



2019/L/CHQ/MKT/004/AERA

18 November 2019

Ms. Geetha Sahu  
AGM (Fin)  
Airports Economic Regulatory Authority of India  
New Delhi

**Sub: ATP submission for Hyderabad by Air India SATS Airport Services Private Limited.**

Dear Madam,

With reference to our submission of Annual Tariff Proposal for Hyderabad, please find the supporting document for your perusal:

1. AERA Order no. 19/ 2017-18 dated 21<sup>st</sup> November, 2017

Kindly note that we are not seeking any increase from the last AERA order no. 19/2017-18 dated 21<sup>st</sup> November, 2017 and hence we would like to continue with the same tariff for FY 19-20 & FY 20-21.

Thank you for your kind understanding.

Yours Sincerely,

A handwritten signature in black ink, appearing to read 'Kalpesh Singh'.

Kalpesh Kumar Singh  
Assistant Vice President - Commercial  
**Air India SATS Airport Services Private Limited**  
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**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 AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED**

I, Sanjay Gupta, aged 42 years resident of Republic of India acting in my official capacity as Chief Financial Officer in M/S Air India SATS Airport Services Private Limited having its registered office at Airlines House, 113 Guru Rakabganj Road, New Delhi 110001 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/S Air India SATS Airport Services Private Limited in the matter of making this submission before the Airports Economic Regulatory Authority of India, New Delhi ('the Authority')
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of this submission which include inter alia
  - (i) Proposed detailed break-up of Tariff(s) based in clause 1.2 where the Authority has specified a light touch approach for the duration of the Control Period, pursuant to Clause 3.2; and
  - (ii) Justifications are correct and true to my knowledge and belief and nothing material has been concealed there from.

  
**Sanjay Gupta**  
Chief Financial Officer

Place: Mumbai

Date: 18 November 2019

**MAXIMUM RATES TO BE PAID BY SCHEDULED AIRLINES FOR COMPREHENSIVE GROUND HANDLING**

S/N	Aircraft Types (ICAO Code)	Maximum Ground Handling Rate in INR			
		Scheduled Passenger Aircraft		Scheduled Freighter Aircraft	
		Domestic	International	Domestic	International
1	CODE B	13,177	40,585	NA	NA
2	CODE C	17,657	1,05,810	59,297	1,44,287
3	CODE D	28,251	1,59,440	1,02,780	1,59,440
4	CODE E	59,297	2,02,924	1,23,863	2,17,419
5	CODE F	1,05,415	2,86,993	1,68,532	3,13,083

Notes:

- 1) To achieve the projected ARR only maximum ground handling rates have been suggested for Airlines as user agreements will be entered into with each Airline based on the IATA AHM 810 STANDARD GROUND HANDLING AGREEMENT 1998 or 2004 or 2008 or 2013(SGHA).
- 2) The rates with each Airline will be negotiated based on services required from SGHA service items (usage of equipment and manpower), flight frequency, service level agreement, credit period and liability and indemnity requirement.
- 3) These rates may be revised, where external economic / financial factors warrant a review. However, any change, will be in consultation with the relevant authorities (AERA) and related stakeholders.
- 4) All charges mentioned above exclude prevailing third party charges such as concession fee, royalty, airport levy charged by the Airport Authority at the time of submission.
- 5) All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 6) Exchange rate used for contracts signed in USD: 1 USD = 70 INR