



भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण
Airports Economic Regulatory Authority of India

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त्रिचि अंतरराष्ट्रीय हवाईअड्डा (टी.आई.ए.), तिरुचिरापल्ली में प्रदान की जाने वाली ग्राउंड हैंडलिंग
सेवाओं के लिए प्रथम नियंत्रण अवधि (वित्त वर्ष 2021-22 से वित्त वर्ष 2025-26)
के लिए टैरिफ निर्धारित करने के मामले में

IN THE MATTER OF
DETERMINATION OF TARIFF FOR GROUND HANDLING SERVICES
PROVIDED BY M/S BIRD AIRPORT SERVICES (TRICHY) PVT LTD. (BASTPL) AT
TRICHY INTERNATIONAL AIRPORT (TIA), TIRUCHIRAPPALLI
FOR THE FIRST CONTROL PERIOD
(FY 2021-22 TO FY 2025-26)

जारी करने की तारीख: 18 अक्टूबर, 2022

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List of Abbreviations:

AERA / Authority	Airports Economic Regulatory Authority of India
ATM	Air Traffic Movement
ATP	Annual Tariff Proposal
BASTPL	Bird Airport Services (Trichy) Pvt. Ltd.
CAPEX	Capital Expenditure
COD	Commercial Operation Date
CGF	Cargo, Ground Handling & Supply of Fuel
EBITDA	Earnings Before Interest, Tax, Depreciation and Amortisation
INR/ ₹	Indian Rupees
ISP	Independent Service Provider
LoI	Letter of Intent
MYTP	Multi-Year Tariff Proposal
OPEX	Operating Expenditure
O&M	Operation and Maintenance
PAT	Profit After Tax
P&L	Profit & Loss
SGHA	Standard Ground Handling Agreement
TIA	Trichy International Airport
YoY	Year on Year

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CHAPTER 1: INTRODUCTION

- 1.1 M/s Globe Ground India Pvt. Ltd. was awarded the Concession to provide Ground Handling Services at Trichy International Airport (TIA) by Airports Authority of India (AAI) through a competitive bidding process for ten (10) years, effective from Commercial Operation Date (COD). The COD shall be the date on which the Certificate of Operational readiness will be issued by the AAI to the Concessionaire in accordance with the provisions of Clause 3.5.1 of the Concession Agreement.
- 1.2 In accordance with the requirement of RFP, a Special Purpose Vehicle (SPV) named “Bird Airport Services (Trichy) Pvt Ltd” (BASTPL) was incorporated on 07.10.2021 to perform the obligations and exercise the rights of the Globe Ground India Pvt Ltd, under the LOI, for the purpose of performing, implementing, and executing the Ground Handling Services at Trichy International Airport.
- 1.3 BASTPL entered into a concession agreement with Airports Authority of India on 11.04.2022 for providing Ground Handling Services at Trichy International Airport.

The shareholding structure of the ISP is given as below:

Table-1: Summary of Shareholding Structure of BASTPL at TIA, Tiruchirappalli.

Name of Shareholder	No. of Equity Shares	Equity Holding (%)
Globe Ground India Private Limited	4,99,999	99.9998%
Mr. Gaurav Bhatia	1	0.0002%
TOTAL	500000	100.00%

- 1.4 As per the provisions of the AERA (CGF) Guidelines 2011, BASTPL submitted the Multi-Year Tariff Proposal (‘MYTP’) on 20.04.2022 for determination of Tariff for FY 2022-23 to FY 2025-26 of the First Control Period (FY 2021-22 to FY 2025-26) for providing Ground Handling Services at Trichy International Airport, Tiruchirappalli.
- 1.5 The Authority at C.P. stage on BASTPL submission on Trichy airport observed various discrepancies/errors, over which clarifications/details were sought from BASTPL, from time to time. After regular follow-up and several meetings/ discussions, BASTPL submitted the revised MYTP for FY 2022-23 to FY 2025-26 of the First Control Period on 22.07.2022.
- 1.6 Bureau of Civil Aviation Security has granted security clearance to BASTPL on 04.04.2022, which shall be valid for a period of five years from the date of issue of security clearance or the period of validity of contract with the Airport Operator, whichever is earlier.
- 1.7 The Authority, carefully examined the MYTP for the First Control Period submitted by the BASTPL in respect of Ground Handling Services being provided at Trichy International Airport and issued its Consultation Paper (CP) No. 06/2022-23 dated 02.08.2022, inviting suggestions/comments from the Stakeholders on the various proposals of the Authority with the following timelines:
- *Date of Issue of the Consultation Paper: 02nd August, 2022.*
 - *Date for submission of written comments by Stakeholders: 24th August, 2022.*
 - *Date for submission of counter comments: 02nd September, 2022.*
- 1.8 The Authority received comments from M/s SpiceJet Ltd. on the various proposals of the Authority contained in the Consultation Paper No. 06/2022-23 and the same were uploaded on the AERA's website

vide Public Notice no. 11/2022-23 dated 25.08.2022. The Authority, in response to Public Notice no. 11/2022-23 dated 25.08.2022, received counter comments from BASTPL on 02.09.2022.

- 1.9 The Authority, after examining the comments of M/s SpiceJet Limited & counter comments of BASTPL and after considering all the relevant aspects of the proposal has finalized this Tariff Order.

Stakeholders' Comments

M/s SpiceJet's Comments on Review of Tendering Process:

- 1.10 In its comments on review of tendering process, M/s SpiceJet has referred to para nos. 1.1 to 1.5 of the Consultation Paper and requested AERA *"to ensure that Airport Operator does not take the decision to award concession agreements solely on the revenue share being offered. Basing decisions solely on highest revenue share being offered breeds inefficiencies and tends to disproportionately increase the cost."*

BASTPL response on M/s SpiceJet's comments regarding Review of Tendering Process:

- 1.11 In response of SpiceJet's Comment on review of tendering process, BASTPL submitted that *"this is a Global Practice applied by the regulatory bodies. We need to follow the Guideline and instruction prescribed by these regulatory bodies. Therefore, SpiceJet should raise this observation with appropriate forum/regulatory bodies."*

Authority's view on the Stakeholder's Comments regarding Review of Tendering Process:

- 1.12 As regard to comment of M/s SpiceJet's on review of tendering process and response of BASTPL thereon, the Authority notes that Concession Fee/ Revenue Share paid by the ISP is in accordance with the concession agreement executed between the Service Provider and the Airport Operator. Further, as per AERA's regulatory approach, the royalty paid by the ISPs to the Airport Operator is treated as Aeronautical Revenue; hence, such revenues directly help in subsidizing the Aeronautical Tariff levied by Airport Operators to the Airlines. Further, the Authority is of the view that bidding process to award such contracts, based on which ISP pays Revenue Share to Airport Operator, is a non-regulatory issue and such matters may be dealt between the stakeholders at the appropriate forum.

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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 CGF Guidelines").

Stage I: - MATERIALITY ASSESSMENT:

2.2. In accordance with the above Guidelines and Directions, the following procedure is adopted for the determination of the Materiality Index of Regulated Service:

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

$$\begin{aligned}\text{The Materiality Index for Trichy Airport} &= 8896/420772 \\ &= 2.11\%\end{aligned}$$

2.3. The percentage share of Ground Handling for Trichy International Airport, Tiruchirappalli for FY 2019-20 is 2.11%, which is less than 5% Materiality Index (MI_G) for the subject service. Hence, the regulated service is deemed as '**Not Material**' for the First Control Period.

2.4. As per the information furnished by BASTPL on competition Assessment Form F1 (b), M/s AI Airport Services Limited (AIASL) is the other service provider rendering similar services at Trichy International Airport, Tiruchirappalli.

2.5. As per Clause 3.2 (i) of the Guidelines, wherever the Regulated Service provided is 'Non-Material', the Authority shall determine Tariff(s) for Service Provider(s) based on a '**Light Touch Approach**' for the duration of the Control Period, as per the provisions of chapter "V" of the Guidelines. Further, 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:

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

2.6. BASTPL invited Stakeholders for the Consultation Meeting fixed on 07.07.2022, however none of the stakeholders turned up for the consultation meeting; except the representatives from the Bird Group, namely Mr. Anmol Ahlawat, Station Manager and Mr. Sathyanarayanan Dinakaran, Marketing Head.



Authority's Decision regarding Methodology of Tariff Determination of BASTPL

- 2.7. Based on the material before it and its analysis, the Authority decides to consider the Tariff determination exercise of BASTPL for providing Ground Handling Services at Trichy International Airport (TIA), Tiruchirappalli under the “**Light Touch Approach**” for the First Control Period, as the regulated service is deemed to be ‘**Non-Material**’.



