



Bird Worldwide Flight Service

Dated: 8th March 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 Five Tariff Years i.e. FY 2021-22 to FY 2025-26 by Bird Worldwide Flight Service Mumbai Private Limited its operations at Chhatarpati Shivaji Maharaj International Airport (CSMIA), Mumbai.

Respected Sir,

Greetings from Bird Worldwide Flight Service Mumbai Private Limited.

We have been awarded the Ground Handling concession at Chhatarpati Shivaji Maharaj International Airport (CSMIA), Mumbai through an RFP selection process by the Airport Operator. 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. Copies of signed agreements/ arrangements with the users
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.**

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.

Bird Worldwide Flight Service Mumbai Private Limited
E-9, Connaught House, Connaught Place
New Delhi - 110 001 India

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Fax: +91 11 2341 5679
CIN: U63000DL2016PTC290790



Considering the prevailing unprecedented situation on account of COVID from last one and a half 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 and kindly accept our submissions for reviewing and allowing us for annual tariff proposal as annexed herewith for next five years i.e. FY 2021-22 to FY 2025-26.

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

Thanking you

Yours sincerely,

For Bird Worldwide Flight Service Mumbai Private Limited



Sundeep Kr. Jain

Authorized Signatory





Bird Worldwide Flight Service

FORM B

**BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA
AT NEW DELHI**

SUBMISSION OF MULTI YEAR TARIFF PROPOSAL FOR AND ON BEHALF OF:

M/S Bird Worldwide Flight Service Mumbai Private Limited
E-9, Connaught House, Connaught Place
New Delhi-110001

I, Sundeep Kr. Jain, aged 53, Resident of Gautam Budh Nagar, Noida acting in my official capacity of authorised signatory in M/s Bird Worldwide Flight Service Mumbai Private Limited having its registered office at **E-9, Connaught House, Connaught Place, New Delhi-110001**. India do hereby state and affirm as under that:

1. That I am duly authorised to act for and in behalf of M/s Bird Worldwide Flight Service Mumbai Private Limited for Mumbai Station, in the matter of making this submission before the Airports Economic Regulatory Authority of India, New Delhi (“Authority”);
2. I am competent to make this submission before the Authority;
3. I am making this submission (as applicable) which include (i) Business Plan ; (ii) Information relating to regulatory Building Blocks; (iii) Competition Assessment; (iv) Historical and Forecast Volumes; (v) Historical Revenue , are correct and true to my knowledge and belief and nothing material has been concealed therefrom.

Signature

(Sundeep Kr. Jain)



Place: New Delhi

Date:

Bird Worldwide Flight Service Mumbai Private Limited

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BIRD WORLDWIDE FLIGHT SERVICE MUMBAI PRIVATE LIMITED
CHHATARPATI SHIVAJI MAHARAJ INTERNATIONAL AIRPORT , MUMBAI
Form F3 Historical and Projected Profit and loss accounts (ref: Section AI 4 Appendix I)

S No.	Particulars	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
1	Revenue							
	Revenue from Regulated services	1,273,965,366	580,303,649	796,428,955	897,243,000	1,249,866,000	1,347,926,000	1,467,677,000
	Revenue from other than Regulated Services	100,715,345	28,844,635	-	-	-	-	-
2	Opening expenditure							
	Payroll Costs	637,565,931	308,245,363	372,425,505	425,007,000	594,550,000	653,221,000	721,216,000
	Concession Fees	202,567,411	71,893,200	210,000,000	210,000,000	218,803,300	233,779,803	250,944,295
	Administrative and General Costs	178,343,373	104,319,217	129,367,000	139,496,000	163,745,000	174,611,000	186,628,000
	Utilities and Outsourcing costs	38,242,101	26,871,371	27,523,000	31,376,220	43,538,000	47,112,000	51,385,000
	Repair and Maintenance Costs	25,621,384	9,271,649	26,404,014	28,050,000	29,697,000	31,604,000	33,632,000
3	Earnings before depreciation, interest and taxation (EBDIT)	292,340,511	88,547,484	30,709,436	63,313,780	199,532,700	207,598,197	223,871,705
	Depreciation and Amortisation	57,190,896	57,109,586	58,082,774	58,219,567	59,651,070	56,967,312	57,400,506
4	Earning before interest and taxation (EBIT)	235,149,615	31,437,898	(27,373,339)	5,094,213	139,881,630	150,630,885	166,471,199
	Total interest and finance charges	31,509,876	25,905,148	25,024,383	28,032,464	29,830,995	28,170,110	24,922,575
5	Profit / loss before tax	203,639,739	5,532,750	(52,397,722)	(22,938,251)	110,050,635	122,460,775	141,548,624
	Provision for taxation	(5,884,990)	(7,871,053)	-	-	(27,699,745)	(30,823,377)	(35,627,789)
6	Profit / loss after taxation	197,754,749	(2,338,303)	(52,397,722)	(22,938,251)	82,350,890	91,637,398	105,920,836
	Balance brought forward from previous year			-	(52,397,722)	(75,335,972)	7,014,918	98,652,316
	Balance Carried to Balance Sheet	197,754,749	(2,338,303)	(52,397,722)	(75,335,972)	7,014,918	98,652,316	204,573,151

