


**AERA/20010/MYTP/AAI-Calicut/CP-II/2016-17/  
Airports Economic Regulatory Authority of India**

Date: 21.07.2017

**Office Memorandum**

**Sub: Minutes of the Stakeholders' Consultation Meeting held on 03.07.2017**

Please find enclosed herewith the Minutes of the Stakeholders' Consultation Meeting held on 03.07.2017 in connection with Multi Year Tariff Proposal for determination of tariffs in respect of Calicut International Airport, Calicut for the second control period (01.04.2016 to 31.03.2021) for information and necessary action.

  
**(Ramendra Pratap Shukla)  
Deputy Chief**

**AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA**

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**Minutes of the Stakeholders Consultation Meeting held on  
03<sup>rd</sup> July, 2017 at 03:00 PM**

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**CONSULTATION PAPER NO.07/2017-18 DATED 16.06.2017 TO CONSIDER  
THE MULTI YEAR TARIFF PROPOSAL FOR DETERMINATION OF  
AERONAUTICAL TARIFFS FOR 2<sup>ND</sup> CONTROL PERIOD (FY. 01.04.2016  
TO 31.03.2021) IN RESPECT OF CALICUT INTERNATIONAL AIRPORT.**

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Stakeholder Consultation Meeting was convened by the Authority on 03.07.2017 at 03.00 PM in the Conference Room, first floor, AERA Building, Administrative Complex, Safdarjung Airport, New Delhi to elicit the views of the stakeholders on the Consultation Paper no. 07/2017-18 dated 16.06.2017 issued by the Authority to consider the Multi-year Tariff Proposal for the 2<sup>nd</sup> control period (FY.2016-17 to FY.2020-21) in respect of Calicut International Airport. The list of participants is enclosed at **Annexure-I**.

2. The Chairman, AERA welcomed all the participants and the stakeholders to give their views on the Consultation Paper of Calicut Airport and also submit written comments/ views on or before 10<sup>th</sup> July 2017.

**3. CALICUT INTERNATIONAL AIRPORT**

- 3.1 Shri JT Radha Krishna, Airport Director, Calicut International Airport gave a presentation on Calicut Airport. Shri G Ravichandran, ED (Tariff), AAI also briefed the participants about the Financial Projections pertaining to the Calicut International Airport.
- 3.2 Shri G Ravichandran, ED stated that in future on initiation of operation at Kannur Airport the growth projections of both ATM and Passengers at Calicut Airport are likely to be decreased, the resultant shortfall may be adjusted in the form of increased UDF. He further stated that AAI had submitted 40% increase in Payroll expenditure due to pay revision, however AERA has considered increase of 25% only in Consultation Paper. Considering the last pay revision effective from 2007-08 where in there was approx. increase of 50% in salary & wages, AERA is requested to consider 35% increase in Payroll expenditure.
- 3.3 Shri G Ravichandran further requested that apportionment of retirement benefits and administration expenses may be considered as per actual rather than apportionment of 95% & 5% and 92.3% & 7.7% for Aero/Non aero expenditure respectively considered by AERA as the actual non aero portion of expenditure is in the range of 3% to 5% only. Regarding operation and maintenance expenditure

he stated that AAI would endeavor to reduce the same. He, further, stated that tax portion pertaining to 30% non aero revenue may also be adjusted while calculating ARR.

- 3.4 Shri G Ravichandran emphasized that AAI had proposed increase of 26% in International Landing rates, however considering the tariff order of Trivandrum airport as a base, AAI would like to increase the rates by 8% only and make adjustments by way of increase in UDF. He further requested if AERA changes the effective date of implementation of order from 01.08.2017 then the shortfall in revenue may be allowed with increase in UDF.
- 3.5 He concluded the presentation by stating that AAI would be submitting the revised Tariff Card after considering all the adjustments as stated above. Chairman asked AAI about the likely impact of above adjustments on UDF, for which Shri G Ravichandran stated the revised UDF would be around Rs. 300 and Rs. 750 per pax for domestic and international passenger respectively.

The presentation is placed in **Annexure – II.**

#### **4. Spicejet**

- 4.1 Mr. Pankaj Mathur, Sr. Manager, stated that proposed UDF is very high and should be reduced. He also emphasized that the estimated increase of 31 % in domestic landing charges is also too high, and would impact the regional connectivity.
- 4.2 Chairman, AERA commented that tariff has been worked out after considering the cost and annual revenue. He further clarified that airport operator will not be able to recover full cost even after the proposed increase.
- 4.3 Chairman requested Spicejet to give specific reasons as to why an increase in landing charges should not be given since these charges were fixed 8 years ago. He also advised representative of Spicejet to give comments in writing.

#### **5. M/s Bhadra International India Ltd.**

- 5.1 Shri R.V. Narayan, Vice President, M/s Bhadra International India Ltd stated that land lease rates have been increased tremendously which is affecting the ground handling agencies. He requested AERA that lease rent should be kept on lower side.
- 5.2 Chairperson, AERA clarified that land lease / rent does not come under the ambit of AERA.

