

**AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA**

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

**Date of Issue: 28/03/ 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 |
| ATM              | Air Traffic Movement                            |
| ATP              | Annual Tariff Proposal                          |
| BASM             | Bird Airport Services (Mohali) Pvt. Ltd.        |
| CAPEX            | Capital Expenditure                             |
| CGF              | Cargo, Ground Handling & Fuel Throughput        |
| GHA              | Ground Handling Agencies                        |
| GHE              | Ground Handling Equipment                       |
| GPU              | Ground Power Unit                               |
| 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                            |
| SGHA             | Standard Ground Handling Agreement              |
| SPV              | Special Purpose Vehicle                         |
| SPRH             | Service Provider Right Holder                   |
| YoY              | Year on Year                                    |



## CHAPTER 1: BRIEF BACKGROUND

- 1.1. M/s GlobeGround India Private Limited was issued a Letter of Intent to Award (LOIA) by Chandigarh International Airport Limited on 09.03.2021 for carrying out Ground Handling Service at Chandigarh International Airport, Mohali for ten (10) years, effective from commercial operation.
- 1.2. In accordance with the requirement of RFP, a SPV named Bird Airport Services (Mohali) Private Limited (BASM) was incorporated on 30.03.2021 vide Certificate of Incorporation issued by Ministry of Corporate Affairs.
- 1.3. Bureau of Civil Aviation Security has granted security clearance to BASM on 14.07.2021 and the ISP commenced their commercial operations w.e.f. 15.07.2021.
- 1.4. BASM, the Independent Service Provider (ISP), has entered into a concession agreement on 16.07.2021 with Chandigarh International Airport Limited for providing of Ground Handling Services at Chandigarh International Airport.

The shareholding structure of the SPV is given as below:

**Table-1: Summary of Shareholding Structure of BASM:**

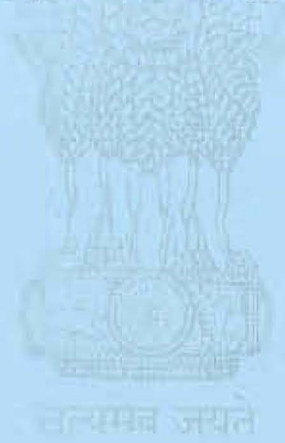
| Name of Shareholder             | No. of Equity Shares | Equity Holding (%) |
|---------------------------------|----------------------|--------------------|
| M/s GlobeGround India Pvt. Ltd. | 24,99,000            | 99.99996           |
| Mrs. Radha Bhatia               | 1                    | 00.00004           |
| <b>TOTAL</b>                    | <b>25,00,000</b>     | <b>100.00000</b>   |

- 1.5. The Authority, vide Order No. 04/2021-22 dated 19.07.2021 allowed BASM to levy and collect, on ad hoc basis, the existing Tariff for Ground Handling Services at Chandigarh International Airport, as approved for the other Ground Handling Service Provider at Chandigarh International Airport, Mohali, namely Air India Airport Services Ltd. (erstwhile AIATSL), w.e.f. 19.07.2021 to 31.12.2021, or, till the determination of regular Ground Handling Tariff for Second Control Period, whichever is earlier.
- 1.6. The Authority, further, vide Order No. 33/2021-22 dated 31.12.2021 allowed BASM to levy and collect the existing ad hoc Tariff applicable as on 31.12.2021 for a period of three (3) months w.e.f. 01.01.2022 to 31.03.2022, or, till determination of regular Tariff for Second Control Period, whichever is earlier. Subsequently, the Authority, vide Order no. 46/2021-22 dated 17.03.2022, has further extended the ad hoc Tariff as on 31.03.2022 for a period upto 30.09.2022, or, till the determination of regular Tariff, whichever is earlier.
- 1.7. As per the provisions of the CGF Guidelines 2011, BASM has submitted the Multi Year Tariff Proposal ('MYTP') on 06.01.2022 for determination of Tariff for Ground Handling Services provided at Chandigarh International Airport in respect of Second Control Period.
- 1.8. BASM has conducted the Stakeholder's Consultation Meeting on 11.03.2022 and submitted a copy of the 'Minutes of Meeting' vide email dated 11.03.2022. The Authority, from the Minutes notes that though the invite for virtual Stakeholders Meeting was sent to various Stakeholders; however, none of the invitees participated in the said meeting.
- 1.9. The Authority, carefully examined the MYTP for the Second Control Period submitted by the BASM in respect of Ground Handling Services being provided at Chandigarh International Airport and issued its Consultation Paper No. 30/2021-22 dated 03.02.2022, inviting suggestions/comments from the

Stakeholders on the various proposals of the Authority with the following timelines:

- *Date of Issue of the Consultation Paper: 03<sup>rd</sup> February, 2022.*
- *Date for submission of written comments by Stakeholders: 24<sup>th</sup> February, 2022.*
- *Date for submission of counter comments: 07<sup>th</sup> March, 2022.*

- 1.10. The Authority received comments from M/s SpiceJet Ltd. on the Consultation Paper No. 30/2021-22 and the same were uploaded on the AERA's website vide Public Notice no. 47/2021-22 dated 25.02.2022.
- 1.11. The Authority, in response to Public Notice no. 47/2021-22 dated 25.02.2022, received counter comments from BASM on 03.03.2022.
- 1.12. The Authority, after examining the comments of M/s SpiceJet Ltd. & counter comments of BASM and after considering all the relevant aspects of the case has finalized this Tariff Order.



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## **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:

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

$$\begin{aligned} \text{The Materiality Index at Chandigarh Airport} &= 794/431853 \\ &= 0.18\% \end{aligned}$$

The percentage share of Chandigarh International Airport for the FY 2019-20 in respect of International Aircraft Movements is 0.18%, which is less than 5% Materiality Index (MI<sub>G</sub>) for the above subject service. Hence the regulated service is deemed ‘**Not Material**’ for the Second Control Period.

2.3. The Authority also noted that M/s Air India Airport Services Limited (AIASL) is also providing Ground Handling Services at Chandigarh International Airport, apart from BASM.

2.4. BASM has also provided User Agreement with TATA SIA Airlines Limited and Letter of Intent (LoI) by Go Airlines (India) Limited for Ground Handling Services to be availed from the ISP.

2.5. As per clause 11.2 of the CGF Guidelines, the ATP is required to be submitted in the manner and form provided in AI 8.2 of Appendix-I to the guidelines and should be supported by the following:

- a) Form B and Form 14 (b) (Proposed Tariff Card);
- b) Details of Consultation with Stakeholders;
- c) Evidence of User Agreement(s), if any, between the Service Provider and the User of Regulated Service(s) clearly indicating the Tariff proposed by the Service Provider.

2.6. BASM submitted all the requisite documents as stated in Para 2.5 above.

### **Stakeholders’ Comments**

2.7. 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 Second Control Period.

### **2.8. Authority’s Decision regarding Tariff determination of BASM:**

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



### CHAPTER 3: TRAFFIC VOLUME (FLIGHTS TO BE HANDLED)

#### BASM submission on Traffic (Flights to be Handled) for the Second Control Period as part of MYTP

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

**Table 2: Projected Traffic (Flights to be handled) submitted by BASM for the Second Control Period**

| Year                    | Domestic<br>(No. of Landings) | International<br>(No. of Landings) | Total         | YoY % Change |               |        |
|-------------------------|-------------------------------|------------------------------------|---------------|--------------|---------------|--------|
|                         |                               |                                    |               | Domestic     | International | Total  |
| 2021-22<br>(8.5 months) | 2,788                         | -                                  | 2,788         | -            | -             | -      |
| 2022-23                 | 5,531                         | -                                  | 5,531         | 40.52%       | -             | 40.52% |
| 2023-24                 | 5,808                         | -                                  | 5,808         | 5.01%        | -             | 5.01%  |
| 2024-25                 | 6,098                         | -                                  | 6,098         | 4.99%        | -             | 4.99%  |
| 2025-26                 | 6,402                         | -                                  | 6,402         | 4.99%        | -             | 4.99%  |
| <b>TOTAL</b>            | <b>26,627</b>                 | <b>-</b>                           | <b>26,627</b> |              |               |        |

#### Authority's Examination regarding Traffic (Flights to be handled) for the Second 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, the Authority notes that after the second wave of Covid-19, the Aircraft Traffic gradually started improving in the FY 2021-22.
- 3.3. For the Chandigarh Airport, the total Aircraft Traffic Movement (Domestic) during April-December 2021 has surpassed corresponding pre-Covid period of FY 2019-20. The Authority feels that Traffic volume for FY 2021-22 on annualized basis is likely to exceed Traffic of FY 2019-20. The Authority observes from the AAI Traffic news that, at present, very few International Flights operates from Chandigarh Airport.
- 3.4. Regarding International Flights, BASM has projected 'Nil' International Flight to be handled during the Control Period. In this regard, the Authority sought clarification from BASM, wherein the ISP submitted that only two Airlines namely Air India Express and Indigo operates International Flights at Chandigarh International Airport, and, both the airlines are doing self-handling. Hence, the ISP has considered 'Nil' projection in respect to the International Flights to be handled at Chandigarh International Airport during the Control Period.
- 3.5. The Authority noted that BASM, for FY 2021-22, has projected Traffic for 8.5 months only as per operations commencement date i.e. 15.07.2021.
- 3.6. BASM has projected an increase of 40.52% in projected Traffic Volume for FY 2022-23 as compared to FY 2021-22. A clarification seeking assumptions/ justification for the growth rate assumed for FY 2022-23 was sought from the ISP. BASM vide email dated 31.01.2022 clarified that projected increase for FY 2022-23 has been computed by annualizing Traffic volume based on actual Air Traffic for the month of November, 2021 and considering further increase of 25% on account of expected recovery in Air Traffic



during next year. From FY 2023-24 onwards, the ISP has projected growth of 5% (YoY) approx. for Domestic Flights.

