

# CAMBATA AVIATION PVT. LTD.

Corp. Off. : T9 & 9A, 3rd Floor, Vasant Square Mall, Vasant Kunj,  
New Delhi-110070 Phone : +91-11-40000260-265

7<sup>th</sup> February 2012

Ms. Kapil Chaudhary  
Secretary  
Airports Economic Regulatory Authority of India  
AERA Building, Safdarjung Airport  
New Delhi.

Dear Ms. Kapil Chaudhary,

Ref: Your order No.32 /2011-12 dated 28<sup>th</sup> November 2011 and issued on 5<sup>th</sup> December 2011

Sub: Submission of Annual Tariff Proposal for the first tariff year of the first control period 2011-12 relating to our GH operations at Ahmadabad Airport.

With reference to the above we wish to inform you that since we are at close of the first tariff year of the first control period 2011-12 we will file the Annual Tariff Proposal for the second tariff Year 2012-13 positively on or before 31<sup>st</sup> March 2012. Further we wish to inform you that we will be continuing to charge all our existing airline customers at the same rate and there will not be any revision in our existing tariffs until 31<sup>st</sup> March 2012.

Thank you

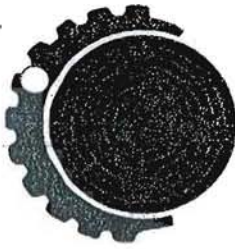
Yours truly

P.Bharani Kumar  
Chief Financial Officer



On file pl  
Mr. Ashumati  
Rashid  
9/2

000114



# CAMBATA AVIATION PVT. LTD.

Corp. Off. : T9 & 9A, 3rd Floor, Vasant Square Mall, Vasant Kunj,  
New Delhi-110070 Phone : +91-11-40000260-265

14<sup>th</sup> March 2012

**Mr. C.V. Deepak**  
Airports Economic Regulatory Authority of India  
AERA Building, Safdarjung Airport  
New Delhi.

Dear Mr. Deepak,

Ref:- Your Letter dated 14<sup>th</sup> March 2012 relating to submission of ATP for the 1<sup>st</sup> and 2<sup>nd</sup> Tariff Year relating to GH operations at Ahmedabad Airport.

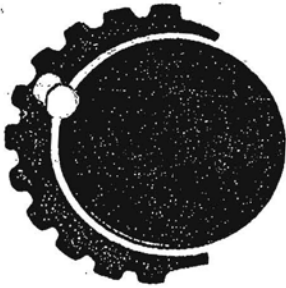
With reference to the above we wish to inform you that vide our letter dated 7<sup>th</sup> February 2012 we have informed AERA that the ATP for the 1<sup>st</sup> Tariff Year will not be filed as we are almost at the year-end 31<sup>st</sup> March 2012 and also the ATP for the 2<sup>nd</sup> Tariff Year 2012-13 will be filed on or before 31<sup>st</sup> March 2012. A copy of the letter filed with AERA on 7<sup>th</sup> February 2012 is being enclosed herewith for your reference.

We further wish to inform you that the ATP for the 2<sup>nd</sup> Tariff Year 2012-13 will be filed with your good selves before 28<sup>th</sup> March 2012 positively.

Yours truly,

**Bharani Kumar**  
Chief Financial Officer.

000115



# CAMBATA AVIATION PVT. LTD.

Corp. Off. : T9 & 9A, 3rd Floor, Vasant Square Mall, Vasant Kunj,  
New Delhi-110070 Phone : +91-11-40000260-265

Handwritten notes: *3/4/12*, *for m.a.p.*, *(S.R.) mk*

Handwritten notes: *AGM (SR)*, *Pd. put up.*

Handwritten notes: *(h)*, *03/4/12*

29<sup>th</sup> March 2012

**Shri C.V. Deepak**  
Airports Economic Regulatory Authority of India  
AERA Building, Safdarjung Airport  
New Delhi.

Dear Mr. Deepak,

**Sub:- Annual Tariff Proposal for the year 2012-13 (Tariff Year-2) relating to Ahmedabad Station.**

Please find attached the ATP for the Tariff Year-2 relating to Ahmedabad Station and in this connection we wish to make the following submissions.

