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F. No. AERA/20010/ MYTP/IndoThai/GH/Jaipur/CP-III/2022-27

आदेश संख्या 18/2023-24
Order No. 18/2023-24



सत्यमेव जयते

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण
Airports Economic Regulatory Authority of India

मैसर्स जीसेक-इंडो-थाई ग्राउंड हैंडलिंग प्राइवेट लिमिटेड (जीसेक-इंडो-थाई) द्वारा जयपुर अंतर्राष्ट्रीय हवाईअड्डा, में प्रदान की जाने वाली ग्राउंड हैंडलिंग सेवाओं के लिए प्रथम नियंत्रण अवधि (वित्त वर्ष 2022-23 से वित्त वर्ष 2026-27) के लिए टैरिफ निर्धारित करने के मामले में

IN THE MATTER OF
DETERMINATION OF TARIFF IN RESPECT OF M/s GSEC-INDO-THAI GROUND HANDLING
PRIVATE LIMITED (GSEC-INDO-THAI) PROVIDING GROUND HANDLING SERVICES
AT JAIPUR INTERNATIONAL AIRPORT, FOR THE FIRST CONTROL PERIOD
(FY 2022-23 TO FY 2026-27)

जारी करने की तारीख : 16.09.2023

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List of Abbreviations:

AERA / Authority	Airports Economic Regulatory Authority of India
ATM	Air Traffic Movement
ATP	Annual Tariff Proposal
CAPEX	Capital Expenditure
GSEC-Indo-Thai	GSEC-Indo-Thai Ground Handling Private Limited
COD	Commercial Operations Date
CGF	Cargo Facility, Ground Handling & Supply of Fuel to Aircraft
GHA	Ground Handling Agencies
GHS	Ground Handling Services
INR/₹	Indian Rupees
ISP	Independent Service Provider
JIAL	Jaipur International Airport Limited
LOA	Letter of Award
MTOW	Maximum Take Off Weight
MYTP	Multi-Year Tariff Proposal
OPEX	Operating Expenditure
O&M	Operation and Maintenance
PAT	Profit After Tax
EBITDA	Earnings Before Interest, Tax, Depreciation and Amortization
P&L	Profit & Loss
SPC	Special Purpose Company
Y-o-Y	Year-on-Year

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CHAPTER 1: INTRODUCTION

- 1.1 M/s IndoThai Airport Management Services Pvt. Ltd. (ITAMSPL), vide its letter dated 10.01.2022, informed the Authority that the Consortium led by them was awarded the contract for providing Ground Handling Services at Jaipur International Airport, by Jaipur International Airport Limited (Airport Operator) vide its Letter of Award (LOA) dated 05.01.2022.
- 1.2 The Authority notes the Letter of Award dated 05.01.2022, inter-alia, stipulates that M/s ITAMSPL was required to form Special Purpose Company (SPC) within 15 days from issuance of LOA. Accordingly, M/s GSEC-Indo-Thai Ground Handling Private Limited (GSEC-Indo-Thai), a SPC, was incorporated on 14.01.2022.
- 1.3 The shareholding structure of the M/s GSEC-Indo-Thai, as informed by the ISP, is tabulated as below:

Table-1: Summary of Shareholding Structure of M/s GSEC-Indo-Thai:

Name of Shareholder	No. of Equity Shares	Equity Holding (%)
M/s IndoThai Airport Management Services Private Limited	26960	50.81
GSEC Limited	26000	49.00
Shyam Sunder Malani	100	0.19
Total	53060	100.00

- 1.4 Subsequently, the Airport Operator issued a letter dated 11.05.2022 to M/s GSEC-Indo-Thai Ground Handling Private Limited (SPC), inter-alia, stipulating certain compliances on the part of the SPC for undertaking the Ground Handling Services at the Jaipur International Airport. These compliances include security clearance from BCAS and tariff approval from Airports Economic Regulatory Authority.
- 1.5 M/s GSEC-Indo-Thai Ground Handling Private Limited was granted security clearance vide Bureau of Civil Aviation letter dated 27.10.2022, which is valid for a period of five years, from the date of issuance of security clearance.
- 1.6 Thereafter, a License Agreement dated 27.02.2023 has been executed between the Jaipur International Airport Limited and M/s GSEC-Indo-Thai Ground Handling Private Limited in respect of the aforesaid concession for a period of five years from the commencement operation date.
- 1.7 The Authority notes that following clauses of the License Agreement:

“C. IndoThai Airport Management Service Private Limited, the Lead Member of the consortium GSEC Indo Thai Airport Ground Handling Private Limited i.e., Licensee has emerged as the selected bidder in response to Request for Proposal dated 12th November, 2021. Accordingly, Airport Operator has issued Letter of Award dated 5th January, 2022 (LOA) in favour of the Lead Member with the mandate to incorporate the consortium within 15 days thereof. Further, as per LOA the Lead Member is also mandated to ensure the uninterrupted Ground Handling Services until the consortium obtains security permission and approval of tariff from relevant regulatory/government authority.”



D. Further, during the pendency of necessary security permission and approval of tariff from relevant regulatory/government authority in favour of the Licensee, the Lead Member has undertaken the commencement of Ground Handling Services effective from 4th February, 2022 (commencement date)."

- 1.8 Upon receipt of request from M/s IndoThai Airport Management Services Pvt. Ltd., vide its letter dated 10.01.2022, the Authority, vide its Order No. 34/2021-22 dated 14.01.2022, allowed M/s IndoThai Airport Management Services Pvt. Ltd. to levy and collect, on ad-hoc basis, tariff for Ground Handling Services at Jaipur International Airport w.e.f. 16.01.2022 to 31.03.2022, or, till the determination of regular ground handling tariff for the Control Period, whichever is earlier. Subsequently, ad-hoc tariff has been extended up to 30.09.2023 by the Authority vide following orders:
- (i) Order No. 46/2021-22 dated 17.03.2022 – extended the ad hoc tariff up to 30.09.2022;
 - (ii) Order No. 24/2022-23 dated 23.09.2022 – extended the ad hoc tariff up to 31.03.2023; and
 - (iii) Order No. 42/2022-23 dated 23.03.2023 – extended the ad hoc tariff up to 30.09.2023.
- 1.9 As per the provisions of 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 (CGF Guidelines), M/s GSEC-Indo-Thai submitted the Multi Year Tariff Proposal ('MYTP') on 28.06.2023 for determination of regular Tariff for providing Ground Handling Services at Jaipur International Airport, for the First Control Period.
- 1.10 The Authority carefully examined the MYTP for the First control Period submitted by M/s GSEC-Indo-Thai in respect of Ground Handling services at Jaipur International Airport and issued Consultation Paper No. 07/2023-24 dated 28.07.2023, inviting suggestions/comments from the stakeholders on the various proposals of the Authority with the following timelines:
- Date for submission of written comments by Stakeholders: 18.08.2023
 - Date for submission of counter comments by ISP: 25.08.2023
- 1.11 The Authority received comments from the stakeholder namely, M/s SpiceJet Ltd. on the various proposals of the Authority contained in the Consultation Paper No. 07/2023-24 dated 28.07.2023 and the same were uploaded on the AERA's website vide Public Notice No. 07/2023-24 dated 21.08.2023.
- 1.12 The Authority, in response to Public Notice No. 07/2023-24 dated 21.08.2023, received counter comments from M/s GSEC-Indo-Thai on 21.08.2023.
- 1.13 The Authority, after examining the comments of stakeholder i.e., M/s SpiceJet Ltd, counter comments of the ISP on the CP No. 07/2023-24 and after considering all the relevant aspects of the case, has finalized this Tariff Order.



CHAPTER 2: PRINCIPLES FOR DETERMINATION OF TARIFF FOR AERONAUTICAL SERVICES

- 2.1 The Authority, vide Order No. 12/2010-11 dated 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 ("CGF Guidelines"), vide its Direction No. 04/2010-11 dated 10.01.2011.
- 2.2 In accordance with above mentioned AERA CGF Guidelines, the following procedure is adopted for the determination of the Materiality Index of Regulated Service, as per clause 4.4 of the Guidelines:

MATERIALITY ASSESSMENT:

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

$$\begin{aligned} \text{The Materiality Index for Jaipur Airport} &= 3612/420772 \\ &= 0.86\% \end{aligned}$$

The percentage share of Jaipur International Airport for FY 2019-20 in respect of International Aircraft Movements is 0.86%, which is less than 5% Materiality Index (MI) for the subject regulated service. Hence, the Regulated Service is deemed 'Not Material' for the First Control Period at Jaipur International Airport, as per clause 4.4(ii) of the Guidelines. In view of the aviation industry being severely affected by the unprecedented event of covid-19, the Authority considered pre-pandemic year i.e., FY 2019-20 for determining Materiality Index of Regulated Service.

