

CELEBI

IGIA New Delhi

3 June, 2019

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

Sub: Submission of ATP for the FY 2019-20 being the Fourth tariff year of the Second Control Period.

Dear Sir;

Enclosed please find herewith the Annual Tariff Proposal for the financial year 2019-20 & 2020-21, being the fourth tariff year of the second control period.

It's going to be 8 years since the last price hike approved for Delhi airport. In these 8 years, the cost of operations has increased substantially particularly in staff cost (minimum wages have increased by 117% from INR 7,020 in Mar-12 to INR 15,233), fuel cost by 61% from INR 41.29/litre to INR 66.51/litre and Wholesale Price Index (WPI) by 14.6% from Apr-12 – 104.7 to Dec-18 – 120.0. Considering this, we are proposing the increase of about 7% in Ground Handling services with effect from 1st April, 2019 as presented in Annexure - I

We would also like to inform you that we have conducted the stakeholders' consultation for our services at IGIA Airport on 18 Sep, 2018 wherein the stakeholders were briefed on Company's operations and future initiatives. All the concerns of stakeholders were addressed and the same is mentioned in the enclosed meeting minutes. The proposed increase in tariffs was also informed to them and have not received any objections on the same. The copy of invitation letter, presentation, meeting minutes and photographs are enclosed herewith.

Declaration in Form "B" is also enclosed herewith.

Do let us know if you need any further information or clarification on this.

For Celebi Airport Services India Pvt. Ltd
 (formerly known as Celebi Ground Handling Delhi Pvt Ltd.)

CEM SENSOZ
 Chief Executive Officer
 Encl: As Above



CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
 (Formerly known as Celebi Ground Handling Delhi Private Limited)

Form B

(ref: Section A1.8 of Appendix I)

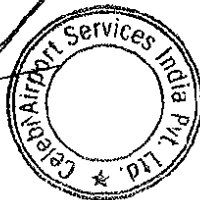
BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA AT NEW DELHI

SUBMISSION OF PROPOSAL FOR DETERMINATION OF ANNUAL TARIFF FOR AND ON BEHALF OF:
M/s Celebinas Airport Services India Private Limited, E8 – 3016, Level 3, New T2, Chhatrapati
Shivaji International Airport, Andheri (East), Mumbai - 400099

I, Cem Sensoz, aged 48 years resident of Turkey acting in my official capacity as Chief Executive
Officer in M/s Celebinas Airport Services India Private Limited having its registered office at E8
– 3016, Level 3, New T2, Chhatrapati Shivaji International Airport, Andheri (East), Mumbai -
400099 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s Celebinas Airport Services
India Private Limited in the matter of making this submission before the Airports
Economic Regulation Authority of India, New Delhi ('AERA');
2. I am competent to make this submission before AERA;
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 (i) Estimated
Maximum Allowed Yield per passenger (where determined by the Authority); (ii)
Proposed detailed break-up of Tariff(s) (in context to Estimated Maximum Allowed Yield
per passenger where determined by the Authority); and (iii) Justifications, are correct
and true to my knowledge and belief and nothing material has been concealed there
from.

Signature



Place : New Delhi

Date : 3 June, 2019

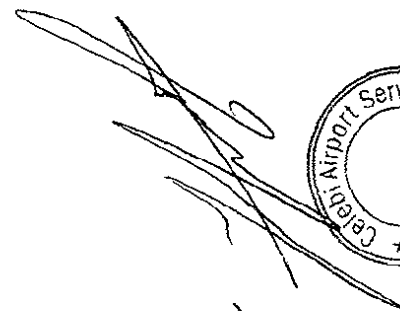
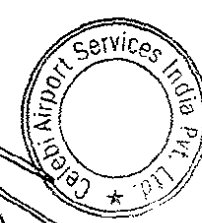
CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
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Annexure - I - Price List

Particulars	Existing Tariff from April, 2012 till date			Tariff Proposal for FY19-20			Tariff Proposal for FY20-21		
	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive
Domestic Passenger Flight									
CODE B	3,800	8,900	12,700	3,500	10,000	13,500	3,500	10,000	13,500
CODE C	3,200	7,600	10,800	8,000	16,000	24,000	8,000	16,000	24,000
CODE D	N.A	N.A	N.A	20,000	50,000	70,000	20,000	50,000	70,000
CODE E	N.A	N.A	N.A	20,000	60,000	80,000	20,000	60,000	80,000
CODE F	N.A	N.A	N.A	N.A	N.A	N.A	N.A	N.A	N.A
International Passenger Flight									
CODE B	14,000	41,800	55,800	15,000	44,700	59,700	15,000	44,700	59,700
CODE C	23,500	69,700	93,200	25,100	74,600	99,700	25,100	74,600	99,700
CODE D	30,400	122,700	153,100	32,500	131,300	163,800	32,500	131,300	163,800
CODE E	35,400	144,500	179,900	37,900	154,600	192,500	37,900	154,600	192,500
CODE F	54,500	196,500	251,000	58,300	210,300	268,600	58,300	210,300	268,600
Domestic Freighter Flight									
CODE C	N.A	N.A	N.A	N.A	30,000	N.A	N.A	30,000	N.A
CODE D	N.A	N.A	N.A	N.A	60,000	N.A	N.A	60,000	N.A
CODE E	N.A	N.A	N.A	N.A	70,000	N.A	N.A	70,000	N.A
CODE F	N.A	N.A	N.A	N.A	N.A	N.A	N.A	N.A	N.A
International Freighter Flight									
CODE C	N.A	76,700	N.A	N.A	82,100	N.A	N.A	82,100	N.A
CODE D	N.A	135,000	N.A	N.A	144,500	N.A	N.A	144,500	N.A
CODE E	N.A	158,900	N.A	N.A	170,000	N.A	N.A	170,000	N.A
CODE F	N.A	216,100	N.A	N.A	231,200	N.A	N.A	231,200	N.A

