

फा. सं. ऐरा/20010/ एम.वाई.टी.पी./ ग्लोबल फ्लाइट/जीएच/पुणे/सीपी-1/2021-26  
F.N. AERA/20010/MYTP/GFHSL/GH/Pune/CP-1/2021-26

आदेश संख्या 21/2023-24  
Order No. 21/2023-24



सत्यमेव जयते

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण  
Airports Economic Regulatory Authority of India

ग्लोबल फ्लाइट हैंडलिंग सर्विसेज (पुणे) प्राइवेट लिमिटेड (जी.एफ.एच.एस.पी.पी.एल) के संबंध में पुणे अंतर्राष्ट्रीय हवाईअड्डा, पुणे में ग्राउंड हैंडलिंग सेवाओं के लिए प्रथम नियंत्रण अवधि (वित्त वर्ष 2023-24 से वित्त वर्ष 2027-28) के लिए टैरिफ निर्धारित करने के मामले में/

IN THE MATTER OF  
DETERMINATION OF TARIFF FOR GROUND HANDLING SERVICES FOR  
GLOBAL FLIGHT HANDLING SERVICES (PUNE) PRIVATE LIMITED (GFHSPPL)  
AT PUNE INTERNATIONAL AIRPORT FOR THE FIRST CONTROL PERIOD  
(FY 2023-24 TO FY 2027-28)

जारी करने की तारीख : 06.10.2023

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**List of Abbreviations:**

AERA / Authority	Airports Economic Regulatory Authority of India
AIASL	AI Airport Services Limited
ATM	Air Traffic Movement
ATP	Annual Tariff Proposal
CAPEX	Capital Expenditure
COD	Commercial Operations Date
CGF	Cargo Facility, Ground Handling & Supply of Fuel to Aircraft
EBITDA	Earnings Before Interest, Tax, Depreciation and Amortization
GFHSPL	Global Flight Handling Services Private Limited
GFHSPPL	Global Flight Handling Services (Pune) Private Limited
GHA	Ground Handling Agencies
GHS	Ground Handling Services
INR/₹	Indian Rupees
ISP	Independent Service Provider
LOIA	Letter of Intent to Award
MTOW	Maximum Take Off Weight
MYTP	Multi-Year Tariff Proposal
OPEX	Operating Expenditure
O&M	Operation and Maintenance
PAT	Profit After Tax
P&L	Profit & Loss
SPV	Special Purpose Vehicle
Y-o-Y	Year on Year





## **CHAPTER 1: INTRODUCTION**

- 1.1 M/s Global Flight Handling Services Private Limited (GFHSPL) was awarded Concession to provide Ground Handling Services at Pune International Airport, Pune by the Airport Operator i.e. Airports Authority of India (AAI), vide Letter of Intent to Award (LOIA) dated 12.01.2021.
- 1.2 As per the LOIA, a Special Purpose Vehicle (SPV) was required to be formed by the M/s GFHSPL within 30 days from the date of issue of LOIA, for entering into the Concession Agreement with AAI and implementation of Concession to provide Ground Handling Services at Pune International Airport. Accordingly, SPV namely M/s Global Flight Handling Services (Pune) Private Limited (GFHSPPL), was incorporated under the Indian Companies Act, 2013 on 17.02.2021.
- 1.3 The Airport Operator (AAI) and the Special Purpose Vehicle i.e. M/s GFHSPPL entered into Concession Agreement on 29.07.2021, for a provision of Ground Handling Services at Pune International Airport, Pune for a period of 10 years from “Commercial Operations Date (COD)”. The Concession term is further extendable for a period of one year at sole discretion of AAI.
- 1.4 The shareholding structure of the M/s GFHSPPL is tabulated as below:

**Table-1: Shareholding Structure of M/s GFHSPPL:**

<b>Name of Shareholder</b>	<b>No. of Equity Shares</b>	<b>Equity Holding (%)</b>
M/s Global Flight Handling Services Private Limited	1,11,000	74
M/s Bags Ground Services Co. Limited	39,000	26
<b>Total</b>	<b>1,50,000</b>	<b>100.00</b>

- 1.5 Bureau of Civil Aviation Security (BCAS) granted security clearance to M/s GFHSPPL on 27.07.2021, vide letter no. CAM(M)-2021/GHA/Policy/M/s Global Flight Handling Pune, which is valid for a period of five years from the date of issue of security clearance or the period of the validity of contract with the airport operator, whichever is earlier.
- 1.6 The Authority, vide Order No. 21/2021-22 dated 01.10.2021 approved the Ad-hoc Tariff for M/s Global Flight Handling Services (Pune) Private Limited, based on the prevailing tariff approved by the AERA for the other Ground Handling Service Provider, namely, AI Airport Services Limited (AIASL) at Pune International Airport. The Ad-hoc Tariff to the ISP was initially approved for the period from 01.10.2021 to 31.03.2022.
- 1.7 The Authority, vide Order no. 46/2021-22 dated 17.03.2022 allowed the continuation of the Ad-hoc Tariff as on 31.03.2022 for a period of six months w.e.f. 01.04.2022 to 30.09.2022. The Authority vide Order No.24/2022-23 dated 23.09.2022 extended the same tariff (as on 30.09.2022) up to 31.03.2023. Thereafter, the Authority vide order No. 42/2022-23 dated 23.03.2023 further extended the Ad-hoc Tariff (as on 31.03.2023) up to 30.09.2023.
- 1.8 Subsequently, the Authority vide order no. 20/2023-24 dated 27.09.2023, further allowed extension of Ad-hoc Tariff (as on 30.09.2023) to M/s GFHSPPL up to 31.03.2024, or, till the determination of regular tariff for the ISP, whichever is earlier.





1.9 As per the provisions of the AERA (CGF) Guidelines 2011, M/s GFHSPPL submitted the Multi-Year Tariff Proposal ('MYTP') on 31.03.2023 for the First Control Period (FY 2023-24 to FY 2025-26) for determination of Tariff in respect of the Ground Handling Services being provided at Pune International Airport, Pune.