- We wish to inform AERA that we will not be in a position to submit copies of the agreements entered into with our airline customers as part of ATP owing to the same being confidentiality in nature.
- Please note that as per the agreement signed with all airlines our tariffs are quoted in USD and for ATP purposes the same have been converted to INR @ 1 USD= INR 48.
- Our tariffs given as per ATP are inclusive of royalties payable to Airport Operators as per the agreements signed.
- Please note that the total estimated revenue for the year 2012-13 given as per ATP is higher than what has been projected by us in our MYTP filed with your good selves on 19/8/2011 is on account of addition of new airlines subsequent to submission of MYTP Proposal and also owing to Exchange fluctuation as in MYTP the exchange rate considered was 1 USD= INR45 but for ATP 1 USD = INR48

Further <sup>?</sup> the stakeholders have in principally agreed to the ATP- Tariff Year 2 and expressed deep concerns of the same being displayed in the AERA web-site for public information. On the backdrop of the stakeholders concern we request AERA to keep all the information disclosed in ATP to be kept highly confidential and not be to shared or disclosed with anyone without our prior written approval.

Thank you

Yours truly

.....  
**Bharani Kumar**  
Chief Financial Officer.

Handwritten notes: *7/5D-II*, *3/4/12*



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. CAMBATA AVIATION PRIVATE LTD- AHMEDABAD BRANCH

I P. Bharani Kumar aged 45 years resident of Delhi- India acting in my official capacity as Chief Financial Officer in M/s. Cambata Aviation Private Ltd having its registered office at Cambata Building, East Wing, 5<sup>th</sup> Floor, M.Karve Road, Church Gate, Mumbai- 400 020 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s. Cambata Aviation Private Ltd in the matter of making this submission before the Airports Economic regulatory Authority of India, New Delhi ('the Authority');
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of this submission which include inter alia

~~(I) Estimated Maximum Allowed Yield per unit and the proposed detailed break-up of Tariff(s) (in context to Estimated Maximum Allowed Yield per unit where determined by the Authority) where the Authority has specified a price cap approach for the duration of the Control Period, pursuant to clause 3.2.~~

OR

Proposed detailed break-up of Tariffs(s) based on clause 11.2 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.

.....  
Bharani Kumar  
Chief Financial Officer.

Place: New Delhi

Date: 29<sup>th</sup> March 2012

000117



**MINUTES OF THE MEETING OF STAKEHOLDERS HELD ON 28<sup>TH</sup> MARCH  
2012 AT USA AT 9 AM.**

**Director's Present:**

**Mr. Nelson Cambata-Chairman**

**Mr. Geoff Field- Director**

**Through Tele-conference:**

**Mr. Patrick Casserly- COO**

**Mr. Bharani Kumar- CFO.**

Mr. Bharani Kumar- CFO briefed the meeting about the Annual Tariff Proposal to be filed with AERA for the year 2012-13 relating to Ahmedabad Station and explained in the detail the methodology followed in preparation of the same.

The Board in principally agreed to the ATP but expressed deep concerns on the ATP being displayed in the AERA web-site for public information as this will seriously jeopardize the whole business on account of severe competition at all airports and Airline Tariffs to be kept highly confidential. Further under the present market conditions confidentiality of "Airline Tariff's" is highly important to sustain in the business for a longer period.

After several round of discussion, CFO informed the Board that the ATP will be submitted to AERA as the Company needs to comply with local legislation; however AERA will be requested not to share the same with any one without prior written approval. After discussions Board accepted the CFO view's and directed the CFO to go ahead in submitting the ATP for Ahmedabad Station for the year 2012-13 to AERA with a clear message that the same should be kept confidential and not to be shared with anyone.

