

To,

Director (Planning & Strategy)

AERA Building
Administrative Complex
Safdarjung Airport
New Delhi 110 003

Subject: Submission of Form B in connection with submission of MYTP for Third Control Period (FY2021-22 to FY 2025-26) and Annual Tariff Proposal (ATP) for Tariff Two Tariff Years i.e. FY 2021-22 & FY 2022-23 by GSEC Bird Airport Services Private Limited GlobeGround India Private Limited as the Lead Member of the consortium of GSEC Bird Airport Services Private Limited for its operations at Sardar Vallabhbhai Patel International Airport (SVPIA), Ahmedabad.

Respected Sir,

Greetings from GSEC Bird Airport Services Private Limited.

We have been awarded the Ground Handling concession at Sardar Vallabhbhai Patel International Airport (SVPIA), Ahmedabad through an RFP selection process by the Airport Operator. In accordance with the requirements of the RFP, we have incorporated a Special Purpose Vehicle/Company (SPV/SPC) named M/s GSEC Bird Airport Services Private Limited. The operations will be carried out by the SPV/SPC once Security Clearance is issued by BCAS. To ensure continuity of operations, being an essential service at the airport, the Lead Member of Consortium i.e. GlobeGround India Private Limited is given a Letter of Award to continue the operations in the interim. 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 an award letter from Airport operator
3. Copy of concession agreement (the process of signing is in progress)
4. Copies of signed agreements/ arrangements with the users
5. Copy of Office Allotment Letter
6. MYTP documents duly signed and stamped
7. Form 14 b - ATP Form (for each category/type of tariffs)
8. Interim Tariff Proposal of GlobeGround India Private Limited. as per prevailing rates of AIATSL.



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' meetings 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.

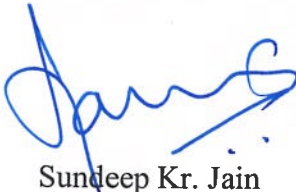
Considering the prevailing unprecedented situation on account of COVID from last one and a half years, the aviation, travel, tourism and hospitality industries have been adversely impacted all across the globe and also severally impacted lives of people during the second wave. We humbly request the Authority 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. Since the consultation process for approval of Tariff filed with this application shall take time, so we are also filing interim proposal as per the prevailing tariff of AIATSL at SVPIA, Ahmedabad along with this application.

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

Authorized Signatory



Dated: 8th July 2021

To,

Director (Planning & Strategy)

AERA Building
Administrative Complex
Safdarjung Airport
New Delhi 110 003

Subject: Submission of Form B in connection with submission of MYTP for Third Control Period (FY2021-22 to FY 2025-26) and Annual Interim Tariff Proposal (AITP) for Tariff Year FY 2021-22 by GlobeGround India Private Limited as the Lead Member of the consortium of GSEC Bird Airport Services Private Limited for its operations at Sardar Vallabhbhai Patel International Airport (SVPIA), Ahmedabad.

Respected Sir,

Greetings from GlobeGround India Private Limited.

We are a PAN India security cleared company (Under Approval reference No. CAS/7(23)/2013/DIV/I/GlobeGround India Private Limited (E-97094)- issued on 24/10/2019 is operating at Sardar Vallabhbhai Patel International Airport (SVPIA), Ahmedabad as a member of consortium M/s GSEC Bird Airport Services Private Limited, in interim till M/s GSEC Bird Airport Services Private Limited security clearance is obtained.


We are filing Interim Tariff Proposal as per prevailing rates of AIATSL for the FY 2021-22 for your kind perusal and approval. Table is enclosed for your consideration.

