

File No. AERA/20010/MYTP/HIAL/CP-III/2021-26
Airports Economic Regulatory Authority of India

**AERA Building,
Administrative Complex,
Safdarjung Airport,
New Delhi – 110 003.**

Date: 10th July, 2021

Public Notice No. 16/2021-22

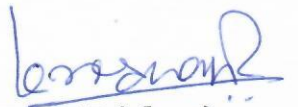
Sub: Submission of ATP/Tariff Card by Hyderabad International Airport Ltd (HIAL) as required under AERA Consultation Paper No. 11/2021-22 dated 02.07.2021 regarding the Determination of Aeronautical Tariff for Rajiv Gandhi International Airport, Hyderabad (HIAL) for 3rd Control Period (01.04.2021 - 31.03.2026).

Attention of all concerned is invited to Consultation Paper (C P) No. 11/2021-22 dated 02.07.2021 regarding the Determination of Aeronautical Tariff for Rajiv Gandhi International Airport, Hyderabad (HIAL) for 3rd Control Period (01.04.2021 - 31.03.2026).

2. In this regard, Rajiv Gandhi International Airport, Hyderabad (HIAL) has submitted the proposed ATP/Tariff Card to AERA as required under the Consultation Paper vide their letter No GHIAL/ 2021-22/SPG/1625 dated 09.07.2021. **The Authority will finalise the tariff rate card considering the comments/views of all the Stakeholders in Tariff Order.**

3. The ATP/Tariff Card can be viewed alongside the Consultation Paper No. 11/2021-22 under "Stakeholder Process" on the official website of AERA.

4. The above is for information of all Stakeholders.


(Ram Krishan)
Director (P&S)

Letter No: GHIAL/ 2021-22/SPG/1625

Dated: 9th July 2021

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

Sub: Filing of Annual Tariff Proposal (ATP) of GHIAL for the 3rd Control Period

Ref: Consultation Paper No. 11/2021-22 dated July 2, 2021 issued by AERA for the Control Period-3 for RGI Airport (RGIA), Shamshabad, Hyderabad

Dear Sir,

The Authority in its Consultation Paper 11/2021-22 has directed GHIAL to file the rate card in accordance with the proposed ARR. In this regard, we hereby submit ATP derived in line with the Consultation Paper; as under:

1. The effective date for the revised tariff implementation has been considered as October 1, 2021 for the purpose of ATP.
2. Targeted Revenue has been proposed to be collected through a mix of Landing and Parking, User Development Fee and other charges which are presently considered as regulated by the Authority in the Consultation Paper.

The traffic of 14.34 million as estimated by the Authority for FY22 is on the higher side considering the traffic stack up in Q1FY22. However, we are filing our rate card based on the traffic considered in the consultation paper as "Annexure A".

3. In last few years RGIA has emerged as the hub of South & Central India. Under the Regional Connectivity Scheme (RCS) of Govt. of India, all the major Indian Carriers have deployed ATR/Q400s type aircraft at RGIA and connected to number of RCS routes and connected to various smaller catchment cities/towns out of RGIA. In Fiscal 2021 and 2020, total 12 RCS routes were catered out of Hyderabad viz Cudapa, Gwalior, Hubballi, Nasik, Belgaum, Jharsaguda, Kolhapur, Ajmer, Mysore, Nanded, Pondicherry and Vijaynagar.



These RCS routes have also contributed to transfer traffic at RGIA. In Fiscal 2021, UDF exempted RCS pax was around 2.25% of the total domestic pax. We request the Authority to consider the same for the purpose of rate card.

4. During FY21 the COVID-19 pandemic, the still prevailing pandemic had hit the world including India and the traffic numbers came down drastically during this period. Airlines were consolidating their operations in main cities like Hyderabad instead of connecting directly between Tier II to Tier II/III etc. cities/towns. Due to this the transfer traffic number at Hyderabad has increased significantly in FY21. We expect that once the situation is restored to normal, our unbillable transfer traffic at HYD may settle down around 10% range as against our initial submission of 1.08% of total domestic pax. However, for the purpose of rate card we assumed domestic departing transfer and transit pax as filed with the Authority.
5. Air travel has been impacted due to the unprecedented Covid'19 pandemic and it is very difficult to estimate the likely traffic for the current control period. Hence, we request the Authority to allow mid-term review of the rate card at the end of FY23 based on actual billable traffic for FY22 and FY23 so as to enable us to achieve and that recover the ARR as proposed in the consultation paper.
6. The company also intends to introduce Variable Tariff Plan primarily to support new route development, growth of air travel and faster bounce back of air traffic. Details of the Tariff Plan are enclosed as "Annexure B".