**Certified True Copy**


**Bharani Kumar**

**Chief Financial Officer**

CAMBATA AVIATION PVT LTD  
AHMEDABAD

**Form F14 (b) - Annual Tariff Proposal for Tariff Year-2 (2012-13)**

Aircraft Type	Tariff Per Turnaround				Discount/Surcharge	Estimated Turnarounds Per Annum	Estimated Revenue	
	(IN USD)		(IN INR)				(IN USD)	(IN INR)
	Minimum	Maximum	Minimum	Maximum				
A-320/321	600	1500	28,800	72,000	NIL	730	7,08,100	3,39,88,800
B-737/800	90	1200	4,320	57,600	NIL	104-518	1,49,657	71,83,536
A-330	1000	2800	48,000	1,34,400	NIL	518	13,26,080	6,36,51,840
							<b>Total</b>	<b>10,48,24,176</b>

  
**P. BHARANI KUMAR.**  
 Chief Financial Officer  
 Cambata Aviation Pvt. Ltd.  
 Unit No.9&9 A 3rd Floor.  
 Vasant Square Mall  
 Vasant Kunj, New Delhi-110070

000119

-2/5-



# CAMBATA AVIATION PVT. LTD.

Corp. Off. : T9 & 9A, 3rd Floor, Vasant Square Mall, Vasant Kunj,  
New Delhi-110070 Phone : +91-11-4000260-265

445/OSD-II/2012  
28/6/12

AGM (SD)

(W)  
28/6/12

28<sup>th</sup> June 2012

~~Shri C.V. Deepak~~  
~~Airports Economic Regulatory Authority of India~~  
~~AERA Building, Safdarjung Airport~~  
~~New Delhi.~~

Dear Mr. Deepak,

**Sub:- Annual Tariff Proposal for the year 2012-13 (Tariff Year-2) relating to Ahmedabad Station.**

Please find attached the ATP for the Tariff Year-2 relating to Ahmedabad Station and in this connection we wish to make the following submissions.

1. We hereby enclose copies of the Standard Ground Handling Agreements (first/last) page entered into with our airline customers as part of ATP.
2. Please note that as per the agreement signed with all airlines our tariffs are quoted in USD and for ATP purposes the same have been converted to INR @ 1 USD= INR 56
3. Our tariffs given as per ATP are inclusive of royalties payable to Airport Operators as per the agreements signed.
4. We do hereby confirm that we will not charge any airline over and above the rates given as per ATP filed with AERA for the tariff year 12-13.
5. We also enclose Form- 14(b) giving the details of maximum Tariff that will be charged for the year 12-13- ATP (2012-13) and also the relevant declaration.

Thank you

Yours truly

.....  
**Bharani Kumar**  
**Chief Financial Officer.**

000120



# CAMBATA AVIATION PVT. LTD.

Corp. Off. : T9 & 9A, 3rd Floor, Vasant Square Mall, Vasant Kunj,  
New Delhi-110070 Phone : +91-11-40000260-265

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. CAMBATA AVIATION PRIVATE LTD- AHMEDABAD BRANCH

I P. Bharani Kumar aged 46 years resident of Delhi- India acting in my official capacity as Chief Financial Officer in M/s. Cambata Aviation Private Ltd having its registered office at T 9/9A, Vasant Square Mall, Vasant Kunj, New Delhi-110 070 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s. Cambata Aviation Private Ltd in the matter of making this submission before the Airports Economic regulatory Authority of India, New Delhi ('the Authority');
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of this submission which include inter alia

~~(I) Estimated Maximum Allowed Yield per unit and the proposed detailed break-up of Tariff(s) (in context to Estimated Maximum Allowed Yield per unit where determined by the Authority) where the Authority has specified a price cap approach for the duration of the Control Period, pursuant to clause 3.2;~~

**OR**

Proposed detailed break-up of Tariffs(s) based on clause 11.2 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.