- 3.7. The Authority, mindful of the adverse impact of pandemic situation and emergence of fresh variant of COVID-19 on Civil Aviation Sector and considering other relevant aspects, proposes to adopt Traffic projections submitted by BASM for the Second Control Period as per Table 2 above.

**Stakeholders' Comments**

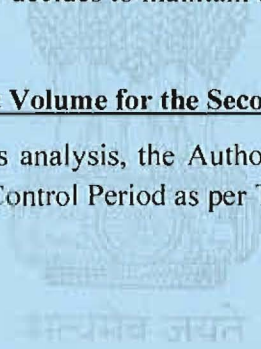
- 3.8. During the Stakeholder Consultation process, the Authority received no comments/views from any stakeholders with respect to Traffic Projections (Flights to be handled) for the Second Control Period.

3.9. **Authority's Analysis regarding Traffic Volume for the Second Control Period:**

The Authority, mindful of the adverse impact of pandemic situation on Civil Aviation, including Ground Handling Agencies and taking into account the gradual recovery in Air Traffic following the subsiding of 3<sup>rd</sup> Wave of Covid-19, the Traffic Volume projected by the BASM for the Second Control Period seems reasonable. Accordingly, the Authority decides to maintain the same view on Traffic projections as taken at Consultation Stage.

3.10. **Authority's Decision regarding Traffic Volume for the Second 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 Second Control Period as per Table 2.



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## CHAPTER 4: CAPITAL EXPENDITURE

### BASM submission on Capital Expenditure for the Second Control Period as part of MYTP

4.1. BASM has projected a total Capital Expenditure (CAPEX) of ₹ 1150.11 lakhs for the procurement of various assets for the Second Control Period (FY 2021-22 to FY 2025-26). The asset wise Capital Expenditure projected by ISP for Second Control Period is given as below:

**Table 3: Projected Capital Expenditure submitted by BASM for the Second Control Period**  
(₹ in lakhs)

| Particulars               | 2021-22       | 2022-23       | 2023-24       | 2024-25       | 2025-26       | TOTAL           |
|---------------------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| Ground Handling Equipment | 151.95        | 574.89        | 152.72        | 132.57        | 117.55        | 1,129.68        |
| Vehicles                  | -             | -             | 15.10         | -             | -             | 15.10           |
| Furniture & Fixtures      | -             | 1.25          | 0.63          | 0.63          | 0.63          | 3.13            |
| Office Equipment          | -             | 1.30          | 0.30          | 0.30          | 0.30          | 2.20            |
| <b>TOTAL</b>              | <b>151.95</b> | <b>577.44</b> | <b>168.74</b> | <b>133.50</b> | <b>118.48</b> | <b>1,150.11</b> |

4.2. BASM also submitted breakup of the capital expenditure of ₹ 1150.11 lakhs proposed for the Second Control Period as given below:

**Table 4: Breakup of Projected Capital Expenditure submitted by BASM for the Second Control Period**  
(₹ in lakhs)

| Year                        | Particulars   | Qty. | Rate   | Amount<br>(₹ in lakhs) | Asset Class               |
|-----------------------------|---|------|--------|------------------------|---------------------------|
| Tariff Year 1<br>FY 2021-22 | Ground Service Equipment  |      |        | 151.95                 | Ground Handling Equipment |
|                             | <b>TOTAL FOR FY 2021-22</b>   |      |        | <b>151.95</b>          |                           |
| Tariff Year 2<br>FY 2022-23 | Diesel Baggage TUG - 25T<br>Tow Capacity                                      | 1    | 35.15  | 35.15                  | Ground Handling Equipment |
|                             | Diesel Baggage Tractor - 25T<br>Tow Capacity                                  | 1    | 10.05  | 10.05                  | Ground Handling Equipment |
|                             | Push Back Tractor - Draw Pull<br>Bar of 12000 DaN                             | 1    | 52.05  | 52.05                  | Ground Handling Equipment |
|                             | Towbar Universal  | 2    | 7.63   | 15.27                  | Ground Handling Equipment |
|                             | Passenger Step - 2200-<br>5300mm height                                       | 2    | 10.05  | 20.10                  | Ground Handling Equipment |
|                             | Baggage Conveyor Belt - 5 M<br>Boom Length                                    | 2    | 8.05   | 16.10                  | Ground Handling Equipment |
|                             | Toilet servicing Cart - Lift<br>pressure 0.25-0.35 Mpa, Flow<br>rate 120L/min | 1    | 8.05   | 8.05                   | Ground Handling Equipment |
|                             | Water Servicing Cart - Lift<br>pressure 0.25-0.35 Mpa, Flow<br>rate 120L/min  | 1    | 8.05   | 8.05                   | Ground Handling Equipment |
|                             | Ambulift - Lift 2000-4400 mm  | 1    | 35.05  | 35.05                  | Ground Handling Equipment |
|                             | Air Conditioning Unit-Cooling<br>capacity 60T Air flow 200<br>ppm             | 1    | 108.39 | 108.39                 | Ground Handling Equipment |



|                             |   |    |        |               |                           |
|-----------------------------|---|----|--------|---------------|---------------------------|
|                             | JET START UNIT-400 PPM Single hose  | 1  | 151.73 | 151.73        | Ground Handling Equipment |
|                             | GPU-60 KVA Single cable   | 1  | 48.80  | 48.80         | Ground Handling Equipment |
|                             | Baggage trolleys  | 20 | 1.80   | 36.00         | Ground Handling Equipment |
|                             | Container Dollies   | 10 | 1.80   | 18.00         | Ground Handling Equipment |
|                             | Fuel Bowser 900 L - towable   | 1  | 10.05  | 10.05         | Ground Handling Equipment |
|                             | Wheel chairs  | 10 | 0.13   | 1.25          | Furniture & Fixtures      |
|                             | Chocks (12), Marshalling torches (10 pairs*5), Head set (2), By Pass pin for A320/B737 (2), Safety cones (12), Vacuum cleaners (3), Firex (2) | 1  | 2.05   | 2.05          | Ground Handling Equipment |
|                             | Laserjet Black & White Printer  | 1  | 0.20   | 0.20          | Office Equipment          |
|                             | Desktop   | 2  | 0.40   | 0.80          | Office Equipment          |
|                             | Mobile Phone  | 2  | 0.15   | 0.30          | Office Equipment          |
|                             | <b>TOTAL FOR FY 2022-23</b>   |    |        | <b>577.44</b> |                           |
|                             |   |    |        |               |                           |
| Tariff Year 3<br>FY 2023-24 | Diesel Baggage TUG - 25T Tow Capacity   | 1  | 35.15  | 35.15         | Ground Handling Equipment |
|                             | Passenger Step - 2200-5300mm height   | 1  | 10.05  | 10.05         | Ground Handling Equipment |
|                             | Towbar Universal  | 2  | 7.63   | 15.27         | Ground Handling Equipment |
|                             | Passenger Step - 2200-5300mm height   | 2  | 10.05  | 20.10         | Ground Handling Equipment |
|                             | Baggage Conveyor Belt - 5 M Boom Length   | 2  | 8.05   | 16.10         | Ground Handling Equipment |
|                             | Baggage trolleys  | 20 | 1.80   | 36.00         | Ground Handling Equipment |
|                             | Container Dollies   | 10 | 1.80   | 18.00         | Ground Handling Equipment |
|                             | Wheel chairs  | 5  | 0.13   | 0.63          | Furniture & Fixtures      |
|                             | Vehicle ramp  | 1  | 7.55   | 7.55          | Vehicles                  |
|                             | Vehicle GSE Maintenance   | 1  | 7.55   | 7.55          | Vehicles                  |
|                             | Chocks (12), Marshalling torches (10 pairs*5), Head set (2), By Pass pin for A320/B737 (2), Safety cones (12), Vacuum cleaners (3), Firex (2) | 1  | 2.05   | 2.05          | Ground Handling Equipment |
|                             | Mobile Phone  | 2  | 0.15   | 0.30          | Office Equipment          |
|                             |   |    |        |               |                           |
|                             | <b>TOTAL FOR FY 2023-24</b>   |    |        | <b>168.74</b> |                           |
|                             |   |    |        |               |                           |
| Tariff Year 4<br>FY 2024-25 | Diesel Baggage TUG - 25T Tow Capacity   | 1  | 35.15  | 35.15         | Ground Handling Equipment |
|                             | Diesel Baggage Tractor - 25T Tow Capacity   | 1  | 10.05  | 10.05         | Ground Handling Equipment |
|                             | Push Back Tractor - Draw Pull Bar of 12000 DaN  | 1  | 52.05  | 52.05         | Ground Handling Equipment |
|                             | Tow bar Universal   | 2  | 7.63   | 15.27         | Ground Handling Equipment |
|                             | Baggage trolleys  | 5  | 1.80   | 9.00          | Ground Handling Equipment |
|                             | Container Dollies   | 5  | 1.80   | 9.00          | Ground Handling Equipment |
|                             | Wheel chairs  | 5  | 0.13   | 0.63          | Furniture & Fixtures      |



