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[Print](#)[Cancel](#)**From:** Sanjay Savant <sanjay.savant@globegroundindia.com>**To:** <cvdeepak@gmail.com>, <khannadheeraj@rediffmail.com>**Subject:** RE: Kind Attn: Mr. Deepak / Mr. Dheeraj**Date:** Mon, 19 Sep 2011 17:56:53 IST**Subject: Submission of MYTP for and on behalf of Globe Ground India Pvt. Ltd. (GGI)**

Dear Sirs,

Further to our letter dated August 1, 2011 on the captioned subject we maintain our request made in the above letter and re-iterate that the following information may be published at AERA website:

1. Certification of Incorporation (copy enclosed as Annexure 1)
2. Materiality Assessment as per data in AII-1.5 of Appendix to the guideline issued by AERA
3. Form F1(b) – Indicating AI SATS as competitor
4. Form F7(b) – Initial RAB (regulatory assets base)
5. Form F8(b) – Format for providing exclusions from RAB
6. Form F9 – Format for Forecast and actual roll forward RAB
7. Form F10(a) – Capital projects
8. Form F10(b)- Capital project plan
9. Form F10(c) - Year-wise capital expenditure financing plan
10. Form F10(d) – Summary statement of expenditure
11. Form F10(e) - Additional Projects summary
12. Form F11(a) – Employee strength (resubmitted and enclosed as Annexure 2)
13. Form F12(a) – Historical and forecasted aircraft movements
14. Form 14(b) – Annual Tariff Proposal for Tariff Year 1— the Annual Tariff Proposal submitted by AI SATS showing maximum rates to be paid by scheduled airlines for comprehensive ground handling is acceptable to us and should be applied on both the competitors. (resubmitted and enclosed as Annexure 3)

We believe that the above will suffice the requirement of the Guidelines issued by AERA.

Yours sincerely

for GlobeGround India Pvt. Ltd.

Best Regards

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From: Sanjay Savant [mailto:sanjay.savant@globegroundindia.com]
Sent: Monday, August 01, 2011 4:46 PM
To: 'cvdeepak@gmail.com'
Cc: 'khannadheeraj@rediffmail.com'
Subject: Kind Attn: Mr. Deepak / Mr. Dheeraj

Dear Sirs,

SUBMISSION OF MULTI YEAR TARIFF PROPOSAL (MYTP) FOR AND ON BEHALF OF: GlobeGround India Private Limited.

This is in reference to our submission of MYTP and related forms vide our letter dated June 30, 2011 wherein we have requested not to publish informations contained as per point no. 16. We hereby again mention you that GlobeGround India Private limited is providing ground handling services at Bengaluru International Airport in a competitive environment with the presence of Air India SATS as the competitor. We are of the belief that the specified information of the MYTP forms submitted by us contain very sensitive information of our business and if published in your website may result in a severe adverse effect on the business of our company. Further, we have also visited your website and got to know that there is no tariff information / data available for any of the similar existing ground handling agency till date. In such situation and this point of time, our said details / information will straightaway provide our competitor insight into our very sensitive business information.

Moreover, till date new ground handling policy is not enforceable due to the matter before the Supreme Court which is also not giving us the business opportunity from present self-handling airline operators.

In light of the above facts, we sincerely request AERA not to publish such informations which is stated by our company as confidential and stated in point no 16 of our letter dated June 30, 2011. This request is purely to safeguard the business interest at present.

We look forward co-operation from your side.

Yours sincerely

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Form 1

Certificate of Incorporation

55-89630 of 1999-2000

I hereby certify that **GLOBE GROUND INDIA PRIVATE LIMITED** is this day incorporated under the Companies Act, 1956 (No. 1 of 1956) and that the Company is limited.

Given under my hand at **NEWDELHI** this **FIFTH** day of **MAY**...One Thousand Nine Hundred and **NINETY NINE**.



Sd/-

(**LALIT MOHAN**)
ASSTT Registrar of Companies
N.C.T. OF DELHI & HARYANA

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COMPANY NO. 99630

**FRESH CERTIFICATE OF INCORPORATION
CONSEQUENT UPON CHANGE OF NAME**

In the office of Registrar of Companies, NCT of Delhi & Haryana
(Under the companies Act, 1956 (1 of 1956))

IN THE MATTER OF M/s GLOBE GROUND INDIA PVT. LTD.