N.A = Not Applied

Note : Above price is inclusive of concession fees and exclusive of GST

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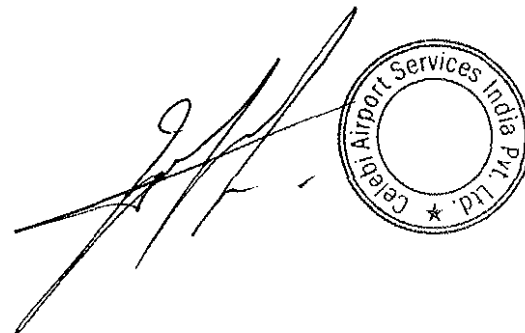
Form 14(b) - FY 2019-20

Handling Type	ICAO Code Types	Aircraft Type	Tariff - INR	Applicable Discount	Estimated Units	Estimated Revenues	
International - Passenger Aircraft							
Comprehensive	B	Passenger	59,700	-	-	-	*
Comprehensive	C	Passenger	99,700	28,155	2,234	159,818,056	**
Comprehensive	D	Passenger	163,800	34,913	872	112,389,421	**
Comprehensive	E	Passenger	192,500	44,564	5,407	799,831,339	**
Comprehensive	F	Passenger	268,600	-	-	-	*
Ramp	B	Passenger	44,700	-	-	-	*
Ramp	C	Passenger	74,600	-	-	-	*
Ramp	D	Passenger	131,300	-	-	-	*
Ramp	E	Passenger	154,600	51,208	730	75,476,379	**
Ramp	F	Passenger	210,300	-	-	-	*
International - Freighter Aircraft							
Ramp	C	Freighter	82,100	-	-	-	*
Ramp	D	Freighter	144,500	-	-	-	**
Ramp	E	Freighter	170,000	34,107	2,052	278,853,291	**
Ramp	F	Freighter	231,200	-	-	-	*
Total - International					11,294	1,426,368,485	
Domestic - Passenger Aircraft							
Comprehensive	B	Passenger	13,500	-	-	-	*
Comprehensive	C	Passenger	24,000	9,852	7,788	110,183,651	**
Comprehensive	D	Passenger	70,000	-	-	-	*
Comprehensive	E	Passenger	80,000	-	-	-	*
Domestic - Freighter Aircraft							
Ramp	C	Freighter	30,000	3,000	240	6,480,000	**
Ramp	D	Freighter	60,000	-	-	-	*
Ramp	E	Freighter	70,000	-	-	-	*
Total - Domestic					8,028	116,663,651	
Total Estimated Revenue					19,322	1,543,032,136	

Note : Above price is inclusive of concession fess and exclusive of GST

* Currently Company is not handling any aircraft in this category, however, Company it may provide service to these aircrafts in future

** The tariffs presented here are average realisation



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CIN: U63090DL2009PTC196128

Punit Lodha

From: Andy Dias
Sent: Friday, August 24, 2018 3:49 PM
To: Sumer Adlakha
Cc: Pooja Shinde; Tauseef Khan
Subject: Invitation for Stakeholder Consultation Meeting
Attachments: British Airways.pdf

Dear Sumer,

In reference to the regulation of Airport Economic Regulatory Authority, we Celebi Airport Services India Private Limited ('CELEBI') are convening a Stakeholder Consultation Meeting as scheduled below:-

Date : Tuesday, 18th September, 2018

Location : Room No. CE-01, Import Building 2, International Cargo Terminal
IGI Airport, New Delhi – 110 037

Meeting Time : 11:30 a.m. – 12:30 p.m. (Followed by Lunch)

Being a Stakeholder, you are invited to attend the Subject Meeting.

Please find attached formal invitation for this meeting and looking forward to your presence.

Please do contact me should you need any clarification.

Regards,



**GÜCÜMÜZ
HİZMETİMİZ**

**OUR STRENGTH IS
OUR SERVICE**

Andy Dias
Head Of Operations (Delhi & Ahmedabad)

CELEBI AIRPORT SERVICES INDIA PVT. LTD.
[Formerly known as Celebi Ground Handling Delhi Private Limited]

Tel : +91 11 2580 1182
Fax :
Gsm: +91 98103 30110

www.celebiaviation.com



Cevreye duyarlılık çalışmalarına ve eğitime destek veriyor,
ilgili projelerde aktif olarak yer alıyoruz.
We support environmental protection & educational activities,
and we take active roles in related projects.



“Confidentiality Notice : This transmittal and/or attachment/s contains information which is privileged and confidential. Any unauthorized disclosure of the enclosed information is prohibited and the Company reserves its right to initiate appropriate legal action. If you are not the intended recipient, you are hereby notified that you have received this transmittal erroneously; any review, dissemination, distribution or copying of this transmittal is strictly prohibited. If you have received this transmittal and/or attachments erroneously, please notify us immediately by reply and immediately delete this message and all its attachments from your computer and servers. Unauthorized use of any materials contained in this Email may violate the laws of intellectual property rights, the laws of privacy and publicity, and other applicable laws. You alone are responsible for your actions.”



MINUTES OF THE MEETING OF STAKEHOLDER CONSULTATION FOR GROUND HANDLING SERVICES HELD ON 18th SEPTEMBER 2018 AT 11:30 A.M. IN MEETING ROOM NO. 3 FIRST FLOOR, CARGO TERMINAL, IGI AIRPORT, NEW DELHI-110037.

