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11 March 2016

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

Dear Sir / Ma'am,

Sub: Submission of Multi-Year Tariff Proposal (MYTP) for FY 2017 - FY 2021 and Annual Tariff Proposal (ATP) for FY 2016-2017 for Celebi Delhi Cargo Terminal Management (I) Pvt. Ltd

1.1 As per directions in the Terms and Conditions for Determination of Tariff for Services Provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft Guidelines 2011 ('Guidelines') issued under Section 15 of The Airports Economic Regulatory Authority of India Act, 2008, please find enclosed the following:

1.1.1 Multi Year Tariff Proposal ('MYTP') for the second control period starting 1 April 2016 and ending on 31 March 2021

1.1.2 Annual Tariff Proposal ('ATP') for the first tariff year of the second control period i.e. FY 2016 - 2017

for Celebi Delhi Cargo Terminal Management (I) Pvt. Ltd. ('Celebi').

1.2 As per Chapter 1, Section 3.1 & 3.2 of the Terms and Conditions for Determination of Tariff for Services Provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft Guidelines 2011, AERA would assess the materiality, competition and reasonableness of user agreements to decide on a regulated or light touch approach.

1.3 The percentage share of cargo volume at Indira Gandhi International Airport, Delhi is above 2.5% materiality index fixed for the subject service hence the cargo handling service is deemed "material" as per the provisions of Chapter 1 Section 4.3 ii of the Tariff Guidelines.

1.4 Since 2011, Celebi and Delhi Cargo Services Corporation ("DCSC") have been competing for all forms of cargo handling services at the IGIA. Therefore, the service is deemed "competitive" at the airport as per the provisions of Chapter 1 Section 5 of the Tariff Guidelines.

1.5 Celebi's operations, therefore will be "material and competitive" as per the provisions of Chapter 1, Section 3.2. ii and hence qualify to be regulated under the Light Touch Approach as described in Chapter 5 of the prescribed Tariff Guidelines.

1.6 While we request the Authority to regulate the business under Light Touch Approach, Celebi has used the "Single - Till" regulatory approach as per the Tariff Guidelines to determine the Aggregate Revenue Requirement (ARR) and yield for the second control period.

Celebi - Not in position

OSD-II
18/3/16

Celebi Delhi Cargo Terminal Management India Pvt. Ltd.
Auth. Sign.

ÇELEBİ DELHI CARGO TERMINAL MANAGEMENT INDIA PVT. LTD.
E-Mail. : info@celebiaviation.in
Regd. Off. : Room No. CE-05, First Floor, Import Building II, International Cargo Terminal, IGI Airport, New Delhi - 110037, INDIA
Tel : +91-11-25601300, +91-11-25601310, +91-11-25601000 (exchange) Fax: +91-11-25601320
CIN No. U74900DL2009FTC191359

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1.7 The online forms and the supporting documents describe all the calculations behind projections for the building blocks of aggregate revenue requirements for the second control period.

1.8 The Authority had approved regulation of tariffs under the Light Touch Approach for the first control period vide Order No. 14/2011-12 and we request the Authority to continue with the same approach.

1.9 Considering that we are operating under the "Light Touch Approach", we request AERA to maintain complete confidentiality of the contents of the MYTP.

1.10 Further, in accordance with Section 7.4 of the Guidelines, please also find enclosed **Form B** and **Form 14(b)** along with evidence of stakeholder consultation.

1.11 Celebi would like to bring to Authority's attention that it is fully committed to provide seamless experience to users of the cargo terminal. Celebi has infused significant capital investment to renovate and modernize the complete infrastructure of the brown field terminal in the past and has brought several state-of-the art equipment. It has continued to enhance the operational efficiency of the existing processes and systems to reduce the cargo turn-around time that has resulted in a significant time and cost savings for its customers.

1.12 Celebi is also planning to invest a significant amount of capital (i.e. INR 76.9 Cr) during the second control period towards enhancing the operational efficiency of the terminal and streamlining the business processes. Some of the key investments include:

i. Automated Storage and Retrieval System (ASRS)

ii. Planned replacement of IT software and packages:

a. New Cargo Handling Software

b. SAP Enterprise Resource Planning Package

iii. Expansion of domestic cargo terminal

iv. Installation of Solar Power Plant

v. Euro pallets, tabs and electronic gadgets

1.13 However, the intense competition at the Indira Gandhi International Airport has deterred Celebi from levying tariffs which would have been permissible under the single till regulatory approach. As a result, Celebi has a revenue shortfall of INR 72.6 Cr. from the first control period, which needs to be recovered in the subsequent years.

1.14 Further, contrary to earlier expectations of growth, the cargo volume handled by Celebi during the first control period were considerably lower as compared to projections in MYTP FY 2012 - FY 2016.

Table 1: Actual and Projected traffic for international and domestic cargo traffic for Celebi during the first control period

Cargo Traffic (MT)	FY 12	FY 13	FY 14	FY 15	FY 16
Actuals					
International	371,062	348,490	325,506	352,880	317,441
Domestic				35,779	45,368
Total	371,062	348,490	325,506	388,659	362,809

Delhi Cargo Terminal Management India Pvt. Ltd. Auth. Sign.

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Projected (for 1st control period)					
International	407,681	425,918	415,717	398,546	339,129
Domestic	43,056	71,443	105,372	145,702	161,174
Total	450,737	497,361	521,089	544,248	500,302
Shortfall in Traffic					
International	-36,619	-77,428	-90,211	-45,666	-21,688
Domestic	-43,056	-71,443	-105,372	-109,923	-115,806
Total	-79,675	-148,871	-195,583	-155,589	-137,493

As a result of the lower cargo volume at the airport, competition and lower tariff, Celebi has not been able to generate sufficient returns on its investments. This is evident from the profit margins of Celebi from the first control period, as shown below:

Table 2: Profit Margins from the first control period (FY 2012 - FY 2016)

Parameter	FY 12	FY 13	FY 14	FY 15	FY 16
Operating profit / EBITDA (INR Cr)	36.1	44.6	27.5	59.8	41.8
EBITDA Margin (%)	12.9%	16.6%	10.2%	18.9%	13.6%
Net Profit	10.1	3.9	0.3	20.1	11.9
Net Profit Margin (%)	3.6%	1.5%	0.1%	6.3%	3.9%

1.15 Celebi would also like to submit to the Authority that the shortfall in the projected revenues in the first control period, if not recovered, would have a considerable impact on the financial viability of Celebi. Celebi has not been able to generate returns commensurate to the investments made by it for modernizing the terminal.

1.16 Taking all the above reasons into careful consideration, Celebi proposes an increase of **12%** in the city side tariffs (i.e. applicable on PDA / CHA) over previously approved tariffs.

1.17 Celebi has undertaken stakeholders' consultation process for the proposed tariffs for FY 2016-17 and has provided evidence of the same with this Annual Tariff Proposal for FY 2016-17. Celebi has made earnest efforts to address any concerns raised by the stakeholders and to provide just and fair rationale for any proposed revision in the tariffs.

1.18 Celebi would also like to commit in this submission that it would continue to honor the existing long-term agreements which have been signed with various customers in the past and are valid for FY 2016-17. The existing tariffs and other terms and conditions for such existing contracts would continue to remain valid for FY 2016-17 unless mutually agreed by Celebi and the customer to revise the same.

1.19 We hope that AERA would accept and approve our tariffs proposed in this Annual Tariff Proposal for FY 2016 - 17.

1.20 Please find enclosed the copies of the online submitted forms for MYTP, ATP and ACS along with the respective attachments for each form.

Thanking you,

Delhi Cargo Terminal Management India Pvt. Ltd.
Auth. Sign.

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CIN No. U74900DL2009FTC191959

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Yours sincerely,

For Celebi Delhi Cargo Terminal Management India Pvt. Ltd

Ramesh Mamidala
Chief Executive Officer
Email: ramesh.mamidala@celebiaviation.in
Tel: +91 11 47630900

Celebi Delhi Cargo Terminal Management India Pvt. Ltd. Auth. Sign.

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CIN No. U74900DL2009FTC191359

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2. Enclosures

#	Form Number	Description
Supporting documents for MYTP FY 2017 - FY 2021 (Online Forms and Celebi's Calculations)		
1	Form A	Submission Letter for Multi - Year Tariff Proposal
2	Form F1(a)	Historical and proposed Aggregate Revenue Requirement
3	Form F1(b)	Competition assessment
4	Form F2	Historical & projected balance sheet
5	Form F3	Historical and projected profit & loss account
6	Form F4	Historical and projected cash flow statement
7	Form F5	Cost of equity and post-tax FRoR forecast
8	Form F6(a)	Loan master
9	Form F6(b)	Summary statement of interest and finance charges
10	Form F7	Format for identifying initial Regulatory Asset Base
11	Form F9	Forecast and Actual Roll-forward RAB
12	Form F10(b)	Forecast and Actual Roll Forward RAB
13	Form F10(c)	Year wise capital expenditure financing plans for next 10 years
14	Form F10(e)	Additional capital projects summary
15	Form F11(a)	Employee strength
16	Form F11(b)	Payroll related expenditure and provisions
17	Form F11(c)	Administration and general expenditure
18	Form F11(d)	Repair and maintenance expenditure
19	Form F11(e)	Utilities and outsourcing expenditure
20	Form F11(f)	Other outflows
21	Form F11(g)	Current assets and liabilities
22	Form F12(a)	Historical and projected cargo volumes in tonnes
23	Form F13(a)	Historical tariffs and revenues from Regulated Services
24	Form F13(b)	Historical and projected revenues from services other than regulated service
25	--	Shortfall Calculations
Supporting documents for ATP FY 2016 - 2017 (Online Forms and Celebi's Calculations)		
26	Form B	Submission Letter for Annual Tariff Proposal
27	Form F14(b)	Annual Tariff Proposal for tariff year 1 (FY 2016 - 17)
28	--	Evidence of stakeholder consultation
29	--	Presentation used during stakeholder consultation
30	--	Minutes of Meeting for stakeholder consultation

Celebi Delhi Cargo Terminal Management India Pvt. Ltd.
Auth. Sign.

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CIN No. U74900DL2009FTC191359

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3. Supporting Documents

In addition, the following supporting documents are being provided as requested in the tariff determination guidelines 2011:

#	Document
1	DIAL Concessionaire Agreement
2	Audited Financial Statements
3	Loan Agreements

Celebi Delhi Cargo Terminal Management India Pvt. Ltd.
Auth. Sign.

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CIN No. U74900DL2009FTC191359

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4. Form A (To be printed on Celebi letterhead)

BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA AT NEW DELHI

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

M/s Celebi Delhi Cargo Terminal Management India Pvt. Ltd
International Cargo Terminal,
Indira Gandhi International Airport,
New Delhi - 110037

I, Ramesh Mamidala, aged 47 years, resident of F-1002,10TH Floor Celebrity Tower, Ansals Palam Vihar Gurgaon acting in my official capacity as Chief Executive Officer in M/s Celebi Delhi Cargo Terminal Management India Pvt. Ltd having its registered office at Room 23, Import Building 3, International Cargo Terminal, IGI Airport, New Delhi - 110037, India do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s Celebi Delhi Cargo Terminal Management India Pvt. Ltd 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 relating to the Regulatory Building Blocks; (iii) Competition Assessment; (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.

