

Dated: 20th April 2022

To,

Director (Planning & Strategy)

AERA Building
Administrative Complex
Safdarjung Airport
New Delhi 110 003

Subject: Submission of Form B in connection with submission of MYTP for Third Control Period (FY2021-22 to FY 2025-26) and Annual Tariff Proposal (ATP) for Tariff Two Tariff Years i.e. FY 2021-22 & FY 2022-23 by Bird Airport Services (Trichy) Private Limited for its operations at Trichy International Airport (TIA), Tiruchirappalli.

Respected Sir,

Greetings from Bird Airport Services (Trichy) Private Limited.

We have been awarded the Ground Handling concession at Trichy International Airport (TIA), through an RFP selection process by the Airport Operator. In accordance with the requirements of the RFP, we have incorporated a Special Purpose Vehicle/Company (SPV/SPC) named M/s Bird Airport Services (Trichy) Private Limited. The operations will be carried out by the SPV/SPC once Security Clearance is issued by BCAS.

We are submitting the below mentioned documents through email as well as physical submission of printed copies in your good office.

1. Form B
2. Copy of an award letter from Airport operator
3. MYTP documents duly signed and stamped
4. Form 14 b - ATP Form (for each category/type of tariffs)

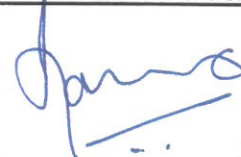
Further, we are in the process of organizing the stakeholders' meetings and trade bodies as per convenience of each individual stakeholder. **The minutes of the stakeholders meeting will be submitted in upcoming weeks.**

Bird Airport Services (Trichy) Private. Limited

Corporate Office: E-9, Connaught House, Connaught Place, New Delhi - 110 001, India

Regd. Office: Old Terminal Building, Tiruchirappalli International Airport, Tiruchirappalli - 620 007, Tamil Nadu, India

CIN: U63030TN2021PTC146841



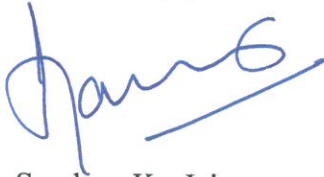
We humbly request the Authority to take a considerate/lenient approach while reviewing the submissions for annual tariff proposal as annexed herewith for next two years i.e. FY 2021-22 and FY 2022-23.

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

S. No.	Particular	2022-23	2023-24	2024-25	2025-26
		Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Opening RAB				
	Op. RAB	-	-	-	-
	Building (Leasehold Improvements)	-	-	-	-
	Plant & Machinery	-	108,980,524	103,725,934	99,424,879
	Electrical Installation	-	-	-	-
	Furniture and Fittings	-	704,891	746,291	832,378
	Office Equipment	-	199,583	153,183	166,783
	Safety Equipment	-	-	-	-
	Data Processing Equipment	-	241,418	143,252	45,086
	Motor Vehicles	-	1,201,319	1,045,757	890,195
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-
	Software Licences	-	-	-	-
	TOTAL (A)	-	111,327,735	105,814,417	101,359,321
B	Additions - WIP Capitalisation				
	Security Deposits	-	-	-	-
	Building	-	-	-	-
	Plant & Machinery	114,025,747	2,100,000	3,260,000	2,860,000
	Electrical Installation	-	-	-	-
	Furniture and Fittings	755,000	125,000	187,500	125,000
	Office Equipment	232,000	-	75,000	-
	Safety Equipment	-	-	-	-
	Data Processing Equipment	310,000	-	-	-
	Motor Vehicles	1,310,000	-	-	-
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-
	Software Licences	-	-	-	-
	TOTAL (B)	116,632,747	2,225,000	3,522,500	2,985,000
C	Disposal/ Transfers				
	RAB	-	-	-	-
	Building	-	-	-	-
	Plant & Machinery	-	-	-	-
	Electrical Installation	-	-	-	-
	Furniture and Fittings	-	-	-	-
	Office Equipment	-	-	-	-
	Safety Equipment	-	-	-	-
	Data Processing Equipment	-	-	-	-
	Motor Vehicles	-	-	-	-
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-
	Software Licences	-	-	-	-
	TOTAL (C)	-	-	-	-
D	Depreciation Charges				
	Op Dep Block	-	-	-	-
	Dep on Op RAB				
	Building	-	-	-	-
	Plant & Machinery	5,045,223	7,354,590	7,561,055	7,742,187
	Electrical Installation	-	-	-	-
	Furniture and Fittings	50,109	83,600	101,413	113,288
	Office Equipment	32,417	46,400	61,400	61,400
	Safety Equipment	-	-	-	-
	Data Processing Equipment	68,582	98,166	98,166	67,502
	Motor Vehicles	108,681	155,562	155,562	155,562
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-
	Software Licences	-	-	-	-
	TOTAL (D)	5,305,012	7,738,318	7,977,596	8,139,939
E	Closing RAB (A+B-C-D)				
	Dep on Op. RAB	-	-	-	-
	Building	-	-	-	-
	Plant & Machinery	108,980,524	103,725,934	99,424,879	94,542,692
	Electrical Installation	-	-	-	-
	Furniture and Fittings	704,891	746,291	832,378	844,090
	Office Equipment	199,583	153,183	166,783	105,383
	Safety Equipment	-	-	-	-
	Data Processing Equipment	241,418	143,252	45,086	(22,416)
	Motor Vehicles	1,201,319	1,045,757	890,195	734,633
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-
	Software Licences	-	-	-	-
		111,327,735	105,814,417	101,359,321	96,204,382
F	Average RAB	55,663,867	108,571,076	103,586,869	98,781,851

Note:

1 Projected value are provided for 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.