Attendees List:-

Customer's Representative

S.No.	Name & Designation	Organization
1	Mr. Anil Chaudhary – Station Manager	Aeroflot
2	Mr. Satish Kumar – Station Manager	Air Asia
3	Mr. Amit Israni – Manager	Air Asia
4	Mr. Madhusudhan Nair – Airports Manager India	Air Canada
5	Mr. Praveen Yadav – Station Manager	Airastana
6	Mr. Robert Dsilva – Station Manager	Alitalia
7	Mr. Sumer Adlakha – CSM - DEL,BOM & MLE	British Airways
8	Mr. V.V. Satish – Area Cargo Manager	Cathay Pacific
9	Mr. Tamirat Haileyesus – Station Manager	Ethiopian Airlines
10	Mr. Ajay Malhotra – Area Manager ,ISC	Etihad
11	Mr. Yogesh Bhatia – Manager OPS	Fedex
12	Mr. Sunil Sunariyan – Assistant Manager,OPS	Fedex
13	Mr. Daisuke Mizuno – Station Manager	Japan Airlines
14	Mr. Kamran Shah – Senior Manager	Japan Airlines
15	Mr. A.S. Sabharwal – AM	Korean Air
16	Mr. Binay Jha – RCOM ISC	Qatar Airlines
17	Mr. Balagopal Balachandran – Cargo Manager	Qatar Airlines
18	Mrs. Harpreet Malik – Station Supervisor	Saudi Arabian Airlines
19	Mr. Mehmet Ali Yilmaz – Regional Cargo Manager	Turkish Cargo
20	Mr. Arun Kumar – CSO	Ukraine International Airlines
21	Mr. Parekshat Duggal – CEO	Unitop Airlines

Celebi Airport Services Officials

S.No.	Name & Designation	Organization
1	Mr. Cem Sensoz – Chief Executive Officer	Celebi Airport Services
2	Mr. Tauseef Khan – Chief Operating officer	Celebi Airport Services
3	Mr. Laxman K Prasad – Chief Financial Officer	Celebi Airport Services
4	Mr. Tansu Cigeroglu – Commercial Director	Celebi Airport Services
5	Mr. Shailender Chaudhary – Head Legal	Celebi Airport Services
6	Mr. Andy Dias – Head of Operation	Celebi Airport Services
7	Mr. Anand Nagaraj – Station Manager	Celebi Airport Services
8	Mr. Sudhanshu Sharma – OPS Manager	Celebi Airport Services
9	Mr. Salvin Fernandes – Passenger Services Manager	Celebi Airport Services
10	Ms. Richa Arya – Company Secretary	Celebi Delhi Cargo

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CIN: U63090DL2009PTC196128





Mr. Cem Sensoz, Chief Executive Officer of Celebi Airport Services India Private Limited, Formerly Celebi Ground Handling Delhi Pvt. Ltd. ("CELEBI") welcomed all the stakeholders, present in the meeting and thanked them for joining the event. He made keynote address & thanked all the stakeholder of the CELEBI for their excellent support and co-operation extended by them.

Mr. Laxman Prasad, Chief Financial Officer of Celebi Airport Services India Private Limited welcomed all Stakeholders for marking their presence in the meeting. He apprised the attendees about the scope & objective of the Stakeholders Meeting. He also gave detailed background of the stakeholders meeting and informed that as per AERA regulatory requirement the stakeholder meeting is being conducted. He highlighted AERA regulations and share detail of services being provided by CELEBI & invite suggestion from the stakeholders.

Further, he gave brief introduction of CELEBI & its shareholders & also informed that CELEBI is first privately founded Independent Ground Handling Company in the world – established in Turkey in 1958. CELEBI is the global provider of Airport Services and present in five Countries & currently functioning in thirty-six stations. CELEBI is also Cargo Hub Developer in the Istanbul Grand Airport, Budapest and Delhi International Airport. CELEBI is market leader in Turkey, Hungary and India. He shared existing structure of CELEBI Group existing at global level.

He apprised the members that considering the current growth of passenger & cargo movement through Delhi International Airport and also the ensuing encouraging scenario in the civil aviation industry in India, CELEBI for its growth, has future plans to take up some significant new projects immediately in the Country.

CFO, shared brief milestones CELEBI achieved in India:

- The contract award was announced by the airport's operator, Delhi International Airport Private Ltd (DIAL), on 18 November 2009.
- The first ground handling service provided by Celebi Airport Services India Pvt. Ltd. at Indira Gandhi Airport was to Air Astana on 2 June 2010.
- Presence since 2010
- Employee strength of more than 1300 personnel at IGI Airport Delhi, all in our payroll
- Modern equipment in line with best Industry Standards
- Permanent Security Clearance and ISAGO certification

Mr. Cem Sensoz apprised attendees that Celebi is currently available at six stations in different States across India. And CELEBI is confident to further expand its foot prints in other part of India. He shared that CELEBI is one of the bidder for Hyderabad & AAI Tenders and looking forward positively for its growth in Indian Aviation Sector.

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CEO shared CELEBI's service portfolio globally as well as in India detailed as below:

- Supervision and Administration
- Passenger Services
- Ramp Services
- Baggage Handling
- Exterior and Interior Aircraft Cleaning
- Water and Toilet Services
- ULD management, Control
- Load Control and Flight Operation Services

He apprised stakeholders that CELEBI is currently having following certifications for its services:

- ISO 9001:2015 – Certification done in June 2017 valid till June 2020
- ISO 14001:2004 – Certification renewed in May 2018 valid till May 2021.
- BS OHSAS 18001:2007 – Certification renewed in May 2018 valid till March 2021
- ISAGO – Certification valid till May 2019.
- RA3 – certification done in May 2014 be valid till May 2019.

