



Bird Worldwide Flight Services

Dated: 2nd March 2022

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 Services (India) Private Limited its operations at Cochin International Airport (CIA), Cochin.

Respected Sir,

Greetings from Bird Worldwide Flight Services (India) Private Limited.

We have been awarded the Ground Handling concession at Cochin International Airport (CIA), Cochin 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 SERVICES (INDIA) PVT. LTD.

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

www.bird.in
Tel:+91 11 2341 8199
Fax:+91 11 2341 5679
CIN: U62200DL2008PTC184155



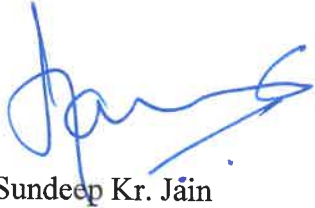
Considering the prevailing unprecedented situation on account of COVID from last one and a half years, the aviation, travel, tourism and hospitality industries have been adversely impacted all across the globe and also severally impacted lives of people during the second wave. We humbly request the Authority 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 Services (India) Private Limited



Sundeep Kr. Jain

Authorized Signatory



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	80,56,25,182	32,89,45,594	33,34,14,798	80,31,91,762	95,98,95,242	1,10,81,47,997	1,22,68,49,387
	Revenue from other than Regulated Services	5,40,61,061	97,19,845	-	-	-	-	-
2	Opening expenditure							
	Payroll Costs	32,08,72,407	13,70,24,278	13,26,69,476	28,52,39,373	32,80,25,279	35,42,67,301	38,26,08,685
	Concession Fees	41,36,19,390	15,38,83,815	18,73,90,383	42,39,60,229	49,91,70,149	56,44,18,077	61,71,49,916
	Administrative and General Costs	14,79,48,266	6,50,71,121	6,80,06,178	8,07,95,562	8,80,41,585	9,44,63,328	10,34,72,937
	Utilities and Outsourcing costs	1,31,16,262	79,67,380	82,66,035	1,53,33,678	1,69,49,011	1,87,32,445	2,07,93,397
	Repair and Maintenance Costs	2,03,58,260	38,91,910	39,05,373	74,20,210	85,33,241	93,86,565	1,03,25,222
3	Earnings before depreciation, interest and taxation (EBDIT)	(5,62,28,342)	(2,91,73,065)	(6,68,22,647)	(95,57,289)	1,91,75,976	6,68,80,281	9,24,99,231
	Depreciation and Amortisation	1,08,42,362	98,59,120	98,90,188	1,16,07,341	1,61,81,085	1,93,20,114	2,02,63,897
4	Earning before interest and taxation (EBIT)	(6,70,70,704)	(3,90,32,185)	(7,67,12,835)	(2,11,64,630)	29,94,891	4,75,60,167	7,22,35,335
	Total interest and finance charges	60,92,027	34,77,570	10,13,048	1,48,78,521	2,09,18,366	2,30,00,426	2,32,01,469
5	Profit / loss before tax	(7,31,62,731)	(4,25,09,755)	(7,77,25,883)	(3,60,43,151)	(1,79,23,475)	2,45,59,741	4,90,33,865
	Provision for taxation	-	-	-	-	-	(61,81,687)	(1,23,41,824)
6	Profit / loss after taxation	(7,31,62,731)	(4,25,09,755)	(7,77,25,883)	(3,60,43,151)	(1,79,23,475)	1,83,78,054	3,66,92,042
	Balance brought forward from previous year			-	(7,77,25,883)	(11,37,69,034)	(13,16,92,508)	(11,33,14,454)
	Balance Carried to Balance Sheet	(7,31,62,731)	(4,25,09,755)	(7,77,25,883)	(11,37,69,034)	(13,16,92,508)	(11,33,14,454)	(7,66,22,413)

Note:

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

BIRD WORLDWIDE FLIGHT SERVICES (INDIA) PRIVATE LIMITED
COCHIN INTERNATIONAL AIRPORT , COCHIN
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	8,40,35,430	3,81,05,866	4,47,21,787	4,81,27,596	5,18,47,861	5,57,36,450	5,99,16,684
	Communication expenses	18,17,117	11,79,856	9,01,421	18,04,100	20,97,910	23,67,363	26,84,241
	Travelling and Conveyance	1,02,34,256	9,63,743	12,90,000	13,86,750	14,90,756	16,02,563	17,46,794
	Marketing & Publicity	49,79,778	16,73,907	33,34,148	48,19,151	51,80,587	51,80,587	51,80,587
	Printing and Stationery	11,76,469	7,27,218	7,82,098	11,68,042	12,93,586	14,59,733	16,55,122
	Others Admin & General Expenses	77,27,125	54,16,563	56,35,570	82,03,879	91,96,793	98,67,577	1,15,67,055
	....	10,99,70,176	4,80,67,152	5,66,65,024	6,55,09,517	7,11,07,494	7,62,14,274	8,27,50,482
B	Other Charges							
	Audit Fees, Tax Audit Fees & Legal & Profes	2,43,67,722	32,19,758	22,26,000	23,66,820	25,17,197	25,23,440	25,29,807
	Insurance Costs	16,90,118	20,89,054	12,86,809	27,68,712	30,45,583	33,50,141	36,85,155
	In Flight Cleaning Consumables	25,78,384	77,85,575	18,50,421	39,21,533	45,26,303	48,53,314	57,40,982
	Certification Expenses	8,00,000	5,00,000	2,14,000	2,28,980	2,45,009	2,62,159	2,80,510
	Equipment Hire Charges	85,41,866	34,09,582	57,63,924	60,00,000	66,00,000	72,60,000	84,86,000
	....	3,79,78,090	1,70,03,968	1,13,41,154	1,52,86,045	1,69,34,092	1,82,49,054	2,07,22,455
C	Utilities and Outsourcing costs							
	Fuel Charges	1,12,83,041	62,20,839	72,87,791	1,36,48,433	1,50,48,498	1,66,90,820	1,85,99,919
	Electricity Expenses	15,83,605	14,21,864	8,54,417	14,37,417	16,26,047	17,36,174	18,64,470
	Potable Water	2,49,616	3,24,677	1,23,828	2,47,828	2,74,466	3,05,451	3,29,007
	....	1,31,16,262	79,67,380	82,66,035	1,53,33,678	1,69,49,011	1,87,32,445	2,07,93,397
D	Grand Total	16,10,64,528	7,30,38,501	7,62,72,213	9,61,29,240	10,49,90,597	11,31,95,773	12,42,66,333
E	Administration & General Expenses capitalised		-	-	-	-	-	-
F	Net A&G expenses (D-E)	16,10,64,528	7,30,38,501	7,62,72,213	9,61,29,240	10,49,90,597	11,31,95,773	12,42,66,333

Note:

1 Projected value are provided for Tariff Years

**BIRD WORLDWIDE FLIGHT SERVICES (INDIA) PRIVATE LIMITED
COCHIN INTERNATIONAL AIRPORT , COCHIN**

Form F11(b): Payroll Related Expenditure and Provisions (ref; Section AI.5 of Appendix I)