In case there is any variation between the ARR on which the current tariff is worked out and the final tariff approved ARR by the Authority, we request the Authority to allow us to resubmit the revised ATP as the change in ARR may require us to rework on the recovery strategy.

It may kindly be noted that this ATP is submitted for Control Period 3 (FY 2022 – FY 2026) is without prejudice to our rights and contentions with regard to treatment of CGF Revenue, real estate income, dividend and other income etc by AERA in the CP.

Thanking you

Yours Sincerely,

For GMR Hyderabad International Airport Limited



Authorized Signatory

Encl: Annexure A – Proposed Rate Card for the Third Control Period effective Oct 1, 2021

Annexure B - Variable Tariff Plan

Annexure A

Rate Card – effective from October 1, 2021 (or the date of AIC for tariff applicability, as may be applicable) for Third Control Period

Landing Charges

a. Landing charges levied per landing

<i>From</i>	<i>1-Oct-21</i>	<i>1-Apr-22</i>	<i>1-Apr-23</i>	<i>1-Apr-24</i>	<i>1-Apr-25</i>
<i>To</i>	<i>31-Mar-22</i>	<i>31-Mar-23</i>	<i>31-Mar-24</i>	<i>31-Mar-25</i>	<i>31-Mar-26</i>
International (upto 100 MT)	401.00	433.00	606.00	636.00	668.00
International (above 100 MT)	539.00	582.00	815.00	856.00	899.00
Domestic (upto 100 MT)	282.00	304.00	426.00	447.00	469.00
Domestic (above 100 MT)	379.00	409.00	573.00	602.00	632.00

MT- Metric tonne, MTOW- Maximum Take Off Weight

b. Terms and conditions

- The charges set forth herein shall be calculated on the basis of nearest rounded off MT i.e. equivalent to 1,000 kilograms. MTOW to be as per the Certificate of Airworthiness filed with DGCA.
- A minimum charge of Rs. 4,000/- (up to 21 Metric tonne for Domestic and 16 Metric tonne for International in the case of general aviation aircraft) shall be levied per single unscheduled landing of Helicopters and General Aviation aircraft. For over the specified tonnage, the charges as per MTOW will be applicable.
- An aircraft with a maximum certified seat capacity of less than 80, as certified by the DGCA, being operated by domestic scheduled operators, are exempted from payment of landing charges.
- Domestic legs of the international routes of Indian Scheduled Operators will be treated as domestic flight as far as the airport user charges are concerned irrespective of the number assigned to such flights.
- Landing charges as detailed in Annexure B will be applicable after completion of 12 months of continuous operations, else the above rate will be applicable.

Parking Charges

a. Parking charges shall be levied as below:

<i>From</i>	<i>1-Oct-21</i>	<i>1-Apr-22</i>	<i>1-Apr-23</i>	<i>1-Apr-24</i>	<i>1-Apr-25</i>
<i>To</i>	<i>31-Mar-22</i>	<i>31-Mar-23</i>	<i>31-Mar-24</i>	<i>31-Mar-25</i>	<i>31-Mar-26</i>
Total Weight (MTOW)	Parking Charges (Rate per Hour)				
Up to 100 MTOW	14	14	15	16	17
above 100 MTOW	18	19	20	21	22

b. Other terms and conditions

- GHIAL shall allow two (2) hours of free parking. The time of 15 minutes shall be added to the free parking time of two hours mentioned herein, on account of time taken between touch down time and actual parking time on the stand for the calculation of free parking period.
- Another standard time of 15 minutes shall be added on account of taxing time of aircraft from parking stand to take off point. These periods shall be applicable for each aircraft irrespective of actual time taken in the movement of aircraft after landing and before takeoff.
- For calculating chargeable parking time, part of an hour shall be rounded off to the next hour.
- Charges shall be calculated on the basis of nearest rounded off MTOW.
- The Charges for each period parking shall be rounded off to nearest rupee.
- GHIAL shall levy parking charges at the in-contact stands as mentioned herein:

Parking hrs	0-02 hrs	02- 04 hrs	Above 04 hrs
Rate	Free	Normal parking rates as listed above	Double the normal parking rates

User Development Fee (UDF)

User Development Fee (for both Domestic Passengers and International Passengers) shall be payable as follows:

<i>From</i>	<i>1-Oct-21</i>	<i>1-Apr-22</i>	<i>1-Apr-23</i>	<i>1-Apr-24</i>	<i>1-Apr-25</i>
<i>To</i>	<i>31-Mar-22</i>	<i>31-Mar-23</i>	<i>31-Mar-24</i>	<i>31-Mar-25</i>	<i>31-Mar-26</i>
UDF- Domestic Passenger					
Rs per Departing Domestic Passenger	608	636	665	696	728
Rs per Departing International Passenger	1,300	1,350	1,700	2,000	2,200

The above charges are exclusive of applicable taxes.

Exemption in Payment of User Development Fee

- Children under the age of two (02) years
- Holder of Diplomatic Passport
- Passenger departing from the Indian Airports due to involuntary re-routing, i.e., due to technical problems or adverse weather conditions
- Transit/transfer passengers - this exemption shall be granted to all the passengers transiting upto 24 hours. A passenger is treated in transit only if onward travel journey is within 24 hours from arrival into Airport and is part of the same ticket; in case two separate tickets are issued it would not be treated as transit passenger
- Involuntary re-routed passengers
- Exemption to airlines for Sky Marshals, airline crew on duty and airline crew on board for the particular flight only (this would not include Dead Head Crew or ground personnel)
- Persons travelling on official duty for UN Peace Keeping Missions
- Persons travelling on official duty on aircraft operated by Indian Armed Forces
- For any travel between Oct 1, 2021 to Mar 31, 2022, the UDF applicable will be based on the date of ticket booking. For any travel beyond March 31, 2022, the respective UDF shall be applicable based on the date of travel.

ICT (CUTE/CUSS/BRS) Charge

Per Embarking Passenger	USD 1.25
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ICT services concessioned to concessionaire on revenue share model. The charges mentioned above will be collected by Concessionaire from Airlines.

- ICT charges shall be applicable on to the UDF paying passengers on scheduled flights and passengers on non-scheduled, chartered flights.
- For the purpose of billing in foreign currency the RBI reference Rate as on 1st day of the month for 1st fortnightly billing period and the rate prevailing as on 16th day of the month for the 2nd fortnightly billing period shall be used

Fuel Charges

The following fuel charges per KL of fuel will be charged:

Charges per KL of Fuel	Amount in Rs./KL
Infrastructure Charges	Rs 1500/-

KL – Kiloliters 1 KL = 1000 Liters

Fixed Electricity Ground Power ("FEGP") Charges

FEGP services can be availed by the Airlines/Operators to use electric ground power in place of APU (Auxiliary power unit) or a GPU (diesel generator).

Charges for FEGP usage are based on minimum half an hour usage and thereafter every 15 minutes based on the hourly charges.

The following fixed ground power charges will be charged:

Time slot	1 plug (90 KV)	2 Plugs (180 KV)
First 30 minutes	Rs 500	Rs 875
Every additional 15 minutes	Additional Rs 250	Additional Rs 437.4

The above FEGP rates are subject to revision if there is any significant change in the prevailing electricity rate.

Taxes

All the above Airport Charges and Fee are exclusive of applicable taxes and the taxes as payable from time to time shall be levied in addition to the above charges.

Mode of Invoicing and Payment

- a. GHIAL shall raise invoices for Landing and Parking Charges, User Development Fees, on fortnightly basis for the services availed by the Scheduled Operators at the Airport for the preceding fortnight. The credit period will be in respect of airlines having credit arrangement with the company and in the case of other will be on cash and carry basis.

- b. All the invoices will be sent to the Operator in the electronic format with necessary supporting documents. All the applicable taxes shall be charged to the Airline at the prevailing rates in addition to the charges.
- c. All Unscheduled Operators shall pay in advance/ be charged on cash & carry basis.

Applicable collection charges, credit terms and payment dates to Scheduled Operators/Airlines.