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

Thanking you

Yours sincerely,

For GlobeGround India Private Limited



Sundeep Kr. Jain

Authorized 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 Ahmedabad 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)
Sardar Vallabhbhai Patel International Airport, Ahmedabad
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
1	Revenue					
	Revenue from Regulated services	17,60,00,825	19,67,63,270	21,44,71,965	23,37,74,441	25,48,14,141
	Revenue from other than Regulated Services	-	-	-	-	-
2	Opening expenditure					
	Payroll Costs	5,28,00,248	5,90,28,981	6,43,41,589	7,01,32,332	7,64,44,242
	Concession Fees	5,28,00,248	5,90,28,981	6,43,41,589	7,01,32,332	7,64,44,242
	Administrative and General Costs	3,72,63,811	4,01,37,512	4,30,54,727	4,61,78,769	4,95,25,363
	Utilities and Outsourcing costs	78,95,626	91,67,010	97,78,739	1,04,22,819	1,11,02,506
	Repair and Maintenance Costs	55,00,000	63,00,000	66,00,000	69,00,000	72,00,000
3	Earnings before depreciation, interest and taxation (EBDIT)	1,97,40,893	2,31,00,786	2,63,55,319	3,00,08,189	3,40,97,787
	Depreciation and Amortisation	1,28,33,333	1,47,00,000	1,54,00,000	1,61,00,000	1,68,00,000
4	Earning before interest and taxation (EBIT)	69,07,560	84,00,786	1,09,55,319	1,39,08,189	1,72,97,787
	Total interest and finance charges	2,02,78,575	2,11,71,214	2,05,96,827	2,01,46,637	1,99,50,403
5	Profit / loss before tax	(1,33,71,015)	(1,27,70,428)	(96,41,507)	(62,38,448)	(26,52,616)
	Provision for taxation	-	-	-	-	-
6	Profit / loss after taxation	(1,33,71,015)	(1,27,70,428)	(96,41,507)	(62,38,448)	(26,52,616)
	Balance brought forward from previous year	-	(1,33,71,015)	(2,61,41,444)	(3,57,82,951)	(4,20,21,399)
	Balance Carried to Balance Sheet	(1,33,71,015)	(2,61,41,444)	(3,57,82,951)	(4,20,21,399)	(4,46,74,015)

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)

Sardar Vallabhbhai Patel International Airport, Ahmedabad

Form F9: Format for Forecast and Actual Roll-Forward Regulatory Asset Base (RAB) (ref: Section A15 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
A	Opening RAB					
	RSD	-	10,83,00,000	10,83,00,000	10,83,00,000	10,83,00,000
	Building (Leasehold Improvements)	-	-	-	-	-
	Plant & Machinery	-	14,88,02,628	14,34,44,129	13,78,36,921	13,09,91,774
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	-	1,51,39,216	1,39,09,848	1,26,80,479	1,14,51,111
	Office Equipment	-	-	-	-	-
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	-	-	-	-	-
	Motor Vehicles	-	2,32,24,823	2,51,12,689	2,65,49,266	2,85,23,780
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
	....	-	29,54,66,666	29,07,66,666	28,53,66,666	27,92,66,665
B	Additions - WIP Capitalisation					
	RSD	10,83,00,000	-	-	-	-
	Building	-	-	-	-	-
	Plant & Machinery	15,78,39,416	39,27,000	39,27,000	27,77,000	10,94,000
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	1,63,68,584	-	-	-	-
	Office Equipment	-	-	-	-	-
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	-	-	-	-	-
	Motor Vehicles	2,57,92,000	60,73,000	60,73,000	72,23,000	89,06,000
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
		30,83,00,000	1,00,00,000	1,00,00,000	1,00,00,000	1,00,00,000
C	Disposal/ Transfers					
	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	-	-	-	-	-
		-	-	-	-	-
D	Depreciation Charges					
	RSD	-	-	-	-	-
	Building	-	-	-	-	-
	Plant & Machinery	90,36,788	92,85,498	95,34,208	96,22,147	96,91,433
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	12,29,368	12,29,368	12,29,368	12,29,368	12,29,368
	Office Equipment	-	-	-	-	-
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	-	-	-	-	-
	Motor Vehicles	25,67,177	41,85,133	46,36,424	52,48,486	58,79,199
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
		1,28,33,334	1,47,00,000	1,54,00,000	1,61,00,001	1,68,00,001
E	Closing RAB (A+B-C-D)					
	RSD	10,83,00,000	10,83,00,000	10,83,00,000	10,83,00,000	10,83,00,000
	Building	-	-	-	-	-
	Plant & Machinery	14,88,02,628	14,34,44,129	13,78,36,921	13,09,91,774	12,23,94,341
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	1,51,39,216	1,39,09,848	1,26,80,479	1,14,51,111	1,02,21,743
	Office Equipment	-	-	-	-	-
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	-	-	-	-	-
	Motor Vehicles	2,32,24,823	2,51,12,689	2,65,49,266	2,85,23,780	3,15,50,581
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
		29,54,66,666	29,07,66,666	28,53,66,666	27,92,66,665	27,24,66,665
F	Average RAB	14,77,33,333	29,31,16,666	28,80,66,666	28,23,16,666	27,58,66,665

