



AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

**IN THE MATTER OF
DETERMINATION OF TARIFF FOR GROUND HANDLING SERVICES FOR
M/S BIRD AIRPORT SERVICES (KONKAN) PRIVATE LIMITED AT
GOA INTERNATIONAL AIRPORT, GOA FOR
THE THIRD CONTROL PERIOD
(FY 2021-22 TO FY 2025-26)**

Date of Issue: 21/02/ 2022

AERA Building
Administrative Complex
Safdarjung Airport
New Delhi – 110003



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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
ATP	Annual Tariff Proposal
BASKPL	Bird Airport Services (Konkan) Private Limited
CAPEX	Capital Expenditure
CGF	Cargo, Ground Handling & Fuel Throughput
GHA	Ground Handling Agencies
GHS	Ground Handling Services
GSE	Ground Support Equipment
GPU	Ground Power Unit
INR	Indian Rupees
ISP	Independent Service Provider
MYTP	Multi-Year Tariff Proposal
NCAP	National Civil Aviation Policy
OPEX	Operating Expenditure
O&M	Operation and Maintenance
PBIDT	Profit Before Interest, Depreciation and Tax
P&L	Profit & Loss
RFP	Request for Proposal
SPV	Special Purpose Vehicle
SPRH	Service Provider Right Holder
YoY	Year on Year



CHAPTER 1: BRIEF BACKGROUND

- 1.1. M/s. Globe Ground India Pvt. Ltd. was issued a Letter of Intent to Award (LOIA) by Airports Authority of India on 12.01.2021 for carrying out Ground Handling Service (GHS) at Goa International Airport for a period of 10 years from the date of commencement of Commercial Operations.
- 1.2. In accordance with the requirement of RFP, a SPV named M/s Bird Airport Services (Konkan) Private Limited (BASKPL) was incorporated on 27.01.2021.
- 1.3. Bureau of Civil Aviation Security has granted security clearance to BASKPL on 20.05.2021.
- 1.4. BASKPL, the Independent Service Provider (ISP), has entered into a concession agreement on 24.06.2021 with Airports Authority of India (AAI) for providing of Ground Handling Services at Goa International Airport.
- 1.5. The shareholding structure of the SPV is given as below:

Table-1: Summary of shareholding structure of BASKPL:

Shareholder	Percentage of Stake (%)
M/s Globe Ground India Pvt. Ltd	99.999
Mrs. Radha Bhatia	0.001
TOTAL	100.00

- 1.6. The Authority, vide Order No. 18/2021-22 dated 15.09.2021 & letter no. AERA/20010/MYTP/BAS-Konkan/GH/Goa/CP-III/2021-26/18568 dated 26.11.2021 allowed BASKPL to levy & collect the existing Tariff applicable as on 30.09.2021, as approved for other Ground Handling Service Provider namely Air India Airport Services Limited (AIASL) formerly known as Air India Air Transport Services Limited (AIATSL) at Goa International Airport for a period from 01.10.2021 to 31.03.2022; or, till the determination of regular Tariff by the Authority for Third Control Period, whichever is earlier.
- 1.7. As per the provisions of the CGF Guidelines 2011, BASKPL has submitted the Multi Year Tariff Proposal ('MYTP') on 01.09.2021 for determination of Tariff for providing Ground Handling Services at Goa International Airport for the Third Control Period (FY 2021-22 to FY 2025-26).
- 1.8. The Tariff determination process was earlier put on hold due to Interim Order of Hon'ble High Court of Delhi in connection with Civil Writ Petition No. 5386 of 2021 filed by M/s LAS Ground Force Pvt. Ltd. The above said Civil Writ Petition has been dismissed by Hon'ble High Court, Order dated 23.11.2021.
- 1.9. Accordingly, BASKPL has commenced commercial operations at Goa International Airport w.e.f. 10.12.2021.
- 1.10. The Authority notes that BASKPL has conducted the Stakeholder's Consultation Meeting on 25.01.2022 and submitted a copy of the 'Minutes of meeting' vide email dated 13.02.2022. During the Stakeholder Consultation Meeting, representatives from Vistara Airlines, Oman Airways and Airports Authority of India participated. As per the 'Minutes', none of the participants opposed the ATP as proposed by BASKPL.



1.11. The Authority, carefully examined the MYTP for the Third Control Period submitted by the BASKPL in respect of Ground Handling Services being provided at Goa International Airport and issued its Consultation Paper No. 27/2021-22 dated 07.01.2022 inviting suggestions/comments from the Stakeholders on the various proposals of the Authority with the following timelines:

- *Date of Issue of the Consultation Paper: 07th January, 2022.*
- *Date for submission of written comments by Stakeholders: 28th January, 2022.*
- *Date for submission of counter comments: 07th February, 2022.*

1.12. The Authority received comments from M/s SpiceJet Ltd. in respect of Consultation Paper No. 27/2021-22. The comments received from M/s SpiceJet Ltd. were uploaded on the AERA's website vide Public Notice no. 42/2021-22 dated 31.01.2022.

1.13. The Authority, in response to Public Notice no. 42/2021-22 dated 31.01.2022, received counter comments from BASKPL on 07.02.2022.

1.14. The Authority, after examining the comments of M/s SpiceJet Ltd. & counter comments of BASKPL and after considering all the relevant aspects has finalized this Tariff Order.



CHAPTER 2: PRINCIPLES FOR DETERMINATION OF “AERONAUTICAL TARIFF”

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. Accordingly, the Authority 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. MATERIALITY ASSESSMENT:

In accordance with the above mentioned AERA Guidelines and Directions, the following procedure is adopted for determination of Materiality Index of regulated Service:

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

$$\begin{aligned}\text{The Materiality Index at Goa Airport} &= 4019/431853 \\ &= 0.93\%\end{aligned}$$

The percentage share of Ground Handling for Goa International Airport for the FY 2019-20 is 0.93% which is less than 5% Materiality Index (MI_G) for the above subject service. Hence the regulated service is deemed to be ‘**Not Material**’ for the Third Control Period.

2.3. The Authority also observed that M/s Air India Airport Services Ltd. (AIASL) is also providing Ground Handling Services at Goa International Airport, apart from BASKPL.

2.4. BASKPL has submitted the copies of the service agreement with M/s Saarthi Airways Pvt. Ltd. and M/s Air Charter Services Pvt. Ltd. Apart from same, BASKPL has provided Letter of Intent (LoI) by M/s. Spicejet Limited. The Authority has perused these Service Agreements/LoI, and considers them as reasonable.

2.5. During the stakeholder consultation process, the Authority received no comments/views from any stakeholders in respect of Principles for determination of “Aeronautical Tariff” for the Third Control Period.

2.6. Authority’s Decision regarding Tariff determination of BASKPL:

Based on the material before it and its analysis, the Authority decides to consider Tariff determination exercise of BASKPL for providing Ground Handling Services at Goa International Airport under “**Light Touch Approach**” for the Third Control Period, as the regulated service is ‘**Not Material**’.



CHAPTER 3: AIR TRAFFIC MOVEMENT (ATM)

BASKPL submission on Traffic (Flights to be Handled) for the Third Control Period as part of MYTP.

