

Dated: 25th November, 2021

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

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21/2

24/11/21 (SUN)

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 Mangaluru International Airport, Mangaluru.

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. Letter issued by the Airport Operator with regards to the Concession Agreement

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

GBAS
Bhadra

23/11/21
6/12/21

Air India SATS Airport Services Private Limited

16th 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 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
Mangaluru International Airport,
Mangaluru.

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

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Form F12(b & c)-Projected Aircraft Movements

Year	Domestic (Landing)			International (Landing)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2021-2022	1650	1500	1350	825	750	675
2022-2023	1980	1950	1620	990	975	810
2023-2024	2178	2145	1782	1089	1073	891
2024-2025	2396	2360	1960	1198	1180	980
2025-2026	2635	2595	2156	1318	1298	1078

Form F9 - Formats for Forecast and Actual Roll-Forward RAB

S.N.	Asset Name	FY 2020-21 Actuals	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
A	Opening RAB						
1	Computers	45,751	29	0	12,49,971	22,08,275	22,08,246
2	Furniture and fitting	94,939	42,231	(0)	5,57,769	11,25,538	14,23,307
3	Vehicle	52,68,219	41,45,957	30,23,696	19,01,434	7,79,172	-
4	Plant and machinery	2,81,90,961	2,43,88,022	2,05,16,273	2,07,07,025	2,11,68,609	2,00,59,361
B	Additions						
1	Computers		-	18,75,000	23,75,000	21,25,000	23,75,000
2	Furniture and fitting	5,932	-	7,50,000	9,50,000	8,50,000	9,50,000
3	Vehicle		-	-	-	-	-
4	Plant and machinery	68,810	-	48,75,000	61,75,000	55,25,000	61,75,000
C	Disposals						
1	Computers	-	-	-	-	-	-
2	Furniture and fitting	-	-	-	-	-	-
3	Vehicle	-	-	-	-	-	-
4	Plant and machinery	-	-	-	-	-	-
D	Depreciation						
1	Computers	45,722	29	6,25,029	14,16,696	21,25,029	29,16,696
2	Furniture and fitting	58,640	42,231	1,92,231	3,82,231	5,52,231	7,42,231
3	Vehicle	11,22,262	11,22,262	11,22,262	11,22,262	7,79,172	-
4	Plant and machinery	38,71,749	38,71,749	46,84,249	57,13,415	66,34,249	76,63,415
E	Closing RAB						
1	Computers	29	0	12,49,971	22,08,275	22,08,246	16,66,551
2	Furniture and fitting	42,231	(0)	5,57,769	11,25,538	14,23,307	16,31,076
3	Vehicle	41,45,957	30,23,696	19,01,434	7,79,172	-	-
4	Plant and machinery	2,43,88,022	2,05,16,273	2,07,07,025	2,11,68,609	2,00,59,361	1,85,70,945

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	Main Deck Loader	-		60,00,000		
2	Computer Peripherals & Software	-		10,00,000	10,00,000	10,00,000
3	Electric / Diesel Baggage Tractors		25,00,000		25,00,000	
4	Aircraft Tail Stand		30,00,000		30,00,000	
5	GSE Maintenance Equipment	-				
6	Baggage Trolleys Big (covered)		20,00,000		20,00,000	60,00,000
7	Second Deck Loader	-		25,00,000		25,00,000
	Total	-	75,00,000	95,00,000	85,00,000	95,00,000

Form F3: Historical and Projected Profit and Loss Account

S.N.	Particulars	FY 2019-20 Actuals	FY 2020-21 Actuals	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	8,03,70,903	4,03,23,506	6,63,20,100	7,53,48,258	7,91,15,671	8,30,71,454	8,72,25,027
	Revenues from other than regulated services	1,72,797	6,57,714	5,29,061	5,45,176	5,61,786	5,78,907	5,96,556
2	Operating expenditure							
	Payroll cost	7,46,39,534	5,21,49,446	5,17,29,678	5,72,64,676	5,77,54,440	5,89,80,732	6,01,85,268
	Administrative and General	1,58,28,551	3,00,15,435	66,75,119	68,75,372	70,81,633	72,94,082	75,12,905
	Concession fees	75,82,053	30,21,326	58,20,100	66,12,390	69,43,010	72,90,160	76,54,668
	Repair and Maintenance cost	21,66,399	57,51,119	59,23,653	61,01,362	62,84,403	64,72,935	66,67,123
3	Earnings before depreciation , interest and taxation (EBITD)	(1,96,72,836)	(4,99,56,105)	(32,99,388)	(9,60,367)	16,13,971	36,12,451	58,01,617
	Depreciation and amortization	56,15,931	50,98,372	50,36,270	66,23,770	86,34,604	1,00,90,681	1,13,22,342
4	Earnings before interest and taxation (EBIT)	(2,52,88,767)	(5,50,54,478)	(83,35,658)	(75,84,137)	(70,20,633)	(64,78,230)	(55,20,725)
	Total interest and finance charges	73,503	-	-	-	-	-	-
5	Profit / loss before tax	(2,53,62,270)	(5,50,54,478)	(83,35,658)	(75,84,137)	(70,20,633)	(64,78,230)	(55,20,725)
	Provision for taxation		(1,92,38,237)	(29,12,812)	(26,50,201)	(24,53,290)	(22,63,753)	(19,29,162)
6	Profit / loss after taxation		(3,58,16,241)	(54,22,846)	(49,33,936)	(45,67,343)	(42,14,477)	(35,91,563)
7	Balance carried to balance sheet		(3,58,16,241)	(54,22,846)	(49,33,936)	(45,67,343)	(42,14,477)	(35,91,563)

Form F11 (c) - Administrative and General Expenditure

S.N.	Particulars	FY 2019-20 Actuals	FY 2020-21 Actuals	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	43,91,032	1,68,916	1,73,983	1,79,203	1,84,579	1,90,116	1,95,820
2	Communication expenses	81,061	73,361	75,562	77,829	80,164	82,569	85,046
3	Consumption of stores and spare parts	-	27,53,097	28,35,690	29,20,761	30,08,383	30,98,635	31,91,594
4	Freight and transportation charges	7,67,150	4,90,618	5,05,337	5,20,497	5,36,112	5,52,195	5,68,761
5	Legal and professional expenses	9,01,000	41,000	42,230	43,497	44,802	46,146	47,530
6	Miscellaneous expenses	14,02,717	2,41,80,011	11,22,173	11,55,839	11,90,514	12,26,229	12,63,016
7	Power and fuel	48,81,613	1,96,287	2,02,175	2,08,241	2,14,488	2,20,923	2,27,550
8	Rent	28,33,975	19,89,312	15,91,450	16,39,193	16,88,369	17,39,020	17,91,191
9	Sales promotion expenses	45,014	14,833	15,278	15,736	16,208	16,695	17,196
10	Travelling and conveyance	5,24,989	1,08,000	1,11,240	1,14,577	1,18,015	1,21,555	1,25,202
	Total	1,58,28,551	3,00,15,435	66,75,119	68,75,372	70,81,633	72,94,082	75,12,905