.....  
**Bharani Kumar**  
**Chief Financial Officer.**  
Place: New Delhi  
Date: 28<sup>th</sup> June 2012

000121



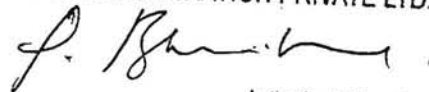
CAMBATA AVIATION PVT LTD  
AHMEDABAD

**Form F14 (b) - Annual Tariff Proposal for Tariff Year-2 (2012-13)**

Aircraft Type			Discount/Surcharge
	(in USD)	(in INR)	
	Maximum	Maximum	
A-320/321	1700	95,200	NIL
B-737/800	1500	84,000	NIL
A-330	3000	168,000	NIL

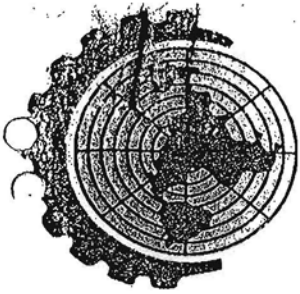
1. Please note that as per the agreement signed with all airlines our tariffs are quoted in USD and for ATP Purposes the same have been converted at the average rate of 1 USD=INR 56
2. Our tariffs given above are inclusive of royalties payable to Airport Operators.

For CAMBATA AVIATION PRIVATE LTD.



Authorised Signatory

000122



# CAMBATA AVIATION PVT. LTD. 272

Corp. Off. : T9 & 9A, 3rd Floor, Vasant Square Mall, Vasant Kunj,  
New Delhi-110070 Phone : +91-11-40000260-64

23rd July 2012

Shri C.V. Deepak  
Airports Economic Regulatory Authority of India  
AERA Building, Safdarjung Airport, New Delhi.

Dear Mr. Deepak,

Sub:- Annual Tariff Proposal for the year 2011-12 (Tariff Year-1) relating to New Delhi, Mumbai, Pune, Ahmedabad and Chennai Stations.

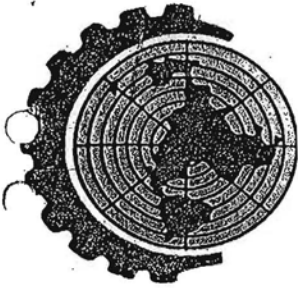
With reference to the above please find attached the ATP for the First Tariff year -1 (2011-12) for all five stations where Cambata operates. Further we would like to bring to the attention of AERA certain key points in connection with our business operations and tariffs:

- a. Cambata is the only Ground Handler who got an approval from the Customs Authorities under "Serve from India Scheme" whereby Cambata is entitled to import various equipment's from abroad for its operations at the airports at concessional customs duty @3%. This approval has been given to Cambata on the backdrop of earning substantial foreign exchange (deemed) through Ground Handling and Cargo Handling operations at various airports by Cambata. One of the conditions to be met for getting customs duty concession is such that the tariffs are to be quoted in foreign currency which Cambata have been doing for a very long time. A copy of the communication received from Customs Authorities and also Reserve Bank of India in this connection is enclosed herewith.
- b. Cambata has been following the procedure for several decades to quote its tariffs to all airlines for rendering GH and Cargo Handling services in USD. The USD rate quoted is converted into INR as per the exchange rate prevailing on the last working day of each month and an invoice is raised on each airline in INR plus applicable taxes. The invoices are sent to respective airlines offices in India and the payments are received in INR only. This procedure of quoting tariffs in USD and raising of invoice in INR is very clearly documented and agreed with each airline as per the agreements signed with them and a sample agreement/invoice is enclosed herewith for reference. "
- c. There is no much change in tariffs quoted in USD for performing GH/Cargo Handling operations for the year 2011-12 and 2012-13 of all stations. However for ATP purposes the conversion rate of 1 USD has been taken @ INR-50 and INR -56 respectively for the years 2011-12 and 2012-13.