- 3.1. As per MYTP submission, the projected Traffic (Flights to be Handled) for the Third Control Period (FY 2021-22 to FY 2025-26) is given as below:

Table 2: Projected Traffic (Flights to be Handled) by BASKPL for the Third Control Period

Year	Domestic (No. of Landings)	International (No. of Landings)	Total	YoY % Change		
				Domestic	International	Total
2021-22	467	102	569	-	-	-
2022-23	2,391	520	2,911	412.00%	409.80%	411.60%
2023-24	2,511	546	3,057	5.02%	5.00%	5.02%
2024-25	2,637	573	3,210	5.02%	4.95%	5.00%
2025-26	2,769	602	3,371	5.01%	5.06%	5.02%
Total	10,775	2,343	13,118			

Authority's Analysis regarding Traffic (Flights to be handled) for the Third Control Period at Consultation Stage:

- 3.2. The Authority observed that COVID-19 had severely impacted the business in Civil Aviation Sector, including Ground Handling Service Providers. However, Aircraft Traffic is gradually picking up in the current FY 2021-22. For the Goa Airport, the total Aircraft Traffic (Domestic and International) during April-November 2021 has almost reached to 56% of corresponding pre-Covid period of FY 2019-20.
- 3.3. The Authority noted that BASKPL, for FY 2021-22, has projected Traffic in respect of Domestic & International Flights for 3.5 months only, considering the operations commencement date as 10.12.2021.
- 3.4. For FY 2022-23, BASKPL has projected growth rate of 412% for Domestic and 410% for International Traffic. The steep increase in traffic growth rate for FY 2022-23 as compared to previous year is due to partial operations in FY 2021-22 for 3.5 months only. Further, the ISP has projected a growth rate of 5% approx. for Domestic & International Flights from FY 2023-24 onwards.
- 3.5. The Authority, mindful of the adverse impact of pandemic situation on Civil Aviation Sector, uncertainty in International Operations due to emergence of fresh variant of COVID-19 and considering other relevant aspects, proposes to adopt Traffic projections submitted by BASKPL as per Table 2 above.
- 3.6. During the Stakeholder Consultation process, the Authority received no comments/views from any stakeholders with respect to Traffic Projections (Flights to be handled) for the Third Control Period. Therefore, the Authority decides to maintain the same view on Traffic Projections (Flights to be handled) for Third Control Period as taken at CP stage.
- 3.7. **Authority's Decision regarding Traffic Volume for the Third Control Period:**

Based on the material before it and its analysis, the Authority decides to consider the Traffic Volume (Flights to be handled) for the Third Control Period as per Table 2.

CHAPTER 4: CAPITAL EXPENDITURE

BASKPL submission on Capital Expenditure for the Third Control Period as part of MYTP

- 4.1. BASKPL has projected a total Capital Expenditure (CAPEX) of ₹ 1516.64 lakhs for the procurement of various assets for the Third Control Period (FY 2021-22 to FY 2025-26). The asset wise Capital Expenditure projected by BASKPL for the Third Control Period is given as below:

Table 3: Projected Capital Expenditure submitted by BASKPL for the Third Control Period

(₹ in Lakhs)

Particulars	2021-22	2022-23	2023-24	2024-25	2025-26	Total
Ground Support Equipment (GSE)	307.00	288.77	58.05	22.03	22.03	697.88
Motor Vehicle	487.73	60.73	60.73	60.73	60.73	730.65
Furniture & Fixtures	88.11	-	-	-	-	88.11
TOTAL	882.84	349.50	118.78	82.76	82.76	1,516.64

- 4.2. BASKPL also submitted breakup of the capital expenditure of ₹ 1516.64 lakhs proposed for the Third Control Period as given below:

Table 4: Breakup of Projected Capital Expenditure as submitted by BASKPL for the Third Control Period

Year	Item Description	Qty.	Per Unit (₹ in Lakhs)	₹ in Lakhs	Category
Tariff Year 1 (FY 2021-22)	LDL 7 tons Universal	1	108.08	108.08	Ground Handling Equipments
	Baggage/Cargo Belt Loader/ Baggage Belt Conveyers	1	83.33	83.33	Ground Handling Equipments
	Pax step motorized – adjustable height. (1200 MM)	1	25.84	25.84	Ground Handling Equipments
	Tail Support Stanchion	1	32.75	32.75	Ground Handling Equipments
	Pushback wide body	1	337.00	337.00	Motor Vehicles
	LSP-900-V Vacuum Aircraft Lavatory Servicing Vehicle	1	45.00	45.00	Motor Vehicles
	TLD WSP-900-E (Water Cart 1000 ltr)	1	45.00	45.00	Motor Vehicles
	Tugs – (Diesel).	1	32.40	32.40	Motor Vehicles
	Tugs – (Electric). (with Cabin / battery / Charger)	1	28.33	28.33	Motor Vehicles
	Pallet dollies with brakes	15	1.60	24.00	Ground

					Handling Equipments
	Container dollies with brakes	15	1.20	18.00	Ground Handling Equipments
	Miscellaneous (Chokes and cones, head sets, wheel chairs, ramp vehicles, marshalling equip, fire extinguishers etc.)			15.00	Ground Handling Equipments
	IT Equipment/Furniture & Fixtures/ Office set up charges			88.11	Furniture & Fixtures
	Total (2021-22)			882.84	
Tariff Year 2 (FY 2022-23)	Baggage/Cargo Belt Loader/ Baggage Belt Conveyers	1	83.33	83.33	Ground Handling Equipments
	Main Deck Loader (MDL)	1	147.38	147.38	Ground Handling Equipments
	Tugs – (Diesel).	1	32.40	32.40	Motor Vehicles
	Tugs – (Electric). (with Cabin / battery / Charger)	1	28.33	28.33	Motor Vehicles
	Pallet dollies with brakes	5	1.60	8.00	Ground Handling Equipments
	Container dollies with brakes	5	1.20	6.00	Ground Handling Equipments
	Misc. Ground Service Equipment			44.06	Ground Handling Equipments
	Total (2022-23)			349.50	
Tariff Year 3 (FY 2023-24)	Tugs – (Diesel).	1	32.40	32.40	Motor Vehicles
	Tugs – (Electric). (with Cabin / battery / Charger)	1	28.32	28.32	Motor Vehicles
	Pallet dollies with brakes	5	1.60	8.00	Ground Handling Equipments
	Container dollies with brakes	5	1.20	6.00	Ground Handling Equipments
	Misc. Ground Service Equipment			44.06	Ground Handling Equipments
	Total (2023-24)			118.78	
Tariff Year 4 (FY 2024-25)	Tugs – (Diesel).	1	32.40	32.40	Motor Vehicles
	Tugs – (Electric). (with Cabin / battery / Charger)		28.33	28.33	Motor Vehicles
	Misc. Ground Service Equipment			22.03	Ground Handling Equipments
	Total (2024-25)			82.76	

Tariff Year 5 (FY 2025-26)	Tugs – (Diesel)	1	32.40	32.40	Motor Vehicles
	Tugs – (Electric) (with Cabin / battery / Charger)	1	28.33	28.33	Motor Vehicles
	Misc. Ground Service Equipment			22.03	Ground Handling Equipments
	Total (2025-26)			82.76	
PROJECTED CAPEX FOR THE THIRD CONTROL PERIOD				1,516.64	

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

- 4.3. The Authority noted that BASKPL is a new entity providing Ground handling Services at Goa International Airport and ISP has projected a total Capital Expenditure of ₹ 1516.64 Lakhs for the Third Control Period.
- 4.4. The Authority noted that BASKPL has proposed to incur 58.21% of total CAPEX in the first Tariff year itself. Further, out of total CAPEX of ₹ 1516.64 lakhs for Third Control Period, BASKPL proposed to incur ₹ 697.88 lakhs for GSE, ₹ 730.65 lakhs for motor vehicle and ₹ 88.11 Lakhs for furniture and fixtures.
- 4.5. BASKPL in its submission stated that the proposed Capital Expenditure would be required to meet current operations and projected growth in business at Goa International Airport.

