



Bird Worldwide Flight Services

ANNEXURE-I

20th December, 2016

Mr. P.C. Jain
AGM Finance
AERA Building Administrative Complex
Safdarjung Airport
New Delhi 110003

Sub: Submission of "Annual Tariff Proposal for FY 16-17" in respect of Bird Worldwide Flight Services (India) Private Limited for its operations at Delhi International Airport, Delhi

Dear Sir/Mam

We are herewith enclosing Annual Tariff Proposal for your kind reference.


We hope that you will find the details in order as per AERA guidelines and requirements.

Kindly acknowledge the receipt.

Thanking you,

Yours Sincerely

For Bird Worldwide Flight Services (India) Private Limited


Authorized Signatory

Place: New Delhi



BIRD WORLDWIDE FLIGHT SERVICES (INDIA) PVT. LTD.
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New Delhi - 110 001 India

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CIN: U62200DL2008PTC184155

Bird Worldwide Flight Services (India) Private Limited

Maximum rates to be paid by Scheduled Airlines for ground handling services in Tariff year 2 (2016-17)

Indira Gandhi International Airport, New Delhi

S.No.	ICAO Code	Aircraft Type	Domestic Passenger Flights			International Passenger Flights		
			Terminal Handling	Ramp Handling	Full Handling	Terminal Handling	Ramp Handling	Full Handling
1	Code B	Single Engine Craft	3,800	8,900	12,700	15,600	47,000	62,700
2	Code C	A318,A319,A320,A321,B717,B727,B737,BBJ,MD81 to 90 , DC9, TU134, AN24, AN26, ATR42, ATR72, F27, F28, F50, F70, F100, YAK40, YAK42	3,200	7,600	10,800	26,400	78,300	104,700
3	Code D	A300-600, A310, B707, B727-100, B757, B767, B787-300, DC8, DC10, MD11	4,400	12,700	17,100	34,200	137,900	172,000
4	Code E	A330-200, A330-300, A340, B747SP, B747,B777, B787-800 , B787-900, IL96	19,000	38,000	57,000	39,900	162,300	202,100
5	Code F	A380	38,000	63,300	101,400	61,200	220,800	282,000

S.No	ICAO Code	Domestic Cargo	International Cargo
		Freighter	Freighter
		Ramp Handling	Ramp Handling
1	Code B	N/A	N/A
2	Code C	57,400	86,200
3	Code D	101,200	151,700
4	Code E	119,200	178,500
5	Code F	162,100	242,800

- Note:
- 1) applicable taxes/ levies are extra.
 - 2) additional services are excluded in above rates.

* for full handling of cargo freighter aircrafts, the maximum rates will be higher by maximum of 25% of the corresponding commercial passenger aircrafts as stated in format above.



Subject: FW: Services provided by BWFS, IGI (delhi) under Ramp, Pax & Comprehensive-reg

Date: 04/13/17 11:57 AM

To: karry@aera.gov.in

From: Himani Negi <hn@bird.in>

Cc: 'Sanjay Savant' <sanjays@bird.in>

Dear Sir,

We have filed user agreement and services are mentioned in user agreement, However to answer your specific query, please find below the list of services covered in passenger handling and Ramp Handling.

Pax Handling includes services inside the airport terminal such as:

- Providing check-in counter services for the passengers departing on the customer airlines.
- Providing gate arrival and departure services. The agents are required to meet a flight on arrival as well as provide departure services including boarding passengers and closing the flight.
- Staffing the transfer counters, customer service counters and airline lounges.

Ramp Handling includes services on ramp or apron such as:

- Baggage Handling _Loading / unloading of baggage
- Marshalling to Aircraft
- Parking
- Interior / Exterior Cleaning of Aircraft
- Moving of aircraft / Push Back Services
- Toilet services
- Water Services
- Provision of Air conditioning Services (when on ground)
- Provision of Air start units (for starting engines)
- Ramp to Flight Deck Communication
- Provision of Ground power Services (so that engines need not be running to provide aircraft power on the ground)
- Passenger stairs
- Wheelchair lifts, if required
- Passenger and crew transport between aircraft and passenger terminals
- Load Control, Communications and Flight Operations
- Cargo handling and Mail Warehouse Services

Comprehensive handling includes both Pax Handling and Ramp Handling .

I hope that above answer shall satisfy your query.

Thanks & Regards
Himani Negi

S. No.	Aircraft types (ICAO Code)	(14-15) 2015-16 PAX Intl.			2016-17 PAX Intl.			2016-17 % increase		
		Terminal Handling(Traffic Handling)	Ramp Handling	(Comprehensive) Full Handling	Terminal Handling(Traffic Handling)	Ramp Handling	(Comprehensive) Full Handling	Terminal Handling(Traffic Handling)	Ramp Handling	(Comprehensive) Full Handling
		1	Code B	13,900	41,800	55,800	15600	47000	62700	12
2	Code C	23,500	69,700	93,200	26400	78300	104700	12	12	12
3	Code D	30,400	1,22,700	1,53,100	34200	137900	172000	13	12	12
4	Code E	35,500	1,44,500	179900	39900	162300	202100	12	12	12
5	Code F	54,500	1,96,500	2,51,000	61200	220800	282000	12	12	12

S. No.	Aircraft types (ICAO Code)	(14-15) 2015-16 PAX Domestic			2016-17 PAX Domestic			2016-17 % increase		
		Terminal Handling(Traffic Handling)	Ramp Handling	(Comprehensive) Full Handling	Terminal Handling(Traffic Handling)	Ramp Handling	(Comprehensive) Full Handling	Terminal Handling(Traffic Handling)	Ramp Handling	(Comprehensive) Full Handling
		1	Code B	3800	8900	12700	3800	8900	12700	0
2	Code C	3200	7600	10800	3200	7600	10800	0	0	0
3	Code D	4400	12700	17100	4400	12700	17100	0	0	0
4	Code E	19000	38000	57000	19000	38000	57000	0	0	0
5	Code F	38000	63300	101400	38000	63300	101400	0	0	0

