

AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

MINUTES OF THE STAKEHOLDERS' CONSULTATION MEETING HELD ON 21.06.2024 AT 03:00 PM IN UDAAN BHAWAN, ON THE PROPOSALS MADE IN CONSULTATION PAPER NO. 01/2024-25 IN THE MATTER OF DETERMINATION OF AERONAUTICAL TARIFF FOR LOKPRIYA GOPINATH BORDOLOI INTERNATIONAL AIRPORT, GUWAHATI (LGBIA) FOR THE THIRD CONTROL PERIOD (01.04.2022 - 31.03.2027)

1. Section 13(iv)(a) of the Airports Economic Regulatory Authority of India Act, 2008 empowers AERA to ensure transparency in Consultation Process for determination of tariff in the wider interest of the public and the stakeholders. Accordingly, a Stakeholders' Consultation Meeting was convened by the Authority on 21.06.2024 at 03.00 PM at Udaan Bhawan to elicit the views of the Stakeholders on the proposals made in the Consultation Paper No. 01/2024-25 dated 06.06.2024 issued by the Authority in the matter of determination of aeronautical tariff for Lokpriya Gopinath Bordoloi International Airport, Guwahati (LGBIA) for the Third Control Period (01.04.2022 – 31.03.2027). The list of participants is enclosed at **Annexure-I**.
2. At the outset, Chairperson, AERA welcomed all the participants and extended greetings on behalf of the Authority. He briefly outlined the agenda and spelled out the regulations under the AERA Act that guided the tariff determination for Guwahati Airport (LGBIA). The due process of evaluation and assessment of MYTP of 3rd Control Period of Guwahati Airport had culminated in the issuance of the said Consultation Paper, leading to the convening of the stakeholder meeting. Further, Chairperson provided an overview of the detailed analysis conducted in preparing the Consultation Paper, which addressed both the true-up for the Second Control Period including Pre-CoD period (AAI), from CoD till 31.03.2022 (New Airport Operator) and the MYTP submission for the Third Control Period. He informed that the Authority is looking forward to the views of the stakeholders on the Authority's proposals in the Consultation Paper.

Chairperson invited the stakeholders to present their respective submissions in response to the proposals made in the Consultation Paper No. 01/2024-25 for Lokpriya Gopinath Bordoloi International Airport, Guwahati (LGBIA) and assured that all stakeholders would be given an opportunity to present their views.

Airports Authority of India (AAI)

3. Mr. L. Kuppulingam, ED (JVC) opened the discussion on behalf of AAI by expressing gratitude to AERA for the invite to the discussion on the Consultation paper. He informed that AAI's comments will be presented by Mr. R Prabhakar, GM (Finance)-JVC
4. Mr. R Prabhakar, GM (Finance)-JVC, introduced himself and thanked AERA for the Consultation Paper issued for Guwahati Airport. He submitted the following:

- 4.1. It was mentioned that due to revision of Terminal Building ratio and Employee Headcount ratio, the RAB and OPEX of AAI in the tariff years of Second Control Period had been negatively impacted due to lower allowance.
- 4.2. It was further mentioned that the space rentals from airlines were classified as Aeronautical Revenue contrary to AAI's proposal to consider the same as Non-Aeronautical, in line with the previous order issued by AERA for Mangalore and Ahmedabad. It was further emphasized that if such revenues are considered Aeronautical then the space allotted to airlines should also be deemed as Aeronautical area. Consequently, the Terminal building ratio should be accordingly upwardly revised from 89.02:10.98 to 95.16% :4.84%.
- 4.3. It was highlighted that the space allotted to Airlines contributed to more than 40% of total non-aeronautical area, and thus AERA should accordingly consider the revised actual Terminal Building ratio for allocation of RAB and OPEX.
- 4.4. Mr. R Prabhakar stated that the rest of the points will be submitted in written comments on or before the stipulated timeline i.e., 6th July 2024.