- 2.3 As per the information furnished by M/s GSEC-Indo-Thai in Form F1 (b) on competition Assessment, M/s AI Airport Services Limited (AIASL) is also rendering similar services at Jaipur International Airport.
- 2.4 As per Clause 3.2 (i) of the CGF Guidelines, wherever the Regulated Service provided is 'Not 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.
- 2.5 As per clause 11.2 of the CGF Guidelines, the Annual Tariff Proposal (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);
 - Evidence of Consultation with Stakeholders;
 - 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 The Authority noted that M/s GSEC-Indo-Thai submitted the Annual Tariff Proposal (ATP) along with its MYTP. The ISP conducted stakeholders' consultation meetings on 24th May, 2023 and submitted minutes of meetings to the Authority. It was observed that the representatives of Vistara



Airlines, Air Arabia and AIX Connect participated in the above referred meetings and as per the minutes of meetings, none of the Stakeholders raised any concern regarding Tariff proposed by ISP.

Stakeholders' Comments:

M/s SpiceJet's Comments on the review of Tendering Process:

- 2.7 *“Authority may kindly note that “guiding principles issued by the International Civil Aviation Organization (ICAO) on charges for Airports and Air Navigation Services (ICAO DoC 9082), which lays down the main purpose of economic oversight which is to achieve a balance between the interest of Airports and the Airport Users. This policy document categorically specifies “that caution be exercised when attempting to compensate for shortfalls in revenue considering its effects of increased charges on aircraft operators and end users.” The said policy document also emphasizes on balancing the interests of airports on one hand and aircraft operators, end users on the other, in view of the importance of the air transport system to States. This should be applied particularly during periods of economic difficulty. Therefore, the policy document recommends that States encourage increased cooperation between airports and aircraft operators to ensure that the economic difficulties facing them all are shared in a reasonable manner.”*

Sir, as this is particularly a period of economic difficulty for airlines, AERA is humbly requested 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, as envisioned in the abovementioned guiding principle.”

M/s GSEC-Indo-Thai's Response to M/s SpiceJet's Comments:

- 2.8 *“This is not in the scope of Ground Handling Agency (GHA), only the concerned Authority can comment.”*

Authority's analysis on the Stakeholders' comments regarding review of tendering process:

- 2.9 The Authority notes the comments of M/s SpiceJet regarding economic oversight of Airports and ANS services as per ICAO's Guiding Principles (ICAO doc 9082) and award of concession by airport operator on revenue sharing basis.

In this regard, the Authority observes that ICAO Guiding Principles for charges for Airport Services, encourage States to incorporate four key principles of non-discrimination, cost relatedness, transparency and consultation with users. It is stated that the Authority's Regulatory Approach for Economic Oversight of Airports, relating to Tariff determination of Aeronautical Services at Major Airports, is in compliance with ICAO's above said Guiding Principles for charges for Airport Services and is in accordance with the mandate given to the Authority under the AERA Act, 2008.

- 2.10 With regard to the aspect of awarding Concessions by the Airport Operator on Revenue Share basis, the Authority observes that Concession Fee/ Revenue Share paid by the ISP to Airport Operator is in accordance with the Concession Agreement executed between the Service Provider and the Airport Operator. 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. Further, as per the regulatory approach of the AERA, the royalty paid by the ISPs to the Airport Operators, is treated as aeronautical revenues in the hands of Airport Operators; hence, such revenues directly help in subsidizing the aeronautical

Tariffs, levied by the Airport Operators to the Airlines.

Authority's decision regarding Methodology of Tariff Determination of M/s GSEC-Indo-Thai:

- 2.11 Based on the material before it and its analysis, the Authority decides to consider the Tariff determination exercise in respect of M/s GSEC-Indo-Thai, providing Ground Handling Services at Jaipur International Airport, under the '**Light Touch Approach**' for the First Control Period, as the regulated service is deemed '**Not Material**'.



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CHAPTER 3: AIRCRAFT TRAFFIC (FLIGHTS TO BE HANDLED)

M/s GSEC-Indo-Thai submission on Projected Aircraft Traffic (Flights to be Handled) for the First Control Period as part of MYTP

3.1 Actual Aircraft Traffic (No. of Landings) handled at Jaipur Airport, from FY 2018-19 to FY 2022-23 is given below:

Table 2: Actual Aircraft Traffic handled at Jaipur Airport during FY 2018-19 to FY 2022-23

Year	Total number of Landing at Jaipur Airport			Y-o-Y % increase		
	Domestic	International	Total	Domestic	International	Total
2018-19	21010	2083	23093	--	--	--
2019-20	17936	1806	19742	-15%	-13%	-14.5%
2020-21	8877	590	9467	-51%	-67%	-52%
2021-22	12895	688	13583	45%	16%	43%
2022-23	19106	1472	20578	48%	114%	52%

3.2 Projected Aircraft Traffic (flights to be handled) for the First Control Period submitted by M/s GSEC-Indo-Thai is given below in Table 3:

Table 3: Projected Aircraft Traffic (Flights to be handled by the ISP) submitted by M/s GSEC-Indo-Thai for the First Control Period

Year	Flights to be handled by M/s GSEC-Indo-Thai for the First Control Period		Total (No. of Landings)	Y-o-Y % increase		
	Domestic (No. of Landings)	International (No. of Landings)		Domestic	International	Total
	2023-24	4770	1200	5970	-	-
2024-25	5028	1255	6283	5.4%	4.5%	5.2%
2025-26	5294	1311	6605	5.3%	4.5%	5.1%
TOTAL (FY 2023-24 to FY 2025-26)	15092	3766	18858			

Authority's examination regarding Aircraft Traffic at CP stage:

3.3 The Authority noted that the License Agreement, inter-alia, mandated M/s IndoThai Airport Management Services Pvt. Ltd. to ensure the uninterrupted Ground Handling Services at Jaipur International Airport, during the pendency of necessary clearances/approvals in respect of M/s GSEC-Indo-Thai. Accordingly, M/s ITAMSPL started providing the ground handling services at Jaipur International Airport with effect from 04.02.2022.

3.4 The Authority further noted that the SPC i.e. M/s GSEC Indo-Thai considered FY 2021-22 to 2025-26 as their First Control Period and submitted its MYTP, accordingly. Since the commencement of



services started with effect from 04.02.2022 and in view of Airport Operator's Third Control Period commenced with FY 2022-23, the Authority considered it prudent to treat FY 2022-23 as the First Tariff Year and FY 2026-27 as the fifth/last Tariff Year of the Control Period (FY 2022-23 to FY 2026-27) in respect of M/s GSEC-Indo-Thai. Accordingly, vide email dated 22.06.2023, M/s GSEC-Indo-Thai was requested to furnish the actual traffic handled by M/s ITAMSPL from 04.02.2022 till 31.03.2023 and projected traffic for the tariff year 2026-27 along with other relevant details. In response, M/s GSEC-Indo-Thai, vide email dated 28.06.2023, inter-alia, furnished the following actual traffic, handled by M/s ITAMSPL, for the FY 2022-23:

Year	Flights handled by M/s IndoThai Airport Management Services Pvt. Ltd.
2022-23	1444

3.5 M/s GSEC-Indo-Thai also submitted the following traffic projections for the year 2026-27:

Year	Flights to be handled by M/s GSEC-Indo-Thai	
	Domestic (No. of Landings)	International (No. of Landings)
2026-27	5399	1337

3.6 After taking into the submission as brought out under 3.3 and 3.4 above, Table 3 was reconstructed/revised as under:

Table 4: Projected Aircraft Traffic (including flights handled by M/s ITAMSPL) submitted by M/s GSEC-Indo-Thai for the First Control Period

Year	Flights to be handled by M/s GSEC-Indo-Thai for the First Control Period		Total (No. of Landings)	Y-o-Y % increase		
	Domestic (No. of Landings)	International (No. of Landings)		Domestic	International	Total
	2022-23*	375	1069	1444	-	-
2023-24	4770	1200	5970	1172%	12%	313%
2024-25	5028	1255	6283	5%	4%	5%
2025-26	5294	1311	6605	5%	4%	5%
2026-27	5399	1337	6736	2%	2%	2%
TOTAL (FY 2022-23 to FY 2026-27)	20866	6172	27038			

*Actual traffic handled by M/s IndoThai Airport Terminal Management Services Pvt. Ltd. (Lead Member of the SPV)

3.7 Taking into account the actual traffic handled by M/s ITAMSPL during FY 2022-23, the Authority observed that M/s GSEC-Indo-Thai projected an increase of 313% in the total aircraft traffic in FY 2023-24 as compared to FY 2022-23 traffic handled by the Lead Member. Further, M/s GSEC-Indo-Thai projected an increase of 5% for FY 2024-25 and FY 2025-26, and 2% for FY 2026-27, over previous years.