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CHAPTER 3: AIRCRAFT TRAFFIC (FLIGHTS TO BE HANDLED)

BASTPL Submission on Projected Aircraft Traffic (Flights to be Handled) for the First Control Period as a part of MYTP

3.1. Actual Aircraft Traffic (nos. of landings) handled by Trichy Airport from FY 2019-20 (pre-Covid year) to FY 2020-21 is given below:

Table 2: Actual Aircraft Traffic handled at Trichy Airport from FY 2019-20 to FY 2021-22.

Year	Total number of Landings at Trichy Airport			As Percentage (%) of 2019-20		
	Domestic	Inter-national	Total	Domestic	Inter-national	Total
2019-20	2,682	4,448	7,130	--	--	--
2020-21	1,489	834	2,323	56%	19%	33%
2021-22	1,542	1,898	3,440	57%	43%	48%

3.2. Projected Aircraft Traffic (flights to be handled) from FY 2022-23 to FY 2025-26 during First Control Period as submitted by BASTPL is given below:

Table 3: Projected Aircraft Traffic (Flights to be handled by BASTPL) submitted by ISP for the First Control Period.

Financial Year	Domestic (No. of Landings)	International (No. of Landings)	Total	YoY % change		
				Domestic	International	Total
2022-23	400	974	1,374	--	--	--
2023-24	572	1,825	2,397	43%	87%	74%
2024-25	755	1,871	2,626	32%	2%	10%
2025-26	829	1,918	2,747	10%	3%	5%
TOTAL	2,557	6,588	9,145			

Authority's Examination regarding Aircraft Traffic (Flights to be handled) for the First Control Period at Consultation Stage:

- 3.3. The Authority noted that COVID-19 had adversely impacted the Civil Aviation Sector, including Ground Handling Services providers, during FY 2020-21 & FY 2021-22.
- 3.4. As per the statistics available at AAI website, the total Aircraft Traffic (Domestic and International) during FY 2021-22 had reached 48% of the pre-Covid level (FY 2019-20). Further, the total Aircraft Traffic, particularly in the month of May, 2022 had reached to 79% Traffic of corresponding month of pre-Covid period (FY 2019-20) at Trichy Airport.
- 3.5. The Authority noted that BASTPL is a new entrant at Trichy Airport and expected to handle 1374 Flights (400 Domestic & 974 International) in FY 2022-23 (first year of operations). Thereafter, ISP expected to handle 74% more Flights in FY 2023-24 as compared to preceding year. For FY 2024-25 & FY 2025-26, ISP estimated growth rate of 10% and 5% in Aircraft Traffic respectively. The higher Aircraft Traffic growth (74% increase) in FY 2023-24 is due to the partial operations in FY 2022-23.
- 3.6. The Authority further noted that BASTPL projected lower Domestic Aircraft traffic as compared to International Aircraft traffic during the Control Period. As regard to lower Domestic Aircraft Traffic considered in Aircraft Traffic projection, BASTPL vide mail dated 08.06.2022 submitted that at present, only two airlines i.e. Indigo and Air India/Alliance are operating in domestic sectors at Trichy airport. Whereas, Indigo is doing self-handling and Air India/Alliance Air is taking the Ground Handling Services

of AIASL. ISP further stated that they expect some business in domestic sector when new Domestic Airlines start operations in the future at Trichy Airport. Accordingly, BASTPL projected Domestic Aircraft traffic for the First Control Period.

- 3.7. The Authority, mindful of the impact caused by Covid-19 pandemic in Civil Aviation Sector, taking note of clarifications/ justifications in respect of Aircraft Traffic submitted by the ISP, felt that the Aircraft Traffic projected by BASTPL for the First Control Period seems reasonable.

Stakeholders' Comments

- 3.8. During the stakeholder consultation process, the Authority received no comments/ views from stakeholders in respect of Traffic Volume (flights to be handled) for the Third Control Period.

Authority's Analysis regarding Aircraft Traffic for the Third Control Period:

- 3.9. The Authority, considering the impact of Covid Pandemic on the Civil Aviation Sector including Ground Handling Services and taking into account market competition due to the presence of other service provider namely AI Airport Services Limited (AIASL), feels that Aircraft Traffic projected by BASTPL for FY 2022-23 to FY 2025-26 of the First Control Period seems reasonable. Therefore, the Authority decides to maintain the same view on Aircraft Traffic as taken at Consultation Stage.

Authority's Decision regarding Traffic Volume for the First Control Period:

- 3.10. Based on the material before it and its analysis, the Authority decides to consider the Aircraft Traffic (Flights to be handled by BASTPL) submitted by BASTPL for the First Control Period as per Table 3.

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CHAPTER 4: CAPITAL EXPENDITURE

BASTPL's Submission on Capital Expenditure for the First Control Period as a part of MYTP

4.1. BASTPL projected a total Capital Expenditure (CAPEX) of Rs. 1253.65 lakhs on procurement of various assets for the period from FY 2022-23 to FY 2025-26 of the First Control Period. The year wise & asset wise Capital Expenditure projected by ISP for First Control Period as given below:

Table 4: Capital Expenditure submitted by BASTPL for the First Control Period.

(₹ in Lakhs)					
Particulars	2022-23	2023-24	2024-25	2025-26	TOTAL
Plant & Machinery	1140.25	21.00	32.60	28.60	1222.45
Furniture and Fittings	7.55	1.25	1.88	1.25	11.93
Office Equipment	2.32	-	0.75	-	3.07
Data Processing Equipment	3.10	-	-	-	3.10
Motor Vehicles	13.10	-	-	-	13.10
TOTAL	1166.32	22.25	35.23	29.85	1253.65

4.2. BASTPL submitted a detailed breakup of the capital expenditure of ₹ 1253.65 lakhs for the First Control Period as given below:

Table 5: Breakup of Capital Expenditure as submitted by BASTPL for the First Control Period.

Year	Particulars	Qty	Rate (₹ per Qty)	Amount	Asset Class
2022-23	Diesel Baggage TUG - 25T Tow Capacity	6	35.15	210.91	Ground Handling Equipment
	EBT-TLD	5	37.38	186.89	
	Diesel Farm Tractor	2	10.05	20.10	
	Push Back Tractor - Draw Pull Bar of 12000 DaN	3	54.51	163.54	
	Towbar Universal	4	7.63	30.54	
	Passenger Step - 2200-5300mm height-towable	3	7.05	21.15	
	Baggage Conveyor Belt - 5 M Boom Length	2	7.05	14.10	
	Baggage Conveyor Belt - Electric	2	9.05	18.10	
	Toilet servicing Cart - Lift pressure 0.25-0.35 Mpa, Flow rate 120L/min	1	26.05	26.05	
	Water Servicing Cart - Lift pressure 0.25-0.35 Mpa, Flow rate 120L/min	1	25.05	25.05	
	Ambulift - Lift 2000-4400 mm	1	35.05	35.05	
	Air Conditioning Unit-Cooling capacity 60T Air flow 200 ppm	1	108.39	108.39	
	JET START UNIT-400 PPM Single hose	1	151.73	151.73	
	GPU-90 KVA Single cable	1	54.87	54.87	Ground Handling Equipment
	Baggage trolleys	32	0.80	25.60	

	Container Dollies	10	1.30	13.00	
	Pallet Dollies - 10 Feet	14	1.65	23.10	
	Fuel Bowser 900 L - towable	1	10.05	10.05	
	Wheel chairs	20	0.13	2.50	Furniture & Fixtures
	Vehicle ramp	1	5.55	5.55	
	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
	Laserjet Black & White Printer	2	0.20	0.40	
	Laserjet MFP Color Printer	1	0.12	0.12	
	Paper Shredder	2	0.15	0.30	
	Laptop	2	0.55	1.10	Office Equipment
	Desktop	5	0.40	2.00	
	Mobile Phone	10	0.15	1.50	
	Office New Cabins Set Up / Modification	1	5.05	5.05	Furniture & Fixtures
	TOTAL FOR FY 2022-23			1,166.33	
2023-24	Baggage trolleys	10	0.80	8.00	
	Container Dollies	10	1.30	13.00	Ground Handling Equipment
	Wheel chairs	10	0.13	1.25	Furniture & Fixtures
	TOTAL FOR FY 2023-24			22.25	
2024-25	Passenger Step - 2200-5300mm height-towable	1	3.55	3.55	
	Baggage Conveyor Belt - 5 M Boom Length	1	8.05	8.05	Ground Handling Equipment
	Baggage trolleys	10	0.80	8.00	
	Container Dollies	10	1.30	13.00	Ground Handling Equipment
	Wheel chairs	15	0.13	1.88	Furniture & Fixtures
	Mobile Phone	5	0.15	0.75	Office Equipment
	TOTAL FOR FY 2024-25			35.23	
2025-26	Towbar Universal	1	7.05	7.05	
	Passenger Step - 2200-5300mm height-towable	1	3.55	3.55	Ground Handling Equipment
	Baggage trolleys	10	1.80	18.00	
	Wheel chairs	10	0.13	1.25	Furniture & Fixtures
	TOTAL FOR FY 2025-26			29.85	
	GRAND TOTAL			1,253.65	

