



30th APRIL 2011

THE SECRETARY
AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA
AERA BUILDING, ADMINISTRATIVE COMPLEX
SAFDARJUNG AIRPORT, NEW DELHI - 110 003

Kind Attn: Shri Sandeep Prakash

"WITHOUT PREJUDICE"

Dear Sir,

Subject: Submission of Multi Tear Tariff Proposal for Cargo and Ground Handling services at Bangalore and Hyderabad by Air India SATS Airport Services Private Limited

With reference to AERA's letter Reference no. AERA/20019/CGF-G/2010-11/Vol.II/1632 dated 21st February 2011 on the subject requesting us to submit the Multi Tear Tariff Proposal in as per guidelines issued by the Authority we are pleased to submit our proposal which contains the following:

1. Various forms as per AERA guidelines
2. Copy of Service Provider's Agreement with Airport Operator
3. Summary of Operational Consultation undertaken with Stakeholder from time to time

The above submission is for Cargo Handling at Bangalore and Ground Handling at Bangalore and Hyderabad. The submission is in line with the Authority's AERA Guidelines, 2011.

As per guidelines issued by AERA, our services fall under "**Material but Competitive**" category at both these airports. The Materiality Assessment and Competition Assessment have been arrived as mentioned below:

1. Materiality Assessment: (as per Order No. 12/2010-11)
 - a. Cargo Handling at Bangalore MI_C is 9.2% which is $> 2.5\%$
 - b. Ground Handling at Bangalore MI_G is 5.2% which is $> 5\%$
 - c. Ground Handling at Hyderabad MI_G is 5.1% which is $> 5\%$

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AIR INDIA SATS AIRPORT SERVICES PVT. LTD.

Plot No. C-05L, Bengaluru International Airport,
Devanahalli, Bangalore - 560 300.

Tel : +91 80 6678 3431 / 6678 3021 Fax : +91 80 6678 3452 / 3091

2. **Competition Assessment:**

- a. Cargo Handling at Bangalore -- 2 service providers
- b. Ground Handling at Bangalore -- 2 service providers
- c. Ground Handling at Hyderabad -- 2 service providers

With the above info, it is apparent that we meet the conditions prescribed under the AERA Guidelines for the category of "Material but Competitive". For reasonableness of service provider's agreement the details for the same have also been furnished in our submission. In view of the facts submitted we request that our services fall under the 'Light touch Approach' as per the AERA guidelines.

Confidentiality of the documents submitted

This proposal contains confidential information in the form of, inter alia, business plans, historical and projected financials and agreements with airport operators that is secret and/or proprietary to Air India SATS Airport Services Private Limited ("AISATS"). This information shall not be disclosed outside the Authority, and shall not be duplicated, used, disclosed or published in whole or in part for any purpose except with the prior written approval of AISATS. Confidential information contained herein is noted on each applicable page. Irreparable competitive disadvantage could result from the release of any confidential information contained in this proposal. If there is a request for disclosure of any confidential information, please notify us in writing allowing us the opportunity to participate in any disclosure discussions.

We do trust that you will find the above details to be in-line with the AERA guidelines.

Thanking You,

Yours Truly,
For Air India SATS Airport Services Pvt. Ltd.


Tjun Kyek Kwa
Head Marketing

AIR INDIA SATS AIRPORT SERVICES PVT. LTD.

Plot No. C-05L, Bengaluru International Airport,

Jevanahalli, Bangalore - 560 300.

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

MAXIMUM RATES TO BE PAID BY SCHEDULED AIRLINES FOR COMPREHENSIVE GROUND**HANDLING:****EFFECTIVE 15TH AUGUST 2011**

S/N	ICAO Code	Aircraft Types	Maximum Ground Handling Rate in INR			
			Scheduled Passenger Aircraft		Scheduled Freighter Aircraft	
			Domestic Flight	International Flight	Domestic Flight	International Flight
1	CODE B	Single Engine Aircraft	10,000	28,000	NA	NA
2	CODE C	A318, A319, A320, A321 B717, B727, B737, BBJ, MD 81 to MD 90, DC9 TU134, TU134A, AN24, AN26, ATR 42, ATR72, F27, F28, F50, F70, F100, YAK 40, YAK 42	13,400	73,000	45,000	1,09,500
3	CODE D	A300-600, A310 B707, B727-100, B757, B767, B787-300, DC8, DC10, MD11	21,440	1,10,000	78,000	1,21,000
4	CODE E	A330-200, A330-300, A340 B747SP, B747, B777, B787-800, B787-900 IL96	45,000	1,40,000	94,000	1,65,000
5	CODE F	A380	80,000	1,98,000	1,27,900	2,37,600

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 2004 or 2008 (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) All charges mentioned above exclude taxes which will be charged at the prevailing rates.