- 3.8 As per the statistics available at AAI website, the total Aircraft Traffic (Domestic and International) at Jaipur International Airport for the FY 2022-23 had surpassed the Aircraft Traffic of pre-Covid period (FY 2019-20) at this Airport (Reference Table 2 above). The Authority also noted that during the FY 2022-23, Jaipur International Airport handled 20578 number of landings (both Domestic and International flights) and the ISP projected 5970 flights (Domestic and International flights) to be handled during the FY 2023-24, which is approx. 30% of the actual number of flight landings at the Airport for the FY 2022-23.
- 3.9 The Authority, considering the aircraft traffic at Jaipur International Airport which has now recovered from the covid pandemic and taking into account the other relevant aspects, noted that the aircraft traffic projected by the ISP for the First Control Period seemed reasonable. Accordingly, the Authority proposed to consider Traffic projections (flights to be handled) as submitted by M/s GSEC-Indo-Thai for the last four tariff years (i.e., FYs 2023-24, 24-25, 25-26 and 26-27) of the First Control Period, as given in Table 4 above.

Stakeholders' Comments

M/s SpiceJet comments on Aircraft Traffic:

- 3.10 *"It is submitted that while predicting Aircraft Traffic, it may be noted that recent post COVID-19 trends may not show similar trends in the future after normalization of operations, and thus should not be linearly extrapolated for projecting future volumes.*

Thus, is submitted that at this point in time, it may not be realistic to assess the Aircraft Traffic and therefore it is requested that Authority may rationalize and true up the actual volumes during the 2nd Control Period, when a clearer picture emerges, especially since GSEC-Indo-Thai is a new entrant with no track record at this station.

In addition, as this airport has the potential for high traffic volumes due to its strategic location and popular vacation destination from all over the world, we request AERA to conduct an independent expert study for Aircraft Traffic projections, in accordance with the Airport Economic Regulatory Authority of India Act, 2008 (AERA Act)."

M/s GSEC-Indo-Thai's response to M/s SpiceJet's Comments regarding Aircraft Traffic:

- 3.11 *"The SPV partner of GSEC-Indo-Thai Ground Handling Private Limited (GSEC-Indo-Thai) is IndoThai Airport Management Services Private Limited (IndoThai) and IndoThai has been concessionaire and been operating at Jaipur Airport since 2011.*

The observation of Spicejet Ltd. is factually incorrect."

Authority's analysis on the Stakeholders' comments regarding projected Aircraft Traffic Volumes:

- 3.12 The Authority noted the comments of the M/s SpiceJet & ISP's response thereon. As regard to the aspect of true up of projected aircraft traffic (flights to be handled by the ISP) at the time of Second Control Period, it is appraised that the Regulated Service (Ground Handling Services) at Jaipur Airport, in respect of the First Control Period of the ISP, is deemed 'Not Material' (Reference Para 2.11 of this Tariff Order) and tariff determination process for the ISP has accordingly been dealt under the 'Light Touch Approach, where the concept of True-Up is not applicable. However, it is informed that the Authority has done the required due diligence while proposing Aircraft Traffic (flights to be handled) for the First Control Period, at CP stage.



3.13 In respect of the M/s SpiceJet's suggestion regarding independent study on aircraft traffic projections in accordance with AERA Act 2008, the Authority may get an independent study conducted on the same at an appropriate time, if required.

3.14 **Authority's decision regarding Aircraft Traffic Volume (Flights to be handled by the ISP) for the First Control Period:**

Based on the material before it and its analysis, the Authority decides to consider the Aircraft Traffic (Flights to be handled by the ISP) for the last four tariff years (i.e., FY 2023-24, 2024-25, 2025-26 and 2026-27) of the First Control Period as per Table 4 above.



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CHAPTER 4: CAPITAL EXPENDITURE

M/s GSEC-Indo-Thai's Submission on Capital Expenditure for the First Control Period

4.1 M/s GSEC-Indo-Thai projected total Capital Expenditure (CAPEX) of ₹ 3574.60 Lakhs for the First Control Period, as part of MYTP submissions. CAPEX was proposed to be incurred during FY 2023-24 to FY 2026-27. The year-wise Capital Expenditure projected by ISP is given below:

Table 5: Projected Capital Expenditure submitted by M/s GSEC-Indo-Thai for the First Control Period

Particulars	(₹ in Lakhs)					Total
	2022-23*	2023-24	2024-25	2025-26	2026-27	
Ground Handling Equipment	926.35	1241.10	1210.00	369.10	142.25	2962.45
Vehicles	180.00	180.00	320.00	10.00	20.00	530.00
Furniture and Fitting	15.00	20.00	5.00	2.15	5.00	32.15
Office Equipment	20.00	30.00	10.00	5.00	5.00	50.00
Total	1141.35	1471.10**	1545.00	386.25	172.25	3574.60

*M/s IndoThai Airport Management incurred capex of Rs. 1141.35 lakhs during the FY 2022-23 out of the total proposed capex of Rs. 3574.60 lakhs. The capex incurred during the FY 2022-23 will be transferred to M/s GSEC-Indo-Thai and has been considered in capex plan of Rs. 1471 lakhs for FY 2023-24.

** Including Rs. 1141.35 lakhs incurred during FY 2022-23.

4.2 As part of MYTP, the ISP also provided detailed bifurcation of the proposed CAPEX for the First Control Period as under:

Table 6: Breakup of Capital Expenditure as submitted by M/s GSEC-Indo-Thai for the First Control Period

Sl. no.	Particulars	Cost/ Unit (₹ in lakhs)	2023-24		2024-25		2025-26		2026-27		Total
			Qty.	Amount	Qty.	Amount	Qty.	Amount	Qty.	Amount	
1.	Ground Handling Equipment:										
	Push Back - Medium	90.00	1	90.00	0	0.00	1	90.00	0	0.00	180.00
	Push Back - Heavy	350.00	1	350.00	0	0.00	0	0.00	0	0.00	350.00
	Towbar	7.50	4	30.00	0	0.00	2	15.00	1	7.50	52.50
	MDL	375.00	1	375.00	0	0.00	0	0.00	0	0.00	375.00
	LDL	235.00	0	0	3	705.00	0	0.00	0	0.00	705.00
	Tugs	25.00	3	75.00	3	75.00	0	0.00	1	25.00	175.00
	Air Cooler Unit - 110 Ton	137.00	0	0.00	1	137.00	0	0.00	0	0.00	137.00
	Ground Power Unit - 90 KVA	36.00	1	36.00	1	36.00	0	0.00	0	0.00	72.00
	Air start unit - 300 ppm	113.00	0	0.00	1	113.00	0	0.00	0	0.00	113.00
	Conveyor belt- Electrical (Motorized)	35.00	1	35.00	0	0.00	1	35.00	0	0.00	70.00
	Conveyor belt towable	8.00	3	24.00	3	24.00	2	16.00	1	8.00	72.00
	Pax step Motorized wide body	42.00	1	42.00	1	42.00	0	0.00	0	0.00	84.00
	Towable Pax Step ladder	8.00	3	24.00	3	24.00	2	16.00	1	8.00	72.00

	Lavatory truck - Motorized	20.00	1	20.00	0	0.00	1	20.00	1	20.00	60.00
	Water truck - Motorized	20.00	1	20.00	0	0.00	1	20.00	0	0.00	40.00
	Towable toilet cart with motor	4.00	1	4.00	1	4.00	2	8.00	2	8.00	24.00
	Towable water cart with motor	4.00	1	4.00	1	4.00	2	8.00	2	8.00	24.00
	Vacuum Cleaner	0.50	4	2.00	3	1.50	4	2.00	5	2.50	8.00
	Pallet Dolly	2.00	12	24.00	0	0.00	11	22.00	5	10.00	56.00
	Container Dolly	2.00	16	32.00	16	32.00	10	20.00	5	10.00	94.00
	Baggage Trolley - Open	0.50	10	5.00	0	0.00	100	50.00	25	12.50	67.50
	Baggage Trolley - Covered	0.65	60	39.00	0	0.00	50	32.50	20	13.00	84.50
	Ambulift Towable	12.00	0	0.00	1	12.00	0	0.00	0	0.00	12.00
	Fire Extinguisher trolley	0.15	4	0.60	0	0.00	4	0.60	5	0.75	1.95
	Trestle/ Ladder	2.00	1	2.00	0	0.00	1	2.00	1	2.00	6.00
	Wheelchairs	0.20	30	6.00	0	0.00	50	10.00	10	2.00	18.00
	Fuel Bowser	1.50	1	1.50	0	0.00	0	0.00	0	0.00	1.50
	Miscellaneous			7.50		7.50		2.00		5.00	22.00
	Total			1241.10		1210.00		369.10		142.25	2962.45
2.	Vehicles:										
	Bus/coaches	80.00	2	160.00	4	320.00	0	0.00	0	0.00	480.00
	car/Jeeps	10.00	2	20.00		0.00	1	10.00	2	20.00	50.00
	Total			180.00		320.00		10.00		20.00	530.00
3.	Furniture & Fittings			20.00		5.00		2.15		5.00	32.15
4.	Office Equipment			30.00		10.00		5.00		5.00	50.00
	GRAND TOTAL			1471.10		1545.00		386.25		172.25	3574.60

Authority's Examination of the CAPEX proposed by the ISP at CP stage:

