



Bird Worldwide Flight Services

Dated: 24th February 2022

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 Five Tariff Years i.e. FY 2021-22 to FY 2025-26 by Bird Worldwide Flight Services (India) Private Limited its operations at Indira Gandhi International Airport (IGIA), New Delhi.

Respected Sir,

Greetings from Bird Worldwide Flight Services (India) Private Limited.

We have been awarded the Ground Handling concession at Indira Gandhi International Airport (IGIA), New Delhi through an RFP selection process by the Airport Operator. 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. Copies of signed agreements/ arrangements with the users
3. MYTP documents duly signed and stamped
4. 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' 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.

BIRD WORLDWIDE FLIGHT SERVICES (INDIA) PVT. LTD.

E-9, Connaught House, Connaught Place
New Delhi - 110 001 India

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CIN: U62200DL2008PTC184155



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 and kindly accept our submissions for reviewing and allowing us for annual tariff proposal as annexed herewith for next five years i.e. FY 2021-22 to FY 2025-26.

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

Thanking you

Yours sincerely,

For Bird Worldwide Flight Services (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 Bird Airport Services (Trichy) 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 Bird Airport Services (Trichy) 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 Bird Airport Services (Trichy) Private Limited for Trichy 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:

Bird Airport Services (Trichy) Private. Limited

Corporate Office: E-9, Connaught House, Connaught Place, New Delhi - 110 001, India

Regd. Office: Old Terminal Building, Tiruchirappalli International Airport, Tiruchirappalli - 620 007, Tamil Nadu, India

CIN: U63030TN2021PTC146841

BIRD WORLDWIDE FLIGHT SERVICES (INDIA) PRIVATE LIMITED
INDIRA GANDHI INTERNATIONAL AIRPORT , NEW DELHI
Form F3 Historical and Projected Profit and loss accounts (ref: Section AI 4 Appendix I)

| S No. | Particulars | 2019-20 | 2020-21 | 2021-22 | 2022-23 | 2023-24 | 2024-25 | 2025-26 |
|----------|--|--------------------|--------------------|---------------------|--------------------|--------------------|--------------------|--------------------|
| 1 | Revenue | | | | | | | |
| | Revenue from Regulated services | 2,032,273,334 | 799,381,828 | 1,161,800,160 | 1,543,716,956 | 2,250,153,827 | 2,394,995,119 | 2,492,454,333 |
| | Revenue from other than Regulated Services | - | - | - | - | - | - | - |
| 2 | Opening expenditure | | | | | | | |
| | Payroll Costs | 872,539,297 | 384,360,468 | 509,980,318 | 652,239,821 | 968,691,511 | 1,030,388,763 | 1,102,242,252 |
| | Concession Fees | 265,918,392 | 117,175,685 | 204,340,625 | 311,237,865 | 449,459,234 | 476,358,756 | 491,173,581 |
| | Administrative and General Costs | 338,024,096 | 152,815,561 | 265,918,995 | 312,817,878 | 381,214,365 | 414,067,072 | 443,919,669 |
| | Utilities and Outsourcing costs | 41,073,914 | 18,897,229 | 20,626,980 | 37,365,555 | 53,762,210 | 59,101,266 | 64,087,602 |
| | Repair and Maintenance Costs | 48,000,140 | 22,622,207 | 49,669,196 | 52,652,580 | 54,232,157 | 55,859,122 | 57,496,437 |
| 3 | Earnings before depreciation, interest and taxation (EBDIT) | 466,717,495 | 103,510,679 | 111,264,047 | 177,403,258 | 342,794,351 | 359,220,140 | 333,534,793 |
| | Depreciation and Amortisation | 40,752,722 | 37,234,287 | 53,885,215 | 78,898,042 | 90,643,346 | 94,632,640 | 91,611,817 |
| 4 | Earning before interest and taxation (EBIT) | 425,964,773 | 66,276,392 | 57,378,832 | 98,505,216 | 252,151,005 | 264,587,500 | 241,922,975 |
| | Total interest and finance charges | 21,395,840 | 9,303,221 | 70,232,132 | 86,003,115 | 85,468,559 | 64,531,002 | 37,152,495 |
| 5 | Profit / loss before tax | 404,568,934 | 56,973,171 | (12,853,300) | 12,502,102 | 166,682,446 | 200,056,498 | 204,770,480 |
| | Provision for taxation | (170,104,409) | 20,791,896 | - | (5,217,235) | (43,147,005) | (50,117,647) | (48,513,813) |
| 6 | Profit / loss after taxation | 234,464,525 | 77,765,067 | (12,853,300) | 7,284,866 | 123,535,441 | 149,938,851 | 156,256,667 |
| | Balance brought forward from previous year | - | - | - | (12,853,300) | (5,568,433) | 117,967,008 | 267,905,858 |
| | Balance Carried to Balance Sheet | 234,464,525 | 77,765,067 | (12,853,300) | (5,568,433) | 117,967,008 | 267,905,858 | 424,162,525 |