**6. Jet Airways**

- 6.1 Shri Mukesh Trehan, GM (Fin) supported the views/ points given by Spice Jet Airlines. He stated that due to implementation of GST they were not able to look into the entire proposal completely and will submit their written submission by 10.07.2017 through FIA.
- 6.2 He stated that PSF (F) has been withdrawn and UDF has been levied. He endorsed the views of Spice jet that increase in UDF should be moderated. Further due to the implementation of GST the industry has been impacted. Any increase in UDF/PSF will be passed on to the passengers and it will drastically increase the overall cost and affect the viability of airlines.
- 6.3 ED (Tariff) AAI clarified that UDF collected by AAI is lower than international standards.
- 6.4 Shri Mukesh Trehan also supported the point of Shri R.V. Narayan of M/s Bhadra and submitted that although the land lease/rent does not come under the preview of AERA yet non-aeronautical charges affects the costing by 30 % and requested AERA that Single Till needs to be looked into for determination of Aeronautical tariff.
- 6.5 Shri Mukesh Trehan sought clarification from AAI regarding taxes on collection charges of PSF. AAI clarified that collection charges are exclusive of taxes . He further stated that as per tariff card, the collection charges are not payable to airlines by Operator if there are any outstanding dues . He suggested that some timelines have to be fixed by AERA within which operator is bound to pay collection charges to airlines if airlines make the payment of UDF/PSF charges within credit period.
- 6.6 Shri Mukesh Trehan concluded with the request for revising the collection charges on UDF/PSF.
- 6.7 Chairman, AERA was of the view that this issue does not come under ambit of AERA.

**7. BAOA**

- 7.1 Gp Capt Bali of BAOA stated that Fuel Throughput charges should be levied on oil companies and burden should not be put to airline operator. He further commented that fixing of lease rental of hanger which is used for maintenance of Aircraft should also come under the ambit of AERA being aeronautical in nature.

**8. MIAL**

- 8.1 Shri Alok Patni, Sr. manager informed that they will be submitting written comments within the stipulated time

Chairman AERA opined that AAI should have included capex investment plan in Power Point Presentation which is an important building block for determination of tariff.

Chairman thanked all the participants for their valuable opinion and suggestions made during the meeting and requested all participants to submit their written submission before the due date 10/07/2017.

The meeting ended with a vote of thanks to the Chair.

**List of Participants**

**AERA**

1. Shri S. Machendranathan, Chairperson - In Chair
2. Shri N. Shankar, Member
3. Shri VK Sachdeva, DGM (Fin)
4. Shri Rajesh Khanna, AGM (Fin)
5. Shri Jaimon Skaria, Manager (Fin)
6. Shri Karri Narsimha, Sr. Supdt.

**Airports Authority of India**

7. Shri G Ravichandran, ED(Tariff)
8. Shri J.P. Radha Krishna, Airport Director, Calicut
9. Shri J.S. Balhara, Airport Director, Jaipur
10. Shri A.G. Joshi, GM (Arch)
11. Shri R.K. Das, AGM (F&A), Airport Authority of India.
12. Ms. Anju Rastogi, Senior Manager, Airport Authority of India.
13. Shri Ravi Kanojia, Asstt. Manager, Airport Authority of India

**Spice Jet**

14. Shri Pankaj Mathur, Sr. Manager(Standard)
15. Shri Manoj Jain

**Bhadhra International India Ltd**

16. Shri R.V.Narayanan, Vice President

**Jet Airways**

17. Shri Mukesh Trehan, General Manager(F)

**BAOA**

18. Shri GP Capt R.K.Bali, MD

**MIAL**

19. Shri Alok Patni, Senior Manager

**APAO**

20. Shri Satyan Nayar, Secy. General

**Indo Thai Airport Management Services Pvt. Ltd.**

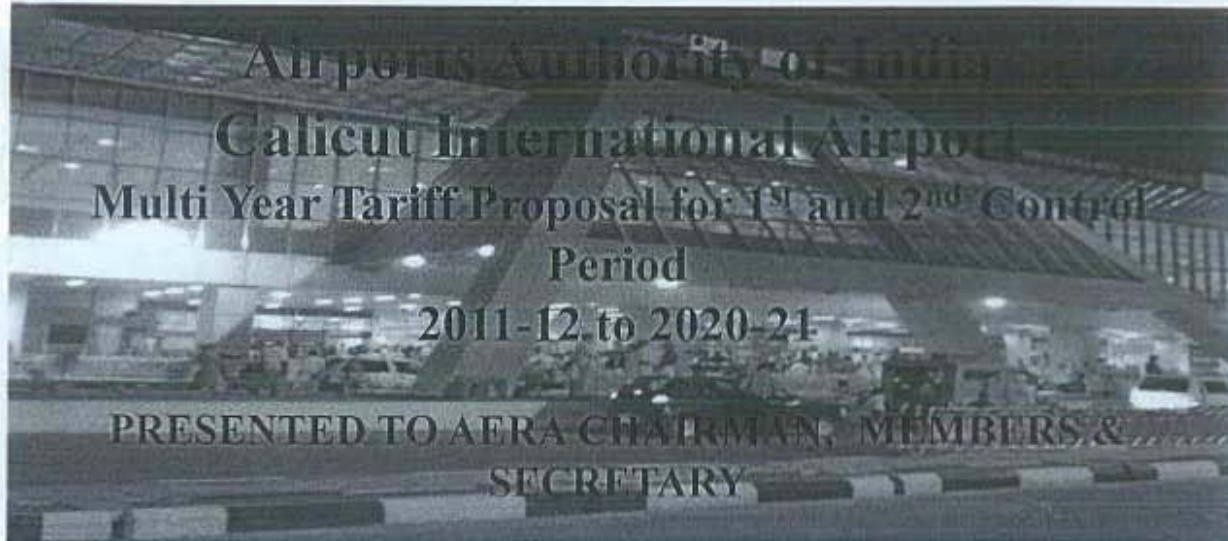
21. Shri Sudhir Shukla, Manager(Ops)

