



KERALA STATE INDUSTRIAL ENTERPRISES LTD.

(A Government of Kerala Undertaking)

St. Joseph's Press Buildings, Cotton Hill, Thiruvananthapuram-695 014, Kerala, India

Telephone : 0471-2326913, 2326947, 2324159, 2331157, Fax : 2334590, Website : www.ksie.net, E-mail : ksiettd@gmail.com

No.ACC/60(5)/ 581

19.10.2019

The Secretary

Airport Economic Authority of India

Government of India

AERA Building, Administrative Complex

Safdurjung Airport , New Delhi-110003.

भारतीय विमानपत्तन आर्थिक विनिर्मायक प्राधिकरण
सफदरजंग एयरपोर्ट, नई दिल्ली- 110003

प्राप्त

डायरी नं० 14383
तारीख 25/10/19

Sir,

Sub: Submission of Annual Tariff Proposal for the year 2020-21 in respect of KSIE Ltd for providing Cargo Services at Thiruvananthapuram and Calicut Airports- reg.

Ref: Letter No.AERA/20010/MYTP-KSIE/C/TVM/CP-II/2016-17/13093 dated 15/10/2019.

With reference to the above, we hereby submit our Tariff proposal for the year 2020-21 pertaining to Trivandrum Air Cargo Terminal (TACT) and Calicut Air Cargo operated by us. As per clause A1.8.2 of the terms and conditions for determination of Tariff, we are furnishing herewith the following:

- 1 Annual Compliance Statement (Form 16) duly certified by Independent Auditor for FY 2016-17 to 2017-18. Since the Auditing for FY 2018-19 is not yet completed, the same could not be submitted herewith. However once the same is completed, it will be submitted accordingly.
- 2 Minutes of the meeting held on 19/7/2019 with the stake holders of Thiruvananthapuram and Calicut (Annexure I & 2).
- 3 Summary of the concerns expressed by the stakeholders during the meeting and remedial action taken on the comments (Annexure 3).
- 4 ATP for 2020-21 for Trivandrum and Calicut Airports (Annexure-4 & 5)
- 5 Justification for increase in tariff
- 6 Form B duly filled and signed
- 7 Capex Proposed



- 8 Copy of Government Order for doing the Cargo Operation in Trivandrum and Agreement with AAICLAS at Calicut & Copy of the Custodianship given by Customs for cargo Operation in both Trivandrum and Calicut International Airports

We request the Authority to kindly approve the Annual Tariff Proposal for our Thiruvananthapuram and Calicut Airports for the year 2020-21.

Thanking you,

Yours faithfully,

For **KERALA STATE INDUSTRIAL ENTERPRISES LTD**



(JAYARAJ P.V)

GENERAL MANAGER (ACC)

MOHAN & MOHAN ASSOCIATES
CHARTERED ACCOUNTANTS

A 21 JAWAHAR NAGAR
TRIVANDRUM 695003

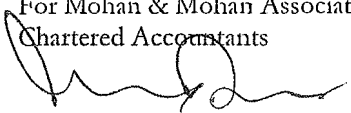
CHARTERED ACCOUNTANT CERTIFICATE

We, Mohan & Mohan Associates, Chartered Accountants, Trivandrum, Kerala, have performed agreed upon procedures agreed with respect to certification of Annual compliance report for Tariff Year 2017-18 as per formats prescribed by Airport Economic Regulatory Authority (the Authority) through their guidelines issued on 10th January, 2011 under the category "Not Material – Light Touch Approach" of M/s. Kerala State Industrial Enterprises Ltd, Trivandrum, Kerala for their Calicut Air Cargo Complex.. Our engagements was undertaken in accordance with the standard of related services(SRS) 4400 on "Engagements to perform Agreed upon procedures regarding Financial Information" issued by Institute of Chartered Accountants of India.

In connection with certification of the Annual Performance Report for Tariff Year 2017-18 of the Calicut Air cargo Complex, vide formats F 16 to F 19 prescribed by the Authority we have reviewed the unaudited financial statements of the company provided to us and the Multi Year Tariff Proposal(MYTP) submitted by the Company before the Authority and certify that the figures as disclosed in Annexure 1 to Annexure 4 (From F16 to F19) are based on the data compiled by the Management from the unaudited Financials approved by the Board of Directors of the company and MYTP submitted by the Company. Since the procedures performed in connection with the above Certification do not constitute an audit or a review made in accordance with the generally accepted auditing standards in India, Accordingly we do not express any opinion.

This report should not be used, circulated, quoted or otherwise referred to for any other purposes or any other document, except that reference may be made to it in any documents to be submitted to the Airport Economic Regulatory Authority.

For Mohan & Mohan Associates
Chartered Accountants


R. Suresh Mohan
Partner

Date: 18.10.2019
Ref:CACT/2017-18



Kerala State Industrial Enterprises Limited, Trivandrum
Calicut Cargo Complex
Annual Compliance Statement 2017-18
Form F16: Performance Report for the Tariff Year