|  |  |   |       |                |                           |
|--|--|---|-------|----------------|---------------------------|
|  | Chocks (12), Marshalling torches (10 pairs*5), Head set (2), By Pass pin for A320/B737 (2), Safety cones (12), Vacuum cleaners (3), Firex (2)                | 1 | 2.05  | 2.05           | Ground Handling Equipment |
|  | Mobile Phone   | 2 | 0.15  | 0.30           | Office Equipment          |
|  | <b>TOTAL FOR FY 2024-25</b>  |   |       | <b>133.50</b>  |                           |
| Tariff Year 5<br>FY 2025-26  | Diesel Baggage TUG - 25T<br>Tow Capacity   | 1 | 35.15 | 35.15          | Ground Handling Equipment |
|  | Diesel Baggage Tractor - 25T<br>Tow Capacity   | 1 | 10.05 | 10.05          | Ground Handling Equipment |
|  | Passenger Step - 2200-<br>5300mm height  | 2 | 10.05 | 20.10          | Ground Handling Equipment |
|  | Baggage Conveyor Belt - 5 M<br>Boom Length   | 2 | 8.05  | 16.10          | Ground Handling Equipment |
|  | Toilet servicing Cart - Lift<br>pressure 0.25-0.35 Mpa, Flow<br>rate 120L/min  | 1 | 8.05  | 8.05           | Ground Handling Equipment |
|  | Water Servicing Cart - Lift<br>pressure 0.25-0.35 Mpa, Flow<br>rate 120L/min   | 1 | 8.05  | 8.05           | Ground Handling Equipment |
|  | Baggage trolleys   | 5 | 1.80  | 9.00           | Ground Handling Equipment |
|  | Container Dollies  | 5 | 1.80  | 9.00           | Ground Handling Equipment |
|  | Wheel chairs   | 5 | 0.13  | 0.63           | Furniture & Fixtures      |
|  | Chocks (12), Marshalling<br>torches (10 pairs*5), Head set<br>(2), By Pass pin for<br>A320/B737 (2), Safety cones<br>(12), Vacuum cleaners (3),<br>Firex (2) | 1 | 2.05  | 2.05           | Ground Handling Equipment |
|  | Mobile Phone   | 2 | 0.15  | 0.30           | Office Equipment          |
|  | <b>TOTAL FOR FY 2025-26</b>  |   |       | <b>118.48</b>  |                           |
| <b>TOTAL PROJECTED CAPEX FOR THE 2<sup>ND</sup> CONTROL PERIOD</b> |  |   |       | <b>1150.11</b> |                           |

**Authority's Examination regarding CAPEX for the Second Control Period at Consultation Stage:**

- 4.3. The Authority noted that BASM is a new entity providing Ground Handling Services at Chandigarh International Airport and has projected a total CAPEX of ₹ 1150.11 lakhs for the Second Control Period. Further, out of total CAPEX for the Second Control Period, ISP has proposed to incur ₹ 1129.68 lakhs for Ground Handling Equipment, ₹15.10 lakhs for vehicles, ₹ 3.13 lakhs for furniture and fixtures and ₹ 2.20 lakhs for Office Equipment.
- 4.4. BASM in its submission stated that the proposed CAPEX would be required to meet current operations and projected growth in business at Chandigarh International Airport.
- 4.5. The Authority also noted that BASM has proposed to incur approximately 63% of total CAPEX during the initial two Tariff years of the Second Control Period. The Authority feels that BASM being a new entrant

at the Chandigarh Airport is required to make provision for necessary equipment/ infrastructure during initial years of the Control Period for smooth commencement of commercial operations. Therefore, the proposed CAPEX of BASM during the Second Control Period seems to be reasonable.

#### **Stakeholders' Comments**

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

M/s SpiceJet submitted the following comments on the Capital Expenditure proposed for the Second Control Period:

- 4.6.1. *"As projected by CAPA and IATA it will take around 2-3 years for Flight Operations to reach its pre-Covid 19 peak level operations. Although it is noted that BASM 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 BASM should be deferred to Third Control Period or put on hold, unless such CAPEX deemed critical/essential from safety compliance perspective.*
- 4.6.2. *Without prejudice to the above, in case BASM wanted 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 2022-23 may be considered to be spread over a period of four years."*

#### **4.7. BASM counter Comments/ response on the issue of Deferment of Capital Expenditure for the Second Control Period:**

BASM submitted the following counter comments in response to comments of M/s SpiceJet:

*"Here we submit the followings:*

- i. BASM is required to induct ground handling equipment that are acceptable to its customer airlines which they audit in detail before signing SGHA.*
- ii. BASM is committed to provide ground handling services, at least meeting the service levels expected by the airlines and the airport operator for better passenger service experience. Hence need to incur capital expenditure."*

#### **4.8. Authority's Analysis regarding Capital Expenditure for the Second Control Period:**

- 4.8.1. The Authority notes the comments of M/s Spicejet and BASM's response thereon. The Authority observes that BASM has projected total Capital Expenditure of ₹ 1150.11 lakhs during the Second Control Period. BASM, being a new entrant at the Chandigarh Airport, is required to invest in equipment and allied infrastructure for provision of Ground Handling Services, so as to meet the service level expectations of User Airlines & Airport Operator alike. It may not be possible for the ISP to provide quality Services, if the required CAPEX on Equipment & other related facilities is not allowed. Considering the above, the Authority feels that CAPEX proposed by BASM is reasonable.

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

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



## **CHAPTER 5: OPERATING EXPENDITURE AND PROFITABILITY**

- 5.1. As provided in Clause 9.4 of the CGF Guidelines mentioned in Direction No. 04/2010-11, the Operation and Maintenance Expenditure shall include all expenditures incurred by the Service Provider(s) including expenditure incurred on security operating costs, other mandated operating costs and statutory operating costs.
- 5.2. Operation and Maintenance (O&M) Expenditure submitted by BASM has been segregated into the following categories:
- a) Payroll Costs;
  - b) Concession Fees;
  - c) Utility and Outsourcing Costs;
  - d) Repair and Maintenance Expenditure and
  - e) Admin and General Expenses
- 5.3. As per the MYTP submitted by BASM, Revenue and Operating Expenditure (OPEX) projected by BASM for the Second Control Period (FY 2021-22 to FY 2025-26) is as under:

**Table 5: Projected Revenue and Operating Expenditure submitted by BASM for Second 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      |
| <b>Revenue (A)</b>               | <b>377.11</b>  | <b>754.26</b> | <b>831.60</b> | <b>899.42</b> | <b>991.60</b> | <b>21.33%</b> | <b>100.01%</b> | <b>10.25%</b> | <b>8.16%</b>  | <b>10.25%</b> |
| <b>Operating Expenditure (B)</b> | <b>489.55</b>  | <b>680.69</b> | <b>714.12</b> | <b>755.27</b> | <b>808.72</b> | <b>10.56%</b> | <b>39.04%</b>  | <b>4.91%</b>  | <b>5.76%</b>  | <b>7.08%</b>  |
| Payroll Costs                    | 157.58         | 227.46        | 252.21        | 282.59        | 318.31        | 15.10%        | 44.34%         | 10.88%        | 12.05%        | 12.64%        |
| Administrative and General Costs | 172.11         | 251.90        | 277.46        | 299.43        | 323.59        | 13.46%        | 46.36%         | 10.15%        | 7.92%         | 8.07%         |
| Utilities and Outsourcing costs  | 46.21          | 71.52         | 78.61         | 86.40         | 94.97         | 15.49%        | 54.76%         | 9.91%         | 9.91%         | 9.92%         |
| Repair and Maintenance Costs     | 4.56           | 6.62          | 7.28          | 7.99          | 8.78          | 14.00%        | 45.13%         | 10.08%        | 9.78%         | 9.76%         |
| Concession Fees                  | 109.08         | 123.20        | 98.56         | 78.85         | 63.08         | 12.80%        | 12.94%         | -20.00%       | -20.00%       | -20.00%       |
| <b>PBIDT (A-B)</b>               | <b>-112.44</b> | <b>73.57</b>  | <b>117.48</b> | <b>144.15</b> | <b>182.88</b> | <b>-</b>      | <b>165.44%</b> | <b>59.67%</b> | <b>22.71%</b> | <b>26.86%</b> |
| Interest & Finance Cost          | 19.69          | 79.68         | 79.96         | 75.75         | 64.34         | -             | 304.73%        | 0.35%         | -5.26%        | -15.05%       |
| Depreciation                     | 7.22           | 46.50         | 58.09         | 66.61         | 74.59         | -             | 544.34%        | 24.91%        | 14.66%        | 11.99%        |
| <b>Profit Before Tax</b>         | <b>-139.34</b> | <b>-52.61</b> | <b>-20.57</b> | <b>1.80</b>   | <b>43.94</b>  | <b>-</b>      | <b>-</b>       | <b>-</b>      | <b>-</b>      | <b>-</b>      |

### **Authority's Examination regarding Operating Expenditure for the Second Control Period at Consultation stage:**

- 5.4. The Authority examined the Operating Expenditure for the Second Control Period as provided in Form F3 (P&L) and noted that there is a significant increase in the projected Operating Expenditures of F.Y. 2022-23 over FY 2021-22. Accordingly, clarification was sought from BASM. In response, ISP vide email dated 22.01.2022 clarified that for FY 2021-22, Revenue was projected for 8.5 months; whereas, all expenses (except Concession Fees and Utilities & Outsourcing Costs which are projected for 8.5 months) had been projected for 9 months only.
- 5.5. The Authority noted that as the Traffic projections for FY 2021-22 was for 8.5 months only; whereas, Revenue & Expenses projected in FY 2022-23 were estimated for full year, therefore there was a steep increase in growth rates in %age terms in FY 2022-23 in all the expense heads. However, when the expenses

of FY 2021-22 on the annualized basis are compared with the projected Expenses for FY 2022-2023, than the increase in expenses (other than concession fee) is ranging between 8.25% to 9.77%.