**DIAL**

22. Shri Shobhit Aggarwal, AG



## **CALICUT AIRPORT - MYTP**



## **Appreciation**

*AAI thanks AERA for the guidance and support in finalization of MYTP for both the control periods for Calicut Airport.*

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## Agenda

- Brief on Calicut Airport.
- Traffic Forecast.
- Initial Regulatory Asset Base (RAB).
- Airport Service Quality .
- Financial data for 1<sup>st</sup> and 2<sup>nd</sup> Control period .
- Major Capex projected for the Second Control Period.
- Annual Tariff Proposal (ATP) for the 2<sup>nd</sup> Control period.



## Brief on Calicut Airport

- A Gateway to Malabar.
- Domestic Operation started on 13<sup>th</sup> April,1988.
- International operation started on 15<sup>th</sup> February,1992.
- International Airport Status on 2<sup>nd</sup> February,2006.
- 24 Hours Operations commenced from 26<sup>th</sup> October,2003.
- Hajj Embarkation point.
- DGCA Licensed Airport.
- ISO 9001 :2008 certified Airport.
- ISO 14001-2004 certified Airport.

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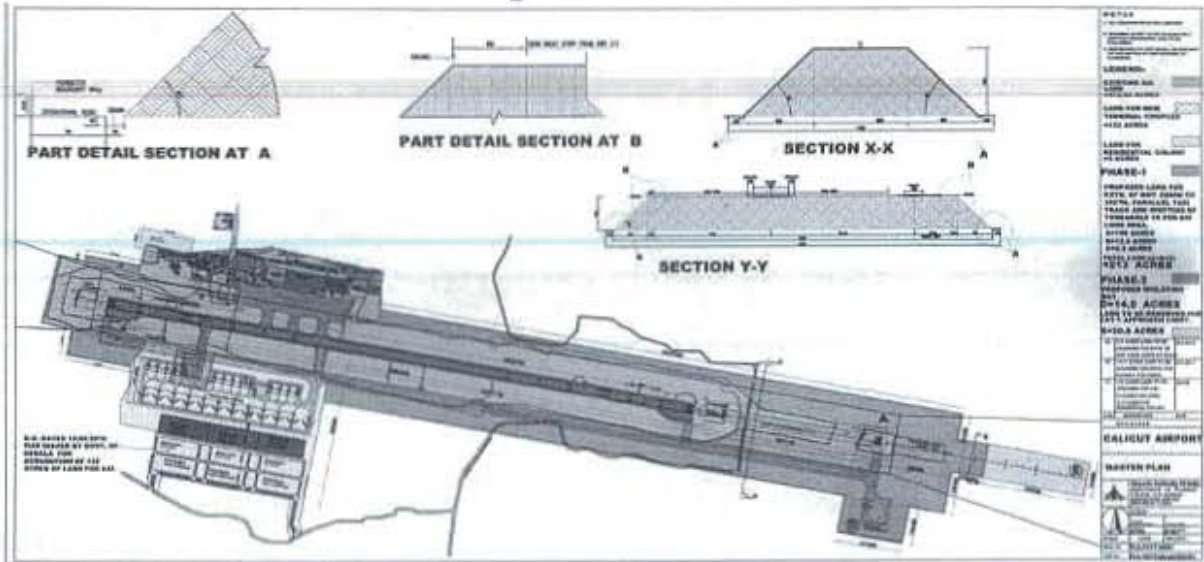


# Airport Data -Technical

Total Airport Area	378.45 Acres
Runway Orientation	10 / 28
Runway Length	2850 Mtr.
Displacement of Runway(10)	NIL
Displacement of Runway(28)	NIL
Aerodrome Elevation (342.56 ft)	(10) 314.66ft (28) 325.62 ft
No. Of Taxi Tracks	04 nos
No. Of Apron Bays	12
Aerodrome Category	4D
Ground Lighting Facilities	HIRL( Double Circuit), ASALS(150m),RTIL,RGL, RLIL,PAPI, TWY edge lights, AFL
Navigational Aids	DVOR, DME, ILS
Surveillance Aids	ADS-B, Automation
Operational Hours	24 Hours



