

## Annexure - I

### Annual Tariff Proposal for the tariff year 2011-12

<b>Aircraft Type/Category (ICAO code types)</b>	<b>Tariff Heading</b>	<b>Conditions of Tariff – INR (Ceiling Price*)</b>
<b>International – Passenger Aircraft</b>		
C	Comprehensive	73,500
	Ramp	55,000
D	Comprehensive	120,800
E	Comprehensive	141,950
	Ramp	113,950
<b>International –Freighter Aircraft</b>		
D	Ramp	106,480
E	Ramp	125,345
<b>Domestic – Passenger Aircraft</b>		
C(S)	Ramp	7,000
C	Ramp	6,000
<b>Domestic – Freighter Aircraft</b>		
C	Ramp	45,300
	Ramp	79,800

<b>Corporate Aviation (CA)</b>	
CA –Ground Handling (C)	Ref Annexure -A
Grand Total (A+B+C)	

\* As per Concession agreement between the Company & Mumbai International Airport Pvt. Ltd dated 14 November, 2008 except the prices for Corporate Aviation

## Annexure - A

### A. Handling Rates

Aircraft MTOW (Maximum take off weight)	Indian Registered Aircraft				Foreign Registered Aircraft - In USD
	Mumbai Based Operators		Non Mumbai Based Operators		
	Domestic Flight - In INR	International Flight - In USD	Domestic Flight - In INR	International Flight - In USD	
0-5000	9,000	330	10,000	330	450
5001-10000	12,500	660	15,000	660	750
10001-20000	20,000	1,295	25,000	1,295	1,350
20001-30000	22,000	1,395	28,000	1,395	1,450
30001-40000	31,000	1,450	35,000	1,450	1,600
40001-50000	34,000	1,500	38,000	1,500	1,750
50001-70000	38,000	1,600	42,000	1,600	1,900
70001 and above	75,000	2,350	75,000	2,350	2,350

### B. Cleaning Rates (In INR)

Aircraft MTOW	Exterior	Interior
0 to 10,000	4,000	3,000
11,000 to 20,000	6,000	4,500
21,000 to 30,000	9,000	7,500
31,000 to 40,000	12,000	10,000
41,000 to 50,000	15,000	12,000
51,000 to 60,000	17,000	15,000
61,000 to 100,000	20,000	17,000
101,000 to 190,000	25,000	20,000
191,000 to 300,000	30,000	25,000

### C. Transportation Rates (In INR)

Vehicle	Per Turnaround
Mercedes	10,000
Teana	5,000
Innova	3,000
13 Seater Bus	7,200
21 Seater Bus	10,000
Bolero	3,000
Scorpio	5,000



## Annual Tariff Proposal for the tariff year 2012-13

Aircraft Type/Category (ICAO code types)	Tariff Heading	Conditions of Tariff – INR (Ceiling Price*)
<b>International – Passenger Aircraft</b>		
C	Comprehensive	73,500
	Ramp	55,000
D	Comprehensive	120,800
E	Comprehensive	141,950
	Ramp	113,950
<b>International –Freighter Aircraft</b>		
D	Ramp	106,480
E	Ramp	125,345
<b>Domestic – Passenger Aircraft</b>		
C(S)	Ramp	7,000
C	Ramp	6,000
<b>Corporate Aviation (CA)</b>		
CA –Ground Handling (C)		Ref Annexure -B
Grand Total (A+B+C)		

\* As per Concession agreement between the Company & Mumbai International Airport Pvt. Ltd dated 14 November, 2008 except the prices for Corporate Aviation

## Annexure - B

### A. Handling Rates

Aircraft MTOW (Maximum take off weight)	Indian Registered Aircraft				Foreign Registered Aircraft - In USD
	Mumbai Based Operators		Non Mumbai Based Operators		
	Domestic Flight - In INR	International Flight - In USD	Domestic Flight - In INR	International Flight - In USD	
0-5000	9,000	330	10,000	330	450
5001-10000	12,500	660	15,000	660	750
10001-20000	20,000	1,295	25,000	1,295	1,350
20001-30000	22,000	1,395	28,000	1,395	1,450
30001-40000	31,000	1,450	35,000	1,450	1,600
40001-50000	34,000	1,500	38,000	1,500	1,750
50001-70000	38,000	1,600	42,000	1,600	1,900
70001 and above	75,000	2,350	75,000	2,350	2,350