Guwahati International Airport Limited (GIAL)

5. Ms. Gargi Kaul, Advisor – Regulatory opened the discussion on behalf of GIAL by expressing gratitude to AERA for the invite to the discussion on the Consultation paper. She informed that AAI's comments will be presented by Mr. Ashu Madan, AVP Regulatory.
6. Mr. Ashu Madan, introduced himself and made a presentation on behalf of GIAL.
 - 6.1. He provided a brief background and introduction on Lokpriya Gopinath Bordoloi International Airport (LGBIA), Guwahati. He noted that the control period from FY 2021-22 to FY 2025-26 had been shifted to FY 2022-23 to FY 2026-27 on the request of the airport operator by one year i.e., from FY 2021-22 to FY 2026-27, due to the change of airport operator and the concessioning of the airport. This adjustment resulted in a true-up period of five (5) years and six (6) months for AAI and six (6) months for GIAL. Mr. Ashu also outlined the timeline of MYTP submission and the issuance of the Consultation Paper.
 - 6.2. He discussed the historical traffic evolution and the projections made for LGBIA. In FY 2018-19 the airport handled a traffic of 5.7 MPPA. In FY 2020-21 and FY 2021-22, like other airports, there was a decline in the passenger traffic due to the effects of COVID-19. However, in FY 2023-24, the traffic was observed to have substantially recovered to pre-COVID level at 5.1 MPPA and eventually exceeded the pre-COVID levels in FY2023-24 by achieving 6 MPPA, which is in line with the proposals made by the Authority in the Consultation Paper No. 01/2024-25.
 - 6.3. Mr. Ashu also highlighted the initiatives undertaken by GIAL to increase ATM and Pax traffic, along with the historical investments done till privatization. Further, he presented the unique

features of the Airport and a comparison of the existing infrastructure with that proposed by the GIAL in the MYTP.

6.4. He subsequently shared the project updates for various CAPEX projects including New Integrated Terminal Building (NITB), Land Development Work (Land Filling) and Airside works.

6.5. Mr. Ashu thereafter presented GIAL's submission with regards to the Authority's proposal in the Consultation Paper as follows.

6.5.1 **CAPEX related to Apron 2:** GIAL submitted that as per advice received through IIT Guwahati, construction of new portion of Apron-2, as per slope of existing Apron-2, will render slope of entire Apron-2 (existing + new) non-compliant. Further PQC overlay on existing Apron-2 is not advisable from operation, cost and time perspective.

GIAL on basis of above requested the Authority to allow for reconstruction of existing non-compliant pavement of Apron 2. Further, it was mentioned that GIAL shall submit the report of IIT Guwahati experts for the consideration of the Authority.

6.5.2 **Land Development Works:** GIAL submitted that it had divided Land Development Works in four zones. All the four zones are low lying area and are enabling works for important airside works. Land filling of all the 4 zones is a pre-requisite for completion of airside works. It was requested to the Authority to allow entire Land Development Works proposed by GIAL instead of 25% allowed by the Authority in Third Control Period.

6.5.3 **Fuel Farm Infrastructure:** GIAL submitted that the PNGRB pipeline proposal mentioned by the Authority in the Consultation paper is still in consultation/preliminary stage and may take 5-6 years to complete, with possible delays for Guwahati due to hilly terrain. GIAL has planned 8-9 days of fuel storage, which will drop to 4-5 days if the pipeline become operational. The proposed 4,000 KL of storage for the next 4-5 years, would be reassessed and no further capacity expansion shall be undertaken if GIAL is connected to the pipeline. On above basis above, GIAL requested to allow Capex, Opex, and ARR for Fuel Hydrant and Storage as proposed, and not on an incurrence basis.

6.5.4 **Inflation rates for FY 2023-24** – GIAL submitted that the Authority had calculated Normative Cost by averaging the inflation rates of FY 2020-21 and FY 2021-22, as FY 2021-22's inflation rate of ~13% was deemed exceptionally high. Basis the same, GIAL requested that the Authority may similarly calculate the Normative Cost for FY 2023-24 by averaging the inflation rates for FY 2022-23 and FY 2023-24, since the inflation for FY 2023-24 is unusually low at -0.7%.

