

Dated: 25<sup>th</sup> November, 2021

To,  
Director (Planning & Strategy)  
AERA Building  
Administrative Complex  
Safdarjung Airport,  
New Delhi – 110 003

25/11/21

ALG M (S/W)

**Subject:** Submission of Form A & Form B in connection with submission of MYTP & ATP for the Third Control Period (FY 2021-22 to FY 2025-26) on behalf of M/s Air India SATS Airport Services Private Limited for its Ground handling operations at Kempegowda International Airport, Bengaluru.

Dear Sir/Madam,

Greetings.

In reference to caption subject matter, we are submitting the below mentioned documents for tariff approval process for third control period FY 2021-22 to FY 2025-26. The following documents are submitted for your perusal:

1. Form A – Along with Multi-year Tariff Proposal (MYTP) duly signed & stamped
2. Form B – Along with Form 14(b) Annual Tariff Proposals
3. Copies of the User Agreements
4. Copy of Concession Agreement with the Airport Operator
5. Annual Compliance Statement for FY 2020-21

We humbly request the Authority to maintain complete confidentiality of the contents of the MYTP. Please do let us know in case you need any information or clarification in this matter. We request the Authority to review our submissions under light touch approach and approve our ATP for the third control period.

Thanking You.

Yours Sincerely,  
For Air India SATS Airport Services Private Limited

Sanjay Gupta,  
Chief Financial Officer

Place: Mumbai  
Date: 25 November, 2021

## Air India SATS Airport Services Private Limited

16<sup>th</sup> Floor, Commerz II, International Business Park, Oberoi Garden City, Off Western Express Highway, Goregaon (East), Mumbai - 400063 | Tel: +91-22-4203 7000 | www.aisats.in

Registered Office: Airlines House, 113, Gurudwara Rakabganj Road, New Delhi - 110001  
(CIN): U74900DL2010PTC201763

2811 DM/CS/5/21  
6/12/21

Form A

BEFORE THE AIRPORT ECONOMIC REGULATORY AUTHORITY OF INDIA

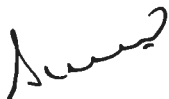
AT NEW DELHI

**SUBMISSION OF MULTI YEAR TARIFF PROPOSAL FOR THIRD CONTROL PERIOD  
(2021-22 TO 2025-26) FOR AND BEHALF OF:**

M/s AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED  
Kempegowda International Airport,  
Bengaluru.

I, Sanjay Gupta, aged 49 years resident of Republic of India acting in my official capacity as Chief Financial Officer in M/S Air India SATS Airport Services Private Limited having its registered office at Airlines House, 113 Guru Rakabganj Road, New Delhi 110001 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/S Air India SATS Airport 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 this submission which include (i) Business Plan; (ii) Information pertaining to physical assets; (iii) Information relating to the Regulatory Building Blocks; (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.



**Sanjay Gupta**

Chief Financial Officer

Place: Mumbai

Date: 25 November 2021

---

**Air India SATS Airport Services Private Limited**

16<sup>th</sup> Floor, Commerz II, International Business Park, Oberoi Garden City, Off Western Express Highway,  
Goregaon (East), Mumbai - 400063 | Tel: +91-22-4203 7000 | www.aisats.in

Registered Office: Airlines House, 113, Gurudwara Rakabganj Road, New Delhi - 110001  
(CIN): U74900DL2010PTC201763

