



AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

**IN THE MATTER OF
DETERMINATION OF TARIFF FOR GROUND HANDLING SERVICES FOR
M/S GSEC BIRD AIRPORT SERVICES PRIVATE LTD. AT
CHAUDHARY CHARAN SINGH INTERNATIONAL AIRPORT, LUCKNOW FOR
THE THIRD CONTROL PERIOD
(FY 2021-22 TO FY 2025-26)**

Date of Issue: 07/12/2021

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Safdarjung Airport
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List of Abbreviations:

AERA/AUTHORITY	Airports Economic Regulatory Authority of India
AIASL	Air India Airport Services Ltd.
ATM	Air Traffic Movement
BWFS	Bird Worldwide Flight Services (India) Pvt. Ltd.
CAPA	Centre for Asia Pacific Aviation
CAPEX	Capital Expenditure
CCSIA	Chaudhary Charan Singh International Airport
CGF	Cargo, Ground Handling & Fuel Throughput
GBASPL	GSEC Bird Airport Services Private Limited
GHS	Ground Handling Service
GSE	Ground Support Equipment
LIAL	Lucknow International Airport Limited
IATA	International Air Transport Association
INR	Indian Rupees
ISP	Independent Service Provider
MYTP	Multi-Year Tariff Proposal
OPEX	Operating Expenditure
YoY	Year on Year



CHAPTER 1: INTRODUCTION

- 1.1** M/s Bird Worldwide Flight Services (India) Pvt. Ltd. (BWFS) was awarded the Ground Handling Concession at the Chaudhary Charan Singh International Airport (CCSIA), Lucknow by the Airport Operator namely M/s Lucknow International Airport Limited (LIAL) for a period of 5 years. As part of RFP requirement, BWFS incorporated a Special Purpose Vehicle (SPV) namely GSEC Bird Airport Services Private Limited (GBASPL) on 20.03.2021.
- 1.2** The Airport Economic Regulatory Authority of India (Authority) vide its Order No. 03/2021-22 dated 30.06.2021, allowed M/s BWFS to levy and collect, on ad hoc basis, the existing tariff for Ground Handling Services at CCSIA, Lucknow as approved for other Ground Handling Service Provider at CCSIA, Lucknow, namely Air India Airport Services Ltd. (erstwhile AIASL), as per tariff card submitted by BWFS for a period of six months w.e.f. 01.07.2021 to 31.12.2021 or the commencement of operations by M/s GBASPL (SPV), whichever is earlier.
- 1.3** M/s GBASPL (SPV) formed by M/s BWFS for carrying out Ground Handling Service (GHS) at CCSIA, Lucknow for a period of five years effective from 01.04.2021 to 31.03.2026 as per license agreement dated 26th July 2021, executed between LIAL and M/s BWFS. The shareholding structure of the M/s GBASPL as on September, 2021 is given as below:

Table-1: Summary of Shareholding structure of M/s. GBASPL

Holding Company	Percentage of Stake (%)
M/s BWFS India Pvt. Ltd*	51
M/s GSEC Ltd**	26
M/s Globe Ground India Pvt. Ltd	23
Total	100

*Bird Worldwide Flight Service India Pvt. Ltd.

** Gujarat State Export Corporation Ltd.

- 1.4** Subsequently, in place of M/s BWFS, M/s GBASPL has been allowed to collect ground handling charges at Chaudhary Charan Singh International Airport (CCSIA), Lucknow, as per the Authority's Order No. 13/2021-22 dated 01.09.2021, on ad hoc basis, for a period of four (04) months w.e.f. 01.09.2021 to 31.12.2021, or, till the determination of regular ground handling tariff for 3rd Control Period, whichever is earlier.
- 1.5** As per the provisions of the CGF Guidelines 2011, M/s GBASPL submitted the Multi Year Tariff Proposal ('MYTP') seeking approval of tariff for providing Ground Handling Services at CCSIA, Lucknow for the 3rd Control Period (FY 2021-22 to FY 2025-26) on 09.06.2021.
- 1.6** The Authority carefully examined the Multi Year Tariff Proposal (MYTP) seeking revision of tariffs for providing Ground Handling Services at Chaudhary Charan Singh International Airport, Lucknow for the Third Control Period (FY 2021-22 to FY 2025-26) and issued its Consultation Paper No.18/2021-22 dated 07.10.2021 inviting suggestions/comments from the stakeholders on the proposal of the Authority with the following timelines:
- *Date of Issue of the Consultation Paper: 07th October 2021.*
 - *Date for submission of written comments by Stakeholders: 21st October, 2021.*



- *Date for submission of counter comments by M/s GBASPL: 28th October, 2021.*

- 1.7 The Authority received comments from M/s Spicejet Ltd. in respect of Consultation Paper No. 18/2021-22. The comments received from M/s Spicejet Ltd. was uploaded on the AERA website vide Public Notice no. 32/2021-22 dated 22.10.2021.
- 1.8 Last date for submission of counter comments by the service provider i.e. M/s GBASPL was 28.10.2021. However, the Authority did not receive counter comments within the stipulated period.
- 1.9 The Authority examined the comments of M/s Spicejet and after considering all the relevant aspects, has finalized this Tariff Order.



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CHAPTER 2: PRINCIPLES FOR DETERMINATION OF AERONAUTICAL TARIFF UNDER “LIGHT TOUCH APPROACH”

- 2.1 The Authority vide its Order No. 12/2010-11 dated 10.01.2011 and Direction No. 04/2010-11 issued on 10.01.2011 finalized its approach in the matter of Regulatory Philosophy and Approach in Economic Regulation of the Services provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft at the Major Airports and issued the Airports Economic Regulatory Authority of India (Terms and Conditions for Determination of Tariff for Services provided for Cargo Facility, Ground Handling and supply of Fuel to the Aircraft) Guidelines, 2011 (“the Guidelines”).
- 2.2 In accordance to above mentioned AERA Guidelines and Directions the following procedure is followed:

ASSESSMENT OF MATERIALITY:

$$\text{Materiality Index (MI}_G\text{)} = \frac{\text{Int. Aircraft Movement at Lucknow Airport}}{\text{Total Intl.Aircraft Movement at Major Airports}} \times 100$$

$$\begin{aligned}\text{The materiality index at Lucknow Airport} &= 4901/431853 \\ &= 1.13\%\end{aligned}$$

The percentage share of International Aircraft Movements at Chaudhary Charan Singh International Airport, Lucknow (CCSIA) for the FY 2019-20 is 1.13%, which is less than 5% Materiality Index (MI_G) for the Ground Handling Services. Hence the regulated service is deemed as ‘**Not Material**’ for the Third Control Period.

- 2.3 The Authority noted that at CCSIA, Lucknow, M/s Air India Airport Services Ltd. (AIASL) is the other service provider rendering similar services.
- 2.4 M/s GBASPL submitted the copies of the LOI issued by M/s SpiceJet Limited and copies of agreements for providing of Ground Handling Services to Flydubai and TATA SIA Airlines Ltd. at Lucknow Airport.
- 2.5 **M/s Spicejet comments on review of Tendering Process:**
- 2.5.1 M/s Spicejet submitted that the Authority should ensure that instead of the license agreements (to ISP for Ground Handling Services by Airport Operator) being awarded for a period of up to 5 years, the same should be awarded to at least 3-4 parties providing best-in-class services at most competitive price, for a period not exceeding three years, in a fair and transparent manner. Any attempt to award the contracts on highest revenue share basis should be discouraged as it tends to increase costs and ultimately the burden of high costs is passed on to the airlines.
- 2.5.2 M/s Spicejet further submitted that there needs to be a mechanism for incentivizing the parties for increasing efficiencies and cost savings and not for increasing the royalty for the airport operator.
- 2.6 During the Stakeholder’s Consultation process, the Authority has not received any counter comments/views from M/s GBASPL by the last date for submission of counter comments i.e. 28.10.2021.



2.7 Authority's Examination regarding review of tendering process:

- 2.7.1 The Authority noted the comments of M/s Spicejet related to the period of license agreements and tendering mechanism.
- 2.7.2 As regard to period of the licence agreement, the Authority noted that M/s GBASPL has a Concession Agreement with Airport Operator i.e. Lucknow International Airport Limited for a period of 5 years with a validity upto 31st March, 2026. The Authority is of the view that any capital intensive business, like Civil Aviation, requires investment with a long term perspective. Further, any new entrant requires substantial amount of capital expenditure at initial stage for successful operations/services to service recipients and sufficient gestation period to recover the investment made.
- 2.7.3 The Authority noted that there are two Ground Handling Service providers including M/s GBASPL at Chaudhary Charan Singh International Airport, Lucknow.