Stakeholders' Comments

4.6. M/s SpiceJet's Comments on Deferment of Capital Expenditure for the Third Control Period:

4.6.1. *M/s SpiceJet Ltd. 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. Although it is noted that BASKPL is a new entity providing Ground Handling Services, in the current situation in order to support/ sustain airlines operations, all non-essential CAPEX proposed by BASKPL should be deferred to Fourth Control Period or put on hold, unless such CAPEX deemed critical/essential from safety compliance perspective.*

4.6.2. *M/s SpiceJet Ltd. further stated that in case BASKPL wants to make capital expenditure, then it should be at no additional expense to the Airlines until the project is completed or put to use. Further, in the event the Authority allows the proposed CAPEX, the capital expenditure proposed to be incurred in FY 2021-22 and FY 2022-23 may be considered to be spread over a period of five years.*

4.7. BASKPL counter Comments/response on the issue of Deferment of Capital Expenditure for the Third Control Period:

4.7.1. *BASKPL stated that it has to introduce Ground Handling Equipment that is acceptable to User Airlines, further these Airlines do Audit before signing SGHA.*

4.7.2. *BASKPL has stated that in order to provide the Ground Handling Services which meets the service level expected by the Airlines & Airport Operator and for better passenger experience, it has to incur the proposed CAPEX.*

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

4.8.1. The Authority notes the comments of M/s Spicejet and BASKPL's response thereon. The Authority observes that BASKPL has projected total Capital Expenditure of ₹ 1516.64 lakhs during the Third Control Period and as per its submission the proposed Capital Expenditure would be required to meet

the service level expectations of User Airlines & Airport Operator alike.

4.8.2. Further, the Authority feels that BASKPL being a new entrant at Goa International Airport, needs to incur significant CAPEX in initial year of the Control Period for smooth commencement of operations at the Airport.

4.8.3. The Authority notes the comments of M/s Spicejet regarding the projection of ATM based on industry reports published by CAPA and IATA. The Authority believes that BASKPL needs to incur Capital Expenditure commensurate with level of operations at Goa international Airport projected for the Control Period.

4.9. **Authority's Decision regarding CAPEX for the Third Control Period:**

Based on the material before it and its analysis, the Authority decides to consider the CAPEX for the Third Control Period as per Table-3.



CHAPTER 5: OPERATING EXPENDITURE AND PROFITABILITY

BASKPL 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 operational 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. Operation and Maintenance (O&M) Expenditure submitted by BASKPL, Goa has been segregated into the following categories:
- Payroll Costs;
 - Concession Fees;
 - Utility and Outsourcing Costs;
 - Repair and Maintenance Expenditure;
 - Admin and General Expenses
- 5.3. As per the MYTP submitted by BASKPL, Revenue and Operating Expenditure (OPEX) projected by BASKPL for the Third Control Period (FY 2021-22 to FY 2025-26) is as under:

Table 5: Projected Revenue and Operating Expenditure submitted by BASKPL for Third Control Period

Particulars	₹ in Lakhs					CAGR	YoY% Change			
	2021-22	2022-23	2023-24	2024-25	2025-26		2022-23	2023-24	2024-25	2025-26
Revenue (A)	188.15	1,098.83	1,205.39	1,296.65	1,337.46	63.28%	484.02%	9.70%	7.57%	3.15%
Operating Expenditure (B)	328.43	1,057.82	1,059.71	1,067.40	1,080.66	34.68	222.09%	0.18%	0.73%	1.24%
Payroll Costs	110.88	380.80	403.64	427.86	453.53	42.21	243.44%	6.00%	6.00%	6.00%
Administrative and General Costs	74.28	233.35	245.02	257.27	270.14	38.09	214.14%	5.00%	5.00%	5.00%
Utilities and Outsourcing costs	22.85	71.97	75.57	79.35	83.32	38.19	215.00%	5.00%	5.00%	5.00%
Repair and Maintenance Costs	2.00	6.30	6.62	6.95	7.29	38.19	215.00%	5.00%	5.00%	5.00%
Concession Fees	118.42	365.40	328.86	295.97	266.38	22.47	208.57%	-10.00%	-10.00%	-10.00%
PBIDT (A-B)	-140.28	41.01	145.68	229.25	256.80	-	-70.77%	255.24%	57.36%	12.02%
Interest & Finance Charges	80.43	66.29	51.34	35.5	18.74	-	-	-	-	-
Depreciation	73.07	133.52	146.54	155.95	165.36	-	-	-	-	-
PAT	-293.78	-158.80	-52.20	37.80	72.70	-	-154.06%	-67.13%	-172.41%	92.35%

Authority's Analysis regarding Operating Expenditure for the Third Control Period at Consultation stage:

- 5.4. The Authority analyzed the Operating Expenditure provided in Form F3 (P&L) for the Third Control Period and notes that there is a significant increase in the projected Operating Expenditures of F.Y. 2022-23. Accordingly, a clarification was sought from BASKPL. In response, ISP vide email dated 14.12.2021 clarified that for FY 2021-22, Revenues have been projected for 3.5 months and all Expenses (except Concession Fees which is projected for 3.5 months) have been projected for 4 months only.
- 5.5. The Authority noted that the ISP has projected expenses for FY 2021-22 for 3.5 / 4 months only; Whereas, Revenue & Expenses projected in next Tariff Year i.e. FY 2022-23 is for entire year. Therefore, there is a visible steep increase in expenses in %age terms in FY 22-23 under all the expense heads. However, the projected Expenses for FY 2021-22 when compared on annualized basis with Expenses projected for FY

22-23, the increase projected in various expenses ranges between -10% (concession fees) to 14.48% (Payroll Expenses).

- 5.6. The Authority also noted that for FY 22-23, BASKPL projected an increase of 412% in Traffic (Flights to be handled); when that is taken in to account, the projected increase in expenses for FY 22-23 ranging up to 14.48% seems reasonable, as the ISP is required to augment manpower and other resources to meet increased level of operations.
- 5.7. The Authority further observed from Historical and Projected P&L Statement that BASKPL is projected to incur losses in FY 2021-22 (₹ 293.78 lakhs), FY 2022-23 (₹ 158.80 lakhs) & FY 2023-24 (₹ 52.20). However, as per MYTP submission, ISP is expected to earn profit from FY 2024-25 onwards.
- 5.8. The Authority considering that BASKPL being a new entrant at Goa International Airport should bring in efficiency in its operations and optimize the overall O&M expenses, so that ISP can have a competitive edge to achieve economy of scale in its operations in the interest of all the stakeholders.

Stakeholders' Comments

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

- 5.9.1. *M/s Spicejet submitted that the cost incurred by the Service Provider impacts the Airlines, as almost all such cost is passed through or borne by the Airlines. M/s SpiceJet also stated that various industry reports from IATA and CAPA projected pre-Covid flight operations level to be achieved in next 2-3 years.*

M/s SpiceJet requested the Authority to:

- (i) Put on hold any increase in OPEX after the first year.*
- (ii) There shouldn't be any increase in manpower.*

- 5.9.2. *M/s SpiceJet stated that the R&M expenses should almost be zero in the first two to three years, during which the warranty period would be valid.*

- 5.9.3. *As regard to 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. It may be pertinent to note that market access fee by any name or description is not practiced in most of the global economies, including European Union, Australia etc. M/s Spicejet urged the Authority to abolish such royalty, which may be included in any of the cost items.*

5.10. BASKPL response on M/s Spicejet comments regarding Operating Expenditures for the Third Control Period:

- 5.10.1. *BASKPL does not agree with M/s SpiceJet's contentions and submitted that the observations made are very generic in nature, lacks substance to support their claims and as per the ISP, M/s SpiceJet is unaware about the facts/ground realities.*
- 5.10.2. *BASKPL further stated that they are providing Ground Handling Services at major Airports in India since last 12 years and have sufficient control over their Operational Expenditure. The ISP further stated that increase in headcount is commensurate with the increase in Aircraft Movements. The ISP highlighted that the Ground Handling Services are not something which can be automated without incurring substantial investments which will adversely impacts the charges. It is further brought out by*

BASKPL that Ground Handling Services are provided by a team of trained and qualified staff under sufficient supervisions which is followed globally as well as during self-handling process by Indian domestic carriers.