**Form F3: Historical and Projected Profit and Loss Account**

S.N.	Particulars	FY 2021-22 Tariff Year 1	FY 2022-23 Tariff Year 2	FY 2023-24 Tariff Year 3	FY 2024-25 Tariff Year 4	FY 2025-26 Tariff Year 5
1	Revenue					
	Revenues from regulated services	66,55,00,000	1,00,82,32,500	1,22,20,00,995	1,35,76,78,262	1,50,83,15,452
	Revenues from other than regulated services	1,50,31,355	1,60,83,550	1,72,09,399	1,84,14,057	2,06,23,744
		68,05,31,355	1,02,43,16,050	1,23,92,10,394	1,37,60,92,319	1,52,89,39,195
2	Operating expenditure					
	Payroll cost	29,94,75,000	49,41,33,750	59,79,01,838	69,05,76,622	79,76,15,999
	Administrative and General	13,53,39,805	13,84,47,317	14,17,24,269	14,51,69,647	15,17,53,728
	Concession fees	11,55,00,000	17,49,82,500	21,20,82,817	23,56,30,112	26,17,73,756
	Repair and Maintenance cost	1,80,85,637	1,86,28,206	1,91,87,053	1,97,62,664	2,03,55,544
3	Earnings before depreciation , interest and taxation (EBITD)	11,21,30,913	19,81,24,277	26,83,14,418	28,49,53,274	29,74,40,168
	Depreciation and amortization	8,39,94,563	8,57,94,996	8,76,68,245	9,18,63,663	9,81,99,263
4	Earnings before interest and taxation (EBIT)	2,81,36,351	11,23,29,281	18,06,46,173	19,30,89,611	19,92,40,906
	Total interest and finance charges	1,73,23,972	1,59,38,055	1,46,63,010	1,34,89,969	1,09,10,772
5	Profit / loss before tax	1,08,12,378	9,63,91,226	16,59,83,163	17,95,99,641	18,83,30,134
	Provision for taxation	-	-	-	6,19,98,581	6,58,10,082
6	Profit / loss after taxation	1,08,12,378	9,63,91,226	16,59,83,163	11,76,01,061	12,25,20,052
7	Balance carried to balance sheet	1,08,12,378	9,63,91,226	16,59,83,163	11,76,01,061	12,25,20,052

**Form F12(b & c)-Projected Aircraft Movements**

Year	Domestic (Landing)			International (Landing)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2021-2022	9,176	8,342	7,508	3,696	3,360	3,024
2022-2023	13,765	12,513	11,262	5,544	5,040	4,536
2023-2024	16,518	15,016	13,514	6,653	6,048	5,443
2024-2025	18,169	16,518	14,866	7,318	6,653	5,988
2025-2026	19,986	18,169	16,352	8,050	7,318	6,586

## Form F10 (a) - Capital Projects

S.N.	Project Type	FY 2021-22 Tariff Year 1	FY 2022-23 Tariff Year 2	FY 2023-24 Tariff Year 3	FY 2024-25 Tariff Year 4	FY 2025-26 Tariff Year 5
1	Ambulift	1,50,00,000				
2	Computer Peripherals & Software	10,00,000	10,00,000	10,00,000	10,00,000	30,00,000
3	Furniture	40,00,000	60,00,000	60,00,000	80,00,000	80,00,000
4	Air Conditioning Unit (65 Tonne)		1,30,00,000		1,30,00,000	1,30,00,000
5	Push back Small			1,30,00,000	1,30,00,000	1,30,00,000
6	Air Starter Unit				2,10,00,000	2,10,00,000
7	Air Conditioning Unit (110 Tonne)					2,10,00,000
	<b>Total</b>	<b>2,00,00,000</b>	<b>2,00,00,000</b>	<b>2,00,00,000</b>	<b>5,60,00,000</b>	<b>7,90,00,000</b>

## Form F11 ( c ) - Administrative and General Expenditure

S.N.	Particulars	FY 2021-22 Tariff Year 1	FY 2022-23 Tariff Year 2	FY 2023-24 Tariff Year 3	FY 2024-25 Tariff Year 4	FY 2025-26 Tariff Year 5
1	Asset Usage Charges	86,60,745	79,67,885	73,30,454	67,44,018	64,06,817
2	Communication expenses	59,25,199	61,02,955	62,86,044	64,74,625	67,98,357
3	Consumption of stores and spare parts	87,73,310	90,36,509	93,07,604	95,86,832	1,00,66,174
4	Freight and transportation charges	22,13,056	22,79,447	23,47,831	24,18,266	25,39,179
5	Legal and professional expenses	21,88,662	22,54,322	23,21,952	23,91,611	25,11,191
6	Miscellaneous expenses	4,82,70,269	4,97,18,378	5,12,09,929	5,27,46,227	5,53,83,538
7	Power and fuel	3,78,71,605	3,90,07,753	4,01,77,986	4,13,83,326	4,34,52,492
8	Rent	2,09,84,806	2,16,14,350	2,22,62,781	2,29,30,664	2,40,77,197
9	Sales promotion expenses	3,49,170	3,59,645	3,70,434	3,81,547	4,00,625
10	Travelling and conveyance	1,02,982	1,06,072	1,09,254	1,12,532	1,18,158
	<b>Total</b>	<b>13,53,39,805</b>	<b>13,84,47,317</b>	<b>14,17,24,269</b>	<b>14,51,69,647</b>	<b>15,17,53,728</b>