Annexure 1

Financial Year 2017-18_Calicut	Actual for the Tariff year under consideration	Forecast as per the Multi Year Tariff Order
Total Revenue From Regulated Services (1)	4,24,36,466	5,37,05,000
Total Revenue From Services Other Than Regulated Services (2)	22,23,033	63,62,000
Operating Expenditure (3)	3,14,39,731	4,48,15,000
Depreciation (4)	23,56,000	23,56,200
Total Expenditure (3) + (4) = (5)	3,37,95,731	4,71,71,200
Regulatory Operating Profit (1) + (2) - (5) = (6)	1,08,63,768	1,28,95,800
Capital Expenditure (7)	-	-
Opening Regulatory Asset Base (RAB) (8) ***	5,89,13,400	5,89,13,400
Disposals/ Transfers (9)	-	-
Closing Regulatory Asset Base (RAB) (7) + (8) - (4) - (9) = (10) ***	5,65,57,400	5,65,57,200
Average Regulatory Asset Base (RAB) [(8) + (10)] / 2 = (11) ***	5,77,35,400	5,77,35,300
WACC %	10.97%	10.97%
Return On Average Regulatory Asset Base Based On WACC% (RAB) (12) ***	63,34,382	63,33,562
Return On Average RAB **	18.82%	22.34%
Corporate Tax On Return On Regulatory Asset Base (RAB) (13)	-	18,92,000
ARR [(3)+(4)+(12)+(13)-(2)]=14 *	3,79,07,080	4,90,34,762
Total Cargo Volume in MT	19,464	15,781
Present Yield Cargo	2,180	3,403

Kerala State Industrial Enterprises Limited, Trivandrum
Calicut Cargo Complex
Annual Compliance Statement 2017-18

Form F17 Revenue from Regulated Services recovered during the Tariff year

Annexure 2

2017-18	Actual for the Tariff year under consideration	Forecast as per the Multi Year Tariff Order
Throughput Charges		
Ground Handling Charges		
Cargo Revenue Charges	4,24,36,466	5,37,05,000
Into Plain Services		
Total Revenue From Tariff	4,24,36,466	5,37,05,000

Kerala State Industrial Enterprises Limited, Trivandrum
Calicut Cargo Complex
Annual Compliance Statement 2017-18

Form F18 Revenue from Services other than Regulated Services recovered during the Tariff year (Only for ISP)

Annexure 3

2017-18	Actual for the Tariff year under consideration	Forecast as per the Multi Year Tariff Order
Revenue From Services Other Than Regulated Services 1	22,23,033	63,62,000
Total Revenue From Services Other	22,23,033	63,62,000

Kerala State Industrial Enterprises Limited, Trivandrum
Calicut Cargo Complex
Annual Compliance Statement 2017-18

Form F19 Operating Expenditure incurred during the Tariff Year (Only for ISP)

Financial Year 2017-18, Calicut

Annexure 4

2017-18	Actual for the Tariff year under consideration	Forecast as per the Multi Year Tariff Order
Payroll Related Expenditure And Provision	1,00,84,333	1,28,50,000
Admin & General Expenses	56,22,299	1,50,44,000
Repair & Maintenance Expenditure	11,64,018	16,87,000
Utilities & Outsourcing Expenses	10,40,596	18,07,500
Other Outflows	1,35,28,485	1,34,25,000
Total Operating And Maintenance Expenditure	3,14,39,731	4,48,13,500

Kerala State Industrial Enterprises Limited, Trivandrum
Calicut Cargo Complex
Annual Compliance Statement 2017-18

Form F20 Reconciliation Statement for the Tariff Year (Only for ISP)

Financial Year 2017-18, Calicut

Annexure 5

2017-18	Actual for the Tariff year under consideration	Forecast as per the Multi Year Tariff Order
Revenue From Regulated Services	4,24,36,466	5,37,05,000
Revenue From Other Than Regulated Services	22,23,033	63,62,000
Total Revenue	4,46,59,499	6,00,67,000
Pay Roll Costs	1,00,84,333	1,28,50,000
Repair And Maintenance	11,64,018	16,87,000
Con. Of Stores And Spares		
Electricity And Water Charges	10,40,596	18,07,500
Admin And Other Expenses	56,22,299	1,50,44,000
Other Outflows	1,35,28,485	1,34,25,000
Total Operating Expenditure	3,14,39,731	4,48,13,500
Profit Before Depreciation	1,32,19,768	1,52,53,500
Depreciation And Amortisation	23,56,000	23,56,200
Earning Before Interest And Taxation	1,08,63,768	1,28,97,300
Total Interest And Finance Charges	-	71,88,000
Profit/loss Before Tax	1,08,63,768	57,09,300
Tax	35,85,043	18,92,000
Profit/loss After Taxation	72,78,725	38,17,300
Balance Carried To Balance Sheet	72,78,725	38,17,300
Adjustment To Reconcile As Per Statutory Accounts	-	-
Operating Profit As Per Statutory Accounts	72,78,725	38,17,300

Notes:

- The above statements are prepared from the Unaudited financial statements of the company duly authenticated by the Management, which is prepared as a consolidated statement for the entire operations of the Company.
- All direct expense for the Cargo operations are enumerated separately in the statement and unallocated H/O Overheads are included under General Administrative Expenses

KERALA STATE INDUSTRIAL ENTERPRISES LTD
PROFIT AND LOSS ACCOUNT OF CALICUT AIR CARGO COMPLEX
Statement of Profit and Loss for the year ended 31st March, 2018