- 5.6. The Authority, further observed from the Projected P&L Statement that BASM will start earning profit from FY 2024-25 onwards. As per the MYTP submission, BASM is projected to incur a loss of ₹ 139.34 lakhs in FY 2021-22 and ISP is expected to earn profit of ₹ 43.94 lakhs in the last year of the Second Control Period.

#### **Stakeholders' Comments**

#### **5.7. M/s SpiceJet Comments on Operating Expenditure for the Second Control Period:**

M/s SpiceJet submitted the following comments on the Operating Expenditure proposed for the Second Control Period:

- 5.7.1. *"It may be noted that 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. We submit that Authority may kindly freeze any increase in Operational Expenditure after the First year, and there should not be any increase in manpower or other expenses thereafter.*
- 5.7.2. *Further, considering that M/s BASM being a new entrant at Chandigarh, it should bring in efficiency in its operations and optimize the overall O&M expenses, so that it can have a competitive edge to achieve economy of scale in its operations in the interest of all the Stakeholders.*
- 5.7.3. *In addition, we submit that the R&M expenses should almost be zero in the Second two to three years, during which the warranty period would be valid.*
- 5.7.4. *Further, Royalty Charges/ Concession Fee 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. These charges are mostly passed on to the airlines by the service provider. 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.*

*In view of the above, we urge the Authority to abolish such royalty/ concession fee, which may be included in any of the cost items."*

#### **5.8. BASM response on M/s SpiceJet comments regarding Operating Expenditures for the Second Control Period:**

BASM submitted the following counter comments in response to comments of M/s SpiceJet:

- 5.8.1. *"We feel that the observations made by SpiceJet Ltd are very generic in nature, lacks any substance and indicates that observer is unsure and unaware of the facts/ground realities.*
- 5.8.2. *Please note that we are a ground handling company of proven track record. We are providing ground handling services at major airports in India since last 12 years and have sufficient control over our operational expenditure. The increase in headcount is corresponding to the increase in the aircraft movement. Please note that ground handling services are not a something with can be automated without incurring substantial investment which will adversely impact the charges. 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.*

5.8.3. *Regarding salary of the staff, please note that we pay our staff according to the "minimum wages" published by the regulator twice a year. There is no scope of material savings in the per head salary cost without compromising on quality and safety aspects of the total service package.*

5.8.4. *The observation made by SpiceJet Ltd. "that R&M expenditure should be almost zero in the Second two to three years, during which the warranty period would be valid" contradicts their earlier observation that there should not be any capex for next 2-3 years. Here, please note that even if the equipment are new, we 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, we have forecasted our repair & maintenance cost at very reasonable basis and based on our experience of 12 years at other airports in India.*

5.8.5. *The observation made by 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.*

*Here again the observations made by SpiceJet Ltd. is nowhere close to reality on ground. It is now almost 14 years that the ultimate owner of Indian airports i.e. Airports Authority of India (AAI) is on a continuous drive to privatize Indian airports. All these concessions for airport operations carry revenue share. Such private appointees (as Airport Operator for a defined concession period), further issue concessions on the basic parameter of the concessions issued by AAI. As a result, the ground handling concession also attract concession fees. This method is prevalent at all the airports in India, be it under AAI or a private concessionaire. The revenues earned by airport operators are reviewed by AERA to ascertain that the airport charges are meeting AERA guidelines.*

5.8.6. *Therefore, concession fees paid by airlines to a ground handling agency is revenue of the airport operator, contributing to lowering of other airport charges, paid by the airlines to the airport operator. In a hypothetical situation where the concession fees is nil, the airport charges will be higher than the airport charges paid by the airlines when concession fees is applied on ground handling charges.*

5.8.7. *In nutshell, 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 charges to the airlines."*

**5.9. Authority's Analysis regarding Operating expenses for the Second Control Period:**

5.9.1. The Authority notes the comment of M/s. SpiceJet on projected increase in Operating Expenditure and the response of BASM thereto. The Authority feels that the increase projected in Pay Roll Cost by BASM is commensurate with the increase in operating volumes. Further, the annual increase in Payroll Costs is required to cover up the periodic increase in minimum wages, as notified by the Govt. Authorities from time to time, annual increments in salaries and consequential increase in statutory components of wages i.e. EPF and ESI.

5.9.2. As regard to SpiceJet's comments on projected R&M expenditure during initial years and BASM response thereon, the Authority feels that in order to maintain Ground Handling Equipment (GHE) in





good serviceable condition, the ISP requires to spend on preventive maintenance and periodic repairs to keep the equipment in operational state for overall better passenger facilitation.

The Authority further notes from the counter submission of the ISP that warranty covers major breakdown of Equipment only and service under warranty comes with a time delay. The Authority feels that in order to provide uninterrupted Services to the Airlines, ISP cannot solely rely on equipment's warranty, moreover services rendered under warranty clause generally has time lag. In view of the above, ISP is required to undertake day to day maintenance and urgent repairs. Considering the above, the Authority feels that R&M expenses projected by BASM during initial years are reasonable.

- 5.9.3. The Authority feels that considering the pandemic situation, which has adversely affected the Civil Aviation sector including Ground Handling Agencies & Airlines, BASM should try to consider cost cutting measures so as to offer services at competitive prices to the Airlines.
- 5.9.4. The Authority notes the comments of M/s SpiceJet on Royalty Charges/ Concession Fee and response of BASM thereon. The Concession Fee paid by the ISP to the Airport Operator is in accordance with the Concession Agreement executed between the Service Provider and the Airport Operator. The Authority considers that bidding process, based on which the Royalty Charges/ Concession Fee is levied on to the ISPs, is a non-regulatory issue and such matters may be dealt appropriately between Stakeholders and the concerned Service Providers.
- 5.9.5. The Authority further notes the M/s Spicejet's views regarding royalty and ISP's response thereon stating that because such revenues are considered aeronautical by the Authority in the tariff determination process, they lead to reduction in Tariff thus benefitting the Airport Users.

5.10. **Authority's Decision regarding OPEX for the Second Control Period:**

Based on the material before it and its analysis, the Authority decides to consider the Operating Expenditure for BASM in respect of the Second Control Period as per Table 5.



## CHAPTER 6: ANNUAL TARIFF PROPOSAL

### BASM submissions on Annual Tariff Proposal for the Second Control Period as part of MYTP

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

**Table 6: Proposed Tariff Rates for Scheduled Flights submitted by BASM for the Second 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     |
| <b>Domestic Passenger Flights</b>      |            |          |          |            |          |          |            |          |          |            |          |          |            |          |          |
| CODE B                                 | 10,000     | 19,500   | 29,500   | 10,700     | 20,900   | 31,600   | 11,500     | 22,400   | 33,900   | 12,400     | 24,000   | 36,300   | 13,300     | 25,700   | 38,900   |
| CODE C                                 | 12,000     | 23,300   | 35,300   | 12,900     | 25,000   | 37,800   | 13,900     | 26,800   | 40,500   | 14,900     | 28,700   | 43,400   | 16,000     | 30,800   | 46,500   |
| CODE D                                 | 17,000     | 32,500   | 49,500   | 18,200     | 34,800   | 53,000   | 19,500     | 37,300   | 56,800   | 20,900     | 40,000   | 60,800   | 22,400     | 42,800   | 65,100   |
| CODE E                                 | 20,000     | 39,400   | 59,400   | 21,400     | 42,200   | 63,600   | 22,900     | 45,200   | 68,100   | 24,600     | 48,400   | 72,900   | 26,400     | 51,800   | 78,100   |
| <b>International Passenger Flights</b> |            |          |          |            |          |          |            |          |          |            |          |          |            |          |          |
| CODE C                                 | 35,000     | 1,04,800 | 1,39,800 | 37,500     | 1,12,200 | 1,49,600 | 40,200     | 1,20,100 | 1,60,100 | 43,100     | 1,28,600 | 1,71,400 | 46,200     | 1,37,700 | 1,83,400 |
| CODE D                                 | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      |
| CODE E                                 | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      |
| CODE F                                 | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      |
| <b>Domestic Cargo Flights</b>          |            |          |          |            |          |          |            |          |          |            |          |          |            |          |          |
| CODE C                                 | N/A        | 95,000   | N/A      | N/A        | 1,01,700 | N/A      | N/A        | 1,08,900 | N/A      | N/A        | 1,16,600 | N/A      | N/A        | 1,24,800 | N/A      |
| CODE D                                 | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      |
| CODE E                                 | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      |
| <b>International Cargo Flights</b>     |            |          |          |            |          |          |            |          |          |            |          |          |            |          |          |
| CODE C                                 | N/A        | 1,35,000 | N/A      | N/A        | 1,44,500 | N/A      | N/A        | 1,54,700 | N/A      | N/A        | 1,65,600 | N/A      | N/A        | 1,77,200 | N/A      |
| CODE D                                 | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      |
| CODE E                                 | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      |
| CODE F                                 | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | 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. The above rates are for basic Handling Services. As per requirement, airlines/users ask for additional services. The rates for such Additional Services are given below (Annexure III). Estimated Revenue from such Additional Services are considered while computing the total regulated revenue for each Tariff Year.
3. The above rates are exclusive of GST and any other applicable Government taxes.