2.8 Authority's Decisions regarding Tariff Determination Principles:

- 2.8.1 Based on the material before it and its analysis, the Authority decides to adopt '**Light Touch Approach**' for determination of Tariffs for the Third Control Period (FY 2021-22 to FY 2025-26) in respect of M/s GSEC Bird Airport Services Private Ltd. for providing Ground Handling Services at Chaudhary Charan Singh International Airport, Lucknow.



CHAPTER 3: AIR TRAFFIC MOVEMENT

M/s GBASPL, Lucknow submission on Aircraft Movements for the Third Control Period as part of MYTP.

3.1 As per MYTP submitted by M/s GBASPL, Lucknow, the projected Traffic Movement for CCSIA, Lucknow for the Third Control Period (FY 2021-22 to FY 2025-26) is given as below:

Table 2: Projected Aircraft Movements (in Nos.) for CCSIA, Lucknow submitted by M/s GBASPL for the Third Control Period.

Year	Domestic (Landing)	International (Landing)	Total	YoY % Change		
				Domestic	International	Total
2021-22	20551	2029	22580	-	-	-
2022-23	26716	3247	29963	30	60	33
2023-24	30723	5195	35918	15	60	20
2024-25	35332	6234	41556	15	20	16
2025-26	40631	7480	48111	15	20	16

3.2 Authority's Examination regarding Aircraft Movements for the Third Control Period:

3.2.1 The Authority observed that COVID-19 had severely impacted the business in Civil Aviation Sector, including Ground Handling Service Providers. In the current FY 2021-22, Total Aircraft Traffic (Domestic and International) for the period April-September 2021 has almost reached 60% of corresponding pre-Covid period of FY 2019-20.

3.2.2 The Authority noted that M/s GBASPL has projected an increase of 30% in Domestic Traffic for FY 2022-23 over FY 2021-22 in respect of CCSIA, Lucknow and thereafter proposed an increase of 15% from FY 2023-24 onwards. In respect of International Traffic, M/s GBASPL has projected an increase of 60% for FY 2022-23 & FY 2023-24 and thereafter, an increase of 20% from FY 2024-25 onwards.

3.2.3 The Authority, further noted that M/s GBASPL had at consultation stage submitted the projected Aircraft movements for CCSIA, Lucknow as a whole; however, for a realistic projection of traffic volume, traffic movements relevant to the ISP was required. Accordingly, M/s GBASPL was asked to submit the aircraft movements (Flights to be handled by the ISP) proposed for the third control period. In response, M/s GBASPL submitted projections in respect of Aircraft movements (flights to be handled by ISP) for the Third Control Period as per the table no 3 given below:



Table 3: Projected Aircraft Movements (in Nos.) flights to be handled by GBASPL for the Third Control Period.

Year	Domestic (Landing)	International (Landing)	Total	YoY % Change		
				Domestic	International	Total
2021-22	576	678	1254	-	-	-
2022-23	655	969	1624	14%	43%	30%
2023-24	668	988	1656	2%	2%	2%
2024-25	681	1008	1689	2%	2%	2%
2025-26	695	1028	1723	2%	2%	2%

3.2.4 Considering the above facts, the Authority proposes to adopt the Aircraft Movements (Flights to be handled by the ISP) for the Third Control Period for CCSIA, Lucknow as projected by M/s GBASPL, Lucknow as per Table-3 above.

3.3 During the stakeholder consultation process, the Authority has received no comments from the stakeholders on the projected Aircraft Movements.

3.4 Authority's Decisions regarding Aircraft Movements for the Third Control Period.

3.4.1 Based on the material before it and its analysis, the Authority decides to adopt Aircraft Movements (Flights to be handled) by the M/s GBASPL, Lucknow for the Third Control Period as per Table-3.

CHAPTER 4: CAPITAL EXPENDITURE

M/s GBASPL, Lucknow submission on Capital Expenditure (CAPEX) for the Third Control Period as part of MYTP.

4.1 As per MYTP submission, M/s GBASPL, Lucknow projected total capital expenditure (CAPEX) of Rs. 1650.00 Lakhs for the procurement of Ground Handling Equipment/ other assets for the Third Control Period (FY 2021-22 to FY 2025-26). The breakup of capital expenditure projected by M/s GBASPL for the Third Control Period is given as below:

Table 4: Projected Capital Expenditure by M/s GBASPL for the Third Control Period

(Rs. in Lakhs)

Particulars	2021-22	2022-23	2023-24	2024-25	2025-26	Total
Ground Handling Equipment	1,200.00	96.00	96.00	96.00	96.00	1,584.00
Furniture & Fixtures	20.00	1.60	1.60	1.60	1.60	26.40
Vehicles	25.00	2.00	2.00	2.00	2.00	33.00
Office Equipment & Computers etc.	5.00	0.40	0.40	0.40	0.40	6.60
TOTAL	1,250.00	100.00	100.00	100.00	100.00	1,650.00

4.2 M/s. GBASPL has further submitted the breakup of the capital expenditure of Rs. 1250 Lakhs proposed for the F.Y. 2021-22 as given below:

Table 5: Breakup of Projected Capital Expenditure for F.Y. 2021-22

(Rs. in Lakhs.)

Particulars	Qty	Rate	Amount
LDL – (7 tons)	2	150.00	300.00
Pax step towable – (B737/ A320 height).	2	6.13	12.25
ACU – (150 TR)	1	150.00	150.00
GPU - 140 KVA	1	45.00	45.00
ASU	1	210.00	210.00
Pushback narrow body	1	110.00	110.00
Tugs – (Diesel).	4	30.00	120.00
Tugs – (Electric). (with Cabin / battery / Charger)	6	21.00	126.00
Towable BFL – Narrow body	4	4.50	18.00
Pallet dollies with brakes	15	1.50	22.50
Container dollies with brakes	15	1.50	22.50
Baggage carts with brakes	15	0.85	12.75
Toilet Cart (Motorised)-3000 ltr	1	25.00	25.00
Water Cart (Motorised)- 3000 ltr	1	26.00	26.00
Miscellaneous (Chokes and cones, head sets, wheel chairs, ramp vehicles, marshaling equip, fire extinguishers etc.)	1	25.00	25.00
Office Equipment (Laptops--9, Printers-4, Mobiles etc.)	1	5.00	5.00
Office Furniture & Fixtures (furniture, electrical fittings, electrical equipments, storage space, security cameras etc.)	1	20.00	20.00
Total			1250.00

4.3 Authority's Analysis regarding CAPEX for the Third Control Period at Consultation stage:

- 4.3.1 M/s GBASPL in its submission stated that the projected capital expenditure would be required to meet the projected growth in business at CCSIA, Lucknow.
- 4.3.2 The Authority observed from the above submission that M/s GBASPL (as being new entrant at CCSIA, Lucknow) had proposed to incur significant amount of capital expenditure in the 1st year of the Control Period.
- 4.3.3 The Authority, after having examined the submission of Service Provider regarding proposed CAPEX for the Third Control Period, had proposed to consider the projected Capital Expenditure as per Table 4 above.

4.4 M/s Spicejet's Comments on Deferment of Capital Expenditure for the Third Control Period:

- 4.4.1 M/s Spicejet submitted that as per CAPA and IATA projections, it will take around 2-3 years for flight operations to reach its pre-Covid 19 peak level operations. Hence to support/ sustain airlines operations, all non-essential CAPEX proposed by M/s GBASPL should be deferred to 4th Control Period or put on hold, unless such CAPEX deemed critical/essential from safety compliance perspective.
- 4.4.2 M/s Spicejet further submitted that in CP, no details in respect Leasehold Improvements proposed by M/s GBASPL is indicated and requested the Authority to review the same.
- 4.5 During the stakeholder consultation process, the Authority has not received any counter comments/views from M/s GBASPL by the last date for submission of counter comments i.e. 28.10.2021.

4.6 Authority's Examination regarding Capital Expenditure for the Third Control Period:

- 4.6.1 The Authority noted the comments of Spicejet on the deferment of Capital Expenditures. The Authority observed that GBASPL has projected total capital expenditure of Rs. 1650.00 Lakhs for the Third Control Period, Out of the total capital expenditure, M/s GBASPL has proposed Rs 1584.00 Lakhs to be incurred for procurement of Ground Handling Equipment, Rs. 26.40 lakhs for purchase of Furniture & Fixtures, Rs 33.00 lakhs for purchase of Vehicles and Rs 6.60 lakhs for Office Equipment & Computers etc. (Refer Table 4 above).

The Authority has taken cognizance of the comments of M/s Spicejet regarding the projection of ATM, based on reports published by CAPA and IATA and noted that M/s GBASPL being a new entrant at CCSIA, Lucknow, needs to incur capital expenditure commensurate with projected level of operations at CCSIA, Lucknow during the Control Period.