Particulars	Note No.	For the year ended 31 March 2018	For the year ended 31 March 2017
I. Income	1	4,24,36,466.00	2,94,63,554.00
II. Other Income	2	22,23,033.00	26,95,979.00
III. Total Revenue (I + II)		4,46,59,499.00	3,21,59,533
IV. Expenses:			
Employee Benefit Expense	3	1,00,84,333.00	98,46,593.00
Depreciation and Amortisation	4	23,56,000.00	25,50,000.00
Other Expenses	5	2,13,57,568.00	1,75,03,878.00
IV. Total Expenses		3,37,97,901.00	2,99,00,471
V. Profit Before Exceptional and Extraordinary items and Tax (III-IV)		1,08,61,598.00	22,59,062
VI. Exceptional Items - Provision for Bad Debts		-	
VII. Profit Before Extraordinary items and Tax (V - VI)		1,08,61,598.00	22,59,062
VIII. Extra Ordinary Items		-	
IX. Profit Before Tax (VII - VIII)		1,08,61,598.00	22,59,062
X. Tax Expense:			
(1) Current Tax,		-	-
(2) Deferred tax		-	-
XI. Profit(Loss) from the period from Continuing Operations		1,08,61,598.00	22,59,062
XII. Profit/(Loss) from Discontinuing Operations			
XIII. Tax Expense of Discontinuing Operations			
XIV. Profit/(Loss) from Discontinuing Operations (XII - XIII)		-	-
XV. Profit / (Loss) for the period (XI + XIV)		1,08,61,598.00	22,59,062.00
XVI. Earning per Equity Share:			
(1) Basic			
(2) Diluted			
Notes Forming part of the Financial Statement			

MOHAN & MOHAN ASSOCIATES
CHARTERED ACCOUNTANTS

A 21 JAWAHAR NAGAR
TRIVANDRUM 695003

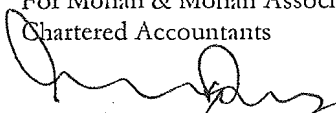
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In connection with certification of the Annual Performance Report for Tariff Year 2016-17 of the Calicut Air cargo Complex, vide formats F 16 to F 19 prescribed by the Authority we have reviewed the unaudited financial statements of the company provided to us and the Multi Year Tariff Proposal(MYTP) submitted by the Company before the Authority and certify that the figures as disclosed in Annexure 1 to Annexure 4 (From F16 to F19) are based on the data compiled by the Management from the unaudited Financials approved by the Board of Directors of the company and MYTP submitted by the Company. Since the procedures performed in connection with the above Certification do not constitute an audit or a review made in accordance with the generally accepted auditing standards in India, Accordingly we do not express any opinion.

This report should not be used, circulated, quoted or otherwise referred to for any other purposes or any other document, except that reference may be made to it in any documents to be submitted to the Airport Economic Regulatory Authority.

For Mohan & Mohan Associates
Chartered Accountants


R. Suresh Mohan
Partner(M-013398)

Date: 18.10.2019
Ref: CACC/2016-17



Kerala State Industrial Enterprises Limited, Trivandrum
Annual Compliance Status 2016-17
Calicut Air Cargo Complex.

Form F20 Reconciliation Statement for the Tariff Year (Only for ISP)

Financial Year 2016-17_Calicut

2016-17	Actual for the Tariff year under consideration	Forecast as per the 'Multi Year Tariff Order
Revenue From Regulated Services	2,94,63,554	4,36,61,000
Revenue From Other Than Regulated Services	26,95,979	50,89,000
Total Revenue	3,21,59,533	4,87,50,000
Pay Roll Costs	98,46,593	1,14,70,000
Repair And Maintenance	17,51,325	14,07,000
Con. Of Stores And Spares		
Electricity And Water Charges	14,57,112	15,06,000
Admin And Other Expenses	34,27,522	1,23,18,000
Other Outflows	1,08,67,919	1,09,14,000
Total Operating Expenditure	2,73,50,471	3,76,15,000
Profit Before Depreciation	48,09,062	1,11,35,000
Depreciation And Amortisation	25,50,000	25,50,600
Earning Before Interest And Taxation	22,59,062	85,84,400
Total Interest And Finance Charges	-	81,46,000
Profit/Loss Before Tax	22,59,062	4,38,400
Tax	-	1,45,000
Profit/Loss After Taxation	22,59,062	2,93,400
Balance Carried To Balance Sheet	22,59,062	2,93,400
Adjustment To Reconcile As Per Statutory Accounts	-	-
Operating Profit As Per Statutory Accounts	22,59,062	2,93,400

Kerala State Industrial Enterprises Limited, Trivandrum
Annual Compliance Status 2016-17
Calicut Air Cargo Complex.

Form F17 Revenue from Regulated Services recovered during the Tariff year (Only for ISP)

Financial Year 2016-17_Calicut

2016-17	Actual for the Tariff year under consideration	Forecast as per the Multi Year Tariff Order
Throughput Charges		
Ground Handling Charges		
Cargo Revenue Charges	2,94,63,554	4,36,61,000
Into Plain Services		
Total Revenue From Tariff	2,94,63,554	4,36,61,000

Kerala State Industrial Enterprises Limited, Trivandrum
Annual Compliance Status 2016-17
Calicut Air Cargo Complex.

Form F18 Revenue from Services other than Regulated Services recovered during the Tariff year (Only for ISP)

Financial Year 2016-17_Calicut	Actual for the Tariff year under consideration	Forecast as per the Multi Year Tariff Order
Revenue From Services Other Than Regulated Services 1	2695979.00	5089000.00
Total Revenue From Services Other	2695979.00	5089000.00

Kerala State Industrial Enterprises Limited, Trivandrum
Annual Compliance Status 2016-17
Calicut Air Cargo Complex.