6.5.5 **Financing Allowance** – GIAL submitted that AERA guidelines do not distinguish between greenfield and brownfield airports and thereby requested the Authority to consider the Financing Allowance on the allowable RAB.

- 6.5.6 **Cost of Equity** – GIAL submitted that the approach of the Authority in considering the Cost of Equity based on the average Cost of Equity of other matured PPP airports is not the relevant benchmark for Guwahati. GIAL stated that it had submitted the Cost of Equity report as prepared by an Independent Consultant for Lucknow and requested the Authority to consider the same.
- 6.5.7 **Cost of Debt** – GIAL submitted that the Cost of Debt considered by the Authority was the average of the cost of debt of other mature PPP airports. GIAL informed that their actual cost of funds is market driven and can also be verified from audited financial statements. The parent company obtained the loan from reputable global banks and the same has been on-lent to GIAL at the same cost. GIAL mentioned that AERA guidelines provides that cost of debt should be considered based on “Existing Debt”. Further, actual cost of debt was allowed in MIAL/DIAL/BIAL’s TDSAT judgement. GIAL thereby requested that the Authority kindly provide the Actual Cost of Debt as submitted by them.

Ms. Gargi Kaul, Advisor GIAL, added that due to the airport’s current weak financials, Indian financial institutions had not been very keen on lending. Consequently, as a measure, the holding company, Adani Airports Holding Limited (AAHL), had taken loans from international financial institutions, adhering to RBI guidelines. The loans procured by AAHL has been passed on to GIAL and the other five airport operators without any markup and all relevant documents regarding the same has been submitted. She further informed that applying the average cost of debt from more established airports like Hyderabad and Delhi would be inappropriate for Guwahati.

Director AERA, countered that GIAL had not provided sufficient documentation to justify their claim of 12% as cost of debt, and thus could not be verified. He also pointed out that Cost of Debt has been capped at 9% p.a. based on SBI MCLR and other relevant factors including the efficient Cost of Debt availed by other similar PPP airports. Even, AAI in recent past has availed debt for funding the projects which is in the range of 6% to 8%, that is significantly lower than that proposed by GIAL. He further emphasized the need to consider cost of debt efficiency to avoid burdening passengers.

Sh. D. K. Kamra, Member AERA, added that the cost of debt for other PPP airports in India such as Noida International Airport (NIA) is in the range of 9%. The Member further clarified that international debt should ideally be cheaper than domestic options, and AERA had been using a consistent and efficient cost of debt for all airports, not just LGBIA.

Mr. Anurag Gupta from Deloitte stressed that GIAL needs to provide sufficient documentation to substantiate the 12% cost of debt as it is too high and that the reasonableness of this cost must be assiduously evaluated, as the burden of the same would ultimately be shouldered by the end consumers/passengers.