- 4.3 The Authority noted that the ISP projected major portion of CAPEX in the FY 2023-24, 2024-25 and 2025-26 of the First Control Period. Out of Total projected CAPEX, M/s GSEC-Indo-Thai projected major CAPEX of ₹2692.45 lakhs for Ground Handling Equipment and ₹ 530 lakhs for vehicles.
- 4.4 The Authority observed that M/s GSEC-Indo-Thai projected significant CAPEX of ₹ 3574.60 lakhs to be incurred during the First Control Period, however, the lead member of the SPC commenced operations just before the first tariff year (FY 2022-23) of the Control Period. In view of this, a clarification was sought from the ISP. In response, ISP vide email dated 20.06.2023 stated that *"the operations started in the name of parent company on 04.02.2022 on temporary basis as per the agreed terms of the LOI and also as per the requirement of the airport operator. The operations are now being shifted to the SPV under consideration as all the required clearances have been obtained. The equipment required are to be transferred/ purchased in SPV and also more equipment are to be inducted, hence, the above CAPEX has been assumed."*
- 4.5 The Authority sought further clarification on the aspect of CAPEX for the FY 2022-23. In response, vide email dated 06.07.2023, M/s GSEC-Indo-Thai, inter-alia, stated that *"A capex of Rs. 35.74 crores over a period of five years i.e., from FY 2022-23 to 2026-27. It may also be noted that presently we are working with adhoc tariff approval received in IndoThai Airport Management Services Private Limited (ITAMSPL) and have already deployed equipment to the tune of Rs. 11.41 crores (₹ 1141 lakhs) out of the total projections of Rs. 35.74 crores (₹ 3574 lakhs) projected for next four years. It is hereby clarified that the asset amounting to Rs. 11.41 crores (₹ 1141 lakhs)*

deployed by ITAMSPL will be transferred to GSEC-Indo-Thai at cost and has been considered in the capex plan of Rs. 14.71 crores for FY 2023-24. At Jaipur airport, ISP has to provide services to various types of aircrafts including wide body and narrow body aircraft. In order to provide proper services, ISP has to deploy costly equipment, considering safety of the aircraft". Subsequently, the ISP was requested to furnish the copies of invoices w.r.t. to the CAPEX incurred in FY 2022-23 and for FY 2023-24. In response, vide email dated 14.07.2023, M/s GSEC-Indo-Thai shared copies of invoices of major equipment purchased during the FY 2022-23 and also stated that the procurement process of equipment for the future tariff years is under process. Further, in the FY 2023-24, no equipment was purchased till issuance of the Consultation Paper. The Authority noted the response of the ISP and was of the view that the ISP has to employ the necessary Capex to maintain the sufficient Ground Handling equipment for smooth conduct of the operation at the airport.

- 4.6 The Authority, based on its examination, observed that M/s GSEC-Indo-Thai proposed only necessary CAPEX for the assets which are essential for the smooth conduct of business operations. The Authority, therefore, proposed to consider the CAPEX for the First Control Period as per Table 5 above.

Stakeholders' Comments

M/s SpiceJet comments on deferment of the proposed CAPEX:

- 4.7 "Stoppage of non-safety/security related capital expenditure: Taking into account the actual traffic handled by lead member of SPV GSEC Indo Thai on its commencement year (2022-23) of operation at this airport, the projected increase by GSEC Indo Thai for FY 2023-24 is 313% which is quite high. We request AERA to carry out an independent study on it. And the actual traffic It is likely that it would take some time for the airport and GSEC Indo Thai reach higher traffic levels, and thus it is unlikely that all the capex requirement as proposed would be required, unless as a replacement for damaged/worn-out equipment, which in itself is unlikely to happen in the First Control Period itself. In order to support the airlines to continue and sustain its operations, all non-essential CAPEX proposed by GSEC Indo Thai should be put on hold/deferred to the Second Control Period, unless deemed critical from a safety or security compliance perspective.
- 4.8 Without prejudice to the above, in case GSEC Indo Thai 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 Second Control Period, same should be considered by AERA."

M/s GSEC-Indo-Thai's response to M/s SpiceJet's Comments regarding deferment of CAPEX:

- 4.9 "GSEC-Indo-Thai is obliged to keep safety of passenger and Aircraft and for that it will have to procure equipment and make capital expenditure. This is also required by both domestic and international carriers.

Moreover, it may please be noted that before award of contract by any Airline, a Ground Handler has to undergo intensive Audit procedure as laid down by airline and strength and all types of equipment is a must.

Considering above, GSEC-Indo-Thai has planned its capital expenditure very cautiously and it will have to procure equipment for providing services to airlines.



Authority's analysis on the Stakeholders' comments regarding the projected Capital Expenditure for the First Control Period:

4.10 The Authority notes the comments of M/s SpiceJet Ltd., in context of the proposed CAPEX, wherein the stakeholder has inferred that ISP's projected aircraft traffic volume for FY 2023-24 as compared to previous year (FY 2022-23) is too high (313% increase). As per the stakeholder, it is likely to take some time for the ISP to achieve the projected aircraft traffic volumes; hence, the requirement of higher CAPEX based on the projected higher aircraft traffic volumes may not be required during the First Control Period.

In this regard, the Authority clarifies that the ISP had operated only for two months (w.e.f. 04.02.2022) in FY 2022-23, hence had a very low operating base in its initial year of operations (FY 2022-23); which is the main reason for the apparent high projected aircraft traffic in FY 2023-24 (313% increase). As per the Authority the projected aircraft traffic is not excessive and CAPEX projected for the Control Period, based on the aircraft volume projection, is reasonable.

As regard to the suggestion of the stakeholder regarding independent study on the aircraft traffic, as already indicated in the Chapter 3, the Authority may get an independent study conducted at an appropriate time, if required.

4.11 With respect to the comment of M/s SpiceJet regarding deferment of non-essential CAPEX, the Authority notes that M/s GSEC-Indo-Thai has adequately responded on the points raised by the stakeholder. Further, it is noted from the ISP submission that the client airlines before signing the agreements with the service provider for ground handling services, inspect the inventory of ground handling equipment etc. held by the service provider; accordingly, ISP is required to maintain the necessary ground handling equipment etc., which requires CAPEX spend.

4.12 It is noteworthy to mention that the parent company in order to provide uninterrupted Ground Handling Services to the users, in accordance with the Concession Agreement with the Airport Operator, has already incurred a CAPEX amounting to ₹ 1141.35 lakhs, mainly on ground handling equipment which will be transferred to the ISP. In this regard, the ISP vide email dated 01.09.2023 submitted a copy of MOU dated 01.02.2023 entered into with its parent company, which inter-alia, stipulate the terms and conditions regarding procurement of ground handling equipment etc., including transfer of equipment at their cost prices.

4.13 Considering that SPC is a new entrant at Jaipur Airport & taking over ground handling operations from its parent company i.e., M/s ITAMSP, it is essential for the new service provider to incur the necessary CAPEX in order to ensure smooth conduct of Ground Handling Operations at the airport and to provide quality services to the users.

In view of the foregoing, the Authority decides to consider the CAPEX proposed for the First Control Period as submitted by the ISP (Table 5).

Authority's decision regarding CAPEX for the First Control Period

4.14 Based on the material before it and its analysis, the Authority decides to consider the projected CAPEX for the First Control Period as per Table 5.



CHAPTER 5: OPERATING EXPENDITURE AND PROJECTED PROFITABILITY

GSEC-Indo-Thai's Submission on Operating Expenditure for the First Control Period

5.1 As provided in Clause 9.4 of the CGF Guidelines, the Operation and Maintenance (O&M) Expenditure shall include all expenditures incurred by the Service Provider including expenditure incurred on security operating costs, other mandated operating costs and statutory operating costs.

5.2 Operation and Maintenance Expenditures of M/s GSEC-Indo-Thai for its Ground Handling operations at Jaipur International Airport, have been broadly categorized as under:

- a) Payroll Cost;
- b) Repair and Maintenance Costs;
- c) Concession Fee;
- d) Utilities & Outsourcing, and
- e) Administrative and General Expenses.

5.3 As per the MYTP submission, Revenue, Operating Expenditure (OPEX) and Profitability projected by the ISP for the First Control Period (FY 2022-23 to FY 2026-27) is as under:

Table 7: Revenue, Operating Expenditure and Profitability projected by M/s GSEC-Indo-Thai for the First Control Period.

