



भारतीय विमानपत्तन आर्थिक विनिमायक प्राधिकरण
सफदरजंग एयरपोर्ट, नई दिल्ली-110003

Date: August 26, 2022

प्राप्त
डायरी नं० 16954
तारीख 26/08/2022

To,
Sh. Ram Krishnan
Director (P&S)
Airport Economic Regulatory Authority of India
AERA Building, Administrative Complex
Safdarjung Airport, New Delhi - 110003

26/8/22

26/8/22
Sign (SIC)
Consultant (V)

Subject: Submission of MYTP for Cargo Handling Services at IGI Airport Delhi for Third Control Period by Celebi Delhi Cargo Terminal Management India Pvt. Ltd.
Reference: (i) AERA Letter dated 11th May 2022 & Email dated 4th July 2022.
(ii) Celebi Letter dt. 27th June 2022.

26/8/22
Consultant (P&S)
30-8-22

Dear Sir,

We are in receipt of letter dated 19th July 2022 from DIAL.

DIAL has informed us that the Hon'ble Telecom Disputes Settlement and Appellate Tribunal ("TDSAT") in the appeal bearing no. AERA Appeal No. 7/2021 titled Delhi International Airport Ltd. Vs AERA & Others and others by order dated 08/11/2021 in Misc. Application/410/2021 had directed that no precipitative action shall be taken by AERA till the next date of the hearing which was 13/12/2021. Subsequently, by further order of 01/04/2022, the Hon'ble Tribunal extended the said interim order of 08/11/2021 to be operative during the pendency of these AERA appeals.

A copy of the Hon'ble Tribunal's orders dated 08/11/2021 and 01/04/2022 is enclosed herewith (*Enclosures*).

In view of the above mentioned circumstances, since AERA has called upon us to file the MYTP wide its above captioned Letter dt. 11th May 2022 & Email dated 4th July 2022, we are hereby without prejudice to our rights are filling our MYTP for the Third Control Period and which will be subject to the final outcome of AERA Appeal No. 7/2021 titled Delhi International Airport Ltd. Vs AERA & Others pending before the Hon'ble TDSAT Tribunal.

For Celebi Delhi Cargo Terminal Management India Pvt. Ltd.

Kamesh Peri
CEO



cc. Delhi International Airport Ltd., New Udaan Bhawan, Opp. Terminal - 3, Indira Gandhi International Airport, New Delhi - 110037

Encl. As above.

CELEBI DELHI CARGO TERMINAL MANAGEMENT INDIA PRIVATE LIMITED

www.celebiaviation.com

Regd. Off. : Room No. CE-05, First Floor, Import Building II, International Cargo Terminal, IGI Airport, New Delhi - 110037, INDIA
Tel: +91-11-25601300, +91-11-25601310, +91-11-25601000 (exchange) Fax: +91-11-25601320 CIN No. U74900DL2009FTC191359



• ISO 9001 QUALITY MANAGEMENT SYSTEM
• ISO 14001 ENVIRONMENTAL MANAGEMENT SYSTEM
• OHSAS 18001 OCCUPATIONAL HEALTH & SAFETY MANAGEMENT SYSTEM



August 26th, 2022

The Secretary
Airports Economic Regulatory Authority of India
AERA Building, Administrative Complex
Safdarjung Airport, New Delhi – 110003

Sub: Submission of Multi-Year Tariff Proposal (MYTP) for 3rd Control period, FY 2022 – FY 2026 for Celebi Delhi Cargo Terminal Management (I) Pvt. Ltd

Dear Sir,

As per directions in the Terms and Conditions for Determination of Tariff for Services provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft Guidelines 2011 ('Guidelines') issued under Section 15 of The Airports Economic Regulatory Authority of India Act, 2008, please find enclosed the following:

- Multi Year Tariff Proposal ('MYTP') for the Third control period starting 1st April 2021 and ending on 31st March 2026 for Celebi Delhi Cargo Terminal Management (I) Pvt. Ltd. ("Celebi")
- Proposed Tariff Chart

The percentage share of cargo volume at Indira Gandhi International Airport, Delhi is above 2.5% materiality index fixed for the subject service and hence the cargo handling service is deemed "material" as per the provisions of Chapter 1 Section 4.3 ii of the Tariff Guidelines.