For Celebi Delhi Cargo Terminal Management India Pvt. Ltd

Ramesh Mamidala
Chief Executive Officer

Place: New Delhi

Date: 11-03-2016

Celebi Delhi Cargo Terminal Management India Pvt. Ltd
Auth. Sign.

ÇELEBİ DELHI CARGO TERMINAL MANAGEMENT INDIA PVT. LTD.
E-Mail. : info@celebiaviation.in
Regd. Off. : Room No. CE-05, First Floor, Import Building II, International Cargo Terminal, IGI Airport, New Delhi - 110037, INDIA
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CIN No. U74900DL2009FTC191359

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5. Form B: (ref: Section AI. 8 of Appendix I)

BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

AT NEW DELHI

SUBMISSION OF PROPOSAL FOR DETERMINATION OF ANNUAL TARIFF FOR AND ON BEHALF OF:

Çelebi Delhi Cargo Terminal Management India Pvt. Ltd
International Cargo Terminal,
Indira Gandhi International Airport,
New Delhi - 110037

I, Ramesh Mamidala, aged 47 years resident of F-1002, 10TH Floor Celebrity Tower, Ansals Palam Vihar Gurgaon acting in my official capacity as Chief Executive Officer in Çelebi Delhi Cargo Terminal Management India Pvt. Ltd having its registered office at Room 23, Import Building 3, International Cargo Terminal, IGI Airport, New Delhi - 110037 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of Çelebi Delhi Cargo Terminal Management India Pvt. Ltd in the matter of making this submission before the Airports Economic Regulation 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 the Annual Tariff Proposal submission which include inter alia

   i. Proposed detailed break-up of Tariff(s) based on Clause 11.2

   ii. Justifications, are correct and true to my knowledge and belief and nothing material has been concealed there from.

Ramesh Mamidala
Chief Executive Officer

Place New Delhi
Date: 11-03-2016

Çelebi Delhi Cargo Terminal Management India Pvt. Ltd
Auth. Sign.

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CIN No. U74900DL2009FTC191359

DELHI INDIRA GANDHI INTERNATIONAL AIRPORT
Delhi International Airport (P)Limited

GMR
Registered Office: New Udaan Bhawan,
Opp. Terminal 3, IGI Airport,
New Delhi 110037, India
+91 11 47197000
+91 11 47197181
www.newdelhiairport.in

Date: 9th March'2016
Letter No. : DIAL/2015-16/Fin-Acc/8662

The Chairman
Airports Economic Regulatory Authority of India
AERA Building
Administrative Complex
Safdarjang Airport
New Delhi – 110 003

Sub: Letter for Authorisation for filing of MYTP before the Airport Economic Regulatory Authority

Dear Sir,

We hereby confirm that the functions of brownfield cargo handling terminal at the IGI airport is being carried out by M/s Celebi Delhi Cargo Terminal Management (I) Pvt. Ltd basis the concession awarded by DIAL vide agreement dated 24th Aug'2009.

While the cargo handling services are classified as non-aeronautical services under the OMDA between DIAL and AAI and which fact has been acknowledged by Government of India (GOI) under the State Support Agreement dated 26th April'2006 executed by GOI with DIAL, however at this stage at the insistence of AERA vide letter no. AERA/20019/CGF-G/2010-11/Vol-VI/8662-93, we, hereby authorize M/s Celebi Delhi Cargo Terminal Management (I) Pvt. Ltd to file an application before AERA for MYTP for the second control period from 1st April'2016 to 31st March 2021.

Any acts carried out by M/s Celebi Delhi Cargo Terminal Management (I) Pvt. Ltd or a person authorized by them in this regard will have no binding on DIAL.

Thank you.

For Delhi International Airport Pvt. Ltd.,

Sidharath Kapur
President (Finance & Business Development)

Corporate Office:
IBC Knowledge Park, Phase 2,
D Block, 10th Floor, 4/1,
Bannerghatta Road, Bangalore 560 029

Annex - II

Annual compliance summary based on submission by Celebi for Cargo Services at Delhi Airport (Rs.in crore)

Particulars		FY 12		FY 13		FY 14		FY 15		FY 16		Total Control Period	
		MYTO	Actuals	MYTO	Actuals	MYTO	Actuals	MYTO	Actuals	MYTO	Actuals	MYTO	Actuals
Revenue from Regulated Services	1	342.0	267.2	374.1	253.2	379.3	236.8	380.9	279.2	340.5	276.1	1,816.85	1,312.56
Revenue from other than regulated services	2	9.3	13.2	12.8	14.9	25.3	32.9	27.7	33.4	30.1	34.0	105.18	128.34
Others	3												
Total Revenue	**4=1+2+3**	**351.3**	**280.3**	**386.9**	**268.2**	**404.6**	**269.7**	**408.6**	**312.6**	**370.6**	**310.1**	**1,922.02**	**1,440.90**
Operational Expenditure	5	289.2	236.9	296.8	216.8	304.4	212.4	321.4	257.2	315.2	265.8	1,527.10	1,189.24
Depreciation	6	17.1	8.3	28.3	17.9	25.9	13.7	21.9	11.8	18.9	12.8	112.15	64.48
Taxation	7												
Total Expenditure	**8=5+6+7**	**306.3**	**245.2**	**325.1**	**234.8**	**330.3**	**226.0**	**343.4**	**269.0**	**334.1**	**278.7**	**1,639.25**	**1,253.71**
Regulatory Operating Profit	**9=4-8-2-3**	**35.8**	**22.0**	**49.0**	**18.5**	**48.9**	**10.8**	**37.6**	**10.2**	**6.3**	**-2.5**	**177.60**	**58.85**
Regulatory Asset Base													
Opening RAB	10	31.9	31.2	202.4	96.2	218.9	165.5	191.7	171.5	164.5	172.2	809.40	636.68
Additional Capex*	11	170.6	65.5	16.5	69.3	0.0	6.9	0.0	0.7	0.0	0.2	187.04	142.54
Disposal	12	0.0	0.5	0.0	0.0	0.0	0.8	0.0	0.0	0.0	0.0	0.00	1.35
Closing RAB#	13 = 10+11-12	202.4	96.2	218.9	165.5	191.7	171.5	164.5	172.2	138.1	172.4	915.65	777.87
Average RAB	14=10+13/2	117.2	63.7	210.7	130.8	205.3	168.5	178.1	171.9	151.3	172.3	862.53	707.27
Return on Average RAB	15=9/14*100	30.5%	34.5%	23.2%	14.1%	23.8%	6.4%	21.1%	5.9%	4.2%	-1.5%	20.59%	8.32%
Volume (MT)	16	450,737	371,062	497,361	353,338	521,089	325,506	544,248	388,659	500,302	398,432	2,513,737	1,836,997
Yield per unit	17=1/16	7,588	7,200	7,522	7,167	7,279	7,275	6,999	7,184	6,805	6,930	7,228	7,145

* - Only for Actuals, additional capex is net of depreciation.

-Closing RAB under MYTO is as per initial AERA guidelines

-141-

Annex - III

ATP

BEFORE THE APIRPORTS ECONOMIC REGULARITY AUTHORITY OF INDIA

AT NEW DELHI

SUBMISSION OF PROPOSAL OF DETERMINATION OF ANNUAL TARIFF FOR AND ON BEHALF OF:

M/s

I, Ramesh Mamidala aged 47 resident of CE-05, First Floor, Import Building, International Cargo Terminal, IGI Airport acting in my official capacity as ISP in M/s Celebi Delhi Cargo Terminal Management India (P) ltd. having its registered office at CE-05, First Floor, Import Building, International Cargo Terminal, IGI Airport do hereby state and affirm as under that:

1. That I am authorized to act for and on behalf of M/s Celebi Delhi Cargo Terminal Management India (P) ltd. in the matter od making submission before the Airports Economic Regulatory Authority of India, New Delhi ('the Authority')
2. I am compentent to make this submission before the authority
3. I am making the submission in any official capacity and the facts stated herein are based on official records
4. The contents of the Annual tariff proposal submission which include inter alia (i) Estimated Maximum Allowed yeild per unit and the proposed detailed break-up of Tariff(s) (in the context to Estimated Maximum Allowed Yeild per Unit Where determined by the authority) where the authority has specified a price cap approch for the duration of the Control period pursuant to clause 3:2
   OR
   Proposed detailed breakup of Tariff(s) based on Clause 11.2 Where the Authority has specifie a light touch approch for the duration of control period pursuant to clause 3.2 (strikeout whichever is not applicable) and (ii) Justification are correct and true to my knowledge and belief and nothing material has been concealed from.

Sd/

Place

Date: 16-03-2016

New Delhi

Form F14(b)-Cargo Domestic

Year	2016-2017	2016-2017	2016-2017	2016-2017	2016-2017	2016-2017	2016-2017	2016-2017	2017-2018	2017-2018	2017-2018	2017-2018	2017-2018	2017-2018	2017-2018	2017-2018	2018-2019	2018-2019	2018-2019	2018-2019	2018-2019	2018-2019	2018-2019	2018-2019	2019-2020	2019-2020	2019-2020	2019-2020	2019-2020	2019-2020	2019-2020	2019-2020	2020-2021	2020-2021	2020-2021	2020-2021	2020-2021	2020-2021	2020-2021	2020-2021
Rate	Rate in Rupees per	Rate in Rupees per	Rate in Rupees per	Rate in Rupees per	Minimum rate per AW	Minimum rate per AW	Minimum rate per AW	Minimum rate per AW	Rate in Rupees per	Rate in Rupees per	Rate in Rupees per	Rate in Rupees per	Minimum rate per AW	Minimum rate per AW	Minimum rate per AW	Minimum rate per AW	Rate in Rupees per	Rate in Rupees per	Rate in Rupees per	Rate in Rupees per	Minimum rate per AW	Minimum rate per AW	Minimum rate per AW	Minimum rate per AW	Rate in Rupees per	Rate in Rupees per	Rate in Rupees per	Rate in Rupees per	Minimum rate per AW	Minimum rate per AW	Minimum rate per AW	Minimum rate per AW	Rate in Rupees per	Rate in Rupees per	Rate in Rupees per	Rate in Rupees per	Minimum rate per AW	Minimum rate per AW	Minimum rate per AW	Minimum rate per AW

CELEBI DELHI CARGO TERMINAL MANAGEMENT INDIA PVT. LTD.

