025	27,56,347	29,49,291
L	Uniform (incl winter uniform)			1,99,500	12,03,750	12,88,013	13,78,173	14,74,646
M	Staff Parking			1,06,400	6,42,000	6,86,940	7,35,026	7,86,478
N	Staff Welfare			1,33,000	8,02,500	8,58,675	9,18,782	9,83,097
O	Training Cost			41,864	2,50,163	2,67,674	2,86,412	3,06,460
<b>1</b>	<b>Grand Total</b>		-	<b>68,53,564</b>	<b>4,10,32,533</b>	<b>4,39,04,810</b>	<b>4,69,78,147</b>	<b>5,02,66,617</b>
2	Employee expenses capitalised		-	-	-	-	-	-
<b>3</b>	<b>Net Employees expenses (1)- (2)</b>		-	<b>68,53,564</b>	<b>4,10,32,533</b>	<b>4,39,04,810</b>	<b>4,69,78,147</b>	<b>5,02,66,617</b>
						7.00%	7.00%	7.00%

Note:

1 Projected value are provided for Tariff Years

2 Information for last financial year / last audited financial year are not available s  
2021-22 is the first operational year of the Company

- - - - -

**GSEC Bird Airport Services Private Limited (GBAS)**

**Mangalore International Airport**

**Form F11(d): Repair and maintenance Expenditure (ref: Section AI.5 of Appendix I)**

S. No.	Particulars - with detailed breakup	2021-22	2022-23	2023-24	2024-25	2025-26
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Building	-	-	-	-	-
B	Plant & Machinery	4,94,708	16,26,904	14,94,902	16,25,020	17,81,833
C	Office Equipment	926	3,705	3,705	4,209	4,713
D	Computer, Printer	3,694	14,775	14,775	14,775	14,775
E	Furniture and Fittings	4,744	18,975	18,975	20,706	22,438
F	Vehicle	11,125	44,500	44,500	44,500	44,500
		<b>5,15,196</b>	<b>17,08,859</b>	<b>15,76,857</b>	<b>17,09,210</b>	<b>18,68,258</b>

Note:

- 1 Projected value are provided for Tariff Years
- 2 Information for last financial year / last audited financial year are not available since 2021-22 is the first operational year of the Company



**GSEC Bird Airport Services Private Limited (GBAS)****Mangalore International Airport****Form F11(e): Utilities and Outsourcing Expenditure (ref: Section AI.5 of Appendix I)**

S. N.	Particulars - with detailed breakup	2021-22	2022-23	2023-24	2024-25	2025-26
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	<b>Utilities Costs</b>					
	Power Charges					
	Unit Consumed	95,370	8,97,214	8,92,972	8,46,335	7,64,124
	Effective Unit Rate	10	10.50	11.58	13.40	16.29
	Power costs	9,53,700	94,20,750	1,03,37,273	1,13,41,704	1,24,46,779
	Water Charges					
	Unit Consumed	38,600	5,12,000	5,12,095	4,87,649	4,42,275
	Effective Unit Rate	3	3.15	3.47	4.02	4.89
	Water Cost	1,15,800	16,12,800	17,78,443	19,60,490	21,61,258
	Other - Mention all the applicable heads					
	...					
B	Department - wise Outsourcing Costs	-	-	-	-	-
	Airfield Services & Facilities	-	-	-	-	-
	Terminals	-	-	-	-	-
	Maintenance	-	-	-	-	-
	Cleaning	-	-	-	-	-
	...					
	<b>1 Grand Total</b>	<b>10,69,500</b>	<b>1,10,33,550</b>	<b>1,21,15,715</b>	<b>1,33,02,194</b>	<b>1,46,08,037</b>
	2 Utilities and Outsourcing expenses capitalised	-	-	-	-	-
	3 Net Utilities and Outsourcing expenses (1)-(2)	10,69,500	1,10,33,550	1,21,15,715	1,33,02,194	1,46,08,037

Note:

1 these expenses are part of the estimated amount of overall Administrative and General Expenses.

2 Information for last financial year / last audited financial year are not available since 2021-22 is the first operational year of the Company

**GSEC Bird Airport Services Private Limited (GBAS)**  
**Mangalore International Airport**  
**Form F11(c): Administration and General Expenditure (ref; Section AI.5 of Appendix I)**

S. N.	Particulars - with detailed breakup	2021-22	2022-23	2023-24	2024-25	2025-26
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
<b>A</b>	<b>Administration Charges</b>					
	Lease/Rent	4,57,380	6,60,805	7,26,886	7,99,574	8,79,532
	Communication expenses	43,167	1,61,438	1,69,509	1,77,985	1,86,884
	Travelling and Conveyance	1,80,000	7,56,000	7,93,800	8,33,490	8,75,165
	Marketing & Publicity	60,000	2,52,000	2,64,600	2,77,830	2,91,722
	Printing and Stationery	1,46,500	5,09,775	5,55,550	6,05,447	6,60,136
	Others Admin & General Expenses	4,00,000	13,65,000	14,33,250	15,04,913	15,80,158
	....	<b>12,87,047</b>	<b>37,05,018</b>	<b>39,43,595</b>	<b>41,99,238</b>	<b>44,73,596</b>
<b>B</b>	<b>Other Charges</b>					
	Audit Fees, Tax Audit Fees & Legal & Professional	3,40,000	6,40,500	6,72,525	7,06,151	7,41,459
	Insurance Costs	1,00,000	1,05,000	1,10,250	1,15,763	1,21,551
	In Flight Cleaning Consumables	1,56,900	20,48,500	21,51,200	22,58,568	23,71,358
	Certification Expenses	2,00,000	2,10,000	2,20,500	2,31,525	2,43,101
	Equipment Hire Charges	7,75,000	29,40,000	30,87,000	32,41,350	34,03,418
	....	<b>15,71,900</b>	<b>59,44,000</b>	<b>62,41,475</b>	<b>65,53,356</b>	<b>68,80,887</b>
<b>C</b>	<b>Utilities and Outsourcing costs</b>					
	Fuel Charges	6,03,000	84,47,250	93,15,023	1,02,68,394	1,13,19,841
	Electricity Expenses	3,50,700	9,73,500	10,22,250	10,73,310	11,26,938
	Potable Water	1,15,800	16,12,800	17,78,443	19,60,490	21,61,258
	....	<b>10,69,500</b>	<b>1,10,33,550</b>	<b>1,21,15,715</b>	<b>1,33,02,194</b>	<b>1,46,08,037</b>
<b>D</b>	<b>Grand Total</b>	<b>39,28,447</b>	<b>2,06,82,568</b>	<b>2,23,00,785</b>	<b>2,40,54,789</b>	<b>2,59,62,519</b>
<b>E</b>	Administration & General Expenses capitalised	-	-	-	-	-
<b>F</b>	<b>Net A&amp;G expenses (D-E)</b>	<b>39,28,447</b>	<b>2,06,82,568</b>	<b>2,23,00,785</b>	<b>2,40,54,789</b>	<b>2,59,62,519</b>

Note:

- 1 Projected value are provided for Tariff Years
- 2 Information for last financial year / last audited financial year are not available since 2021-22 is the first operational year of the Company