### B. Cleaning Rates (In INR)

Aircraft MTOW	Exterior	Interior
0 to 10,000	4,000	3,000
11,000 to 20,000	6,000	4,500
21,000 to 30,000	9,000	7,500
31,000 to 40,000	12,000	10,000
41,000 to 50,000	15,000	12,000
51,000 to 60,000	17,000	15,000
61,000 to 100,000	20,000	17,000
101,000 to 190,000	25,000	20,000
191,000 to 300,000	30,000	25,000

### C. Transportation Rates (In INR)

Vehicle	Per Turnaround
Mercedes	10,000
Teana	5,000
Innova	3,000
13 Seater Bus	7,200
21 Seater Bus	10,000
Bolero	3,000
Scorpio	5,000





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December 26, 2011

To;  
Capt. Kapil Chaudhary, Secretary  
Airports Economic Regulatory Authority of India  
AERA Building, Administrative Complex,  
Safdarjung Airprt, New Delhi – 110003.

**Sub:** Tariff Proposal for the first tariff year of the first control period.

**Ref:** Order No. 16/2011-12, date of order: 13<sup>th</sup> October 2011, date of issue: 17<sup>th</sup> October, 2011

**Dear Madam;**

This is with reference to the aforesaid order, herewith we are enclosing the Annual Tariff Proposal (in Annexure I), for the first tariff year of the first control period started w. e. f. 01.04.2011.

We request you **not** to make this proposal a public document because the information content in it is very sensitive to our business and competitiveness. As explained during our meeting on September 15, 2011 and vide our letter dated September 23, 2011, we operate in Mumbai Airport in a competitive environment wherein customers (airlines) select the ground handlers through RFQ (Request for Quotation) after thorough evaluation of quality and prices of our services.

We appreciate and thank you for your understanding on the above.

Yours Truly

For CelebiNAS Airport Services India Pvt. Ltd



**CEM SENSOZ**  
Chief Executive Officer  
Encl: As Above





March 13, 2012

To;  
Mr. C. V. Deepak, OSD-II,  
Airports Economic Regulatory Authority of India  
AERA Building, Administrative Complex,  
Safdarjung Airprt, New Delhi – 110003.

**Sub:** Tariff Proposal for the first tariff year of the first control period.

**Ref:** File No AERA/20010/MYTP/Celebi/GH/Mum/2011-12/2602.

Dear Sir;

This is with reference to the above file number, giving below the response to the clarification sought vide your letter dated 23.02.2012.

**Query No (a):** Herewith enclosing the Form B and also to inform you that Tariff Proposal submitted by us vide letter dated 26.12.2011 was in 14(b) form only, however we are submitting the same again with proper heading.

**Query No (b):** As informed earlier, and acknowledged by you as well, that we are operating in a competitive environment where price and service in the paramount importance for the customers to appoint us as service provider. We, on a continuous basis, addressing any concern and queries raised by customers/ stakeholders and as on today there is no outstanding issues are pending.

**Query No (2):** Yes herewith we confirming that confidentiality has been sought only for discount and resultant net rate, not the ceiling price as per concession agreement with Mumbai International Airport Pvt Ltd.

Hope the above submission at your satisfaction.

Yours Truly  
For Celebinas Airport Services India Pvt. Ltd

  
CEM SENSOZ  
Chief Executive Officer  
Encl: As Above



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

I, Cem Sensoz, aged 41 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 B-407, City Point Premises Cooperative Society Ltd., J. B. Nagar, A. K. Road, Andheri (East), Mumbai – 400059 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 : Mumbai

Date : March 13, 2012



June 21, 2012

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To;  
Capt. Kapil Chaudhary, Secretary  
Airports Economic Regulatory Authority of India  
AERA Building, Administrative Complex,  
Safdarjung Airprt, New Delhi – 110003

Sub: Submission of ATP for the second tariff year of the first control period.

Ref: Order No. 16/2011-12, date of order: 13<sup>th</sup> October 2011, date of issue: 17<sup>th</sup> October, 2011

Dear Madam;

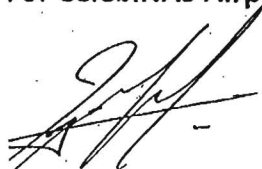
This is with reference to the aforesaid order, herewith we are enclosing the Annual Tariff Proposal for the financial year 2012-13 in Annexure I being the second tariff year of the first control period started w. e. f. 01.04.2011. Declaration in form form "B" is given in Annexure II enclosed herewith.

We request you not to make this proposal (only discount and resultant net rate) a public document because the information content in it is very sensitive to our business and competitiveness.

We appreciate and thank you for your understanding on the above.