Form 14 (c): Annual Tariff Proposal for tariff year 1 (FY 2016 - 17)

S No	Tariff heading	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Rate applied on	Levied on
		TARIFF FOR HANDLING INTERNATIONAL CARGO		
Tariff for Export Cargo handling				
1	TERMINAL STORAGE & PROCESSING	General: 1.12, Minimum Charges 220	Per Kg	PDA
		Special: 2.23, Minimum Charges 380		
		Valuable: 2.23, Minimum Charges 380		
		Hazardous: 3.33, Minimum Charges 325		
		Pharmaceutical/Perishable: 3.33, Minimum Charges 325		
		Express Delivery* : 25% more than the rate for the category the cargo falls under. Minimum Charges: 25% more than the minimum charge for the category the cargo falls under		
2	DEMMURRAGE-General	1.36, Minimum Charges 230	Per Kg per day, Free Period of 24 hrs for Agent	PDA
		1.65	Per Kg per day, Free Period of 48 Hrs for Airlines	Airlines
3	DEMMURRAGE-Special	2.31, Minimum Charges 380	per kg per day, Free Period of 24 hrs for Agent	PDA
		3.30	Per Kg per day, Free Period of 48 Hrs for Airlines	Airlines
4	DEMMURRAGE-Valuable	3.86, Minimum Charges 375	per kg per day, Free Period of 24 hrs for Agent	PDA
		3.30	Per Kg per day, Free Period of 48 Hrs for Airlines	Airlines
5	DEMMURRAGE-Perishable / Pharmaceutical	2.31, Minimum Charges 380	Per kg per day, Free Period of 24 hrs for Agent	PDA
		3.30	Per Kg per day, Free Period of 48 Hrs for Airlines	Airlines
6	X-RAY Machine Charges	1.00 Minimum Charges 120	Per Kg	Airlines
7	X-RAY Screening & Certification Charges	1.00 Minimum Charges 120	Per Kg	Airlines
8	Unitization	General: 1.30	Per Kg	Airlines
		Special: 1.30		Airlines
		Bulk: 0.75		Airlines

** Cargo Acceptance & Loading within 4 hours from ETD for RFC (ready for carriage) AWBs*

TSP and Demurrage Charges are applicable on Gross Weight or Chargeable weight, whichever is higher.

Celebi Delhi Cargo Terminal Management India Pvt. Ltd. New Delhi

Form 14 (b) Annual Tariff Proposal for tariff year 1 (FY 2016 - 17)

S No	Tariff heading	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Rate applied on	Levied on
Tariff for other Export Cargo handling services (for both scheduled and Non-scheduled operators)				
9	RE-PACKING	Minimum Charges 25.09 per Airway Bill Packaging / Re-packaging charges will be 12.54 per packakge (lots of 50) per shipping bill		PDA
10	WEIGHT DIFFERENCE	For the weight difference of more than 2% and up to 5% of the declared weight, penal charges double the applicable TSP charges will be levied. For variation above 5% of the declared weight, the penal charges will be 5 times the applicable TSP charges of the differential weight. No penal charge will be levied for variation up to and inclusive of 2% of the declared weight This will not be applicable for valuable cargo		PDA
11	DGR/Live Animal Acceptance Fee	3390	Per Checklist	PDA
12	DGD Preparation and Acceptance Fee	6780	Per Checklist	PDA
13	Pet Assistance	1255	Per Checklist	PDA
14	ULD Cleaning Charges	6000	per ULD	Airlines
15	Dry Ice Acceptance Check	880	Per AWB	PDA
16	Miscellaneous Activity Charges*	1000	per AWB	Airlines
17	Miscellaneous Packing Charges*	100	per packet	Airlines
18	Miscellaneous Packing Charges - Metal*	200	per AWB	Airlines
19	ULD Builiding-rebuilding Charges	1.30	Per Kg	Airlines
20	ULD Customization	2510	per ULD	PDA
21	SKID charges	415	per SKID	PDA
22	Build Up Unit (BUP) Acceptance	600	Per BUP	Airlines
23	Empty Pallet Stack	600	Per Stack	Airlines
24	Withdraw Shipment (X-RAY)	1.00 Minimum Charges 120	Per Kg	PDA
25	Withdraw Shipment (Demurrage)	1.65	Per Kg Per Day	PDA

**Not covered elsewhere*

Notes:

1. Consignment of human remains, coffins including baggage of deceased & Human eyes will be exempted from the purview of TSP and demurrage charges

2. TSP charges is inclusive of forklift use inside the terminal. No additional forklift charges will be levied

3. Charges will be levied on "gross weight" or the "chargeable weight" of the consignment, whichever is higher. Wherever the "gross weight" and (or) volume weight is wrongly indicated on the AWB and is actually found more, charges will be levied on the "actual gross weight' or the "actual volumetric weight" whichever is higher.

4. Special cargo consists of perishable and temperature sensitive products, live animals, hazardous goods, valuables and/or any other such cargo which requires/has special handling/storage instructions

5. Valuable cargo consists of gold, bullion, currency notes, securities, shares, share coupons, travelers' cheque, diamonds (including diamonds for industrial use), diamond jewelry & watches made of silver, gold, platinum and items valued at USD 1000 per kg and above.

6. All invoices will be rounded off to nearest of Rs. 5/- as per IATA TACT Rule book vide Clause No. 5.7.2, rounding off procedure, when rounding off Unit is 5.

For Example:

When the results of calculations are between / and	Rounded off amount will be
102.5 -- 107.4	105
107.5 -- 112.4	110

Celebi Delhi Cargo Terminal Management India Pvt. Ltd. * New Delhi

Form 14 (b): Annual Tariff Proposal for tariff year 1 (FY 2016 - 17)

S No	Tariff heading	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Rate applied on	Levied on
Tariff for Import Cargo handling				
1	TERMINAL STORAGE & PROCESSING	General - 6.78, Minimum Charges 185	Per Kg	PDA
		Special - 12.20, Minimum Charges 330		
		Valuable - 12.20, Minimum Charges 330		
		Hazardous - 12.20, Minimum Charges 330		
		Pharmaceutical/Perishable - 12.20, Minimum Charges 330		
		Express Delivery* : 25% more than the rate for the category the cargo falls under. Minimum Charges: 25% more than the minimum charge for the category the cargo falls under		
2	DEMURRAGE -General	2.09, Minimum Charges 485	Per Kg per day, Up to 120 Hrs, Free period of 72 hrs	PDA
		4.20	Between 120 hrs to 720 hrs per kg	
		6.24	Beyond 720 hrs	
3	DEMURRAGE -Special	4.20, Minimum Charges 945	Per Kg per day, Up to 120 Hrs, Free period of 72 hrs	PDA
		8.33	Between 120 hrs to 720 hrs per kg	PDA
		12.47	Beyond 720 hrs	PDA
4	DEMURRAGE -Valuable	8.33, Minimum Charges 1865	Per Kg per day, Up to 120 Hrs, Free period of 72 hrs	PDA
		16.65	Between 120 hrs to 720 hrs per kg	PDA
		25.00	Beyond 720 hrs	PDA
5	DEMURRAGE -Pharmaceutical / Perishable	8.33, Minimum Charges 1865	Per Kg per day, Up to 120 Hrs, Free period of 72 hrs	PDA
		16.69	Between 120 hrs to 720 hrs per kg	PDA
		25.00	Beyond 720 hrs	PDA
6	DE-STUFFING CHARGES	1.30 Minimum Charges 265	Per kg	Airlines

**Cargo Delivery within 4 hours from ATA or TOR which is ever is later (subject to Customs clearance)*

TSP and Demurrage Charges are applicable on Gross Weight or Chargeable weight, whichever is higher.

Tariff for other Import Cargo handling services (for both scheduled and Non-scheduled operators)				
7	Packing Charges	16.93	Per packet	PDA
8	Delivery Order Charges	1570	Per MAWB	Airlines / PDA
		785	Per HAWB	Airlines / PDA
9	Pet Assistance	1255.00	Per Checklist	PDA
10	Offloading (Destuff Cargo)	1.43, Minimum Charges 265	Per Kg	Airlines

Notes:

1. *Consignment of human remains, coffins including baggage of deceased & Human eyes will be exempted from the purview of TSP and demurrage charges*
2. *TSP charges is inclusive of forklift use inside the terminal. No additional forklift charges will be levied*
3. *Charges will be levied on "gross weight" or the "chargeable weight" of the consignment, whichever is higher. Wherever the "gross weight" and (or) volume weight is wrongly indicated on the AWB and is actually found more, charges will be levied on the "actual gross weight" or the "actual volumetric weight" whichever is higher.*
4. *Special cargo consists of perishable and temperature sensitive products, live animals, hazardous goods, valuables and/or any other such cargo which requires/has special handling/storage instructions*
5. *Valuable cargo consists of gold, bullion, currency notes, securities, shares, share coupons, travelers' cheque, diamonds (including diamonds for industrial use), diamond jewelry & watches made of silver, gold, platinum and items valued at USD 1000 per kg and above.*
6. *All invoices will be rounded off to nearest of Rs. 5/- as per IATA TACT Rule book vide Clause No. 5.7.2, rounding off procedure, when rounding off Unit is 5.*

For Example:

When the results of calculations are between / and	Rounded off amount will be
102.5 -- 107.4	105
107.5 -- 112.4	110

Demurrage Charges:

1. *The 'Free Period' would be 72 hours*
2. *Calculation of free period would start from Actual Time of Arrival (ATA) of the flight till generation of the Gate Pass.*
3. *Prevailing business hours remain unchanged*
4. *Number of hours applicable for demurrage will be calculated as time between Actual Time of Arrival (ATA) of the flight and the "Time of Issue of Gate pass". Each 24 hrs cycle will be 01 day and any part thereof will be counted as full day.*
5. *After expiry of the stipulated free period, next 48 hours will be charged on 'per kg per day non-cumulative basis', inclusive of holidays, provided the consignment is cleared within 120 hours from ATA.*
6. *After expiry of the stipulated free period i.e., 72 hrs, if the total time between ATA and generation of the Gate Pass exceeds 120 hrs, Demurrage Charges will be levied on cumulative basis inclusive of holidays from the date and actual time of arrival of the flight.*
7. *The tariff charged will be applicable as per the tariff prevailing at the time of invoicing.*

Cargo Terminal Management India Pvt. Ltd. * Celebi Delhi * New Delhi

Form 14 (b): Annual Tariff Proposal for tariff year 1 (FY 2016 - 17)

S No	Tariff heading	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Rate applied on	Levied on
Tariff for handling Transshipment cargo				
1	DEMURRAGE -General	2.09, Minimum Charges 485	Per Kg per day, Up to 120 Hrs, Free period of 72 hrs	Airlines Applicable on International to Domestic TP
		4.20	Between 120 hrs to 720 hrs per kg	
		6.24	Beyond 720 hrs	
2	DEMURRAGE -Special	4.20, Minimum Charges 945	Per Kg per day, Up to 120 Hrs, Free period of 72 hrs	Airlines Applicable on International to Domestic TP
		8.33	Between 120 hrs to 720 hrs per kg	
		12.47	Beyond 720 hrs	
3	DEMURRAGE -Valuable	8.33, Minimum Charges 1865	Per Kg per day, Up to 120 Hrs, Free period of 72 hrs	Airlines Applicable on International to Domestic TP
		16.65	Between 120 hrs to 720 hrs per kg	
		25.00	Beyond 720 hrs	
4	DEMURRAGE -Pharmaceutical / Perishable	8.33, Minimum Charges 1865	Per Kg per day, Up to 120 Hrs, Free period of 72 hrs	Airlines Applicable on International to Domestic TP
		16.65	Between 120 hrs to 720 hrs per kg	
		25.00	Beyond 720 hrs	
5	DEMURRAGE -General	1.65	Per Kg per day, Free period of 48 hours for Airlines	Airlines, Applicable on International to International & Domestic to International TP
6	DEMURRAGE -Special	3.30	Per Kg per day, Free period of 48 hours for Airlines	Airlines, Applicable on International to International & Domestic to International TP
7	DEMURRAGE -Valuable	3.30	Per Kg per day, Free period of 48 hours for Airlines	Airlines, Applicable on International to International & Domestic to International TP
8	DEMURRAGE -Pharmaceutical / Perishable	3.30	Per Kg per day, Free period of 48 hours for Airlines	Airlines, Applicable on International to International & Domestic to International TP
9	Sector Charges	1.5	Per kg	Airlines
10	Carting charges - Transshipment	2.25, Minimum Charges 155	Per kg	Airlines
11	Ramp to Ramp Loose (Incoming Loose and Outgoing Loose)	120	Per AWB	Airlines
12	Ramp to Ramp Loose (Incoming Loose and Outgoing Loose)	120	Per AWB	Airlines
13	TP -destuffing charges	1.30, Minimum Charges 265	Per kg	Airlines

TSP and Demurrage Charges are applicable on Gross Weight or Chargeable weight, whichever is higher.