Particulars	(₹ in Lakhs)					
	2022-23 ^a	2023-24	2024-25	2025-26	2026-27	TOTAL
Revenue from Regulated Services (A)	421.22	2293.68	2460.00	2630.00	2814.00	10618.90
Operating Expenditure (OPEX)						
Payroll Cost (i)	151.77	870.61	933.74	998.27	1068.11	4022.5
Repair and Maintenance Costs (ii)	8.19	114.68	123.62	132.85	142.00	521.34
Concession Fee (iii)	130.41	774.12	824.10	881.05	943.00	3552.68
Utilities & Outsourcing (iv)	1.66	9.77	10.51	11.26	11.97	45.17
Administrative & General Expenses (v)	106.90	147.35	158.10	170.99	182.52	765.86
Total OPEX (i+ii+iii+iv+v) = (B)	398.93	1916.54	2050.07	2194.42	2347.60	8907.56
Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) (A-B)	22.29	377.14	409.93	435.58	466.40	1711.34
Depreciation and Amortization	114.14	147.11	286.90	296.83	284.38	1129.36
Interest & Finance Charges	168.70	247.93	344.28	372.98	478.68	1612.57
Profit Before Tax (PBT)	-260.55	-17.90	-221.25	-234.23	-296.66	-1030.59
Provision for Tax*	0.00	0.00	0.00	0.00	0.00	0.00
Profit After Tax (PAT)	-260.55	-17.90	-221.25	-234.23	-296.66	-1030.59

*Nil Tax Liability due to projected losses in all years of the Control Period.

^aActual financials of M/s ITAMSP (parent company)

Authority's examination of the OPEX by the ISP at CP stage:

5.4 The Authority analyzed the Operating Expenditure provided in Form F3 (P&L) of the MYTP for the First Control Period and observed following Y-o-Y% increase in Revenue & OPEX considered by the ISP as per Table 8 below:

Table 8: Year on Year Percentage (%) increase in the Revenue and Operation & Maintenance Expenditure during the First Control Period

Particulars	2024-25	2025-26	2026-27
Revenue from Regulated Services (A)	7%	7%	7%
Payroll Costs	7%	7%	7%
Repair and Maintenance Costs	8%	7%	7%
Concession Fee	6%	7%	7%
Utilities & Outsourcing	7%	7%	6%
Administrative & General Expenses	7%	8%	7%

5.5 The Authority's examination of Y-o-Y % growth considered by the GSEC-Indo-Thai for the projected OPEX from FY 2023-24 onward is given in the following sections:

a) **Payroll Cost:** The Authority noted that the ISP projected Y-o-Y increase of 7% in Payroll Costs for the Control Period.

The Authority noted that projected increase in payroll expenses considered by the GSEC-Indo-Thai is commensurate with the projected increase in aircraft traffic and revenues, and, it factored-in the impact of additional manpower required to meet the projected growth in aircraft traffic. Further, considering the impact of periodic increase in minimum wages and annual salary increments and related increase in statutory component like EPF etc., the Authority noted that YoY increase projected by the ISP in Payroll expenses for the First Control Period seemed reasonable.

b) **Repairs and Maintenance Costs:** The Authority observed that GSEC-Indo-Thai has projected increase in R&M expenses ranging between 7% to 8% for the Control Period. The Authority noted that overall repair and maintenance cost as % to Opening RAB is 9% during FY 2024-25, and 5% in the FY 2025-26 and FY 2026-27, as tabulated hereunder:

Particulars	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27
Opening RAB (₹ in lakhs)	Nil	1323.99	2582.09	2671.51
Repair and Maintenance Costs	114.68	123.62	132.85	142.00
% of Opening RAB	-	9%	5%	5%

Considering the impact of annual general inflation, including annual increase in labour component of Repair & Maintenance Costs, the Authority noted that projected R&M expenses for the First Control Period was reasonable.

c) **Concession Fees:** The Authority noted from the concession agreement executed between JIAL and M/s GSEC-Indo-Thai that the ISP is required to pay concession fees @45% of Gross Revenue. The Authority noted that in respect of concession fee the increase in concession fees is in line with the increase in projected revenue.

d) Utilities and Outsourcing Costs: The Authority noted that M/s GSEC-Indo-Thai has proposed YoY increase ranging between 6% to 7% for the First Control Period. The Authority observed that Utility & Outsourcing costs consist of electricity expenses and water charges. These expenses are directly linked with the number of flights to be handled.

The Authority noted that YoY increase projected in Utility & Outsourcing costs is commensurate with the increase in aircraft traffic and revenue projected for the control period. Considering the above the Utility & Outsourcing costs projected for the Control Period seemed reasonable.

e) Administrative & General Expenditure: The Authority observed that the YoY increase considered by GSEC-Indo-Thai in the Administrative and General Expenditure for the Control period is ranging between 7% to 8%.

The Authority observed that out of Rs. 147.35 lakhs projected as total Administrative & General Expenses for the FY 2023-24, an amount of Rs. 75.12 lakhs have been earmarked as 'Lease Rent', which is approx. 51% of the total Administrative & General Expenses and similar trend continues for rest of the tariff years during the control period. Accordingly, a clarification was sought from the ISP regarding the aspect of lease rent. In response, it was clarified that this lease rent was towards paved/unpaved space taken on lease from the Airport Operator for parking of equipment.

The Authority noted that considering the increase in aircraft traffic and taking into account impact of general inflation, the Y-o-Y increase projected by ISP in respect of Administrative and General Expenses for the First Control Period seemed reasonable.

5.6 The Authority also noted that as per the projected profitability statement for the First Control Period (Table no. 7) that M/s GSEC-Indo-Thai likely to have positive EBITDA during each year of the First Control Period. Also, after taking into consideration the projected amount of Depreciation and Amortization, the projected EBIT of the ISP was positive for the last four tariff years (FY 2023-24, 2024-25, 2025-26 and 2026-27).

Stakeholders' Comments

M/s SpiceJet comments regarding abolishment of Royalty charges/Concession Fee:

5.7 *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 most of 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.*

5.8 *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.*

5.9 *In view of the above, we urge AERA to take measures to abolish such royalty which may be included in any of the cost items."*

M/s SpiceJet comments regarding Operating Expenditure – Drastic Cost Cutting:

5.10 "It may be noted that across various industries, instead of cost escalations, all the costs have been renegotiated downwards substantially. It may also be noted that cost incurred by GSEC Indo Thai 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 to kindly put on hold any increase in operational expenditure by GSEC Indo Thai not related to safety or security. Further, we submit that:

- a. *Payroll Costs: The proposed Y-o-Y increase in the Payroll Cost appear to be exorbitant. It is requested that the same may please not be more than approx. 6%, in line with recent proposals of AERA in other consultation papers.*
- b. *Repair and Maintenance Costs: The proposed Y-o-Y increase in the Repairs and Maintenance Cost also appear to be exorbitant. The Y-o-Y increase may please not be more than approx. 5%, in line with recent proposals of AERA in other consultation papers, as the maintenance cost in the First Control period would also be significantly lower as compared to the second and third control periods due to consideration of warranty on the new equipment during the First Control period.*
- c. *Utility & Outsourcing Costs: The proposed Y-o-Y increase in the Utility & Outsourcing Costs also appear to be exorbitant, and it is requested that the same may please not be more than approx. 5%, in line with recent proposals of AERA in other consultation papers."*

M/s GSEC-Indo-Thai's response to M/s SpiceJet's Comments:

5.11 "Abolishment of Royalty charges/Concession Fees:

The Royalty charges are as per Open Tender floated by the airport Operator and same has to be honored.

5.12 Operational Expenditure - Drastic Cost Cutting

Payroll Costs: There is hardly any increase in the payroll cost. In all the year from FY 2023-24 to 2026-27 payroll cost is ranging between 37-38% of revenue. And in the initial year i.e. 2022-23 we were providing services mainly to NSOP operators (out of 1444 flights handled 1069 NSOP) and from FY 2023-24 started providing services to Schedule Domestic and Schedule International Airline requiring trained and experience man power there by increasing Payroll costs from FY 2023-24 to 2026-27

Repair and Maintenance Costs: During the year 2022-23 we have procured equipment new equipment and such the cost of Repair and Maintenance were negligible but after one year of operation machines/equipment/etc. are required to be put under yearly maintenance and such the cost during 2023-24 seems to be high but after that it has been maintained at 5% of the total revenue of the company.

Utility & Outsourcing Cost: During the year 2022-23 was initial year of operations and from revenue of Rs. 421 lakhs in the FY 2022-23 we will be generating a revenue of Rs. 2294 lacs in the FY 2023-24 a 5.45 time increase and consumption Utility & Outsourcing has also increased in the same proportion.

In view of the same Operating Expenditure are increasing with the increased volume and considering inflation also."

Authority's analysis on Stakeholders' comments regarding OPEX for the First Control Period:

- 5.13 As regard to the comments of M/s SpiceJet pertaining to abolishment of royalty charges and M/s GSEC-Indo-Thai's response thereon, 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 the regulatory approach of the AERA, the royalty paid by the ISPs to the Airport Operators are treated as aeronautical revenues in the hands of Airport Operators; hence, such revenues directly help in subsidizing the aeronautical Tariffs, levied by the Airport Operators to the Airlines. Moreover, the Authority considers that bidding process, based on which the Royalty Charges/ Concession Fee is levied on to the ISPs by the Airport Operators, is a non-regulatory issue. Such matters may be dealt among the Stakeholders at appropriate forums.
- 5.14 As far as the issue relating to Royalty payable by the ISPs to Airport Operators on the Non-Aero Services, raised by the stakeholder, it is informed that levy of Royalty Charges/ Revenue Share on the Concessions pertaining to the 'Non-Aero Services' is outside the ambit of AERA. Hence, such issues may be discussed mutually between the concerned Stakeholders.
- 5.15 The Authority, at CP stage had examined the various components of OPEX as projected by the ISP for the First Control Period (Refer para 5.4 to 5.6). Further, it is noteworthy that the components of OPEX are linked with the level of operations (Aircraft Traffic); accordingly, with the projected increase in Traffic, the corresponding expenses on flight handling will also increase. Hence, considering the projected increase in Aircraft Traffic and the impact of general inflation, the revenue and operating expenses will also increase on similar lines. Therefore, the YoY increase projected by M/s GSEC-Indo-Thai in OPEX is reasonable.