Form F19 Operating Expenditure incurred during the Tariff Year (Only for ISP)

Financial Year 2016-17_Calicut

2016-17	Actual for the Tariff year under consideration	Forecast as per the Multi Year Tariff Order
Payroll Related Expenditure And Provision	9846593.00	11470000.00
Admin & General Expenses	3427522.00	12318000.00
Repair & Maintainance Expenditure	1751325.00	1407000.00
Utilities & Outsourcing Expenses	1457112.00	1506000.00
Other Outflows	10867919.00	10914000.00
Total Operating And Maintenance Expenditure	27350471.00	37615000.00

Kerala State Industrial Enterprises Limited, Trivandrum
Annual Compliance Status 2016-17
Calicut Air Cargo Complex.

Form F20 Reconciliation Statement for the Tariff Year (Only for ISP)
Financial Year 2016-17_Calicut

2016-17	Actual for the Tariff year under consideration	Forecast as per the Multi Year Tariff Order
Revenue From Regulated Services	2,94,63,554	4,36,61,000
Revenue From Other Than Regulated Services	26,95,979	50,89,000
Total Revenue	3,21,59,533	4,87,50,000
Pay Roll Costs	98,46,593	1,14,70,000
Repair And Maintenance	17,51,325	14,07,000
Con. Of Stores And Spares		
Electricity And Water Charges	14,57,112	15,06,000
Admin And Other Expenses	34,27,522	1,23,18,000
Other Outflows	1,08,67,919	1,09,14,000
Total Operating Expenditure	2,73,50,471	3,76,15,000
Profit Before Depreciation	48,09,062	1,11,35,000
Depreciation And Amortisation	25,50,000	25,50,600
Earning Before Interest And Taxation	22,59,062	85,84,400
Total Interest And Finance Charges	-	81,46,000
Profit/loss Before Tax	22,59,062	4,38,400
Tax	-	1,45,000
Profit/loss After Taxation	22,59,062	2,93,400
Balance Carried To Balance Sheet	22,59,062	2,93,400
Adjustment To Reconcile As Per Statutory Accounts	-	-
Operating Profit As Per Statutory Accounts	22,59,062	2,93,400

Notes:

- The above statements are prepared from the unaudited financial statements of the company duly authenticated by the Management, which is prepared as a consolidated statement for the entire operations of the Company.
- All direct expense for the Cargo operations are enumerated separately in the statement and unallocated HO Overheads are included under General Administrative Expenses.

KERALA STATE INDUSTRIAL ENTERPRISES LTD
PROFIT AND LOSS ACCOUNT OF CALICUT AIR CARGO COMPLEX
Statement of Profit and Loss for the year ended 31st March, 2017

Particulars	Note No.	For the year ended 31 March 2017	For the year ended 31 March 2016
I. Income	1	2,94,63,554.00	3,45,28,381
II. Other Income	2	26,95,979.00	40,71,452
III. Total Revenue (I +II)		3,21,59,533	3,85,99,833
IV. Expenses:			
Employee Benefit Expense	3	98,46,593.00	1,04,55,341
Depreciation and Amortisation	4	25,50,000.00	27,38,500.00
Other Expenses	5	1,75,03,878.00	1,95,81,367.80
IV.Total Expenses		2,99,00,471	3,27,75,209
V. Profit Before Exceptional and Extraordinary items and Tax (III-IV)		22,59,062	58,24,624
VI. Exceptional Items - Provision for Bad Debts			
VII. Profit Before Extraordinary items and Tax (V - VI)		22,59,062	58,24,624
VIII. Extra Ordinary Items			
IX. Profit Before Tax (VII - VIII)		22,59,062	58,24,624
X. Tax Expense:			
(1) Current Tax		-	19,30,187
(2) Deferred tax			
XI. Profit(Loss) from the period from Continuing Operations		22,59,062	38,94,437
XII. Profit/(Loss) from Discontinuing Operations			
XIII. Tax Expense of Discontinuing Operations			
XIV. Profit/(Loss) from Discontinuing Operations (XII - XIII)		-	-
XV. Profit / (Loss) for the period (XI + XIV)		22,59,062.00	38,94,437.27
XVI. Earning per Equity Share:			
(1) Basic			
(2) Diluted			
Notes Forming part of the Financial Statement			

Kerala State Industrial Enterprises Limited, Trivandrum

Calicut Cargo Complex

Annual Compliance Statement 2018-19

Annexure 1

Form F16: Performance Report for the Tariff Year

Financial Year 2018-19_Calicut	Tariff year	per the Multi
Total Revenue From Regulated Services (1)	7,33,08,652	6,60,68,000
Total Revenue From Services Other Than Regulated Services (2)	26,98,100	79,52,000
Operating Expenditure (3)	3,85,62,966	5,35,01,000
Depreciation (4)	21,83,000	1,38,84,000
Total Expenditure (3) + (4) = (5)	4,07,45,966	6,73,85,000
Regulatory Operating Profit (1) + (2) -- (5) = (6)	3,52,60,786	66,35,000
Capital Expenditure (7)	-	10,00,00,000
Opening Regulatory Asset Base (RAB) (8) ***	5,65,57,000	5,65,57,000
Disposals/ Transfers (9)	-	-
Closing Regulatory Asset Base (RAB) (7) + (8) - (4) - (9) = (10) ***	5,43,74,000	14,26,73,000
Average Regulatory Asset Base (RAB) [(8) + (10)] / 2 = (11) ***	5,54,65,500	9,96,15,000
WACC %	12.00%	12.00%
Return On Average Regulatory Asset Base Based On WACC% (RAB) (12) ***	66,55,860	1,19,53,800
Return On Average RAB **	63.57%	6.66%
Corporate Tax On Return On Regulatory Asset Base (RAB) (13)	-	-
ARR [(3)+(4)+(12)+(13)-(2)]=14 *	4,47,03,726	7,13,86,800
Total Cargo Volume in MT	19,261	16,881
Present Yield Cargo	3,806	4,229