Celebi Delhi Cargo Terminal Management India Pvt. Ltd. * New Delhi

Form 14 (b): Annual Tariff Proposal for tariff year 1 (FY 2016 - 17)

S No	Tariff heading	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Rate applied on	Levied on
Other Exceptional Charges (for both scheduled and Non-scheduled operators)				
1	Bag handling charges	1.57 Minimum charge 560	Per kg	Airlines
2	Segregation charges (All ammendments / HAWB feeding / Re-weight of import consignments)	680	Per HAWB	PDA
3	Overtime Fee for Gate Pass Generation (between 1600-1800 hrs)	680	Per gate pass	PDA
4	Electricity Charge for RKN container	1452	per container per day	Airlines
5	Charges collect fee	630.00	Per AWB/HAWB	PDA
6	Ramp to Ramp Transfer	500	Per ULD	Airlines
7	Equipment / Manpower Charges	10 ton Forklift: 3000 05 ton forklift: 1500 03 ton forklift: 975 Crane: 6000 16 ton forklift: 6000 Additional Staff (Blue Collar): 500 Security: 1000 Gunman: 1500	Per hour	Airlines
8	Gola charges	65		PDA
9	Wrong Marking/Labeling	Minimum charges: 690 Maximum charges: 2700	Per AWB	PDA
10	Damaged shipments "not in ready to carriage condition"		Applicable TC Charge	
11	Security Escort Service (Within the Airport)	1255	Per Manhour or part hereof	Airline / PDA
12	Cool Dolly Charge	1885	Per Dolly per trip	Airline / PDA

Notes:

1. *Consignment of human remains, coffins including baggage of deceased & Human eyes will be exempted from the purview of TSP and demurrage charges*
2. *TSP charges is inclusive of forklift use inside the terminal. No additional forklift charges will be levied*
3. *Charges will be levied on "gross weight" or the "chargeable weight" of the consignment, whichever is higher. Wherever the "gross weight" and (or) volume weight is wrongly indicated on the AWB and is actually found more, charges will be levied on the "actual gross weight' or the "actual volumetric weight" whichever is higher.*
4. *Special cargo consists of perishable and temperature sensitive products, live animals, hazardous goods, valuables and/or any other such cargo which requires/has special handling/storage instructions*
5. *Valuable cargo consists of gold, bullion, currency notes, securities, shares, share coupons, travelers' choque, diamonds (including diamonds for*
6. *All invoices will be rounded off to nearest of Rs. 5/- as per IATA TACT Rule book vide Clause No. 5.7.2, rounding off procedure, when rounding off Unit is 5.*

For Example:

When the results of calculations are between / and	Rounded off amount will be
102.5 -- 107.4	105
107.5 -- 112.4	110

Celebi Delhi Cargo Terminal Management India Pvt. Ltd. * New Delhi

Form 14 (b): Annual Tariff Proposal for tariff year 1 (FY 2016 - 17)

S No	Tariff heading	Price (INR) Maximum rate per applicable unit; Subject to Minimum Charge wherever applicable	Rate applied on	Levied on
		TARIFF FOR HANDLING DOMESTIC CARGO		
Tariff for handling Inbound domestic cargo				
1	Terminal Storage and Processing - General & Couriers	General - 1.01 Special - 2.00 Couriers - 1.01 Minimum Charges INR 25 per AWB	Per kg	PDA
2	Handling Charges	0.90	Per kg	Airlines
Tariff for handling Outbound domestic cargo				
3	Terminal Storage and Processing - General & Couriers	General - 1.01 Special - 2.00 Couriers - 1.01 Minimum Charges INR 25 per AWB	Per kg	PDA
4	Handling Charges	0.90	Per kg	Airlines
5	X-RAY Machine Charges	1.00	Per kg	Airlines
6	X-RAY Screening & Certification Charge	1.00	Per Kg	Airlines
Tariff for other domestic cargo handling services				
7	Transshipment cargo & Offloaded cargo	1.00	Per kg	Airlines
8	Demurrage charges	General - 0.90 Special - 1.79 Couriers - 0.90	Per kg	Airlines/PDA
9	DGR acceptance check	INR 1600/-per AWB subject to maximum of 20 pieces per AWB. Additional pieces will be charged @ INR 64/-per additional piece		Airlines
10	Dry ice acceptance checklist	1000.00	per AWB	Airlines
11	Live animal acceptance and handling	1795	per AWB	Airlines
12	Unitization	1.10	per Kg	Airlines
13	Miscellaneous Activity Charges*	1000	per AWB/ packet	Airlines
14	Miscellaneous Packing Charges*	100	per AWB/ packet	Airlines
15	Valuable handling	637	per AWB	Airlines
** Not covered elsewhere*				
Tariff for EICI Terminal				
1	X-RAY Machine Charges	1.12	Per Kg	Airlines / PDA
2	X-RAY Screening & Certification Charge	1.12	Per Kg	Airlines / PDA
3	Handling Charges - Outbound	1465	Per Ton, Up to 1000 Tons	Airlines / PDA
		1420	Per Ton, Up to 1000 Tons	Airlines / PDA
4	Handling Charges - Inbound	1050	Per Ton	Airlines / PDA
Total Estimated Traffic (International and Domestic)				383,435
Total Estimated Revenues (INR Cr)				-279.4
ARR in FY-17 as per MYTP (INR Cr.)				550.6

Note:

PDA Pre Deposit Account

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Annex - III A

Annual Tariff Proposal - FY 2017
User Consultation

Dated: 7th March 2016

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INTRODUCTION

- Second control period starts from FY 2017
- Multi Year Tariff Proposal (MYTP) will be submitted for next five years i.e. FY 2017 – FY 2021)
- Annual Tariff Proposal (ATP) will be submitted for 2016 - 2017

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MAJOR INVESTMENTS FROM THE LAST 5 YEARS

- Celebi has invested ~ INR 370 Crores in last 5 years (i.e. till Dec 2015) towards improvement of cargo handling facilities at the terminal.
- Key investments areas:
  - *Facility Development*
  - *Equipment and Machinery*
  - *Process Improvements through Technology Upgradation*
- These investments have resulted in significant improvement in customer experience and increase in operational efficiency at the cargo terminal

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MAJOR INVESTMENTS IN FACILITY DEVELOPMENT

- **Major investments in facility development in last 5 years:**
  - *Re-engineering of Warehouse Layout* – including 6 – level racking system
  - *Integrated terminal with export – import domestic and express operations (under one roof)*
  - *State of the art Export Pharma Logistics Center with processing capacity of 200 MT per day*
  - *State of the art Center of Perishable Cargo*
  - *Fully equipped public transaction lobbies*
  - *Import cold storage expansion with additional processing capacity of 200 MT*
  - *Security and Fire Safety Equipment*

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MAJOR INVESTMENT IN EQUIPMENTS & MACHINERY

- **Major investments in equipments and machinery in last 5 years:**
  - *Installation of 8 TLX Machines with automated weight and volumetric scanners*
  - *Elevated Transfer Vehicles (ETV) with 276 storage positions*
  - *Elevated ULD built-up work stations*
  - *Introduction of battery operated equipments*
  - *TSA compliant X-Ray machines including Dual Vision machines*
  - *TSA compliant desktop Explosive Trace Detector (ETD)*
  - *Installation of more than 300 CCTV cameras*
  - *Cool Dolly*

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PROCESS IMPROVEMENTS THROUGH TECHNOLOGY UPGRADATION

- **Key initiatives for process improvements in last 5 years:**
  - *1st Terminal in India to become E-freight/E-AWB Compliant recognized by IATA*
  - *100% EDI capability for paperless transactions*
  - *Introduction of mobile application to facilitate business transactions*
  - *Implementation of Queue Management System*
  - *Export Truck Slot Management for staggered and synchronized acceptance of cargo*
  - *Introduction of Import Truck Management*
  - *Achieving regulated agent status enabling screening and certification activity*