- 4.6.2 As regards to the comment of M/s Spicejet regarding the nature of Leasehold Improvements (refer para 4.4.2 of Order), the Authority observed that Leasehold Improvements were nowhere mentioned in the Consultation Stage. Accordingly, the Authority sought clarification from M/s Spicejet regarding their comments on the Leasehold Improvements. M/s Spicejet confirmed that it was a mistake and comment did not relate to M/s GBASPL, Lucknow.

4.7 Authority's Decisions regarding Capital Expenditure for the Third Control Period

- 4.7.1 Based on the material before it and its analysis, the Authority decides to consider projected Capital Expenditure submitted by M/s GBASPL for the Third Control Period as per Table 4.



CHAPTER 5: OPERATING EXPENDITURE

M/s GBASPL, Lucknow's submission on Operating Expenditure for the Third Control Period as part of MYTP.

5.1 As provided in Clause 9.4 of the CGF Guidelines mentioned in Direction No. 04/2010-11, the Operation and Maintenance expenditure incurred by the Service provider(s) include expenditure incurred on security, operating costs, other mandated operating costs and statutory operating costs.

5.2 As per the submission of M/s GBASPL, Lucknow, the Operation and Maintenance (O&M) expenditure has been segregated into the following categories:

- a) Payroll Costs;
- b) Admin and general expenditure;
- c) Utility & Outsourcing Costs
- d) Concession fees
- e) Repair and maintenance Costs;

5.3 As per GBASPL, Lucknow submission, projected Revenue and Operating expenditure (OPEX) for the third control period (FY 2021-22 to FY 2025-26), is as per table given below:

Table 6: Projected Revenue and Operating Expenditure submitted by M/s GBASPL for the 3rd Control Period

Particulars	(Rs. in lakhs)						YoY % Change			
	2021-22	2022-23	2023-24	2024-25	2025-26	CAGR	2022-23	2023-24	2024-25	2025-26
Revenue	1039	1383	1527	1641	1762	14.12	33	10	7	7
Payroll Costs	370	415	457	503	554	10.62	12	10	10	10
Administrative & General Costs	195	277	300	322	345	15.33	42	8	7	7
Utilities & Outsourcing Costs	0	0	0	0	0	-	0	0	0	0
Concession fees	312	415	458	492	529	14.11	33	10	7	7
Repair & Maintenance Costs	34	41	44	47	50	10.12	20	7	7	6
Total Operating Expenditure	911	1148	1259	1364	1478	12.86	26	10	8	8



5.4 Authority's analysis regarding Operating Expenditure for the third control period at Consultation stage:

- 5.4.1 The Authority analysed the Total Operating Expenditure proposed for Third Control Period by M/s GBASPL and had noted that there was an increase of 26% in FY 2022-23 and 8% to 10% YoY in the remaining period of the 3rd Control Period.
- 5.4.2 The Authority had further noted that M/s. GBASPL considered the Repair and Maintenance Costs expenditure amounting to Rs.34.00 lakhs for FY 2021-22 and Rs.41.00 19lakhs for FY 2022-23, which is 20% increase as compared to FY 2021-22 and 6% to 7% increase YoY from FY 2023-24 onwards.
- 5.4.3 The Authority also noted that M/s. GBASPL had considered 30% concession fees on gross revenue. Authority sought the clarification on concession fees and increase of revenue and operational cost during the 3rd Control Period. M/s GBASPL on the above had clarified that they have to share 45.5% of the gross revenue with Airport operator as per concession agreement. Whereas, M/s GBASPL had itself proposed to consider 30% as Concession Fees in accordance with AERA order No.01/2018-19, dated 05.04.2018 in their ATP for the 3rd Control Period FY 2021-22 to FY 2025-26. M/s. GBASPL further stated that the increase in projected revenue is due to increase in volume of business (flight handling) year on year basis. Consequently, increase in Operational Cost considered due to increase in volume of flight handling and inflation impact.
- 5.4.4 The Authority, considering the above facts, had proposed to consider the OPEX as submitted by M/s GBASPL for the third Control Period as per table-6 above.

5.5 M/s Spicejet Comments on Operating Expenditure for the Third Control Period:

- 5.5.1 M/s Spicejet submitted that after the Covid-19 Pandemic, all the organizations have taken cost cutting measures including renegotiations of all cost items on its profit and loss account as cost incurred by service providers impacts airlines as such cost is passed on to airlines. M/s Spicejet further stated that various reports from IATA and CAPA projects pre-Covid flight operations level to be achieved in next 2-3 years. M/s Spicejet requested the Authority to put on hold any increase in OPEX and also advised M/s GBASPL to review their Operational Expenditure and renegotiate OPEX cost in a significant manner. M/s Spicejet further submitted that across various industries, instead of cost escalations, all the costs have been renegotiated downwards substantially. Similarly, M/s GBASPL needs to significantly reduce all such Costs by at least 35% and no escalation should be permitted and M/s GBASPL should also be directed to pass on such cost saving benefits to airlines.
- 5.5.2 The YoY increase in the Operating expenditure proposed by M/s GBASPL is between 8% - 26% during the third control period. Instead of a significant reduction in the cost items of operating expenses, the Authority considered acceptance of these increases. Such increase, in a highly uncertain environment, where airlines are operating under highly curtailed operations, appears without any rationale and should be avoided.
- 5.5.3 As per M/s Spicejet, although the activity level in the industry has gone down drastically, however, the employee expenses have been proposed to increase YoY between 10-12% during the control period. Further, M/s GBASPL proposed to increase its employee strength from 123 in FY 2021-22 to 215 in FY 2025-26 (refer Form I(a) of CP), which is an increase of almost



75%. As the proposed Tariff rates of M/s GBASPL are higher than its competitors, it is unlikely to get majority share of business; hence, such projected increase in manpower seem to be unreasonable. M/s Spicejet further stated that M/s GBASPL should review and rationalize their manpower. In addition, M/s GBASPL should also consider the restructuring its employee benefit expenses and hold any revisions for at least next two (2) years.

5.5.4 M/s Spicejet submitted that the R&M expenditure should be almost zero in the first 2-3 Tariff years, as the Ground Handling Equipments procured are initially under warranty period. Further, in respect of the period after the warranty is over, R&M expenses may be restricted upto 10% of the asset value. The Authority is requested to consider the same accordingly.

5.5.5 On the issue of Royalty Charges/ Concession Fee, M/s Spicejet submitted that the Royalty is in the nature of market access fee, charged (by any name or description) by the Airport operator, under various headings, without any underlying services. As per M/s Spicejet Market Access Fees is not levied in most of the global economies, including European Union, Australia etc. However, M/s GBASPL at CCSIA, Lucknow is paying Royalty at 45.5% to Airport Operator; ultimately such charges are passed on the airlines. M/s Spicejet requested the Authority to abolish such Royalty charges.

5.6 During the stakeholder consultation process, the Authority has received no counter comments/views from M/s GBASPL by the last date for submission of counter comments i.e. 28.10.2021.

5.7 Authority's Examination regarding Operating expenses for the Third Control Period:

5.7.1 The Authority notes the comments of M/s Spicejet on the projected Operating Expenses and their views regarding R&M expenses proposed during the initial stage of the control period.

5.7.2 The Authority is aware of the fact that Payroll Costs in respect of Contract workers for Ground Handling Services predominantly comprises of Minimum Wages as notified by relevant Authorities from time to time and it includes statutory components i.e. EPF and ESI.

5.7.3 The Authority further observed that M/s GBASPL proposed YoY increase in Employee Strength from 123 in FY 2021-2022 to 215 in FY 2025-26 during the Third Control Period. However, projected increase in the employee strength is commensurate with the increase in the Traffic projected for the Third Control Period (FY 2021-22 to FY 2025-26). The Authority noted that the CAGR in case of Revenue is higher than CAGR of Operating Expenses.

5.7.4 During the initial review of MYTP, M/s GBASPL clarified on the proposed increase in R&M expenses during the initial years of the control period and conveyed that they are deploying a mix of old and new equipment to save cost, as cost of maintenance of Equipment is generally in the range of 3-4% of the its cost, whereas new procurement of equipment involves interest component of around 9% approx. on capital loan. A clarification regarding deployment of old equipment was sought from the ISP and in its response vide e-mail dated 24.11.2021, M/s GBASPL clarified that depending upon the usage/condition of the GSE at other operating locations such as Delhi, Mumbai, Hyderabad Airports etc., some of the GSE has been transferred to Lucknow at Depreciated Book Value.