I hereby certify that GLOBE GROUND INDIA PVT. LTD.

incorporated on FIFTH MAY NINETEEN HUNDRED AND NINETY NINE

under the Companies Act, 1956 (Act 1 of 1956) under the name

GLOBE GROUND INDIA PVT. LTD.

having duly passed the necessary resolution in terms of Section 21 of the Companies Act, 1956 and the approval of the Central Government signified in writing having been accorded thereto under Section 21 read with Government of India, Department of Company Affairs, NCT of Delhi & Haryana, New Delhi by vide letter No.ROC/Approval/21/55-99630/394 dated 15.1.2002 the name of the said

Company is this day changed to

GLOBEGROUND INDIA PRIVATE LIMITED

and this Certificate is issued pursuant to Section 23 (1) of the said Act

Given under my hand at NEW DELHI this **Fifteen January** Two Thousand and Two



Sd/-

(D.K. GUPTA)

DEPUTY REGISTRAR OF COMPANIES
N.C.T. OF DELHI AND HARYANA(JLNS)

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Annexure 2

Form F11 (a) Employee Strength (ref: Section A1.5 of Appendix D)

Sl. No.	Particulars - with detailed breakup	As at 31 March 2010	As at 31 March 2011	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Full-Time Employees	477	467	1017	1017	1017	1017	1017
B	Contractual Employees	560	550	0	0	0	0	0
	Total (A+B)	1037	1017	1017	1017	1017	1017	1017

* Projected values to be provided

Fields in italics are indicative only

^ Information for last financial year for which audited accounts are available

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Maximum Rate to be paid by Scheduled Airlines for comprehensive ground handling
(as submitted by AI SATS and agreed by GlobeGround India Pvt. Ltd.

S.No.	ICAO Code	Aircraft Type	Maximum Ground Handling Rates in INR			
			Scheduled Passenger Aircraft		Scheduled Freighter Aircraft	
			Domestic	International	Domestic	International
1	Code B	Single Engine Aircraft	10,000	28,000	N/A	N/A
2	Code C	A318, A319, A320, A321, B717, B727, B737, BBJ, MD81 to MD90, DC9, TU134, TU134A, AN24, AN26, ATR42, ATR72, F27, F28, F50, F70, F100, YAK40, YAK42	13,400	73,000	45,000	109,500
3	Code D	A300-600, A310, B707, B727-100, B757, B767, B787-300, DC8, DC10, MD11	21,440	110,000	78,000	121,000
4	Code E	A330-200, A330-300, A340, B747SP, B747, B777, B787-800, B787-900, IL96	45,000	140,000	94,000	165,000
5	Code F	A380	80,000	198,000	127,900	237,600

All the charges mentioned above exclude taxes which will be charged at the mentioned rates.



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GlobeGround India Pvt. Ltd.

Form 1 (b) - Competition Assessment (ref: Section A1.3 Appendix i)

S No.	Details of competitive facilities
1	The Company is operating at Bangalore International Airport wherein apart from the Company, Air India Sats is also providing Ground Handling Services as a competitor.
2	The Company is providing services to its Airlines Customers based on multiple discussions on service levels followed by negotiations with them. During this discussions, the cost factors and the competitive prices available are always considered.
3	Due to this perfect competition, the rate(s) are competitively low and being determined by independent market force.
4	Almost all of its services are covered through signed contract with its customers.



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Form F7: Format for Identifying Initial Regulatory Asset Base (ref: Section A1.5 of Appendix I)

Fixed Asset already commissioned as on								
S.N.	Asset Name	Asset Type	Description of the asset	Commission Date	Useful Life in Years	Original Cost of Asset	Depreciation Rate	Accumulated Depreciation
1	Plant & Machinery	Ground Handling Equipment	Baggage Conveyor	Various Dates	7.96	20,888,582	30.00%	6,291,325
	Plant & Machinery	Ground Handling Equipment	Baggage Trolleys	Various Dates	18.95	8,609,551	13.91%	2,561,754
	Plant & Machinery	Ground Handling Equipment	Container Dollies	Various Dates	18.95	24,592,574	13.91%	8,678,208
	Plant & Machinery	Ground Handling Equipment	Deck Loader	Various Dates	18.95	181,193,218	13.91%	84,667,941
	Plant & Machinery	Ground Handling Equipment	Other Mechanical Asset	Various Dates	18.95	186,115,861	13.91%	73,771,923
	Plant & Machinery	Ground Handling Equipment	Pallet Dollies	Various Dates	18.95	32,326,294	13.91%	11,189,795
	Plant & Machinery	Ground Handling Equipment	Passenger Step	Various Dates	7.96	34,847,131	30.00%	17,456,302
	Plant & Machinery	Ground Handling Equipment	Toilet Cart	Various Dates	7.96	7,902,940	30.00%	5,188,317
	Plant & Machinery	Ground Handling Equipment	Tractors	Various Dates	7.96	149,887,923	30.00%	89,675,441
	Plant & Machinery	Ground Handling Equipment	Water Cart	Various Dates	7.96	7,995,002	30.00%	5,529,072
2	Air-Conditioner	Various Items	AC at airport offices	Various Dates	18.95	663,758	13.91%	291,852
3	Data Processing Devices	Various Items	Computers at airport offices	Various Dates	5.55	13,405,578	40.00%	9,387,145
4	Electric Equipments	Various Items	Electrical Equipments at airport offices	Various Dates	18.95	4,817,238	13.91%	1,222,045
5	Furniture & Fixture	Various Items	Furniture at airport offices	Various Dates	14.22	11,091,134	18.10%	5,516,876
6	LeaseHold Improvements	Various Items	Leasehold furniture at airport offices	Various Dates	18.00	94,374,350	14.28%	31,083,402
7	Office Equipments	Various Items	Office Equipments at airport offices	Various Dates	18.95	4,730,279	13.91%	1,683,905
8	Safety Equipment	Various Items	Safety Equipments at airport offices	Various Dates	18.95	1,500,971	13.91%	598,254
9	Vehicles	Various Items	Vehicles at airport offices and to Operation Team	Various Dates	9.47	143,904,537	25.89%	67,517,511