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

4.3. The Authority noted that BASTPL is a new entrant at Trichy International Airport and projected a total CAPEX of ₹ 1253.65 lakhs for the First Control Period. Out of total CAPEX of ₹ 1253.65 lakhs projected for the Control Period, ISP proposed to incur ₹ 1222.45 lakhs for Ground Handling Equipment, ₹13.10 lakhs for vehicles, ₹ 11.92 lakhs for furniture & fixtures ₹ 3.10 lakhs for data processing unit and ₹ 3.07 lakhs for Office Equipment.

4.4. The Authority further noted that ISP proposed to spend an amount of ₹ 1166.33 Lakhs around (93%) of the total CAPEX in FY 2022-23 itself, on procurement of all the necessary Ground Handling Equipment, for smooth commencement of operations at Trichy International Airport.

- 4.5. BASTPL vide email dated 30.06.2022 informed that out of total capex proposed for FY 2022-23, they had already incurred an amount of ₹. 417.73 lakhs. Further, ISP vide mail dated 04.07.2022 provided the copies of the invoices/Purchase order regarding actual CAPEX incurred in FY 2022-23 and stated that the remaining CAPEX of ₹ 748.60 lakhs will be incurred during the remaining period of FY 2022-23.
- 4.6. The Authority noted that BASTPL, being a new entrant at the Trichy Airport, requires to make provision for necessary equipment/infrastructure in the first year itself for smooth roll out of its commercial operations, therefore, the Authority proposed to consider the CAPEX as submitted by BASTPL for the First Control Period.

Stakeholders' Comments

M/s SpiceJet's Comments on Deferment of Capital Expenditure (Regulatory Asset Base) for the First Control Period:

- 4.7. In its comments on Capital Expenditure for the First Control Period, M/s SpiceJet has referred to 4.1 to 4.5 & Table 4 & 5 of CP and submitted that *"as projected by IATA and CAPA it will take around two (2) - three (3) years for the flight operations to reach to its pre COVID-19 peak levels. In this situation, in order to support the airlines to continue and sustain its operations, all non-essential CAPEX proposed by BASTPL should be put on hold/deferred to the Second Control Period, unless deemed critical from safety or security compliance perspective.*
- 4.8. *Without prejudice to the above, in case BASTPL wants to make capital expenditure, then it should be at no additional expense to the airlines until the project is completed and put to use. Similarly, if any proposed Capex projects can be deferred from the First Control Period to the Fourth Control Period, same should be considered by AERA.*
- 4.9. *In addition, we recommend that an adjustment of 1% or higher, as deemed fit, is made by AERA for capital expenditure projects of the First Control Period that are not completed/capitalized as per the approved capitalization schedule other than those affected solely by the adverse impact of COVID-19. Such adjustments can be made by AERA during the tariff determination for the Second Control Period."*

BASTPL response on M/s SpiceJet's Comments regarding deferment of Capital Expenditure for the First Control Period:

- 4.10. In response of SpiceJet Comments on Capital Expenditure, BASTPL has submitted that
- "BASTPL is a new service provider and hence, it needs to incur the Capital Expenditure in the First year itself.*
 - BASTPL is required to induct Ground Handling equipment that are acceptable to its customer airlines which are audited in detail by these customers before signing Standard Ground Handling Agreement (SGHA).*
 - BASTPL is committed to provide world class Ground Handling Services, to meet service levels expected by the airlines and the airport operator, for better passenger service experience. Hence, BASTPL need to incur Capital Expenditure."*

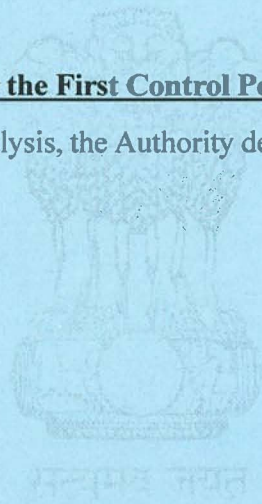


Authority's Analysis on the Stakeholders' Comments regarding Capital Expenditure for the First Control Period:

- 4.11. In respect to M/s SpiceJet comments and BASTPL response thereon, the Authority notes that BASTPL, being a new entrant at the Trichy Airport, is required to invest in equipment and allied infrastructure for provision of Ground Handling Services during the first year of commercial operations, so as to provide requisite services as per the expectations of User Airlines & Airport Operator. It would be unreasonable to expect quality Services from the Service Provider, if the required CAPEX on Equipment & allied facilities are not allowed.
- 4.12. Considering the above, the Authority feels that CAPEX proposed by BASTPL for the First Control Period is reasonable and essential for smooth operations and better passengers' facilitation at the Airport. Therefore, the Authority decides to maintain the same view on Capital Expenditure as taken at Consultation Stage.

Authority's Decisions regarding CAPEX for the First Control Period:

- 4.13. Based on the material before it and its analysis, the Authority decides to consider the CAPEX for the First Control Period as per Table 4.



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CHAPTER 5: OPERATING EXPENDITURE AND PROFITABILITY

BASTPL submission on Operating Expenditure for the First Control Period as a part of MYTP

5.1. As provided in Clause 9.4 of the Guidelines mentioned in Direction No. 04/ 2010-11, the Operation and Maintenance (O&M) 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 Expenditure submitted by BASTPL had been segregated into the following categories:

- Payroll Costs;
- Administrative and General Expenditure;
- Utility and Outsourcing Costs;
- Repair and Maintenance Expenditure;
- Concession Fees/Minimum Annual Guarantee (MAG);

5.3. As per the MYTP submission, projected Revenue, Operating Expenditures (OPEX) and Profitability in respect of BASTPL for the First Control Period (FY 2021-22 to FY 2025-26) is as under:

Table 6: Revenue and Operating Expenditure submitted by BASTPL for FY 2022-23 to FY 2025-26 of the First Control Period.

₹ in Lakhs						YoY% Change		
Particulars	2022-23 (Projection for 8 months)	2022-23 (Annualised for 12 months)	2023-24	2024-25	2025-26	2023-24*	2024-25	2025-26
Revenue (A)	1112.83	1669.25	2062.47	2169.25	2258.70	24%	5%	4%
Operating Expenditure								
Payroll Costs	526.46	789.69	849.51	912.59	977.32	7%	7%	7%
Administrative and General Costs	202.23	303.34	351.29	377.19	404.90	16%	7%	7%
Utilities and Outsourcing costs	33.06	49.59	58.42	63.28	66.83	18%	8%	6%
Repair and Maintenance Costs	15.00	22.50	25.00	26.00	27.04	11%	4%	4%
Concession Fees/MAG	486.67	730.00	584.00	467.20	373.76	-20%	-20%	-20%
Total Operating Expenditure (B)	1263.41	1895.12	1868.22	1846.25	1849.85	-1%	-1%	0%
PBIDT (A-B)	-150.58	--	194.25	323.00	408.85	--	--	--
Interest & Finance Cost	107.04	--	110.68	93.24	75.09	--	--	--
Depreciation	53.05	--	77.38	79.78	81.40	--	--	--
Profit Before Tax (PBT)	-310.67	--	6.19	149.99	252.36	--	--	--
Provision for Taxation**	0	--	0	0	24.63	--	--	--
Profit After Tax (PAT)	-310.67	--	6.19	149.99	227.73	--	--	--
PAT Margin (PAT/Revenue)	-27.92%	--	0.30%	6.91%	10.08%	--	--	--

*YoY % change is with respect to annualized figures for FY 2022-23.

Authority's Examination regarding Operating Expenditure for the First Control Period at the Consultation stage:

5.4. The Authority examined the Operating Expenditure for the First Control Period as submitted in Form F3 (P&L) and noted that there is a significant increase in the projected Operating Expenditures of FY 2023-24 over FY 2022-23. Accordingly, clarification was sought from BASTPL. In response, ISP vide email dated 04.07.2022 clarified that for FY 2022-23 they had considered Revenue and Operating Expenditure for

(08) eight months only; whereas, Revenue & Operating Expenses projected for full year in FY 2023-24.