Note:

- * Projected values are provided for each of the Tariff Years
- # Information as per Audited Books for the financial year.

BIRD WORLDWIDE FLIGHT SERVICES (INDIA) PRIVATE LIMITED
INDIRA GANDHI INTERNATIONAL AIRPORT , NEW DELHI
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 |
| A | Opening RAB | | | | | |
| | Op. RAB | - | (36,896,234) | (70,588,370) | (103,239,785) | (134,267,847) |
| | Building (Leasehold Improvements) | 1,506,847 | 1,506,847 | 1,506,847 | 1,506,847 | 1,506,847 |
| | Plant & Machinery | 204,548,395 | 704,222,535 | 877,636,428 | 893,427,537 | 926,629,399 |
| | Electrical Installation | 12,870 | 12,870 | 12,870 | 12,870 | 12,870 |
| | Furniture and Fittings | 895,258 | 1,500,521 | 1,917,461 | 1,810,586 | 1,703,711 |
| | Office Equipment | 1,723,557 | 1,888,188 | 1,854,188 | 1,820,188 | 1,786,188 |
| | Safety Equipment | 45,931 | 45,931 | 45,931 | 45,931 | 45,931 |
| | Data Processing Equipment | 699,571 | 999,781 | 901,615 | 803,449 | 705,283 |
| | Motor Vehicles | 11,019,639 | 31,257,237 | 78,199,935 | 83,093,815 | 72,655,289 |
| | Knowhow Fees/Royalty (Refer Note No. 2 below) | 4,422,666 | 4,422,666 | 4,422,666 | 4,422,666 | 4,422,666 |
| | Software Licences | 344,469 | 344,469 | 344,469 | 344,469 | 344,469 |
| | TOTAL (A) | 225,219,204 | 709,304,811 | 896,254,039 | 884,048,573 | 875,544,805 |
| B | Additions - WIP Capitalisation | | | | | |
| | Op. RAB | - | - | - | - | - |
| | Building | - | - | - | - | - |
| | Plant & Machinery | 515,968,286 | 212,812,271 | 63,967,034 | 86,128,872 | 25,696,057 |
| | Electrical Installation | - | - | - | - | - |
| | Furniture and Fittings | 625,000 | 500,000 | - | - | - |
| | Office Equipment | 170,000 | - | - | - | - |
| | Safety Equipment | - | - | - | - | - |
| | Data Processing Equipment | 310,000 | - | - | - | - |
| | Motor Vehicles | 20,897,537 | 52,535,000 | 14,470,846 | - | - |
| | Knowhow Fees/Royalty (Refer Note No. 2 below) | - | - | - | - | - |
| | Software Licences | - | - | - | - | - |
| | TOTAL (B) | 537,970,822 | 265,847,271 | 78,437,879 | 86,128,872 | 25,696,057 |
| C | Disposal/ Transfers | | | | | |
| | RAB | - | - | - | - | - |
| | Building | - | - | - | - | - |
| | Plant & Machinery | - | - | - | - | - |
| | Electrical Installation | - | - | - | - | - |
| | Furniture and Fittings | - | - | - | - | - |