Note:

- * Projected values are provided for each of the Tariff Years
- # Information as per Audited Books for the financial year.

BIRD WORLDWIDE FLIGHT SERVICE MUMBAI PRIVATE LIMITED
CHHATARPATI SHIVAJI MAHARAJ INTERNATIONAL AIRPORT , MUMBAI

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		(57,934,123)	(114,789,493)	(171,282,457)	(223,075,285)
	Building (Leasehold Improvements)	16,051,432	16,051,432	16,051,432	16,051,432	16,051,432
	Plant & Machinery	526,640,898	531,165,475	563,414,655	581,907,335	590,283,615
	Electrical Installation	34,210	34,210	34,210	34,210	34,210
	Furniture and Fittings	699,369	699,369	699,369	699,369	699,369
	Office Equipment	1,469,222	1,503,204	1,496,186	1,489,168	1,482,150
	Safety Equipment	171,293	171,293	171,293	171,293	171,293
	Data Processing Equipment	1,025,907	1,025,907	1,025,907	1,025,907	1,025,907
	Motor Vehicles	24,123,829	24,123,829	24,123,829	24,834,124	38,865,691
	Knowhow Fees/Royalty (Refer Note No. 2 below)	8,315,782	8,315,782	8,315,782	8,315,782	8,315,782
	Software Licences	-	-	-	-	-
	TOTAL (A)	578,531,942	525,156,377	500,543,169	463,246,162	433,854,163
B	Additions - WIP Capitalisation					
	RAB	-	-	-	-	-
	Building	-	-	-	-	-
	Plant & Machinery	4,672,120	33,606,359	21,599,063	12,565,313	9,680,284
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	-	-	-	-	-
	Office Equipment	35,090	-	-	-	-
	Safety Equipment	-	-	-	-	-
	Data Processing Equipment	-	-	-	-	-
	Motor Vehicles	-	-	755,000	15,010,000	755,000
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	TOTAL (B)	4,707,210	33,606,359	22,354,063	27,575,313	10,435,284
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	57,934,123	56,855,370	56,492,964	51,792,828	50,582,965
	Building	-	-	-	-	-
	Plant & Machinery	147,543	1,357,179	3,106,383	4,189,033	4,893,724
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	-	-	-	-	-
	Office Equipment	1,108	7,018	7,018	7,018	7,018
	Safety Equipment	-	-	-	-	-
	Data Processing Equipment	-	-	-	-	-
	Motor Vehicles	-	-	44,705	978,433	1,916,799
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	TOTAL (D)	58,082,774	58,219,567	59,651,070	56,967,312	57,400,506
E	Closing RAB (A+B-C-D)					
	Dep on Op. RAB	(57,934,123)	(114,789,493)	(171,282,457)	(223,075,285)	(273,658,250)
	Building	16,051,432	16,051,432	16,051,432	16,051,432	16,051,432
	Plant & Machinery	531,165,475	563,414,655	581,907,335	590,283,615	595,070,175
	Electrical Installation	34,210	34,210	34,210	34,210	34,210
	Furniture and Fittings	699,369	699,369	699,369	699,369	699,369
	Office Equipment	1,503,204	1,496,186	1,489,168	1,482,150	1,475,132
	Safety Equipment	171,293	171,293	171,293	171,293	171,293
	Data Processing Equipment	1,025,907	1,025,907	1,025,907	1,025,907	1,025,907
	Motor Vehicles	24,123,829	24,123,829	24,834,124	38,865,691	37,703,892
	Knowhow Fees/Royalty (Refer Note No. 2 below)	8,315,782	8,315,782	8,315,782	8,315,782	8,315,782
	Software Licences	-	-	-	-	-
	TOTAL (E)	525,156,377	500,543,169	463,246,162	433,854,163	386,888,941
F	Average RAB	551,844,159	512,849,773	481,894,666	448,550,163	410,371,552