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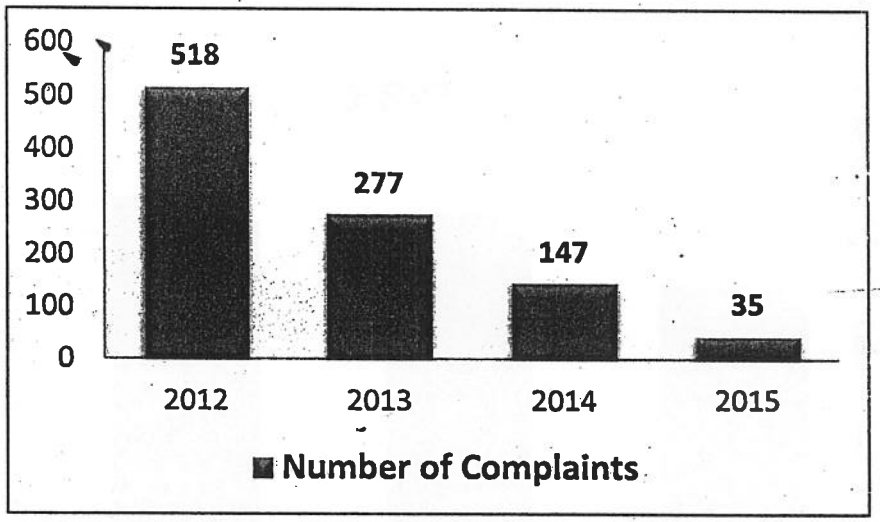
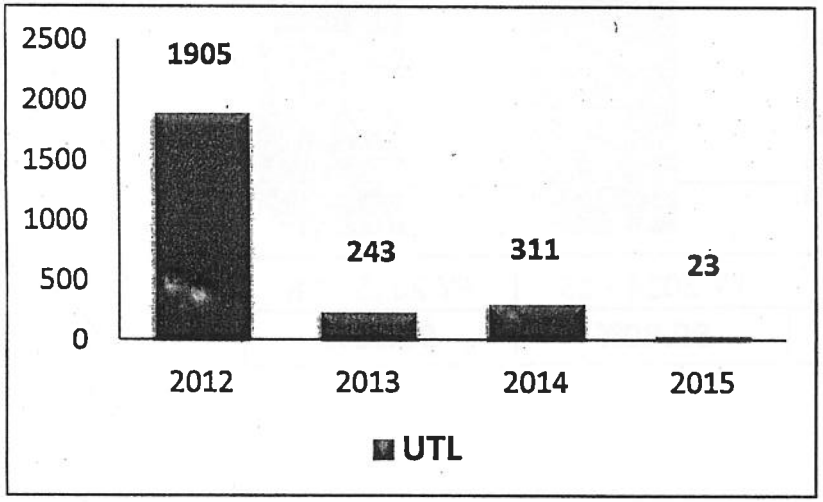
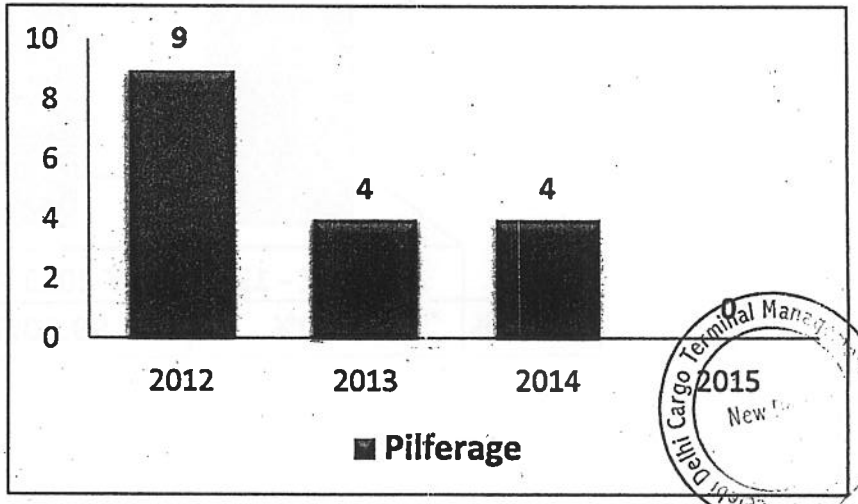
TERMINAL HIGHLIGHTS
GENERAL COMPLAINTS, UTL & PILFERAGE







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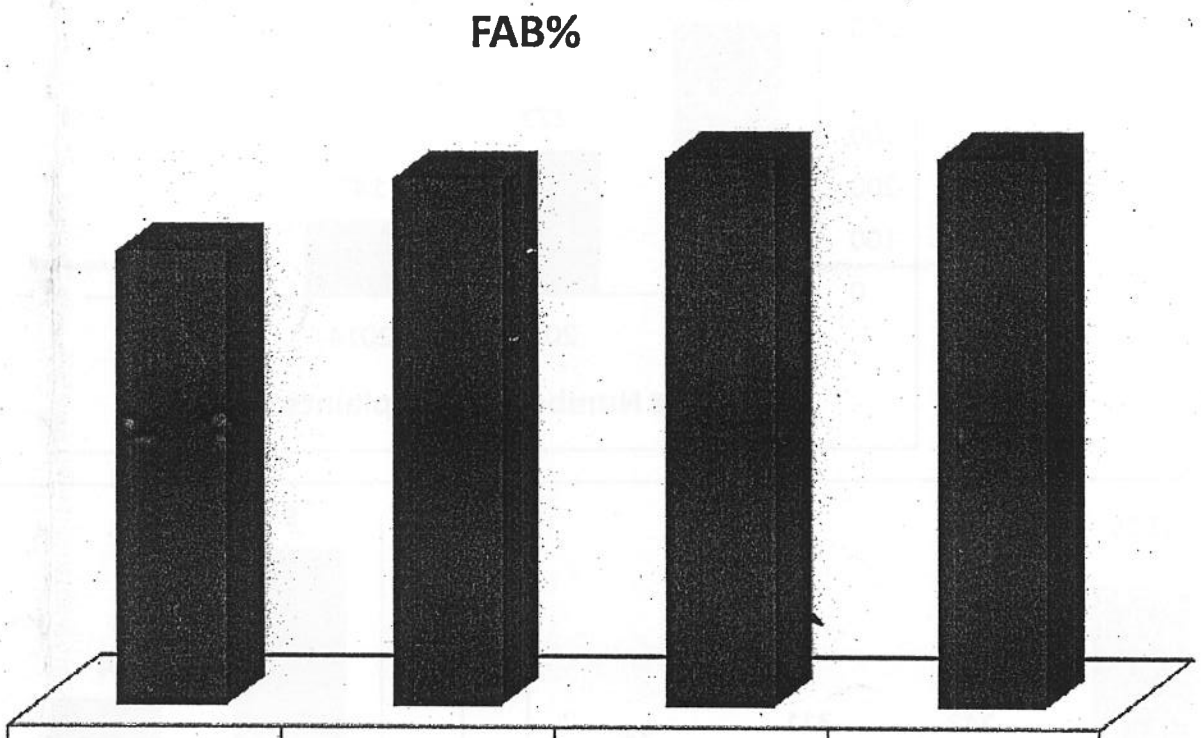
TERMINAL HIGHLIGHTS FLOWN AS BOOKED (FAB)



	FY 2012 - 13	FY 2013 -14	FY 2014 - 15	FY 2015 - 16
■ FAB%	98.20%	99.50%	99.89%	99.90%

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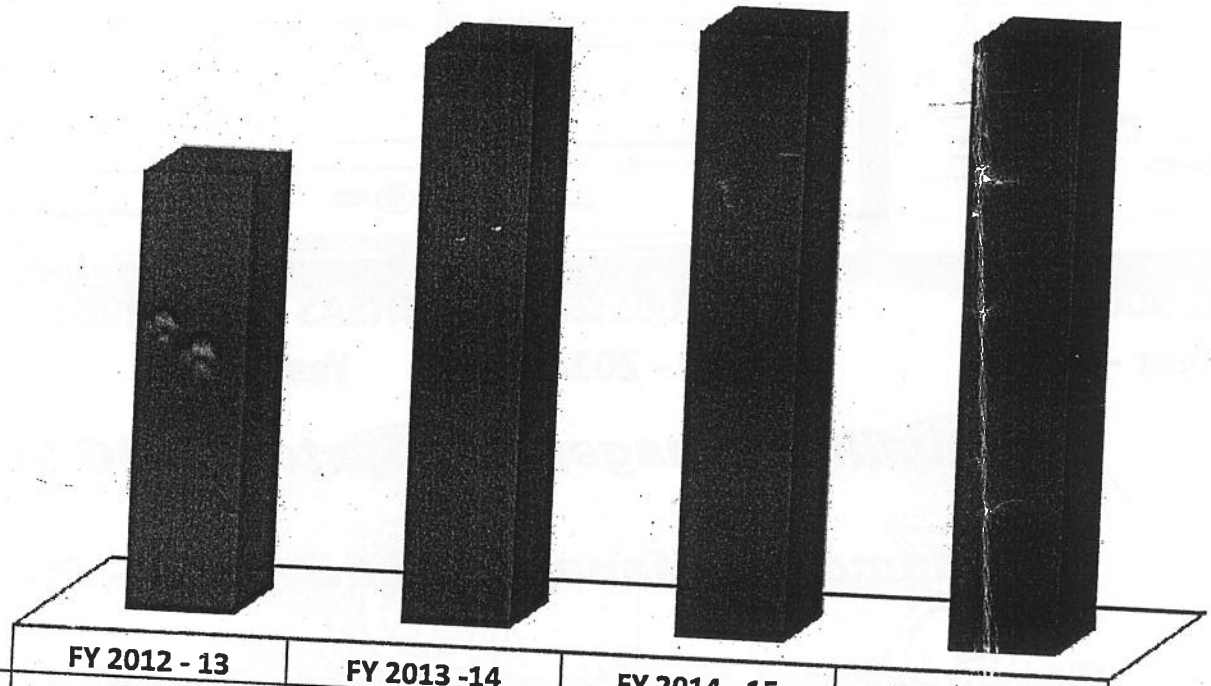
TERMINAL HIGHLIGHTS - IMPORT FLIGHT SEGREGATION

Flight Segregation



	FY 2012 - 13	FY 2013 -14	FY 2014 - 15	FY 2015 - 16
Flight Segregation	92.50%	98.00%	99.20%	99.31%

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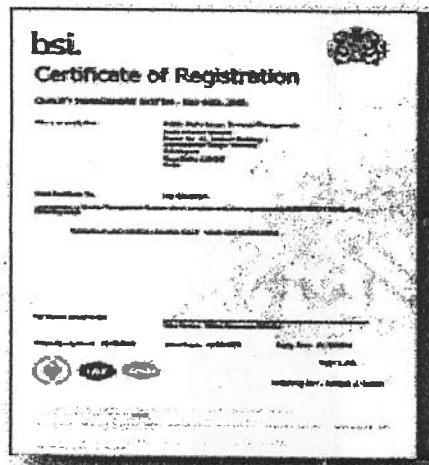
KEY CERTIFICATIONS



ISO 9001:2008
Year - 2010

ISO 14001:2004
Year - 2014

OHSAS 18001:2007
Year - 2014

RA3

Quality management System - ISO 9001:2008

Environmental Management System - ISO 14001:2004

Occupational Health and Safety Management System OHSAS 18001:2007

RA3 certification for enhanced security measures

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FUTURE CAPITAL INVESTMENTS FOR NEXT 5 YEARS

- **Celebi is also planning to invest INR 76.9 Cr in the next control period (2017 - 2021)**
- **Key capital investment for the next control include:**
  - *Automated Storage and Retrieval System (ASRS)*
  - *Planned replacement of IT software and packages:*
    - *New Cargo Handling Software*
    - *SAP Enterprise Resource Planning Package*
  - *Expansion of domestic cargo terminal*
  - *Installation of Solar Power Plant*
  - *Additional Euro pallets*
  - *Tabs and electronic gadgets*
- **These investments will benefit customers / agents by further improving operational efficiency and streamlining business processes at the cargo terminal**