5.7.5 Authority noted that M/s GBASPL as per Service Provider Right Holder Agreement is required to pay concession fee (License Fee) at the rate of 45.5% of Total Revenue to

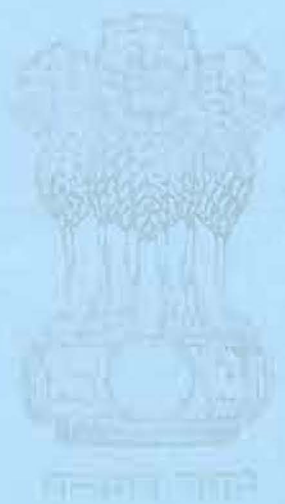


ALIAL; however, in the MYTP, the Service Provider has computed the concession fee at 30% of Total Revenue only.

5.7.6 In respect of M/s Spicejet comment on the abolishing of Royalty Charges/ Concession Fee, the Authority noted that there are two service providers providing Ground Handling Services at CCSIA, Lucknow which ensures competition among the ISPs resulting in moderation of Tariff.

5.8 Authority's Decisions regarding Operating Expenditure for the Third Control Period

5.8.1 Based on the material before it and its analysis, the Authority decides to consider Operating Expenditure proposed by M/s GBASPL for the Third Control Period as per Table 6.



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CHAPTER 6: ANNUAL TARIFF PROPOSAL

6.1 M/s GBASPL submitted the Multi Year Tariff Proposal for the Third Control Period (FY 2021-22 to FY 2025-26) and proposed Tariff for Ground Handling Services as per the Table 7 given below:

Table 7: Annual Tariff Proposal for Schedule Flights to be handled by M/s GBASPL for Third Control period.

(Rates in INR)

	FY 2021-22			FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26		
	Tariff Year 1			Tariff Year 2			Tariff Year 3			Tariff Year 4			Tariff Year 5		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flight															
CODE C	8,750	26,250	35,000	9,363	28,088	37,450	9,831	29,492	39,323	10,322	30,966	41,289	10,838	32,515	43,353
CODE D	11,813	35,438	47,250	12,639	37,918	50,558	13,271	39,814	53,085	13,935	41,805	55,740	14,632	43,895	58,527
CODE E	26,775	80,325	1,07,100	28,649	85,948	1,14,597	30,082	90,245	1,20,327	31,586	94,757	1,26,343	33,165	99,495	1,32,660
International Passenger Flight															
CODE C	30,000	90,000	1,20,000	32,100	96,300	1,28,400	33,705	1,01,115	1,34,820	35,390	1,06,171	1,41,561	37,160	1,11,479	1,48,639
CODE D	42,788	1,28,363	1,71,150	45,783	1,37,348	1,83,131	48,072	1,44,215	1,92,287	50,475	1,51,426	2,01,901	52,999	1,58,997	2,11,996
CODE E	75,000	1,75,000	2,50,000	66,875	2,00,625	2,67,500	70,219	2,10,656	2,80,875	73,730	2,21,189	2,94,919	77,416	2,32,249	3,09,665
CODE F	93,555	2,18,295	3,11,850	83,420	2,50,260	3,33,680	87,591	2,62,773	3,50,363	91,970	2,75,911	3,67,882	96,569	2,89,707	3,86,276
Domestic Cargo Flight															
CODE C	NA	30,000	NA	NA	32,100	NA	NA	33,705	NA	NA	35,390	NA	NA	37,160	NA
CODE D	NA	50,000	NA	NA	53,500	NA	NA	56,175	NA	NA	58,984	NA	NA	61,933	NA
CODE E	NA	85,000	NA	NA	90,950	NA	NA	95,498	NA	NA	1,00,272	NA	NA	1,05,286	NA
International Cargo Flight															
CODE C	NA	1,08,000	NA	NA	1,15,560	NA	NA	1,21,338	NA	NA	1,27,405	NA	NA	1,33,775	NA
CODE D	NA	1,54,035	NA	NA	1,64,817	NA	NA	1,73,058	NA	NA	1,81,711	NA	NA	1,90,797	NA
CODE E	NA	2,01,285	NA	NA	2,15,375	NA	NA	2,26,144	NA	NA	2,37,451	NA	NA	2,49,323	NA
CODE F	NA	2,80,665	NA	NA	3,00,312	NA	NA	3,15,327	NA	NA	3,31,093	NA	NA	3,47,648	NA

6.2 M/s. GBASPL had proposed the following % increase in the Tariff from FY 2022-23 onwards for Scheduled Flights at CCSIA, Lucknow airport as per the Table given below:

Table 8: Statement of YoY Percentage (%) Change in Tariff for Different Category of Flights

Particulars	FY 2021-22			FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26			CAGR (%)		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flight																		
CODE C	-	-	-	7.00%	7.00%	7.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	4.37%	4.37%	4.37%
CODE D	-	-	-	7.00%	7.00%	7.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	4.37%	4.37%	4.37%
CODE E	-	-	-	7.00%	7.00%	7.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	4.37%	4.37%	4.37%
International Passenger Flight																		
CODE C	-	-	-	7.00%	7.00%	7.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	4.37%	4.37%	4.37%
CODE D	-	-	-	7.00%	7.00%	7.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	4.37%	4.37%	4.37%
CODE E	-	-	-	-10.83%	14.64%	7.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	0.64%	5.82%	4.37%
CODE F	-	-	-	-10.83%	14.64%	7.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	0.64%	5.82%	4.37%
Domestic Freight Flight																		
CODE C	NA	-	NA	NA	7.00%	NA	NA	5.00%	NA	NA	5.00%	NA	NA	5.00%	NA		4.37%	
CODE D	NA	-	NA	NA	7.00%	NA	NA	5.00%	NA	NA	5.00%	NA	NA	5.00%	NA		4.37%	
CODE E	NA	-	NA	NA	7.00%	NA	NA	5.00%	NA	NA	5.00%	NA	NA	5.00%	NA		4.37%	
International Freight Flight																		
CODE C	NA	-	NA	NA	7.00%	NA	NA	5.00%	NA	NA	5.00%	NA	NA	5.00%	NA		4.37%	
CODE D	NA	-	NA	NA	7.00%	NA	NA	5.00%	NA	NA	5.00%	NA	NA	5.00%	NA		4.37%	
CODE E	NA	-	NA	NA	7.00%	NA	NA	5.00%	NA	NA	5.00%	NA	NA	5.00%	NA		4.37%	
CODE F	NA	-	NA	NA	7.00%	NA	NA	5.00%	NA	NA	5.00%	NA	NA	5.00%	NA		4.37%	

6.3 M/s GBASPL submitted a separate Tariff Card for Non-Scheduled and General Aviation Operation(s) as per table given below:

Table 9 - Annual Tariff Proposal submitted by M/s GBASPL for Non-Schedule and General Aviation Operations - Domestic Flights

(Rates in INR)

Maximum Take of Weight (MTOW)	Year 1	Year 2	Year 3	Year 4	Year 5
0-5000	23,500	25,145	26,402	27,722	29,108
5001-10000	30,000	32,100	33,705	35,390	37,160
10001- 20000	36,500	39,055	41,008	43,058	45,211
20001- 35000	61,500	65,805	69,095	72,550	76,178
35001- 40000	63,000	67,410	70,781	74,320	78,036
40001- 50000	63,000	67,410	70,781	74,320	78,036
50001- 100000	85,000	90,950	95,498	1,00,272	1,05,286
100001 - 200000	2,00,000	2,14,000	2,24,700	2,35,935	2,47,732
200001- 300000	2,50,000	2,67,500	2,80,875	2,94,919	3,09,665
300001 and above	3,00,000	3,21,000	3,37,050	3,53,903	3,71,598

Note: The above rates are for basic Handling Services. As per requirement, airlines/users ask for additional services.

6.3.1 M/s. GBASPL also submitted a separate tariff rate card for additional services for Schedule and Non-Schedule & General Aviation, in addition to tariff proposal at Table No.7, 9 and 10.

6.4 The Annual Tariff proposal for Non-schedule Flights and General Aviation in case of International Flights proposed as below:

Table 10 - Annual Tariff Proposal submitted by M/s GBASPL for Non-Schedule and General Aviation Operations – International Flights

Maximum Take of Weight (MTOW)	Year 1		Year 2		Year 3		Year 4		Year 5	
	USD	INR	USD	INR	USD	INR	USD	INR	USD	INR
0-5000	600	44694	642	47823	674	50206	708	52739	743	55346
5001-10000	1,100	81939	1,177	87675	1,236	92070	1,298	96688	1,363	101530
10001- 20000	1,750	130357	1,873	139520	1,966	146447	2,064	153747	2,168	161494
20001- 35000	2,000	148980	2,140	159409	2,247	167379	2,359	175722	2,477	184512
35001- 40000	2,250	167602	2,408	179372	2,528	188310	2,654	197696	2,787	207604
40001- 50000	2,500	186225	2,675	199260	2,809	209242	2,949	219671	3,097	230695
50001- 100000	3,250	242092	3,478	259076	3,651	271963	3,834	285595	4,026	299897
100001 - 200000	4,500	335205	4,815	358669	5,056	376621	5,309	395467	5,574	415207
200001- 300000	5,400	402246	5,778	430403	6,067	451930	6,370	474501	6,689	498264
300001 and above	6,500	484185	6,955	518078	7,303	544000	7,668	571189	8,051	599719

Note: - The above rates are for basic Handling Services. As per requirement, airlines/users ask for additional services.