- 5.10.3. *BASKPL submitted that it pays staff according to the "minimum wages" published by the regulatory Authority twice a year and there is little scope of material savings, without compromising on quality and safety aspects of the total service package.*
- 5.10.4. *The observation made by M/s SpiceJet contradicts their earlier observation that there should not be any capex for next 2-3 years. Further, even if the equipment are new, BASKPL have to incur expenses on their regular servicing and day to day maintenance. Please note that our ground service equipment, vehicles undergo tough operations duties and these equipment needs to be periodically serviced, always maintained. Warranty covers the major break-down related costs only. Another important factor needs your attention is that equipment are sold with / without warranty and in case, equipment are purchased with warranty, the relevant costs are added which are more than in house maintenance cost. In addition, service support in warranty comes with time delays as compared to in-house maintenance, thereby reducing capex on standby equipment. Hence, BASKPL have forecasted repair & maintenance cost at very reasonable basis and based on their experience of 12 years at other airports in India.*
- 5.10.5. *The observation made by M/s SpiceJet Ltd. "that Royalty / Concession Fees is in the nature of market access fees, charged by the service provider under various headings without any underlying services. BASKPL feels that observations made by M/s SpiceJet Ltd are very generic in nature, lacks any substance and indicates that observer is unsure and unaware of the facts/ground realities. BASKPL service charge rates are inclusive of Concession Fees that a Ground Handling Company are required to pay to the airport operator. This concession fees is in the nature of Lease Rental and hence is a direct cost of providing Ground Handling Services. BASKPL further stated that the royalty on the Ground Handling Services is considered as Aero Revenue for the Airport Operator and hence directly helps the Airlines in subsidizing the Aero Charges which Airport Operator charge to the Airlines.*

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

- 5.11.1. The Authority notes the comment of M/s. SpiceJet on projected increase in Operating Expenditure and the response of BASKPL thereto; wherein, the ISP has stated that Ground Handling Services are provided by a team of trained and qualified staff under sufficient supervision which is followed globally as well as during self-handling process by Indian domestic carriers.

The ISP further states that the increase in payroll cost is commensurate with the increase in operating volume and factors due to the impact of annual inflation and there is a little scope of material savings, without compromising on quality and safety aspects of the total service package.

- 5.11.2. The Authority, also notes that Payroll Cost in respect of contract workers predominantly comprises of Minimum Wages, as notified by relevant Authorities, from time to time, and it includes statutory components i.e. EPF and ESI.
- 5.11.3. The Authority notes the comments of M/s SpiceJet on R&M expenditure proposed in the initial years & the BASKPL response thereto. The Authority observes that BASKPL have to incur expenses on their regular servicing and day to day maintenance wherein, warranty only covers major breakdown of the equipment. As BASKPL stated that if equipment are acquired along with warranty, there relevant

cost are added, which is more than in house maintenance cost. Further, the Authority also draws reference from the response of ISP that service support in warranty comes with time delays as compared to the in-house maintenance.

5.11.4. The Authority notes from the response of BASKPL that concession fees is in the nature of Lease Rental and hence is a direct cost of providing Ground Handling Services, which is to be paid by the ISP to Airport Operator.

5.12. **Authority's Decision regarding OPEX for the Third Control Period:**

Based on the material before it and its analysis, the Authority decides to consider the OPEX for the Third Control Period as per Table 5.



CHAPTER 6: ANNUAL TARIFF PROPOSAL

BASKPL submissions on Annual Tariff Proposal for the Third Control Period as part of MYTP

6.1. BASKPL has submitted the Tariff proposal for Ground Handling Services at Goa International Airport for the Third Control Period (FY 2021-22 to FY 2025-26) as given in Table 6 below:

Table 6: Proposed Tariff Rates for Schedule Flights to be handled by BASKPL for the Third Control Period

(Rates in ₹)

Particulars	FY 2021-22			FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flights															
CODE B	7780	18154	25934	8325	19425	27749	8908	20784	29692	9531	22239	31770	10198	23796	33994
CODE C	26124	60956	87080	27953	65223	93176	29909	69789	99698	32003	74674	106677	34243	79901	114144
CODE D	52001	121335	173335	55641	129828	185468	59535	138916	198451	63703	148640	212343	68162	159045	227207
CODE E	118858	277336	396194	127178	296749	423928	136081	317522	453603	145606	339748	485355	155799	363531	519330
International Passenger Flights															
CODE B	29715	69334	99049	31795	74188	105982	34020	79381	113401	36402	84937	121339	38950	90883	129833
CODE C	58191	135779	193970	62264	145284	207548	66623	155453	222076	71286	166335	237622	76277	177979	254255
CODE D	128763	300446	429209	137776	321478	459254	147420	343981	491401	157740	368060	525799	168782	393824	562605
CODE E	182744	426403	609147	195536	456251	651787	209224	488189	697412	223869	522362	746231	239540	558927	798467
CODE F	210478	491114	701592	225211	525492	750703	240976	562277	803253	257844	601636	859480	275893	643751	919644
Domestic Cargo Flights															
CODE C	N/A	145000	N/A	N/A	155150	N/A	N/A	166011	N/A	N/A	177631	N/A	N/A	190065	N/A
CODE D	N/A	190000	N/A	N/A	203300	N/A	N/A	217531	N/A	N/A	232758	N/A	N/A	249051	N/A
CODE E	N/A	280665	N/A	N/A	300312	N/A	N/A	321333	N/A	N/A	343827	N/A	N/A	367895	N/A
International Cargo Flights															
CODE C	N/A	487318	N/A	N/A	521430	N/A	N/A	557930	N/A	N/A	596985	N/A	N/A	638774	N/A
CODE D	N/A	609147	N/A	N/A	651787	N/A	N/A	697412	N/A	N/A	746231	N/A	N/A	798467	N/A
CODE E	N/A	701591	N/A	N/A	750702	N/A	N/A	803252	N/A	N/A	859479	N/A	N/A	919643	N/A
CODE F	N/A	841909	N/A	N/A	900843	N/A	N/A	963902	N/A	N/A	1031375	N/A	N/A	1103571	N/A

Notes:

1. Any flight where either its arrival or departure is international, will also be considered as an International Flight for the purposes of applying above rates
2. Any foreign registered aircraft, flying either arrival or departure or both arrival and departure as domestic flight, will also be considered as an International Flight for the purposes of applying above rates
3. Above Tariff Rates are excluding of all applicable taxes.