Mr. Cem Sensoz highlighted that CELEBI hires all its manpower on its own payroll for providing ground handling services in India. CELEBI has not deployed any subcontractor or contractual manpower to provide its services. He mentioned CELEBI strongly believes that one of the formulas for success is competent & satisfied employees. He shared some practices followed in CELEBI for effective employee engagement. He shared that in CELEBI to keep the motivation levels high we regularly conduct social gatherings, meetings with the Senior Management to engage with employees. How in CELEBI award & reward process is being followed for recognition of talent and how the talent is being recognised by awarding bonus. He informed that in CELEBI, we conduct Annual Employee Satisfaction Surveys to analyse employee satisfaction, and to take necessary actions as per employees' needs. Mr. Cem Sensoz also shared details of CELEBI Quality Management System which is maintained through regular internal audits as per defined frequency based on ISAGO, ISO 9001, ISO 14001, BS OHSAS 18001 standards requirements and followed by root cause analysis, planning and implementation of corrective actions etc.. CELEBI is also conducting daily flight audit as per the Ramp Safety Checklist. CELEBI also adhere to all legal and applicable requirements through regular tracking and

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implementation of controls. Celebi also keeps on monitoring safety procedures. CEO/COO of CELEBI conduct weekly review of overall organizational operational performance with all HODs.

Mr. Tauseef Khan, Chief Operating Officer CELEBI updated that how CELEBI measures quality of its services via Customer Scorecards. Scorecards have been designed to measure the quality of service provided across all subsidiaries in a uniform method. The goal of this procedure is to identify potential problem areas as well as strong points and to collect customer feedback pertaining to their commercial and operations expectations. Scorecards are distributed twice a year, according to winter and summer season in order to measure the performance for the preceding six months.

Mr. Andy Dias, Head Of Operations of CELEBI shared the strengths of CELEBI by apprising the stakeholders about the quality management, GSE management and IT systems & technology being used by CELEBI and providing its services to stakeholders. Mr. Andy took stakeholders through quality management in CELEBI and apprised that CELEBI is the first Ground Handling Company to achieve ISAGO, ISO 9001:2008, ISO 14001:2004 and BS OHSAS 18001:2007 certification, RA3 in Delhi. He also apprised that regular audits from HQ are being conducted to maintain global standards of its services. Also how CELEBI is managing strong monitoring fulfilling requirements of AHM 804 / Concession Agreement and achieving.

Further, on the equipment side he mentioned that CELEBI keeps on studying how can they can modify the equipment to make them environment friendly. He informed that all equipment are conventional aviation purposed equipment. CELEBI's GSE manufacturers include Schopf, Mulag, and Charlotte etc. He updated the GSE management process in CELEBI and implementation of SAP system in order to control, follow, plan, perform and organize GSE's needs and maintenance & repair activities. And CELEBI has constant focus on improving the state of the art technology vision in order to meet the needs of customer efficiently. CELEBI is evaluating inducted electrical equipment to make Airport more environment friendly. Mr. Andy Dias & Mr. Cem Sensoz also presented information on the IT systems and technology being used by CELEBI for increasing the productivity and maximum utilisation of equipment's. And how with introduction of various new tools, the overtime is being managed & reduced. They shared the details of pilot project implemented at Mumbai and how well it is working. They also informed that similar project is in process of being initiated shortly at Delhi Station.

In the last Mr. Cem Sensoz & Mr. Laxman Prasad proposed Annual Tariff Plan Proposal for the FY 2019-20. They mentions as we are operating in a competitive environment, hence tariff approved by AERA is maximum tariff not the actual tariff we charge to customer. Currently AERA approved prices for FY2018-19 is same for last five years without any escalation. Considering the above facts we may propose to increase in AERA tariff for FY2019-20 onwards.

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After the detailed presentation, stakeholders were invited for their queries and question and answer session began:-

- Mr. Praveen Yadav – Air Astana, Mr. A.S. Sabharwal- Korean Air , Mr. Parikshit Duggal-Unitop Airlines & Mr. Satish Kumar-Air Asia, enquired and asked queries w.r.t. proposed new IT system & Technology tools CELEBI is proposing to introduce. Query was raised, how CELEBI is going to manage last minute flight delays & if two flights coming together because of delay how CELEBI respond to the rush and does your IT system helps in reducing OT's.

CELEBI responded to the above questions that their ROCC team will be ready to support & co-ordinate and all are informed through walky talky atleast in advance. With the new IT tools CELEBI will advance information about the requirement of manpower and available manpower. All this is system generated, which show in advance that manpower is short therefore we plan in advance additional manpower for smooth functioning of operations. Mr. Cem Sensoz also stated that in Mumbai the new IT systems are helping in reducing the overtime as through system we are monitoring manpower availability on real time basis. Mrs. Harpreet Malik also shared her thoughts on IT systems she mentions system should clearly identify idleness of person & equipment should be fully utilised.

- Mr. Binay Jha – Qatar Airlines mentioned presentation shown by CELEBI is fantastic and what has been shared has enlightened the audience. He also mentioned that he will be in Mumbai in coming weeks, and requested to witness the working & implementation of new tool introduce by CELEBI. CELEBI welcomed him for the same.
- Mr. Binay also suggested that Audit results should be shared with Airlines & stakeholders so that they can also learn the shortcoming and take measures for Improvement. Mr. Cem Sensoz stated that, CELEBI is okay with sharing the audit results if airlines have no issues with this if all are ok. To this, Mr. Satish – Cathay Pacific cargo suggested to only share Audit results but don't share SLA based findings to all airlines on a common mail and that should be sent separately. All other Stakeholders and CELEBI agreed to the proposal.
- Mr. Sumer – British Airways asked how big is the challenge for CELEBI to hiring middle level management will it be an issue for CELEBI considering its growth plans. CELEBI management responded to the same that Celebi has enough resources to deal with this and have an effective HR team to attract talent at middle level. CELEBI also co-share its talent within various stations. Mr Cem also mentioned that recently CELEBI mobilised 2-3 stations and never faced any issue related to talent attraction. All new mobilisation successfully took place without any issue of shortage of talent. Mr. Amit – Air Asia mentioned that CELEBI do have some really good capable employees in its middle level. Mr. Cem responded and requested all stakeholders to share their feedbacks of all such employees, so that they can be rewarded and helps in boosting the moral of employees.