| | Office Equipment | - | - | - | - | - |
| | Safety Equipment | - | - | - | - | - |
| | Data Processing Equipment | - | - | - | - | - |
| | Motor Vehicles | - | - | - | - | - |
| | Knowhow Fees/Royalty (Refer Note No. 2 below) | - | - | - | - | - |
| | Software Licences | - | - | - | - | - |
| | TOTAL (C) | - | - | - | - | - |
| D | Depreciation Charges | | | | | |
| | Op Dep Block | | | | | |
| | Dep on Op RAB | 36,896,234 | 33,692,136 | 32,651,415 | 31,028,062 | 24,460,892 |
| | Building | - | - | - | - | - |
| | Plant & Machinery | 16,294,146 | 39,398,378 | 48,175,924 | 52,927,011 | 56,473,358 |
| | Electrical Installation | - | - | - | - | - |
| | Furniture and Fittings | 19,737 | 83,060 | 106,875 | 106,875 | 106,875 |
| | Office Equipment | 5,369 | 34,000 | 34,000 | 34,000 | 34,000 |
| | Safety Equipment | - | - | - | - | - |
| | Data Processing Equipment | 9,790 | 98,166 | 98,166 | 98,166 | 98,166 |
| | Motor Vehicles | 659,939 | 5,592,302 | 9,576,966 | 10,438,526 | 10,438,526 |
| | Knowhow Fees/Royalty (Refer Note No. 2 below) | - | - | - | - | - |
| | Software Licences | - | - | - | - | - |
| | TOTAL (D) | 53,885,215 | 78,898,042 | 90,643,346 | 94,632,640 | 91,611,817 |
| E | Closing RAB (A+B-C-D) | | | | | |
| | Dep on Op. RAB | (36,896,234) | (70,588,370) | (103,239,785) | (134,267,847) | (158,728,740) |
| | Building | 1,506,847 | 1,506,847 | 1,506,847 | 1,506,847 | 1,506,847 |
| | Plant & Machinery | 704,222,535 | 877,636,428 | 893,427,537 | 926,629,399 | 895,852,097 |
| | Electrical Installation | 12,870 | 12,870 | 12,870 | 12,870 | 12,870 |
| | Furniture and Fittings | 1,500,521 | 1,917,461 | 1,810,586 | 1,703,711 | 1,596,836 |
| | Office Equipment | 1,888,188 | 1,854,188 | 1,820,188 | 1,786,188 | 1,752,188 |
| | Safety Equipment | 45,931 | 45,931 | 45,931 | 45,931 | 45,931 |
| | Data Processing Equipment | 999,781 | 901,615 | 803,449 | 705,283 | 607,117 |
| | Motor Vehicles | 31,257,237 | 78,199,935 | 83,093,815 | 72,655,289 | 62,216,763 |
| | Knowhow Fees/Royalty (Refer Note No. 2 below) | 4,422,666 | 4,422,666 | 4,422,666 | 4,422,666 | 4,422,666 |
| | Software Licences | 344,469 | 344,469 | 344,469 | 344,469 | 344,469 |
| | TOTAL (E) | 709,304,811 | 896,254,039 | 884,048,573 | 875,544,805 | 809,629,044 |
| F | Average RAB | 467,262,007 | 802,779,425 | 890,151,306 | 879,796,689 | 842,586,925 |