Kerala State Industrial Enterprises Limited, Trivandrum

Calicut Cargo Complex

Annual Compliance Statement 2018-19

Form F17 Revenue from Regulated Services recovered during the Tariff year

Annexure 2

2018-19	Tariff year under consideration	per the Multi Year Tariff Order
Throughput Charges		
Ground Handling Charges		
Cargo Revenue Charges	7,33,08,652	6,60,68,000
Into Plain Services		
Total Revenue From Tariff	7,33,08,652	5,37,05,000



Kerala State Industrial Enterprises Limited, Trivandrum
Calicut Cargo Complex
Annual Compliance Statement 2018-19

Form F18 Revenue from Services other than Regulated Services
recovered during the Tariff year (Only for ISP)

Annexure 3

2018-19	Actual for the Tariff year under	Forecast as per the Multi Year
Revenue From Services Other Than Regulated Services 1	26,98,100	79,52,000
Total Revenue From Services Other	26,98,100	63,62,000

Kerala State Industrial Enterprises Limited, Trivandrum
Calicut Cargo Complex
Annual Compliance Statement 2018-19

Form F19 Operating Expenditure incurred during the Tariff Year (Only for ISP)
Financial Year 2018-19_Calicut

Annexure 4

2018-19	Tariff year under consideration	per the Multi Year Tariff Order
Payroll Related Expenditure And Provision	1,04,08,517	1,44,14,000
Admin & General Expenses	75,89,244	1,83,78,000
Repair & Maintainance Expenditure	14,06,338	20,25,000
Utilities & Outsourcing Expenses	17,15,688	36,69,000
Other Outflows	1,74,43,179	1,50,15,000
Total Operating And Maintenance Expenditure	3,85,62,966	5,35,01,000



Kerala State Industrial Enterprises Limited, Trivandrum
Calicut Cargo Complex
Annual Compliance Statement 2018-19

Form F20 Reconciliation Statement for the Tariff Year (Only for ISP)

Financial Year 2018-19_Calicut

Annexure 5

2018-19	Actual for the Tariff year under consideration	Forecast as per the Multi Year Tariff Order
Revenue From Regulated Services	7,33,08,652	6,60,68,000
Revenue From Other Than Regulated Services	26,98,100	79,52,000
Total Revenue	7,60,06,752	7,40,20,000
Pay Roll Costs	1,04,08,517	1,44,14,000
Repair And Maintenance	14,06,338	20,25,000
Con. Of Stores And Spares		21,69,000
Electricity And Water Charges	17,15,688	15,00,000
Admin And Other Expenses	75,89,244	1,83,78,000
Other Outflows	1,74,43,179	1,50,15,000
Total Operating Expenditure	3,85,62,966	5,35,01,000
Profit Before Depreciation	3,74,43,786	2,05,19,000
Depreciation And Amortisation	21,83,000	1,38,84,000
Earning Before Interest And Taxation	3,52,60,786	66,35,000
Total Interest And Finance Charges	-	73,64,000
Profit/loss Before Tax	3,52,60,786	(7,29,000)
Tax		
Profit/loss After Taxation	3,52,60,786	(7,29,000)
Balance Carried To Balance Sheet	3,52,60,786	(7,29,000)
Adjustment To Reconcile As Per Statutory Accounts	-	-
Operating Profit As Per Statutory Accounts	3,52,60,786	(7,29,000)

Notes:

- a) The above statements are prepared from the unaudited financial statements of the company duly authenticated by the Management, which is prepared as a consolidated statement for the entire operations of the Company.
- b) All direct expense for the Cargo operations are enumerated separately in the statement and Unallocated HO Overheads are included under General Administrative Expenses




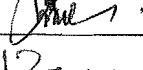
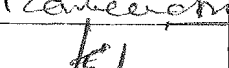


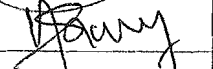


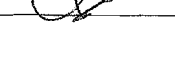



KERALA STATE INDUSTRIAL ENTERPRISES LTD
PROFIT AND LOSS ACCOUNT OF CALICUT AIR CARGO COMPLEX
Statement of Profit and Loss for the year ended 31st March, 2019

Particulars	Note No.	For the year ended 31 March 2019	For the year ended 31 March 2018
I. Income	1	7,33,08,652.00	4,24,36,466.00
II. Other Income	2	26,98,100.00	22,23,033.00
III. Total Revenue (I +II)		7,60,06,752.00	4,46,59,499.00
<u>IV. Expenses:</u>			
Employee Benefit Expense	3	1,04,08,517.00	1,00,84,333.00
Depreciation and Amortisation	4	21,83,000.00	23,56,000.00
Other Expenses	5	2,81,54,449.00	2,13,57,568.00
IV.Total Expenses		4,07,45,966.00	3,37,97,901.00
V. Profit Before Exceptional and Extraordinary items and Tax (III-IV)		3,52,60,786.00	1,08,61,598.00
VI. Exceptional Items - Provision for Bad Debts			-
VII. Profit Before Extraordinary items and Tax (V - VI)		3,52,60,786.00	1,08,61,598.00
VIII. Extra Ordinary Items			-
IX. Profit Before Tax (VII - VIII)		3,52,60,786.00	1,08,61,598.00
X. Tax Expense:			
(1) Current Tax			-
(2) Deferred tax			-
XI. Profit(Loss) from the period from Continuing Operations		3,52,60,786.00	1,08,61,598.00
XII. Profit/(Loss) from Discontinuing Operations			
XIII. Tax Expense of Discontinuing Operations			
XIV. Profit/(Loss) from Discontinuing Operations (XII - XIII)			-
XV. Profit / (Loss) for the period (XI + XIV)		3,52,60,786.00	1,08,61,598.00
XVI. Earning per Equity Share:			
(1) Basic			
(2) Diluted			
Notes Forming part of the Financial Statement			