Since 2011, Celebi and Delhi Cargo Services Center Pvt Ltd ("DCSC") have been competing in all forms of cargo handling services at the IGIA. Therefore, the service is deemed "competitive" at the airport as per the provisions of Chapter 1 Section 5 of the Tariff Guidelines.

Celebi's operations therefore will be "material and competitive" as per the provisions of Chapter 1, Section 3.2: ii and hence qualify to be regulated under the Light Touch Approach as described in Chapter 5 of the prescribed Tariff Guidelines.

Celebi would like to bring to Authority's attention that it is fully committed to provide seamless experience to users of the cargo terminal. Celebi has infused significant capital to renovate and modernize the complete infrastructure of the brown field terminal in the past and has brought several state-of-the art equipment. It has continued to enhance the operational efficiency of the existing processes and systems to reduce the cargo turn-around time that has resulted in a significant time and cost savings for its customers.

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In current situation due to Covid-19 pandemic and other geo-political issues, flights have got impacted resulting in lower Cargo tonnage with no certainty to bounce back to previous levels in near future. In the years ahead, different external factors are expected to put pressure on business performance. Despite negatively impacted cargo tonnages Celebi is compelled to maintain full workforce, with all benefits, to cater clearance of all cargo including Covid relief and other essential items with full efficiency.

Taking all the above reasons into careful consideration together with all assumptions mentioned in Annexure and attached calculations, Celebi proposes and request AERA an increase of 17% in FY 22-23 (effective 1st October 2022), 18% in FY 23-24, 16% in FY 24-25 and 17% in FY 25-26.

Please find enclosed the Multi Year Tariff Proposal Forms and proposed tariff chart. We hope that AERA would accept and approve our tariffs proposed in this Multi Year Tariff Proposal for 3rd Control Period (FY 2022-FY 2026).

Thanking ycu,

Yours sincerely,

For Celebi Delhi Cargo Terminal Management India Pvt. Ltd



Kamesh Peri

Chief Executive Officer

Email: Kamesh.Peri@celebiaviation.in

Tel: +91 11 25601300

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Form F3: Historical and Projected Profit & Loss Account (ref: Section AI.4 of Appendix 1)

Privileged and Confidential

S.No.	Particulars		Audited year	Audited year	Tariff year 1/ Audited year	Tariff year 2	Tariff year 3	Tariff year 4	Tariff year 5
			2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
1	Revenue								
	Revenues from Regulated Services								
	- Cargo Handling Revenue	INR cr	452	522	511	489	466	418	339
	Revenues from other than Regulated Services	INR cr	56	60	72	67	64	62	60
2	Operating expenditure								
	Payroll Costs	INR cr	58	51	53.67	60.61	67.30	73.50	79.28
	Administrative and General Costs	INR cr	75	72	75.62	87.16	94.84	101.79	109.10
	Utilities and Outsourcing Costs	INR cr	67	63	70.24	78.58	87.79	92.63	92.55
	Concession Fees	INR cr	185	210	212.34	203.00	193.39	175.17	145.55
	Repair and Maintenance Costs	INR cr	12	7	10.81	12.37	13.61	14.97	16.46
3	Earnings before depreciation interest and taxation (EBDIT)	INR cr	112	178	160	115	73	22	-44
	Depreciation and Amortisation	INR cr	21	19	17	21	26	32	38
4	Earnings before interest and taxation (EBIT)	INR cr	90	159	143	94	47	-10	-82
	Total interest and finance charges	INR cr	7	6	4	4	4	5	5
5	Profit/ loss before tax	INR cr	84	153	139	90	43	-15	-87
	Provision for corporate tax	INR cr	27	55	35	23	11		
	Deferred tax liability	INR cr							
6	Profit/ loss after taxation	INR cr	57	99	103	67	32	-15	-87
7	Other outflows (refer Form 11(f))	INR cr							
8	Balance Carried to Balance Sheet	INR cr	57	99	103	67	32	-15	-87

Form F11 (b): Payroll Related Expenditure and Provisions (ref: Section AI.5 of Appendix 1)

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S.No.	Particulars		Tariff year 1/ Audited year	Tariff year 2	Tariff year 3	Tariff year 4	Tariff year 5
			2021-22	2022-23	2023-24	2024-25	2025-26
A	Salaries and wages	INR cr	47	53	59	64	69
B	Contribution to provident fund	INR cr	2	3	3	3	4
D	Gratuity expense	INR cr	0	0	1	1	1
E	Staff welfare expenses	INR cr	4	4	5	5	6
1	Grand Total	INR cr	54	61	67	73	79
2	Employee expenses capitalised	INR cr	0	0	0	0	0
3	Net Employee expenses (1) - (2)	INR cr	54	61	67	73	79