# Calicut Airport Master Plan





## Calicut Airport Map

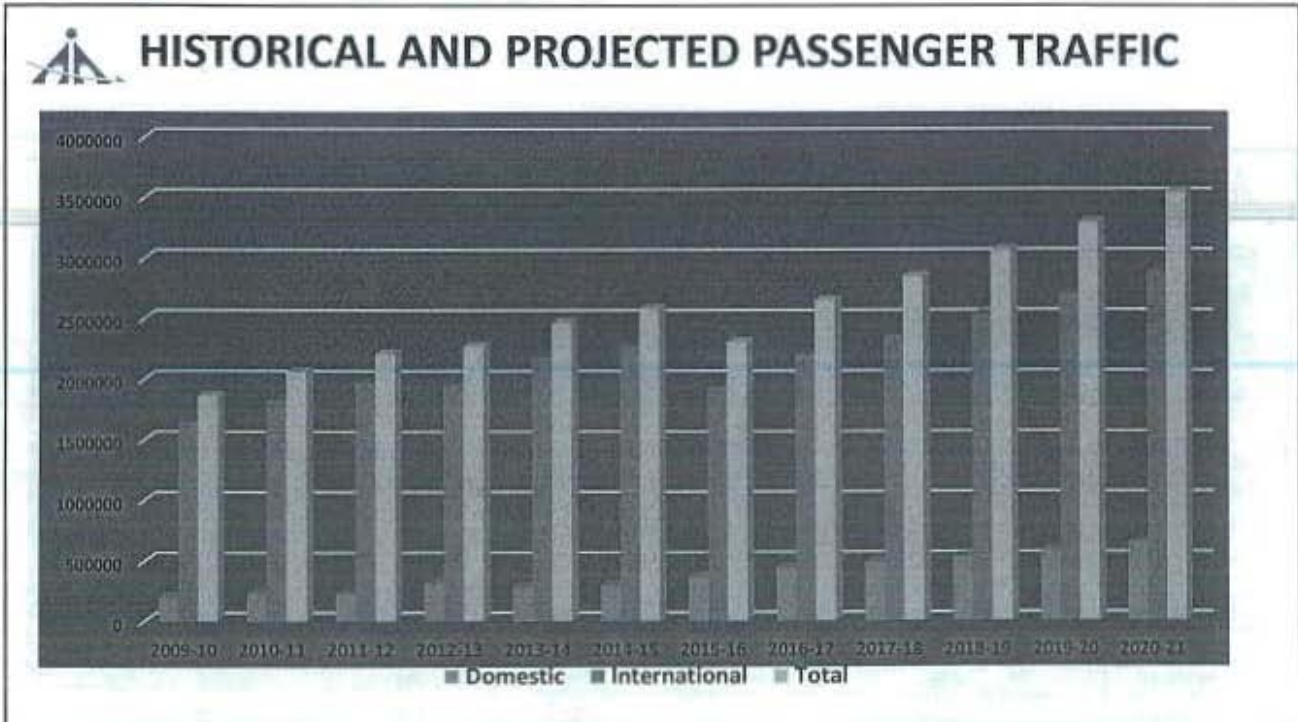


## Basis of Traffic Projections

Forecast for Passenger , Aircraft Traffic & Cargo based by CPMS Department based on:

- Past trends.
- Econometric analysis & regression analysis.
- Considering various economic factors & policy framework etc.

Years	Domestic	International	Total Passengers	Growth Rate		
				Domestic	International	Total
2006-07	233277	900345	1133622	22%	17%	18%
2007-08	235466	1097281	1332747	1%	22%	18%
2008-09	162988	1516107	1679095	-31%	38%	26%
2009-10	205940	1657929	1863869	26%	9%	11%
2010-11	230227	1829752	2059979	12%	10%	11%
2011-12	226761	1982955	2209716	-2%	8%	7%
2012-13	311387	1962316	2273703	37%	-1%	3%
2013-14	285447	2179200	2464647	-8%	11%	8%
2014-15	296911	2286833	2583744	4%	5%	5%
2015-16	366413	1939134	2305547	23%	-15%	-11%
2016-17	439980	2211108	2651088	20%	14%	15%
2017-18	483978	2365886	2849864	10%	7%	7%
2018-19	532376	2531498	3063873	10%	7%	8%
2019-20	585613	2708702	3294316	10%	7%	8%
2020-21	644175	2898312	3542486	10%	7%	8%





### HISTORICAL AND PROJECTED PASSENGER TRAFFIC AFTER IMPACT

Years	Domestic	International	Total Passengers	Growth Rate		
				Domestic	International	Total
2006-07	233277	900345	1133622	22%	17%	18%
2007-08	235466	1097281	1332747	1%	22%	18%
2008-09	162988	1516107	1679095	-31%	38%	26%
2009-10	205940	1657929	1863869	26%	9%	11%
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2016-17	439980	2211108	2651088	20%	14%	15%
2017-18	483978	2365886	2849864	10%	7%	7%
2018-19	532376	2365886	2898262	10%	1%	2%
2019-20	585613	2413441	2999054	10%	1%	2%
2020-21	644175	2437574	3081749	10%	1%	2%