- 6.5.8 **Soft Cost** – It was mentioned that along with its MYTP, GIAL has submitted various references to justify a range of reasonable soft cost including CPWD SOP 2022, reference of soft cost approved in various other airports, study conducted by Airport Cooperative Research Program (ACRP), and Transport Research Board (sponsored by US Government’s Federal Aviation Administration). Basis the same, GIAL requested the Authority to allow 16% soft cost for Third Control Period.
- 6.5.9 **One-time increase** - GIAL requested the Authority to provide one time increase in expenses in proportion to increase in Terminal Building area as it was provided in case of Hyderabad, Chennai and Trichy Airport.
- 6.5.10 **Other Expense Increase %** - GIAL requested the Authority to consider the relevant growth rate for increase in Expenses as mentioned in its MYTP.
- 6.5.11 **Pre-COD Expenses** - GIAL requested the Authority to consider the expenses (post issuance of Letter of Award) as incurred by GIAL, since the said expenses incurred during this period were part of successful transition and were essential, genuine and legitimate and can also be verified from audited financial statements.
- 6.5.12 **Deferment of ARR** – GIAL mentioned that any shortfall in recovery amount would be trued-up along with carrying cost in the next control period which will ultimately be a higher burden on the passengers. Further, it was mentioned that 100% recovery of ARR in particular control period was upheld in a similar case of HIAL’s TDSAT judgement. Also, in case of MoPA FCP (Order issued in Dec’23) AERA had deferred only 2% of ARR. Basis the same, GIAL requested the Authority to allow full recovery of ARR as the same is in line with TDSAT judgement of other airports.
- 6.6. Mr. Utpal Baruah, Chief Airport Officer (CAO), then presented the green initiatives undertaken at LGBIA such as:
- Induction of 8 electric vehicles,
 - Installed 2 fast EV charging stations,
 - Replaced 87 ACs with high Global Warming Potential (GWP) refrigerants by new ACs with lower GWPs,
 - Converted 913 CO₂ type fire extinguishers to non-CO₂ based extinguishers,
 - Replaced all conventional lights in terminal and airside with LED lights.
 - Installed 300 kW capacity solar panels to generate renewable source of energy for captive use and to reduce the GHG emissions.
- 6.7. The CAO also presented the awards and accolades earned by LGBIA.



6.8. Mr. Manoj Chanduka, VP, Regulatory thanked the Authority for the opportunity given to present their viewpoint and assured to submit the written comments/ response on or before the stipulated timeline i.e. 6th July 2024.

7. Director, AERA thanked AAI and GIAL officials for their presentation and thereafter invited other stakeholders to present their views/comments on the Consultation Paper.

8. **Airport Operators**

8.1. Mr. Harsh Gulati, Vice President F&A, GMR Group stated that their comments would be submitted to the Authority in written format within the stipulated timeline.

8.2. Ms. Nitu Samra, CFO, Noida International Airport (NIA) mentioned that their comments would be provided to the Authority in writing within the designated timeframe.

9. **Airlines and Airline Associations**

Spicejet

9.1. Ms. Poonam Yadav, Senior Manager from Spicejet informed that representative of FIA will present comments on their behalf.

Indigo

9.2. Mr. Dushyant Deep, Head – Regulatory & Cargo, from Indigo stated that:

- Rationalization of CAPEX and OPEX based on the independent studies undertaken by AERA is commendable. Indigo has reviewed the rationalization done with respect to CHQ/RHQ expenses of AAI (O&M expenses) for the true up of Second Control Period and finds it justified.
- Mr. Dushyant highlighted the fact that the non-aeronautical revenues forecasted by GIAL are abysmally low and below the yardstick being followed by the Authority in case of other PPP airports which aims to cover at least 50% of the O&M expenses through Non-Aeronautical Revenue. He also urged AERA to scrutinize the tendering process undertaken by GIAL for selection of Master Concessionaire, as it has been criticized in various forums.
- AERA was urged to undertake suitably an independent study for traffic and determination of FRoR.
- It was further highlighted that any shrinkage in control period adversely affects the end users and thus should be avoided by the Authority in future.

Akasa Air

9.3. Mr. Ajay Jain, Manager – Finance stated that their comments would be submitted to the Authority in written format within the stipulated timeline.

10. Cargo

AAI Cargo Logistics and Allied Services Company Ltd. (AAICLAS)

Mr. K.K.Senapati, CFO informed that that their comments would be submitted to the Authority in written format within the stipulated timeline.

11. **Ground Handling**

AI Airports Services Limited

Mr. Amit Toraskar, Sr. AGM mentioned that that their comments shall be submitted later to the Authority in written format within the stipulated timeline.

12. **Oil Company**

Hindustan Petroleum Corporation Limited (HPCL)

Mr. Shaik Althaf, Chief Manager – Aviation mentioned that with respect to fuel farm infrastructure, stock capacity of minimum 10 days should be allowed especially for airports that are catered by road and does not have pipeline network. He further added that currently at LGBIA 8000 KL of aviation fuel is being handled per month and the proposal of GIAL for 4000 KL storage is justified from OMC's perspective.