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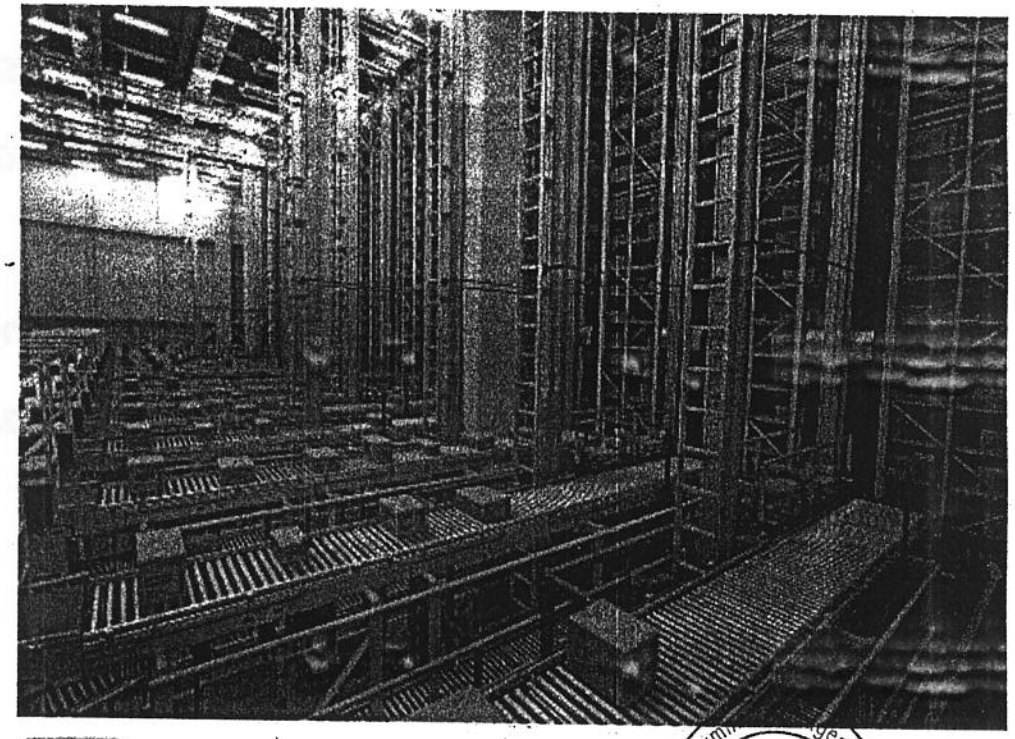
AUTOMATED STORAGE AND RETRIEVAL SYSTEM (ASRS)

- Celebi aims at building a world class storage facility with modern amenities

Benefits of ASRS are as under:

- *Higher stock keeping capacity*
- *Protection of stored goods*
- *Automation of storage and retrieval process*
- *Prevention of accident*
- *Real-time inventory control*
- *Faster and more reliable operation of warehouse.*
- *Negligible missing cargo (UTL)*



Disclaimer: This video has been downloaded from the internet and is only being used only for presentation purposes

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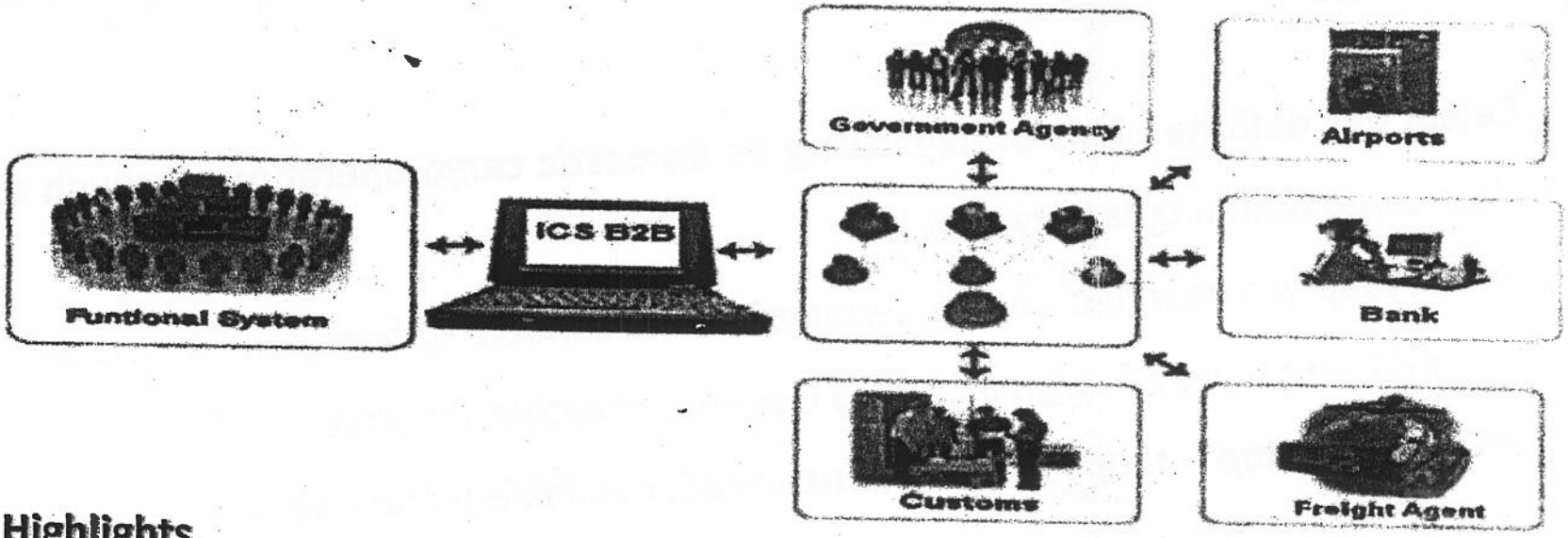
CARGO HANDLING SOFTWARE



Key Highlights

- Integrated with different systems and data sources (such as DIAL web portal, airline systems, custom systems, banks and freight agents)
- Extended mobile applications (mobility) for easy accessibility
- Better planning and SLA management capabilities

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EXPANSION OF DOMESTIC CARGO OPERATIONS

- **Celebi has definite plans of expanding its domestic cargo operations through a world class cargo handling facility that is:**
  - *A fully automated domestic terminal that is capable of handling 500 MT per day of different types of cargo including General, Valuable, Hazardous, Mails tec.*
  - *A one – stop – shop for all customer needs available under one roof*
  - *Capable of handling more carriers with:*
    - *Dual view x-ray machines*
    - *TLX machines*
    - *Full CCTV Coverage*

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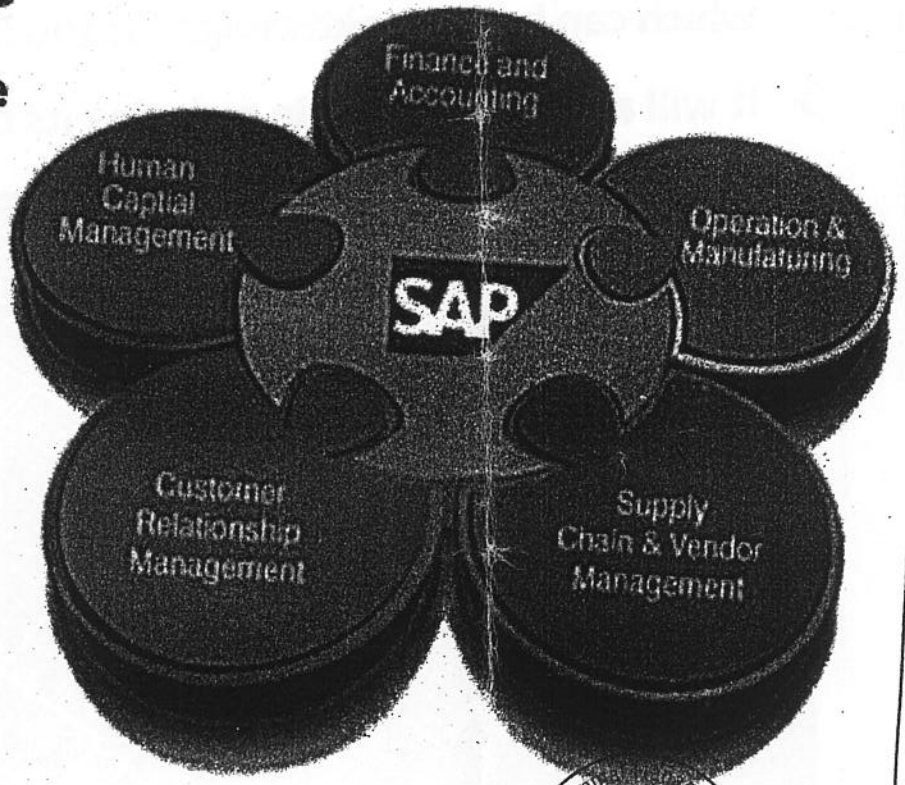
SAP ENTERPRISE RESOURCE PLANNING PACKAGE

- Celebi has planned an investment in SAP Enterprise Resource Planning (ERP) package with an aim of:
  - *Better customer engagement*
  - *Real time integration with banks*
  - *Better credit management*
- "SAP ERP package has been a preferred solution for enterprise planning across the world for companies with different sizes and lines of businesses"



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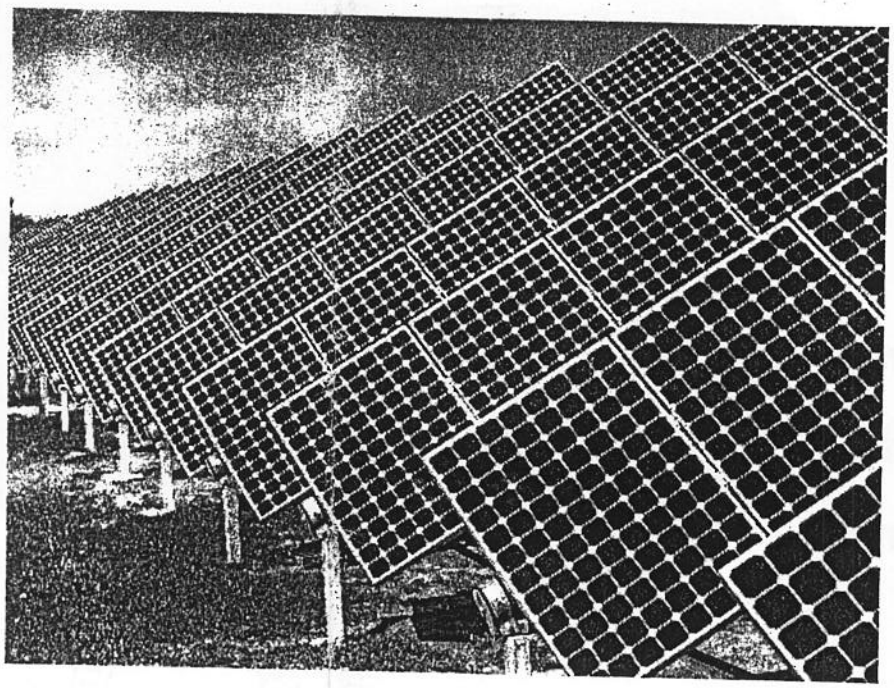
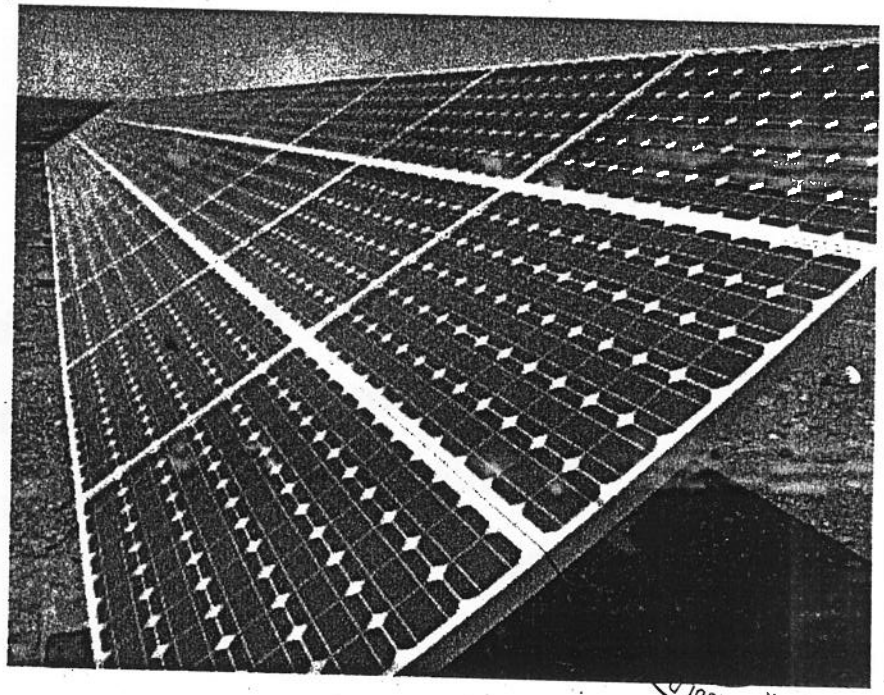
SOLAR POWER PLANT – GREEN ENERGY

- Owing to CELEBI 's commitment to green initiative, Celebi Delhi Cargo Terminal is in process of installing a 2 MW Solar Power Plant as an alternative source of power, which can be a breakthrough for the industry.
- It will also help Celebi in reducing its carbon footprint.