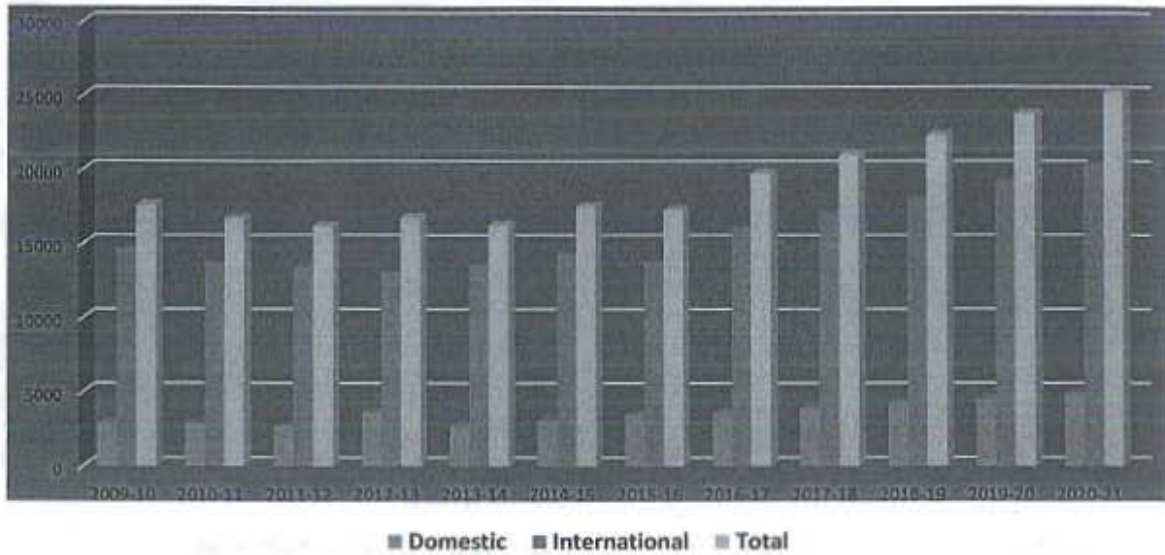
### HISTORICAL AND PROJECTED AIRCRAFTS MOVEMENT TRAFFIC EXCLUDING DEFENCE, PARA MILITARY MOVEMENTS & GENERAL AVIATION

Year	Domestic	International	Total	Growth Rate		
				Domestic	International	Combined Total
2006-07	1850	11255	13105	18%	18%	18%
2007-08	2361	12902	15263	28%	15%	16%
2008-09	2544	16888	19432	8%	31%	27%
2009-10	2907	14708	17615	14%	-13%	-9%
2010-11	2884	13812	16696	-1%	-6%	-5%
2011-12	2700	13450	16150	-8%	-3%	-3%
2012-13	3639	13094	16733	35%	-3%	4%
2013-14	2676	13644	16220	-26%	3%	-3%
2014-15	3099	14382	17481	16%	6%	8%
2015-16	3474	13786	17260	12%	-4%	-1%
2016-17	3585	16141	19726	3%	17%	14%
2017-18	3872	17110	20982	8%	6%	6%
2018-19	4182	18136	22318	8%	6%	6%
2019-20	4518	19224	23740	8%	6%	6%
2020-21	4877	20377	25254	8%	6%	6%

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## HISTORICAL AND PROJECTED AIRCRAFTS MOVEMENTS



## HISTORICAL AND PROJECTED AIRCRAFTS MOVEMENT TRAFFIC EXCLUDING DEFENCE, PARA MILITARY MOVEMENTS & GENERAL AVIATION AFTER IMPACT

Year	Domestic	International	Total	Growth Rate		
				Domestic	International	Combined Total
2006-07	1850	11255	13105	18%	18%	18%
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2009-10	2907	14708	17615	14%	-13%	-9%
2010-11	2884	13812	16696	-1%	-6%	-5%
2011-12	2700	13450	16150	-6%	-3%	-3%
2012-13	3639	13004	16733	35%	-3%	4%
2013-14	2676	13544	16220	-26%	3%	-3%
2014-15	3099	14382	17481	16%	6%	8%
2015-16	3474	13786	17260	12%	-4%	-1%
2016-17	3585	16141	19726	3%	17%	14%
2017-18	3872	17110	20982	8%	6%	6%
2018-19	4182	17281	21463	8%	1%	2%
2019-20	4516	17454	21970	8%	1%	2%
2020-21	4877	17628	22505	8%	1%	2%