6.2. BASKPL has proposed the following % increase in the Tariff for Schedule Flights at Goa Airport as stated in the table below:



Table 7: Statement of YoY Percentage (%) Change in Different Category of Schedule Flights for the Third Control Period

Particulars	FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flights												
CODE B	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE C	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE D	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE E	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
International Passenger Flights												
CODE B	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE C	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE D	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE E	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE F	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Domestic Cargo Flights												
CODE C	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE D	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE E	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
International Cargo Flights												
CODE C	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE D	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE E	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE F	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%

6.3. BASKPL has also submitted separate Tariff Rate Card for Non-Schedule and General Aviation Operation(s) as per table given below:

Table 8 - Annual Tariff Proposal submitted by BASKPL for Non-Scheduled and General Aviation Operations - Domestic and International Flights

(Rates in ₹)

A/C Category	2021-22		2022-23		2023-24		2024-25		2025-26	
	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.
Maximum Take-off Weight (MTOW)										
0-5000	23,500	45,000	25,145	48,150	26,905	51,521	28,788	55,127	30,803	58,986
5001-10000	30,000	82,500	32,100	88,275	34,347	94,454	36,751	1,01,066	39,324	1,08,141
10001- 20000	36,500	1,31,250	39,055	1,40,438	41,789	1,50,269	44,714	1,60,788	47,844	1,72,043
20001- 35000	61,500	1,50,000	65,805	1,60,500	70,411	1,71,735	75,340	1,83,756	80,614	1,96,619
35001- 40000	63,000	1,68,750	67,410	1,80,563	72,129	1,93,202	77,178	2,06,726	82,580	2,21,197
40001- 50000	63,000	1,87,500	67,410	2,00,625	72,129	2,14,669	77,178	2,29,696	82,580	2,45,775
50001- 100000	85,000	2,43,750	90,950	2,60,813	97,317	2,79,070	1,04,129	2,98,605	1,11,418	3,19,507
100001 - 200000	2,25,335	4,61,250	2,41,108	4,93,538	2,57,986	5,28,086	2,76,045	5,65,052	2,95,368	6,04,606
200001- 300000	5,15,052	5,43,750	5,51,106	5,81,813	5,89,683	6,22,540	6,30,961	6,66,118	6,75,128	7,12,746
300001 and above	6,18,062	6,56,250	6,61,326	7,02,188	7,07,619	7,51,341	7,57,152	8,03,935	8,10,153	8,60,210

Note: Above Tariff Rates are excluding of all applicable taxes.



- 6.4. BASKPL also submitted a separate Tariff Rate Card for Additional Services as per Annexure-'III' and Annexure-'IV' in addition to Tariff propose at Table No 6 and 8.

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

- 6.5. The Authority noted that the Tariff proposed by BASKPL for FY 2021-22 is the same Tariff as approved for M/s AIASL for F.Y. 2020-21.
- 6.6. The Authority observed that in case of Schedule Flights, the ISP has proposed 7% YoY increase in Tariff from FY 2022-23 onwards (Refer Table 7).
- 6.7. The Authority observed that in case of Non-Schedule Flights and General Aviation Operations, BASKPL has proposed 7% YoY increase in Tariff for the Third Control Period.
- 6.8. The Authority further noted that BASKPL has proposed a separate Tariff for Non-Schedule and General Aviation Flights. The Authority is of the view that the Tariff for Domestic Non Schedule and General Aviation Operations should not be more than the Tariff of relevant Domestic Schedule Flights for similar class of Aircraft(s). However, the Authority proposed to consider the separate Tariff only in case of International Non-Schedule & General Aviation Operations as per Table 8 given above.
- 6.9. The Authority also noted that BASKPL proposed a separate Tariff for Additional Services over and above the standard pattern of Tariff Rate Card proposed for Pax., Ramp and Full Services. The Authority proposes to consider a separate Tariff for Additional Services as proposed by BASKPL (Refer Annexure I&II). However, as regard to the Tariff for Additional Services in case of Domestic Non-Schedule & General Aviation Flights, the Authority is of the view that the Tariff for such services should not be more than the Tariff for Additional Services of relevant Domestic Schedule Flights for similar class of Aircraft(s).
- 6.10. As regard to separate rate card for Additional Services, a clarification was sought from BASKPL and the ISP in its response vide email dated 24.12.2021 has clarified that the additional services are not part of the Tariff card for Scheduled & Non-Scheduled Flights. Additional Services are required by the airlines only in some of their Flights. The ISP further stated that since, Additional Services may be required for any Flight; they are required to keep Manpower and GSE ready all the time on 24/7 & 365 days basis. As per BASKPL they earn revenue only in few of the flights based on actual usage of these Additional Services.
- 6.11. Further, BASKPL should ensure compliance of 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.

Stakeholders' Comments

6.12. M/s SpiceJet comments on Tariff rates for the Third Control Period:

- 6.12.1. *M/s SpiceJet submitted that increases 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 Tariff in order to encourage the middle-class people to travel by air, which will help in sharp post Covid-19 recovery of aviation sector. They humbly requested the Authority that all the hike after Tariff year 1 (FY 2021-22) should be granted to BASKPL.*

6.13. BASKPL response to M/s SpiceJet Comments regarding Tariff Rates for the Third Control Period:

- 6.13.1. *BASKPL does not agree with M/s SpiceJet's observations and submitted that the observations made are very generic and lacks substance to support the observation.*
- 6.13.2. *BASKPL stated that they had proposed no increase in Tariff in case of Schedule Flights for FY 2021-22*

and thereafter, proposed an increase of 7% YoY from FY 2022-23 onwards.

BASKPL also submitted that proposed increase is after taking effect of:-

- a) Increase in the minimum wages rates;
- b) General inflation linked increase in the operational cost.

All this can be corroborated through inflation data published by the Government.

6.13.3. BASKPL stated that in case of Non-Schedule Operations, they as a Ground Handling Service Provider have to keep certain additional set of equipment and manpower ready to provide Ground Handling Services on short notice; whereas, in case of Non-Schedule Operations, the Service Provider doesn't have any guarantee of recovering the associated costs due to the nature of Non-Scheduled Operations.

6.13.4. BASKPL also mention that the rates proposed for the approval are the maximum rates and airlines are welcome to discuss and negotiate commercials. This process is not new and is effectively working under guidance of AERA at all Indian airports.

6.13.5. In addition to above submission, BASKPL also submitted some facts pertaining to Ground Handling Agencies:

- a) ISP have to keep their workforce and equipment running to ensure 24/7 availability of services;
- b) Their major users are International Airlines which are currently operating at only 30% capacity of pre-Covid level. The fixed cost is mainly recovered from International operations. At present, their operations are mainly affected as international operations are running at 30% capacity only;
- c) Revenue from Ground Handling Services from domestic flights recovers mainly their variable cost only;
- d) Domestic airlines have a choice of doing self-handling of their flights, which they do where they have large operations and can achieve economy of scale. Airports, where the airlines do not have large operations then they appoint a Ground Handling Agency to handle their Flights;
- e) While appointing a Ground Handling Agency, they have a choice of GHAs, who compete with each other to get the business.

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

6.14.1. The Authority notes the comments of M/s SpiceJet Ltd. and response of BASKPL thereto on the proposed increase in Tariff wherein, the ISP submitted that increase in Tariff is considered after factoring in the effect of increase in the minimum wages rates, general inflation, increase in the operational costs etc. As per the Service Provider, it recovers its fixed cost mainly from international operations, which are badly impacted by Covid-19 pandemic.

6.14.2. The Authority notes that BASKPL, in case of Schedule Flights, has proposed an increase of 7% YoY from FY 2022-23 onwards.

6.14.3. Further, the Authority notes BASKPL, in case of Non-Scheduled & General Aviation Operations, has proposed increase of 7% YoY from FY 2022-23 onwards.

6.14.4. On the issue of separate Tariff rates for Non-Schedule Flights, the Authority notes the submission of BASKPL that they are required to keep certain additional set of equipment and manpower to provide Ground Handling Services on short notice; whereas, in case of Non-Schedule Operations, the ISP doesn't have any guarantee of recovering the associated cost due to the nature of service.