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Form 8(b)

GlobeGround India Pvt. Ltd.

Form F8(c): Format for providing proposed exclusions from RAB (ref; Section AI 5 of Appendix I)

Details of Proposed Excluded Assets from RAB

S.N.	Asset Name	Book Value	Accumulated Depreciation	Justifications for exclusion	Any Land associated with asset	If yes, Details of land
1	Asset A					
2	Asset B					
3				Refer note below.	
4					
5					

Fields in italics are indicative only

Note: In view of the fact that the assets of the Company (other than Plant and Equipment) are used by the Operational staff to provide regulated services, there are no asset that are considered by the Company for exclusion.

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GlobeGround India Pvt. Ltd.

Form F9: Format for Forecast and Actual Roll-Forward RAB (ref: Section AI 5 OF Appendix I)

	09-10	010-11	Forecast for the Control Period				
	Last available audited year	Financial Year before Tariff Year 1*	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A Opening RAB							
Building (Leasehold Improvements)	75,726,503	63,432,238	51,137,973				
Plant & Machinery	428,318,557	346,831,256	285,478,536				
Electrical Installation	4,184,436	3,599,362	3,099,272				
Furniture and Fittings	6,285,423	5,170,523	4,351,436				
Office Equipment	2,573,997	2,259,326	2,367,203				
Safety Equipment	901,407	827,416	715,310	349,380,458	270,529,286	224,020,254	244,692,306
Air Conditioners	396,842	342,748	221,565				
Data Processing Equipment	6,609,725	4,056,410	2,567,782				
Motor Vehicles	102,199,828	71,844,110	53,112,725				
Knowhow Fees/Royalty (Refer Note)	-	-	-				
Software Licences	565,359	558,459	20,204,988				
B Additions - WIP Capitalization	625,732,077	498,821,848	423,256,791	349,380,458	270,529,286	224,020,254	244,692,306
Building	-	-	-				
Plant & Machinery	4,406,418	4,324,992	20,000,000	4,000,000	30,000,000	100,000,000	100,000,000
Electrical Installation	24,990	-	-				
Furniture and Fittings	73,670	133,011	-				
Office Equipment	62,295	436,846	-				
Safety Equipment	71,546	7,797	-				
Air Conditioners	-	-	-				
Data Processing Equipment	108,790	143,355	-				
Motor Vehicles	-	3,499,905	-				
Knowhow Fees/Royalty (Refer Note)	-	-	-				
Software Licences	125,009	21,933,547	-				
C Disposal/ Transfers	4,872,718	30,478,463	20,000,000	4,000,000	30,000,000	100,000,000	100,000,000
Building	-	-	-				
Plant & Machinery	-	451,144	-				
Electrical Installation	-	-	-				
Furniture and Fittings	-	-	-				
Office Equipment	-	-	-				
Safety Equipment	-	-	-				
Air Conditioners	-	78,845	-				
Data Processing Equipment	-	-	-				
Motor Vehicles	-	299,508	-				
Knowhow Fees/Royalty (Refer Note)	-	-	-				
Software Licences	-	-	-				
D Depreciation Charges		828,497					
Building	12,294,265	12,294,265					
Plant & Machinery	83,893,719	65,226,568					
Electrical Installation	590,064	500,000					
Furniture and Fittings	1,168,570	952,098					
Office Equipment	376,968	328,969					
Safety Equipment	145,535	119,905	93,876,332	82,851,172	76,509,032	79,327,948	81,808,694
Air Conditioners	54,096	42,336					
Data Processing Equipment	2,662,105	1,631,983					
Motor Vehicles	30,355,718	21,930,782					
Knowhow Fees/Royalty (Refer Note)	-	-					
Software Licences	131,909	2,287,018					
	131,872,847	105,314,014	93,876,332	82,851,172	76,509,032	79,327,948	81,808,694
E Closing RAB (A+B-C-D)							
Building	63,432,238	51,137,973					
Plant & Machinery	346,831,256	285,478,536					
Electrical Installation	3,599,362	3,099,272					
Furniture and Fittings	5,170,523	4,351,436					
Office Equipment	2,259,326	2,367,203					
Safety Equipment	827,416	715,310	349,380,458	270,529,286	224,020,254	244,692,306	262,883,712
Air Conditioners	342,748	221,565					
Data Processing Equipment	4,056,410	2,567,782					
Motor Vehicles	71,844,110	53,112,725					
Knowhow Fees/Royalty (Refer Note)	-	-					
Software Licences	558,459	20,204,988					
	498,821,848	423,256,791	349,380,458	270,529,286	224,020,254	244,692,306	262,883,712
F Average RAB	562,321,963	461,089,319	386,318,624	309,954,872	247,274,770	234,356,280	253,788,009