## Airport Service Quality(ASQ)

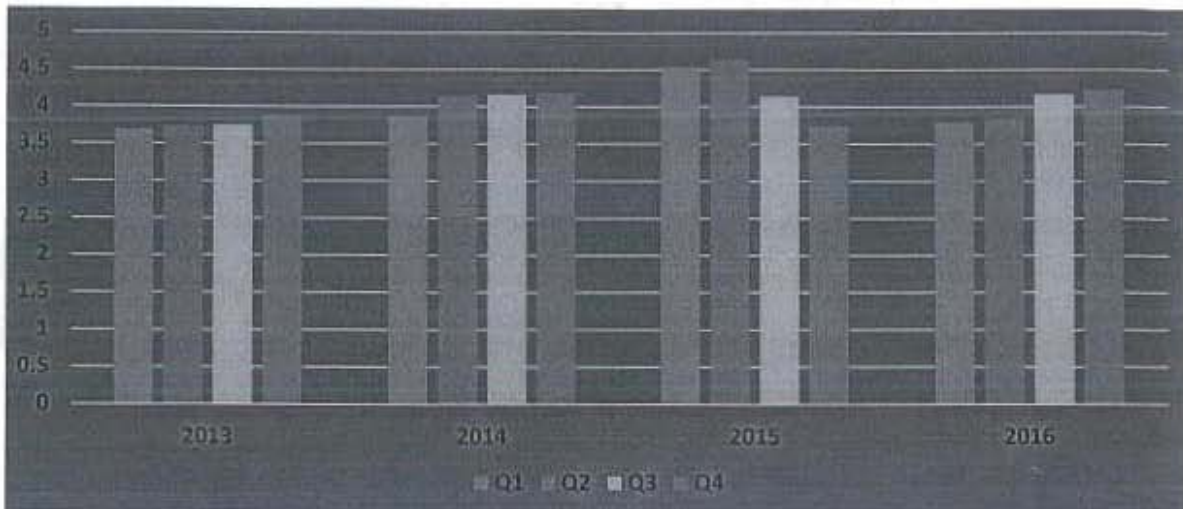
- ASQ Survey is carried out by ACI on 34 parameters on quarterly basis
- Calicut International Airport is falling under 2 to 5 million category
- ASQ rating for 2013 to 2016 is as given below



## ASQ Rating by ACI

Year	2013	2014	2015	2016
Q1	3.69	3.86	4.54	3.79
Q2	3.74	4.14	4.64	3.85
Q3	3.75	4.16	4.14	4.17
Q4	3.88	4.18	3.74	4.23
Average	3.76	4.09	4.27	4.01

## ASQ Rating by ACI



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## Scheduled Airlines (Domestic)

Name of Airlines	Total Operations per day	Destination
AIR INDIA EXPRESS	2	COCHIN , TRIVANDRUM
AIR INDIA	1	MUMBAI
JET AIRWAYS	2	MUMBAI ,BANGALORE
SPICE JET	2	CHENNAI , BANGALORE
INDIGO	1	DELHI via MUMBAI



## Scheduled Airlines (International)

Name of Airlines	Total Operations per day	Destination
AIR INDIA EXPRESS	10	DUBAI (2), RIYADH, DAMAM, MUSCUT, ABHUDHABI, DOHA, KUWAIT, BAHRAIN, SHARJAH
AIR INDIA	2	DUBAI, SHARJAH
JET AIRWAYS	2	DOHA, DAMMAM
SPICE JET	1	DUBAI
AIR ARABIA	1	SHARJAH
ETIHAD	4	ABHU DHABI (4)
OMAN	3	MUSCUT (2), SALALAH
QATAR	1	DOHA
INDIGO	3	DUBAI, MUSCUT, SHARJAH



## Proposal 2 Traffic Forecast

### Stand of AERA :-

Authority proposes to consider 10% & 7% growth for Domestic and International pax respectively for F.Y 18-19 to 20-21. Similarly Authority considered 8% and 6% growth for Domestic and International ATM respectively for F.Y 18-19 to 20-21.

### AAI's View:-

The commercial operation of Kannur International Airport Ltd.(KIAL) is planned by end of April 2018. The nearest major airport to KIAL is Calicut Airport. There would be a shift of passengers from Calicut Airport to KIAL. The growth projection of both ATM and Pax would be impacted with this development. The impact of Pax and ATM is required to be adjusted for the FY 2018-19 to 2020-21 in form of increase in UDF for both Domestic and International pax.





## Proposal No. 10. Regarding Operation and Maintenance Expenditure Contd....

### Stand of AERA :-

The Authority has in particular noted that an increase of 40% has been projected in the pay roll expenditure in FY 2017-18 due to tentative increase in salary and wages on account of wage revision. In view of above, an increase of 25% is proposed for projection of the pay roll expenditure for FY 2017-18.

### AAI's View:-

As per last pay revision effective from FY 2007-08 , there was approx. increase of 50% in salary and wages expenditure. Hence AERA may consider the increase of 35% as projected.

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## Proposal No. 10. Regarding Operation and Maintenance Expenditure Contd....