USD conversion rate equivalent to INR of Rs. 74.49 has been considered for conversion of



USD to INR.

6.5 Authority's Analysis regarding Annual Tariff proposal for the third control period at Consultation stage:

- 6.5.1 The Authority analysed the tariff proposal submitted by M/s GBASPL and had observed that Tariff proposed for FY 2021-22 and further increase YoY was in the range of 5% to 7% for Domestic & International Passenger Flights and for Cargo Flights, which indicated a uniform CAGR of 4.37% for the entire period for different category of Passenger and Freight Flights.
- 6.5.2 The Authority also noted that the tariff proposed by M/s GBASPL was lower for Domestic Passenger flights & Cargo flights but higher for International Passenger flights for Third Control Period (FY 2021-22 to FY 2025-26) as compared with the existing tariff of AIASL, who is also providing similar services at CCSIA, Lucknow.
- 6.5.3 The Authority took note of Minutes of Meeting of the stakeholder consultation (AUCC) held on 11th June 2021 and noted that M/s GBASPL had explained to the stakeholders that the proposed tariff in case of Domestic Schedule flights was lower than even after considering the Year on Year WPI/CPI increases. ISP further clarified that the revenue share payable to Airport Operator had been factored in the ATP. The Authority further observed that, as per the 'Minutes' of the AUCC meeting, none of the participants opposed the tariff hike proposed by M/s GBASPL, Lucknow for the 3rd control period.
- 6.5.4 The Authority also noted that apart from normal service charges for Scheduled and Non-Scheduled Operations, M/s GBASPL had proposed rate chart for additional services (which are not covered under normal comprehensive/full services) in respect of Scheduled and Non Scheduled operations.
- 6.5.5 The Authority further noted that M/s. GBASPL had proposed separate charges for Non Scheduled and General Aviation Operations, the Authority was of the view that the charges for Domestic Non Scheduled and General Aviation Operations should not be more than the charges of relevant Domestic scheduled operations. However, the Authority had considered the separate proposal of M/s GBASPL in case of International flights and also proposed to elicit the views of Stakeholders before taking the final decision.

6.6 M/s Spicejet Comments on Tariff Rates for the Third Control Period:

6.6.1 M/s Spicejet submitted their following comments on tariff proposed by M/s GBASPL:

- Annual Tariff for Scheduled flights:-
 - The rates of increase in Tariff are very high, especially in the backdrop of COVID-19. It is in the interest of all the stakeholders not to increase the tariffs in order to encourage middle class people to travel by air, which will help in sharp post-COVID-19 recovery of Aviation Sector.
 - The Tariff hike in case of International and Domestic scheduled flights are too high. M/s Spicejet requested the Authority not to consider Tariff hike. If at all Tariff hike is to be allowed, the same should not be more than approved Tariff of AIASL, and subsequent increase on YoY basis should not exceed 2%, in line with Order No. 23/2019-20 dated 14.02.2020 of the Authority.
- Additional Services not included in 'Full':-



M/s Spicejet submitted that it is not clear why GBASPL has proposed to include the additional services at this stage, as the reason for proposing the same has not been mentioned in the CP. M/s Spicejet requested the Authority that proposal in respect of additional services should not be considered in the present CP, until the detailed reasons are provided for the same, as well as a detailed analysis of the proposal is done by the Authority (preferably by an independent body).

• Separate charges for Non-Scheduled Operations and General Aviation Operations:-

M/s Spicejet commented that in the back drop of COVID-19, most of the operation in 2020-21 (and continuing in the uncertain future) were in the nature of Charters, and Special Flights with special approvals from DGCA, and were non-scheduled in nature. As per M/s Spicejet the rates chargeable for Non-Scheduled Operations and General Aviation Operations should not be higher than the rates proposed for the scheduled operations.

• Exchange currency of applicable tariffs:-

M/s Spicejet submitted that the Authority may publish Tariff in INR only. In case the charges are published in USD for international operations and in case of depreciation of INR with respect to USD, the Domestic Airlines of India will be hit by such devaluation.

6.6.2 During the stakeholder consultation process, the Authority has not received any counter comments/views from M/s GBASPL by the last date for submission of counter comments i.e. 28.10.2021.

6.7 Authority's Examination regarding Annual Tariff Proposal for the Third Control Period:

6.7.1 The Authority noted the comments of M/s Spicejet on the Tariff Rates and observed that the Tariff proposed by M/s GBAS for FY 2021-22 is lower for Domestic Passenger & Cargo flights but higher for International Passenger flights as compared to the existing tariff of other service provider namely AIASL, who is providing similar services at CCSIA, Lucknow.

6.7.2 The Authority further analysed the Tariff Proposal submitted by M/s GBASPL and noted that tariff proposed for FY 2021-22 and subsequent YoY increase is in the range of 5% to 7% for Domestic & International Passenger Flights and for Freight Flights, which shows an uniform CAGR of 4.37% for the control period for different category of Passenger and Freight Flights.

6.7.3 The Authority also analyzed the projected Profit & Loss Statement for the Control Period submitted by M/s GBASPL and noted that the Service Provider, even with the proposed Tariff increase (refer Table 7, 9 & 10 above), it will incur losses during first two (2) Tariff years of the Control Period amounting to Rs. 64.61 Lakhs and Rs. 31.25 Lakhs respectively and will start generating profit from FY 2023-24 onwards.

6.7.4 The Authority taking note of 'Minutes' of Meeting of the stakeholder consultation (AUCC) held on 11th June 2021 observed that M/s GBASPL explained to the stakeholders that the proposed tariff in case of Domestic schedule flights is lesser even after considering the YoY WPI/CPI increases, further Service Provider also clarified to the Stakeholders that the revenue share payable to Airport Operator is factored in the ATP. The Authority observes from the 'Minutes' of the AUCC meeting that none of the participants opposed the tariff hike proposed by M/s GBASPL, Lucknow for the 3rd control period.

6.7.5 The Authority noted that there have been no comments from the Stakeholders, including ISP, regarding the Tariff rate proposed for International Flights in case of Non-Scheduled and General Aviation Operations. Therefore, the Authority decides a separate rate card in case of

International Flights for Non-Scheduled and General Aviation Operations.

- 6.7.6 As regard to exclusion of Additional Services in the Tariff Chart for Comprehensive (Full) services, the matter was got clarified from the M/s GBASPL during the analysis of MYTP that additional services are not part of Comprehensive (Full) Services and these are services which are required by airlines occasionally. However, service providers are required to maintain the related equipment to meet the operational requirement of airlines.
- 6.7.7 The Authority observes that M/s GBASPL has submitted Tariff for International Flights in case of Non-Schedule and General Aviation Operations, including Additional Services, in USD. For reference purpose, Authority has converted International Charges in USD to equivalent INR (refer Table 10) by taking conversion rate of Rs. 74.49. However, in order to have standardization in Tariff rate card, the Authority, is of the view that as far as possible, the entire Tariff Rate Card, including Rates for Foreign Airlines & General Aviation Operations, should be in INR. The Authority proposes that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.
- 6.7.8 The Authority further noted that M/s. GBASPL had proposed separate charges for Non-Scheduled and General Aviation Operations and also for additional services, the Authority is of the view that the charges for Domestic Non Scheduled and General Aviation Operations including additional services should not be more than the charges of relevant Domestic Scheduled Operations for similar class of aircraft(s).

6.8 Authority's Decisions regarding Annual Tariff Proposal for the Third Control Period

- 6.8.1 Based on the material before it, and its analysis, the Authority decides to adopt the Tariff Rates for Ground Handling Services provided by M/s GBASPL, Lucknow for the Third Control Period as per the **Annexure I to IV**.
- 6.8.2 The Authority decides that the Tariff Rates indicated in **Annexure I to IV** shall be maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.
- 6.8.3 The Authority decides that Tariff for Domestic Non Schedule & General Aviation Operations shall not exceed the approved Tariff for Domestic Schedule Flights for similar class of aircraft(s).
- 6.8.4 The Authority decides that the Tariff for Additional Services pertaining to Domestic Non-Schedule & General Aviation Operations shall not exceed the approved Tariff for Additional Services in respect of Domestic Schedule Flights for similar class of aircraft(s).
- 6.8.5 The Authority decides that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.
- 6.8.6 The Authority also decides that M/s GBASPL should ensure compliance towards Standardization of Ground Handling Equipment at Major Airports, in accordance with the directives issued by Ministry of Civil Aviation vide its letter No. AV-24011/10/2021-AAI-MOCA dated 01.11.2021.