The Authority, during the initial scrutiny of the MYTP/ATP submission of M/s GFHSPPL observed some shortcomings/ information gaps in the ISP's proposal. The matter was discussed & clarifications were sought from ISP, from time to time. Subsequently, in light of AERA's observation/ queries, M/s GFHSPPL submitted the revised MYTP on 24.07.2023, considering the First Control Period from FY 2023-24 to FY 2027-28.

1.10 The Authority carefully examined the MYTP for the First control Period submitted by M/s GFHSPPL in respect of Ground Handling services at Pune International Airport and issued Consultation Paper No. 08/2023-24 dated 08.08.2023, 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: 31.08.2023
- Date for submission of counter comments by ISP: 08.09.2023

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. 08/2023-24 dated 08.08.2023 and the same were uploaded on the AERA's website vide Public Notice No. 08/2023-24 dated 01.09.2023.

1.12 The Authority, after examining the comments of stakeholder i.e., M/s SpiceJet Ltd on the above referred CP and taking into account the relevant aspects of the case, has finalized this Tariff Order. The counter comments of the ISP received by the Authority, after the last date of submission of the counter comments, have not been considered.

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**CHAPTER2: PRINCIPLES FOR DETERMINATION OF TARIFF FOR THE AERONAUTICAL SERVICES**

- 2.1 The Authority vide its 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 (“the Guidelines”), vide Direction No. 04/2010-11 issued on 10.01.2011.
- 2.2 In accordance with the above mentioned AERA Guidelines (clause 4.4), the following procedure is adopted for the determination of the Materiality Index of the Regulated Service:

**MATERIALITY ASSESSMENT:**

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

The Materiality Index for Pune International Airport =  $1195/420772$   
= 0.28%

The percentage share of Pune International Airport for FY 2019-20 (Pre Covid-Year) in respect of International Aircraft Movements is less than 5% Materiality Index (MI<sub>G</sub>) for the subject regulated service. Hence, the Regulated Service is deemed ‘**Not Material**’ in respect of the ISP, for the First Control Period.

- 2.3 The Authority notes that M/s AI Airport Services Limited (AIASL) and M/s IndoThai Pune Pvt. Ltd. are other two service providers rendering similar services at Pune International Airport, Pune.
- 2.4 As per Clause 3.2 (i) of the Guidelines, wherever the Regulated Service is deemed as ‘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 AERA (CGF) Guidelines 2011, 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 Subsequent to issuance of the CP, M/s GFHSPPL conducted the Stakeholders’ Consultation Meeting on 29.09.2023 and has submitted the Minutes of Meeting (MoM) to AERA vide email dated 05.10.2023. As per the MoM, the representative from M/s SpiceJet Ltd. participated in the referred consultation meeting. M/s GFHSPPL during the meeting briefed about their company’s ground handling operations and also discussed the key points of the CP issued by the AERA in respect of the ISP, including their current market share at Pune Airport, tariff





increase proposed etc. The Authority, from the minutes of meeting, notes that stakeholder hasn't raised any issue relating to the tariff proposed by the ISP.

**2.7 Authority's decision regarding Methodology of Tariff Determination for M/s GFHSPPL:**

Based on the material before it and its analysis, the Authority decides to consider the Tariff determination exercise for M/s GFHSPPL, in respect of the Ground Handling Services provided by the ISP, at Pune International Airport, under the '**Light Touch Approach**' for the First Control Period.



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

#### M/s GFHSPPL submission on Projected Aircraft Traffic (Flights to be Handled) for the First Control Period

3.1 Actual Aircraft Traffic (Nos. of landings) handled at the Pune International Airport, from FY 2019-20 to FY 2022-23 is given below:

**Table 2: Actual Aircraft Traffic handled at Pune International Airport during FY 2019-20 to FY 2022-23**

Year	Total number of Landings at Pune International Airport			Y-o-Y % increase		
	Domestic	International	Total	Domestic	International	Total
2019-20	26,533	598	27,131	-	-	-
2020-21	9,843	73	9,916	-63%	-88%	-63%
2021-22	15,260	151	15,411	55%	107%	55%
2022-23	29,131	595	29,726	91%	294%	93%

3.2 Projected Aircraft Traffic (Flights to be handled by ISP) for the First Control Period (FY 2023-24 to FY 2027-28) submitted by M/s GFHSPPL is given below in Table 3.

**Table 3: Projected Aircraft Traffic (Flights to be handled by ISP) submitted by M/s GFHSPPL for the First Control Period (FY 2023-24 to FY 2027-28).**

Year	Flights to be handled in 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	7,424	585	8,009	-	-	-
2023-24	8,111	273	8,384	9%	-53%	5%
2024-25	8,495	287	8,527	5%	5%	5%
2025-26	8,898	301	8,674	5%	5%	5%
2026-27	9,319	316	8,824	5%	5%	5%
2027-28	9,762	332	8,977	5%	5%	5%
<b>TOTAL*</b>	<b>44,585</b>	<b>1,509</b>	<b>46,094</b>			

\*Total for the control period (FY 2023-24 to FY 2027-28).





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

- 3.3 The Authority noted that M/s GFHSPPL is a new entrant at Pune International Airport and commenced its commercial operations at Pune International Airport on 01<sup>st</sup> October, 2021. The Authority observed from the above Table 2 & 3 that the M/s GFHSPPL had a market share around 27% in FY 2022-23 at Pune International Airport.
- 3.4 The Authority further noted that M/s GFHSPPL projected the nominal Y-o-Y growth rate of 5% for the aircraft traffic to be handled by the ISP for the First Control Period.
- 3.5 The Authority, from the clarifications submitted by the ISP noted that M/s GFHSPPL is currently handling only Go First, SpiceJet and Vistara. Whereas, M/s AIASL is handling flights namely Air Asia, Air India, Akasha Air and Alliance Air. The ISP also submitted that non-scheduled flights operations has been reduced considerably in the FY 2023-24.
- 3.6 As per the statistics available at AAI website, the total Aircraft Traffic at Pune International Airport for FY 2022-23 surpassed the Aircraft Traffic handled during the pre-covid year i.e. FY 2019-20.
- 3.7 The Authority, taking into account market competition among the three service providers at Pune International Airport, considered aircraft traffic (flight to be handled by the ISP) projected by the ISP for the First Control Period as reasonable. Accordingly, Authority proposes to adopt Aircraft Traffic Volume submitted by GFSHPPL for the First Control Period as per Table 3 above.