* Projected values to be provided
 # Fields in italics are indicative only
 * Information for last financial year for which audited accounts are available



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GlobeGround India Pvt. Ltd.

Form F18 (b) Capital Expenditure Projected Plan -10 Year (ref ALS Of Appendix)

Note: Information to be provided for 10 year period for all projects either spilling into the period or starting during the period

Project Details

S.N.	Project Name	Project Type	Comm. Date	Financial Year Before Tariff Year 1*		Estimated WIP Capex and Commissioning in each Year																								
						Tariff Year 1				Tariff Year 2				Tariff Year 3				Tariff Year 4				Tariff Year 5								
						2011-12				2012-13				2013-14				2014-15				2015-16								
TCAPEX	TCOMM	WIP	Capex	FinAwh	Com.	C Date	WIP	Capex	FinAwh	Com.	C Date	WIP	Capex	FinAwh	Com.	C Date	WIP	Capex	FinAwh	Com.	C Date	WIP								
1	Bangalore International Airport	GH Services	Various dates in respective years	Please refer annexure F7 for details as at 31 March 2011.		20,000,000	-	-	1-Oct-12	-	4,000,000	-	-	1-Oct-13	-	30,000,000	-	-	1-Oct-14	-	100,000,000	-	#	1-Oct-15	-	100,000,000	-	-	1-Oct-16	-

Tariff Year 6					Tariff Year 7					Tariff Year 8					Tariff Year 9					Tariff Year 10									
0					0					0					0					0									
Capex	FinAwh	Com.	C Date	WIP	Capex	FinAwh	Com.	C Date	WIP	Capex	FinAwh	Com.	C Date	WIP	Capex	FinAwh	Com.	C Date	WIP	Capex	FinAwh	Com.	C Date	WIP	Capex	FinAwh	Com.	C Date	WIP
50,000,000	-	-	1-Oct-17	-	50,000,000	-	-	1-Oct-18	-	50,000,000	-	-	1-Oct-19	-	50,000,000	-	#	1-Oct-20	-	50,000,000	-	-	1-Oct-21	-					

Legend	
Project	Project Name should be a unique name or a primary key assigned to a capex project
Projct	Type of the project and the asset class to which the capex project belongs
Comm	Date on which the capital project was commenced
Capex	Year-wise Capex incurred on the project excluding any capital receipts like grants, user contributions etc.
WIP	Work-in-Progress at the end of every tariff Year
Com	Estimated date of Commissioning in a particular Tariff Year
C Date	Estimated Date of Commissioning in a particular Tariff Year
TCAP	Total Capex Incurred on the project till the end of previous Control Period excluding any capital receipts like grants user contributions etc.
TCOM	Total commissioning on the project till the end of previous Control Period
FinAwh	Project-wise Financing Allowance for the year

* Projected value to be provided
Field in Italics are Indicative only

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GlobeGround India Pvt. Ltd.