6.14.5. The Authority further notes that BASKPL had proposed separate Tariff for Non-Schedule & General Aviation Operations. The Authority is of the view that the Tariff for Domestic Non-Schedule & General Aviation Operations shall not be more than the Tariff of relevant Domestic Schedule Operations for similar class of aircraft(s). However, the Authority decides to consider the separate Tariff Rate in case of International Non-Scheduled & General Aviation Operations.

6.15. Authority's Decisions regarding Tariff Proposal for the Third Control Period:

- 6.15.1. Based on the material before it, and its analysis, the Authority decides to adopt the Tariff Rates for Ground Handling Services provided by BASKPL in respect of Schedule Flights, International Non-Schedule & General Aviation Operations and Additional Services for the Third Control Period as per **Annexures (I to IV)**.
- 6.15.2. The Authority decides that the Tariff Rates indicated in **Annexures (I to IV)** shall be maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.
- 6.15.3. The Authority decides that Tariff for Domestic Non-Schedule & General Aviation Operations shall not exceed the approved Tariff for relevant Domestic Schedule Flights for similar class of aircraft(s).
- 6.15.4. 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).
- 6.15.5. 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.
- 6.15.6. The Authority also decides that BASKPL 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 DECISION

The summary of the Authority's decisions (given under each chapter) regarding the Tariff determination of BASKPL, for the Third Control Period is as under:

Chapter	Para	Summary of Authority's Proposal	Page No.
Chapter No.2	2.6	The Authority decides to consider Tariff determination exercise of BASKPL for providing Ground Handling Services at Goa International Airport under " Light Touch Approach " for the Third Control Period, as the regulated service is ' Not Material '.	7
Chapter No. 3	3.7	The Authority decides to consider the Traffic Volume (Flights to be handled) for the Third Control Period as per Table 2.	8
Chapter No. 4	4.9	The Authority decides to consider the CAPEX for the Third Control Period as per Table-3.	12
Chapter No. 5	5.12	The Authority decides to consider the OPEX for the Third Control Period as per Table 5.	16
Chapter No. 6	6.15.1	The Authority decides to adopt the Tariff Rates for Ground Handling Services provided by BASKPL in respect of Schedule Flights, International Non-Schedule & General Aviation Operations and Additional Services for the Third Control Period as per Annexures (I to IV) .	21
	6.15.2	The Authority decides that the Tariff Rates indicated in Annexures (I to IV) shall be maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.	
	6.15.3	The Authority decides that Tariff for Domestic Non Schedule & General Aviation Operations shall not exceed the approved Tariff for relevant Domestic Schedule Flights for similar class of aircraft(s).	
	6.15.4	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).	
	6.15.5	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.	
	6.15.6	The Authority also decides that BASKPL 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 BASKPL, the Authority, in exercise of powers conferred upon it by Section 13(1)(a) of the AERA Act, 2008 hereby orders that:

- (i) The service for Ground Handling being provided by M/s Bird Airport Services (Konkan) Pvt. Ltd. at Goa international Airport is **"Not Material"**. Therefore, the Authority decides to adopt **'Light Touch Approach'** for determination of Tariff for the Third Control Period (FY 2021-22 to FY 2025-26).
- (ii) 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.
- (iii) The Authority decides that Tariff for Domestic Non-Scheduled Flights shall not exceed the approved Tariff for relevant Domestic Scheduled Flights for similar class of aircraft(s).
- (iv) The Authority decides that the Tariff for Additional Services pertaining to Domestic Non-Scheduled & General Aviation Operations shall not exceed the approved Tariff for Additional Services in respect of Domestic Scheduled Flights for similar class of aircraft(s).
- (v) 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.
- (vi) The tariffs determined herein are the ceiling rates, exclusive of taxes, if any.
- (vii) The Tariff Order shall be made effective from **1st April, 2022**.
- (viii) The Authority also decides that BASKPL, should ensure compliance of directives issued by Ministry of Civil Aviation vide its letter No. AV-24011/10/2021-AAI-MOCA dated 01.11.2021, on Standardization of Ground Handling Equipment at Major Airports.
- (ix) 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 Bird Airport Services (Konkan) Pvt. Ltd.
Shop No. CS-4, Near Keshav Smruti High School,
Green Meadows Dabolim,
Goa - 403801
(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 Gagan Malik, Airport Director
Airports Authority of India,
Goa International Airport, Dabolim Goa - 403801



TARIFF RATE CARD**APPROVED TARIFF CARD FOR M/s BIRD AIRPORT SERVICES (KONKAN) PVT. LTD. PROVIDING GROUND HANDLING SERVICES AT GOA INTERNATIONAL AIRPORT**

Maximum rate 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)

TARIFF RATE IS EFFECTIVE FROM 1st APRIL, 2022

Particulars	FY 2021-22			FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flights															
CODE B	7780	18154	25934	8325	19425	27749	8908	20784	29692	9531	22239	31770	10198	23796	33994
CODE C	26124	60956	87080	27953	65223	93176	29909	69789	99698	32003	74674	106677	34243	79901	114144
CODE D	52001	121335	173335	55641	129828	185468	59535	138916	198451	63703	148640	212343	68162	159045	227207
CODE E	118858	277336	396194	127178	296749	423928	136081	317522	453603	145606	339748	485355	155799	363531	519330
International Passenger Flights															
CODE B	29715	69334	99049	31795	74188	105982	34020	79381	113401	36402	84937	121339	38950	90883	129833
CODE C	58191	135779	193970	62264	145284	207548	66623	155453	222076	71286	166335	237622	76277	177979	254255
CODE D	128763	300446	429209	137776	321478	459254	147420	343981	491401	157740	368060	525799	168782	393824	562605
CODE E	182744	426403	609147	195536	456251	651787	209224	488189	697412	223869	522362	746231	239540	558927	798467
CODE F	210478	491114	701592	225211	525492	750703	240976	562277	803253	257844	601636	859480	275893	643751	919644
Domestic Cargo Flights															
CODE C	N/A	145000	N/A	N/A	155150	N/A	N/A	166011	N/A	N/A	177631	N/A	N/A	190065	N/A
CODE D	N/A	190000	N/A	N/A	203300	N/A	N/A	217531	N/A	N/A	232758	N/A	N/A	249051	N/A
CODE E	N/A	280665	N/A	N/A	300312	N/A	N/A	321333	N/A	N/A	343827	N/A	N/A	367895	N/A
International Cargo Flights															
CODE C	N/A	487318	N/A	N/A	521430	N/A	N/A	557930	N/A	N/A	596985	N/A	N/A	638774	N/A
CODE D	N/A	609147	N/A	N/A	651787	N/A	N/A	697412	N/A	N/A	746231	N/A	N/A	798467	N/A
CODE E	N/A	701591	N/A	N/A	750702	N/A	N/A	803252	N/A	N/A	859479	N/A	N/A	919643	N/A
CODE F	N/A	841909	N/A	N/A	900843	N/A	N/A	963902	N/A	N/A	1031375	N/A	N/A	1103571	N/A

*Tariff for Domestic Flights includes Domestic Non-Schedule Flights.

Notes:

- Above Tariff Rates are excluding of 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.