Form F11 (c):Administration and General Expenditure (ref: Section AI.5 of Appendix 1)

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S.No.	Particulars		Audited year	Audited year	Tariff year 1/ Audited year	Tariff year 2	Tariff year 3	Tariff year 4	Tariff year 5
			2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Administrative Charges								
1	Rent	INR cr	0	1	0	0	0	0	0
2	Rates and Taxes	INR cr	0	0	0	0	0	0	0
3	Communication Expense	INR cr	0	0	0	0	0	0	0
4	Travelling and Conveyance	INR cr	1	0	0	1	1	1	1
5	Advertisement and sales promotion	INR cr	1	0	1	2	2	2	2
6	Printing and Stationary	INR cr	1	1	1	1	1	1	1
7	IT expenses	INR cr	5	3	4	5	6	6	6
8	Property Tax	INR cr	4	1	1	2	3	3	3
9	License Fee	INR cr	35	37	40	44	48	51	55
	sub-total	INR cr	48	44	47	54	59	64	68
B	Legal Charges/ Auditor's Fees								
	Auditor's Fees	INR cr	0	0	0	0	0	0	0
	Legal & professional Charges	INR cr	4	7	6	7	8	9	9
	sub-total	INR cr	4	7	6	7	8	9	9
C	Other Charges								
1	Insurance Costs	INR cr	2	3	4	4	5	5	5
2	Vehicle hire charges	INR cr	3	3	3	3	3	3	3
3	Corporate Social Responsibility expenditure	INR cr	1	1	2	3	3	2	1
4	Provision for doubtful trade receivables	INR cr	1	-	0	0	0	0	0
5	Miscellaneous Expenses	INR cr	1	0	0	0	0	0	0
6	House keeping expenses	INR cr	3	2	3	3	3	3	4
7	Security expense	INR cr	9	8	8	9	10	11	12
8	Water	INR cr	3	4	4	4	5	5	6
	sub-total	INR cr	22	21	23	26	28	30	31
D	Grand Total	INR cr	75	72	76	87	95	102	109
E	Administration & General expenses capitalised	INR cr	0	-	0	0	0	0	0
G	Net A&G expenses (D)-(E)	INR cr	75	72	76	87	95	102	109

Form F11 (e):Utilities and Outsourcing Expenditure (ref: Section AI.5 of Appendix 1)

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S.No.	Particulars		Audited year	Audited year	Tariff year 1/ Audited year	Tariff year 2	Tariff year 3	Tariff year 4	Tariff year 5
			2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
A	Utilities Costs								
1	Power Charges								
	Power Costs	INR cr	9	7	8	10	11	12	13
	sub-total	INR cr	9	7	8	10	11	12	13
B	Department -wise Outsourcing Costs								
1	Operations - Loading/unloading labor	INR cr	56	54	60	67	75	78	77
4	Equipment Hire	INR cr	2	2	2	2	2	2	3
	sub-total	INR cr	58	56	62	69	77	81	80
	Grand Total	INR cr	67	63	70	79	88	93	93
	Utilities and Outsourcing expences capitalised	INR cr	-	-					
	Net Utilities and Outsourcing expences(1)-(2)	INR cr	67	63	70	79	88	93	93