S.No.	ICAO Code	(14-15) 2015-16		S.No.	ICAO Code	2016-2017		2016-17	2016-17
		Domestic Cargo	International Cargo			% Increase	% Increase		
		Freighter	Freighter			Domestic	Intl.		
1	Code B	N/A	N/A	1	Code B	N/A	N/A		
2	Code C	57400	76700	2	Code C	57400	86200	0	12
3	Code D	101200	135000	3	Code D	101200	151700	0	12
4	Code E	119200	158900	4	Code E	119200	178500	0	12
5	Code F	162100	216100	5	Code F	162100	242800	0	12

Annual Compliance for the tariff year
Bird Worldwide Flight Services (India) Pvt. Ltd. (BWFS)
Service : Ground Handling Services

[Rs. In lakhs.]

Sl No.	Particulars Performance Report for the years	FY 2011-12	FY 2012-13	FY 2013-14	FY 2014-15	FY 2015-16	Total
		Actual	Actual	Actual	Actual	Actual	
1	Revenue:						
1.1	Regulated Services-Ground Handling	7172.64	7704.35	8984.14	10508.96	12207.16	46577.25
1.2	-Cargo Handling						
	Other Regulated Services	213.05	109.67	142.28	98.69	368.61	932.30
1.3	Other than Regulated Services						
	A Total Revenue	7385.69	7814.02	9126.42	10607.65	12575.77	47509.55
2	Expenditure:						
2.1	Operating Expenditure	6254.69	6765.99	7831.69	9457.23	9905.62	40215.22
2.2	Depreciation	109.42	155.23	163.98	219.70	274.45	922.78
	A Total Expenditure	6364.11	6921.22	7995.67	9676.93	10180.07	41138
3	Regulatory Operating Profit	1021.58	892.80	1130.75	930.72	2395.70	6371.55
4	CAPEX						
4.1	Opening RAB	1919.66	2455.35	2314.25	2274.26	2164.82	11128.34
4.2	Capital Expenditure	662.62	14.13	130.30	116.97	605.22	1529.24
4.3	Disposals /Transfers	17.50	0.00	6.31			23.81
4.4	Depreciation	109.42	155.23	163.98	212.99	352.94	994.56
4.5	closing RAB	2455.36	2314.25	2274.26	2178.24	2417.10	11639.21
4.6	Average RAB{(4.1+4.5)/2}	2187.51	2384.80	2294.26	2226.25	2290.96	11383.78
5	Return on Average RAB (3/4.6)	46.70%	37.44%	49.29%	41.81%	104.57%	
	As per operator						
6	B Total Volume (MT)	9428	6914	7639	7753	8668	12509.00
7	Actual Yield Per Unit (A/B)	78338	113017	119471	136820	145083	
	Informative Data	FY2011-12	FY2012-13	FY2013-14	FY2014-15	FY2015-16	FY 2016-17(projected)
8	Profit Before Tax (PBT)	Not Available	Not Available	Not Available	802.14	2306.45	
9	Taxation	Not Available	Not Available	Not Available	487.77	874.23	
10	Profit After Tax(PAT)	Not Available	Not Available	Not Available	765.21	1432.23	
	Additional Information						14500
11	Revenue in Lakhs.		428.33	1312.40	1481.23	1968.12	1924.23
12	% Increase in Revenue		6%	17%	16%	19%	15%
13	Operating Profit		-128.78	237.95	-200.03	1464.98	
14	% increase in Operating Profit		-13%	27%	-18%	157%	
15	% increase in volume(ATM)		-2514.00	725.00	114.00	915.00	3841.00
16	% increase in Volume		-27%	10%	1%	12%	44%

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Bird Worldwide Flight Services (India) Private Limited
Maximum Rate to be paid by Scheduled Airlines for ground handling services in Tariff Years 2, 3 and 4 (2012-13, 2013-14 and 2014-15)
Indira Gandhi International Airport, New Delhi

Amount in INR

S. No.	ICAO Code	Aircraft Type	Domestic Passenger Flights			International Passengers Flights		
			Terminal handling	Ramp handling	Full handling	Terminal handling	Ramp handling	Full handling
1	Code B	Single Engine Aircraft	3,800	8,900	12,700	13,900	41,800	55,800
2	Code C	A318, A319, A320, A321, B717, B727, B 737, BBJ, MD81 to MD90, DC9, TU134, TU134A, AN24, AN26, ATR42, ATR72, F27, F28, F50, F70, F100, YAK40, YAK42	3,200	7,600	10,800	23,500	69,700	93,200
3	Code D	A300-600, A310, B707, B727-100, B757, B767, B787-300, DC8, DC10, MD11	4,400	12,700	17,100	30,400	122,700	153,100
4	Code E	A330-200, A330-300, A340, B747SP, B747, B777, B787-800, B787-900, IL96	19,000	38,000	57,000	35,500	144,500	1,79,900
5	Code F	A380	38,000	63,300	101,400	54,500	196,500	251,000

S. No.	ICAO Code	Domestic Cargo	International
		Freighter	Freighter
		Ramp handling	Ramp handling
1	Code B	N/A	N/A
2	Code C	57,400	76,700
3	Code D	101,200	135,000
4	Code E	119,200	158,900
5	Code F	162,100	216,100

Note: (1) applicable taxes/levies are extra.

*For full handling of cargo freighter aircrafts, the maximum rates will be higher by maximum of 25% of the corresponding commercial passenger aircraft as stated in format above.