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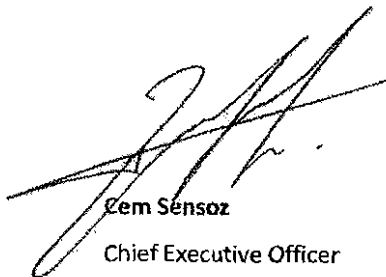
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- Mr. Daisuke Mizuno – Japan Airlines mentioned that during last few months, the CELEBI GSE at Delhi needs to be looked at. He highlighted that CELEBI do have the required resources like a proper workshop and must look at improving same. Mr. Cem Sensoz responded and stated that, recently a global team carried out an audit of GSE workshop and equipment's in Delhi and shared its findings. CELEBI is working on identified gaps and CELEBI is in process of refurbishing GSE management system. CELEBI is also in process of investing \$ 2 Million for GSE implementation.

The meeting ended with a vote of thanks to all stakeholders.


Cem Sensoz
Chief Executive Officer



Forwarded to:

All stakeholder invited – As per list attached in Annexure 1

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CIN: U63090DL2009PTC196128

Annexure - 1

Srl	COMPANY	NAME	DESIGNATION
1	AEROFLOT	Mr. Anil Chaudhary	Deputy Station Manager
2	Air Asla (India) Pvt Ltd	Mr. Satish Kumar	Airport Manager
3	AIR ASTANA	Mr. Praveen Yadav	Station Manager
4	AIR CANADA	Mr. Madhusudhan Nair	Station Manager
5	AIR MANAS PEGASUS ASIA LLC	Mr. Sharad Goel	Managing Director
6	AIR SHAGOON	Mr. Narinder Nath	General Manager
7	ALITALIA	Mr. Robert Disilva	Station Manager
8	BRITISH AIRWAYS	Mr. Sumer Adlakha	Station Manager
9	CATHAY PACIFIC CARGO	Mr. V V Satish	Cargo Manager
10	ETHIOPIAN AIRLINES	Mr. Tamirath Haileyesus Wabell	Manager Airport Services – Delhi
11	ETIHAD AIRWAYS-CARGO	Mr. Ajay Malhotra	Manager Cargo Operations - India
12	FEDERAL EXPRESS	Mr. Yogesh Bhatia	Operations Manager-DEL
13	FLY DUBAI	Mr. KULDEEP PUNDIR	STATION MANAGER
14	HERCULES AVIATION	Mr. Sujeen Paulose	Director - Commercial
15	IRAQI AIRWAYS	Ms. Batool Murtadha	Station Manager
16	JAPAN AIRLINES	Mr. Daisuke Mizuno	Station Manager
17	KAM AIR	Mr. Rajinder Upadhya	Station Manager
18	KOREAN AIR	Mr. Kwak	Station Manager
19	MALINDO AIR	Mr. Sunny Malhotra	Country Manager
20	QATAR AIRWAYS Cargo	Mr. Balagopal Balachandran	Cargo Manager
21	QATAR AIRWAYS Pax	Ms. Attashin Tarapore	Regional Manager
22	QATAR airways Cargo	Mr. Binay Jha	Regional manager
23	SAUDI ARABIAN AIRLINES	Ms. Harpreet Malik	Supv. Customer Services
24	SRILANKAN AIRLINES	Mr. Abul Kasim	Station Head - New Delhi
25	TURKISH AIRLINES CARGO	Mr. Mehmet Yilmaz	Regional Cargo Manager
26	TURKISH AIRLINES PAX	Mr. Mert Guner	Regional Station Manager
27	TURKMENISTAN AIRLINES	Mr. Surinder Dhiman	Airport Manager
28	Ukraine International Airlines	Arun Kumar	Security Manager
29	UNI-TOP/SN Aviators	Mr. Parekshat Duggal	Station Manager
30	ZOOM AIR	Ms. Chetna Maan	Station Manager
31	Delhi International Airport Limited	Mr. Sanjiv Edward	CCO

CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED

(Formerly known as Celebi Ground Handling Delhi Private Limited)

Regd. Office: Room No. CE-01, Import Building 2, International Cargo Terminal, IGI Airport, New Delhi - 110037, Tel : +91 11 2560 1193, Fax: +91 11 2560 1320

CIN: U63090DL2009PTC196128



Celebi Airport Services India Private Limited
(Formerly Celebi Ground Handling Delhi Private Limited)

Form F16: Performance Report for the Tariff Year (ref: Section A1.9 of Appendix I)

(Revised)

Period: Financial Year 2017-18

DELHI

	Actuals for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order Delhi
Total revenue from Regulated Services (1)	1,302,348,880	924,556,723
Total revenue services other than from Regulated Services (2)	39,110,779	0
Operating Expenditure (3)	1,067,027,727	756,924,547
Depreciation (4)	79,825,243	74,231,706
Total Expenditure (3) + (4) = (5)	1,146,852,970	831,156,253
Regulatory Operating Profit (1) - (2) - (5) = (6)	116,385,132	93,400,470
Capital expenditure (7)	99,477,972	0
Opening RAB (8)	482,756,508	139,287,415
Disposals/Transfers (9)	118,709	0
Closing RAB (8) + (7) - (9) - (4) = (10)	502,290,528	65,055,709
Average RAB (8) + (10)/2 = (11)	492,523,518	102,171,562
Return on Average RAB (6) / (11)	24%	91%
Total Volume / ATM (12)	14,807	9,928
Actual Yield per unit (12/1)	87,955	93,126

Fields in italics are not required to be submitted as the company is under Material and Competitive Category.