Yours Truly

For CelebiNAS Airport Services India Pvt. Ltd

  
CEM SENSOZ  
Chief Executive Officer  
Encl: As Above





**Annexure – II**

**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, B-407 Citi Point, Andheri Kurla Road, Andheri East, Mumbai – 400 059**

I, Cem Sensoz, aged 41 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 B-407, City Point Premises Cooperative Society Ltd., J. B. Nagar, A. K. Road, Andheri (East), Mumbai – 400059 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 : Mumbai

Date : June 21, 2012



August 3, 2012

To;  
**Mr. A.B. Saxena**  
Asst. General Manager,  
Airports Economic Regulatory Authority of India  
AERA Building, Administrative Complex,  
Safdarjung Airprt, New Delhi – 110003

**Sub:** Annual Tariff Plan (ATP) for the Financial Year 2011-12 and 2012-13.

**Dear Sir;**

This is with reference to telephonic discussion you had today with our CFO, Mr. Laxman K Prasad, enclosed please find herewith revised Form 14 (b) for the Financial Year 2011-12 and 2012-13.

We once again request you to put only ceiling rate in public domain because all other information are very sensitive to our business and competitiveness. Also like to highlight you that in support of ATP we have already submitted you the customer's Agreement.

We appreciate and thank you for your understanding.

Yours Truly'

For **CelebiNAS Airport Services India Pvt. Ltd**



**CEM SENSOZ**  
Chief Executive Officer  
Encl: As Above



**Form 14 (b) for FY 11-12**

Aircraft Type/ Category (ICAO code types)	Tariff Heading	Conditions of Tariff - INR (Ceiling Price *)	Applicable Discount - INR	Estimated Units	Estimated Revenues - INR
<b>International - Passenger aircraft</b>					
C	Comprehensive	73,500			
	Ramp	55,000			
D	Comprehensive	120,800			
E	Comprehensive	141,950			
	Ramp	113,950			
<b>International - Freighter aircraft</b>					
D	Ramp	106,480			
E	Ramp	125,345			
<b>Total - International (A)</b>					
<b>Domestic - Passenger aircraft</b>					
C(S)	Ramp	7,000			
C	Ramp	6,000			
<b>Domestic - Freighter aircraft</b>					
C	Ramp	45,300			
D	Ramp	79,800			
<b>Total - Domestic (B)</b>					
<b>Corporate Aviation (CA)</b>					
CA - Ground Handling (C)		22,300**			
<b>Grand Total (A + B + C)</b>					

\* As per Concession agreement between the Company & Mumbai International Airport Pvt. Ltd dt 14 Nov, 2008 except the Prices for Corporate Aviation

\*\* Average rate of all type of aircraft and movement (international and domestic)









September 12, 2012

To;  
Mr. A. B. Saxena,  
Assistant General Manager  
Airports Economic Regulatory Authority of India  
AERA Building, Administrative Complex,  
Safdarjung Airport, New Delhi – 110003.

**Sub** : Revised Annual Tariff Proposal for the FY1112 & FY1213.  
**Ref** : Our letter dated 03.08.2012

**Dear Sir;**

With reference to above mentioned letter herewith we are enclosing revised tariff plan in form 14 (b) for the Financial Year 2011-12 and Financial Year 2012-13.

At the cost of repletion we once again request you to put only ceiling rate in public domain because all other information are very sensitive to our business and competitiveness.

Thank you for your kind cooperation and we assure our best services all the time.

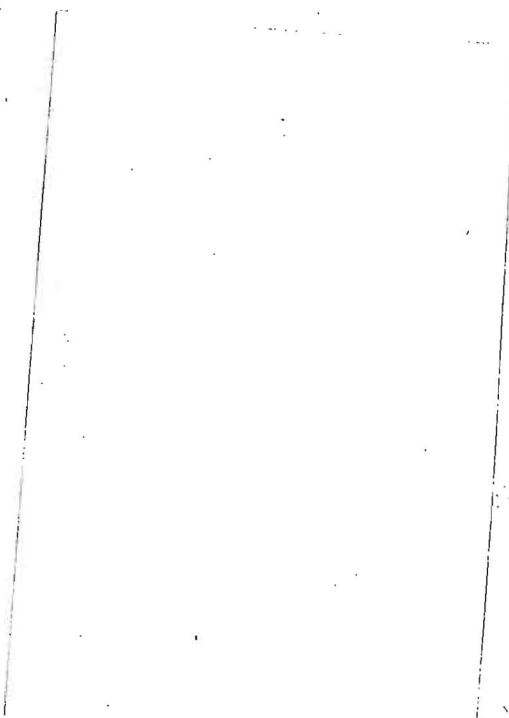
Yours Truly'