**Stakeholders' Comments**

- 3.8 The Authority received no comments/ views from stakeholders in respect of the projected Aircraft Traffic Volume (flights to be handled) for the First Control Period.

**Authority's analysis regarding Aircraft Traffic:**

- 3.9 Considering the above, the Authority decides to maintain the same view on the projected aircraft traffic for the First Control Period of the ISP, as was taken at CP stage.

**3.10 Authority's decision regarding Aircraft Traffic Volume 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 First Control Period as per Table 3.





## CHAPTER 4: CAPITAL EXPENDITURE (CAPEX)

### M/s GFHSPPL Submission on Capital Expenditure for the First Control Period

4.1 M/s GFHSPPL projected a total Capital Expenditure (CAPEX) of ₹102.71 lakhs for the First Control Period (FY 2023-24 to FY 2027-28). The year-wise & asset-wise Capital Expenditure projected by M/s GFHSPPL is given below:

**Table 4: Projected Capital Expenditure submitted by M/s GFHSPPL for the First Control Period.**

(₹ in Lakhs)

Particulars	2023-24	2024-25	2025-26	2026-27	2027-28	Total
Plant & Machinery	70.91	-	-	-	-	70.91
Furniture and Fittings	6.00	-	-	-	-	6.00
Office Equipment	1.20	-	-	-	-	1.20
Computer Equipment	9.50	-	-	-	-	9.50
Motor Vehicles	15.10	-	-	-	-	15.10
<b>Total</b>	<b>102.71</b>	-	-	-	-	102.71

4.2 The ISP provided the further details of the proposed CAPEX for the First Control Period as under:

Sl. No.	Particulars	Quantity	Rate	Cost (Rs. in Lakhs)
<b>1.</b>	<b>Plant &amp; Machinery</b>			
1.a	Diesel Baggage Tractor - 25T Tow Capacity	1	23.95	23.95
1.b	Baggage Conveyor Belt – Electric	1	5.78	5.78
1.c	Ambulift - Lift 2000-4400 mm	1	22.72	22.72
1.d	Chocks (12), Marshalling torches (10 pairs), Head set (2), By Pass pin for A320/B737 (2), Safety cones (12), Vacuum cleaners (3), Firex (2)	2	5.20	10.40
1.e	Water Servicing Cart - Lift pressure 0.25-0.35 Mpa, Flow rate 120L/min	1	8.05	8.05
<b>2.</b>	<b>Furniture and Fittings</b>			
2.a	Office New Cabins Set Up / Modification	2	3.00	6.00
<b>3</b>	<b>Office Equipment</b>			
3.a	Mobile Phone	10	0.10	1.00
3.b	LaserJet Black & White Printer	1	0.20	0.20
<b>4</b>	<b>Computer Equipment</b>			
4.a	Laptop	10	0.55	5.50





4.b	Desktop	10	0.40	4.00
<b>5.</b>	<b>Motor Vehicles</b>			
5.a	Vehicle GSE Maintenance	2	7.55	15.10
	Total			<b>102.71</b>

**Authority's Examination regarding CAPEX for the First Control Period at CP stage:**

4.3 The Authority noted that M/s GFHSPPL started its operations at Pune International Airport w.e.f. 01.10.2021 and projected a CAPEX of ₹ 102.71 lakhs for the First Control Period starting from FY 2023-24 to FY 2027-28. M/s GFHSPPL, being a new entrant at Pune International Airport, the Authority expected significant CAPEX by the ISP on the procurement of Ground Handling Equipment and allied infrastructure etc., particularly during the initial years of the Control Period, for the smooth commencement of operations and to provide quality services to the Users.

In this context, the Authority sought clarification from the ISP regarding procurement of Ground Handling Equipment and related Costs. In response thereto, M/s GFHSPPL vide email dated 18.07.2023 submitted a copy of the equipment hire agreement with M/s Updater Services limited. The ISP submitted that they have taken the requisite equipment through Lease Arrangement instead of outright purchase of the same.

On the requisition of the Authority, M/s GFHSPPL vide email dated 18.07.2023 submitted the details of Ground Handling Equipment & Other Assets taken on rental basis, as per the equipment hire agreement, as under:

Sl. No.	Equipment Description	Quantity in Nos.
1	Push Back – TLD Make	1
2	Universal Towbar – Hydro Make	2
3	Towbar (ATR) – Hydro Make	1
4	Towbar (Q400) – Hydro Make	1
5	E Tugs- TLD Make	6
6	Air Cooler Unit (ACU) – TLD Make	1
7	Ground Power Unit (GPU) – TLD Make	1
8	Air Start Unit (ASU) – TLD Make	1
9	Bus / Coach – MG Make	1
10	Baggage Freight Loader (BFL) Electric – ASARA Make	6
11	Towable Pax Step Lader – ASARA Make	6
12	Towable Toilet Cart – Concorde	2
13	Towable Water Cart – Concorde	2
14	Innova Car – Toyota Make Car	2





15	Aircraft Vacuum Cleaner – Nil Fisk Make	2
16	Aircraft Vacuum Cleaner – Roots Make	3
17	Open Baggage Trolley – Concorde Make	15
18	Closed with Door Baggage Trolley – Concorde Make	15
19	Closed with Curtain Baggage Trolley – Concorde Make	20
20	Fire Extinguisher Trolley	5
21	Fuel Browser (1000 Litre capacity) – Concorde Make	1
22	Battery for E-TUG – Eternity	6
23	Battery Charger for E-TUG – TVS Sirius	3
24	Nitrogen Cylinder	2
25	Fire Extinguisher – ABC	2
26	Wheelchair – SAGE Make	30

4.4 The Authority sought clarification regarding proposed procurement of vehicle costing ₹ 15.10 lakhs and in response thereto, ISP submitted that two vehicles costing ₹ 7.55 lakhs each has been proposed to be procured during FY 2023-24, and, to be used for transportation of spares and engineers for maintenance activities to be carried out as a Ground Handler.