For S. Khasgiwala & Co.
Chartered Accountants

Sunil Khasgiwala
Proprietor
M. No. 135423

S. Khasgiwala & Co.
(Chartered Accountants)

B-715, Jyoti Ashok Business Centre,
Ranchhodro Lane, Kanchpada,
Molad (West) Mumbai-400 054
☎: 022 2668 8442, (M) 9196925 20442
✉: sunilkhasgiwala@gmail.com

Celebi Airport Services India Private Limited
(Formerly known as Celebi Ground Handling Delhi Private Limited)

Balance sheet as at March 31, 2018

(Figures in Rs.)

	Notes	As at March 31, 2018	As at March 31, 2017
Equity and liabilities			
Shareholders' funds			
Share capital	4	23,890,000	18,150,000
Reserves and surplus	5	757,317,664	476,636,300
		<u>781,207,664</u>	<u>494,786,300</u>
Non-current liabilities			
Long-term borrowings	6	362,476,441	226,587,305
Trade payables	9	3,133,386	5,243,126
Provisions	7	24,805,604	12,959,157
		<u>390,415,431</u>	<u>244,789,588</u>
Current liabilities			
Short term borrowings	8	2,863,701	54,666,707
Trade payables			
• Total outstanding dues of micro enterprises and small enterprises			
• Total outstanding dues of creditors other than micro enterprises and small enterprises	9	196,350,869	155,398,827
Other liabilities	9	157,958,274	150,930,049
Provisions	7	7,064,867	9,566,760
		<u>364,237,711</u>	<u>370,762,543</u>
Total		<u>1,535,860,806</u>	<u>1,110,338,231</u>
Assets			
Non-current assets			
Property, Plant and Equipment			
Tangible assets	10 (a)	312,549,728	211,518,764
Intangible assets	10 (b)	2,444,071	3,805,633
Non-current investments	11	69,666,660	69,666,660
Loans and advances	12	672,036,153	556,871,527
Other assets	13	600,000	136,582
		<u>1,057,296,612</u>	<u>841,999,166</u>
Current assets			
Inventories	14	19,271,898	15,080,805
Trade receivables	15	277,009,782	213,738,034
Cash and bank balances	16	119,879,083	11,160,886
Loans and advances	12	61,817,357	28,352,253
Other assets	13	586,074	7,087
		<u>478,564,194</u>	<u>268,339,065</u>
Total		<u>1,535,860,806</u>	<u>1,110,338,231</u>

Summary of significant accounting policies

3

The accompanying notes are an integral part of the financial statements.
As per our report of even date

For S.R. Batliboi & Co LLP

Chartered Accountants

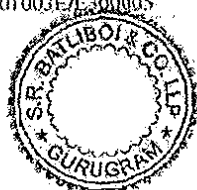
ICAI Firm Registration Number: 301003E/C300005

per Anil Kumar Jain
Partner

Membership Number: 097214

Place: Gurugram

Date: August 14, 2018



For and on behalf of
Celebi Airport Services India Private Limited
(Formerly known as Celebi Ground Handling Delhi Private Limited)

Murug Ramachandran
Director
DIN: 07050479

Jungbir Singh
Director
DIN: 01206815

Laxman Kumar Prasad
Chief Financial Officer
Place: New Delhi

Date: August 14, 2018

Celebi Airport Services India Private Limited
(Formerly known as Celebi Ground Handling Delhi Private Limited)

Statement of profit and loss for the year ended March 31, 2018

		(Figures in Rs.)	
	Notes	For the year ended March 31, 2018	For the year ended March 31, 2017
Income.			
Revenue from operations	17	1,372,780,560	1,084,655,086
Other operating revenues	17	4,492,323	3,605,621
Other income	18	39,110,779	8,339,208
		<u>1,416,383,662</u>	<u>1,096,599,915</u>
Expenses.			
Employee benefits expense	19	566,549,378	436,472,113
Other expenses	20	570,325,082	433,979,442
		<u>1,136,874,560</u>	<u>870,451,555</u>
Earnings before interest, tax, depreciation and amortization (EBITDA)		279,509,102	226,148,360
Depreciation and amortization expense	21	99,407,264	85,511,797
Finance costs	22	65,880,474	57,351,866
Profit for the year		114,221,364	83,284,697
Basic and Diluted Earnings per share (Rs.)	23	51.73	45.89
(Nominal value of Rs. 10 each (March 31, 2017 Rs. 10 each))			

Summary of significant accounting policies

The accompanying notes are an integral part of the financial statements.

As per our report of even date

For S.R. Batliboi & Co LLP
Chartered Accountants

ICAI Firm Registration Number: 301003E/E300005

per Anil Kumar Jain
Partner
Membership Number: 097214

Place: Gurugram
Date: August 14, 2018



For and on behalf of
Celebi Airport Services India Private Limited
(Formerly known as Celebi Ground Handling Delhi Private Limited)

Surjit Rameshchandra
Director
DIN: 07050479

Jungbir Singh
Director
DIN: 01206815

Laxman Kumar Prasad
Chief Financial Officer

Place: New Delhi
Date: August 14, 2018



Celebi Airport Services India Private Limited
(Formerly Celebi Ground Handling Delhi Private Limited)

Form F16: Performance Report for the Tariff Year (ref: Section A1.9 of Appendix I)

Period: Financial Year 2018-19

DELHI

	Actuals for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order Delhi
Total revenue from Regulated Services (1)	1,518,851,617	1,389,531,424
Total revenue services other than from Regulated Services (2)	0	0
Operating Expenditure (3)	1,185,332,107	1,064,940,738
Depreciation (4)	50,485,815	62,285,258
Total Expenditure (3) + (4) = (5)	1,235,817,923	1,127,225,995
Regulatory Operating Profit (1) - (2) - (5) = (6)	283,033,694	262,305,429
Capital expenditure (7)	78,442,144	70,000,000
Opening RAB (8)	502,290,528	210,825,018
Disposals/Transfers (9)	40,714	0
Closing RAB (8) + (7) - (9) - (14) = (10)	530,206,142	218,539,760
Average RAB (8) + (10)/2 = (11)	516,248,335	214,682,389
Return on Average RAB (6) / (11)	55%	122%
Total Volume (ATM) (12)	17,518	12,119
Actual Yield per unit (12/1)	86,702	114,657

Fields in italics are not required to be submitted as the company is under Material and Competitive Category.