### Stand of AERA :-

The Authority noted that apportionment of retirement benefits provided in CHQ in respect of Calicut airport and apportionment of admin CHQ/RHQ expenses have been considered as 100% aeronautical expenses. The Authority proposes to use the ratio of 92.3% to 7.7% for apportionment of admin CHQ/ RHQ expenses and the ratio of 95% to 5% for apportionment of retirements benefits provided at CHQ.

### AAI's View:-

The actual amount of retirement benefits for Non Aero employees can be calculated & deducted from the Retirement benefits appearing in the Form 11(b) under the head retirement benefits of Calicut employees. Considering 5% as Non Aero portion towards retirement benefits is considered to be on higher side when the actual salary expenses for Non-Aero staff is 3%. Similarly the same ratio can be used to calculate the Non-Aero portion for CHQ/RHQ overhead expenditure. Hence AERA may consider ratio as per actual.

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## Proposal No. 10. Regarding Operation and Maintenance Expenditure Contd....

### Stand of AERA :-

The Authority noted that O&M expenditure at Calicut is on higher side and expects AAI to reduce the O&M expenditure.

### AAI's View:-

AAI would endeavor to reduce the operating expenditure .

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## Proposal No. 11- Regarding Taxation

### Stand of AERA :-

AAI vide their submissions dated 29.11.2016 calculated tax for aeronautical services under hybrid till taking into account 30% of revenues from services other than regulated services as part of total revenues. As per MIAL Order No. 32/2012-13 (Decision No. XV), the Authority had decided to consider corporate tax pertaining to earnings from aeronautical services under shared till. Therefore, the Authority proposes to exclude non-aeronautical component from revenues considered while determining tax for aeronautical services.

### AAI's View:-

As per MIAL Order No. 32/2012-13 (Decision No. XV), the Authority had decided to consider corporate tax pertaining to earnings from aeronautical services. In order to compute ARR ,30% Non-Aero revenue is deducted in order to arrive at ARR . Tax portion pertaining to 30% non aero adjusted against ARR may be considered by AERA. At least after tax Non-Aeronautical revenue may be considered.

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## Proposal 12 Tariff Rate Card Contd.....

### AAI's View:-

The average International Landing rate of Calicut Airport was previously considered as 26%. In order to keep uniform Landing rates of major airports of southern region, the International Landing rates of Trivandrum Airport is taken as a base. It is now proposed to increase average international landing rate of Calicut Airport by 8% instead of 26% in order to match the international landing rate of Trivandrum Airport. The reduction of 18% in landing rates as proposed earlier is requested to be adjusted with increase in UDF for both Domestic and International pax to maintain parity with Trivandrum Airport.

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## Proposal 12 Tariff Rate Card Contd.....

### AAI's View:-

The tariff card as proposed by the Authority is to be applicable from 01.08.2017 to 31.03.2018. If the date of applicability of tariff card changes from 01.08.2017 then the increase in shortfall is requested to be adjusted with increase in UDF for both Domestic and International pax.

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## Financial Data for 1<sup>st</sup> and 2<sup>nd</sup> Control Period



## Average Regulated Asset Base (RAB) First Control Period (Amount in Rs. Cr)

PARTICULARS	TARIFF YEAR 1 2011-12	TARIFF YEAR 2 2012-13	TARIFF YEAR 3 2013-14	TARIFF YEAR 4 2014-15	TARIFF YEAR 5 2015-16
OPENING RAB	229.43	230.52	227.71	222.62	225.58
ADDITIONS	10.47	6.72	4.56	18.64	30.20
DISPOSALS	0.00	0.00	0.00	0.00	0.00
DEPRECIATION	9.38	9.52	9.66	15.67	17.13
CLOSING RAB	230.52	227.71	222.62	225.58	238.65
AVERAGE RAB	229.98	229.12	225.16	224.10	232.12



## Average Regulated Asset Base (RAB) Second Control Period (Amount in Rs. Cr)

PARTICULARS	TARIFF YEAR 1 (2016-17)	TARIFF YEAR 3 (2018-19)	TARIFF YEAR 4 (2019-20)	TARIFF YEAR 5 (2020-21)
OPENING RAB	219.39	261.41	377.10	352.13
ADDITIONS	72.23	138.61	0.00	476.87
DISPOSALS	0.00	0.00	0.00	0.00
DEPRECIATION	18.22	22.93	24.97	31.36
CLOSING RAB	273.40	377.10	352.13	797.63
AVERAGE RAB	246.40	319.26	364.61	574.88



## Short Fall of 1st Control Period

(Amount in Rs. Cr)

Particulars	2011-12	2012-13	2013-14	2014-15	2015-16	TOTAL
Aggregate Revenue Requirement (ARR)	59.76	66.26	60.84	70.98	64.74	322.57
Aeronautical Revenue	47.92	49.70	49.52	51.42	38.55	237.12
Shortfall	11.84	16.56	11.31	19.55	26.19	85.45
Return on Shortfall (compounding 14%) as on 01.04.2016	10.95	11.41	5.45	5.86	3.67	37.34
Total Shortfall as on 01.04.2016	22.79	27.97	16.76	25.41	29.85	122.79