MEETING HELD AT CONFERENCE HALL OF TRIVANDRUM AIR CARGO TERMINAL ON 19/07/2019 AT
2.30 PM ON REVISION OF TARIFF OF CALICUT AIR CARGO TRMINAL

SI No.	Name & Initials	CONTACT NO.	Designation	Signature
1	KP PRAKASAM		C.S & Gm(f)	
2	PV SAYARAJ		Gm(ACC)	
3	REENA CP	94475 86604	AGm (TACT)	
4	SURESH KV	94977 6067	FRSO (TACT)	
5	RAVEENDRAN R		EXECUTIVE	
6	SANTHOSH N		SPI. Gm Asst	
7	KR RAJENDRAN		KR Experts	
8	MO. Abdulrahman		Morved RTRM	
9	ASHRAF R		Personnel	
10	ASIF IQBAL M		Green field EXP	
11	Amjad Ali Ahmed CP		AIM OVERSEAS	
12	NAJMUDHEEN C K		ROOT IMPEX	
13				
14				
15				
16				
17				
18				

**MINUTES OF THE MEETING WITH EXPORTERS HELD AT CONFERENCE
HALL OF TRIVANDRUM AIR CARGO TERMINAL (TACT) ON 19/7/2019
AT 3.15 PM ON REVISION OF TARIFF OF AIRCARGO, CACC.**

Present:

1. Mr. Prakasan K.P, CS&GMF, KSIE
2. Mr. Jayaraj P.V, GM ACC i/c
3. Mrs. Reena CP, AGM i/c, TACT
4. Mr.Suresh K.V, F&SO, TACT
5. Mr. Raveendran. R, Executive, TACT
6. Mr. I.J Santhosh Kumar, Export in Charge, TACT
7. Mr K B Rafeek, Proprietor, KB Exports
8. Mr A Abdrahman, Proprietor, Marvell Exports
9. Mr. Ashraf PG, Proprietor, Pomona Exports
- 10 Mr. Asif Iqbal. M, Proprietor, Green Field Exports
- 11 Mr Amjad Ali Ahamed C P, Proprietor, AIM Overseas
- 12 Mr Najumudheen C.K, Proprietor, Root Impex

The meeting started at 3.15 pm. At the outset, GM ACC welcomed all the participants present.

GM(ACC) intimated that this is a consultation meeting in connection with the Annual Tariff Proposal sent to AERA. He also explained that no revision of tariff has been made for a long period ie from 2013 to 2018 and only a small hike was made last year on arriving at a consensus with the Trade. He also urged the necessity of enhancing the tariff on account of the hike in all related charges including that of lease rent. Details of the proposed tariff revision were also circulated among the Exporters present.

The Calicut Exporters' Association expressed their displeasure in the Tariff revision in the absence of adequate infrastructure facilities other than already provided. However, Mr. Abdrahman and Mr.Asif Iqbal have proposed certain measures for enhancing the infrastructure facilities already provided; such as better positioning of Screening Machine in the Export Complex and provision of clean and smooth operational area. Mr.Asif Iqbal suggested for provision of Hydraulic Pallets. GM replied that the positioning of the screening machine is in tune with the space allotted

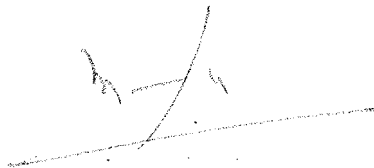
and provisioning of Hydraulic Pallets will be looked into based on the requirement.

They further suggested that the space problem can be solved provided KSIE could persuade AAI to have a direct access to the operational area of Airport through the area behind KSIE office between the staff quarters of AAI. GM agreed to look into the proposal and the representatives of Exporters offered all their support.

Mr. Rafeek stated that currently they are not in a position to afford a price hike as they have already suffered a setback in export due to Nipah Ban. However, they are expecting operation of wide bodied aircraft shortly resulting in an increase in export volume. They have affirmed for reconsideration in tariff hike after a period of two months.

They have extended their full-hearted cooperation in enhancing overall export operations.

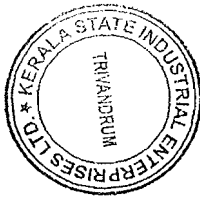
With the vote of thanks by GM ACC, the meeting came to an end at 5 pm.




JAYARAJ. P.V
General Manager (Air Cargo Complexes) i/c
Kerala State Industrial Enterprises Ltd.
Thiruvananthapuram -695 014

Summary of concerns expressed by Stake Holders of Trivandrum and Calicut Air Cargo Complexes during the meeting of 19th July 2019 and through discussions.