The Authority had annualized the eight months' Revenue and Expenditure figures of FY 2022-23, for better comparison of YoY growth rates for the First Control Period as given below: -

- 5.5. **Payroll Costs:** The Authority noted that BASTPL had projected 7% YoY increase in payroll costs from FY 2023-24 onward. In response to AERA query on the proposed payroll costs, BASTPL vide email dated 22.07.2022 submitted that increase in payroll cost is projected after considering all relevant factors, including minimum wages notified by the Government from time to time, annual increments in salary and YoY increase in head count to handle projected increase in nos. of Flights etc.
- 5.6. **Administrative and General Costs:** The Authority noted that BASTPL had projected 16% increase in Administrative & General Costs in FY 2023-24 over FY 2022-23 and thereafter 7% YoY increase from FY 2024-25 onward. BASTPL vide email dated 22.07.2022 submitted that Administrative & General cost projected after factoring the increase in communication, travelling, marketing and others Administration expenses due to the annual inflation and YoY increase in the nos. of Flights projected to be handled.
- 5.7. **Utility and Outsourcing Costs:** The Authority noted that BASTPL had projected 18% increase in Utility and Outsourcing Costs in FY 2023-24 over FY 2022-23 and thereafter 8% & 6% increase projected for FY 2024-25 & FY 2025-26 respectively. BASTPL vide email dated 22.07.2022 submitted that Utility and Outsourcing cost is projected after factoring the increase in Fuel, water & electricity charges due to annual inflation. ISP further submitted that Utility and Outsourcing cost are directly linked with the nos. of flight handled, therefore, the Utility and Outsourcing cost will increase as the nos. of flight to be handled increase during the First Control Period.
- 5.8. **Repair and Maintenance Costs:** The Authority noted that BASTPL had projected 11% increase in Repair and Maintenance Costs in FY 2023-24 over FY 2022-23 and thereafter 4% YoY increase projected from FY 2024-25 onwards. In this regard, the ISP vide mail dated 22.07.2022 stated that R&M costs include expenses related to Spares, Consumables and Lubes & oil etc. Though, some of the spares are covered under warranty initially one to three years, However, expenditure on consumables, lubes, small spares required to be done periodically to keep equipment in its operational state even if the equipment is new.
- 5.9. **Concession Fees/MAG:** BASTPL submitted that every year they have to pay "Premium" to the Airport Operator which is the maximum of Minimum Annual Guarantee (MAG) or the Revenue Share percentage (up to 15%, depending upon the category of Flights) of their gross revenues. From the second year onwards, MAG will be 80% of the previous year Premium. Therefore, from FY 2023-24 onward, the Concession fee is projected to reduce by 20% on YoY basis, due to the reduction in MAG amount.
- 5.10. The Authority observed that as per clause no. 7.5.4 of Concession agreement (reproduced below) executed between the BASTPL & AAI, the passthrough component (of Concession fee) for the purpose of Tariff determination shall be limited to the Revenue share payable to the Airport Operator only:

"In case the tariff is determined under the jurisdiction of AERA, it is hereby clarified that the component of MAG1, MAG and/or Premium shall not be considered as a pass-through expenditure for the purpose of determination of tariff under the extant AERA regulatory framework. The passthrough component for tariff determination shall be limited to the Revenue share determined by using the percentages stated in Clause 7.1.1".

The Authority further observed that Airport Operator (AAI) drawn reference to AERA Order No 01/2018-19 dated 05.04.2018 related to capping of passthrough expenditure out of Royalty/Revenue Share payable by the ISPs to Airport Operators. It is pertinent to mention that the aforesaid AERA Order is applicable in case the Tariff of Regulated Service(s) determined under "Cost Plus Method". However, AERA is guided by its own regulatory approach for ISPs, as regard to that certain components of expenditure as

passthrough expenses or otherwise and the same cannot be decided by the Airport Operators.

The Authority further observed from the Projected P&L Statement that BASTPL likely to incur a loss of ₹ 310.67 lakhs in FY 2022-23 and thereafter expected to earn normal Profit upto 10% (PAT) from FY 2023-24 onwards.

Stakeholders' Comments

M/s SpiceJet's Comments on Operating & Maintenance expenditures (OPEX) for the First Control Period.

Abolishment of Royalty Charges/ Concession Fee (Refer 5.2, 5.9 and Table 6 of CP)

- 5.11. In its comments on Royalty Charges/ Concession Fee for the First Control Period, M/s SpiceJet has referred to Clause 5.9 & Table 6 of the CP and submitted that *"Any attempt to award the contracts by the airport operator on highest revenue share basis should be discouraged as it breeds inefficiencies and tends to disproportionately increase the cost. It is general perception that service providers have no incentive to reduce their expenses, as any such increase would be passed on to the airlines/stakeholders through the tariff determination mechanism process and indirectly airlines would be forced to bear these additional costs. There needs to be a mechanism for incentivizing the parties for increasing efficiencies and cost savings and not for increasing the royalty for the airport operator."*
- 5.12. *As you are aware, royalty is in the nature of market access fee, charged (by any name or description) by the airport operator under various headings without any underlying services. These charges are mostly passed on to the airlines by the airport operator or other services providers. 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. Sometimes it is argued by the airport operators that 'Royalty' on 'Aero Revenues' helps in subsidizing the aero charges for the airlines, however royalty in 'Non-Aero Revenues' hits the airlines directly without any benefit.*
- 5.13. *It is noted that while the Concession fees chargeable by the Airport Operator from BASTPL is upto 15%, as per the Concession Agreement. AERA is requested to please clarify whether this 15% is applicable on both domestic as well International Flights."*

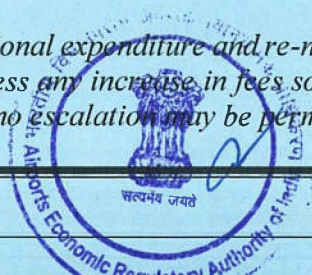
Operational & Maintenance Expenditure (Refer 5.2 to 5.8 and Table 6 of CP).

- 5.14. In its comments on OPEX for the First Control Period, M/s SpiceJet has referred to Clause 5.2 to 5.8 & Table 6 of the CP and submitted that *"it may be noted that across various industries, instead of cost escalations, all the costs have been renegotiated downwards substantially. We are unaware as to whether BASTPL has taken cost cutting measures including re-negotiations of all the cost items on its profit and loss account. It may be noted that cost incurred by BASTPL impacts the airlines as such cost is passed through or borne mostly by the airlines."*

In order to ensure that there is no adverse impact/increase in the tariff, we request AERA should:

(a) Put on hold any increase in operational expenditure by BASTPL not related to safety or security (Refer 5.3 and Table 6 of CP).

(b) Advise BASTPL to review its spending on operational expenditure and re-negotiate all the operational expenditure costs in a significant manner and address any increase in fees sought by BASTPL. BASTPL may be advised to reduce its cost substantially and no escalation may be permitted.



(c) In view of the above, BASTPL may be directed to pass on cost benefits to the airlines

(d) Further, we submit that:

(i) **Payroll Costs (Refer Table 6 and 5.5 of CP):**

Although the activity level has gone down drastically, rather than significant reduction in the cost, the employee expenses are proposed to increase to 7% YoY basis for the First Control Period.

It appears that BASTPL wants to recover most of its full employee cost from the airlines, which are facing significant challenges to meet its operating expenses.

We submit that there should not be any increase in manpower expenses till the existing manpower is effectively utilized as it will take another two (2) - three (3) years to recover. Existing manpower can be reviewed and any additional costs due to contract manpower or otherwise should be reduce.

Without prejudice to the above, BASTPL to consider restructuring its employee benefit expenses and other expenses and hold any revisions at least for the next two (2) years.

(ii) **Administrative & General Expenditure, Utility and Outsourcing Costs Concession Fees and Repair & Maintenance Cost (Refer para no. 5.6 to 5.9 & Table 6)**

AERA may advise BASTPL to rationalize/re-negotiate all the cost/expenditure items or heads as deemed fit since, it has been proposed to increase the cost between 4% to 18%, which is too high. Further, it is requested to please clarify the reason of YoY cost escalation between FY 2023 to FY 2024 on Administrative & General Cost, Utility and Outsourcing Costs and Repair & Maintenance Cost increase by 16%, 18% and 11% respectively.