4.5 Considering that the M/s GFHSPPL is a new entrant at Pune International Airport and proposed modest CAPEX for the Pune International Airport during the current Control Period, the Authority proposed to consider CAPEX for the First Control Period as submitted by the ISP, as per Table 4.

**Stakeholders' Comments**

4.6 The Authority received no comments/ views from stakeholders in respect of Capital Expenditure (CAPEX) for the First Control Period.

4.7 Considering the above, the Authority decides to maintain the same view on the projected CAPEX for the First Control Period of the ISP, as was taken at CP stage.

**Authority's decision regarding CAPEX for the First Control Period**

4.8 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.





## CHAPTER 5: OPERATING EXPENDITURE AND PROJECTED PROFITABILITY

### M/s GFHSPPL Submission on Operating Expenditure for the First Control Period

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 Expenditures of M/s GFHSPPL for its ground handling operations at Pune International Airport have been broadly categorized as under:

- a) Payroll Costs;
- b) Admin and General Expenses;
- c) Concession Fees;
- d) Repairs and Maintenance; and
- e) Utilities & Outsourcing Costs

5.3 As per the MYTP submission, Revenue, Operating Expenditure (OPEX) and Profitability projected by the ISP for the First Control Period (FY 2023-24 to FY 2027-28) is as under:

**Table 5: Revenue, Operating Expenditure and Profitability projected by M/s GFHSPPL for the First Control Period.**

(₹ in lakhs)

Particulars	FY 2022-23	First Control Period					TOTAL
		FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28	
<b>Revenue from Regulated Services (A)</b>	1167.42	1272.32	1393.72	1527.21	1673.83	1835.39	8869.89
<b>Operating Expenditure</b>							
i. Payroll Cost	757.44	833.18	895.67	962.85	1035.06	1112.69	5596.90
ii. Administrative and General Expenditure	267.98	295.65	304.85	314.68	325.19	336.42	1844.76
iii. Concession Fees	123.00	110.70	99.63	92.54	101.52	111.43	638.82
iv. Repairs & Maintenance Expenses	4.95	5.14	5.39	5.66	5.94	6.24	33.33
v. Utilities & Outsourcing Costs	6.29	6.76	7.27	7.81	8.40	9.03	45.56
<b>Total OPEX (i+ii+iii+iv+v) = (B)</b>	1159.66	1251.43	1312.81	1383.54	1476.11	1575.81	8159.37
Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) (A-B)	7.76	20.89	80.91	143.67	197.72	259.58	710.52
Depreciation and Amortization	1.29	11.60	11.60	11.60	11.60	11.60	59.27
Interest and Finance Charges	37.14	59.61	55.92	43.59	33.64	23.69	253.58
<b>Profit Before Tax (PBT)</b>	-30.67	-50.32	13.39	88.48	152.48	224.29	397.66
Provision for Tax	-	-	-	5.26	38.38	56.45	100.09
<b>Profit After Tax (PAT)</b>	-30.67	-50.32	13.40	83.23	114.10	167.84	297.57





**Authority's Examination on the OPEX proposed 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 6 below:

**Table 6: Y-o-Y Percentage (%) increase in the Revenue and Operation & Maintenance Expenditure projected by the ISP during the First Control Period**

Particulars	First Control Period				
	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
Revenue	9%	9.5%	9.6%	9.6%	9.7%
Payroll Expenses	10%	7.5%	7.5%	7.5%	7.5%
Administrative and General Expenses	10.33%	3.1%	3.2%	3.3%	3.5%
Concession Fees	-10.00%	-10.00%	-7.1%	9.7%	9.8%
Repairs and Maintenance Expenses	3.67%	5.00%	5.00%	5.00%	5.00%
Utilities and Outsourcing Expenses	7.50%	7.50%	7.50%	7.50%	7.50%

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

a) **Payroll Expenses:** The Authority noted that M/s GFHSPPL considered Y-o-Y increase in the Payroll Expenses @ 7.5% p.a. from FY 2023-24 onward, during the First Control Period. It is further noted that the ISP considered 3% increase in manpower strength on Y-o-Y basis. Considering the periodic increase in minimum wages & annual salary increments and related increase in statutory component like EPF etc., impact of additional manpower to cater to the projected growth in aircraft traffic (flights to be handled by the ISP), the Y-o-Y increase projected by the ISP in Payroll expenses for the First Control Period is reasonable.

b) **Administrative & General Expenses:** The Authority noted that the Y-o-Y increase considered by M/s GFHSPPL in the Administrative and General Expenses for the Control period is in the range of 3% to 3.5%. The Authority's examination regarding Administrative & General expenses is as under:

**b.1 Equipment Hire Expenses:** The Authority noted that as M/s GFHSPPL has hired most of the equipment pertaining to its Ground Handling Services on lease. Accordingly, Equipment Hire Expenses is one of the major components of Administrative & General Expenses (which almost account for 47% to 54% of total Admin. & General Expenses) during the First Control Period.

The Authority further noted that as per the Equipment User Agreement entered between M/s GFHSPPL and M/s Updater Services Limited, commencing from 1<sup>st</sup> August 2021 for 10 years, ISP is required to pay the services charges @ ₹ 13.18 lakhs per month i.e. ₹ 158.16 lakhs annually and same has been projected by ISP under the Admin. & General Expenses for the First Control Period.





**b.2 Lease/ Space Rent:** The Authority observed that lease / rent is another major component of Administrative & General expenses (which almost account for 16% to 19% of total Admin. & General Expenses).

The Authority observed from the clause no. 7.2 of concession agreement with the Airport Operator (AAI) that ISP is required to pay Space & Land Rent to the Airport Operator. The relevant extract is reproduced below:

*"Concessionaire shall execute a separate space and Land Agreement, substantially as per the format provided in Schedule VIII, for the space and land provided to the concessionaire at the Airport."*

The Authority, further noted from the Schedule VIII of the Concession Agreement that Space/ Land Rent to be escalated @ 7.5% Y-o-Y basis.