प्रारूप 1
पंजीकरण प्रमाण-पत्र

कॉर्पोरेट पहचान संख्या : U74900DL2010PTC201763

2010 - 2011

मैं एतद्वारा सत्यापित करता हूँ कि मैसर्स

Air India SATS Airport Services Private Limited

का पंजीकरण कम्पनी अधिनियम 1956 (1956 का 1) के अंतर्गत आज किया जाता है और यह कम्पनी प्राइवेट लिमिटेड है।

यह निगमन-पत्र आज दिनांक बीस अप्रैल दो हजार दस को मेरे हस्ताक्षर से दिल्ली में जारी किया जाता है।

Form 1
Certificate of Incorporation.

Corporate Identity Number : U74900DL2010PTC201763

2010 - 2011

I hereby certify that Air India SATS Airport Services Private Limited is this day incorporated under the Companies Act, 1956 (No. 1 of 1956) and that the company is private limited.

Given under my hand at Delhi this Twentieth day of April Two Thousand Ten.

(MAHESH CHANDRA SAXENA)

सहायक कम्पनी रजिस्ट्रार / Assistant Registrar of Companies

राष्ट्रीय राजधानी क्षेत्र दिल्ली एवं हरियाणा
National Capital Territory of Delhi and Haryana

कम्पनी रजिस्ट्रार के कार्यालय अभिलेख में सफल पंजीकरण का पता :

Mailing Address as per record available in Registrar of Companies office:

Air India SATS Airport Services Private Limited
AIRLINES HOUSE, 113, GURUDWARA RAKABGANJ ROAD,
NEW DELHI-110007,
Delhi, INDIA



Mahesh Saxena

Details of Competitors Facility

Form F1 (b) - Competition Assessment:

S.N.	Details of Competitor Facility
1	Ground Handling at Bangalore by: GlobeGround India Pvt. Ltd. GSE Building #2 Bengaluru International Airport Devanahalli, Bangalore-560 300 India

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Form F7 (b) - Initial Regulated Assets Base FY 2008-09:

Asset	Useful Economic Life	Original Cost of Fixed Assets	Capital Receipt	Depreciation Rate	Year in Operations	Accumulated Depreciation
Building	15.0	46,68,125	0	7%	0	-
Office equipments	5.0	67,080	0	20%	0	-
Electrical equipments	4.0	3,75,693	0	25%	0	-
Computers	3.0	73,13,712	0	33%	0	-
Furniture and fitting	5.0	61,18,000	0	20%	0	-
Plant and machinery	6.0	2,84,692	0	17%	0	-
Ground Support Equipment	6.0	1,65,26,210	0	17%	0	-
Vehicle	7.0	3,37,346	0	14%	0	-
Total		3,57,91,743	-			-

Initial RAB Valuation:

Original cost of fixed assets	3,57,91,743
Accumulated depreciation	-
Capital receipt	-
Initial RAB	3,57,91,743

Note:

- 1) Ground Handling at the Greenfield Bangalore International Airport started on 24 May 2008 and assets have been capitalized post that.
- 2) It should also be noted that Air India SATS has taken majority of its ground support equipments on lease from the partner's (Air India Ltd.) hence the low RAB base.



Form F8 (b) - Format for providing proposed exclusions from RAB

Details of Proposed Excluded Assets from RAB						
S.N.	Asset Name	Book Value	Accumulated Depreciation	Justification for Exclusion	Any Land Associated with Asset	If yes, Details of Land
1	NIL	NIL	NIL	NIL	NIL	NIL
2	NIL	NIL	NIL	NIL	NIL	NIL
3	NIL	NIL	NIL	NIL	NIL	NIL
4	NIL	NIL	NIL	NIL	NIL	NIL