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)
Sardar Vallabhbhai Patel International Airport, Ahmedabad
Form F11(b): Payroll Related Expenditure and Provisions (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	Salaries and Wages	4,70,14,160	5,25,60,321	5,72,90,749	6,24,46,917	6,80,67,139
B	PF Contribution	24,59,688	27,49,852	29,97,339	32,67,099	35,61,138
C	Medical Expenses	-	-	-	-	-
D	Overtime	18,48,000	20,66,005	22,51,945	24,54,620	26,75,536
E	Staff Welfare Fund	-	-	-	-	-
F	Training and recruitment	14,78,400	16,52,804	18,01,556	19,63,696	21,40,429
G	Other personnel related exp.	-	-	-	-	-
1	Grand Total	5,28,00,248	5,90,28,981	6,43,41,589	7,01,32,332	7,64,44,242
2	Employee expenses capitalised	-	-	-	-	-
3	Net Employees expenses (1)- (2)	5,28,00,248	5,90,28,981	6,43,41,589	7,01,32,332	7,64,44,242

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)
Sardar Vallabhbhai Patel International Airport, Ahmedabad
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
A	Administration Charges					
	Lease/Rent	1,92,98,880	2,03,20,596	2,18,44,641	2,34,82,989	2,52,44,213
	Communication expenses	2,96,001	3,30,919	3,60,702	3,93,165	4,28,550
	Travelling and Conveyance	38,88,015	42,26,393	45,72,554	49,47,132	53,52,466
	Marketing & Publicity	6,00,000	6,48,000	6,99,840	7,55,827	8,16,293
	Printing and Stationery	5,04,000	5,44,320	5,87,866	6,34,895	6,85,686
	Others Admin & General Expenses	7,00,000	7,56,000	8,16,480	8,81,798	9,52,342
	Alloted Overhead Expenses (Provide details)	2,52,86,896	2,68,26,228	2,88,82,082	3,10,95,806	3,34,79,551
B	Legal Charges					
	Audit Fees, Tax Audit Fees & Legal & Professional	6,10,000	6,81,960	7,43,337	8,10,237	8,83,159
	....	6,10,000	6,81,960	7,43,337	8,10,237	8,83,159
C	Other Charges					
	Insurance Costs	11,00,000	11,55,000	12,10,000	12,65,000	13,20,000
	Fuel Charges	50,89,700	56,28,990	58,69,160	61,16,686	63,71,764
	Electricity Expenses	23,43,226	29,59,605	30,12,668	30,47,801	30,63,737
	Potable Water	55,52,400	62,07,405	67,66,071	73,75,018	80,38,769
	In Flight Cleaning Consumables	18,50,800	21,26,507	22,96,628	24,72,703	26,54,902
	Uniform, Staff Insurance & Welfare	33,26,416	37,18,826	40,53,520	44,18,337	48,15,987
	Miscellaneous Expenses					
	....	1,92,62,542	2,17,96,333	2,32,08,047	2,46,95,544	2,62,65,160
D	Grand Total	4,51,59,437	4,93,04,522	5,28,33,467	5,66,01,588	6,06,27,870
E	Administration & General Expenses capitalised	-	-	-	-	-
F	Net A&G expenses (D-E)	4,51,59,437	4,93,04,522	5,28,33,467	5,66,01,588	6,06,27,870

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)
Sardar Vallabhbhai Patel International Airport, Ahmedabad
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	42,35,182	48,52,992	49,70,802	50,54,112	50,86,932
C	Electrical Installation					
D	Furniture and Fittings	4,91,058	4,91,058	4,91,058	4,91,058	4,91,058
E	Vehicle	7,73,760	9,55,950	11,38,140	13,54,830	16,22,010
		55,00,000	63,00,000	66,00,000	69,00,000	72,00,000

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)
Sardar Vallabhbhai Patel International Airport, Ahmedabad
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	45,000	40,824	38,041	7,000	6,000	4,500
2022-23	67,000	59,195	53,257	12,000	8,700	6,000
2023-24	80,000	71,034	61,246	13,800	9,570	7,000
2024-25	92,000	85,241	73,495	16,500	10,527	8,000
2025-26	1,09,000	1,02,289	88,194	20,000	11,580	10,000

Note:

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