6.2. BASM has proposed the following % increase in the Tariff for Scheduled Flights at Chandigarh Airport as stated in the table below:

**Table 7: Statement of YoY Percentage (%) change in Different Category of Scheduled Flights for the Second 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 |
| <b>Domestic Passenger Flights</b>      |            |      |      |            |      |      |            |      |      |            |      |      |
| 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%   |
| <b>International Passenger Flights</b> |            |      |      |            |      |      |            |      |      |            |      |      |
| CODE C                                 | 7%         | 7%   | 7%   | 7%         | 7%   | 7%   | 7%         | 7%   | 7%   | 7%         | 7%   | 7%   |
| CODE D                                 | -          | -    | -    | -          | -    | -    | -          | -    | -    | -          | -    | -    |
| CODE E                                 | -          | -    | -    | -          | -    | -    | -          | -    | -    | -          | -    | -    |
| CODE F                                 | -          | -    | -    | -          | -    | -    | -          | -    | -    | -          | -    | -    |
| <b>Domestic Cargo Flights</b>          |            |      |      |            |      |      |            |      |      |            |      |      |
| CODE C                                 | -          | 7%   | -    | -          | 7%   | -    | -          | 7%   | -    | -          | 7%   | -    |
| CODE D                                 | -          | -    | -    | -          | -    | -    | -          | -    | -    | -          | -    | -    |
| CODE E                                 | -          | -    | -    | -          | -    | -    | -          | -    | -    | -          | -    | -    |
| <b>International Cargo Flights</b>     |            |      |      |            |      |      |            |      |      |            |      |      |
| CODE C                                 | -          | 7%   | -    | -          | 7%   | -    | -          | 7%   | -    | -          | 7%   | -    |
| CODE D                                 | -          | -    | -    | -          | -    | -    | -          | -    | -    | -          | -    | -    |
| CODE E                                 | -          | -    | -    | -          | -    | -    | -          | -    | -    | -          | -    | -    |
| CODE F                                 | -          | -    | -    | -          | -    | -    | -          | -    | -    | -          | -    | -    |

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

**Table 8 - Proposed Tariff Rates for Non-Scheduled & General Aviation Operations submitted by BASM for the Second Control Period - Domestic and International Flights**

(Rates in ₹)

| Year             | FY 2021-22 |          | FY 2022-23 |          | FY 2023-24 |          | FY 2024-25 |          | FY 2025-26 |          |
|------------------|------------|----------|------------|----------|------------|----------|------------|----------|------------|----------|
| A/C Category     | Domestic   | Intl.    | Domestic   | Intl.    | Domestic   | Intl.    | Domestic   | Intl.    | Domestic   | Intl.    |
| <b>MTOW</b>      |            |          |            |          |            |          |            |          |            |          |
| 0-5000           | 23,500     | 45,000   | 25,145     | 48,150   | 26,905     | 51,521   | 28,789     | 55,127   | 30,804     | 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     | 1,50,268 | 44,714     | 1,60,787 | 47,844     | 1,72,042 |
| 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     | 2,45,774 |
| 50001- 100000    | 85,000     | 2,43,750 | 90,950     | 2,60,813 | 97,317     | 2,79,069 | 1,04,129   | 2,98,604 | 1,11,418   | 3,19,507 |
| 100001 –200000   | 2,00,000   | 3,37,500 | 2,14,000   | 3,61,125 | 2,28,980   | 3,86,404 | 2,45,009   | 4,13,452 | 2,62,159   | 4,42,394 |
| 200001- 300000   | 2,50,000   | 4,05,000 | 2,67,500   | 4,33,350 | 2,86,225   | 4,63,685 | 3,06,261   | 4,96,142 | 3,27,699   | 5,30,872 |
| 300001 and above | 3,00,000   | 4,87,500 | 3,21,000   | 5,21,625 | 3,43,470   | 5,58,139 | 3,67,513   | 5,97,208 | 3,93,239   | 6,39,013 |

Note: Above Tariff Rates are excluding all applicable taxes.



6.4. In addition to Tariff for Scheduled & Non-Scheduled Flights (Table 6 & 8), BASM also submitted a separate Tariff Rate Card for Additional Services as per Annexure- 'III' and Annexure- 'IV'.

**Authority's Examination regarding ATP for the Second Control Period at Consultation Stage:**

- 6.5. The Authority noted that in case of Scheduled Flights, the ISP had proposed 7% YoY increase in Tariff from FY 2022-23 onwards over FY 2021-22 Tariff Rates (Table 7).
- 6.6. The Authority noted that BASM had not projected any International Flight to be handled during the Control Period. However, the ISP had proposed Tariff Rate Card in respect of Scheduled International Passenger & Cargo Flights for Code C category of Aircraft(s). A clarification thereon was sought from the ISP and in response vide email dated 27.01.2022, the ISP submitted that only two airlines operate International Flights namely Indigo and Air India. BASM sought approval of Tariff for International Flights, just in case ISP starts ground handling of International Flights in future, then the ISP should have approved Tariff in place to avoid any fresh determination of Tariff in respect to International Flights.
- 6.7. The Authority observed that in case of Non-Scheduled Flights and General Aviation Operations, BASM has proposed 7% YoY increase in Tariff for the Second Control Period.
- 6.8. The Authority further noted that BASM has proposed a separate Tariff for Non-Scheduled and General Aviation Flights. The Authority is of the view that the Tariff for Domestic Non-Scheduled and General Aviation Operations should not be more than the Tariff of relevant Domestic Scheduled Flights for similar class of Aircraft(s). However, the Authority had proposed to consider the separate Tariff in case of International Non-Scheduled & General Aviation Operations only, as per Table 8 given above.
- 6.9. The Authority is also of the view that the Tariff for Additional Services pertaining to Domestic Non-Scheduled & General Aviation Operation shall not exceed the proposed Tariff for Additional Services in respect of relevant Domestic Scheduled Flights for similar class of Aircraft(s).
- 6.10. As regard to separate Rate Card for Additional Services, a clarification was sought from BASM and the ISP, vide email dated 28.01.2022, had 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 BASM they earn revenue only in few of the flights based on actual usage of these Additional Services.
- 6.11. Further, BASM 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 Second Control Period:**

M/s SpiceJet submitted the following comments on the Tariff Rates proposed for the Second Control Period:

- 6.12.1. *"The Tariff and rate of 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. In our view,*



*all the hike after Tariff year 1 (FY 2021-22) should not be granted.*

6.12.2. *Without prejudice to above, with reference to Stakeholders view sought by Authority on the proposed tariff for the Second Control Period, we are of the view that the tariff proposed by BASM should not in any event exceed the tariff as approved for M/s Air India Airport Services Ltd. for the same control period."*

6.13. **BASM response to M/s SpiceJet Comments regarding Tariff Rates for the Second Control Period:**

BASM submitted the following counter comments in response to comments of M/s SpiceJet:

6.13.1. *"As per point no. 6.5 & 6.7 of the CP, the Authority has mentioned that BASMPL has proposed an increase of 7% YoY from FY 2022-23 onwards.*

*We here also submit that this 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.*

6.13.2. *It is also important to mention here that the rates we have proposed for your 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.*

6.13.3. *We further submit for your kind consideration, some facts pertaining to our case i.e. in cases of Ground Handling Agencies:*

- a) We have to keep our workforce and equipment running to ensure 24/7 availability of our services;*
- b) Our major customers are international airlines which are currently operating at only 30% capacity of pre-covid level.*
- c) Our Ground Handling Service charges, from handling domestic flights, recovers mainly variable cost only.*
- d) Our fixed cost is mainly recovered from International Operations. So, we worst affected because International Operations are running at only 30% capacity.*
- e) 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. Only at airports, where the airlines do not have large operations that they appoint a Ground Handling Agency to handle their flight.*
- f) 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 Analysis regarding Annual Tariff Proposal for the Second Control Period: -**

6.14.1. The Authority notes the comments of M/s SpiceJet on the proposed increase in Tariff and BASM response thereon. Taking into account the investments made/ projected by the ISP on GHE and associated facilities and factoring in periodic increase in the minimum wages rates, impact of general inflation on operating expenditure, the Authority feels that ISP requires adequate Revenue to cover up increase in its operating costs. Considering the above, Tariff rates proposed by ISP seem reasonable.

6.14.2. As regard to the comments of M/s SpiceJet that the Tariff rates of BASM should not exceed the approved Tariff of AIASL, Chandigarh International Airport, the Authority feels that each service

provider has its own business model, market share and investments etc., therefore, it is not appropriate to compare Tariff rates of different Service Providers. Moreover, the Authority is yet to determine regular Tariff for AIASL, Chandigarh International Airport for the Second Control Period, hence it is premature to compare Tariff of two Service Providers.

