

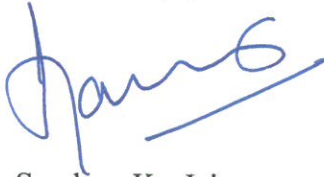
We humbly request the Authority to take a considerate/lenient approach while reviewing the submissions for annual tariff proposal as annexed herewith for next two years i.e. FY 2021-22 and FY 2022-23.

Please do let us know in case you need any information or clarification in this matter.

Thanking you

Yours sincerely,

For Bird Airport Services (Trichy) Private Limited



Sundeep Kr. Jain

Authorized Signatory



BIRD AIRPORT SERVICES (TRICHY) PRIVATE LIMITED
TRICHY INTERNATIONAL AIRPORT, TIRUCHIRAPPALLI

Form F3 Historical and Projected Profit and loss accounts (ref: Section AI 4 Appendix I)

S No.	Particulars	2022-23	2022-23 Annualized	2023-24	2024-25	2025-26
1	Revenue					
	Revenue from Regulated services	111,283,403	166,925,104	206,247,076	216,925,099	225,869,674
	Revenue from other than Regulated Services	-	-	-	-	-
2	Opening expenditure		-			
	Payroll Costs	52,645,697	78,968,545	84,951,020	91,258,534	97,731,745
	Concession Fees/MAG	48,666,667	73,000,000	58,400,000	46,720,000	37,376,000
	Administrative and General Costs	20,222,815	30,334,222	35,128,807	37,718,649	40,489,803
	Utilities and Outsourcing costs	3,305,938	4,958,906	5,842,000	6,328,030	6,683,251
	Repair and Maintenance Costs	1,500,000	2,250,000	2,500,000	2,600,000	2,704,000
3	Earnings before depreciation, interest and taxation (EBDIT)	(15,057,713)		19,425,249	32,299,886	40,884,875
	Depreciation and Amortisation	5,305,012		7,738,318	7,977,596	8,139,939
4	Earning before interest and taxation (EBIT)	(20,362,725)		11,686,931	24,322,290	32,744,936
	Total interest and finance charges	10,704,423		11,067,703	9,323,701	7,508,830
5	Profit / loss before tax	(31,067,148)		619,229	14,998,589	25,236,107
	Provision for taxation	-		(155,860)	(3,775,145)	(6,351,928)
6	Profit / loss after taxation	(31,067,148)		463,369	11,223,444	18,884,179
	Balance brought forward from previous year	-		(31,067,148)	(30,603,779)	(19,380,335)
	Balance Carried to Balance Sheet	(31,067,148)		(30,603,779)	(19,380,335)	(496,157)

Note:

* Projected values are provided for each of the Tariff Years

BIRD AIRPORT SERVICES (TRICHY) PRIVATE LIMITED
TRICHY INTERNATIONAL AIRPORT, TIRUCHIRAPPALLI
Form F11(c): Administration and General Expenditure (ref; Section AI.5 of Appendix I)

S. N.	Particulars - with detailed breakup	2021-22	2022-23	2023-24	2024-25	2025-26
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Administration Charges					
	Lease/Rent	-	6,341,638	13,332,990	14,666,289	16,132,918
	Communication expenses		159,500	236,435	248,257	260,545
	Travelling and Conveyance		357,000	1,000,000	1,070,000	1,144,900
	Marketing & Publicity		788,257	2,062,471	2,169,251	2,258,697
	Printing and Stationery		230,108	334,884	351,629	369,210
	Others Admin & General Expenses		5,675,069	8,412,455	8,930,176	9,480,042
	....		13,551,571	25,379,236	27,435,601	29,646,311
B	Other Charges					
	Audit Fees, Tax Audit Fees & Legal & Professional Charges		1,696,250	2,374,875	2,539,617	2,713,442
	Insurance Costs		1,561,143	2,314,165	2,429,874	2,551,367
	In Flight Cleaning Consumables		1,033,850	1,532,531	1,609,157	1,689,062
	Certification Expenses		148,750	220,500	231,525	243,101
	Equipment Hire Charges		2,231,250	3,307,500	3,472,875	3,646,519
	....		6,671,243	9,749,571	10,283,048	10,843,491
C	Utilities and Outsourcing costs					
	Fuel Charges		1,861,000	3,309,971	3,493,404	3,705,975
	Electricity Expenses		270,938	420,750	586,245	644,870
	Potable Water		1,174,000	2,111,279	2,248,381	2,332,407
	....		3,305,938	5,842,000	6,328,030	6,683,251
D	Total A&G Expenses		23,528,752	40,970,807	44,046,679	47,173,054
E	Grand Total		23,528,752	40,970,807	44,046,679	47,173,054
F	Administration & General Expenses capitalised		-	-	-	-
F	Net A&G expenses (D-E)		23,528,752	40,970,807	44,046,679	47,173,054

Note:

1 Projected value are provided for Tariff Years

**BIRD AIRPORT SERVICES (TRICHY) PRIVATE LIMITED
TRICHY INTERNATIONAL AIRPORT, TIRUCHIRAPPALLI**

Form F12 (b): Historical Aircraft Movements (ref: Section AI.6 Appendix I)

Year	Domestic (Landing)	International (Landing)
2019-20	5,364	8,896
2020-21	2,978	1,667

Note: The above volumes are of aircraft movements (Landing) handled , at Trichy International Airport. We took this data from the website of AAI.

BIRD AIRPORT SERVICES (TRICHY) PRIVATE LIMITED
TRICHY INTERNATIONAL AIRPORT, TIRUCHIRAPPALLI
Form F12 (c): Projected Aircraft Movements (ref: Section A I.6 of Appendix i)

Year	Domestic (Landing)			International (Landing)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2021-22	-	-	-	-	-	-
2022-23	420	400	380	1023	974	925
2023-24	601	572	544	1916	1,825	1734
2024-25	793	755	717	1964	1,871	1777
2025-26	871	829	788	2014	1,918	1822

Note: The above volumes are of aircraft movements (Landing) that are projected (basis our best estimates / thoughts since the environment is not clear due to Covid-19), to be handled by Company, at Trichy International Airport.