13. **Other Industry Bodies**

13.1. Association of Private Airport Operators (APAO)

Mr. Satyan Nayar, Secretary General mentioned that that their comments would be submitted to the Authority in written format within the stipulated timeline.

13.2. Air Traveller's Association (ATA)

Mr. Satendra Singh, President thanked AERA for convening the stakeholder meeting and the invitation extended to ATA. He highlighted that traffic at LGBIA has been rapidly growing and there is an urgent need for its capacity enhancement. Mr. Singh explained that Guwahati airport serves as a critical hub destination for transit to north-eastern states resulting in substantial increase in both passenger and ATM traffic. Mr. Singh further mentioned that infrastructure at the airport should be developed optimally to reduce the cost burden on passengers.

13.3. International Air Transport Association (IATA):

Mr. Ujjwal Bakshi, Manager Industry Affairs, represented IATA at the meeting and expressed gratitude to AERA for organizing the consultation. He noted that, according to GIAL's forecasts and plans, traffic at LGBIA is expected to double by 2027 compared to 2019, alongside a terminal area increase of more than 600%. He added that, GIAL's forecast for non-aeronautical revenues is substantially lower than what was earned by AAI during the Second Control Period which points to a significant discrepancy. Mr. Bakshi argued that this reduction undermines the real objectives of privatization. He also criticised the revenue-sharing arrangement between GIAL and the Master

Concessionaire, where only 10% of revenue is shared, as it weakens the Hybrid Till model, which relies on a 30% cross-subsidy from Non-Aeronautical revenues.

Additionally, Mr. Bakshi commended AERA for the thorough due diligence conducted by its independent consultants, particularly in the rationalization of AAI's CHQ/RHQ costs of AAI.

13.4. Air Cargo Agents Association of India (ACAAI)

Mr. C.K. Govil, President, addressed the issue of low throughput for international cargo at LGBIA. He noted that the use of single-aisle and turbo-prop aircraft, which have limited cargo capacity, has been a contributing factor. He suggested that to enhance the airport's cargo capacity particularly international cargo, the introduction of wide-bodied aircraft should be done.

Mr. Govil added that AERA should regulate all private cargo operators including at Delhi and Mumbai. Further, he mentioned that service levels should be defined for cargo operators to improve service quality.

Ms. Gargi Kaul clarified that as per Concession Agreements of DIAL and MIAL, cargo is considered as a non-aeronautical activity and hence outside the purview of AERA. However, the same is not applicable in the case of GIAL and thus cargo activities at LGBIA would fall under the purview of AERA.

Sh. D.K. Kamra further added that the matter related to cargo operations at DIAL and MIAL was determined by AERA in the FY 2021-22. However, it is sub-judice and hence comments cannot be provided now.

13.5. Domestic Air Cargo Agents Association of India (DACAAI)

Mr. Dinesh Kumar, representing DACAAI, raised concerns about the variability and rapid increase in cargo charges across different airports. He suggested that these rates should be benchmarked uniformly to address these discrepancies. Mr. Kumar also proposed conducting a benchmarking study on the service quality at cargo terminals, noting that some terminals provide sub-standard services with significant delays. This study would aim to standardize service quality and improve efficiency across airport cargo terminals.

13.6. Federation of Indian Airlines (FIA)

Mr. Ujjwal Dey, Associate Director, thanked the Authority on behalf of FIA for the Stakeholder's Consultation Meeting.