We submit that AERA may kindly freeze any increase in operational expenditure after the FY 2023, and there should not be any increase in any expense or manpower thereafter”.

BASTPL response on M/s SpiceJet comments regarding Abolishment of Royalty Charges/ Concession fee:

5.15. In response of SpiceJet Comments on Royalty Charges/ Concession fee, BASTPL has submitted that “observations made by SpiceJet Ltd. is nowhere close to reality on ground. It is more than 15 years that the Airports Authority of India (AAI) is continuously privatizing Indian airports. All these airport concessions carry revenue share. Such private appointees (as Airport Operator for a defined concession period), further issue concessions on the basic parameter of 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 concession Airport operator. The revenues earned by the Airport Operators are reviewed by AERA to ascertain that the airport charges are meeting AERA guidelines.

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

In nutshell, the royalty on the Ground Handling Services is considered as Aero Revenue for the Airport Operator and hence it directly helps to reduce other Aero Charges which the airport operator



recovers from the airlines.”

- 5.16. BASTPL has further submitted that *“We have tried giving reasons on the observations made by SpiceJet. However, SpiceJet should raise this observation at appropriate forum/with appropriate regulatory bodies.”*

BASTPL response on M/s SpiceJet comments regarding OPEX for the First Control Period:

- 5.17. In response of SpiceJet Comments on OPEX, BASTPL has submitted that *“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.*

we are a ground handling company of proven track record. We are providing ground handling services at major airports in India from approximately 15 years and have sufficient control over our operational expenditure.

We also want to highlight that ground handling services cannot be provided without incurring substantial investment which contribute in the total charges. Ground handling services are provided by a team of trained and qualified staff under sufficient supervisions, followed globally.

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.

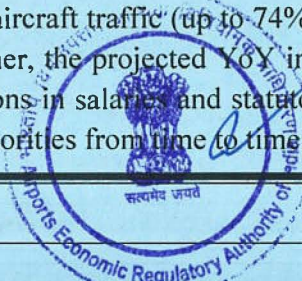
Observation made by SpiceJet Ltd. on the YoY increase in Administrative & General Cost, Utility & outsourcing costs and Repair & Maintenance Cost (Refer 5.6,5.7,5.8,5.9 and Table 6): SpiceJet has erred in making this observation, disregarding the increase in volume and hence, reluctant increase in the turnover. We again reiterate that such YoY increases are in line with inflation and volumes of operations.

Therefore, all our costs are justified and well controlled.”

Authority’s Analysis regarding Stakeholders’ comments on the Operating Expenditure for the First Control Period:

- 5.18. In respect to the comments of M/s. SpiceJet and response of BASTPL regarding Royalty Charges/ Concession Fee payable by the ISP to the Airport Operator, the Authority notes that the Concession Fee paid by the ISP to the Airport Operator is as per the Concession Agreement executed between the Service Provider and the Airport Operator. Further, as per AERA’s regulatory approach, the royalty paid by the ISPs to the Airport Operator is treated as aeronautical revenue for Airport Operator; hence, such revenues directly help in subsidizing the aeronautical Tariff levied by Airport Operators to the Airlines. Further, the Authority is of the view that bidding process to award such contracts, based on which ISP pays Revenue Share to Airport Operator, is a non-regulatory issue and such matters may be dealt between the stakeholders at the appropriate forum.

- 5.19. The Authority notes that ISP has projected 7% YoY increase in the payroll expenses which seems to be reasonable, considering the projected increase in aircraft traffic (up to 74%) and commensurate increase in revenues during the First Control Period. Further, the projected YoY increase in Payroll expenses is also nominal, taking into account annual escalations in salaries and statutory compliance of increase in minimum wages notified by the Government Authorities from time to time.



- 5.20. As regard to comments of M/s SpiceJet on Administrative & other Operating expenditure projected by the ISP for the Third Control Period, the Authority notes that ISP projected 7% YoY increase in Administrative & other Operating expenses, except for FY 2023-24, wherein 16% increase is projected over preceding year. The 16% increase in Administrative & General Expenses in FY 2023-24 over preceding year is reasonable considering that 74% increase in Aircraft Traffic projected to be handled. Further, 7% YoY increase considered from FY 2024-25 onward is also reasonable taking into account increase in no. of flights to be handled and impact of annual inflation.
- 5.21. As regard to Utility & Outsourced Expenses projected by the ISP for the First Control Period, the Authority notes that the ISP projected 18% increase in FY 2023-24 over FY 2022-23, 8% increase in FY 2024-25 & 6% increase in FY 2025-26 over preceding years. The Authority feels that YoY increase projected in expenses seems reasonable considering increase in projected Aircraft Traffic to be handled and taking into account the impact of general inflation on Utility expenses like electricity & water charges etc.
- 5.22. As regard to M/s SpiceJet's requests that no increase in payroll & other operating expenses may be considered for next 2-3 years, the Authority feels that considering significant increase in aircraft traffic projected by the ISP for the First Control period, after Covid pandemic, it is not practically feasible to freeze operating expenses as suggested by the SpiceJet, as operating costs have components which are variable in nature and same are linked to the level of aircraft traffic to be handled. Further, operating expenses, including payroll costs, increases on YoY basis due to factors like annual salary increments & increase in minimum wages, annual escalations in land rentals, utility costs such as fuel, electricity etc. to annual inflation/contractual provisions.

Considering the above, the Authority feels that the OPEX projected by the ISP for the First Control Period is reasonable. Therefore, the Authority decides to maintain the same view on Operating and Maintenance Expenditure for the First Control Period as taken at Consultation Stage.

Authority's decision regarding Operation and Maintenance Expenses for the First Control Period:

- 5.23. Based on the material before it and its analysis, the Authority decides to consider OPEX for the First Control Period as per Table 6.



CHAPTER 6: ANNUAL TARIFF PROPOSAL

BASTPL Submissions on Annual Tariff Proposal for the First Control Period as a part of MYTP

6.1 BASTPL submitted a Tariff proposal for Ground Handling Services in respect of Scheduled Operations at Trichy Airport for FY 2022-23 to FY 2025-26 of the First Control Period as given in the table below:

Table 7: Proposed Tariff Rates for Scheduled Flights submitted by BASTPL for FY 2022-23 to FY 2025-26 of the First Control Period.

(Rates in ₹)

A/C	FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26		
	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services
Domestic Passenger Flight												
Code B	7000	14000	20000	7500	15000	21400	8100	16100	22900	8700	17300	24600
Code C	10000	20000	30000	10700	21400	32100	11500	22900	34400	12400	24600	36900
Code D	15000	30000	45000	16100	32100	48200	17300	34400	51600	18600	36900	55300
International Passenger Flight												
Code C	42000	84000	125000	45000	89900	133800	48200	96200	143200	51600	103000	153300
Code D	59000	117000	175000	63200	125200	187300	67700	134000	200500	72500	143400	214600
Code E	88000	175000	262500	94200	187300	280900	100800	200500	300600	107900	214600	321700
Code F	105000	210000	315000	112400	224700	337100	120300	240500	360700	128800	257400	386000
Domestic Cargo Flight												
Code C	N/A	28000	N/A	N/A	30000	N/A	N/A	32100	N/A	N/A	34400	N/A
Code D	N/A	42000	N/A	N/A	45000	N/A	N/A	48200	N/A	N/A	51600	N/A
International Cargo Flight												
Code C	N/A	118000	N/A	N/A	126300	N/A	N/A	135200	N/A	N/A	144700	N/A
Code D	N/A	164000	N/A	N/A	175500	N/A	N/A	187800	N/A	N/A	201000	N/A
Code E	N/A	245000	N/A	N/A	262200	N/A	N/A	280600	N/A	N/A	300300	N/A

Notes:

- 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 above rates are exclusive of GST and any other applicable Government taxes.

6.2 BASTPL proposed the following % increase in the tariff for Schedule Flights at Trichy Airport as stated in the table below:

Table 8: Percentage (%) increase in Tariff for different categories of Scheduled Flights for the First Control Period.

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

International Cargo Flights									
CODE C	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A
CODE D	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A
CODE E	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A

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

Table 9: Proposed Tariff Rates for Non-Scheduled and General Aviation Operations - Domestic and International Flights submitted by BASTPL for the First Control Period.