The collection charges applicable at GMR Hyderabad International Airport with effect from the date of Issuance of AIC shall be as mentioned below subject to the terms and conditions hereunder:

Charges	collection charges *
User Development Fee (UDF)	Rs. 5 per departing passenger

*** On the base amount (Excluding GST)**

Other Terms and Conditions

- The above mentioned collection charges are applicable if and only if there are no over due's against any invoice(s). All dues (including aero charges, rentals, utilities and UDF amounts, interest on over dues and any other applicable charges) should be paid within the contracted due date without exception. No collection charges under any head shall be allowed, if any of the charges including those mentioned in this condition and payable to GHIAL, are pending beyond the respective due dates.
- GHIAL will raise the invoice within 3 working days from the end of fortnight subject to receipt of passenger data from the airlines as mentioned below:
 - Passenger data should be uploaded on time (Within two (2) days of the end of the respective fortnight; both arrival and departure passenger data have to be updated on the load application).
 - Credit Period of 15 days shall be from the end of the respective fortnight irrespective of any delay in provisioning of data by airlines.
- Electronic Invoices (E-Invoice) will be sent to airlines on the same day of invoice generation to the mail id's provided by the respective carriers.
- In case of non-receipt of invoice by the airline within maximum of five (05) days, the airline shall communicate to GHIAL for its necessary action.
- The Airline shall revert in writing within two working days from the date of receipt of soft copy of the invoice with queries, if any. If no queries are raised in writing by the Airline within the said two days, it shall be deemed accepted and no queries whatsoever shall be entertained by GHIAL thereafter.
- Remittance shall be made to the credit of the GHIAL account on or before 15th day from the closure of the fortnight through RTGS or NEFT in order to avail the collection charges. If

payments are made by cheque or DD, the same should be ensured to reach GHIAL on or before 15th day from the closure of the fortnight and any delays in receipt of cheque or DD by GHIAL due to courier or other transit delays will not be considered for allowing the collection charges.

- Interest on delayed payments: Interest at the rate will be levied by the company on any delay in payments beyond the due date as mentioned above (credit within 15th day of fortnight). Presently, the interest rate levied on delayed payment is 18% p.a. It may please be noted that no request for waiver of the interest shall be entertained. The policy of levying interest on delayed payments will be applicable irrespective of the quantum of delay i.e. interest will be calculated on a daily balance and part-payments if any will be adjusted in the order of interest and then outstanding balance.
- The payments made by the airliner shall be adjusted by GHIAL in the order of the outstanding dues. Wherever, interests are charged by RGIA on delayed payments/ overdue outstanding, the same shall be adjusted first and then the balance amount only will be adjusted against the outstanding dues.
- All invoices including the interest invoices have to be paid in full without any eligible deduction towards the collection charges. However, applicable TDS can be deducted.
- Company shall obtain Bank Guarantee or the Revolving Letter of Credit for an amount equivalent to six months of projected billing for the facilities offered by GHIAL, including but not limited to Landing and Parking, ICT Charges and UDF from the Airline to be used as a security and GHIAL shall have the right to en-cash such Bank Guarantee and/or Letter of Credit in event the Airline commits the breach of any of the terms, conditions and covenants of the Agreement or for the non-payment of charges or if the Airline fails to renew the Bank Guarantee before its expiry during the operations of Airline at RGIA.

Annexure B

Variable Tariff Plan

**GHIAL- Proposal for Variable Tariff Card for
Scheduled Passenger and Cargo Airlines**

Proposal: Scheduled Passenger International Airlines (Foreign and Indian Carriers)

1. Variable Tariff Plan (VTP) Based on Stage Length (New International Unserved Routes):

VTP for Landing	MTOW	Y1	Y2	Y3
More than 4000 KM	>100MT	0.00*RR	0.00*RR	0.00*RR
	<100MT	0.00*RR	0.00*RR	0.00*RR
Less than 4000 KM	>100MT	0.00*RR	0.50*RR	0.50*RR
	<100MT	0.00*RR	0.50*RR	0.50*RR

*RR means Rack Rate

VTP for UDF	Y1	Y2	Y3
More than 4000 KM	0.00*RR	0.50*RR	0.50*RR
Less than 4000 KM	0.00*RR	0.50*RR	0.75*RR

Terms and Conditions:

- Above VTP shall be provided to any New Flight introduced on Unserved Route/s; strictly defined as International routes which have remained unserved from Hyderabad Airport by any Scheduled Indian and foreign passenger airline as on Feb'20.
- The VTP is applicable based on stage length of great circle, also the unit of Kilometres refers to air kilometres for calculating the qualifying distance as per great circle path.
- RR (Rack Rate) shall be equivalent to the applicable Rate as per the respective year Rate Card approved by the Authority.