- 6.14.3. Authority also notes that at Chandigarh Airport, there are two players providing Ground Handling Services and it is expected that market competition will help in moderating Service Charges for the end users.
- 6.14.4. As regard to separate Tariff rates for Additional Services, the Authority notes that these services are not part of the Tariff cards for Scheduled and Non-Scheduled Flights and such services are required by Airlines occasionally. Whereas, ISP is required to keep manpower and Ground Handling Equipment ready all the times on 24/7 basis for such services, while at the same time the ISP doesn't have any guarantee of recovering the associated costs.
- 6.14.5. As regard to separate Tariff for Non-Scheduled & General Aviation Operations proposed by BASM, the Authority is of the view that the Tariff for Domestic Non-Scheduled & General Aviation Operations should not be more than the Tariff of relevant Domestic Scheduled Operations for similar class of aircraft(s). However, the Authority decides to adopt the separate Tariff Rates in case of International Non-Scheduled & General Aviation Operations.

**6.15. Authority's Decisions regarding the Tariff Proposals for the Second 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 BASM in respect of Scheduled Flights, International Non-Scheduled & General Aviation Operations and Additional Services for the Second 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-Scheduled & General Aviation Operations shall not exceed the approved Tariff for relevant Domestic Scheduled Flights for similar class of Aircraft(s).
- 6.15.4. 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).
- 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 15<sup>th</sup> of the month will be applicable for the second fortnight.
- 6.15.6. The Authority also decides that BASM 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 BASM, for the Second Control Period is as under:

| Chapter       | Para   | Summary of Authority's Decisions   | Page No. |
|---------------|--------|--|----------|
| Chapter No.2  | 2.8    | The Authority decides to consider Tariff determination exercise of BASM for providing Ground Handling Services at Chandigarh International Airport under " <b>Light Touch Approach</b> " for the Second Control Period, as the regulated service is ' <b>Not Material</b> '.       | 7        |
| Chapter No. 3 | 3.10   | The Authority decides to consider the Traffic Volume (Flights to be handled) for the Second Control Period as per Table 2.   | 9        |
| Chapter No. 4 | 4.9    | The Authority decides to consider the CAPEX for the Second Control Period as per Table-3.  | 13       |
| Chapter No. 5 | 5.10   | The Authority decides to consider the Operating Expenditure for BASM in respect of the Second Control Period as per Table 5.   | 17       |
| Chapter No. 6 | 6.15.1 | The Authority decides to adopt the Tariff Rates for Ground Handling Services provided by BASM in respect of Scheduled Flights, International Non-Scheduled & General Aviation Operations and Additional Services for the Second Control Period as per <b>Annexures (I to IV)</b> . | 22       |
|               | 6.15.2 | The Authority decides that the Tariff Rates indicated in <b>Annexures (I to IV)</b> 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-Scheduled & General Aviation Operations shall not exceed the approved Tariff for relevant Domestic Scheduled Flights for similar class of Aircraft(s).  |          |
|               | 6.15.4 | 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).           |          |
|               | 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 15 <sup>th</sup> of the month will be applicable for the second fortnight.           |          |
|               | 6.15.6 | The Authority also decides that BASM 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-MOGA dated 01.11.2021.       |          |



## CHAPTER 8: ORDER

Upon careful consideration of the material available on record, as well as submission made by BASM, 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 (Mohali) Pvt. Ltd. at Chandigarh International Airport, Mohali is **“Not Material”**. Therefore, the Authority decides to adopt **‘Light Touch Approach’** for determination of Tariff for the Second 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 & General Aviation Operations 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 15<sup>th</sup> of the month will be applicable for the second fortnight.
- (vi) The Tariff determined herein are the ceiling rates, exclusive of taxes, if any.
- (vii) The Tariff Order shall be effective from **1<sup>st</sup> April, 2022**.
- (viii) The Authority also decides that BASM, 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 (Mohali) Pvt. Ltd.  
Room No. 5, Departure upper Level,  
New Civil Air Terminal, CHIA, Jhurheri,  
Mohali, Punjab, India - 140306  
(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 Rakesh Dembla, Chief Executive Officer  
Chandigarh International Airport Limited,  
New Civil Air Terminal, Jhuheri,  
Mohali, Punjab - 140306





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

Maximum rate to be levied for Domestic\* and International Scheduled Flights in respect of Ground  
Handling Services for the Second Control Period (FY 2021-22 to FY 2025-26)

**REVISED TARIFF RATES ARE EFFECTIVE FROM 1<sup>st</sup> APRIL, 2022**

(Rates in ₹)

| 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     |
| <b>Domestic Passenger Flights</b>      |            |          |          |            |          |          |            |          |          |            |          |          |
| CODE B                                 | 10,700     | 20,900   | 31,600   | 11,500     | 22,400   | 33,900   | 12,400     | 24,000   | 36,300   | 13,300     | 25,700   | 38,900   |
| CODE C                                 | 12,900     | 25,000   | 37,800   | 13,900     | 26,800   | 40,500   | 14,900     | 28,700   | 43,400   | 16,000     | 30,800   | 46,500   |
| CODE D                                 | 18,200     | 34,800   | 53,000   | 19,500     | 37,300   | 56,800   | 20,900     | 40,000   | 60,800   | 22,400     | 42,800   | 65,100   |
| CODE E                                 | 21,400     | 42,200   | 63,600   | 22,900     | 45,200   | 68,100   | 24,600     | 48,400   | 72,900   | 26,400     | 51,800   | 78,100   |
| <b>International Passenger Flights</b> |            |          |          |            |          |          |            |          |          |            |          |          |
| CODE C                                 | 37,500     | 1,12,200 | 1,49,600 | 40,200     | 1,20,100 | 1,60,100 | 43,100     | 1,28,600 | 1,71,400 | 46,200     | 1,37,700 | 1,83,400 |
| CODE D                                 | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      |
| CODE E                                 | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      |
| CODE F                                 | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      |
| <b>Domestic Cargo Flights</b>          |            |          |          |            |          |          |            |          |          |            |          |          |
| CODE C                                 | N/A        | 1,01,700 | N/A      | N/A        | 1,08,900 | N/A      | N/A        | 1,16,600 | N/A      | N/A        | 1,24,800 | N/A      |
| CODE D                                 | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      |
| CODE E                                 | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      |
| <b>International Cargo Flights</b>     |            |          |          |            |          |          |            |          |          |            |          |          |
| CODE C                                 | N/A        | 1,44,500 | N/A      | N/A        | 1,54,700 | N/A      | N/A        | 1,65,600 | N/A      | N/A        | 1,77,200 | N/A      |
| CODE D                                 | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      |
| CODE E                                 | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      |
| CODE F                                 | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      | N/A        | N/A      | N/A      |

\*Tariff for Domestic Scheduled Flights is also applicable for Domestic Non-Scheduled & 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 15<sup>th</sup> of the month will be applicable for the second fortnight.
- Any flight where either its arrival or departure are international, will also be considered as an International Flight for the purposes of applying above rates.
- The rates indicated above are for Basic Handling Services and the rates in respect of Additional Services are given in Annexure III.



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

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

**REVISED TARIFF RATES ARE EFFECTIVE FROM 1<sup>st</sup> APRIL, 2022**

(Rates in ₹)

|                                   | FY<br>2022-23 | FY<br>2023-24 | FY<br>2024-25 | FY<br>2025-26 |
|-----------------------------------|---------------|---------------|---------------|---------------|
| A/C Category                      | International | International | International | International |
| Maximum Take-off Weight<br>(MTOW) |               |               |               |               |
| 0-5000                            | 48,150        | 51,521        | 55,127        | 58,986        |
| 5001-10000                        | 88,275        | 94,454        | 1,01,066      | 1,08,141      |
| 10001- 20000                      | 1,40,438      | 1,50,268      | 1,60,787      | 1,72,042      |
| 20001- 35000                      | 1,60,500      | 1,71,735      | 1,83,756      | 1,96,619      |
| 35001- 40000                      | 1,80,563      | 1,93,202      | 2,06,726      | 2,21,197      |
| 40001- 50000                      | 2,00,625      | 2,14,669      | 2,29,696      | 2,45,774      |
| 50001- 100000                     | 2,60,813      | 2,79,069      | 2,98,604      | 3,19,507      |
| 100001 - 200000                   | 3,61,125      | 3,86,404      | 4,13,452      | 4,42,394      |
| 200001- 300000                    | 4,33,350      | 4,63,685      | 4,96,142      | 5,30,872      |
| 300001 and above                  | 5,21,625      | 5,58,139      | 5,97,208      | 6,39,013      |

**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 15<sup>th</sup> of the month will be applicable for the second fortnight.
- The rates indicated above are for Basic Handling Services and the rates in respect of Additional Services are given in Annexure IV.