(Rates in ₹)

Financial Year	2022-23		2023-24		2024-25		2025-26	
A/C Category	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.
MTOW								
0-5000	23,500	45,000	25,145	48,150	26,905	51,521	28,788	55,127
5001-10000	30,000	82,500	32,100	88,275	34,347	94,454	36,751	101,066
10001- 20000	36,500	131,250	39,055	140,438	41,789	150,269	44,714	160,788
20001- 35000	61,500	150,000	65,805	160,500	70,411	171,735	75,340	183,756
35001- 40000	63,000	168,750	67,410	180,563	72,129	193,202	77,178	206,726
40001- 50000	63,000	187,500	67,410	200,625	72,129	214,669	77,178	229,696
50001- 100000	85,000	243,750	90,950	260,813	97,317	279,070	104,129	298,605
100001 –200000	225,335	461,250	241,108	493,538	257,986	528,086	276,045	565,052
200001- 300000	515,052	543,750	551,106	581,813	589,683	622,540	630,961	666,118
300001 and above	618,062	656,250	661,326	702,188	707,619	751,341	757,152	803,935

Note: The above rates are exclusive of GST and any other applicable Government taxes.

Authority's Examination regarding Annual Tariff Proposal at Consultation Stage:

6.4 The Authority observed that in case of Schedule Flights, the ISP proposed 7% YoY increase in Tariffs from FY 2023-24 to FY 2025-26 during the First Control Period (Refer Table 8).

6.5 The Authority noted that BASTPL proposed a separate Tariff for Non-Scheduled and General Aviation Flights. In this regard, 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 Schedule Flights for similar class of Aircraft(s). However, the Authority proposed to consider the separate Tariffs in case of International Non-Scheduled & General Aviation Operations only (Refer Table 9).

6.6 The Authority observed that in case of Non-Scheduled Flights and General Aviation Operations also, BASTPL proposed 7% YoY increase in Tariffs from FY 2023-24 to FY 2025-26 during the First Control Period.

6.7 BASTPL should ensure compliance of Standardization of Ground Handling Equipment at Trichy Airport, 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

M/s SpiceJet Comments on Annual Tariff Proposal (ATP) for the First Control Period.

- 6.8 In its comments on Annual Tariff Proposal (ATP) for the First Control Period, M/s SpiceJet has referred para 6.1 to 6.3 and Table 7 to 9 of CP no. 06/2022-23 and submitted that *"At the onset we submit that the proposed rates of tariff are very high, especially for the scheduled passenger flights and especially in the back drop of COVID-19. It is in the interest of all the stakeholders not to implement such high tariff in order to encourage middle class people to travel by air, which will help in sharp post COVID-19 recovery of aviation sector. We also humbly request you that no hike in tariffs should be granted to BASTPL, in the First Control Period after FY 2023."*

BASTPL response on SpiceJet comments regarding Annual Tariff Proposal for the First Control Period:

- 6.9 In response of SpiceJet Comments on Annual Tariff Proposal, BASTPL has referred para no. 6.4 of the CP and submitted that *"the Authority has mentioned that BASTPL has proposed an increase of 7% YoY from FY 2022-23 onwards. We 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.*
- c) Increase in Fuel, rent & other costs which impact the operational cost.*

The observation made are of very generic and lacks substance to support this observation. SpiceJet has to understand that these rates are maximum rates and SpiceJet has option of discussing and negotiating. SpiceJet also has option of choosing other service provider or do self-handling in case negotiated prices are not suitable to them."

Authority's Analysis regarding Stakeholders' comments on Annual Tariff Proposal for the First Control Period:

- 6.10 The Authority notes that BASTPL has proposed an increase of 7% YoY from FY 2023-24 onward for Schedule Flights and Non-Scheduled & General Aviation Operations.
- 6.11 As regard to the comments of M/s SpiceJet on the proposed increase in Tariff rates, the Authority notes the submission of BASTPL that actual Tariff rates that would be charged to airlines will be different from the ceiling Tariff approved by the Authority, as the Tariff rates are negotiable and is decided bilaterally with the GHA, as a commercial obligation between authorized Airlines and ISP.
- 6.12 The Authority feels that 7% YoY increase proposed by the ISP in Tariff Rates from FY 2023-24 onward is reasonable considering the Capex proposed for the First Control Period and projected increase in operating costs, due to factors like projected increase in number of flights to be handled, periodic increase in the minimum wages rates, Increase in Fuel Cost, impact of general inflation on other components of operational costs.
- 6.13 The Authority notes that in accordance with MoCA's directive vide letter no. AV-24032/184/2022-AAI-MOCA dated 23rd September, 2022 regarding provision of Item-wise charges in respect of Ground Handling Services at Major Airport for Non-Scheduled Operators Permit (NSOP) and General Aviation (GA), BASTPL vide mail dated 13.10.2022 has submitted a separate Tariff Rate Card for Item-wise Charges for Scheduled and Non Scheduled Operators, including General Aviation (as per Annexure III).



6.14 Considering the above, the Authority decides to adopt the Tariff Rate cards for Schedule Flights (Domestic & International), International Non-Schedule & Item-wise charges as per Annexure-I, II & III.

Authority's Decisions regarding Tariff for the First Control Period:

Based on the material before it and its analysis, the Authority decides the following about Tariff structure and Annual Tariff Proposal for the First Control Period:

- 6.15 The Authority decides to adopt the Tariff Rates for Ground Handling Services provided by BASTPL in respect of Scheduled Flights, International Non-Scheduled & General Aviation Flights and Item-wise Tariff Rate card for the First Control Period as per Annexures (I, II & III).
- 6.16 The Authority decides that the Tariff Rates indicated in Annexures (I, II & III) shall be maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.
- 6.17 The Authority decides that Tariff for Domestic Non-Scheduled & General Aviation Operations, including Item-wise Charges, shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).
- 6.18 The Authority decides that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.
- 6.19 The Authority also decides that BASTPL shall ensure compliance towards Standardization of Ground Handling Equipment at Trichy Airport 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.

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CHAPTER 7: SUMMARY OF AUTHORITY'S DECISIONS

The Summary of Authority's decisions (given under each chapter) regarding the Tariff determination of BASTPL, for the First Control Period is as under:

Chapter	Para	Summary of Authority's Decisions	Page No.
Chapter No.2	2.7	The Authority decides to consider the Tariff determination exercise of BASTPL for providing Ground Handling Services at Trichy International Airport (TIA), Tiruchirappalli under the “ Light Touch Approach ” for the First Control Period, as the regulated service is deemed to be ‘ Non-Material ’.	8
Chapter No. 3	3.10	Based on the material before it and its analysis, the Authority decides to consider the Aircraft Traffic (Flights to be handled by BASTPL) submitted by BASTPL for the First Control Period as per Table 3.	10
Chapter No. 4	4.13	The Authority decides to consider the CAPEX for the First Control Period as per Table 4.	14
Chapter No. 5	5.23	The Authority decides to consider OPEX for the First Control Period as per Table 6.	20
Chapter No. 6	6.15	The Authority decides to adopt the Tariff Rates for Ground Handling Services provided by BASTPL in respect of Scheduled Flights, International Non-Scheduled & General Aviation Flights and Item-wise Tariff Rate card for the First Control Period as per Annexures (I, II & III).	24
	6.16	The Authority decides that the Tariff Rates indicated in Annexures (I, II & III) shall be maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.	
	6.17	The Authority decides that Tariff for Domestic Non-Scheduled & General Aviation Operations, including Item-wise Charges, shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).	
	6.18	The Authority decides that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.	
	6.19	The Authority also decides that BASTPL shall ensure compliance towards Standardization of Ground Handling Equipment at Trichy Airport in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-24011/10/2021-AAI-MOCA dated 01.11.2021.	

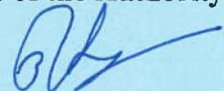


CHAPTER 8: ORDER

Upon careful consideration of the material available on record, as well as submission made by BASTPL, the Authority, in exercise of powers conferred upon it by Section 13(1)(a) of the AERA Act, 2008, hereby orders that:

- (i) The Ground Handling Services to be provided by M/s Bird Airport Services (Trichy) Pvt Ltd, (BASTPL) at Trichy International Airport (TIA), Tiruchirappalli is “**Non-Material**”. Therefore, the Authority decides to adopt ‘**Light Touch Approach**’ for determination of Tariff for the First Control Period (FY 2021-22 to FY 2025-26).
- (ii) The Authority decides that the Tariff Rates indicated in Annexure (I, II & III) 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, including item-wise charges, shall not exceed the approved Tariff for relevant Domestic Scheduled Flights for similar class of aircraft(s).
- (iv) The Authority decides that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.
- (v) The Tariff determined herein above is excluding of applicable taxes, if any.
- (vi) The Tariff Order shall be made effective from **01.11.2022**.
- (vii) M/s BASTPL shall maintain the separate accounts for its Ground Handling Operations at Trichy Airport and at the end of each tariff year submit Annual Compliance Statement (ACS), including annual audited accounts, as per AERA CGF Guidelines, 2011 (clause 11.4).
- (viii) 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,

Bird Airport Services (Trichy) Pvt Ltd (BASTPL)
Shri Sandeep Kumar Jain (CCO),
E-9 Connaught House, Connaught Place,
New Delhi-110001.