**Shortfall of ARR Recovery of 2<sup>nd</sup> Control Period**

PARTICLARS	( Figure in Cr.)
Target Revenue as on 01.04.2016	581.55
Add: Short Fall of 1 <sup>st</sup> CP as on 01.04.2016	122.79
Total	704.34
Less: Projected Revenue at Proposed rates	508.62
Shortfall in ARR to be Carried Forward to 3 <sup>rd</sup> Control Period as per AAI	195.72
Shortfall in ARR to be Carried Forward to 3 <sup>rd</sup> Control Period as per Authority	Nil



**Proposed Rate card for w.e.f 01.08.2017 (F.Y 2017-18 onwards) 2<sup>nd</sup> Control Period**



## Proposed Landing Charges for International Flights previously submitted for F.Y. 2017-18

Weight of the Aircraft	Proposed Rate Per Landing (In INR)
Up to 25 MT	240 Per MT
Above 25 MT up to 50 MT	6000+450 per MT in excess of 25 MT
Above 50 MT up to 100	17250+520 per MT in excess of 50 MT
Above 100 MT to 200 MT	43250+600 per MT in excess of 100 MT
Above 200 MT	103250+720 per MT in excess of 200 MT



## Proposed Landing Charges for International Flights in line with Trivandrum Airport for F.Y. 2017-18

Weight of the Aircraft	Proposed Rate Per Landing (In INR)
Up to 25 MT	300 Per MT
Above 25 MT up to 50 MT	7500+350 per MT in excess of 25 MT
Above 50 MT up to 100	16250+400 per MT in excess of 50 MT
Above 100 MT to 200 MT	36250+460 per MT in excess of 100 MT
Above 200 MT	82250+520 per MT in excess of 200 MT



## Proposed Landing Charges – Domestic Flights For F.Y. 2017-18

Weight of the Aircraft	Proposed Rate Per Landing (In INR)
Upto 25 MT	160 Per MT
Above 25 MT up to 50 MT	4000+280 per MT in excess of 25 MT
Above 50 MT up to 100	11000+320 per MT in excess of 50 MT
Above 100 MT to 200 MT	27000+390 per MT in excess of 100 MT
Above 200 MT	66000+440 per MT in excess of 200 MT



## Proposed Incentives for increasing the Domestic Flight Operations Presently Proposed

No of Landing (Domestic) per week per operator for Incentives	*Incentive offered on total landing charges
015	1%
030	2%
045	3%
060	4%
075	5%

\* Incentive on total landing charges will be offered only if the payment is made within the stipulated time.



## Proposed Incentives for increasing the Domestic Flight Operations Now Proposed

Percentage increase in Aircraft (Landing Domestic ) per fortnight per operator from the actual Aircraft movement for the period 16.07.2017 to 31.07.2017	Discount offered on incremental movements per fortnight per operator
10%	1%
15%	2%
20%	3%
25%	4%
30%	5%

## Proposed Incentives for increasing the International Flight Operations Now Proposed

Percentage increase in Aircraft (Landing International ) per fortnight per operator from the actual Aircraft movement for the period 16.07.2017 to 31.07.2017	Discount offered on incremental movements per fortnight per operator
10%	1%
15%	2%
20%	3%
25%	4%
30%	5%

## Proposed Incentives for increasing the Domestic / International Flight Operations

- The initial Aircraft movement per operator per fortnight will be taken from 16.07.2017 to 31.07.2017. The actual Aircraft movement per operator for the period 16.07.2017 to 31.07.2017 would be frozen for the entire Financial Year (01.08.2017 to 31.03.2018) for the purpose of calculation of discount.
- Percentage increase in Aircraft will be rounded off to the nearest whole number.
- Discount on total Landing will be offered only if the payment is made within the stipulated time
- For the F.Y. 2018-19, the initial Aircraft movement per operator for the period 16.03.2018 to 31.03.2018 would be frozen for the entire F.Y. 2018-19 for the purpose of calculation of discount. Similarly, for the F.Y. 2019-20 & 2020-21 the same methodology will be followed.

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## Proposed Parking Charges

Weight of the Aircraft	Parking Charges Rates per Hour
Upto 25 MT	3.00 Per Hour Per MT
Above 25 MT up to 50 MT	75.00+4.00 per Hour per MT in excess of 25 MT
Above 50 MT up to 100	175.00+8.00 per MT per Hour in excess of 50 MT
Above 100 MT to 200 MT	575.00+10.00 per MT per Hours in excess of 100 MT
Above 200 MT	1575.00+11.00 per MT per Hours in excess of 200 MT

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**PROPOSED RATE CARD  
FUEL THROUGHPUT CHARGES**

Particulars	Year 2016-17	Year 2017-18	Year 2018-19	Year 2019-20	Year 2020-21
Proposed Rates Per KL	112.1	117.7	123.6	129.8	136.3

**Note: A 5% increase in rate of throughput charges has been proposed from year to year.**



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