TARIFF RATE CARD**APPROVED TARIFF CARD FOR M/s BIRD AIRPORT SERVICES (KONKAN) PVT. LTD. PROVIDING
GROUND HANDLING SERVICES AT GOA INTERNATIONAL AIRPORT**

Maximum rate 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)

TARIFF RATE IS EFFECTIVE FROM 1st APRIL, 2022

(Rates in ₹)

	FY 2021-22	FY 2022-23	FY 2023-24	FY 2024-25	FY 2025-26
A/C Category	International	International	International	International	International
Maximum Take-off Weight (MTOW)					
0-5000	45,000	48,150	51,521	55,127	58,986
5001-10000	82,500	88,275	94,454	1,01,066	1,08,141
10001- 20000	1,31,250	1,40,438	1,50,269	1,60,788	1,72,043
20001- 35000	1,50,000	1,60,500	1,71,735	1,83,756	1,96,619
35001- 40000	1,68,750	1,80,563	1,93,202	2,06,726	2,21,197
40001- 50000	1,87,500	2,00,625	2,14,669	2,29,696	2,45,775
50001- 100000	2,43,750	2,60,813	2,79,070	2,98,605	3,19,507
100001 - 200000	4,61,250	4,93,538	5,28,086	5,65,052	6,04,606
200001- 300000	5,43,750	5,81,813	6,22,540	6,66,118	7,12,746
300001 and above	6,56,250	7,02,188	7,51,341	8,03,935	8,60,210

Notes:

- Above Tariff Rates are excluding of 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.



**APPROVED TARIFF CARD FOR M/s BIRD AIRPORT SERVICES (KONKAN) PVT. LTD. PROVIDING
GROUND HANDLING SERVICES AT GOA INTERNATIONAL AIRPORT**

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)

TARIFF RATE IS EFFECTIVE FROM 1st APRIL, 2022

(Rates in ₹)

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	17,233	11,666	18,439	12,483	19,730	13,357	21,111	14,292	22,589
Ground Power Unit (GPU) 90 KV	Per Hour	8,461	13,373	9,053	14,309	9,687	15,311	10,365	16,383	11,091	17,530
Ground Power Unit (GPU) 140 KV	Per Hour	10,903	17,233	11,666	18,439	12,483	19,730	13,357	21,111	14,292	22,589
Hook on power	Per flight	872	1,379	933	1,476	998	1,579	1,068	1,690	1,143	1,808
Air Conditioner unit (ACU)	Per Hour	17,270	27,298	18,479	29,209	19,773	31,254	21,157	33,442	22,638	35,783
Ramp to Flight Deck Communication	Per Turnaround	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
Step Ladder (remote bay) - Narrow Body	Per Hour	5,670	8,961	6,067	9,588	6,492	10,259	6,946	10,977	7,432	11,745
Step Ladder (remote bay) - Wide Body	Per Hour	8,460	13,373	9,052	14,309	9,686	15,311	10,364	16,383	11,089	17,530
Passenger Bus	Per Trip	3,925	6,204	4,200	6,638	4,494	7,103	4,809	7,600	5,146	8,132
Crew Bus	Per Turnaround	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
Conveyor belt loader	Per hour	9,090	14,371	9,726	15,377	10,407	16,453	11,135	17,605	11,914	18,837
Lower Deck Loader (LDL)	Per Hour	23,990	37,914	25,669	40,568	27,466	43,408	29,389	46,447	31,446	49,698
Main Deck Loader (MDL)	Per Hour	27,475	43,428	29,398	46,468	31,456	49,721	33,658	53,201	36,014	56,925
Fork Lift 10 Ton	Per Hour	8,900	14,063	9,523	15,047	10,190	16,100	10,903	17,227	11,666	18,433
Fork Lift 5 Tons	Per Hour	6,280	9,926	6,720	10,621	7,190	11,364	7,693	12,159	8,232	13,010
Fork Lift 3 Tons	Per Hour	4,536	7,169	4,854	7,671	5,194	8,208	5,558	8,783	5,947	9,398
Air Start Unit (ASU)	Per start	12,650	19,991	13,536	21,390	14,484	22,887	15,498	24,489	16,583	26,203
Air Start Unit (ASU)	Per start	13,520	21,369	14,466	22,865	15,479	24,466	16,563	26,179	17,722	28,012
Towbar	Per push / tow	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
Push Back - Narrow Body	per service	10,470	16,544	11,203	17,702	11,987	18,941	12,826	20,267	13,724	21,686
Push Back - Wide Body	per service	19,190	30,331	20,533	32,454	21,970	34,726	23,508	37,157	25,154	39,758
Tow Inter Stand - Narrow Body	Per Tow	15,265	24,127	16,334	25,816	17,477	27,623	18,700	29,557	20,009	31,626
Tow Inter Stand - Wide Body	Per Tow	24,420	38,603	26,129	41,885	27,958	44,106	29,915	47,290	32,009	50,600

Wing Walkers	Per turnaround	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	3,614
Toilet service	per service	6,542	10,340	7,000	11,064	7,490	11,838	8,014	12,667	8,575	13,554
Water service	per service	5,670	8,961	6,067	9,588	6,492	10,259	6,946	10,977	7,432	11,745
Passenger/Terminal Side and Manpower related.											
Unaccompanied minor handling	per child	2,365	3,737	2,531	3,999	2,708	4,279	2,898	4,579	3,101	4,900
Wheel Chair WCHR OR WCHS	per service	2,355	3,722	2,520	3,983	2,696	4,262	2,885	4,560	3,087	4,879
WCHC	per service	2,620	4,136	2,803	4,426	2,999	4,736	3,209	5,068	3,434	5,423
VIPs	per passenger	3,637	5,748	3,892	6,150	4,164	6,581	4,455	7,042	4,767	7,535
Transit w/o visa pax	per passenger	3,637	5,748	3,892	6,150	4,164	6,581	4,455	7,042	4,767	7,535
Deportees	per passenger	3,637	5,748	3,892	6,150	4,164	6,581	4,455	7,042	4,767	7,535
Floor Walkers/Welcome staff	per personnel/ 8hrs	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	3,614
Manpower (White collar)	per personnel/ 8 hr.	2,617	4,136	2,800	4,426	2,996	4,736	3,206	5,068	3,430	5,423
Manpower (Blue collar)	per personnel/ 8 hr.	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	3,614
Excess Baggage Collection	per flight	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection
Val Handling	per std. sz. container	9,092	14,371	9,728	15,377	10,409	16,453	11,138	17,605	11,918	18,837
Ballast Bags Refill	Per refill - per Bag	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,534	1,715	2,711
Interior cleaning (Transit) - Narrow Body	per service	12,210	19,301	13,065	20,652	13,980	22,098	14,959	23,645	16,006	25,300
Interior cleaning (Transit) - Wide Body	per service	21,806	34,467	23,332	36,880	24,965	39,462	26,713	42,224	28,583	45,180
Interior cleaning (Transit) - ATR & like	per service	7,065	11,167	7,560	11,949	8,089	12,785	8,655	13,680	9,261	14,638
Deep Cleaning - Narrow Body	per service	17,445	27,574	18,666	29,504	19,973	31,569	21,371	33,779	22,867	36,144
Deep Cleaning - Wide Body	per service	31,140	49,219	33,320	52,664	35,652	56,350	38,148	60,295	40,818	64,516
Deep Cleaning - ATR & like	per service	10,030	15,855	10,732	16,965	11,483	18,153	12,287	19,424	13,147	20,784
Flight Deck cleaning	per service	4,360	6,893	4,665	7,376	4,992	7,892	5,341	8,444	5,715	9,035
Waste Disposal		1,220	1,930	1,305	2,065	1,396	2,210	1,494	2,365	1,599	2,531
Arrange non-scheduled Crew Hotel accommodation	per service	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,534	1,715	2,711
Arrange for non-scheduled Crew Transportation	per service	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,534	1,715	2,711
C.I.Q. assistance / Direct crew thru airport facilities	per arr. or dep. clearance	2,617	4,136	2,800	4,426	2,996	4,736	3,206	5,068	3,430	5,423
Cargo Supervision services	per flight	6,530	10,321	6,987	11,043	7,476	11,816	7,999	12,643	8,559	13,528
Cargo Supervision services	Per flight	10,012	15,826	10,713	16,934	11,463	18,119	12,265	19,387	13,124	20,744
Live Animal Handling	per AVI	1,273	2,012	1,362	2,152	1,457	2,304	1,559	2,465	1,668	2,638
LD3,	per day	523	827	560	885	588	947	641	1,013	686	1,084
LD11	per day	1,220	1,930	1,305	2,065	1,396	2,210	1,494	2,365	1,599	2,531

