

भारत स्टार्स सर्विसेज
प्राइवेट लिमिटेड



BHARAT STARS SERVICES
PRIVATE LIMITED
(A JV of BPCL & ST - Airport Services Singapore)

S.T.C. 526
22/10/19

The Assistant General
Manager-Finance

21.10.2019

Airports Economic Regulatory Authority
AERA Building
Administrative complex
Safdarjung Airport
New Delhi- 110003
Ma'm,

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

प्राप्त

डायरी नं० 14360
तारीख 21/10/19

Sub- Response on the comments submitted by the Stakeholders to AERA vide CP no. 08/2019-20 dtd 19.09.2019 for Into Plane Service Fee by Bharat Stars Services Private Limited

This refers to stakeholders comments uploaded on the AERA website vide Public Notice No. 13/2019-20 dated 15.10.2019 against our CP no. 08/2019-20 dated 19.09.2019 for Bangalore international airport.

The comments from all major Stakeholders have been received by honourable authority as below:

- Shell MRPL Aviation Fuels and Services Ltd.
- Bharat Stars Services Pvt. Ltd. (BSSPL)
- Bharat Petroleum Corporation Ltd. (BPCL)
- Hindustan Petroleum Corporation Ltd. (HPCL)

We note that all major stakeholders have submitted that that the ITP tariff for both ITP operators at the airport should be the same. They have also commented that any ITP Tariff revision should be on prospective basis.

Our comments on above mentioned stakeholder comments are as following –

- 1) We have already submitted our comments vide our submission dated 09th Oct 2019, against the consultation paper wherein we have given detailed justification for approving our rate more than our competition. We have also requested for true up of tariff:

कॉर्पोरेट ऑफिस : 1 मंजिल, प्लॉट ए-5 एवं 6, सेक्टर-1, नोएडा - 201 301, भारत फोन : +91 120 247 4154 / 4151 www.bsspl.in
Corporate Office : 1st Floor, Plot A-5 & 6, Sector-1, Noida - 201 301, India Phone: +91 120 247 4154 / 4151 www.bsspl.in

रजिस्टर्ड ऑफिस : एविएशन फ्यूलिंग स्टेशन, शाहबाद मोहम्मदपुर, न्यू दिल्ली - 110061
Registered Office : Aviation Fuelling Strn., Shahbad Mohammadpur, New Delhi - 110061
CIN: U11100DL2007PTC168158

- 2) Since we have a significantly low market share (currently less than 40%) compared to our competitor but have considerably high cost of operations due to lesser share of business, our tariff should be logically higher than the competition who holds a large part of market share. The growth rate in fuel volume is not of permanent nature and our volume share may decrease over coming period. This will negatively impact our revenues. Therefore we submit that tariff rates approved for us should be higher than or at least equal to our competition .

Since all stakeholders have requested for tariff to be applicable on prospective basis, we would not be able to recover the costs already incurred by us from date of start of new agreement i.e 24th May 2019 till date. Hence we request for compensating us by true up of ITP tariffs.

We thank you for proactively expediting the ITP Tariff proposal

Thanking you,

For **Bharat Stars Services Private Limited,**

Fos, 
Akash Tiwari

(Chief Executive Officer)