1. No need to increase the tariff as the same was increased in 2018-19.
2. Requirement of improved infrastructure facilities in the cargo Terminal before effecting the revision in tariff
3. Revision of tariff can be discussed later taking into account the present business scenario




JAYARAJ. P.V
General Manager (Air Cargo Complexes) i/c
Kerala State Industrial Enterprises Ltd.
Thiruvananthapuram -695 014

Annexure 3Details of remedial action taken by KSIE on the concerns raised by the Stake Holders

Concerns raised by the Stake Holders	Remedial measures
No need to increase the tariff for the time	Since all the related expenses have been increased, proportionate hike in the tariff quintessential to stay in the line meeting all expenditure.
Requirement of Improved Infrastructure at Terminal	Company has decided to purchase equipments like x-ray machine, ETD machine, Trolleys etc
The matter of Revision of tariff can be discussed later	Taking into account the increase in outlay , Company is forced to enhance the tariff




JAYARAJ. P.V
 General Manager (Air Cargo Complexes) i/c
 Kerala State Industrial Enterprises Ltd.
 Thiruvananthapuram -695 014

The Secretary

Airports Economic Regulatory Authority of India

AERA Building, Admn Building

Safdarjung Airport, New Delhi

**ANNUAL TARIFF PROPOSAL FOR 2020-2021
OF CALICUT AIR CARGO COMPLEX FOR THE CARGO SERVICES PROVIDED BY
KERALA STATE INDUSTRIAL ENTERPRISES LTD (KSIE)**

Particulars		Existing Rate	Proposed Rate
I EXPORT CARGO			
a Terminal Storage & Processing Charges (TSP)			
	Perishable Cargo	Rs.0.67 per Kg sub to Min.125/- per AWB	Rs.0.80 per Kg sub to Min.150/- per AWB
	General Cargo	Rs.0.80 per Kg sub to Min.150/- per AWB	Rs.0.95 per Kg sub to Min.150/- per AWB
	News paper & TV reel	Rs.0.70 per Kg sub to Min 125/- AWB	Rs.0.70 per Kg sub to Min 125/- AWB
	Valuable Cargo	Rs.6.00 per Kg sub to Min.1000/- per AWB	Rs.6.00 per Kg sub to Min1000/- per AWB
b Demurrage			
	Perishable Cargo	Rs.0.70 per Kg per day above 36 hours sub to Min.125/-per AWB	Rs.0.80 per Kg per day above 36 hours sub to Min.150/-per AWB
	General Cargo	Rs.0.80 per Kg per day above 36 hours sub to Min.150/-per AWB	Rs.0.95 per Kg per day above 36 hours sub to Min.150/-per AWB
	News paper & TV reel	Rs.0.70 per Kg per day above 36 hours sub to Min.125/-per AWB	Rs.0.70 per Kg per day above 36 hours sub to Min.125/-per AWB
	Valuable Cargo	Rs.10/- per Kg per day above 36 hours sub to Min.1500/-per AWB	Rs.10/- per Kg per day above 36 hours sub to Min.1500/-per AWB
c	X-ray Screening Charges	Rs.1.50 per Kg for Perishable/ General Cargo	Rs.1.50 per Kg for Perishable/ General Cargo
II IMPORT CARGO			
a Terminal Storage & Processing Charges (TSP)			
	General Cargo/Unaccompanied Baggage/Commercial Cargo (1-7 days)	Rs.4/- per Kg sub to Min.185/- per AWB	Rs.4.50 per Kg sub to Min.200/-per AWB (1-7 days)

b Demurrage- General Cargo/UB/CC			
	8-14 days	Rs.0.90 per Kg per Day sub to Min 265/- AWB	Rs.1.20 per Kg per Day sub to Min 250/- AWB (8 to 14 days)
	15-21 days	Rs.1.10 per Kg Per Day sub to Min 265/- AWB	Rs.1.50 per Kg per Day sub to Min 250/- AWB (15 to 21 days)
	22nd day onwards	Rs.1.25 per Kg per Day sub to Min 265/- AWB	Rs.1.65 per Kg per Day sub to Min 250/- AWB (22nd day onwards)
c Valuable Cargo-Terminal Storage and Processing Charges /Demurrage			
	TSP 1-7 days	Rs.6/- per Kg sub to Min.1000/- per AWB	Rs.6/- per Kg sub to Min.1000/-per AWB
	Demurrage - 8th day onwards	Rs.10/- per Kg per day sub to Min.1500/-per AWB	Rs.10/- per Kg per day sub to Min.1500/-per AWB
iii	De-palletisation/De-containerisation/ De-utilization/ De-stuffing Charges	Rs.0.50 per Kg sub to Min 30/- per AWB	Rs.0.80 per Kg sub to Min /-Rs.100 per AWB
IV Transhipment Cargo			
	Transhipment Charges- International to International	Rs.3/- per Kg sub to Min.250/- per AWB	Rs.3/- per Kg sub to Min.250/-per AWB
	Transhipment Charges- International to Domestic	Rs.3/- per Kg sub to Min.250/- per AWB	Rs.3/- per Kg sub to Min.250/-per AWB

for KERALA STATE INDUSTRIAL ENTERPRISES LIMITED

MANAGING DIRECTOR

ANIL KUMAR. P.N

Managing Director

Kerala State Industrial Enterprises Ltd.

Joint Director of Industries & Commerce Dept.