Form F10 (C) Year wise Capital Expenditure Financing Plans for next 10 year (ref: section A1.5 of Appendix I)

Note :- Information to be provided for 10 year period for all projects either spilling into the period or starting during the per

Project Details		Tariff Year 1 2011-12				Tariff Year 2 2012-13				Tariff Year 3 2013-14				Tariff Year 4 2014-15				Tariff Year 5 2015-16			
S.N.	Total Capex Planned	Internal Accrual	Equity Infused	Contribution	Total Debt	Internal Accrual	Equity Infused	Contribution	Total Debt	Internal Accrual	Equity Infused	Contribution	Total Debt	Internal Accrual	Equity Infused	Contribution	Total Debt	Internal Accrual	Equity Infused	Contribution	Total Debt
		20,000,000	-	-	-	4,000,000	-	-	-	30,000,000	-	-	-	100,000,000	-	-	-	100,000,000	-	-	-

Project Details		Tariff Year 6 2016-17				Tariff Year 7 2017-18				Tariff Year 8 2018-19				Tariff Year 9 2019-20				Tariff Year 10 2020-21			
S.N.	Total Capex Planned	Internal Accrual	Equity Infused	Contribution	Total Debt	Internal Accrual	Equity Infused	Contribution	Total Debt	Internal Accrual	Equity Infused	Contribution	Total Debt	Internal Accrual	Equity Infused	Contribution	Total Debt	Internal Accrual	Equity Infused	Contribution	Total Debt
		50,000,000	-	-	-	50,000,000	-	-	-	50,000,000	-	-	-	50,000,000	-	-	-	50,000,000	-	-	-

Legend	
Total Capex	Total Capex Planned indicates the total forecasted capex for all assets during the next 10 year
Internal Accrual	Internal Accrual (from free reserves and surplus) in the year
Equity Infused	Equity Infusion planned during the year
User Contributions	Representing Development Fees/User Contribution/ Capital Grants/ Subsidies etc. planned during the year for the capital project
Total Debt	Total Debt planned for funding capex during the year



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GlobeGround India Pvt. Ltd.

Form F10 (d): Summary Statement of Expensses Capitalised (ref; Section A1.5 OF Appendix I).

Sl. No.	Particulars	Last available audited year#	Financial Year before Tariff Year 1*	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Interest and Finance Charges Capitalised							
B	Cost of raising finance & Bank Charges							
C	Other Expensses Capitalised							
	Employees Expensses							
	Administrative and General Expensses							
	Utilities and Outsourcing Expensses				NII			
	Any Other expensses being capitalised							
D	Total Expensses Being Capitalised (A+B+C)							

* Projected values to be provided

Information for the financial year for which audited accounts are available



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GlobeGround India Pvt. Ltd.

Form F10(e) Additional Capital Project Summary (ref: Section A1.5 of Appendix I)

Forecast WIP Assets						
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
E	Opening WIP Assets					
	Building	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-
	Electrical Instalation	-	-	-	-	-
	Furniture and Fittings	-	-	-	-	-
	...					
F	Additions - New WIP					
	Building	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-
	Electrical Instalation	-	-	-	-	-
	Furniture and Fittings	-	-	-	-	-
					
G	WIP Capitalization					
	Building	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-
	Electrical Instalation	-	-	-	-	-
	Furniture and Fittings	-	-	-	-	-
					
H	Closing WIP Assets					
	Building	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-
	Electrical Instalation	-	-	-	-	-
	Furniture and Fittings	-	-	-	-	-
	...					

Fields in italics are indicative only



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GlobeGround India Pvt. Ltd.

Form F12 (b) - Historical Aircraft Movements (ref: Section A1.6 Appendix I)		
Year	Domestic (Landing)	International (Landing)
2003-04	-	1,580
2004-05	-	1,997
2005-06	-	2,462
2006-07	-	2,602
2007-08	-	2,961
2008-09	20,244	4,814
2009-10	23,473	2,697
2010-2011*	22,798	3,060

* Projected values to be provided

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GlobeGround India Pvt. Ltd.

Form F12(c) Projected Aircraft Movements (ref: Section A I.6 of Appendix I)

Year	Domestic (Landing)			International (Landing)			Forecast Error Correction band
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative	
2011-12	23,486	23,026	22,565	3,152	3,091	3,029	To be discussed to apply it uniformly on the industry as a whole.
2012-13	23,721	23,256	22,791	3,184	3,122	3,059	
2013-14	23,721	23,256	22,791	3,184	3,122	3,059	
2014-15	23,721	23,256	22,791	3,184	3,122	3,059	
2015-16	23,721	23,256	22,791	3,184	3,122	3,059	
2016-17	23,959	23,489	23,019	3,216	3,153	3,090	
2018-19	24,198	23,724	23,249	3,248	3,184	3,121	
2019-20	24,440	23,961	23,482	3,280	3,216	3,152	
2020-21	24,685	24,201	23,717	3,313	3,248	3,183	

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