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

Maximum rates to be levied for Additional Service Charges for Domestic\* and International Scheduled Flights  
in respect of Ground handling Services for the Second Control Period (FY 2021-22 to FY 2025-26)

**REVISED TARIFF RATES ARE EFFECTIVE FROM 1<sup>st</sup> APRIL, 2022**

(Rates in ₹)

| EQUIPMENT                               |                | FY 2022-23 |        | FY 2023-24 |        | FY 2024-25 |        | FY 2025-26 |        |
|---|----------------|------------|--------|------------|--------|------------|--------|------------|--------|
|   |                | Domestic   | Intl.  | Domestic   | Intl.  | Domestic   | Intl.  | Domestic   | Intl.  |
| Ambulift                                | Per Usage      | 11,666     | 18,440 | 12,483     | 19,731 | 13,357     | 21,112 | 14,292     | 22,590 |
| Ground Power Unit 90 KV                 | Per Hour       | 9,053      | 14,309 | 9,687      | 15,311 | 10,365     | 16,383 | 11,090     | 17,529 |
| Ground Power Unit 140 KV                | Per Hour       | 11,666     | 18,440 | 12,483     | 19,731 | 13,357     | 21,112 | 14,292     | 22,590 |
| Hook on power                           | Per flight     | 933        | 1,475  | 999        | 1,578  | 1,069      | 1,689  | 1,143      | 1,807  |
| Air Conditioner unit                    | Per Hour       | 18,479     | 29,209 | 19,773     | 31,253 | 21,157     | 33,441 | 22,638     | 35,782 |
| Ramp to Flight Deck Communication       | Per Turnaround | 3,733      | 5,901  | 3,995      | 6,314  | 4,274      | 6,756  | 4,573      | 7,229  |
| Step Ladder (remote bay) Towable        | Per Turnaround | 4,200      | 6,638  | 4,494      | 7,103  | 4,808      | 7,600  | 5,145      | 8,132  |
| Step Ladder (remote bay) Motorized - NB | Per Hour       | 6,066      | 9,589  | 6,491      | 10,260 | 6,945      | 10,978 | 7,432      | 11,747 |
| Step Ladder (remote bay) Motorized - WB | Per Hour       | 9,053      | 14,309 | 9,687      | 15,311 | 10,365     | 16,383 | 11,090     | 17,529 |
| Passenger Bus                           | Per Trip       | 4,200      | 6,638  | 4,494      | 7,103  | 4,808      | 7,600  | 5,145      | 8,132  |
| Crew Bus                                | Per Turnaround | 3,733      | 5,901  | 3,995      | 6,314  | 4,274      | 6,756  | 4,573      | 7,229  |
| Crew Bus                                | Per Turnaround | 4,666      | 7,376  | 4,993      | 7,892  | 5,343      | 8,445  | 5,717      | 9,036  |
| Conveyor belt loader                    | Per hour       | 9,729      | 15,377 | 10,410     | 16,454 | 11,138     | 17,605 | 11,918     | 18,838 |
| Lower Deck Loader                       | Per Hour       | 25,666     | 40,568 | 27,462     | 43,407 | 29,385     | 46,446 | 31,442     | 49,697 |
| Main Deck Loader                        | Per Hour       | 29,399     | 46,468 | 31,457     | 49,721 | 33,659     | 53,202 | 36,015     | 56,926 |
| Fork Lift 10 Ton                        | Per Hour       | 9,520      | 15,047 | 10,186     | 16,100 | 10,899     | 17,227 | 11,662     | 18,433 |
| Fork Lift 5 Tons                        | Per Hour       | 6,720      | 10,621 | 7,190      | 11,365 | 7,693      | 12,160 | 8,232      | 13,012 |
| Fork Lift 3 Tons                        | Per Hour       | 4,853      | 7,671  | 5,193      | 8,208  | 5,556      | 8,782  | 5,945      | 9,397  |
| Air Start Unit (ASU)                    | Per start      | 13,533     | 21,390 | 14,480     | 22,887 | 15,494     | 24,490 | 16,578     | 26,204 |
| Air Start Unit (ASU)                    | Per start      | 14,466     | 22,865 | 15,479     | 24,466 | 16,562     | 26,179 | 17,722     | 28,011 |
| Towbar                                  | Per push / tow | 3,733      | 5,901  | 3,995      | 6,314  | 4,274      | 6,756  | 4,573      | 7,229  |
| Push Back (Tow Bar included) NB         | per service    | 11,200     | 17,702 | 11,984     | 18,941 | 12,822     | 20,267 | 13,720     | 21,686 |
| Push Back (Tow Bar included) WB         | per service    | 20,533     | 32,454 | 21,970     | 34,726 | 23,508     | 37,157 | 25,153     | 39,758 |
| Tow Inter Stand - NB                    | Per Tow        | 16,333     | 25,816 | 17,476     | 27,623 | 18,699     | 29,556 | 20,008     | 31,625 |
| Tow Inter Stand - WB                    | Per Tow        | 26,132     | 41,305 | 27,962     | 44,197 | 29,919     | 47,290 | 32,013     | 50,601 |
| Wing Walkers                            | Per Turnaround | 1,867      | 2,950  | 1,997      | 3,157  | 2,137      | 3,378  | 2,287      | 3,614  |
| Toilet service                          | per service    | 7,000      | 11,064 | 7,490      | 11,838 | 8,014      | 12,667 | 8,575      | 13,554 |
| Water service                           | per service    | 6,066      | 9,589  | 6,491      | 10,260 | 6,945      | 10,978 | 7,432      | 11,747 |



| <b>Passenger/Terminal Side and Manpower related</b>     |                          |                   |                   |                   |                   |                   |                   |                   |                   |
|---|--------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Unaccompanied minor handling                            | per child                | 2,529             | 3,998             | 2,707             | 4,278             | 2,896             | 4,577             | 3,099             | 4,898             |
| Wheel Chair WCHR OR WCHS                                | per service              | 2,520             | 3,983             | 2,696             | 4,262             | 2,885             | 4,560             | 3,087             | 4,879             |
| WCHC  | per service              | 2,800             | 4,426             | 2,996             | 4,735             | 3,206             | 5,067             | 3,430             | 5,421             |
| VIPs  | per passenger            | 3,891             | 6,151             | 4,164             | 6,581             | 4,455             | 7,042             | 4,767             | 7,535             |
| Transit w/o visa pax                                    | per passenger            | 3,891             | 6,151             | 4,164             | 6,581             | 4,455             | 7,042             | 4,767             | 7,535             |
| Deportees   | per passenger            | 3,891             | 6,151             | 4,164             | 6,581             | 4,455             | 7,042             | 4,767             | 7,535             |
| Floor Walkers/Welcome staff                             | per personnel/8hrs       | 1,867             | 2,950             | 1,997             | 3,157             | 2,137             | 3,378             | 2,287             | 3,614             |
| Manpower (White collar)                                 | per personnel/8 hr.      | 2,800             | 4,426             | 2,996             | 4,735             | 3,206             | 5,067             | 3,430             | 5,421             |
| Manpower (Blue collar)                                  | per personnel/8 hr.      | 1,867             | 2,950             | 1,997             | 3,157             | 2,137             | 3,378             | 2,287             | 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 |
| Val Handling  | per std. sz. container   | 9,729             | 15,377            | 10,410            | 16,454            | 11,138            | 17,605            | 11,918            | 18,838            |
| Ballast Bags Refill                                     | Per refill - per Bag     | 1,400             | 2,213             | 1,498             | 2,368             | 1,603             | 2,533             | 1,715             | 2,711             |
| Interior cleaning (Transit) - NB                        | per service              | 13,066            | 20,653            | 13,981            | 22,098            | 14,959            | 23,645            | 16,007            | 25,300            |
| Interior cleaning (Transit) - WB                        | per service              | 23,332            | 36,880            | 24,966            | 39,461            | 26,713            | 42,223            | 28,583            | 45,179            |
| Interior cleaning (Transit) - ATR & like                | per service              | 7,560             | 11,949            | 8,089             | 12,785            | 8,655             | 13,680            | 9,261             | 14,638            |
| Deep Cleaning - NB                                      | per service              | 18,666            | 29,504            | 19,973            | 31,569            | 21,371            | 33,779            | 22,867            | 36,143            |
| Deep Cleaning - WB                                      | per service              | 33,319            | 52,664            | 35,651            | 56,351            | 38,147            | 60,295            | 40,817            | 64,516            |
| Deep Cleaning - A3R & like                              | per service              | 10,733            | 16,965            | 11,484            | 18,152            | 12,288            | 19,423            | 13,148            | 20,782            |
| Flight Deck cleaning                                    | per service              | 4,666             | 7,376             | 4,993             | 7,892             | 5,343             | 8,445             | 5,717             | 9,036             |
| Waste Disposal  |                          | 1,307             | 2,065             | 1,398             | 2,210             | 1,496             | 2,365             | 1,601             | 2,530             |
| Arrange non-scheduled Crew Hotel accommodation          | per service              | 1,400             | 2,213             | 1,498             | 2,368             | 1,603             | 2,533             | 1,715             | 2,711             |
| Arrange for non-scheduled Crew Transportation           | per service              | 1,400             | 2,213             | 1,498             | 2,368             | 1,603             | 2,533             | 1,715             | 2,711             |
| C.I.Q. assistance / Direct crew thru airport facilities | per arr or dep clearance | 2,800             | 4,426             | 2,996             | 4,735             | 3,206             | 5,067             | 3,430             | 5,421             |
| Cargo Supervision services                              | per flight               | 6,987             | 11,044            | 7,476             | 11,817            | 7,999             | 12,644            | 8,559             | 13,529            |
| Cargo Supervision services                              | Per flight               | 10,713            | 16,933            | 11,463            | 18,119            | 12,266            | 19,387            | 13,124            | 20,744            |
| Live Animal Handling                                    | per AVI                  | 1,362             | 2,153             | 1,457             | 2,304             | 1,559             | 2,465             | 1,669             | 2,637             |
| LD3,  | per day                  | 560               | 885               | 599               | 947               | 641               | 1,013             | 686               | 1,084             |
| LD11  | per day                  | 1,307             | 2,065             | 1,398             | 2,210             | 1,496             | 2,365             | 1,601             | 2,530             |
| Stacking of Pallets                                     | per stack per day        | 1,867             | 2,950             | 1,997             | 3,157             | 2,137             | 3,378             | 2,287             | 3,614             |
| <b>Miscellaneous services</b>                           |                          |                   |                   |                   |                   |                   |                   |                   |                   |
| Valet Service   |                          | 1,946             | 3,075             | 2,082             | 3,291             | 2,228             | 3,521             | 2,384             | 3,768             |
| Baggage Trolley   | per two hours            | 560               | 885               | 599               | 947               | 641               | 1,013             | 686               | 1,084             |
| Container Dollies                                       | per two hours            | 467               | 738               | 499               | 789               | 534               | 844               | 572               | 904               |
| Pallet Dollies  | per two hours            | 653               | 1,033             | 699               | 1,105             | 748               | 1,182             | 800               | 1,265             |
| Diesel / Battery Tractor                                | per hour                 | 4,107             | 6,491             | 4,394             | 6,945             | 4,702             | 7,431             | 5,031             | 7,952             |
| Ramp Car  | per hour                 | 1,867             | 2,950             | 1,997             | 3,157             | 2,137             | 3,378             | 2,287             | 3,614             |

\* Tariff for Domestic Scheduled Flights is also applicable for Domestic Non-Scheduled & 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 15<sup>th</sup> of the month will be applicable for the second fortnight.