Stacking of Pallets	per stack per day	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	3,614
Miscellaneous services											
Valet Service		1,818	2,874	1,945	3,075	2,081	3,290	2,227	3,520	2,383	3,766
Baggage Trolley	per two hour	523	827	560	885	599	947	641	1,013	686	1,084
Container Dollies	per two hour	436	689	467	737	500	789	535	844	572	903
Pallet Dollies	per two hour	611	965	654	1,033	700	1,105	749	1,182	801	1,265
Diesel / Battery Tractor	per hour	3,838	6,066	4,107	6,491	4,394	6,945	4,702	7,431	5,031	7,951
Ramp Car	per hour	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	3,614

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

Notes:

- Above Tariff Rates are excluding of 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.



**APPROVED TARIFF CARD FOR M/s BIRD AIRPORT SERVICES (KONKAN) PVT. LTD. PROVIDING
GROUND HANDLING SERVICES AT GOA INTERNATIONAL AIRPORT**

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)

TARIFF RATE IS EFFECTIVE FROM 1st APRIL, 2022

(Rates in ₹)

EQUIPMENTS		FY 2021-22	FY 2022-23	FY 2023-24	FY 2024-25	FY 2025-26
Ambulift	Per Usage	17,233	18,439	19,730	21,111	22,589
Ground Power Unit (GPU) 90 KV	Per Hour	13,373	14,309	15,311	16,383	17,530
Ground Power Unit (GPU) 140 KV	Per Hour	17,233	18,439	19,730	21,111	22,589
Hook on power	Per flight	1,379	1,476	1,579	1,690	1,808
Air Conditioner unit (ACU)	Per Hour	27,298	29,209	31,254	33,442	35,783
Ramp to Flight Deck Communication	Per Turnaround	5,515	5,901	6,314	6,756	7,229
Step Ladder (remote bay) - Narrow Body	Per Hour	8,961	9,588	10,259	10,977	11,745
Step Ladder (remote bay) - Wide Body	Per Hour	13,373	14,309	15,311	16,383	17,530
Passenger Bus	Per Trip	6,204	6,638	7,103	7,600	8,132
Crew Bus	Per Turnaround	5,515	5,901	6,314	6,756	7,229
Conveyor belt loader	Per hour	14,371	15,377	16,453	17,605	18,837
Lower Deck Loader (LDL)	Per Hour	37,914	40,568	43,408	46,447	49,698
Main Deck Loader (MDL)	Per Hour	43,428	46,468	49,721	53,201	56,925
Fork Lift 10 Ton	Per Hour	14,063	15,047	16,100	17,227	18,433
Fork Lift 5 Tons	Per Hour	9,926	10,621	11,364	12,159	13,010
Fork Lift 3 Tons	Per Hour	7,169	7,671	8,208	8,783	9,398
Air Start Unit (ASU)	Per start	19,991	21,390	22,887	24,489	26,203
Air Start Unit (ASU)	Per start	21,369	22,865	24,466	26,179	28,012
Towbar	Per push / tow	5,515	5,901	6,314	6,756	7,229
Push Back -Narrow Body	per service	16,544	17,702	18,941	20,267	21,686
Push Back - Wide Body	per service	30,331	32,454	34,726	37,157	39,758
Tow Inter Stand - Narrow Body	Per Tow	24,127	25,816	27,623	29,557	31,626
Tow Inter Stand - Wide Body	Per Tow	38,603	41,305	44,196	47,290	50,600
Wing Walkers	Per turnaround	2,757	2,950	3,157	3,378	3,614
Toilet service	per service	10,340	11,064	11,838	12,667	13,554
Water service	per service	8,961	9,588	10,259	10,977	11,745
Passenger/Terminal Side and Manpower related.						
Unaccompanied minor handling	per child	3,737	3,999	4,279	4,579	4,900
Wheel Chair WCHR OR WCHS	per service	4,136	4,426	4,736	5,068	5,423
WCHC	per service					

VIPs	per passenger	5,748	6,150	6,581	7,042	7,535
Transit w/o visa pax	per passenger	5,748	6,150	6,581	7,042	7,535
Deportees	per passenger	5,748	6,150	6,581	7,042	7,535
Floor Walkers/Welcome staff	per personnel/8hrs	2,757	2,950	3,157	3,378	3,614
Manpower (White collar)	per personnel/8 hr.	4,136	4,426	4,736	5,068	5,423
Manpower (Blue collar)	per personnel/8 hr.	2,757	2,950	3,157	3,378	3,614
Excess Baggage Collection	per flight	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection
Val Handling	per std. sz. container	14,371	15,377	16,453	17,605	18,837
Ballast Bags Refill	Per refill - per Bag	2,068	2,213	2,368	2,534	2,711
Interior cleaning (Transit) - Narrow Body	per service	19,301	20,652	22,098	23,645	25,300
Interior cleaning (Transit) - Wide Body	per service	34,467	36,880	39,462	42,224	45,180
Interior cleaning (Transit) - ATR & like	per service	11,167	11,949	12,785	13,680	14,638
Deep Cleaning - Narrow Body	per service	27,574	29,504	31,569	33,779	36,144
Deep Cleaning - Wide Body	per service	49,219	52,664	56,350	60,295	64,516
Deep Cleaning - ATR & like	per service	15,855	16,965	18,153	19,424	20,784
Flight Deck cleaning	per service	6,893	7,376	7,892	8,444	9,035
Waste Disposal		1,930	2,065	2,210	2,365	2,531
Arrange non-scheduled Crew Hotel accommodation	per service	2,068	2,213	2,368	2,534	2,711
Arrange for non-scheduled Crew Transportation	per service	2,068	2,213	2,368	2,534	2,711
C.I.Q. assistance / Direct crew thru airport facilities	per arr. or dep. clearance	4,136	4,426	4,736	5,068	5,423
Cargo Supervision services	per flight	10,321	11,043	11,816	12,643	13,528
Cargo Supervision services	Per flight	15,826	16,934	18,119	19,387	20,744
Live Animal Handling	per AVI	2,012	2,153	2,304	2,465	2,638
LD3,	per day	827	885	947	1,013	1,084
LD11	per day	1,930	2,065	2,210	2,365	2,531
Stacking of Pallets	per stack per day	2,757	2,950	3,157	3,378	3,614
Miscellaneous services						
Valet Service		2,874	3,075	3,290	3,520	3,766
Baggage Trolley	per two hours	827	885	947	1,013	1,084
Container Dollies	per two hours	689	737	789	844	903
Pallet Dollies	per two hours	965	1,033	1,105	1,182	1,265
Diesel / Battery Tractor	per hour	6,066	6,491	6,945	7,431	7,951
Ramp Car	per hour	2,757	2,950	3,157	3,378	3,614
Luxury Vehicle		3,500	3,745	4,007	4,288	4,588
Standard Vehicle for NSOP		1,100	1,177	1,259	1,348	1,442
Trip Charges above second vehicle		3,500	3,745	4,007	4,288	4,588
Drop from Airport (City Side)		3,000	3,210	3,435	3,675	3,932



Notes:

- Above Tariff Rates are excluding of 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.