In view of the above, the Authority decides to maintain the same view on the OPEX projection for the First Control Period, as was taken at CP stage.

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

- 5.16 Based on the material before it and its analysis, the Authority decides to consider the OPEX for the First Control Period as per Table 7.

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CHAPTER 6: ANNUAL TARIFF PROPOSAL

M/s GSEC-Indo-Thai submissions on Annual Tariff Proposal for the First Control Period as part of MYTP

6.1 M/s GSEC-Indo-Thai submitted a Tariff proposal for Ground Handling Services in respect of Scheduled Flights at Jaipur International Airport for the First Control Period as given in Table below:

Table 9: Proposed Tariff Rates for Scheduled Flights submitted by M/s GSEC-Indo-Thai for the First Control Period

(Rates in ₹)

(A) Passenger Flights												
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27		
	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services
Domestic Passenger Flight												
Code B	5198	7798	12996	5472	8208	13680	5760	8640	14400	6080	9120	15200
Code C	6931	10397	17328	7296	10944	18240	7680	11520	19200	8080	12120	20200
Code D	8664	12996	21660	9120	13680	22800	9600	14400	24000	10120	15180	25300
Code E	20794	31190	51984	21888	32832	54720	23040	34560	57600	24240	36360	60600
Code F	41587	62381	103968	43776	65664	109440	46080	69120	115200	48520	72780	121300
International Passenger Flight												
Code B	21101	49236	70337	22212	51827	74039	23381	54555	77936	24600	57400	82000
Code C	21660	50540	72200	22800	53200	76000	24000	56000	80000	25260	58940	84200
Code D	26858	62670	89528	28272	65968	94240	29760	69440	99200	31320	73080	104400
Code E	35522	82886	118408	37392	87248	124640	39360	91840	131200	41430	96670	138100
Code F	40721	95015	135736	42864	100016	142880	45120	105280	150400	47520	110880	158400
(B) Cargo Flights												
Domestic Cargo Flight												
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27		
	Ramp Services			Ramp Services			Ramp Services			Ramp Services		
Code B	39710			41800			44000			46200		
Code C	54150			57000			60000			63000		
Code D	144400			152000			160000			168000		
Code E	189525			199500			210000			220500		
Code F	225625			237500			250000			262500		
International Cargo Flight												
Code B	64980			68400			72000			75600		
Code C	158840			167200			176000			184800		
Code D	180500			190000			200000			210000		
Code E	198550			209000			220000			231000		
Code F	231040			243200			256000			268800		



6.2 M/s GSEC-Indo-Thai proposed the following % increase in the Tariff for Scheduled Flights at Jaipur International Airport as stated in the table below:

Table 10: Statement of YoY Percentage (%) Change in Tariff in respect of different categories of Scheduled Flights for the First Control Period

(A) Passenger Flights												
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27		
	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services
Domestic Passenger Flight												
Code B	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code C	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code D	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code E	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code F	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
International Passenger Flight												
Code B	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code C	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code D	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code E	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Code F	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
(B) Cargo Flights												
Domestic Cargo Flight												
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27		
	Ramp Services			Ramp Services			Ramp Services			Ramp Services		
Code B	5%			5%			5%			5%		
Code C	5%			5%			5%			5%		
Code D	5%			5%			5%			5%		
Code E	5%			5%			5%			5%		
Code F	5%			5%			5%			5%		
International Cargo Flight												
Code B	5%			5%			5%			5%		
Code C	5%			5%			5%			5%		
Code D	5%			5%			5%			5%		
Code E	5%			5%			5%			5%		
Code F	5%			5%			5%			5%		

6.3 M/s GSEC-Indo-Thai also submitted a separate Tariff Rate Card for Non-Scheduled and General Aviation Operations as per the table given below: -



Table 11: Proposed Tariff Rates for Non-Scheduled Flights submitted by M/s GSEC-Indo-Thai for the First Control Period

A/C Category	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27	
	Domestic	International	Domestic	International	Domestic	International	Domestic	International
MTOW								
Helicopter	7446	13321	7838	14022	8250	14760	8663	15498
≤6000	11191	27382	11780	28823	12400	30340	13020	31857
>6000 - 12000	15568	37003	16388	38950	17250	41000	18113	43050
>12000 - 25000	24819	42553	26125	44793	27500	47150	28875	49508
>25000 - 40000	37228	64754	39188	68163	41250	71750	48313	75338
>40000 - 70000	47968	81406	50493	85690	53150	90200	55807	94710
>70000 - 100000	81225	109157	85500	114903	90000	120950	94500	126998
> 100000 - 150000	112813	162811	118750	171380	125000	180400	131250	189420
> 150000 & above	135375	185013	142500	194750	150000	205000	157500	215250

Authority's examination regarding Annual Tariff Proposal at CP stage:

- 6.4 The Authority noted that in the case of Scheduled Flights (Domestic and International), the ISP proposed 5% YoY increase in Tariff Rates from FY 2024-25 onward (Table 10).
- 6.5 The Authority also noted that GSEC-Indo-Thai proposed a separate Tariff Rate card for Non-Scheduled Flights and proposed an increase of 5% YoY basis from FY 2024-25 onward (Table 11).
- 6.6 The Authority, taking into consideration Aircraft Traffic projected by the ISP for the Control Period and projected increase in Operating Expenditure, due to factors like increase in number of manpower, annual increase in salary and wages, general inflation etc., noted that ISP requires adequate revenues to cover up the Operating Costs and get reasonable return on its investments. In view of this, the Authority noted that 5% increase in Tariff Rates considered by the ISP on YoY basis from FY 2024-25 onward appears reasonable.
- 6.7 The Authority was 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 a similar class of Aircraft(s). However, the Authority proposed to consider the separate Tariff in case of International "Non-Scheduled & General Aviation Operations" as per Annexure-II.
- 6.8 The Authority proposed 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 the rate as on 15th of the month will be applicable for the second fortnight.
- 6.9 Further, M/s GSEC-Indo-Thai should ensure compliance towards Standardization of Ground Handling Equipment at Jaipur International Airport in accordance with the directives issued by the Ministry of Civil Aviation, vide its letter no. AV-24011/10/2021-AAI-MOCA dated 27.10.2022.

Stakeholders' Comments

M/s SpiceJet comments on Tariff rates for the First Control Period:

(i) Annexure III of the CP

- 6.10 "It is noted that the proposed tariffs are exorbitantly high, the comparative tariffs of a few items are exhibited below as illustrations. It is also noted that in several places in the Annexure, the Units are either erroneous (as in the case of Blue and White collared staff) the Unit rates are mentioned as



hourly rates, instead of the Unit being an 8-hour rate) or not specific. Please note that these are as examples only for one year (2023-24), while there may be several cases across the various years and category of Units/items. Authority is requested to kindly conduct a thorough review of the proposed tariffs please, before arriving at a decision.

All figs in Rs.

Tariff for the Year 2023-24 (Dom. & Intl. Scheduled Flights)						
S. No.	Services	Station	Service Provider	Unit	Dom	Intl.
1	Blue Collar Staff	JAI**	GSEC Indo Thai	Per staff per hour	800	400
	Blue Collar Staff	GOI	BASPL	Per staff per 8 hour	1,998	3,157
	Blue Collar Staff	AMD	GSEC	Per staff per 8 hour	1,960	3,069
	Blue Collar Staff	AMD*	CGHIPL	Per staff per hour	1,867	2,920
2	White Collar Staff	JAI**	GSEC Indo Thai	Per staff per hour	1,200	600
	White Collar Staff	GOI	BASPL	Per staff per 8 hours	2,996	4,736
	White Collar Staff	AMD	GSEC	Per staff per 8 hours	2,940	4,641
	White Collar Staff	AMD*	CGHIPL	Per staff per hour	2,800	4,417

AMD*: Rates as per the Ad hoc Order No. 36/22-23, extended till 30.09.2023. Order awaited for CP 14/2022-23.

JAI**: Rates mentioned in the Annexure III for Blue and White Collar staff are per hour, which is assumed to be erroneous and are displaced as to be per 8 Hours in above table.

It may be particularly noted that while it is mentioned that the rates in Annexure III are the maximum rates that may be charged. It is not been explained or reasoned by the Authority why the maximum rates should be allowed to be higher than other comparable airports.