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

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

**REVISED TARIFF RATES ARE EFFECTIVE FROM 1<sup>ST</sup> APRIL, 2022**

(Rates in ₹)

| EQUIPMENT   |                   | FY 2022-23 | FY 2023-24 | FY 2024-25 | FY 2025-26 |
|---|-------------------|------------|------------|------------|------------|
| Ambulift  | Per Usage         | 18,440     | 19,731     | 21,112     | 22,590     |
| Ground Power Unit (GPU) 90 KV                       | Per Hour          | 14,309     | 15,311     | 16,383     | 17,529     |
| Ground Power Unit (GPU) 140 KV                      | Per Hour          | 18,440     | 19,731     | 21,112     | 22,590     |
| Hook on power                                       | Per flight        | 1,475      | 1,578      | 1,689      | 1,807      |
| Air Conditioner unit (ACU)                          | Per Hour          | 29,209     | 31,253     | 33,441     | 35,782     |
| Ramp to Flight Deck<br>Communication                | Per<br>Turnaround | 5,901      | 6,314      | 6,756      | 7,229      |
| Step Ladder (remote bay) Towable                    | Per<br>Turnaround | 6,638      | 7,103      | 7,600      | 8,132      |
| Step Ladder (remote bay)<br>Motorized - Narrow Body | Per Hour          | 9,589      | 10,260     | 10,978     | 11,747     |
| Step Ladder (remote bay)<br>Motorized - Wide Body   | Per Hour          | 14,309     | 15,311     | 16,383     | 17,529     |
| Passenger Bus                                       | Per Trip          | 6,638      | 7,103      | 7,600      | 8,132      |
| Crew Bus  | Per<br>Turnaround | 5,901      | 6,314      | 6,756      | 7,229      |
| Crew Bus  | Per<br>Turnaround | 7,376      | 7,892      | 8,445      | 9,036      |
| Conveyor belt loader                                | Per hour          | 15,377     | 16,454     | 17,605     | 18,838     |
| Lower Deck Loader (LDL)                             | Per Hour          | 40,568     | 43,407     | 46,446     | 49,697     |
| Main Deck Loader (MDL)                              | Per Hour          | 46,468     | 49,721     | 53,202     | 56,926     |
| Fork Lift 10 Ton                                    | Per Hour          | 15,047     | 16,100     | 17,227     | 18,433     |
| Fork Lift 5 Tons                                    | Per Hour          | 10,621     | 11,365     | 12,160     | 13,012     |
| Fork Lift 3 Tons                                    | Per Hour          | 7,671      | 8,208      | 8,782      | 9,397      |
| Air Start Unit (ASU)                                | Per start         | 21,390     | 22,887     | 24,490     | 26,204     |
| Air Start Unit (ASU)                                | Per start         | 22,865     | 24,466     | 26,179     | 28,011     |
| Towbar  | Per push / tow    | 5,901      | 6,314      | 6,756      | 7,229      |
| Push Back (Tow Bar included)<br>Narrow Body         | per service       | 17,702     | 18,941     | 20,267     | 21,686     |
| Push Back (Tow Bar included)<br>Wide Body           | per service       | 32,454     | 34,726     | 37,157     | 39,758     |
| Tow Inter Stand - Narrow Body                       | Per Tow           | 25,816     | 27,623     | 29,556     | 31,625     |
| Tow Inter Stand - Wide Body                         | Per Tow           | 41,305     | 44,197     | 47,290     | 50,601     |
| Wing Walkers  | Per turnaround    | 2,950      | 3,157      | 3,378      | 3,614      |
| Toilet service                                      | per service       | 11,064     | 11,838     | 12,667     | 13,554     |
| Water service                                       | per service       | 9,589      | 10,260     | 10,978     | 11,747     |
| Unaccompanied minor handling                        |                   |            | per child  | 3,998      | 4,898      |
| <b>Passenger/Terminal Side and Manpower related</b> |                   |            |            |            |            |
| Wheel Chair WCHR OR WCHS                            | per service       | 3,983      | 4,262      | 4,560      | 4,879      |
| WCHC  | per service       | 4,426      | 4,735      | 5,067      | 5,421      |
| VIPs  | per passenger     | 6,151      | 6,581      | 7,042      | 7,535      |
| Transit w/o visa pax                                | per passenger     | 6,151      | 6,581      | 7,042      | 7,535      |

|   |                          |                   |                   |                   |                   |
|---|--------------------------|-------------------|-------------------|-------------------|-------------------|
| Deportees   | per passenger            | 6,151             | 6,581             | 7,042             | 7,535             |
| Floor Walkers/Welcome staff                             | per personnel/8hrs       | 2,950             | 3,157             | 3,378             | 3,614             |
| Manpower (White collar)                                 | per personnel/8 hr.      | 4,426             | 4,735             | 5,067             | 5,421             |
| Manpower (Blue collar)                                  | per personnel/8 hr.      | 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 |
| Val Handling  | per std. sz. container   | 15,377            | 16,454            | 17,605            | 18,838            |
| Ballast Bags Refill                                     | Per refill - per Bag     | 2,213             | 2,368             | 2,533             | 2,711             |
| Interior cleaning (Transit) - Narrow Body               | per service              | 20,653            | 22,098            | 23,645            | 25,300            |
| Interior cleaning (Transit) - Wide Body                 | per service              | 36,880            | 39,461            | 42,223            | 45,179            |
| Interior cleaning (Transit) - ATR & like                | per service              | 11,949            | 12,785            | 13,680            | 14,638            |
| Deep Cleaning - Narrow Body                             | per service              | 29,504            | 31,569            | 33,779            | 36,143            |
| Deep Cleaning - Wide Body                               | per service              | 52,664            | 56,351            | 60,295            | 64,516            |
| Deep Cleaning - ATR & like                              | per service              | 16,965            | 18,152            | 19,423            | 20,782            |
| Flight Deck cleaning                                    | per service              | 7,376             | 7,892             | 8,445             | 9,036             |
| Waste Disposal  |                          | 2,065             | 2,210             | 2,365             | 2,530             |
| Arrange non-scheduled Crew Hotel accommodation          | per service              | 2,213             | 2,368             | 2,533             | 2,711             |
| Arrange for non-scheduled Crew Transportation           | per service              | 2,213             | 2,368             | 2,533             | 2,711             |
| C.I.Q. assistance / Direct crew thru airport facilities | per arr or dep clearance | 4,426             | 4,735             | 5,067             | 5,421             |
| Cargo Supervision services                              | per flight               | 11,044            | 11,817            | 12,644            | 13,529            |
| Cargo Supervision services                              | Per flight               | 16,933            | 18,119            | 19,387            | 20,744            |
| Live Animal Handling                                    | per AVI                  | 2,153             | 2,304             | 2,465             | 2,637             |
| LD3,  | per day                  | 885               | 947               | 1,013             | 1,084             |
| LD11  | per day                  | 2,065             | 2,210             | 2,365             | 2,530             |
| Stacking of Pallets                                     | per stack per day        | 2,950             | 3,157             | 3,378             | 3,614             |
| <b>Miscellaneous services</b>                           |                          |                   |                   |                   |                   |
| Valet Service   |                          | 3,075             | 3,291             | 3,521             | 3,768             |
| Baggage Trolley   | per two hours            | 885               | 947               | 1,013             | 1,084             |
| Container Dollies                                       | per two hours            | 738               | 789               | 844               | 904               |
| Pallet Dollies  | per two hours            | 1,033             | 1,105             | 1,182             | 1,265             |
| Diesel / Battery Tractor                                | per hour                 | 6,491             | 6,945             | 7,431             | 7,952             |
| Ramp Car  | per hour                 | 2,950             | 3,157             | 3,378             | 3,614             |
| Luxury Vehicle  |                          | 3,745             | 4,007             | 4,288             | 4,588             |
| Standard Vehicle for NSOP                               |                          | 1,177             | 1,259             | 1,348             | 1,442             |
| Trip Charges above second vehicle                       |                          | 3,745             | 4,007             | 4,288             | 4,588             |
| Drop from Airport (City Side)                           |                          | 3,210             | 3,435             | 3,675             | 3,932             |

**Notes:**

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