He emphasized that, in alignment with the mission and vision of the National Civil Aviation Policy (NCAP) to promote affordability, airports should only undertake projects that are essential and do not impose an undue burden on passengers. Mr. Dey expressed concern over the significant increases in airport charges proposed by the AO, highlighting that landing charges have risen by 375%, parking charges by 576%, and User Development Fees (UDF) are being levied on both embarking and disembarking passengers. He argued that disembarking passengers do not utilize airport facilities and therefore should not be subject to UDF. Additionally, Mr. Dey noted that Common Use Terminal Equipment (CUTE) charges have been significantly reduced to ₹35.05 at

AAI airports but remain high at LGBIA, set at 90 cents (approximately ₹75), and called for rationalization of these charges. Mr. Dey urged AERA to undertake an independent study for determination of FRoR

Mr. Dey also suggested a detailed review by AERA of all related party transactions conducted by the airport operator. He pointed out that Non-Aeronautical Revenues (NAR) should ideally cover at least 50% of O&M expenses as recommended by AERA, whereas GIAL's proposed NAR covers only 5.4%, and even the amount allowed by AERA is 15% lower than the recommended 50%. He advocated for the adoption of a single till approach to ensure that airport operators maximize non-aeronautical revenue streams to alleviate the financial burden on passengers.

In response, Director, AERA requested GIAL to clarify on the CUTE charges, as they were not mentioned in the submitted tariff rate card. Mr. Ashu clarified that GIAL had inherited existing contracts regarding CUTE charges, which would remain in effect until their expiry.

Sh D. K Kamra, Member, AERA added that AERA would take steps to rationalize and standardize CUTE charges across all airports to ensure fairness.

Ms. Gargi Kaul further noted that the Bureau of Civil Aviation Security (BCAS) has been adopting a stringent approach towards the approval of floor plans for commercial operations, which has impeded progress at multiple airports and contributed to lower forecasts for non-aeronautical revenues. She added that, according to a recent notification, Central Industrial Security Force (CISF) charges for cargo and Maintenance, Repair, and Overhaul (MRO) activities must be borne by the airport operator. This requirement results in these costs being passed through to airlines/passengers, increasing their financial burden.

After taking comments/views of all the Stakeholders, Authority invited to conclude the process.

14. Ms. V. Vidya, Member AERA, thanked all stakeholders for attending the meeting and assured that the views of all stakeholders will be considered. She requested all the Stakeholders to provide their written comments by the submission date, i.e., 6th July 2024 in order to issue the Tariff Order in a timely manner.
15. Sh. D K Kamra, Member AERA, thanked and appreciated all the stakeholders for attending the meeting and providing their valuable feedback. He further emphasised on the following:

Apron 2 Demolition: the issue regarding the demolition of Apron 2 would be revisited in light of the latest report from IIT Guwahati, and an informed decision would follow.

Fuel Infrastructure Facilities: He emphasized that the objective is to rationalize costs and ensure any projects related to fuel infrastructure should be justified with adequate rationale. AERA will review these aspects thoroughly.

Cost of Equity and Debt: Mr. Kamra assured stakeholders that the Cost of Equity was established based on an independent study conducted by a reputed institution.



Soft Costs: He clarified that soft costs are not applicable to various brought out items like fire tenders, body scanners, many items like SITC etc., so AERA has rationalized it accordingly, as outlined in the Consultation Paper.

CAPEX: Only necessary and essential projects have been allowed during the consultation stage and site visit which are in line with AERA's guidelines.

Shrinkage of Control Period: Mr. Kamra highlighted that the unique situation of involving two airport operators led to an exhaustive due diligence process, particularly for asset reconciliation, which was time-consuming. Additionally, the handover of substantial Capital Work in Progress (CWIP) at LGBIA caused further delays.

CUTE Charges: AERA is deliberating on CUTE charges and has rationalized them at certain airports.

Cargo Charges: He mentioned that cargo tariffs for DIAL are currently sub-judice. In the context of LGBIA, Cargo complex and allied infrastructure/ cargo facilities are available for cargo terminal operations, and freighter operations could commence if there is adequate cargo volume.