Note:

1 Projected value are provided for Tariff Years

BIRD WORLDWIDE FLIGHT SERVICES (INDIA) PRIVATE LIMITED
INDIRA GANDHI INTERNATIONAL AIRPORT , NEW DELHI
Form F11(c): Administration and General Expenditure (ref: Section AI.5 of Appendix I)

| S. N. | Particulars - with detailed breakup | 2019-20 | 2020-21 | 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 | 99,095,421 | 93,914,005 | 100,144,070 | 107,563,843 | 115,822,015 | 124,508,666 | 133,846,816 |
| | Communication expenses | 5,036,831 | 4,472,723 | 3,866,168 | 4,634,678 | 6,290,310 | 7,014,719 | 7,627,260 |
| | Travelling and Conveyance | 25,866,037 | 3,662,913 | 12,474,334 | 25,000,000 | 26,250,000 | 27,562,500 | 28,940,625 |
| | Marketing & Publicity | 18,953,013 | 4,354,948 | 5,841,994 | 7,500,000 | 7,875,000 | 8,268,750 | 8,682,188 |
| | Printing and Stationery | 2,761,263 | 2,313,507 | 730,055 | 4,742,548 | 5,973,516 | 6,572,233 | 7,110,937 |
| | Others Admin & General Expenses | 22,090,385 | 15,479,873 | 15,143,824 | 33,973,454 | 45,327,246 | 48,310,112 | 50,638,963 |
| | | 173,802,950 | 124,197,969 | 138,200,446 | 183,414,524 | 207,538,087 | 222,236,980 | 236,846,789 |
| B | Other Charges | | | | | | | |
| | Audit Fees, Tax Audit Fees & Legal & Professional | 75,031,593 | 7,984,392 | 30,339,235 | 28,160,500 | 29,571,735 | 31,053,756 | 32,610,119 |
| | Insurance Costs | 9,963,834 | 6,812,366 | 6,796,526 | 11,303,999 | 12,095,279 | 12,941,949 | 13,847,885 |
| | In Flight Cleaning Consumables | 6,844,537 | 2,168,321 | 9,479,647 | 7,022,950 | 9,541,600 | 10,044,000 | 10,245,600 |
| | Certification Expenses | - | - | - | 214,000 | 228,980 | 245,009 | 262,159 |
| | Equipment Hire Charges | 72,381,182 | 11,652,514 | 81,103,141 | 82,701,905 | 122,238,683 | 137,545,378 | 150,107,116 |
| | | 164,221,146 | 28,617,592 | 127,718,549 | 129,403,354 | 173,676,278 | 191,830,092 | 207,072,880 |
| C | Utilities and Outsourcing costs | | | | | | | |
| | Fuel Charges | 34,453,568 | 15,494,100 | 16,062,713 | 30,519,155 | 45,778,733 | 50,356,606 | 54,507,498 |
| | Electricity Expenses | 6,141,754 | 3,081,379 | 4,197,208 | 6,295,813 | 7,240,185 | 7,964,203 | 8,760,624 |
| | Potable Water | 478,592 | 321,750 | 367,058 | 550,587 | 743,292 | 780,457 | 819,480 |
| | | 41,073,914 | 18,897,229 | 20,626,980 | 37,365,555 | 53,762,210 | 59,101,266 | 64,087,602 |
| D | Grand Total | 379,098,010 | 171,712,790 | 286,545,974 | 350,183,433 | 434,976,574 | 473,168,338 | 508,007,270 |
| E | Administration & General Expenses capitalised | | | - | - | - | - | - |
| F | Net A&G expenses (D-E) | 379,098,010 | 171,712,790 | 286,545,974 | 350,183,433 | 434,976,574 | 473,168,338 | 508,007,270 |

Note:

1 Projected value are provided for Tariff Years

**BIRD WORLDWIDE FLIGHT SERVICES (INDIA) PRIVATE LIMITED
INDIRA GANDHI INTERNATIONAL AIRPORT , NEW DELHI**

Form F12 (b): Historical Aircraft Movements (ref: Section AI.6 Appendix I)

| Year | Domestic (Landing) | International (Landing) |
|-------------|-------------------------------|------------------------------------|
| 2018-19 | 6,026 | 12,583 |
| 2019-20 | 5,800 | 15,306 |
| 2020-21 | 30 | 4,024 |

Note: The above volumes are of aircraft movements (Landing) handled by Company, at IGI International Airport, Delhi

BIRD WORLDWIDE FLIGHT SERVICES (INDIA) PRIVATE LIMITED
INDIRA GANDHI INTERNATIONAL AIRPORT , NEW DELHI
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 | 708 | 674 | 640 | 6784 | 6461 | 6138 |
| 2022-23 | 3045 | 2900 | 2755 | 12196 | 11615 | 11034 |
| 2023-24 | 4059 | 3866 | 3673 | 17016 | 16206 | 15396 |
| 2024-25 | 4262 | 4059 | 3856 | 17913 | 17060 | 16207 |
| 2025-26 | 4347 | 4140 | 3933 | 18276 | 17406 | 16536 |

Note: The above volumes are of aircraft movements (Landing) that are projected (basis our best estimates / thoughts since the environment is not clear due to Covid-19), to be handled by Company, at IGI International Airport, Delhi,