In view of the projected increase in the aircraft traffic and considering the impact of general inflation and annual escalation in Land/Space Rent as per concession agreement, the Y-o-Y increase projected by ISP in respect of Administrative and General Expenses for the First Control Period is reasonable.

c) **Concession Fees:** The Authority noted from the clause 7.1.1 of concession agreement executed between AAI and M/s GFHSPPL, Revenue Share payable to the airport operator (AAI) to be calculated as under:

- i) 3% of the Actual Gross Revenue from the scheduled Domestic Passenger Flights.
- ii) 15% of the Actual Gross Revenue from users other than "scheduled Domestic Passenger Flights and RCS flights".
- iii) 0% for RCS flights.

The Authority further noted from the clause 7.1.2 of above said agreement, that every year the ISP shall pay premium which is maximum of, 'Minimum Annual Guarantee' (MAG) or the 'Revenue Share', calculated as per clause 7.1.1 of the concession agreement.

The ISP, vide email dated 24.07.2023 and 25.07.2023 clarified that as the M/s GFHSPPL emerged as H2; accordingly, MAG for the concessionaire from the second year onward will be 90% of the previous year's premium.

Hence, for the FY 2023-24 & FY 2024-25, the premium (concession fee) has been projected 90% of the MAG of the previous year. From FY 2025-26 onward, premium payable to airport operator fee has been calculated on the basis of Revenue Share in accordance with the clause 7.1.2 of concession agreement.

Considering clause 7.1.2 of the concession agreement and clarification furnished by the ISP, the Authority proposed to consider the concession fee (premium) payable to the airport operator as projected by ISP, for the First Control Period.

d) **Repairs and Maintenance Expenses:** The Authority observed that the Y-o-Y increase proposed by M/s GFHSPPL in the Repair and Maintenance Expenses for the Control period is 5% p.a. Considering the impact of annual general inflation, including annual increase in labour component of Repair & Maintenance Expenses, the Authority considered the Y-o-Y increase in Repair and Maintenance Expenses for the First Control Period projected by ISP as reasonable.





- e) **Utilities and Outsourcing Expenses:** The Authority observed that the Y-o-Y increase proposed by M/s GFHSPPL in the Utilities and Outsourcing Expenses for the Control Period is 7.5%. The Authority further observed that the utility and outsourcing costs mainly comprise of fuel charges and electricity expenses which are directly linked with the number of flights handled.

In view of the projected increase in aircraft traffic (flights to be handled by the ISP) and the impact of general inflation, the Utility & Outsourcing Expenses projected for the Control Period by the ISP is reasonable.

### **Stakeholders' Comments**

#### **5.6 M/s SpiceJet's comments regarding Operating Expenditure**

*"It may please be noted that cost incurred by GFHSPPL 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 GFHSPPL not related to safety or security.*

*Further, we submit that:*

- (i) **Payroll Costs:** *The proposed Y-o-Y increase of between 7.5% and 10% appear to be exorbitant. It is requested that the same may please not be more than approx. 6%, which may be considered as reasonable.*
- (ii) **Utility & Outsourcing Costs:** *The proposed Y-o-Y increase of 7.5% also appears to be exorbitant, and it is requested that the same may please not be more than approx. 5%, which may be considered as reasonable."*

5.7 The Authority received no counter comments from M/s GFHSPPL within the timeframe stipulated in the Consultation Paper (refer para 1.12).

#### **5.8 Authority's analysis on Stakeholders' Comments regarding OPEX projected for the First Control Period**

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 and 5.5).

Further, it is noteworthy to mention that some components of OPEX, such as utilities costs, payroll costs etc., are linked with the level of operations (Aircraft Traffic handling). Hence, considering the projected increase in Aircraft Traffic and taking into account the impact of general inflation, operating expenses projected by the ISP, including Y-o-Y increase in OPEX considered for the Control Period, 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:**

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





**CHAPTER 6: ANNUAL TARIFF PROPOSAL**

**M/s GFHSPPL Submissions on Annual Tariff Proposal for the First Control Period**

6.1 M/s GFHSPPL submitted a Tariff proposal for Ground Handling Services pertaining to Scheduled Flights at Pune International Airport, Pune, for the First Control Period (FY 2023-24 to FY 2027-28), as given in Table below:

**Table 7: Proposed Tariff Rates for Scheduled Flights submitted by M/s GFHSPPL for the First Control Period.**

(Rates in ₹)

	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services	Pax	Ramp	Full Services
<b>Domestic Passenger Flight</b>															
Code B	5,400	12,600	18,000	5,778	13,482	19,260	6,182	14,426	20,608	6,615	15,436	22,051	7,078	16,517	23,595
Code C	8,400	19,600	28,000	8,988	20,972	29,960	9,617	22,440	32,057	10,290	24,011	34,301	11,010	25,692	36,702
Code D	19,800	46,200	66,000	21,186	49,434	70,620	22,669	52,894	75,563	24,256	56,597	80,852	25,954	60,559	86,512
<b>International Passenger Flight</b>															
Code C	38,100	88,900	1,27,000	40,767	95,123	1,35,890	43,621	1,01,782	1,45,402	46,674	1,08,907	1,55,580	49,941	1,16,530	1,66,471
Code D	71,100	1,65,900	2,37,000	76,077	1,77,513	2,53,590	81,402	1,89,939	2,71,341	87,100	2,03,235	2,90,335	93,197	2,17,461	3,10,658
Code E	81,000	1,89,000	2,70,000	86,670	2,02,230	2,88,900	92,737	2,16,386	3,09,123	99,229	2,31,533	3,30,762	1,06,175	2,47,740	3,53,915
<b>Domestic Cargo Flight</b>															
Code C	N/A	N/A	64,800	N/A	N/A	69,336	N/A	N/A	74,190	N/A	N/A	79,383	N/A	N/A	84,940
Code D	N/A	N/A	1,14,300	N/A	N/A	1,22,301	N/A	N/A	1,30,862	N/A	N/A	1,40,022	N/A	N/A	1,49,824
<b>International Cargo Flight</b>															
Code C	N/A	N/A	1,37,500	N/A	N/A	1,47,125	N/A	N/A	1,57,424	N/A	N/A	1,68,444	N/A	N/A	1,80,235
Code D	N/A	N/A	1,92,500	N/A	N/A	2,05,975	N/A	N/A	2,20,393	N/A	N/A	2,35,821	N/A	N/A	2,52,328

- Note:** 1. 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.  
 2. The above rates are for basic Handling Services. As per requirement, airlines/users ask for additional services. The rates for such additional services are given in Annexure-III.  
 3. The above rates are exclusive of GST and any other applicable Government taxes.