For CelebiNAS Airport Services India Pvt. Ltd

Cem Sensoz  
Chief Executive Officer



Encl: As Above



**Form 14 (b) for FY 11-12**

Aircraft Type/ Category (ICAO code types)	Tariff Heading	Conditions of Tariff - INR (Ceiling Price *)	Applicable Discount - INR	Estimated Units	Estimated Revenues - INR
<b>International - Passenger aircraft</b>					
C	Comprehensive	73,500			
	Ramp	55,000			
D	Comprehensive	120,800			
E	Comprehensive	141,950			
	Ramp	113,950			
<b>International - Freighter aircraft</b>					
D	Ramp	106,480			
E	Ramp	125,345			
<b>Total - International (A)</b>					
<b>Domestic - Passenger aircraft</b>					
C(S)	Ramp	7,000			
C	Ramp	6,000			
<b>Domestic - Freighter aircraft</b>					
C	Ramp	45,300			
D	Ramp	79,800			
<b>Total - Domestic (B)</b>					
<b>Corporate Aviation (CA)</b>					
CA - Ground Handling (C)		Ref Annexure-I			
<b>Grand Total (A + B + C)</b>					

\* As per Concession agreement between the Company & Mumbai International Airport Pvt. Ltd dt 14 Nov, 2008 except the Prices for Corporate Aviation



## Annexure - I

### A. Handling Rates

Aircraft MTOW (Maximum take off weight)	Indian Registered Aircraft				Foreign Registered Aircraft - In USD
	Mumbai Based Operators		Non Mumbai Based Operators		
	Domestic Flight - In INR	International Flight - In USD	Domestic Flight - In INR	International Flight - In USD	
0-5000	9,000	330	10,000	330	450
5001-10000	12,500	660	15,000	660	750
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40001-50000	34,000	1,500	38,000	1,500	1,750
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70001 and above	75,000	2,350	75,000	2,350	2,350

### B. Cleaning Rates (In INR)

Aircraft MTOW	Exterior	Interior
0 to 10,000	4,000	3,000
11,000 to 20,000	6,000	4,500
21,000 to 30,000	9,000	7,500
31,000 to 40,000	12,000	10,000
41,000 to 50,000	15,000	12,000
51,000 to 60,000	17,000	15,000
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101,000 to 190,000	25,000	20,000
191,000 to 300,000	30,000	25,000

### C. Transportation Rates (In INR)

Vehicle	Per Turnaround
Mercedes	10,000
Teana	5,000
Innova	3,000
13 Seater Bus	7,200
21 Seater Bus	10,000
Bolero	3,000
Scorpio	5,000





**Form 14 (b) for FY 12-13**

Aircraft Type/ Category (ICAO code types)	Tariff Heading	Conditions of Tariff - INR (Ceiling Price *)	Applicable Discount - INR	Estimated Units	Estimated Revenues - INR
<b>International - Passenger aircraft</b>					
C	Comprehensive	73,500			
	Ramp	55,000			
D	Comprehensive	120,800			
E	Comprehensive	141,950			
	Ramp	113,950			
<b>International - Freighter aircraft</b>					
D	Ramp	106,480			
E	Ramp	125,345			
<b>Total - International (A)</b>					
<b>Domestic - Passenger aircraft</b>					
C(S)	Ramp	7,000			
C	Ramp	6,000			
<b>Total - Domestic (B)</b>					
<b>Corporate Aviation (CA)</b>					
CA - Ground Handling (C)		Ref Annexure-II			
<b>Grand Total (A + B + C)</b>					

REDACTED

\* As per Concession agreement between the Company & Mumbai International Airport Pvt. Ltd dt 14 Nov, 2008 except the Prices for Corporate Aviation





## Annexure - II

### A. Handling Rates

Aircraft MTOW (Maximum take off weight)	Indian Registered Aircraft				Foreign Registered Aircraft - In USD
	Mumbai Based Operators		Non Mumbai Based Operators		
	Domestic Flight - In INR	International Flight - In USD	Domestic Flight - In INR	International Flight - In USD	
0-5000	9,000	330	10,000	330	450
5001-10000	12,500	660	15,000	660	750
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70001 and above	75,000	2,350	75,000	2,350	2,350

### B. Cleaning Rates (In INR)

Aircraft MTOW	Exterior	Interior
0 to 10,000	4,000	3,000
11,000 to 20,000	6,000	4,500
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101,000 to 190,000	25,000	20,000
191,000 to 300,000	30,000	25,000

### C. Transportation Rates (In INR)

Vehicle	Per Turnaround
Mercedes	10,000
Teana	5,000
Innova	3,000
13 Seater Bus	7,200
21 Seater Bus	10,000
Bolero	3,000
Scorpio	5,000