Note:

1 Projected value are provided for Tariff Years

BIRD WORLDWIDE FLIGHT SERVICE MUMBAI PRIVATE LIMITED
CHHATARPATI SHIVAJI MAHARAJ INTERNATIONAL AIRPORT , MUMBAI
Form F11(c): Administration and General Expenditure (ref; Section AI.5 of Appendix I)

S. N.	Particulars - with detailed breakup	2019-20	2020-21	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	68,560,512	67,695,465	64,655,367	69,504,519	74,717,358	80,321,160	86,345,247
	Communication expenses	4,930,928	2,515,065	2,534,150	2,584,833	3,585,218	3,854,521	4,124,337
	Travelling and Conveyance	3,948,578	1,862,542	2,552,184	2,603,227	2,762,578	2,848,925	3,048,350
	Marketing & Publicity	3,821,896	66,492	2,450,096	2,450,096	2,652,075	2,734,968	2,926,416
	Printing and Stationery	1,956,541	565,473	2,096,758	2,138,693	2,218,615	2,310,719	2,472,470
	Others Admin & General Expenses	64,498,341	13,869,877	28,526,566	33,397,233	45,343,034	46,766,461	50,035,993
	....	147,716,796	86,574,914	102,815,121	112,678,602	131,278,877	138,836,755	148,952,813
B	Other Charges							
	Audit Fees, Tax Audit Fees & Legal & Profes	9,698,996	6,506,955	9,546,842	9,642,311	9,942,503	10,145,985	10,653,284
	Insurance Costs	4,936,824	4,000,000	5,564,163	5,619,804	5,887,533	6,131,952	6,438,550
	In Flight Cleaning Consumables	5,489,449	1,387,348	3,836,025	3,669,420	5,467,173	7,321,038	7,687,090
	Certification Expenses	210,000	-	201,540	203,555	226,789	236,205	248,015
	Equipment Hire Charges	10,291,308	5,850,000	7,403,310	7,682,308	10,942,123	11,939,066	12,648,249
	....	30,626,577	17,744,303	26,551,879	26,817,398	32,466,123	35,774,245	37,675,187
C	Utilities and Outsourcing costs							
	Fuel Charges	29,656,914	23,800,000	23,138,902	26,315,964	36,702,766	39,646,825	43,165,797
	Electricity Expenses	4,083,994	1,886,184	2,327,091	2,720,814	3,848,155	4,253,500	4,738,730
	Potable Water	4,501,193	1,185,188	2,057,006	2,339,441	2,987,079	3,211,675	3,480,473
	....	38,242,101	26,871,371	27,523,000	31,376,220	43,538,000	47,112,000	51,385,000
D	Grand Total	216,585,474	131,190,589	156,890,000	170,872,220	207,283,000	221,723,000	238,013,000
E	Administration & General Expenses capitalise	-	-	-	-	-	-	-
F	Net A&G expenses (D-E)	216,585,474	131,190,589	156,890,000	170,872,220	207,283,000	221,723,000	238,013,000

Note:

1 Projected value are provided for Tariff Years

BIRD WORLDWIDE FLIGHT SERVICE MUMBAI PRIVATE LIMITED
CHHATARPATI SHIVAJI MAHARAJ INTERNATIONAL AIRPORT , MUMBAI
Form F12 (b): Historical Aircraft Movements (ref: Section AI.6 Appendix I)

Year	Domestic (Landing)	International (Landing)
2019-20	12,945	8,473
2020-21	4,676	2,834

Note: The above volumes are of aircraft movements (Landing) handled by Company, at Chhatrapati Shivaji Maharaj International Airport, Mumbai

BIRD WORLDWIDE FLIGHT SERVICE MUMBAI PRIVATE LIMITED
CHHATARPATI SHIVAJI MAHARAJ INTERNATIONAL AIRPORT , MUMBAI
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	8630	8,219	7808	3846	3,663	3480
2022-23	9345	8,900	8455	5216	4,968	4720
2023-24	11859	11,294	10729	7770	7,400	7030
2024-25	13014	12,394	11774	8622	8,211	7800
2025-26	14177	13,502	12827	9557	9,102	8647

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 Chhatrapati Shivaji Maharaj International Airport, Mumbai.