

## Menzies Bobba Ground Handling Services Pvt. Ltd

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CIN: U63013TG2007PTC053875

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November 11, 2016.

Secretary

Airports Economic Regulatory Authority of India

AERA Building, Administrative Complex

Safdarjang Airport

New Delhi - 110 003

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

प्राप्त

डाकरी नं: 5511

तारीख : 15/11/16

Dear Sir / Madam

Sub: Response to CP No.01/2016-17, dated 5.10.2016 - Criteria for Competition Assessment.

Ref: 1. Your Letter F. No. AERA/20010/Civil Aviation Policy/2014-15/9362.

2. Menzies Bobba Ground Handling Services Pvt. Ltd., - ISP of Ground Handling at RGIA, Hyderabad.

With reference to the above and in response to the Consultation Paper cited supra, we bring to your kind notice that the ground handling services at Rajiv Gandhi International Airport, Hyderabad are being performed by **2 (two)** Independent Service Providers including Menzies Bobba Ground Handling Services Pvt. Ltd.

We now humbly submit our comments / suggestions on the proposed change in the criteria for competition assessment to decide on the method of tariff regulation for ground handling activities for the 2nd Control Period as below;

### COMMENTS:

1. The approach of AERA to consider minimum 3 competitors instead of 2 as envisaged in Para 19 (a) of the NCAP-2016 is not agreeable, particularly, when currently 2 competitors (including AISATS) are providing ground handling services at RGIA, Hyderabad to the satisfaction of all available customer airlines, regulatory bodies and Airport Operator.

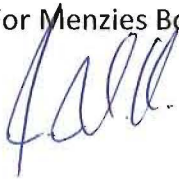
SUGGESTIONS:

1. The decision on introducing 3<sup>rd</sup> ground handling agency including Air India's subsidiary / JV should be completely left to the respective Airport Operators to decide, keeping in view aircraft movements especially international, number of passengers being handled at the respective Airports and the overall market share and viability of each of the existing ground handling agencies.
2. While the domestic airlines are allowed self-handling and we believe that there is no significant potential in the growth of international aircraft movements at Rajiv Gandhi International Airport, Hyderabad, therefore, at this stage it is neither suggested to introduce a 3<sup>rd</sup> ground handling agency at RGIA nor adopt the criteria for Competition Assessment as envisaged in Para 19 (a) of the NCAP-2016.

Thanking You,

Yours sincerely,

For Menzies Bobba Ground Handling Services Pvt. Limited



Suresh Pillai

Chief Executive Officer

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