6.2 M/s GFHSPPL had considered the following % increase in the proposed Tariff for Scheduled Flights at Pune International Airport, for the First Control Period, as per table given below:

**Table 8: Y-o-Y Percentage (%) change in the proposed Tariff for the different categories of Scheduled Flights for the First Control Period.**

	FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Ramp	Pax	Full Services	Ramp	Pax	Full Services	Ramp	Pax	Full Services	Ramp	Pax	Full Services
<b>Domestic Passenger Flight</b>												
Code B	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Code C	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Code D	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%





	FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Ramp	Pax	Full Services	Ramp	Pax	Full Services	Ramp	Pax	Full Services	Ramp	Pax	Full Services
<b>International Passenger Flight</b>												
Code C	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Code D	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Code E	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
<b>Domestic Cargo Flight</b>												
Code C	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%
Code D	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%
<b>International Cargo Flight</b>												
Code C	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%
Code D	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%

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

**Table 9: Proposed Tariff Rates for Non-Scheduled Flights and General Aviation Operations submitted by M/s GFHSPPL for the First Control Period.**

(Rates in ₹)

Maximum Take Off Weight (MTOW)	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
0-5000	23,500	45,000	25,145	48,150	26,905	51,521	28,788	55,127	30,803	58,986
5001-10000	30,000	82,500	32,100	88,275	34,347	94,454	36,751	1,01,066	39,324	1,08,141
10001- 20000	36,500	1,31,250	39,055	1,40,438	41,789	1,50,269	44,714	1,60,788	47,844	1,72,043
20001- 35000	61,500	1,50,000	65,805	1,60,500	70,411	1,71,735	75,340	1,83,756	80,614	1,96,619
35001- 40000	63,000	1,68,750	67,410	1,80,563	72,129	1,93,202	77,178	2,06,726	82,580	2,21,197
40001- 50000	63,000	1,87,500	67,410	2,00,625	72,129	2,14,669	77,178	2,29,696	82,580	2,45,775
50001- 100000	85,000	2,43,750	90,950	2,60,813	97,317	2,79,070	1,04,129	2,98,605	1,11,418	3,19,507
100001 – 200000	2,25,335	4,61,250	2,41,108	4,93,538	2,57,986	5,28,086	2,76,045	5,65,052	2,95,368	6,04,606
200001 - 300000	5,15,052	5,43,750	5,51,106	5,81,813	5,89,683	6,22,540	6,30,961	6,66,118	6,75,128	7,12,746
300001 and above	6,18,062	6,56,250	6,61,326	7,02,188	7,07,619	7,51,341	7,57,152	8,03,935	8,10,153	8,60,210

Dom. = Domestic Flight; Intl. = International Flight

**Notes:** 1. The above rates are for basic Handling Services. As per requirement, airlines/users ask for additional services. The rates for which are given in Annexure-III.

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

**Authority's Examination regarding the Tariff proposed for the First Control Period at CP stage:**

- 6.4 The Authority noted that in the case of Scheduled Flights (Domestic & International), the ISP proposed 7% Y-o-Y increase in Tariff Rates from FY 2024-25 onwards (Table 8).
- 6.5 The Authority also noted that M/s GFHSPPL proposed a separate Tariff Rate card for Non-Scheduled Flights, considering an increase of 7% Y-o-Y from FY 2024-25 onward (Table 9).
- 6.6 The Authority, considering the Aircraft Traffic projected by the ISP for the Control Period & projected increase in Operating Expenditure, due to factors like increase in number of employees to cater to projected increase in aircraft traffic, annual increase in salaries & wages, general inflation etc., is of the view that ISP requires adequate revenues to cover up the Operating Costs and to get reasonable return on its investments. The Authority considered 7% increase in Tariff Rates proposed by the ISP on Y-o-Y basis from FY 2024-25 onward as reasonable.





- 6.7 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 proposed to consider the separate Tariff in case of International “Non-Scheduled & General Aviation Operations” only, 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 the 15<sup>th</sup> of the month will be applicable for the second fortnight.
- 6.9 Further, M/s GFHSPPL should ensure compliance towards Standardization of Ground Handling Equipment at Pune 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**

##### **6.10 M/s SpiceJet comments on Tariff proposed for the First Control Period**

*“Refer the Tariff Rates for GFHSPPL as indicated in Annexure I, II & III of the Consultation Paper, we request the authority to clarify the basis of setting the base rates for the FY 2023-24, as the same does not appear to be mentioned in the Consultation Paper. In any event, we kindly request that the approved Tariff Rates for GFHSPPL do not exceed the rates as approved by the Authority for M/s AI Airport Services Limited (AIASL) for similar services being rendered by them at Pune for the relevant periods.”*

- 6.11 The Authority received no counter comments from M/s GFHSPPL within the timeframe stipulated in the Consultation Paper (refer para 1.12).

#### **Authority’s analysis regarding Tariff proposed for Ground Handling Services for the First Control Period:**

- 6.12 As regard to SpiceJet’s comments regarding the basis for the proposed tariffs in respect the ISP, it is mentioned that the tariff increase for the service provider was proposed after the due diligence, entailing review & analysis of MYTP submission of the ISP, including assessment of pertinent regulatory building blocks, such as, projected CAPEX, OPEX, Traffic Volume and projected Profitability etc., and the same has been discussed in the previous chapters of this Order.

Considering the above, the Authority decides to maintain the same view on tariff for the First Control Period, as was taken at CP stage.

#### **Authority’s decisions regarding Tariff for Ground Handling Services for the First Control Period:**

Based on the available material and its analysis, the Authority decides the following in respect of Tariff structure and Annual Tariff Proposal for the First Control Period:

- 6.13 To consider the Tariff Rates for Ground Handling Services provided by M/s GFHSPPL at Pune International Airport in respect of Scheduled Flights, International “Non-Scheduled & General Aviation Flights” and Item-wise Tariff Rate Card for Scheduled & Non-Scheduled Operators, for the First Control Period, as per **Annexures (I, II & III)**.
- 6.14 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).