Form F9: Forecast and Actual Roll-forward RAB

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Particulars	Tariff year 1/ Audited year	Tariff year 2	Tariff year 3	Tariff year 4	Tariff year 5
	2021-22	2022-23	2023-24	2024-25	2025-26
Opening RAB - net block					
Leasehold Improvements	104.46	96.09	154.30	149.85	209.26
Office Equipments	0.64	0.55	0.47	0.33	0.34
Computers & Peripherals	2.06	1.57	2.06	2.11	1.58
Furniture & Fittings	0.56	0.63	0.69	0.71	0.70
Plant & Machinery	35.57	36.18	38.67	42.00	45.00
Security Deposit	186.36	186.36	205.36	205.36	205.36
Intangible assets	3.11	2.38	2.18	3.15	3.06
sub-total	332.75	323.77	403.71	403.50	465.31
Additions - WIP Capitalisation					
Leasehold Improvements	0.74	70.51	12.30	80.63	0.69
Office Equipments	0.20	0.25	0.25	0.50	0.25
Computers & Peripherals	0.50	0.98	1.36	0.92	1.46
Furniture & Fittings	0.25	0.25	0.25	0.25	0.25
Plant & Machinery	6.24	8.61	10.51	11.46	9.62
Security Deposit	-	19.00	-	-	-
Intangible assets	0.31	1.00	1.00	-	-
sub-total	8.23	100.61	25.67	93.76	12.26
Disposals/ Transfers	8.23	81.61	25.67	93.76	12.26
Leasehold Improvements	-	-	-	-	-
Office Equipments	0.00	-	-	-	-
Computers & Peripherals	0.00	-	-	-	-
Furniture & Fittings	0.02	-	-	-	-
Plant & Machinery	0.11	-	-	-	-
Security Deposit	-	-	-	-	-
Intangible assets	-	-	-	-	-
sub-total	0.13	-	-	-	-
Depreciation Charge - Dep.					
Leasehold Improvements	9.10	12.31	16.74	21.22	25.79
Office Equipments	0.29	0.34	0.39	0.49	0.54
Computers & Peripherals	0.98	0.50	1.30	1.44	1.50
Furniture & Fittings	0.16	0.19	0.23	0.26	0.30
Plant & Machinery	5.52	6.13	7.18	8.45	9.65
Security Deposit	-	-	-	-	-
Intangible assets	1.04	1.20	0.04	0.08	0.43
sub-total	17.08	20.67	25.88	31.95	38.21
Closing RAB (A+B-C-D) Net block					
Leasehold Improvements	96.09	154.30	149.85	209.26	184.16
Office Equipments	0.55	0.47	0.33	0.34	0.05
Computers & Peripherals	1.57	2.06	2.11	1.58	1.55
Furniture & Fittings	0.63	0.69	0.71	0.70	0.65
Plant & Machinery	36.18	38.67	42.00	45.00	44.96
Security Deposit	186.36	205.36	205.36	205.36	205.36
Intangible assets	2.38	2.18	3.15	3.06	2.63
sub-total	323.77	403.71	403.50	465.31	439.37

Form 12 (a) - Historical and Projected cargo volumes in tonnes (ref. Section A1.6 Appendix 1)

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Year	Domestic								International							
	Outbound				Inbound				Exports				Imports			
	General	Perishable	Valuable	Total	General	Perishable	Valuable	Total	General	Perishable	Valuable	Total	General	Perishable	Valuable	Total
2009-10									1,63,241	28829		1,92,070	1,43,914			1,43,914
2010-11									1,85,249	29598		2,14,847	1,79,045			1,79,045
2011-12									1,66,416	29928		1,96,344	1,74,718			1,74,718
2012-13									1,60,112	30492		1,90,604	1,57,887			1,57,887
2013-14									1,52,320	31196		1,83,516	1,41,991			1,41,991
2014-15	20,470			20,470	15,309			15,309	1,62,497	32,779		1,95,276	1,57,604			1,57,604
2015-16	24,280			24,280	17,154			17,154	1,42,476	20,876		1,63,352	1,56,685			1,56,685
2016-17	27,003			27,003	19,247			19,247	1,46,380	18,585		1,64,965	1,53,494			1,53,494
2017-18	76,431			76,431	48,495			48,495	1,67,281	22,865		1,90,146	1,77,448			1,77,448
2018-19	79,755			79,755	49,337			49,337	1,58,967	17,506		1,76,473	1,73,401			1,73,401
2019-20	61,499			61,499	39,003			39,003	1,41,965	14,786		1,56,751	1,64,920			1,64,920
2020-21	36,349			36,349	23,240			23,240	1,11,229	11,001		1,22,230	1,52,276			1,52,276
2021-22	40,588			40,588	25,949			25,949	1,27,963	12,656		1,40,619	1,57,042			1,57,042
2022-23	46,467			46,467	29,709			29,709	1,35,049	13,356		1,48,405	1,50,717			1,50,717
2023-24	49,720			49,720	31,788			31,788	1,34,875	13,339		1,48,214	1,50,523			1,50,523
2024-25	47,880			47,880	30,612			30,612	1,20,006	11,869		1,31,875	1,33,929			1,33,929
2025-26	40,986			40,986	26,204			26,204	94,913	9,387		1,04,300	1,05,925			1,05,925