For S. Khasgiwala & Co.
Chartered Accountants

Sumit Khasgiwala
Proprietor
M. No. 135-23

S. Khasgiwala & Co.
(Chartered Accountants)

B-715, Jeevanpriya, Allied Business Centre,
Ranchodra Lane, Kharipada,
Mumbai (West) Mumbai-400 064
Ph: 022 2888 8442, (M) 91 98925 26442
E: sumitkhasgiwala@gmail.com

Celebi Airport Services India Private Limited
(Formerly Celebi Ground Handling Delhi Private Limited)

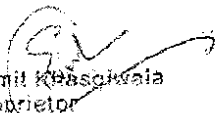
Form F17: Revenues from Regulated Services recovered during the Tariff Year (ref: Section A1.9 of Appendix I)

Period: Financial Year 2018-19

DELHI

	Actuals for the Tariff Year under consideration	Forecast as per the Multi- Year Tariff Order Delhi
Total Revenues from Tariffs from Regulated Services	1,518,851,617	1,389,531,424

For S. Khasgiwala & Co.
Chartered Accountants


Sumit Khasgiwala
Proprietor
M. No. 135423

S Khasgiwala & Co.
(Chartered Accountants)

B-715, Jawahar, Allied Business Centre,
Ramchandra Lane, Kharpada,
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E: 022 2866 6442, (M) 91 98925 20442
E: sumitkhasgiwala@gmail.com

Celebi Airport Services India Private Limited
(Formerly Celebi Ground Handling Delhi Private Limited)

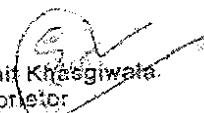
Form F19: Operating Expenditure incurred during the Tariff Year (ref: Section A1.9 of Appendix I)

DELHI

Period: Financial Year 2018-19

	Actuals for the Tariff Year under consideration	Forecast as per the Multi- Year Tariff Order Delhi
Payroll Cost	530,435,589	553,349,606
Administrative & General Cost	202,822,597	45,929,724
Utilities & Outsourcing Costs	104,894,248	224,928,856
Concession Fees & License Fees	313,616,318	227,180,949
Repair & Maintenance Costs	33,563,356	13,551,602
Total operating expenditure	1,185,332,107	1,064,940,738

For S. Khasgiwala & Co.
Chartered Accountants


Sumit Khasgiwala
Proprietor
M. No. 135423

B-715, Jawahar, Ahmed Bagh, Vasant Vihar,
Ranchhondra Lane, Kirti Nagar,
New Delhi (West) Pin Code: 110017
Tel: 011-2658 6442, (M) 9196925 26642
E: sumitkhasgiwala@gmail.com

Balance sheet as at March 31, 2019

Notes

at March 31, 2019

Assets and Liabilities

Equity and liabilities			
Shareholders' funds			
Share capital	4	24,430,000	23,890,600
Reserves and surplus	5	1,009,357,863	757,317,664
		1,033,787,863	781,207,664
Non-current liabilities			
Long-term borrowings	6	579,512,241	362,476,441
Trade payables	9	266,590	3,133,386
Provisions	7	28,865,922	24,805,604
		608,644,753	390,415,431
Current liabilities			
Short term borrowings	8	17,488	2,863,701
Trade payables			
• Total outstanding dues of micro enterprises and small enterprises		-	-
• Total outstanding dues of creditors other than micro enterprises and small enterprises	9	290,086,761	196,350,870
Other liabilities	9	392,498,899	157,958,274
Provisions	7	11,103,199	7,064,867
		693,706,346	364,237,712
Total		2,336,138,962	1,535,860,807
Assets			
Non-current assets			
Property, Plant and Equipment			
Tangible assets	10 (a)	736,436,335	312,549,728
Intangible assets	10 (b)	21,404,460	2,444,071
Capital work-in-progress	10 (c)	25,024,957	-
Non-current investments	11	69,766,660	69,666,660
Loans and advances	12	713,171,170	672,036,153
Other assets	13	-	600,000
		1,565,803,582	1,057,296,612
Current assets			
Inventories	14	28,366,891	19,271,898
Trade receivables	15	338,960,043	277,009,782
Cash and bank balances	16	227,603,183	119,879,083
Loans and advances	12	172,441,996	61,817,358
Other assets	13	2,963,267	386,074
		770,335,380	478,564,195
Total		2,336,138,962	1,535,860,807

Summary of significant accounting policies

3

The accompanying notes are an integral part of the financial statements.
As per our report of even date

For S.R. Batliboi & Co LLP

Chartered Accountants

ICAI Firm Registration Number: 301003E/E300005

per Anil Kumar Jain

Partner

Membership Number: 097214

Place: Gurugram

Date: June 30, 2019



For and on behalf of

Celebi Airport Services India Private Limited

(Formerly known as Celebi Ground Handling Delhi Private Limited)