- 6.15 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<sup>th</sup> of the month will be applicable for the second fortnight.
- 6.16 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 M/s GFHSPPL shall ensure compliance towards Standardization of Ground Handling Equipment at Pune International Airport in accordance with the directives issued by Ministry of Civil Aviation, vide its letter no. AV-24011/10/2021-AAI-MOCA dated 27.10.2022.



भा.वि.आ.वि.प्रा.  
AERA





## CHAPTER 7: SUMMARY OF AUTHORITY'S DECISIONS

The below-mentioned summary provides the Authority's decisions relating to relevant chapters regarding the Tariff determination in respect of the Ground Handling Services provided by M/s GFHSPPL at Pune International Airport:

Chapter	Para	Summary of Authority's Decisions	Page No.
Chapter No.2	2.7	The Authority decides to consider the Tariff determination exercise for M/s GFHSPPL, in respect of the Ground Handling Services provided by the ISP, at Pune International Airport, under the ' <b>Light Touch Approach</b> ' for the First Control Period.	8
Chapter No. 3	3.10	The Authority decides to consider the Aircraft Traffic (Flights to be handled by the ISP) for the First Control Period as per Table 3.	10
Chapter No. 4	4.8	The Authority decides to consider the CAPEX for the First Control Period as per Table 4.	13
Chapter No. 5	5.9	The Authority decides to consider the OPEX for the First Control Period as per Table 5.	17
Chapter No. 6	6.13	The Authority decides to consider the Tariff Rates for Ground Handling Services provided by M/s GFHSPPL at Pune International Airport in respect of Scheduled Flights, International "Non-Scheduled & General Aviation Flights" and Item-wise Tariff Rate Card for Scheduled & Non-Scheduled Operators. for the First Control Period as per <b>Annexures (I, II &amp; III)</b> .	20
	6.14	The Authority decides 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).	
	6.15	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 the rate prevailing as on the 15 <sup>th</sup> of the month will be applicable for the second fortnight.	21
	6.16	The Authority decides that the Tariff Rates indicated in <b>Annexures (I, II &amp; III)</b> 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 M/s GFHSPPL shall ensure compliance towards Standardization of Ground Handling Equipment at Pune International Airport in accordance with the directives issued by Ministry of Civil Aviation, vide its letter no. AV-24011/10/2021-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 GFHSPPL, 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 Global Flight Handling Services (Pune) Private Limited (GFHSPPL) at Pune International Airport, is **“Not Material”**. Therefore, the Authority decides to adopt **‘Light Touch Approach’** for determination of Tariff for the First Control Period (FY 2023-24 to FY 2027-28).
- (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 15<sup>th</sup> 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 GFHSPPL shall maintain the separate accounts for its Ground Handling Operations at Pune 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) M/s GFHSPPL shall also ensure compliance of all requisite statutory requirements etc. during the currency of the First Control Period for which the tariffs have been approved by the Authority.
- (viii) The Tariff Order shall be effective from **16.10.2023**.
- (ix) The Airport Operator shall ensure the compliance of this Order.

By the Order of and in the name of the Authority

भा.वि.आ.वि.प्रा.

  
(Suyash Narain)  
Secretary

To

Wing CDR Arivazhagan

**Global Flight Handling Services (Pune) Pvt Ltd.**

No. 101, Amrut Siddhi Apartments, Laxmi Park

Behind Bhide Hospital, Navi Peth Pune, Maharashtra - 411030

### Copy for information to:

1. Secretary, Ministry of Civil Aviation, Rajiv Gandhi Bhawan, Safdarjung Airport, New Delhi – 110003
2. Chairman, AAI, Rajiv Gandhi Bhawan, Safdarjung Airport, New Delhi – 110003
3. Airport Director, AAI, New Airport Road, Pune International Airport, Lohegaon, Maharashtra - 411032





**ANNEXURE I**

**TARIFF RATE CARD FOR M/s GFHSPPL IN RESPECT OF DOMESTIC\* & INTERNATIONAL SCHEDULED FLIGHTS FOR THE FIRST CONTROL PERIOD (FY 2023-24 to FY 2027-28) AT PUNE INTERNATIONAL AIRPORT APPROVED BY AERA**

**Revised Tariff Rates for Ground Handling Services will be effective from 16.10.2023**

(Rates in ₹)

	FY 2023-24			FY 2024-25			FY 2025-26			FY 2026-27			FY 2027-28		
	Pax	Ramp	Full services	Pax	Ramp	Full services	Pax	Ramp	Full services	Pax	Ramp	Full services	Pax	Ramp	Full services
<b>Domestic Passenger Flight</b>															
Code B	5,400	12,600	18,000	5,778	13,482	19,260	6,182	14,426	20,608	6,615	15,436	22,051	7,078	16,517	23,595
Code C	8,400	19,600	28,000	8,988	20,972	29,960	9,617	22,440	32,057	10,290	24,011	34,301	11,010	25,692	36,702
Code D	19,800	46,200	66,000	21,186	49,434	70,620	22,669	52,894	75,563	24,256	56,597	80,852	25,954	60,559	86,512
<b>International Passenger Flight</b>															
Code C	38,100	88,900	1,27,000	40,767	95,123	1,35,890	43,621	1,01,782	1,45,402	46,674	1,08,907	1,55,580	49,941	1,16,530	1,66,471
Code D	71,100	1,65,900	2,37,000	76,077	1,77,513	2,53,590	81,402	1,89,939	2,71,341	87,100	2,03,235	2,90,335	93,197	2,17,461	3,10,658
Code E	81,000	1,89,000	2,70,000	86,670	2,02,230	2,88,900	92,737	2,16,386	3,09,123	99,229	2,31,533	3,30,762	1,06,175	2,47,740	3,53,915
<b>Domestic Cargo Flight</b>															
Code C	N/A	N/A	64,800	N/A	N/A	69,336	N/A	N/A	74,190	N/A	N/A	79,383	N/A	N/A	84,940
Code D	N/A	N/A	1,14,300	N/A	N/A	1,22,301	N/A	N/A	1,30,862	N/A	N/A	1,40,022	N/A	N/A	1,49,824
<b>International Cargo Flight</b>															
Code C	N/A	N/A	1,37,500	N/A	N/A	1,47,125	N/A	N/A	1,57,424	N/A	N/A	1,68,444	N/A	N/A	1,80,235
Code D	N/A	N/A	1,92,500	N/A	N/A	2,05,975	N/A	N/A	2,20,393	N/A	N/A	2,35,821	N/A	N/A	2,52,328

\* Tariff for Domestic Scheduled Flights is also applicable to Domestic "Non-Scheduled Flights and General Aviation Flights".