WGM(R) Ms. Poonam  
As discussed  
May pl. process.  
W  
24/7/12

*hr*

000123



# CAMBATA AVIATION PVT. LTD. 233

Corp. Off. : T9 & 9A, 3rd Floor, Vasant Square Mall, Vasant Kunj,  
New Delhi-110070 Phone : +91-11-40000260-64

- Their*
- d. ~~Please note that all our~~ tariffs have been fixed for each airline as per the terms of contract entered into with them. The tariffs will vary between airlines for performing similar type of services for same type of aircrafts as the tariffs are decided and agreed upon based on various business decision like volumes, long standing relationship with us etc., Further the tariffs considered for ATP purposes includes all types of GH/Cargo Handling services rendered to an airline including provision of Ground Power Units, Ambulifts, Air Cooling Units, toilet/water carts etc.,
- e. As explained above all the tariffs for provision of various services are fixed and agreed upon with each airline and clearly documented in the SGHA entered into with airline. The contracts signed are generally for a period of three years and only very few airlines contracts consists of an increase in tariff clause each year that too not exceeding by 5% and in most of the cases the tariffs are fixed in USD for three years. For ATP purposes we have considered the maximum rate which we have been charging an airline under a particular category of an aircraft and confident that our tariffs will not go beyond the tariffs given in the ATP for the first and second year. Since the rates have already been fixed and agreed upon with each airline and will not exceed the maximum tariff given as per ATP for the first and second tariff year we were of the opinion that a separate consultation once again with the stakeholder on the tariffs proposed as per ATP doesn't warrant which will result in duplication of work.

Thank you

Yours truly

**Bharani Kumar**  
Chief Financial Officer

000124



# CAMBATA AVIATION PVT. LTD.

Corp. Off. : T9 & 9A, 3rd Floor, Vasant Square Mall, Vasant Kunj,  
New Delhi-110070 Phone : +91-11-4000260-265

21054/ATP/12  
28/8/12

27<sup>th</sup> August 2012

**Ms. Kapila Chowdhary**  
Secretary, Airports Economic Regulatory Authority of India  
AERA Building, Safdarjung Airport, New Delhi.

Dear Ms. Kapila Chowdhary

This is further to the discussions we had regarding filing of MYTP/ATP of Cambata Aviation Pvt Ltd showing separately the GH/Cargo operations tariffs, please find attached the following.

- a. A write up on Cargo back office functions performed by Cambata in all airports except for pune.
- b. ATP for the years 2011-12 and 2012-13 for Delhi, Mumbai, Chennai and Ahmedabad stations showing separately GH and Cargo Tariffs.

Since lot of information has to be compiled for preparing MYTP for four stations showing separately the GH / Cargo income the same is in the process and will be filed with AERA shortly.

If any further information is required please do contact us.

Thank you


  
**P. Bharani Kumar**  
Chief Financial Officer

~~550/12~~

~~27/8/12~~

AGM (S. Dey)  
Bodhisatva  
4/9

AGM (R)



31/8/12

000125



# CAMBATA AVIATION PVT. LTD.

Corp. Off. : T9 & 9A, 3rd Floor, Vasant Square Mall, Vasant Kunj,  
New Delhi-110070 Phone : +91-11-40000260-265

27<sup>th</sup> August 2012

Ms. Kapila Chowdhary  
Secretary, Airports Economic Regulatory Authority of India  
AERA Building, Safdarjung Airport, New Delhi.

Dear Ms. Kapila Chowdhary

This is further to the meeting we had on the above subject please find below a write up on the services being rendered by us on the Cargo Operations.

#### Background:

Cambata is basically engaged in providing GH services to various international carriers and as forming part of GH services package we also do certain cargo back office functions which forms part of the original GH contracts. Further tariffs are agreed with each airline based on the services offered for the Cargo back office functions.

#### Cargo Documentation:

Cambata handles all documentation work relating to Export/Import of Cargo like,

1. Filing of Export /Import General Manifests with customs authorities (EGM/IGM)
2. Segregation and distribution of documents
3. Issue of Deliver Order to agents in case of imports,
4. Collect DO charges and deposit into airlines bank accounts,
5. Issue of CAN (Cargo Arrival Notice) to agents/consignees in case of imports.