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INVESTMENT PLANS FOR 2017

- Expansion of domestic cargo terminal
- Installation of Solar Power Plant
- Additional 5000 Euro pallets
  - *Benefits:*
    - *Streamlining of acceptance process*
    - *Reduced Mishandling*
    - *Faster acceptance process*
- Tabs and electronic gadgets
  - *Benefits:*
    - *Real – time status update of transactions and amendments at the dock*
    - *Paperless operations*
- Phase 1 of Automated Storage and Retrieval System (ASRS) implementation
- New Cargo handling software

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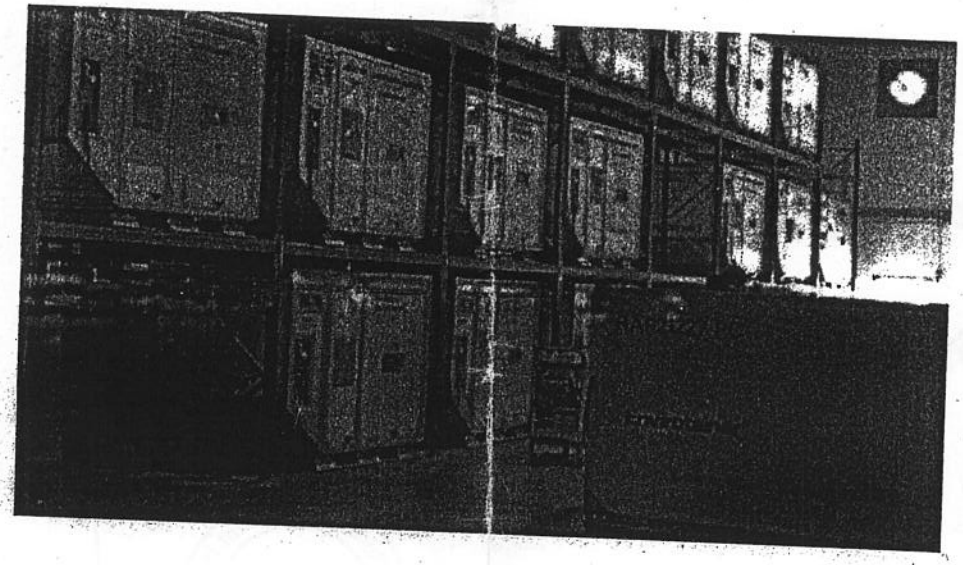
ADDITIONAL PRODUCTS AND SERVICES

Envirotainer Stocking Station

Key Highlights:

- Collaboration with Envirotainer for creating a stocking station within the terminal
- Active and passive containers for temperature sensitive products



Key Benefits:

- End to End temperature controlled transportation
- Reduced lead time for the Envirotainers
- A value – added service for trade

Air Cargo Terminal Management

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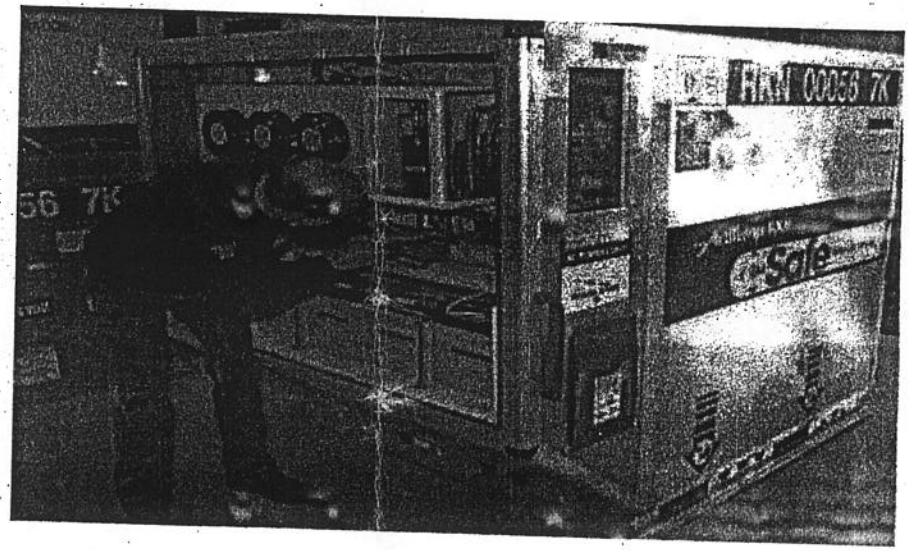
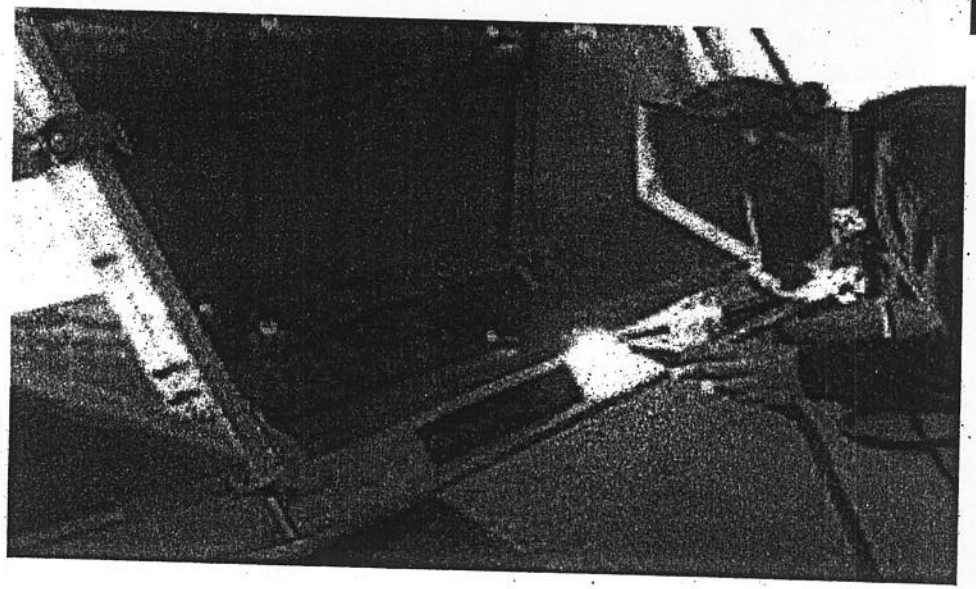
ADDITIONAL PRODUCTS AND SERVICES

ULD Repair Station

Key Highlights:

- A mechanized repair center for damaged containers
- Fully equipped electrical, pneumatic and other relevant tooling
- Pallet straightening and alignment bench





Key Benefits:

- In-house container repair facility

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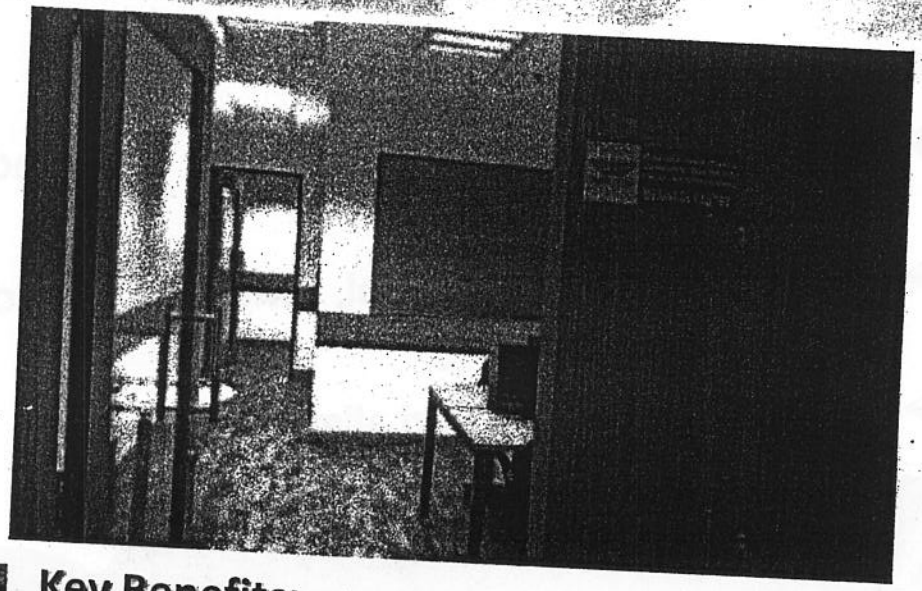
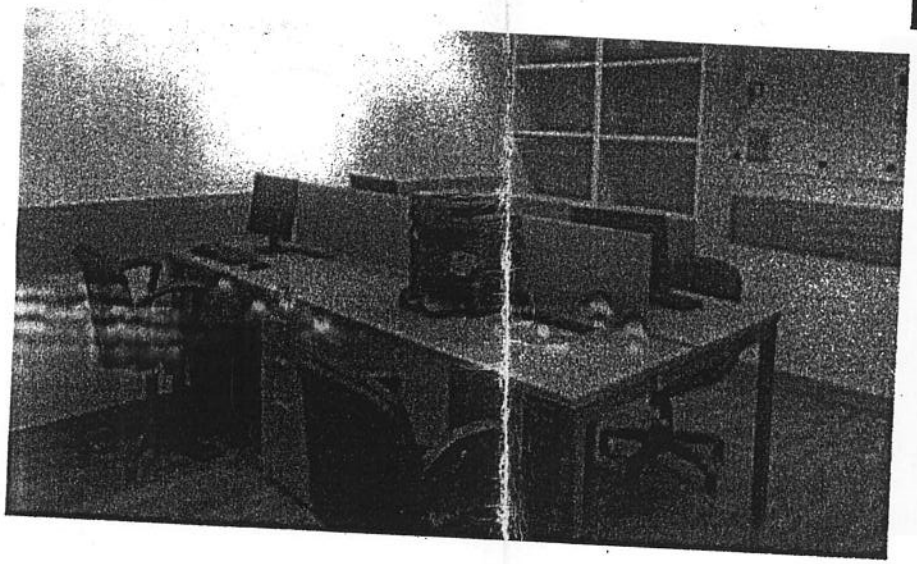
ADDITIONAL PRODUCTS AND SERVICES