Copy to:

1. Secretary, Ministry of Civil Aviation, Rajiv Gandhi Bhawan, Safdarjung Airport, New Delhi-110003.
2. Chairman, Airports Authority of India, Rajiv Gandhi Bhawan, Safdarjung Airport, New Delhi-110003.
3. Airport Director, Trichy International Airport, Trichy - 620007.



ANNEXURE-I**APPROVED TARIFF RATE CARD FOR BASTPL PROVIDING GROUND HANDLING SERVICES AT TRICHY INTERNATIONAL AIRPORT (TIA), TIRUCHIRAPPALLI.**

Maximum Tariff rates to be levied for Domestic* and International Scheduled Flights in respect of Ground Handling Services for FY 2022-23 to FY 2025-26 of the First Control Period.

TARIFF RATES ARE EFFECTIVE FROM 01.11.2022

(Rates in ₹)

A/C	FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26		
	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services
Domestic Passenger Flight												
Code B	7000	14000	20000	7500	15000	21400	8100	16100	22900	8700	17300	24600
Code C	10000	20000	30000	10700	21400	32100	11500	22900	34400	12400	24600	36900
Code D	15000	30000	45000	16100	32100	48200	17300	34400	51600	18600	36900	55300
International Passenger Flight												
Code C	42000	84000	125000	45000	89900	133800	48200	96200	143200	51600	103000	153300
Code D	59000	117000	175000	63200	125200	187300	67700	134000	200500	72500	143400	214600
Code E	88000	175000	262500	94200	187300	280900	100800	200500	300600	107900	214600	321700
Code F	105000	210000	315000	112400	224700	337100	120300	240500	360700	128800	257400	386000
Domestic Cargo Flight												
Code C	N/A	28000	N/A	N/A	30000	N/A	N/A	32100	N/A	N/A	34400	N/A
Code D	N/A	42000	N/A	N/A	45000	N/A	N/A	48200	N/A	N/A	51600	N/A
International Cargo Flight												
Code C	N/A	118000	N/A	N/A	126300	N/A	N/A	135200	N/A	N/A	144700	N/A
Code D	N/A	164000	N/A	N/A	175500	N/A	N/A	187800	N/A	N/A	201000	N/A
Code E	N/A	245000	N/A	N/A	262200	N/A	N/A	280600	N/A	N/A	300300	N/A

* Tariff for Domestic Scheduled Flights is also applicable to Domestic Non-Scheduled flights & General Aviation.

Notes:

- Above Tariff Rates are excluding of all applicable taxes.
- Tariff determined shall be the maximum Tariff to be charged. No other charge is to be levied over and above the approved Tariff Rates.
- For payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.
- Any flight where either its arrival or departure is international, will be considered as an International Flight for the purposes of applying above rates.



ANNEXURE-II**APPROVED TARIFF RATE CARD FOR BASTPL PROVIDING GROUND HANDLING SERVICES AT TRICHY INTERNATIONAL AIRPORT (TIA), TIRUCHIRAPPALLI.**

Maximum Tarrif rates to be levied for International Non-Scheduled & General Aviation Flights in respect of Ground Handling Services for FY 2022-23 to FY 2025-26 of the First Control Period.

TARIFF RATES ARE EFFECTIVE FROM 01.11.2022

(Rates in ₹)

Financial Year	2022-23	2023-24	2024-25	2025-26
A/C Category	International	International	International	International
MTOW				
0-5000	45,000	48,150	51,521	55,127
5001-10000	82,500	88,275	94,454	101,066
10001- 20000	131,250	140,438	150,269	160,788
20001- 35000	150,000	160,500	171,735	183,756
35001- 40000	168,750	180,563	193,202	206,726
40001- 50000	187,500	200,625	214,669	229,696
50001- 100000	243,750	260,813	279,070	298,605
100001 –200000	461,250	493,538	528,086	565,052
200001- 300000	543,750	581,813	622,540	666,118
300001 and above	656,250	702,188	751,341	803,935

Notes:

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



ANNEXURE-III**APPROVED TARIFF RATE CARD FOR BASTPL PROVIDING GROUND HANDLING SERVICES
AT TRICHY INTERNATIONAL AIRPORT (TIA), TIRUCHIRAPPALLI.****TARIFF RATES ARE EFFECTIVE FROM 01.11.2022**

(Rates in ₹)

**(A) - Maximum Tariff for Item-wise Charges in respect of Scheduled Domestic* & International Flights for
FY 2022-23 to FY 2025-26 of the First Control Period.**

S. NO.	SERVICES	UNIT	2022-23		2023-24		2024-25		2025-26	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
1	Air Cooling Unit per hour usage	Per Hour	18479	29209	19773	31254	21157	33441	22638	35782
2	Air Starter Unit	Per Start	13536	21390	14484	22887	15497	24489	16582	26204
3	Aircraft Disinfection - Freighter A/Cs	Per service	4875	7500	5216	8025	5581	8587	5972	9188
4	Aircraft Disinfection - Pax A/C Code C	Per service	6000	12220	6420	13075	6869	13991	7350	14970
5	Aircraft Disinfection - Pax A/C Code D/E	Per service	10000	23075	10700	24690	11449	26419	12250	28268
6	Aircraft Disinfection - Pax A/C Code F	Per service	23384	35975	25021	38493	26772	41188	28646	44071
7	Aircraft marshalling	Per service	2000	4075	2140	4360	2290	4665	2450	4992
8	Ambulift	Per flight leg	10903	17233	11666	18439	12483	19730	13357	21111
9	Apron Transport (Passenger)	Per Trip	2000	5000	2140	5350	2290	5725	2450	6125
10	Arrange non-scheduled Crew HOTAC	Per flight	1294	1990	1385	2129	1482	2278	1585	2438
11	ATC payment services	Per flight	3000	8000	3210	8560	3435	9159	3675	9800
12	Baggage ID	Per Service	3000	4000	3210	4280	3435	4580	3675	4900
13	Baggage/Cargo cart	Per Hour	560	885	599	947	641	1013	686	1084
14	Ballast Bags refill	Per refill-per bag	1308	2068	1400	2213	1498	2368	1602	2533
15	Blue collar staff	Per staff per hour	1867	2950	1998	3157	2138	3377	2287	3614
16	Brake Cooling Service	Per flight	22061	33940	23605	36316	25258	38858	27026	41578
17	Cabin loading/unloading NB	Per hour	14118	21720	15106	23240	16164	24867	17295	26608
18	Cabin loading/unloading WB	Per hour	17648	27150	18883	29051	20205	31084	21620	33260
19	Cargo Supervision services	Per flight	6987	11043	7476	11816	7999	12643	8559	13528
20	Container/Pallet Dolly	Per Hour	467	737	500	789	535	844	572	903
21	Container/Pallet Dolly 20 FT	Per Hour	654	1033	700	1105	749	1183	801	1265
22	Conveyor belt	Per Hour	5000	10095	5350	10802	5725	11558	6125	12367
23	Crew Transport	Per Trip	2500	5000	2675	5350	2862	5725	3063	6125
24	Deportee/INAD handling	Per Passenger	3892	6150	4164	6581	4456	7041	4768	7534
25	Direct crew through airport facilities	Per Service	1000	4090	1070	4376	1145	4683	1225	5010
26	Excess Baggage Fee (% of collection)	As per collection	10%	10%	10%	10%	10%	10%	10%	10%
27	Exterior Cleaning - NB	Per Service	21900	31755	23433	33978	25073	36356	26828	38901
28	Exterior Cleaning - WB	Per Service	58000	84100	62060	89987	66404	96286	71052	103026
29	Forklift	Per Hour	7413	11405	7932	12203	8487	13058	9081	13972
30	Full body suit PPE	Per suit	1333	2050	1426	2194	1526	2347	1633	2511
31	Ground Power Unit	Per Hour	5000	14309	5350	15314	5725	16382	6125	17529