#### Export Carting:

1. Acceptance of Cargo on behalf of airlines relating to Export after agents clearing the customs formalities.
2. Verifying all the documents relating to Export Cargo.
3. Provide Manpower/Equipment's for moving the Cargo inside the cargo terminal, provide necessary assistance for screening the Cargo.
4. After Screening the cargo unitize the same and build pallets.
5. Send FFM messages to airlines offices
6. Update all data's in the airline systems.
7. Move the pallets to aircrafts which forms part of the GH functions.

Kindly note that we are permitted to perform only back office functions relating to Cargo and the physical cargo handling is actually done by cargo terminal operators like MIAL in Mumbai, Celebi in Delhi, Bhadra International in Chennai etc.,

We further wish to inform you that we perform back office functions relating to Cargo at Mumbai, Chennai, Delhi and Ahmedabad Airports only except for Pune.

Thank you

P. Bharani Kumar  
Chief Financial Officer

000126

CAMBATA AVIATION PVT LTD

AHMEDABAD

**Form F14 (b) - Annual Tariff Proposal for Tariff Year-2 (2012-13)**

**GROUND HANDLING SERVICES**

Aircraft Type	Per Turnaround		Discount/Surcharge
	(in USD)	(in INR)	
	Maximum	Maximum	
A-320/321	1700	95,200	NIL
B-737/800	1500	84,000	NIL
A-330	3000	168,000	NIL

1. Please note that as per the agreement signed with all airlines our tariffs are quoted in USD and for ATP Purposes the same have been converted at the average rate of 1 USD=INR 56
2. Our tariffs given above are inclusive of royalties payable to Airport Operators.



000127

240

CAMBATA AVIATION PVT LTD  
AHMEDABAD

Form F14 (b) - Annual Tariff Proposal for Tariff Year-2 (2012-13)

Cargo Rates						
A/c Type	Exp/Imp	ExpCargo	Delivery Order	Break Bulk Fees	Import Cargo	Service Charge
	Cgo Doc-per Flt	Unitizing/Bulk Handl.	Fees per MAWB	Per MAWB	Delivery Scvs.	Per Flt
A320			Inr. 950.00		Inr. 1.50 per kilo	Inr. 450.00
B737-800	Rs. 50.00	Inr. 1.50 per kilo	Inr. 950.00		Inr. 1.50 per kilo	Inr. 450.00
A320/A321			Inr. 700.00	INR -300	Inr. 1.00 per kilo	Inr. 150.00



000128

CAMBATA AVIATION PVT LTD

AHMEDABAD

Form F14 (b) - Annual Tariff Proposal for Tariff Year-1 (2011-12)

GROUND HANDLING SERVICES

Aircraft Type	PER TURNAROUND		Discount/Surcharge
	(in USD)	(in INR)	
	Maximum	Maximum	
A-320/321	1700	85,000	NIL
B-737/800	1500	75,000	NIL
A-330	3000	150,000	NIL

1. Please note that as per the agreement signed with all airlines our tariffs are quoted in USD and for ATP Purposes the same have been converted at the average rate of 1 USD=INR 50
2. Our tariffs given above are inclusive of royalties payable to Airport Operators.



000129

200



CAMBATA AVIATION PVT LTD  
AHMEDABAD

Form F14 (b) - Annual Tariff Proposal for Tariff Year-1 (2011-12)

Cargo Rates						
A/c Type	Exp/Imp Cgo Doc-per Flt	ExpCargo Unitizing/Bulk Handl.	Delivery Order Fees per MAWB	Break Bulk Fees Per MAWB	Import Cargo Delivery Scvs.	Service Charge Per Flt
A320			Inr. 950.00		Inr. 1.50 per kilo	Inr. 450.00
B737-800	Rs. 50.00	Inr. 1.50 per kilo	Inr. 950.00		Inr. 1.50 per kilo	Inr. 450.00
A320/A321			Inr. 700.00	INR -300	Inr. 1.00 per kilo	Inr. 150.00



000130

213