Form F9 - Formats for Forecast and Actual Roll-Forward RAB

S.N.	Asset Name	FY 2008-09	FY 2009-10	FY 2010-11	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
A Opening RAB									
1	Building	-	37,36,374	25,69,342	14,02,310	2,35,278	-	-	-
2	Office equipments	-	47,415	47,415	47,415	47,415	47,415	47,415	47,415
3	Electrical equipments	-	2,96,469	2,96,469	2,96,469	2,96,469	2,96,469	2,96,469	2,96,469
4	Computers	-	63,17,693	39,27,035	14,86,770	57,13,171	73,79,837	82,13,171	73,79,837
5	Furniture and fitting	-	52,43,391	44,27,586	32,18,712	10,09,838	-	-	-
6	Plant and machinery	-	3,18,600	-	-	25,67,386	36,34,772	62,02,158	72,69,544
7	Ground Support Equipment	-	1,44,15,280	1,44,15,280	1,54,15,280	1,85,48,613	2,01,81,947	2,21,48,613	2,26,15,280
B Additions									
1	Building	46,68,125	-	-	-	-	-	-	-
2	Office equipments	67,080	-	-	-	-	-	-	-
3	Electrical equipments	3,75,693	-	-	-	-	-	-	-
4	Computers	73,13,712	49,608	-	1,00,00,000	75,00,000	1,00,00,000	75,00,000	1,25,00,000
5	Furniture and fitting	61,18,885	3,93,069	-	-	-	-	-	-
6	Plant and machinery	3,84,692	1,98,389	-	60,00,000	45,00,000	60,00,000	45,00,000	75,00,000
7	Ground Support Equipment	1,65,26,210	-	12,00,000	40,00,000	30,00,000	40,00,000	30,00,000	50,00,000
C Disposals									
1	Building	-	-	-	-	-	-	-	-
2	Office equipments	-	-	-	-	-	-	-	-
3	Electrical equipments	-	-	-	-	-	-	-	-
4	Computers	-	-	-	-	-	-	-	-
5	Furniture and fitting	-	-	-	-	-	-	-	-
6	Plant and machinery	-	-	-	-	-	-	-	-
7	Ground Support Equipment	-	-	-	-	-	-	-	-
D Depreciation									
1	Building	9,31,751	11,67,032	11,67,032	11,67,032	2,35,278	-	-	-
2	Office equipments	19,665	-	-	-	-	-	-	-
3	Electrical equipments	79,224	-	-	-	-	-	-	-
4	Computers	9,96,019	24,40,266	24,40,266	57,73,614	58,33,333	91,66,667	83,33,333	1,00,00,000
5	Furniture and fitting	8,75,494	12,08,874	12,08,874	12,08,874	10,09,838	-	-	-
6	Plant and machinery	66,092	5,16,989	-	34,32,614	34,32,614	34,32,614	34,32,614	34,32,614
7	Ground Support Equipment	21,10,930	-	2,00,000	8,66,667	13,66,667	20,33,333	25,33,333	33,66,667
E Closing RAB									
1	Building	37,36,374	25,69,342	14,02,310	2,35,278	-	-	-	-
2	Office equipments	47,415	47,415	47,415	47,415	47,415	47,415	47,415	47,415
3	Electrical equipments	2,96,469	2,96,469	2,96,469	2,96,469	2,96,469	2,96,469	2,96,469	2,96,469
4	Computers	63,17,693	39,27,035	14,86,770	57,13,171	73,79,837	82,13,171	73,79,837	98,79,837
5	Furniture and fitting	52,43,391	44,27,586	32,18,712	10,09,838	-	-	-	-
6	Plant and machinery	3,18,600	-	-	25,67,386	36,34,772	62,02,158	72,69,544	1,33,36,939
7	Ground Support Equipment	1,44,15,280	1,44,15,280	1,54,15,280	1,85,48,613	2,01,81,947	2,21,48,613	2,26,15,280	2,42,48,613

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Form F10 (a) Capital Projects:

S.N.	Project Type	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	Main Deck Loader	1,50,00,000	-	-	-	1,50,00,000
2	Computer Peripherals & Software	-	15,00,000	20,00,000	15,00,000	25,00,000
3	Electric / Diesel Baggage Tractors	-	30,00,000	40,00,000	30,00,000	50,00,000
4	Aircraft Tail Stand	30,00,000	-	30,00,000	-	-
5	GSE Maintenance Equipment	20,00,000	5,00,000	-	15,00,000	25,00,000
6	Cargo Pallets (10 feet)	-	30,00,000	40,00,000	30,00,000	-
7	Baggage Trolleys Big (covered)	-	30,00,000	40,00,000	30,00,000	-
8	Second Deck Loader	-	20,00,000	15,00,000	30,00,000	-
9	Sky Loader	-	20,00,000	15,00,000	-	-
Total		2,00,00,000	1,50,00,000	2,00,00,000	1,50,00,000	2,50,00,000