32	Headset service	Per Flight	2500	5000	2675	5350	2862	5725	3063	6125
33	Interior Deep Cleaning - NB	Per Service	8000	19220	8560	20565	9159	22005	9800	23545
34	Interior Deep Cleaning - WB	Per Service	15000	33895	16050	36268	17174	38806	18376	41523
35	Interior Turn Cleaning - NB	Per Service	8000	16700	8560	17869	9159	19120	9800	20458
36	Interior Turn Cleaning - WB	Per Service	15000	27000	16050	28890	17174	30912	18376	33076
37	LDL	Per hour	23329	35890	24962	38402	26709	41090	28579	43967
38	Manual Check-In	Per Passenger	133	205	142	219	152	235	163	251
39	MDL	Per hour	27622	42495	29556	45470	31624	48653	33838	52058
40	Operational Flight Plan Print Out	Per service	600	4075	642	4360	687	4665	735	4992
41	Passenger Step (mobile)	Per Hour	1500	7195	1605	7699	1717	8238	1838	8814
42	Pushback for narrow body aircraft	Per Push	11203	17702	11987	18941	12826	20267	13724	21686
43	Pushback for wide body aircraft	Per Push	16000	24000	17120	25680	18318	27478	19601	29401
44	Stationnary (Boarding card & Tags)	Per Flight	7059	10860	7553	11620	8082	12434	8648	13304
45	Tailstand	Per Hour	10000	15000	10700	16050	11449	17174	12250	18376
46	Toilet truck	Per Service	3000	11064	3210	11838	3435	12667	3675	13554
47	TowBar	Per Use	3500	5901	3745	6314	4007	6756	4288	7229
48	Towing of narrow body aircraft	Per Tow	14000	22000	14980	23540	16029	25188	17151	26951
49	Towing of wide body aircraft	Per Tow	24000	29000	25680	31030	27478	33202	29401	35526
50	Transit w/o visa pax	Per Passenger	3892	6150	4164	6581	4456	7041	4768	7534
51	Trestle (standard size - 4ft)	Per Hour	1000	2000	1070	2140	1145	2290	1225	2450
52	Tugs	Per Hour	3000	11405	3210	12203	3435	13058	3675	13972
53	ULD Storage	Per ULD/per day	1000	2695	1070	2884	1145	3086	1225	3301
54	UM Handling	Per UM	2531	3999	2708	4279	2898	4578	3101	4899
55	Vaccum Cleaner	Per Hour	1853	2850	1983	3050	2121	3263	2270	3491
56	VIP Vehicle (Innova Range)	Per trip	6000	9500	6420	10165	6869	10877	7350	11638
57	VIP Vehicle (Luxury - Mercedes/ BMW / AUDI range)	Per trip	9000	9500	9630	10165	10304	10877	11025	11638
58	VIPs	Per Passenger	3892	6150	4164	6581	4456	7041	4768	7534
59	Water truck	Per Service	3500	9588	3745	10259	4007	10977	4288	11746
60	Water Uplift	Per Ltr	5	15	5	16	6	17	6	18
61	Wheel Chair	Per Service	1000	2500	1070	2675	1145	2862	1225	3063
62	White collar staff	Per staff per hour	2800	4426	2996	4736	3206	5067	3430	5422

**Item Wise charges for Scheduled Domestic Flights is also applicable to Domestic Non-Scheduled flights and General Aviation.*

WB= Widebody Aircraft; NB Narrow Body Aircraft

Dom. =Domestic; Int. = International

Notes:

- Above Tariff Rates are excluding of all applicable taxes, if any.
- 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 the rate as on the 15th of the month will be applicable for the second fortnight.



(B) - Item wise charges for International Non-Scheduled Operators & General Aviation.

(Rates in ₹)

S. NO.	SERVICES	UNIT	2022-23	2023-24	2024-25	2025-26
1	Air Cooling Unit per hour usage	Per Hour	29209	31254	33441	35782
2	Air Starter Unit	Per Start	21390	22887	24489	26204
3	Aircraft Disinfection - Freighter A/Cs	Per service	7500	8025	8587	9188
4	Aircraft Disinfection - Pax A/C Code C	Per service	12220	13075	13991	14970
5	Aircraft Disinfection - Pax A/C Code D/E	Per service	23075	24690	26419	28268
6	Aircraft Disinfection - Pax A/C Code F	Per service	35975	38493	41188	44071
7	Aircraft marshalling	Per service	4075	4360	4665	4992
8	Ambulift	Per flight leg	17233	18439	19730	21111
9	Apron Transport (Passenger)	Per Trip	5000	5350	5725	6125
10	Arrange non-scheduled Crew HOTAC	Per flight	1990	2129	2278	2438
11	ATC payment services	Per flight	8000	8560	9159	9800
12	Baggage ID	Per Service	4000	4280	4580	4900
13	Baggage/Cargo cart	Per Hour	885	947	1013	1084
14	Ballast Bags refill	Per refill-per bag	2068	2213	2368	2533
15	Blue collar staff	Per staff per hour	2950	3157	3377	3614
16	Brake Cooling Service	Per flight	33940	36316	38858	41578
17	Cabin loading/unloading NB	Per hour	21720	23240	24867	26608
18	Cabin loading/unloading WB	Per hour	27150	29051	31084	33260
19	Cargo Supervision services	Per flight	11043	11816	12643	13528
20	Container/Pallet Dolly	Per Hour	737	789	844	903
21	Container/Pallet Dolly 20 FT	Per Hour	1033	1105	1183	1265
22	Conveyor belt	Per Hour	10095	10802	11558	12367
23	Crew Transport	Per Trip	5000	5350	5725	6125
24	Deportee/INAD handling	Per Passenger	6150	6581	7041	7534
25	Direct crew through airport facilities	Per Service	4090	4376	4683	5010
26	Excess Baggage Fee (% of collection)	As per collection	10%	10%	10%	10%
27	Exterior Cleaning - NB	Per Service	31755	33978	36356	38901
28	Exterior Cleaning - WB	Per Service	84100	89987	96286	103026
29	Forklift	Per Hour	11405	12203	13058	13972
30	Full body suit PPE	Per suit	2050	2194	2347	2511
31	Ground Power Unit	Per Hour	14309	15311	16382	17529
32	Headset service	Per Flight	5000	5350	5725	6125
33	Interior Deep Cleaning - NB	Per Service	19220	20565	22005	23545
34	Interior Deep Cleaning - WB	Per Service	33895	36268	38806	41523
35	Interior Turn Cleaning - NB	Per Service	16700	17869	19120	20458
36	Interior Turn Cleaning - WB	Per Service	27000	28890	30912	33076
37	LDL	Per hour	35890	38402	41090	43967
38	Manual Check-In	Per Passenger	205	219	235	251
39	MDL	Per hour	42495	45470	48653	52058
40	Operational Flight Plan Print Out	Per service	4075	4360	4665	4992
41	Passenger Step (mobile)	Per Hour	7195	7699	8238	8814
42	Pushback for narrow body aircraft	Per Push	17702	18941	20267	21686
43	Pushback for wide body aircraft	Per Push	24000	25680	27478	29401
44	Stationnary (Boarding card & Tags)	Per Flight	10860	11620	12434	13304
45	Tailstand	Per Hour	15000	16050	17174	18376
46	Toilet truck	Per Service	11064	11838	12667	13554
47	TowBar	Per Use	5901	6314	6756	7229
48	Towing of narrow body aircraft	Per Tow	22000	23540	25188	26951
49	Towing of wide body aircraft	Per Tow	29000	31030	33202	35526
50	Transit w/o visa pax	Per Passenger	6150	6581	7041	7534
51	Trestle (standard size - 4ft)	Per Hour	2000	2140	2290	2450
52	Tugs	Per Hour	11405	12203	13058	13972



53	ULD Storage	Per ULD/per day	2695	2884	3086	3301
54	UM Handling	Per UM	3999	4279	4578	4899
55	Vaccum Cleaner	Per Hour	2850	3050	3263	3491
56	VIP Vehicle (Innova Range)	Per trip	9500	10165	10877	11638
57	VIP Vehicle (Luxury - Mercedes/ BMW / AUDI range)	Per trip	9500	10165	10877	11638
58	VIPs	Per Passenger	6150	6581	7041	7534
59	Water truck	Per Service	9588	10259	10977	11746
60	Water Uplift	Per Ltr	15	16	17	18
61	Wheel Chair	Per Service	2500	2675	2862	3063
62	White collar staff	Per staff per hour	4426	4736	5067	5422

WB= Widebody Aircraft; NB Narrow Body Aircraft

Notes:

- Above Tariff Rates are excluding of all applicable taxes, if any.
- 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 the rate as on the 15th of the month will be applicable for the second fortnight.



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