2. VTP on Additional Frequency (International Flights):

Landing Charges	Y1	Y2	Y3
Additional Frequency started in last 12 months	0.25*RR	0.50*RR	0.50*RR

Terms and Conditions:

- Frequency increase means increase in frequency to the new international route started by the airline for HYD in last 12 months.
- The VTP for additional frequencies will be applicable from the date of start of such frequencies.
- This VTP for Landing is applicable for flights started as per Point No. 1 of VTP Plan (New Unserved International Route)

3. Key Partnership Program for International Flights:

Landing Charges	Y1	Y2	Y3
VTP on Incremental Flights	0.00*RR	0.25*RR	0.25*RR

Qualifying Criteria for 'Key Partnership Program'

Existing International Airline- Multiple Factor Increase Compared to Feb 2020			
Monthly Targets	Y1	Y2	Y3
Departure growth	1.5X	2X	2.5X
International Routes	2X	3X	4X

New International Airline			
Monthly Targets	Y1	Y2	Y3
Departure per week	6	12	18
New International Routes for the airline	2	4	6

Terms and Conditions:

- **Existing International Airline** means, scheduled airline (Indian or Foreign Airline) that had scheduled international flight(s) to/from HYD in Feb 2020.
- **New International Airline** means scheduled airline (Indian or Foreign Airline) that starts international flight(s) to/from HYD in FY22.
- Key partner Program is applicable only for incremental international flights.
- To be eligible for the proposed Key Partnership Program, the qualifying airline must be a **Scheduled International Carrier** (Indian or Foreign Airline)
- **Feb'20 (pre-Covid)** is considered as base month. The qualification criteria are based on the incremental flights compared to pre-Covid levels (Feb'20)
- "Key Partnership Program" VTP can be availed by more than one qualified airline.
- There will be an evaluation of the airline's operations in every IATA scheduling season for continued eligibility.

The qualifying airline must meet monthly targets for international flights for the respective financial years (compared to the base month, Feb'20) to be eligible for availing the VTP under Key Partnership Program.Proposal: Scheduled Cargo Flights (Freighters and Passenger to Cargo converted aircraft)

4. Variable Tariff Plan (VTP) for New Routes:

VTP for New Routes			
Landing Charges	Y1	Y2	Y3
Domestic Cargo Flights	0.00*RR	0.10*RR	0.25*RR
International Cargo Flights	0.00*RR	0.00*RR	0.25*RR

Terms and Conditions:

- Above VTP shall be provided to new flight introduced to a new route(s); strictly defined as routes which have remained unserved from Hyderabad Airport by any scheduled Indian and foreign cargo airline compared to Feb'20.

1. Key Partnership Program for Freighter Airlines:

Type	VTP on Landing		
	Year1	Year2	Year 3
*Base Freighter – Domestic	0.00*RR	0.25*RR	0.50*RR
**Base Freighters (International + Domestic)	0.00*RR	0.25*RR	0.50*RR
***Additional Frequencies by Existing International Airlines	0.25*RR	-	-

Terms and Conditions:

- For "Key Partnership Program" for Freighter Airlines, base domestic freighter must have minimum of 3 aircraft based out of HYD and operate minimum of 6 turnarounds per day.
- **Base (international + domestic) freighter must have minimum of 2 aircraft based out of HYD and operate minimum of 1 international turnaround per aircraft per day.
- *** The waiver entitled for additional frequencies by existing international airline(s) shall be applicable on the incremental scheduled frequencies compared to the base month, Feb'20.

Other General Terms & Conditions:

- VTP is applicable only if scheduled passenger or freighter/cargo airlines have signed a formal ACA (Airport Charges Agreement) with HYD to use the services provided at the Airport.
- Scheduled passenger airlines should operate a minimum of 16 weeks of operations within every 6 months to qualify for the VTP.
- The payment of landing charges should be done in full without any deductions, as per the invoicing by HYD. The settlement shall be provided in the form of a 'Credit Note' at the end of a respective IATA season of operations.
- HYD reserves the right to change any term or condition of this VTP, withdraw or replace any of the category, at any time at its absolute discretion, by way of prior notification through an appropriate channel.