S. N.	Particulars - with detailed breakup	Last available audited year ^	Financial Year before Tariff Year 1*	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	Payroll Cost/MW	32,08,72,407	13,70,24,278	8,91,92,342	20,19,17,506	23,62,66,614	25,05,47,931	26,98,28,226
B	PF Employer's Cont			75,83,036	1,74,67,488	2,09,28,492	2,21,32,800	2,39,58,913
C	PF & EDLI Admn Charges			4,40,434	10,09,283	11,99,095	12,64,037	13,61,595
D	ESI Employer's Cont			21,05,063	48,97,420	59,93,926	63,36,596	68,66,533
E	Gratuity			37,14,859	85,12,850	91,08,749	1,06,61,579	1,14,84,436
F	LE			32,19,544	73,77,803	78,94,249	92,40,035	99,53,178
G	Staff Insurance			20,83,200	44,06,400	44,06,400	44,40,000	45,74,199
H	Overtime Cost			36,32,853	84,89,153	89,13,611	1,09,05,764	1,17,81,340
I	Recruitment Cost			1,11,720	2,58,228	3,12,048	3,29,100	3,55,119
J	AEP Cost			1,86,200	4,30,380	5,20,080	5,48,500	5,91,864
K	Staff Transportation Cost			40,21,920	92,96,208	99,46,943	1,18,47,600	1,27,84,268
L	Uniform (incl winter uniform)			30,28,500	39,12,300	41,86,161	49,72,500	53,73,138
M	Staff Parking			79,80,000	1,03,29,120	1,10,52,158	1,31,64,000	1,42,04,742
N	Staff Welfare			39,90,000	51,64,560	55,26,079	56,59,252	71,02,371
O	Training Cost			13,79,805	17,70,673	17,70,673	22,17,608	23,88,763
1	Grand Total	32,08,72,407	13,70,24,278	13,26,69,476	28,52,39,373	32,80,25,279	35,42,67,301	38,26,08,685
2	Employee expenses capitalised	-	-	-	-	-	-	-
3	Net Employees expenses (1)- (2)	32,08,72,407	13,70,24,278	13,26,69,476	28,52,39,373	32,80,25,279	35,42,67,301	38,26,08,685

Note:

1 Projected value are provided for Tariff Years

BIRD WORLDWIDE FLIGHT SERVICES (INDIA) PRIVATE LIMITED
COCHIN INTERNATIONAL AIRPORT , COCHIN
Form F11(e): Utilities and Outsourcing 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	Utilities Costs							
	Power Charges							
	Unit Consumed	9,09,947	5,40,502	5,75,828	10,16,087	10,69,611	11,25,738	11,90,672
	Effective Unit Rate	14	14	14	14.85	15.59	16.37	17.19
	Power costs	1,28,66,646	76,42,703	81,42,207	1,50,85,850	1,66,74,545	1,84,26,993	2,04,64,389
	Water Charges							
	Unit Consumed	49,923	64,935	24,766	47,205	49,790	52,772	54,135
	Effective Unit Rate	5	5	5	5.25	5.51	5.79	6.08
	Water Cost	2,49,616	3,24,677	1,23,828	2,47,828	2,74,466	3,05,451	3,29,007
	Other - Mention all the applicable heads							
	...							
B	Department - wise Outsourcing Costs		-	-	-	-	-	-
	Airfield Services & Facilities		-	-	-	-	-	-
	Terminals		-	-	-	-	-	-
	Maintenance		-	-	-	-	-	-
	Cleaning		-	-	-	-	-	-
	...							
	1 Grand Total	1,31,16,262	79,67,380	82,66,035	1,53,33,678	1,69,49,011	1,87,32,445	2,07,93,397
	2 Utilities and Outsourcing expenses capitalised		-	-	-	-	-	-
	3 Net Utilies and Outsourcing expenses (1)-(2)	1,31,16,262	79,67,380	82,66,035	1,53,33,678	1,69,49,011	1,87,32,445	2,07,93,397

Note:

- 1 these expenses are part of the estimated amount of overall Administrative and General Expenses.
- 2 Information for last financial year / last audited financial year available .