Justification for increase in tariff

Authority may kindly note that no increase in the tariff was made during the year 2007-11. Later, a nominal increase was made only in the year 2012 & 2013 and no increase was made during 14-15, 15-16, 16-17, 17-18. Later in the year 2018-19 a substantial increase was made as approved by AERA and in consultation with the Stakeholders. Though we applied for a revision in tariff for 2019-20, it could not be effected due to technical reasons.

Now we are submitting ATP for 2020-21 with a view to compensate the regular, recurrent and capital expenditure for the said period especially on the ground of hike in price and other allied expenditure.

It is hereby informed that KSIE has added additional infrastructure in Trivandrum as well as Calicut Cargo Complexes. A new x-ray Machine has already been installed recently at Calicut and necessary supporting facilities like trolleys, Office automation items, maintenance of the Building etc have been done at Calicut recently. Moreover, yet another x-ray machine is going to be purchased for Calicut. Regarding Manpower, new joiners have come in various posts of Cargo Operations and more contract staff is appointed in addition to the trainees/apprentices.

Likewise, a new x-ray Unit and ETD machine will be purchased for Trivandrum and the approval for the same has been given by the Board. Regarding ETD Machine, the tender formalities have been completed for the purchase. Regarding maintenance of Warehouse, the flooring of examination area of Import warehouse was completed recently using costly stones. More Office of automation items, Trolleys, etc are recurrent items of purchase. Regarding Manpower, new joiners have come in various posts of Cargo Operations and more contract staff is appointed in addition to the trainees/apprentices.

Moreover, in the case of Trivandrum, the Lease rent of AAI has been increased exorbitantly over 400% to the then existing rate since 2014 and the same is now a big figure. In the case of Calicut, Export operation is done on revenue




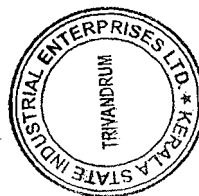
JAYARAJ. P.V
General Manager (Air Cargo Complexes) i/c
Kerala State Industrial Enterprises Ltd.
Thiruvananthapuram -695 014

sharing basis with AAICLAS. Due to several reasons the volume is getting affected and so the revenue.

Additionally, expenses towards purchase of Diesel, Electricity, Water, Transportation, other consumables have increased substantially and so the outlay too.

Since all the above said expenditures are to be met from the income through Air Cargo Operations, substantial increase in the tariff is quintessential especially for making the operation feasible.


JAYARAJ. P.V
General Manager (Air Cargo Complexes) i/c
Kerala State Industrial Enterprises Ltd.
Thiruvananthapuram -695 014





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CIN: U63013KL1973SGC002477

KERALA STATE INDUSTRIAL ENTERPRISES LTD.*(A Government of Kerala Undertaking)*

St. Joseph's Press Buildings, Cotton Hill, Thiruvananthapuram-695 014, Kerala, India

Telephone : 0471-2326913, 2326947, 2324159, 2331157, Fax : 2334590, Website : www.ksie.net, E-mail : ksieltd@gmail.com

Form B

**BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA
AT NEW DELHI****SUBMISSION OF PROPOSAL FOR DETERMINATION OF ANNUAL TARIFF FOR AND ON
BEHALF OF:****TRIVANDRUM AIR CARGO TERMINAL
M/S. KERALA STATE INDUSTRIAL ENTERPRISES LTD**

I, Mr. Anilkumar P.N, aged 49 years, resident of Puthoor acting in my official capacity as Managing Director in M/s. KERALA STATE INDUSTRIAL ENTERPRISES LTD, having its registered office at 1st Floor, St. Josephs Press Buildings, Cotton Hill, Trivandrum-695 014 do hereby state and affirm as under that:

- 1 That I am duly authorized to act for and on behalf of Trivandrum Air Cargo Terminal, Trivandrum 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 the Annual Compliance Statement submission are correct and true to my knowledge and belief and nothing material has been concealed there from.

For KERALA STATE INDUSTRIAL ENTERPRISES LTD**ANILKUMAR P.N
MANAGING DIRECTOR**

Place : Trivandrum.

Date : 19/10/2019

Trivandrum Air Cargo Terminal
(ISO 9001:2015 Certified)
Trivandrum-695 008
Tel: 0471-2501016, 2501031
Fax : 2504870

Calicut Air Cargo Complex
(ISO 9001:2015 Certified)
Karipur - 673 647
Tel: 0483-2710044, 2711765
Fax : 2713206

Cochin International
Container Freight Station
Udyogamandal, Kochi
Tel: 0484-2557255
Fax: 0484-2557255

Kerala Soaps
Vellayil
Kozhikode-673011
Tel: 0495-2762555
Fax: 0495-2762455

Available online at
www.keralasoaps.net

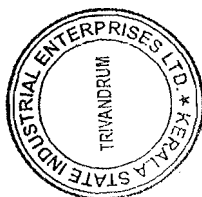


Details of Capex proposed (2020-21)Trivandrum Air Cargo Terminal

Purchase of X-ray machine for Export	Rs.50 Lakhs
Purchase of X-ray machine for proposed Courier Terminal Export	Rs.50 Lakhs
Purchase of ETD Machine for Export	Rs.50 Lakhs
Trolleys	Rs.2 lakhs
Maintenance of Building	Rs. 20 lakhs
Furniture and Fixtures	Rs. 8 lakhs

Calicut Air Cargo Complex

Purchase of X-ray machine	Rs.50 Lakhs
Hydraulic Trolleys	Rs.2 lakhs
Maintenance of Building	Rs. 20 lakhs
Furniture and Fixtures	Rs. 8 lakhs




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