16. Sh. S.K.G. Rahate, Chairperson AERA, thanked all the Stakeholders and requested them all to provide their written comments by the submission date, i.e., 6th July 2024. He additionally requested the cargo associations to send in their grievances in written format, and the same shall be deliberated appropriately by the Authority. He also requested that the circular mandating that airport operators bear the security charges for cargo and MRO operations be shared with AERA for information and necessary action. Chairperson assured that the views of all stakeholders will be considered on merit prior to issuance of the Tariff Order.
17. Meeting concluded with a vote of thanks.



(Ram Krishan)
Director (P&S)

Annexure –I

List of Participants:

Airports Economic Regulatory Authority of India

1. Mr. S. K. G. Rahate, Chairperson
2. Mr. D K Kamra, Member
3. Ms. V. Vidya, Member
4. Mr. Ram Krishan, Director (P&S)
5. Mr. Rajan Gupta, DGM (Fin) -Tariff
6. Mr. Satish Kumar, DGM (Fin) – Tariff
7. Mr. Inderpal Singh, Under Secretary (P&S)
8. Mr. Trilok Chand, Manager (Tariff)

Airports Authority of India

1. Shri L. Kuppulingam, ED (JVC)
2. Shri N.V. Subbarayudu, ED (JVC)
3. Shri R.Prabhakar, GM (Finance)
4. Shri Rakesh Dembla, DGM (Finance)
5. Shri Kishor Jha, Manager (Finance)

Guwahati International Airport Limited (GIAL)

1. Ms. Gargi Kaul, Advisor - Regulatory
2. Mr. Utpal Baruah, Chief Airport Officer
3. Mr. Sandeep Navlakhe, Chief Projects Officer
4. Mr. Manoj Chanduka, Sr. Vice President - Regulatory
5. Mr. Ashu Madan, Asstt. Vice President - Regulatory
6. Mr. Molay Maitra, Head Corporate Affairs
7. Mr. Ravikant Bhatia, DGM Corporate Affairs
8. Mr. Partha Pratim Nath, DGM Master Planning
9. Mr. Nitesh Rachh, Senior Manager - Regulatory

GMR Group

1. Shri Harsh Gulati, Vice President – F&A

Noida International Airport (NIA)

1. Ms. Nitu Samra, CFO
2. Mr. Paritosh Kumar

Spicejet Airlines

1. Ms. Poonam Yadav, Sr. Manger, Ground Services

Indigo Airlines

1. Mr. Dushyant Deep, Head Regulatory & Cargo
2. Ms. Priyanshi Saxena

Federation of Indian Airlines (FIA)

1. Mr. Ujjwal Dey, Associate Director

Akasa Air

1. Mr. Tauheed Mohammad, Dy. General Manager - Regulatory Affairs
2. Mr. Ajay Jain, Manager - Finance
3. Mr. Tariq Wani, Regional Airport Manager - North & East

Air Vistara

1. Mr. Ajay Agarwal
2. Mr. Majid Siddique

AAI Cargo Logistics & Allied Services Company Limited (AAICLAS)

1. Mr. K K Senapati, CFO
2. Mr. Nishant Chillar
3. Mr. Shashank Singh

AI Airport Services Limited (AIASL)

1. Mr. Amit Toraskar, Sr. AGM

Hindustan Petroleum Corporation Limited (HPCL)

1. Mr. Shaik Althaf, Chief Manager - Aviation

International Air Transport Association (IATA)

1. Mr. Ujjwal Bakshi, Industry Affairs Manager

Association of Private Airport Operators (APAO)

1. Mr. Satyan Nayar, Secretary General

Air Cargo Agents Association of India (ACAAI)

1. Mr. C.K. Govil, President
2. Mr. Sushant Nigam, Executive Director

Air Traveller's Association (ATA)

1. Mr. Satendra Singh, President
2. Mr. G S Bawa, Secretary General

Domestic Air Cargo Agent Association of India (DACAAI)

1. Mr. Dinesh Kumar

Deloitte Touche Tohmatsu India LLP (AERA Consultants)

1. Mr. Anurag Gupta
2. Mr. Surajit Biswas
3. Mr. Rajat Sasmal
4. Mr. Anandmoy Roy