(ii) Refer 6.1,6.2, 6.3,6.4,6.5,6.8, 6.11, 6.12, 6.13, 6.14 and Table 7.8 & 9 of the CP

6.11 We humbly request AERA to kindly consider our submission as mentioned above, and review the proposed tariffs in light of the same, as the proposed rates of tariff are very high in the back drop of COVID-19, looming recessionary fears as well as recent collapse of an airline, which may be in part due to high tariffs.

It is in the interest of all the stakeholders not to implement such high tariffs in order to encourage middle class people to travel by air, which will help in sharp post COVID-19 recovery of aviation sector. Customers of airlines have limited capacity to pay for the Air Fares, and when the cost of travel goes up (caused in part due to high service provider charges), the air traffic goes down, leading to further losses and financial crisis for airlines.

6.12 In the given circumstances, it is humbly submitted that it is imperative that AERA does not take any steps, including by way of approving the proposed high tariffs, during the First Control Period, which would precipitate further adverse financial impact on the airlines. In this regard, we also humbly



request AERA to not implement any Y-O-Y increase in tariffs during the First Control Period and defer any increase in the same to the subsequent control period, given the scenario described above."

M/s GSEC-Indo-Thai's response on the comments of M/s SpiceJet Ltd:

- 6.13 *"Tariff: as illustrated by Spicejet Ltd. Blue Collar Staff the Maximum rate if Rs. 800/- per hour. Means if Spicejet require a Blue Collar for one hour it has to pay Rs. 800/- only but in case of other airports even if Spicejet Ltd. requires Blue Collar for 1 hour it will have to make payment for the entire day which is more than double our rate.*
- 6.14 *Furthermore, it may please be noted that this is the maximum price approved by AERA. An airline is always welcome to negotiate with us while giving us opportunity to serve them."*

Authority's analysis regarding Tariff rates for Ground Handling Services for the First Control Period:

- 6.15 The Authority notes the comments of M/s SpiceJet regarding high tariff for the few item-wise ground handling services and observes that the services indicated under item-wise charges rate card (including blue collar staff and white-collar staff) are optional in nature and vary from airport to airport, due to the extent of competition & traffic volumes etc. at the airports. In the instant case, the service provider has considered charging of few 'item-wise services' (such as engagement of blue collar staff / white collar staff) on 'hourly basis'. As per the ISP, it allows the flexibility to the airline to avail the required services & pay only for the number of hours the services availed; as against paying charges for such services for the entire day (8 hours). The Authority expects that the market competition would keep the charges of ground handling services at reasonable levels at the airport.
- 6.16 As regard to the comments of M/s SpiceJet on the proposed increase in Tariff, the Authority notes the counter comments of M/s GSEC-Indo-Thai that the actual Tariff charged to the airlines would be different from the ceiling Tariff rates approved by the Authority, based on the negotiation with the airlines, depending on the services required.

Further, taking into account the investments made/projected by the ISP on Ground Handling Equipment and associated facilities and factoring in periodic increase in the minimum wages rates, impact of general inflation on operating expenditure, M/s GSEC-Indo-Thai requires adequate revenues to meet the projected operating expenses. It is worth mentioning that as per the profitability statement (Table-6), the ISP is expected to incur losses throughout the Control Period, even after considering the proposed tariff increase.

With regard to the comments of M/s SpiceJet Ltd. given in the footnote that 'Order awaited for CP 14/2022-23', it is informed that the Authority has already determined the regular tariff for ground handling services in respect of M/s Celebi Ground Handling India Private Limited (CGHIPL) at Ahmedabad Airport (in respect of CP no.14/2022-23), vide Order No. 07/2023-24 dated 26.05.2023.

- 6.17 Subsequent to issuance of CP and in light of stakeholder's comments, M/s GSEC-Indo-Thai, vide email dated 23.08.2023 submitted the revised tariff for the Item-wise Charges of the Ground Handling Services. The Authority observes that the ISP in its revised/ Item-wise Charges has reduced annual increase in tariff from 10% to 5%, from FY 2023-24 onward during the First Control Period.
- 6.18 M/s GSEC-Indo-Thai vide email dated 01.09.2023 confirmed that the above referred Item-wise Charges of Ground Handling Services, are applicable for both the Scheduled Flights and the Non-Scheduled Flights.



- 6.19 In view of the above, the Authority decides to consider the Tariffs for the ISP, in respect of Ground Handling Services at the Jaipur Airport, as indicated in Annexure (I, II & III) to this Order.
- 6.20 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 a similar class of Aircraft(s). However, the Authority decides to consider the separate Tariff in case of International "Non-Scheduled & General Aviation Operations" as per Annexure-II.

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

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

- 6.21 To consider the Tariff Rates for Ground Handling Services to be provided by GSEC-Indo-Thai at Jaipur International Airport in respect of Scheduled Flights, International "Non-Scheduled & General Aviation Operations" and Item-wise Charges for Domestic & International Flights (including Non-Scheduled Operators & General Aviation), for the First Control Period as per Annexures (I, II & III).
- 6.22 The Tariff for Domestic Non-Scheduled and General Aviation Operations shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).
- 6.23 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 the rate prevailing as on the 15th of the month will be applicable for the second fortnight.
- 6.24 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.
- 6.25 M/s GSEC-Indo-Thai shall ensure compliance towards Standardization of Ground Handling Equipment at Jaipur International Airport in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-240 11/10/2021-AAI-MOCA dated 27.10.2022.

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CHAPTER 7: SUMMARY OF AUTHORITY'S DECISIONS

The below-mentioned summary provides the Authority's decisions relating to relevant chapters regarding the Tariff determination of GSEC-Indo-Thai providing Ground Handling Services at Jaipur International Airport.

Chapter	Para	Summary of Authority's Decisions	Page No.
Chapter No.2	2.11	The Authority decides to consider the Tariff determination exercise in respect of M/s GSEC-Indo-Thai, for providing Ground Handling Services at Jaipur International Airport, under the 'Light Touch Approach' for the First Control Period, as the regulated service is deemed 'Not Material'.	9
Chapter No. 3	3.14	The Authority decides to consider the Aircraft Traffic (Flights to be handled by the ISP) for the last four tariff years (i.e., FY 2023-24, 2024-25, 2025-26 and 2026-27) of the First Control Period as per Table 4.	13
Chapter No. 4	4.14	The Authority decides to consider the projected CAPEX for the First Control Period as per Table 5.	17
Chapter No. 5	5.16	The Authority decides to consider the OPEX for the First Control Period as per Table 7.	22
Chapter No. 6	6.21	The Authority decides to consider that the Tariff Rates for Ground Handling Services provided by M/s GSEC-Indo-Thai at Jaipur International Airport in respect of Scheduled Flights, International "Non-Scheduled & General Aviation Operations" and Item-wise Charges for Domestic & International Flights (including Non-Scheduled Operators & General Aviation), for the First Control Period as per Annexures (I, II & III).	28
	6.22	The Authority decides to consider that the Tariff for Domestic Non-Scheduled and General Aviation Operations shall not exceed the approved Tariff(s) for relevant Domestic Scheduled Flights for similar class of Aircraft(s).	
	6.23	The Authority decides to consider 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 the rate prevailing as on the 15 th of the month will be applicable for the second fortnight.	
	6.24	The Authority decides to consider 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.	
	6.25	The Authority decides to consider that M/s GSEC-Indo-Thai shall ensure compliance towards Standardization of Ground Handling Equipment at Jaipur International Airport in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-240 11/10/2021-AAI-MOCA dated 27.10.2022.	



CHAPTER 8: ORDER

Upon careful consideration of the material available on record, as well as submission made by M/s GSEC-Indo-Thai, 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 GSEC-Indo-Thai Ground Handling Pvt. Ltd. at Jaipur International Airport, is “Not Material”. Therefore, the Authority decides to adopt ‘Light Touch Approach’ for determination of Tariff for the First Control Period (FY 2022-23 to FY 2026-27).
- (ii) The Authority decides that the Tariff Rates indicated in **Annexures (I, II & III)** shall be maximum Tariff(s) to be charged. No other charge is to be levied over and above the approved Tariff Rates.
- (iii) The Authority decides that Tariff for Domestic “Non-Scheduled Flights & General Aviation” 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) M/s GSEC-Indo-Thai shall maintain the separate accounts for its Ground Handling Operations at Jaipur International 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).
- (vii) The Tariff Order shall be effective from **20.09.2023**.
- (viii) The Airport Operator shall ensure the compliance of this Order.