Form F10 (b) - Capital Projects Plan - 10 year Master

S.N.	Project Type	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5	FY 2015-16 Tariff Year 6	FY 2015-16 Tariff Year 7	FY 2015-16 Tariff Year 8	FY 2015-16 Tariff Year 9	FY 2015-16 Tariff Year 10
1	Main Deck Loader	1,50,00,000	-	-	-	1,50,00,000	-	-	-	1,50,00,000	-
2	Computer Peripherals & Software	-	15,00,000	20,00,000	15,00,000	25,00,000	20,00,000	15,00,000	25,00,000	20,00,000	15,00,000
3	Electric / Diesel Baggage Tractors	-	30,00,000	40,00,000	30,00,000	50,00,000	30,00,000	40,00,000	30,00,000	50,00,000	30,00,000
4	Aircraft Tail Stand	30,00,000	-	30,00,000	-	-	-	-	-	-	-
5	GSE Maintenance Equipment	20,00,000	5,00,000	-	15,00,000	25,00,000	20,00,000	5,00,000	-	15,00,000	25,00,000
6	Cargo Pallets (10 feet)	-	30,00,000	40,00,000	30,00,000	-	-	40,00,000	-	40,00,000	-
7	Baggage Trolleys Big (covered)	-	30,00,000	40,00,000	30,00,000	-	30,00,000	-	30,00,000	-	30,00,000
8	Second Deck Loader	-	20,00,000	15,00,000	30,00,000	-	20,00,000	-	20,00,000	-	-
9	Sky Loader	-	20,00,000	15,00,000	-	-	20,00,000	-	20,00,000	-	-
10	Pushback Tractor (narrow body)	-	-	-	-	-	-	1,30,00,000	-	-	-
11	Pushback Tractor (wide body)	-	-	-	-	-	-	-	90,00,000	90,00,000	-
12	Passenger Step (covered)	-	-	-	-	-	30,00,000	-	-	-	30,00,000
13	GPU	-	-	-	-	-	45,00,000	-	-	-	-
14	Office Refurbishment	-	-	-	-	-	10,00,000	-	10,00,000	-	20,00,000
15	Furniture	-	-	-	-	-	-	10,00,000	-	10,00,000	20,00,000
16	Vehicles	-	-	-	-	-	9,00,000	-	-	10,00,000	18,00,000
Total		2,00,00,000	1,50,00,000	2,00,00,000	1,50,00,000	2,50,00,000	2,34,00,000	2,40,00,000	2,25,00,000	3,75,00,000	1,88,00,000



Form F10 (c) - Year Wise Capital Expenditure Financing Plans

S.N.	Project Type	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5	FY 2015-16 Tariff Year 6	FY 2015-16 Tariff Year 7	FY 2015-16 Tariff Year 8	FY 2015-16 Tariff Year 9	FY 2015-16 Tariff Year 10
1	Project CAPEX (Internal Accruals)	2,00,00,000	1,50,00,000	2,00,00,000	1,50,00,000	2,50,00,000	2,34,00,000	2,40,00,000	2,25,00,000	3,75,00,000	1,88,00,000

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Form F10 (d) - Summary Statement of Expenses

S.N.	Particulars	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	Interest & Finance Charges Capitalised					
2	Cost of raising Finance & Bank Charges					
3	Other Expenses Capitalised					
4	Total Expenses Being	NIL	NIL	NIL	NIL	NIL

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Form F10 (e) - Additional Capital Projects Summary

S.N.	Particulars	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	Opening WIP Assets					
2	Additions - New WIP					
3	WIP Capitalized					
4	Closing WIP Assets	NIL	NIL	NIL	NIL	NIL

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Form F11 (a) - Employee Strength

S.N.	Particulars	FY 2008-09	FY 2009-10	FY 2010-11	FY 2011-12 Tariff Year 1	FY 2012-13 Tariff Year 2	FY 2013-14 Tariff Year 3	FY 2014-15 Tariff Year 4	FY 2015-16 Tariff Year 5
1	Full Time Employees	783	824	1,004	1,034	1,065	1,097	1,130	1,164
2	Contractual Employees	na	na	na	na	na	na	na	na
	Total (1+2)	783	824	1,004	1,034	1,065	1,097	1,130	1,164

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Historical and Forecasted Volume

Form F12 (a)-Historical and Projected Aircraft Movements:

Year	Domestic (Landings)			International (Landings)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2008-2009		16,864			3,614	
2009-2010		20,391			4,303	
2010-2011		19,783			5,017	
2011-2012	21,168	20,574	20,376	5,469	5,318	5,268
2012-2013	22,015	21,397	21,192	5,797	5,637	5,584
2013-2014	22,895	22,253	22,039	6,144	5,975	5,919
2014-2015	23,811	23,143	22,921	6,513	6,334	6,274
2015-2016	24,763	24,069	23,851	6,904	6,714	6,651
2016-2017	25,754	24,791	24,791	7,318	7,050	7,050
2017-2018	26,526	25,535	25,535	7,684	7,402	7,402
2018-2019	27,322	26,301	26,301	8,068	7,772	7,772
2019-2020	28,142	26,958	27,090	8,472	8,083	8,161
2020-2021	28,846	27,632	27,767	8,811	8,406	8,487

Note:

- 1) IMF predicts an average growth rate for India for next 5 year at 7.86%
- 2) IATA expects aircraft movements to increase by 6% this year 2011 (IATA release 28 Feb 2011)