Business Center

Key Highlights:

- A facility for daily client requirements
- Equipped with facilities such as meeting rooms, training rooms and internet surfing





Key Benefits:

- A value- added service for customers
- Useful for performing online work
- Conduct meetings, brain storming sessions and discussions

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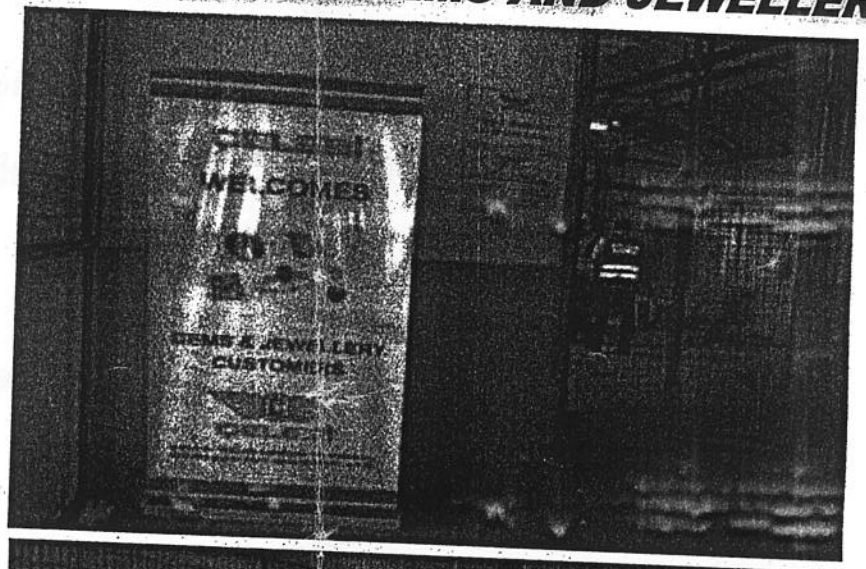
RECENT CAPITAL INVESTMENTS
FACILITY FOR GEMS AND JEWELLERY

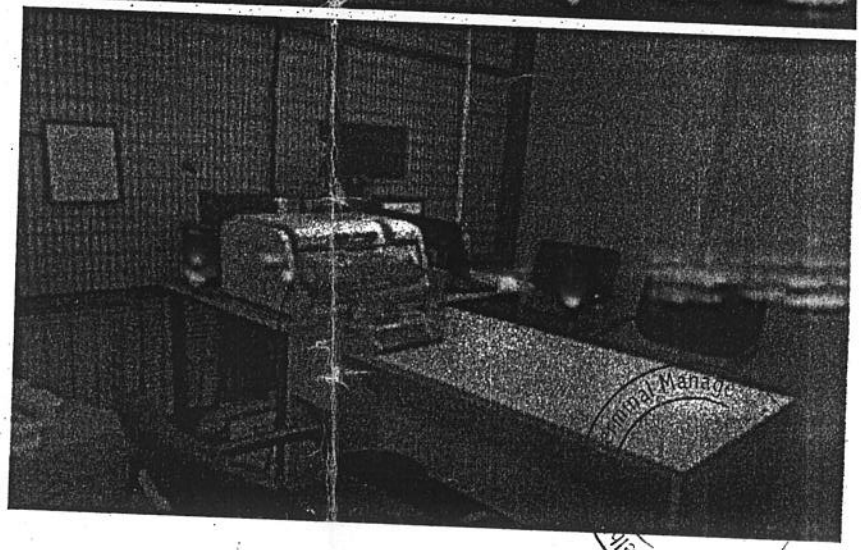
Key Highlights:

- Facility for processing, examining and conducting appraisement of Export Gems & Jewellery consignments

Key Benefits:

- EDI Module for filing shipping bills for precious and high value cargo
- On the Spot appraising system for gems and jewellery consignments
- Enhanced logistical and operational efficiency





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NEED FOR TARIFF INCREASE

- Considering the capital investments done by Celebi in the past and proposed investments for next 5 years, Celebi proposes to increase city – side tariffs by 15% for FY 17
- The proposed tariff increase will help Celebi in only partial recovery of the investment

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CARGO TRAFFIC IN LAST 5 YEARS

Traffic	FY 12	FY 13	FY 14	FY 15	FY 16
International Cargo Traffic	371,062	348,490	325,506	352,880	317,441
Growth		*-6%*	*-7%*	*8%*	*-10%*
Domestic cargo Traffic				35,779	45,368
Growth					*27%*
Total Cargo Traffic	**371,062**	**348,490**	**325,506**	**388,659**	**362,809**
Growth		*-6%*	*-7%*	*19%*	*-7%*

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THANK YOU

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Meeting	User (Stakeholder) Consultation & Interaction Meeting with Trade Partners on Proposed Tariff Revision (MYTP & ATP) of Celebi Delhi Cargo Terminal Management India Pvt Ltd ("CELEBI")			
	Date	7th March 2016	**Place**	VC Room, First Floor, Import Building II, Celebi Delhi Cargo Terminal, IGI Airport, New Delhi
	Mr. P.S. Atree		President - DCCAA	
	Mr. Gurvinder Singh		DCCAA	
	Mr. Mukesh Hira		DCCAA	
	Mr. Vipin Jain		DCCAA	
	Mr. Ramesh Mamidala		CEO - CELEBI	
	Mr. Ravi Bhatnagar		CFO - CELEBI	
	Mr. Raja Gupta		CELEBI	
	Mr. Manoj Sharma		CELEBI	
	Mr. Anup Nair		CELEBI	
	Ms. Ankita Saxena		CELEBI	
	Mr. Jodhbir Singh		KPMG	
	Mr. Shreshth Anand		KPMG	
	ACAAI		Regret	
	FIEO		Regret	
	BAR		Regret	
	DACAAI		Regret	

Introduction

The meeting was held to discuss CELEBI's proposed Multi Year Tariff Proposal (MYTP) for second control period (FY2017 – 21) and Annual Tariff Proposal for FY 2016-17.

- CELEBI made a presentation covering below mentioned areas:
  - Key investments undertaken by CELEBI
  - Improvement in operations and services
  - Investment plans for next control period (FY 2017-2021) as part of MYTP
  - Need and benefits of proposed investments
  - Key focus areas in FY 2016-17
  - New Products Launched/Planned
  - Annual Tariff Proposal for FY 2016-17

- CELEBI presented major investments undertaken in different areas which includes:

- **Facility Development:** Re-engineering of the warehouse, development of facilities including Pharma Logistics Centre, Center of Perishable Cargo, Domestic Terminal, Public Transaction Lobbies to name a few.

- **Equipment & Machinery:** Introduction of battery operated equipments, TLX machines, TSA

Celebi Delhi Cargo Terminal Management New Delhi

compliant X-ray machines, TSA compliant Explosive Trace Detectors etc.

- **Process Improvements through Technological Up gradation:** A major focus area and includes E-freight compliance, EDI capabilities, achievement of Regulated Agent (RA) status and introduction of Truck Management Process etc. which have a visible positive impact on trade and meeting their expectation .

- CELEBI presented the continuous improvements in Service Standards which includes considerable reduction in Complaint levels (From 518 to 35 in a span of 4 years at a CAGR (Compounded Annual Growth Rate) of -49%, considerable reduction of UTL's (From 1905 to 23 in a span of 4 years with a CAGR of -67%) and achieved Nil Pilferage levels. Similarly CELEBI has achieved 99.90% in Flown as Booked (Exports) and 99.31% in Flight Segregation (Imports) during FY 2015-16, which is a considerable improvement over the past years. The above mentioned high standards have been achieved through continuous process up gradations, stringent security measures etc.

- Trade appreciated investments undertaken by CELEBI in the terminal which has translated into procedural efficiencies and visible infrastructural development.

- CELEBI presented its investments plans under MYTP for next control period of 5 years (FY 2017 – 2021) of approx. INR 76.9 crore in various areas which includes:

  - Introduction of Automated Storage & Retrieval System (ASRS) which will augment capacity and automate the complete storage and retrieval process and in turn will minimize manual intervention and reduce discrepancies.
  - New Cargo Handling Software with better integration capabilities between various systems with enhanced SLA monitoring and reporting capabilities.
  - SAP Enterprise Resource Planning Package with various modules for better customer engagement and improved accounting process.
  - Expansion of Domestic Cargo Terminal which will be a completely one of its kind automated facility with TLX machines, dual view X-ray machines etc.
  - Installation of Solar Power Plant as alternative source of energy to reduce carbon footprint.
  - Additional Euro Pallets, Tabs and electronic gadgets

- CELEBI mentioned that most of the above projects including ASRS, New Cargo Handling Software, Expansion of Domestic Terminal, Solar Power Plant etc. will be commenced or completed within FY 2017.

- In addition, CELEBI plans to procure 5000 additional Euro pallets for operational use in both exports and imports in FY 2017.

- CELEBI plans to introduce Tabs in operations as an additional endeavour towards technological up gradation. The same will support the operations in terms of real time status updates of consignments, amendments at dock etc.

Terminal Management India Pvt. Ltd.

- CELEBI also highlighted about few new products that it has launched such as Business Center, Gems & Jewellery facility along with products such as Envirotainer Stocking Station to support Pharma trade and ULD repair station which are under process.

- Trade Partners appreciated investment plans of CELEBI for improving efficiency and service standards at its cargo terminal

- Considering the massive investments that CELEBI has undertaken along with the proposed investments, CELEBI proposed an increase in city-side tariffs by 15% for FY 17 which will support CELEBI in partial recovery of the incurred/planned cost.

- Trade Partners agreed on the rationale behind the proposed increase (given the capital expenditure incurred by CELEBI in the past and proposed capital expenditure for the next control period). Trade Partners requested CELEBI to review the proposed increase in the rates and consider the best possible increase in the rates that is in line with the interest of both the parties (i.e. CELEBI and Trade community). CELEBI agreed to review the proposed increase of 15% for FY17 and assess feasibility of adjusting the proposed rate of increase.

- The meeting ended on a very positive note with mutual appreciation of support extended by both parties.

- Going forward, as per procedures laid down by AERA, CELEBI will file the MYTP and ATP.

Concluding Comments: Overall, the meeting was a fruitful discussion, wherein Trade Partners appreciated the commitment shown by CELEBI for creating an ideal infrastructure for conducting business. Trade Partners acknowledged the proposed investment plans of CELEBI positively and agreed to the rationale behind the proposed increase. Trade Partners requested CELEBI to review the percentage of proposed increase and consider the best possible increase in the rates that is in line with the interest of both the parties. CELEBI agreed to review the proposed increase of 15% for FY17 and assess feasibility of adjusting the proposed rate of increase.

Celebi Delhi Cargo Terminal Management India Pvt. Ltd. ★ New Delhi