CHAPTER-7: SUMMARY of AUTHORITY'S DECISIONS

The summary of the Authority's decisions (given under each chapter) regarding the tariff determination of M/s GBASPL, for the 3rd Control Period is as under:

Chapter	Para	Summary of Authority's Decisions	Page No.
Chapter No 2	2.8.1	The Authority decides to adopt ' Light Touch Approach ' for determination of Tariffs for the Third Control Period (FY 2021-22 to FY 2025-26) in respect of M/s GSEC Bird Airport Services Private Ltd. for providing Ground Handling Services at Chaudhary Charan Singh International Airport, Lucknow.	8
Chapter No 3	3.4.1	The Authority decides to adopt Aircraft Movements (Flights to be handled) by the M/s GBASPL, Lucknow for the Third Control Period as per Table-3.	10
Chapter No 4	4.7.1	The Authority decides to consider projected Capital Expenditure submitted by M/s GBASPL, Lucknow for the Third Control Period as per Table 4.	12
Chapter No 5	5.8.1	The Authority decides to consider Operating Expenditure proposed by M/s GBASPL, Lucknow for the Third Control Period as per Table 6.	16
Chapter No 6	6.8.1	The Authority decides to adopt the Tariff Rates forp Ground Handling Services provided by M/s GBASPL, Lucknow for the Third Control Period as per the Annexure I to IV .	21
	6.8.2	The Authority decides that the Tariff Rates indicated in Annexure I to IV shall be maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.	
	6.8.3	The Authority decides that Tariff for Domestic Non Schedule & General Aviation Operations shall not exceed the approved Tariff for Domestic Schedule Flights for similar class of aircraft(s).	
	6.8.4	The Authority decides that the Tariff for Additional Services pertaining to Domestic Non-Schedule & General Aviation Operations shall not exceed the approved Tariff for Additional Services in respect of Domestic Schedule Flights for similar class of aircraft(s).	
	6.8.5	The Authority decides that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.	
	6.8.6	The Authority also decides that M/s GBASPL should ensure compliance towards Standardization of Ground Handling Equipment at Major Airports, in accordance with the directives issued by Ministry of Civil Aviation vide its letter No. AV-24011/10/2021-AAI-MOCA dated 01.11.2021.	



CHAPTER 8: ORDER

Upon careful consideration of the material available on record, as well as submission made by M/s GBASPL and taking into account the Stakeholder's Comments on Consultation Paper, the Authority, in exercise of powers conferred upon it by Section 13(1)(a) of the AERA Act, 2008 hereby orders that:

- (i) The services for Ground Handling being provided by M/s GSEC Bird Airport Services India Pvt. Ltd. at CCSIA, Lucknow is **"Not Material"**. Therefore, the Authority decides to adopt **'Light Touch Approach'** for Determination of Tariffs for the Third Control Period (FY 2021-22 to FY 2025-26).
- (ii) The Authority decides to allow M/s GBASPL to levy revised Tariff for the Third Control Period effective from **1st January, 2022** as per the **Annexure I to IV**.
- (iii) Tariff determined shall be the maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.
- (iv) The Authority decides that Tariff for Domestic Non Schedule & General Aviation Operations shall not exceed the approved Tariff for Domestic Schedule Flights for similar class of aircraft(s).
- (v) The Authority decides that the Tariff for Additional Services pertaining to Domestic Non-Schedule & General Aviation Operations shall not exceed the approved Tariff for Additional Services in respect of Domestic Schedule Flights for similar class of aircraft(s).
- (vi) The Authority also decides that M/s GBASPL should ensure compliance towards Standardization of Ground Handling Equipment at Major Airports, in accordance with the directives issued by Ministry of Civil Aviation vide its letter No. AV-24011/10/2021-AAI-MOCA dated 01.11.2021.
- (vii) The Airport Operator shall ensure the compliance of the Order.

By the Order of and in the
Name of the Authority

(Col Manu Sooden)
Secretary

To

M/s GSEC Bird Airport Services India Pvt. Ltd.
E-9, Connaught House, Connaught Place
New Delhi – 110001, India
(Through: Shri Sanjay Sawant, Chief Financial Officer)

Copy to:

1. Secretary, Ministry of Civil Aviation, Rajiv Gandhi Bhawan, Safdarjung Airport New Delhi-110003.
2. Shri Suresh Chandra Hota, Chief Airport Officer,
Lucknow International Airport Limited,
CCSI Airport, Lucknow.



ANNEXURE-I**APPROVED TARIFF RATE CARD FOR M/S GSEC BIRD AIRPORT SERVICES PRIVATE LTD. PROVIDING GROUND HANDLING SERVICES FOR THE THIRD CONTROL PERIOD AT CCSIA, LUCKNOW**

Maximum rates to be levied for Domestic* and International Schedule Flights in respect of Ground Handling Services for the Third Control Period (FY 2021-22 to FY 2025-26)

Approved Tariff Rate Card will be effective from 1st January, 2022

(Rates in INR)

	FY 2021-22			FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26		
	Tariff Year 1			Tariff Year 2			Tariff Year 3			Tariff Year 4			Tariff Year 5		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flight															
CODE C	8,750	26,250	35,000	9,363	28,088	37,450	9,831	29,492	39,323	10,322	30,966	41,289	10,838	32,515	43,353
CODE D	11,813	35,438	47,250	12,639	37,918	50,558	13,271	39,814	53,085	13,935	41,805	55,740	14,632	43,895	58,527
CODE E	26,775	80,325	1,07,100	28,649	85,948	1,14,597	30,082	90,245	1,20,327	31,586	94,757	1,26,343	33,165	99,495	1,32,660
International Passenger Flight															
CODE C	30,000	90,000	1,20,000	32,100	96,300	1,28,400	33,705	1,01,115	1,34,820	35,390	1,06,171	1,41,561	37,160	1,11,479	1,48,639
CODE D	42,788	1,28,363	1,71,150	45,783	1,37,348	1,83,131	48,072	1,44,215	1,92,287	50,475	1,51,426	2,01,901	52,999	1,58,997	2,11,996
CODE E	75,000	1,75,000	2,50,000	66,875	2,00,625	2,67,500	70,219	2,10,656	2,80,875	73,730	2,21,189	2,94,919	77,416	2,32,249	3,09,665
CODE F	93,555	2,18,295	3,11,850	83,420	2,50,260	3,33,680	87,591	2,62,773	3,50,363	91,970	2,75,911	3,67,882	96,569	2,89,707	3,86,276
Domestic Cargo Flight															
CODE C	NA	30,000	NA	NA	32,100	NA	NA	33,705	NA	NA	35,390	NA	NA	37,160	NA
CODE D	NA	50,000	NA	NA	53,500	NA	NA	56,175	NA	NA	58,984	NA	NA	61,933	NA
CODE E	NA	85,000	NA	NA	90,950	NA	NA	95,498	NA	NA	1,00,272	NA	NA	1,05,286	NA
International Cargo Flight															
CODE C	NA	1,08,000	NA	NA	1,15,560	NA	NA	1,21,338	NA	NA	1,27,405	NA	NA	1,33,775	NA
CODE D	NA	1,54,035	NA	NA	1,64,817	NA	NA	1,73,058	NA	NA	1,81,711	NA	NA	1,90,797	NA
CODE E	NA	2,01,285	NA	NA	2,15,375	NA	NA	2,26,144	NA	NA	2,37,451	NA	NA	2,49,323	NA
CODE F	NA	2,80,665	NA	NA	3,00,312	NA	NA	3,15,327	NA	NA	3,31,093	NA	NA	3,47,648	NA

**Tariff for Domestic Flights includes Domestic Non Schedule and General Aviation Operations.*

Notes:

- Above Tariff Rates are excluding all applicable taxes.
- Tariff determined shall be the maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.
- For payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.