By the Order of and in the name of the Authority


(Col Manu Sooden)
Secretary

To

Shri Vikash Ladia, Director
M/s GSEC-Indo-Thai Ground Handling Pvt Ltd.
484/1, 2nd Floor, Gujarat Chamber of Commerce,
Ranchhodlal, Navarangura, Ahmedabad - 380009

Copy for information to:

1. Secretary, Ministry of Civil Aviation, Rajiv Gandhi Bhawan, Safdarjung Airport, New Delhi - 110003
2. Shri Vishnu Mohan Jha, Chief Airport Officer, Jaipur International Airport, Airport Road, Sanganer, Jaipur, Rajasthan - 302029



ANNEXURE I

**TARIFF RATE CARD FOR M/S GSEC-INDO-THAI GROUND HANDLING PRIVATE LIMITED
IN RESPECT OF DOMESTIC* & INTERNATIONAL SCHEDULED FLIGHTS
APPROVED BY AERA FOR THE FIRST CONTROL PERIOD
(FY 2022-23 to FY 2026-27)**

Approved Tariff for Ground Handling Services is effective from 20.09.2023

(Rates in ₹)

(A) Passenger Flights												
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27		
	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services
Domestic Passenger Flight												
Code B	5198	7798	12996	5472	8208	13680	5760	8640	14400	6080	9120	15200
Code C	6931	10397	17328	7296	10944	18240	7680	11520	19200	8080	12120	20200
Code D	8664	12996	21660	9120	13680	22800	9600	14400	24000	10120	15180	25300
Code E	20794	31190	51984	21888	32832	54720	23040	34560	57600	24240	36360	60600
Code F	41587	62381	103968	43776	65664	109440	46080	69120	115200	48520	72780	121300
International Passenger Flight												
Code B	21101	49236	70337	22212	51827	74039	23381	54555	77936	24600	57400	82000
Code C	21660	50540	72200	22800	53200	76000	24000	56000	80000	25260	58940	84200
Code D	26858	62670	89528	28272	65968	94240	29760	69440	99200	31320	73080	104400
Code E	35522	82886	118408	37392	87248	124640	39360	91840	131200	41430	96670	138100
Code F	40721	95015	135736	42864	100016	142880	45120	105280	150400	47520	110880	158400
(B) Cargo Flights												
Domestic Cargo Flight												
	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27		
	Ramp Services			Ramp Services			Ramp Services			Ramp Services		
Code B	39710			41800			44000			46200		
Code C	54150			57000			60000			63000		
Code D	144400			152000			160000			168000		
Code E	189525			199500			210000			220500		
Code F	225625			237500			250000			262500		
International Cargo Flight												
Code B	64980			68400			72000			75600		
Code C	158840			167200			176000			184800		
Code D	180500			190000			200000			210000		
Code E	198550			209000			220000			231000		
Code F	231040			243200			256000			268800		

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

Notes:

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



ANNEXURE II**TARIFF RATE CARD FOR M/S GSEC-INDO-THAI GROUND HANDLING PRIVATE LIMITED IN RESPECT OF INTERNATIONAL "NON-SCHEDULED & GENERAL AVIATION OPERATIONS" APPROVED BY AERA FOR THE FIRST CONTROL PERIOD (FY 2022-23 to FY 2026-27)**

Approved Tariff for Ground Handling Services is effective from 20.09.2023

(Rates in ₹)

Financial Year	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27
A/C Category	International	International	International	International
MTOW				
Helicopter	13321	14022	14760	15498
≤ 6000	27382	28823	30340	31857
>6000 - 12000	37003	38950	41000	43050
>12000 - 25000	42553	44793	47150	49508
>25000 - 40000	64754	68163	71750	75338
>40000 - 70000	81406	85690	90200	94710
>70000 - 100000	109157	114903	120950	126998
> 100000 - 150000	162811	171380	180400	189420
> 150000 & above	185013	194750	205000	215250

Notes:

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

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ANNEXURE -III

RATE CARD FOR ITEM-WISE CHARGES APPROVED BY AERA IN RESPECT OF GROUND HANDLING SERVICES PROVIDED BY M/s GSEC-INDO-THAI GROUND HANDLING PRIVATE LIMITED AT JAIPUR AIRPORT FOR THE FIRST CONTROL PERIOD

Approved Tariff for Ground Handling Services is effective from 20.09.2023

Maximum Tariff for Item-wise Charges in respect of Domestic* & International Flights for the First Control Period (FY 2022-23 to FY 2026-27)

(Rates in ₹)

Sl. No.	SERVICES	UNIT	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
1	Air Conditioning Unit (NB)	Per Hour	11,100	15,000	11,655	15,750	12,238	16,538	12,850	17,364
2	Air Conditioning Unit (WB)	Per Hour	18,750	25,000	19,688	26,250	20,672	27,563	21,705	28,941
3	Air Starter Unit (NB)	Per Start	7,500	15,000	7,875	15,750	8,269	16,538	8,682	17,364
4	Air Starter Unit (WB)	Per Start	18,750	25,000	19,688	26,250	20,672	27,563	21,705	28,941
5	Aircraft Disinfection-Freighter Aircrafts	Per Service	3,000	16,000	3,150	16,800	3,308	17,640	3,473	18,522
6	Aircraft Disinfection- Pax Aircrafts Code C	Per Service	4,000	8,000	4,200	8,400	4,410	8,820	4,631	9,261
7	Aircraft Disinfection- Pax Aircrafts Code D/E	Per Service	25,000	32,000	26,250	33,600	27,563	35,280	28,941	37,044
8	Aircraft Disinfection- Pax Aircrafts Code F	Per Service	-	40,000	-	42,000	-	44,100	-	46,305
9	Aircraft Marshalling	Per Service	1,875	2,480	1,969	2,604	2,067	2,734	2,171	2,871
10	Ambulift	Per flight leg	5,000	10,000	5,250	10,500	5,513	11,025	5,788	11,576
11	Apron Transport (Passenger)	Per Trip	950	1,600	998	1,680	1,047	1,764	1,100	1,852
12	Arrange non-scheduled Crew Hotel Accommodation (HOTAC)	Per flight	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
13	ATC payment services	Per flight	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
14	Baggage ID	Per Service	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
15	Baggage /Cargo cart	Per Hour	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
16	Blue collar staff	Per staff per hour	400	800	420	840	441	882	463	926
17	Crew Transport	Per Trip	950	1,600	998	1,680	1,047	1,764	1,100	1,852
18	Deportee/Inadmissible (INAD) handling	Per passenger	-	1,200	-	1,260	-	1,323	-	1,389
19	Excess Baggage Fee (% of collection)	As per collection	10% of Exp.		10% of Exp.		10% of Exp.		10% of Exp.	
20	Exterior Cleaning - NB	Per Service	52,500	-	55,125	-	57,881	-	60,775	-
21	Exterior Cleaning - WB	Per Service	1,50,000	-	1,57,500	-	1,65,375	-	1,73,644	-
22	Ground Power unit 90KVA	Per Hour	4,700	10,000	4,935	10,500	5,182	11,025	5,441	11,576
23	Ground Power unit 180KVA	Per Hour	9,400	16,800	9,870	17,640	10,364	18,522	10,882	19,448
24	Interior Deep Cleaning - NB	Per Service	5,000	8,000	5,250	8,400	5,513	8,820	5,788	9,261
25	Interior Deep Cleaning - WB	Per Service	15,000	24,000	15,750	25,200	16,538	26,460	17,364	27,783
26	Passenger Step (mobile-NB)	Per Hour	1,375	4,000	1,444	4,200	1,516	4,410	1,592	4,631
27	Passenger Step (mobile-WB)	Per Hour	2,750	8,000	2,888	8,400	3,032	8,820	3,183	9,261
28	Pushback for narrow body aircraft	Per Push	5,000	10,000	5,250	10,500	5,513	11,025	5,788	11,576
29	Pushback for wide body aircraft	Per Push	10,000	20,000	10,500	21,000	11,025	22,050	11,576	23,153
30	Toiler truck	Per Service	1,375	2,400	1,444	2,520	1,516	2,646	1,592	2,778
31	Towing of narrow body aircraft	Per Tow	5,000	10,000	5,250	10,500	5,513	11,025	5,788	11,576
32	Towing of wide body aircraft	Per Tow	10,000	20,000	10,500	21,000	11,025	22,050	11,576	23,153
33	Unaccompanied Minor (UM) Handling	per UM	950	1,200	998	1,260	1,047	1,323	1,100	1,389



34	Vacuum Cleaner	Per Hour	3,750	4,000	3,938	4,200	4,134	4,410	4,341	4,631
35	VIP Vehicle (Innova range)	Per Trip	10,000	20,000	10,500	21,000	11,025	22,050	11,576	23,153
36	VIP Vehicle (Luxury-Mercedes/BMW/AUDI range)	Per Trip	25,000	40,000	26,250	42,000	27,563	44,100	28,941	46,305
37	Water truck	Per Service	1,375	2,400	1,444	2,520	1,516	2,646	1,592	2,778
38	Wheel chair	Per Service	400	2,400	420	2,520	441	2,646	463	2,778
39	White Collar Staff	Per staff per hour	600	1,200	630	1,260	662	1,323	695	1,389

*Tariff for Domestic Flights includes Tariff for Domestic 'Non-Scheduled & General Aviation Operations'
Dom. = Domestic; Intl. = 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 15th of the month will be applicable for the second fortnight.



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AERA