**BIRD WORLDWIDE FLIGHT SERVICES (INDIA) PRIVATE LIMITED
COCHIN INTERNATIONAL AIRPORT , COCHIN**

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	-	(7,11,30,529)	(7,99,82,163)	(8,85,82,013)	(9,69,19,837)
	Building (Leasehold Improvements)	1,03,46,104	1,03,46,104	1,03,46,104	1,03,46,104	1,03,46,104
	Plant & Machinery	11,08,67,336	11,34,94,176	17,25,56,445	24,02,26,475	26,13,18,033
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	3,42,737	3,66,948	6,02,731	8,14,764	7,64,889
	Office Equipment	18,82,322	20,00,469	19,76,069	19,51,669	19,27,269
	Safety Equipment	63,120	63,120	63,120	63,120	63,120
	Data Processing Equipment	13,72,525	13,72,525	15,11,472	14,59,222	14,99,603
	Motor Vehicles	46,03,128	53,82,706	1,31,05,057	1,20,22,650	1,16,97,577
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	TOTAL (A)	12,94,77,271	6,18,95,520	12,01,78,835	17,83,01,990	19,06,96,758
B	Additions - WIP Capitalisation					
	RAB	-	-	-	-	-
	Building	-	-	-	-	-
	Plant & Machinery	27,12,502	6,11,65,656	7,40,54,240	3,07,99,881	2,56,96,057
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	25,000	2,50,000	2,50,000	-	-
	Office Equipment	1,22,000	-	-	-	-
	Safety Equipment	-	-	-	-	-
	Data Processing Equipment	-	1,65,000	-	1,10,000	-
	Motor Vehicles	8,05,000	83,10,000	-	8,05,000	-
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	TOTAL (B)	36,64,502	6,98,90,656	7,43,04,240	3,17,14,881	2,56,96,057
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	6,13,56,066	-	-	-	-
	Dep on Op RAB	97,74,463	88,51,634	85,99,851	83,37,824	74,26,746
	Building	-	-	-	-	-
	Plant & Machinery	85,661	21,03,388	63,84,210	97,08,323	1,14,97,792
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	789	14,217	37,967	49,875	49,875
	Office Equipment	3,853	24,400	24,400	24,400	24,400
	Safety Equipment	-	-	-	-	-
	Data Processing Equipment	-	26,053	52,250	69,619	87,083
	Motor Vehicles	25,422	5,87,649	10,82,407	11,30,073	11,78,001
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	TOTAL (D)	7,12,46,254	1,16,07,341	1,61,81,085	1,93,20,114	2,02,63,897
E	Closing RAB (A+B-C-D)					
	Dep on Op. RAB	(7,11,30,529)	(7,99,82,163)	(8,85,82,013)	(9,69,19,837)	(10,43,46,583)
	Building	1,03,46,104	1,03,46,104	1,03,46,104	1,03,46,104	1,03,46,104
	Plant & Machinery	11,34,94,176	17,25,56,445	24,02,26,475	26,13,18,033	27,55,16,298
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	3,66,948	6,02,731	8,14,764	7,64,889	7,15,014
	Office Equipment	20,00,469	19,76,069	19,51,669	19,27,269	19,02,869
	Safety Equipment	63,120	63,120	63,120	63,120	63,120
	Data Processing Equipment	13,72,525	15,11,472	14,59,222	14,99,603	14,12,520
	Motor Vehicles	53,82,706	1,31,05,057	1,20,22,650	1,16,97,577	1,05,19,576
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
		6,18,95,520	12,01,78,835	17,83,01,990	19,06,96,758	19,61,28,918
F	Average RAB	9,56,86,395	9,10,37,177	14,92,40,413	18,44,99,374	19,34,12,838

Note:

1 Projected value are provided for Tariff Years

BIRD WORLDWIDE FLIGHT SERVICES (INDIA) PRIVATE LIMITED
COCHIN INTERNATIONAL AIRPORT , COCHIN
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	2417	2,302	2187	2098	1,998	1898
2022-23	4726	4,501	4276	4310	4,105	3900
2023-24	4821	4,591	4361	5187	4,940	4693
2024-25	5206	4,958	4710	5931	5,649	5367
2025-26	5622	5,354	5086	6375	6,071	5767

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 Cochin International Airport, Cochin.