ANNEXURE-II**APPROVED TARIFF RATE CARD FOR M/S GSEC BIRD AIRPORT SERVICES PRIVATE LTD. PROVIDING GROUND HANDLING SERVICES FOR THE THIRD CONTROL PERIOD AT CCSIA, LUCKNOW**

Maximum rates to be levied for International Non-Schedule & General Aviation Operations in respect of Ground Handling Services for the Third Control Period (FY 2021-22 to FY 2025-26)

Approved Tariff Rate Card will be effective from 1st January, 2022

(Rates in INR)

Maximum Take of Weight (MTOW)	Year 1	Year 2	Year 3	Year 4	Year 5
0-5000	44,694	47,823	50,206	52,739	55,346
5001-10000	81,939	87,675	92,070	96,688	1,01,530
10001- 20000	1,30,357	1,39,520	1,46,447	1,53,747	1,61,494
20001- 35000	1,48,980	1,59,409	1,67,379	1,75,722	1,84,512
35001- 40000	1,67,602	1,79,372	1,88,310	1,97,696	2,07,604
40001- 50000	1,86,225	1,99,260	2,09,242	2,19,671	2,30,695
50001- 100000	2,42,092	2,59,076	2,71,963	2,85,595	2,99,897
100001 - 200000	3,35,205	3,58,669	3,76,621	3,95,467	4,15,207
200001- 300000	4,02,246	4,30,403	4,51,930	4,74,501	4,98,264
300001 and above	4,84,185	5,18,078	5,44,000	5,71,189	5,99,719

Notes:

- Above Tariff Rates are excluding all applicable taxes.
- Tariff determined shall be the maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates
- For payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.



ANNEXURE-III**APPROVED TARIFF RATE CARD FOR M/S GSEC BIRD AIRPORT SERVICES PRIVATE LTD. PROVIDING GROUND HANDLING SERVICES FOR THE THIRD CONTROL PERIOD AT CCSIA, LUCKNOW**

Maximum rates to be levied for Additional Service Charges for Domestic* and International Schedule Flights in respect of Ground Handling Services for the third control period (FY 2021-22 to FY 2025-26).

Approved Tariff Rate Card will be effective from 1st January, 2022

(Rates in INR)

EQUIPMENTS		Year 1		Year 2		Year 3		Year 4		Year 5	
		Domestic	International	Domestic	International	Domestic	International	Domestic	International	Domestic	International
Ambulift	Per Usage	10,903	17,133	11,666	18,325	12,250	19,218	12,862	20,187	13,505	21,230
Ground Power Unit 90 KV	Per Hour	8,461	13,259	9,053	14,228	9,506	14,898	9,981	15,643	10,480	16,462
Ground Power Unit 140 KV	Per Hour	10,903	17,133	11,666	18,325	12,250	19,218	12,862	20,187	13,505	21,230
Hook on power	Per flight	872	1,341	933	1,490	980	1,564	1,029	1,639	1,080	1,713
Air Conditioner unit	Per Hour	17,270	27,114	18,479	28,977	19,403	30,466	20,373	31,956	21,392	33,595
Ramp to Flight Deck Communication	Per Turnaround	3,489	5,512	3,733	5,885	3,920	6,183	4,116	6,481	4,322	6,779
Step Ladder (remote bay) Towable	Per Turnaround	3,925	6,183	4,200	6,630	4,410	6,928	4,630	7,300	4,862	7,598
Step Ladder - Narrow Body	Per Hour	5,670	8,864	6,066	9,535	6,370	9,982	6,688	10,503	7,023	11,025
Step Ladder - Wide Body	Per Hour	8,461	13,259	9,053	14,228	9,506	14,898	9,981	15,643	10,480	16,462
Passenger Coach	Per Trip	3,925	6,183	4,200	6,630	4,410	6,928	4,630	7,300	4,862	7,598
Crew Coach	Per Turnaround	3,489	5,512	3,733	5,885	3,920	6,183	4,116	6,481	4,322	6,779
Crew Coach	Per Turnaround	4,361	6,853	4,666	7,300	4,900	7,672	5,145	8,045	5,402	8,492
Conveyor belt loader	Per hour	9,092	14,302	9,729	15,270	10,215	16,015	10,726	16,835	11,262	17,654
Lower Deck Loader	Per Hour	23,987	37,692	25,666	40,299	26,949	42,310	28,296	44,396	29,711	46,631
Main Deck Loader	Per Hour	27,476	43,130	29,399	46,184	30,869	48,493	32,412	50,877	34,033	53,409
Fork Lift 10 Ton	Per Hour	8,897	14,004	9,520	14,972	9,996	15,717	10,495	16,462	11,020	17,282
Fork Lift 5 Tons	Per Hour	6,280	9,833	6,720	10,578	7,056	11,099	7,409	11,620	7,779	12,216
Fork Lift 3 Tons	Per Hour	4,536	7,151	4,853	7,598	5,096	7,970	5,351	8,417	5,618	8,790
Air Start Unit (ASU)	Per start	12,648	19,889	13,533	21,230	14,209	22,273	14,920	23,390	15,666	24,582
Air Start Unit (ASU)	Per start	13,520	21,230	14,466	22,719	15,189	23,837	15,949	25,029	16,746	26,295
Towbar	Per push / tow	3,489	5,512	3,733	5,885	3,920	6,183	4,116	6,481	4,322	6,779
Push Back Narrow Body	per service	10,467	16,462	11,200	17,580	11,760	18,474	12,348	19,367	12,965	20,336
Push Back Wide Body	per service	19,189	30,094	20,533	32,254	33,818	44,559	22,637	35,532	23,769	37,319



Tow Inter Stand - Narrow Body	Per Tow	15,264	23,986	16,333	25,625	17,149	26,891	18,007	28,232	18,907	29,647
Tow Inter Stand - Wide Body	Per Tow	24,423	38,362	26,132	41,044	27,439	43,055	28,811	45,215	30,252	47,525
Wing Walkers	Per Turnaround	1,744	2,756	1,867	2,905	1,960	3,054	2,058	3,203	2,161	3,427
Toilet service	per service	6,542	10,280	7,000	11,025	7,350	11,546	7,717	12,142	8,103	12,738
Water service	per service	5,670	8,864	6,066	9,535	6,370	9,982	6,688	10,503	7,023	11,025
Passenger/Terminal Side and Manpower related.											
Unaccompanied minor handling	per child	2,364	3,725	2,529	3,948	2,656	4,171	2,789	4,395	2,928	4,618
Wheel Chair WCHR OR WCHS	per service	2,355	3,725	2,520	3,948	2,646	4,171	2,778	4,395	2,917	4,544
WCHC	per service	2,617	4,097	2,800	4,395	2,940	4,618	3,087	4,842	3,241	5,065
VIPs	per passenger	3,637	5,736	3,891	6,108	4,086	6,406	4,290	6,704	4,505	7,077
Transit w/o visa pax	per passenger	3,637	5,736	3,891	6,108	4,086	6,406	4,290	6,704	4,505	7,077
Deportees	per passenger	3,637	5,736	3,891	6,108	4,086	6,406	4,290	6,704	4,505	7,077
Floor Walkers/Welcomer staff	per personnel/8hrs	1,744	2,756	1,867	2,905	1,960	3,054	2,058	3,203	2,161	3,427
Manpower (White collar)	per personnel/8 hr.	2,617	4,097	2,800	4,395	2,940	4,618	3,087	4,842	3,241	5,065
Manpower (Blue collar)	per personnel/8 hr.	1,744	2,756	1,867	2,905	1,960	3,054	2,058	3,203	2,161	3,427
Excess Baggage Fee (% of collection)	per flight	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Val Handling	per std. sz. container	9,092	14,302	9,729	15,270	10,215	16,015	10,726	16,835	11,262	17,654
Ballast Bags Refill	Per refill - per Bag	1,308	2,086	1,400	2,235	1,470	2,309	1,543	2,458	1,621	2,533
Interior cleaning (Transit)-Narrow Body	per service	12,211	19,144	13,066	20,485	13,720	21,528	14,405	22,645	15,126	23,762
Interior cleaning (Transit)-Wide Body	per service	21,806	34,265	23,332	36,649	24,499	38,437	25,724	40,374	27,010	42,385
Interior cleaning (Transit) - ATR & like	per service	7,065	11,099	7,560	11,844	7,938	12,440	8,335	13,110	8,751	13,706
Deep Cleaning - Narrow Body	per service	17,445	27,412	18,666	29,275	19,599	30,764	20,579	32,329	21,608	33,893
Deep Cleaning - Wide Body	per service	31,139	48,865	33,319	52,292	34,985	54,899	36,734	57,655	38,571	60,560
Deep Cleaning - ATR & like	per service	10,031	15,717	10,733	16,835	11,270	17,729	11,833	18,548	12,425	19,516
Flight Deck cleaning	per service	4,361	6,853	4,666	7,300	4,900	7,672	5,145	8,045	5,402	8,492
Waste Disposal		1,221	1,937	1,307	2,086	1,372	2,160	1,441	2,235	1,513	2,384
Arrange non-scheduled Crew HOTAC	per service	1,308	2,086	1,400	2,235	1,470	2,309	1,543	2,458	1,621	2,533