Murali Ramachandran

Director

DIN: 02050479

Jungbir Singh

Director

DIN: 01206815

Laxman Kumar Prasad

Chief Financial Officer

Place: New Delhi

Date: June 30, 2019

John Senou

Chief Executive Officer



Statement of profit and loss for the year ended March 31, 2019

	Notes	For the year ended March 31, 2019	(Figures in Rs.) For the year ended March 31, 2018
Income			
Revenue from operations	17	2,064,211,404	1,372,780,560
Other operating revenues	17	6,983,368	4,492,323
Other income	18	42,582,427	39,110,779
		<u>2,113,777,199</u>	<u>1,416,383,662</u>
Expenses			
Employee benefits expense	19	793,764,701	566,549,478
Other expenses	20	967,497,394	570,325,082
		<u>1,761,262,095</u>	<u>1,136,874,560</u>
Earnings before interest, tax, depreciation and amortization (EBITDA)		352,515,104	279,509,102
Depreciation and amortization expense	21	97,503,567	99,407,264
Finance costs	22	82,351,338	65,880,474
Profit before tax		172,660,199	114,221,364
Tax expense			
Current tax		17,307,915	-
Less: MAT Credit Entitlement (refer note 12)		<u>-17,307,915</u>	<u>-</u>
Total tax expense		-	-
Profit for the year		172,660,199	114,221,364
Basic and Diluted Earnings per share (Rs.)	23	72.03	51.73
(Nominal value of Rs. 10 each (March 31, 2018 Rs. 10 each))			

Summary of significant accounting policies

3

The accompanying notes are an integral part of the financial statements.

As per our report of even date

For S.R. Batliboi & Co LLP

Chartered Accountants

ICAI Firm Registration Number: 301003E/E300005

For and on behalf of

Celebi Airport Services India Private Limited

(Formerly known as Celebi Ground Handling Delhi Private Limited)

per Annu Kumar Jain

Partner

Membership Number: 097214

Place: Gurugram

Date: JUNE 30, 2019



Munali Ramachandran

Director

DIN: 07050479

Jungbir Singh

Director

DIN: 01206815

Laxman Kumar Prasad

Chief Financial Officer

Can Sensoz

Chief Executive Officer

Place: New Delhi

Date: JUNE 30, 2019



Date: 23 July 2019

TO:

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

Dear Sir / Ma'am,


Sub: Submission of Multi-Year Tariff Proposal (MYTP) for FY 2019 – FY 2021 and Annual Tariff Proposal (ATP) for FY 2019-2020 & FY 2020-2021 for Celebi Airport Services India Private Limited (formerly Celebi Ground Handling Delhi Private Limited) for its Hyderabad station.

In continuation of the already submitted MYTP for our Hyderabad station, please find below our reply on the queries and explanations required:

1. In Form 12 c – Projected Aircraft Movement, we had submitted the estimated number of flights which our Company projects to handle at Hyderabad station but post our telephonic discussion we came to know that the said form requires to mention the estimated aircraft traffic movement for the relevant station. Therefore, please find enclosed the revised Form 12 c and request to replace the same with the earlier submitted Form 12 c in MYTP.
2. We hereby request AERA to kindly maintain the confidentiality of few of the submitted documents like Concession Agreement and User Agreement not to bring the same in public domain.
3. The tariffs proposed in MYTP are based on the competitive pricing, cost of providing the services (staff cost, fuel, repairs & maintenance, utility expenses etc.) investment made on the equipment & infrastructure to provide these services.

Thanking you,

For Celebi Airport Services India Pvt. Ltd


Laxman K. Prasad
Chief Financial Officer

CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED
(Formerly known as Celebi Ground Handling Delhi Private Limited)

Form F 12 c Projected Aircraft Movements

Year	Domestic (Landing)			International (Landing)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2016-17	119,297	108,452	97,607	24,487	22,261	20,035
2017-18	137,265	124,786	112,307	27,275	24,795	22,316
2018-19	169,093	153,721	138,349	28,474	25,885	23,297
2019-20	201,221	182,928	164,635	30,751	27,956	25,160
2020-21	217,318	197,562	177,806	31,981	29,074	26,167
2021-22	230,358	209,416	188,474	33,261	30,237	27,213
2022-23	244,179	221,981	199,783	34,591	31,446	28,302

CELEBI AIRPORT SERVICES INDIA PRIVATE LIMITED

(Formerly known as Celebi Ground Handling Delhi Private Limited)

Regd. Office: Room No. CE-01, Inpion Building 2, International Cargo Terminal, IGI Airport, New Delhi - 110037, Tel.: +91 11 25601193 Fax: +91 11 25601320

CIN: U63090DL2009PTC196128

CELEBI AIRPORT SERVICES INDIA PVT LTD

DELHI STATION

Price list (Revised)

Particulars	Existing Tariff from April, 2012 till date			Tariff Proposal for FY19-20 *		
	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive
Domestic Passenger Flight						
CODE B	3,800	8,900	12,700	3,800	8,900	12,700
CODE C	3,200	7,600	10,800	3,200	7,600	10,800
CODE D	N.A	N.A	N.A	N.A	N.A	N.A
CODE E	N.A	N.A	N.A	N.A	N.A	N.A
CODE F	N.A	N.A	N.A	N.A	N.A	N.A
International Passenger Flight						
CODE B	14,000	41,800	55,800	14,000	41,800	55,800
CODE C	23,500	69,700	93,200	23,500	69,700	93,200
CODE D	30,400	122,700	153,100	30,400	122,700	153,100
CODE E	35,400	144,500	179,900	35,400	144,500	179,900
CODE F	54,500	196,500	251,000	54,500	196,500	251,000
Domestic Freighter Flight						
CODE C	N.A	N.A	N.A	N.A	30,000	N.A
CODE D	N.A	N.A	N.A	N.A	N.A	N.A
CODE E	N.A	N.A	N.A	N.A	N.A	N.A
CODE F	N.A	N.A	N.A	N.A	N.A	N.A
International Freighter Flight						
CODE C	N.A	76,700	N.A	N.A	76,700	N.A
CODE D	N.A	135,000	N.A	N.A	135,000	N.A
CODE E	N.A	158,900	N.A	N.A	158,900	N.A
CODE F	N.A	216,100	N.A	N.A	216,100	N.A

N.A = Not Applied

Note : Above price is inclusive of concession fess and exculsive of GST

* - Till 31 Mar, 2020 or end of concession period whichever is earlier