

Dated: 7th 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 GSEC Bird Airport Services Private Limited for its operations at Thiruvananthapuram International Airport (TIA), Thiruvananthapuram.

Respected Sir,

Greetings from GSEC Bird Airport Services Private Limited.


We have been awarded the Ground Handling concession at Thiruvananthapuram International Airport (TIA), Thiruvananthapuram 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 GSEC Bird Airport Services 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)

Due to prevailing COVID situation, a face-to-face stakeholders' meeting could not be done. However, we are in the process of organizing the stakeholders' meetings and trade bodies through an online platform as per convenience of each individual stakeholder. **The copies of invitations sent to the stakeholders and the minutes of the meeting will be submitted in 1-2 weeks.**

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We assure the Authority that in future, such meetings will be held in the manner it is prescribed by AERA guideline since the situation will get normalized by then.

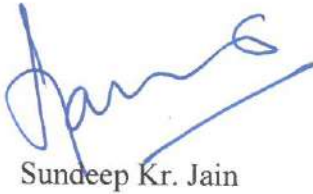
Considering the prevailing unprecedented situation on account of COVID from last two years, the aviation, travel, tourism and hospitality industries have been adversely impacted all across the globe and also severally impacted lives of people during the second wave. We humbly request the Authority to 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 GSEC Bird Airport Services Private Limited



Sundeep Kr. Jain



Authorized Signatory

GSEC BIRD AIRPORT SERVICES PRIVATE LIMITED
THIRUVANANTHAPURAM INTERNATIONAL AIRPORT , THIRUVANANTHAPURAM
Form F3 Historical and Projected Profit and loss accounts (ref: Section AI 4 Appendix I)

S No.	Particulars	2021-22	2022-23	2023-24	2024-25	2025-26
1	Revenue					
	Revenue from Regulated services		14,36,99,236	26,93,92,033	30,19,08,250	31,89,44,032
	Revenue from other than Regulated Services		-	-	-	-
2	Opening expenditure					
	Payroll Costs		3,00,33,140	5,63,02,935	6,30,98,824	6,66,59,302
	Concession Fees		6,46,64,656	12,12,26,415	13,58,58,713	14,35,24,815
	Administrative and General Costs		2,34,53,378	3,59,60,975	3,91,14,606	4,23,83,914
	Utilities and Outsourcing costs		39,38,449	74,84,093	86,51,662	96,04,596
	Repair and Maintenance Costs		32,27,531	67,55,143	73,04,888	77,05,062
3	Earnings before depreciation, interest and taxation (EBDIT)	-	1,83,82,081	4,16,62,472	4,78,79,557	4,90,66,342
	Depreciation and Amortisation		75,75,220	1,15,06,257	1,25,97,163	1,32,00,658
4	Earning before interest and taxation (EBIT)	-	1,08,06,861	3,01,56,215	3,52,82,394	3,58,65,684
	Total interest and finance charges	-	1,28,49,014	1,87,26,636	1,62,44,756	1,17,03,532
5	Profit / loss before tax	-	(20,42,153)	1,14,29,579	1,90,37,638	2,41,62,152
	Provision for taxation	-	-	23,62,627	47,91,393	60,81,130
6	Profit / loss after taxation	-	(20,42,153)	90,66,951	1,42,46,245	1,80,81,022
	Balance brought forward from previous year	-	-	(20,42,153)	70,24,798	2,12,71,043
	Balance Carried to Balance Sheet	-	(20,42,153)	70,24,798	2,12,71,043	3,93,52,065

GSEC BIRD AIRPORT SERVICES PRIVATE LIMITED
 THIRUVANANTHAPURAM INTERNATIONAL AIRPORT , THIRUVANANTHAPURAM
Form F9: Format for Forecast and Actual Roll-Forward Regulatory Asset Base (RAB) (ref: Section AI 5 OF Appendix I)

S. No.	Particular	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	Opening RAB					
	Op. RAB	-	-	-	-	-
	Building (Leasehold Improvements)	-	-	-	-	-
	Plant & Machinery	-	-	14,86,12,922	15,72,81,437	16,11,69,393
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	-	-	7,01,944	7,43,344	8,29,431
	Office Equipment	-	-	1,72,115	1,31,715	1,51,315
	Safety Equipment	-	-	-	-	-
	Data Processing Equipment	-	-	2,37,384	1,39,218	1,33,302
	Motor Vehicles	-	-	11,94,926	10,39,364	8,83,802
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	TOTAL (A)	-	-	15,09,19,291	15,93,35,078	16,31,67,243
B	Additions - WIP Capitalisation					
	Security Deposits	-	-	-	-	-
	Building	-	-	-	-	-
	Plant & Machinery	-	15,59,17,511	1,97,97,044	1,60,31,828	98,25,599
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	-	7,55,000	1,25,000	1,87,500	1,25,000
	Office Equipment	-	2,02,000	-	75,000	-
	Safety Equipment	-	-	-	-	-
	Data Processing Equipment	-	3,10,000	-	1,35,000	-
	Motor Vehicles	-	13,10,000	-	-	-
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	TOTAL (B)	-	15,84,94,511	1,99,22,044	1,64,29,328	99,50,599
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	-	73,04,589	1,11,28,529	1,21,43,872	1,27,66,156
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	-	53,056	83,600	1,01,413	1,13,288
	Office Equipment	-	29,885	40,400	55,400	55,400
	Safety Equipment	-	-	-	-	-
	Data Processing Equipment	-	72,616	98,166	1,40,916	1,10,252
	Motor Vehicles	-	1,15,074	1,55,562	1,55,562	1,55,562
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	TOTAL (D)	-	75,75,220	1,15,06,257	1,25,97,163	1,32,00,658
E	Closing RAB (A+B-C-D)					
	Dep on Op. RAB	-	-	-	-	-
	Building	-	-	-	-	-
	Plant & Machinery	-	14,86,12,922	15,72,81,437	16,11,69,393	15,82,28,836
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	-	7,01,944	7,43,344	8,29,431	8,41,143
	Office Equipment	-	1,72,115	1,31,715	1,51,315	95,915
	Safety Equipment	-	-	-	-	-
	Data Processing Equipment	-	2,37,384	1,39,218	1,33,302	23,050
	Motor Vehicles	-	11,94,926	10,39,364	8,83,802	7,28,240
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	TOTAL (E)	-	15,09,19,291	15,93,35,078	16,31,67,243	15,99,17,184
F	Average RAB	-	7,54,59,646	15,51,27,185	16,12,51,161	16,15,42,214

GSEC BIRD AIRPORT SERVICES PRIVATE LIMITED
THIRUVANANTHAPURAM INTERNATIONAL AIRPORT , THIRUVANANTHAPURAM
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	1662	1,583	1504
2023-24	683	650	618	2944	2,804	2664
2024-25	761	725	689	3221	3,068	2915
2025-26	840	800	760	3512	3,345	3178

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 Thiruvannathapuram International Airport, Thiruvannathapuram .