Arrange non-scheduled Crew Tpt	per service	1,308	2,086	1,400	2,235	1,470	2,309	1,543	2,458	1,621	2,533
C.I.Q. assistance/Direct crew thru airport facilities	per arr or dep clearance	2,617	4,097	2,800	4,395	2,940	4,618	3,087	4,842	3,241	5,065
Cargo Supervision services	per flight	6,530	10,280	6,987	10,950	7,336	11,546	7,703	12,067	8,088	12,663
Cargo Supervision services	Per flight	10,012	15,717	10,713	16,835	11,249	17,654	11,811	18,548	12,402	19,442
Live Animal Handling	per AVI	1,273	2,011	1,362	2,160	1,430	2,235	1,502	2,384	1,577	2,458
LD3,	per day	523	819	560	894	588	894	617	968	648	1,043
LD11	per day	1,221	1,937	1,307	2,086	1,372	2,160	1,441	2,235	1,513	2,384
Stacking of Pallets	per stack/ day	1,744	2,756	1,867	2,905	1,960	3,054	2,058	3,203	2,161	3,427
Miscellaneous services											
Valet Service		1,818	2,831	1,946	3,054	2,043	3,203	2,145	3,352	2,252	3,501
Baggage Trolley	per two hour	523	819	560	894	588	894	617	968	648	1,043
Container Dollies	per two hour	436	670	467	745	490	745	514	819	540	819
Pallet Dollies	per two hour	611	968	653	1,043	686	1,043	720	1,117	756	1,192
Diesel / Battery Tractor	per hour	3,838	6,034	4,107	6,481	4,312	6,779	4,527	7,077	4,754	7,449
Ramp Car	per hour	1,744	2,756	1,867	2,905	1,960	3,054	2,058	3,203	2,161	3,427

**Tariff for Domestic Flights includes Domestic Non Schedule and General Aviation Operations.*

Notes:

- Above Tariff Rates are excluding all applicable taxes.
- Tariff determined shall be the maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.
- For payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.



Annexure-IV**APPROVED TARIFF RATE CARD FOR M/S GSEC BIRD AIRPORT SERVICES PRIVATE LTD. PROVIDING GROUND HANDLING SERVICES FOR THE THIRD CONTROL PERIOD AT CCSIA, LUCKNOW**

Maximum rates to be levied for Additional Service Charges for International Non Schedule & General Aviation Operations in respect of Ground Handling Services for the Third Control Period (FY 2021-22 to FY 2025-26).

Approved Tariff Rate Card will be effective from 1st January, 2022

(Rates in INR)

EQUIPMENTS		Year 1	Year 2	Year 3	Year 4	Year 5
Ambulift	Per Usage	17,133	18,325	19,218	20,187	21,230
Ground Power Unit (GPU) 90 KV	Per Hour	13,259	14,228	14,898	15,643	16,462
Ground Power Unit (GPU) 140 KV	Per Hour	17,133	18,325	19,218	20,187	21,230
Hook on power	Per flight	1,341	1,490	1,564	1,639	1,713
Air Conditioner unit (ACU)	Per Hour	27,114	28,977	30,466	31,956	33,595
Ramp to Flight Deck Communication	Per Turnround	5,512	5,885	6,183	6,481	6,779
Step Ladder (remote bay) Towable	Per Turnaround	6,183	6,630	6,928	7,300	7,598
Step Ladder (remote bay) Motorized - Narrow Body	Per Hour	8,864	9,535	9,982	10,503	11,025
Step Ladder (remote bay) Motorized - Wide Body	Per Hour	13,259	14,228	14,898	15,643	16,462
Passenger Bus	Per Trip	6,183	6,630	6,928	7,300	7,598
Crew Bus	Per Turnround	5,512	5,885	6,183	6,481	6,779
Crew Bus	Per Turnround	6,853	7,300	7,672	8,045	8,492
Conveyor belt loader	Per hour	14,302	15,270	16,015	16,835	17,654
Lower Deck Loader (LDL)	Per hour	37,692	40,299	42,310	44,396	46,631
Main Deck Loader (MDL)	Per hour	43,130	46,184	48,493	50,877	53,409
Fork Lift 10 Ton	Per hour	14,004	14,972	15,717	16,462	17,282
Fork Lift 5 Tons	Per hour	9,833	10,578	11,099	11,620	12,216
Fork Lift 3 Tons	Per hour	7,151	7,598	7,970	8,417	8,790
Air Start Unit (ASU)	Per start	19,889	21,230	22,273	23,390	24,582
Air Start Unit (ASU)	Per start	21,230	22,719	23,837	25,029	26,295
Towbar	Per push / tow	5,512	5,885	6,183	6,481	6,779
Push Back (Tow Bar included) Narrow Body	per service	16,462	17,380	18,474	19,367	20,336



Push Back (Tow Bar included) Wide Body	per service	30,094	32,254	33,818	35,532	37,319
Tow Inter Stand - Narrow Body	Per Tow	23,986	25,625	26,891	28,232	29,647
Tow Inter Stand - Wide Body	Per Tow	38,362	41,044	43,055	45,215	47,525
Wing Walkers	Per turnaround	2,756	2,905	3,054	3,203	3,427
Toilet service	per service	10,280	11,025	11,546	12,142	12,738
Water service	per service	8,864	9,535	9,982	10,503	11,025
Passenger/Terminal Side and Manpower related.						
Unaccompanied minor handling	per child	3,725	3,948	4,171	4,395	4,618
Wheel Chair WCHR OR WCHS	per service	3,725	3,948	4,171	4,395	4,544
WCHC	per service	4,097	4,395	4,618	4,842	5,065
VIPs	per passenger	5,736	6,108	6,406	6,704	7,077
Transit w/o visa pax	per passenger	5,736	6,108	6,406	6,704	7,077
Deportees	per passenger	5,736	6,108	6,406	6,704	7,077
Floor Walkers/Welcome staff	per personnel/ 8hrs	2,756	2,905	3,054	3,203	3,427
Manpower (White collar)	per personnel/ 8 hr.	4,097	4,395	4,618	4,842	5,065
Manpower (Blue collar)	per personnel/ 8 hr.	2,756	2,905	3,054	3,203	3,427
Excess Baggage_ % of Collection	per flight	10%	10%	10%	10%	10%
Val Handling	per std. sz. container	14,302	15,270	16,015	16,835	17,654
Ballast Bags Refill	Per refill - per Bag	2,086	2,235	2,309	2,458	2,533
Interior cleaning (Transit) - Narrow Body	per service	19,144	20,485	21,528	22,645	23,762
Interior cleaning (Transit) - Wide Body	per service	34,265	36,649	38,437	40,374	42,385
Interior cleaning (Transit) - ATR & like	per service	11,099	11,844	12,440	13,110	13,706
Deep Cleaning - Narrow Body	per service	27,412	29,275	30,764	32,329	33,893
Deep Cleaning - Wide Body	per service	48,865	52,292	54,899	57,655	60,560
Deep Cleaning - ATR & like	per service	15,717	16,835	17,729	18,548	19,516
Flight Deck cleaning	per service	6,853	7,300	7,672	8,045	8,492
Waste Disposal	per service	1,937	2,086	2,160	2,235	2,384
Arrange non-scheduled Crew Hotel accommodation	per service	2,086	2,235	2,309	2,458	2,533
Arrange for non-scheduled Crew Transportaion	per service	2,086	2,235	2,309	2,458	2,533



C.I.Q. assistance / Direct crew thru airport facilities	per arr or dep clearance	4,097	4,395	4,618	4,842	5,065
Cargo Supervision services	per flight	10,280	10,950	11,546	12,067	12,663
Cargo Supervision services	Per flight	15,717	16,835	17,654	18,548	19,442
Live Animal Handling	per AVI	2,011	2,160	2,235	2,384	2,458
LD3,	per day	819	894	894	968	1,043
LD11	per day	1,937	2,086	2,160	2,235	2,384
Stacking of Pallets	per stack per day	2,756	2,905	3,054	3,203	3,427
Miscellaneous services						
Valet Service		2,831	3,054	3,203	3,352	3,501
Baggage Trolley	per two hour	819	894	894	968	1,043
Container Dollies	per two hour	670	745	745	819	819
Pallet Dollies	per two hour	968	1,043	1,043	1,117	1,192
Diesel / Battery Tractor	per hour	6,034	6,481	6,779	7,077	7,449
Ramp Car	per hour	2,756	2,905	3,054	3,203	3,427
Luxury Vehicle		2,60,715	2,78,965	2,92,895	3,07,569	3,22,914
Standard Vehicle for NSOP		81,939	87,675	92,070	96,688	1,01,530
Trip Charges above second vehicle		2,60,715	2,78,965	2,92,895	3,07,569	3,22,914
Drop from Airprot (City Side)		2,23,470	2,39,113	2,51,106	2,63,620	2,76,805

Notes:

- Above Tariff Rates are excluding all applicable taxes
- Tariff determined shall be the maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.
- For payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.