**Notes:**

- Above Tariff Rates are excluding all applicable taxes.
- Tariff indicated above 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 15<sup>th</sup> of the month will be applicable for the second fortnight.





**TARIFF RATE CARD FOR M/s GFHSPPL IN RESPECT OF  
INTERNATIONAL "NON-SCHEDULED & GENERAL AVIATION FLIGHTS"  
AT PUNE INTERNATIONAL AIRPORT APPROVED BY AERA  
FOR THE FIRST CONTROL PERIOD  
(FY 2023-24 to FY 2027-28)**

**Revised Tariff Rates for Ground Handling Services will be effective from 16.10.2023**

(Rates in ₹)

A/C Category	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	FY 2027-28
<b>MTOW</b>					
0-5000	45,000	48,150	51,521	55,127	58,986
5001-10000	82,500	88,275	94,454	1,01,066	1,08,141
10001- 20000	1,31,250	1,40,438	1,50,269	1,60,788	1,72,043
20001- 35000	1,50,000	1,60,500	1,71,735	1,83,756	1,96,619
35001- 40000	1,68,750	1,80,563	1,93,202	2,06,726	2,21,197
40001- 50000	1,87,500	2,00,625	2,14,669	2,29,696	2,45,775
50001- 100000	2,43,750	2,60,813	2,79,070	2,98,605	3,19,507
100001 - 200000	4,61,250	4,93,538	5,28,086	5,65,052	6,04,606
200001 - 300000	5,43,750	5,81,813	6,22,540	6,66,118	7,12,746
300001 and above	6,56,250	7,02,188	7,51,341	8,03,935	8,60,210

**Notes:**

- Above Tariff Rates are excluding all applicable taxes.
- Tariff indicated above 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 15<sup>th</sup> of the month will be applicable for the second fortnight.

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**ANNEXURE III**

**TARIFF RATE CARD APPROVED BY AERA FOR M/s GFHSPPL IN RESPECT OF GROUND HANDLING SERVICES AT PUNE INTERNATIONAL AIRPORT, PUNE FOR THE FIRST CONTROL PERIOD**

**Item-wise Charges in respect of Domestic\* & International Flights for the First Control Period (FY 2023-24 to FY 2027-28)**

**Revised Tariff Rates for Ground Handling Services will be effective from 16.10.2023**

(Rates in ₹)

S. No.	SERVICES	UNIT	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
<b>Equipment</b>												
1	Ambulift	Per Usage	10,903	17,233	11,666	18,439	12,483	19,730	13,357	21,111	14,292	22,589
2	Ground Power Unit (GPU) 90 KV	Per Hour	8,461	13,373	9,053	14,309	9,687	15,311	10,365	16,383	11,091	17,530
3	Ground Power Unit (GPU) 140 KV	Per Hour	10,903	17,233	11,666	18,439	12,483	19,730	13,357	21,111	14,292	22,589
4	Hook on power	Per flight	872	1,379	933	1,476	998	1,579	1,068	1,690	1,143	1,808
5	Air Conditioner unit (ACU)	Per Hour	17,270	27,298	18,479	29,209	19,773	31,254	21,157	33,442	22,638	35,783
6	Ramp to Flight Deck Communication	Per Turnround	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
7	Step Ladder (remote bay) - Narrow Body	Per Hour	5,670	8,961	6,067	9,588	6,492	10,259	6,946	10,977	7,432	11,745
8	Step Ladder (remote bay) - Wide Body	Per Hour	8,460	13,373	9,052	14,309	9,686	15,311	10,364	16,383	11,089	17,530
9	Passenger Bus	Per Trip	3,925	6,204	4,200	6,638	4,494	7,103	4,809	7,600	5,146	8,132
10	Crew Bus	Per Turnround	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
11	Conveyor belt loader	Per hour	9,090	14,371	9,726	15,377	10,407	16,453	11,135	17,605	11,914	18,837
12	Fork Lift 10 Ton	Per Hour	8,900	14,063	9,523	15,047	10,190	16,100	10,903	17,227	11,666	18,433
13	Fork Lift 5 Tons	Per Hour	6,280	9,926	6,720	10,621	7,190	11,364	7,693	12,159	8,232	13,010
14	Fork Lift 3 Tons	Per Hour	4,536	7,169	4,854	7,671	5,194	8,208	5,558	8,783	5,947	9,398
15	Air Start Unit (ASU)	Per start	13,520	21,369	14,466	22,865	15,479	24,466	16,563	26,179	17,722	28,012
16	Towbar	Per push / tow	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
17	Push Back - Narrow Body	per service	10,470	16,544	11,203	17,702	11,987	18,941	12,826	20,267	13,724	21,686
18	Tow Inter Stand - Narrow Body	Per Tow	15,265	24,127	16,334	25,816	17,477	27,623	18,700	29,557	20,009	31,626
19	Wing Walkers	Per turnaround	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	3,614





S. No.	SERVICES	UNIT	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
20	Toilet service	per service	6.542	10.340	7.000	11.064	7.490	11.838	8.014	12.667	8.575	13.554
21	Water service	per service	5.670	8.961	6.067	9.588	6.492	10.259	6.946	10.977	7.432	11.745
22	Aircraft Marshalling & Positioning of safety corks and chocks		3.000	5.000	3.210	5.350	3.435	5.725	3.675	6.125	3.932	6.554
23	Firefighting Service (while departure and arrival of aircraft)		1.500	3.000	1.605	3.210	1.717	3.435	1.838	3.675	1.967	3.932
24	ATC coordination service		1.000	2.000	1.070	2.140	1.145	2.290	1.225	2.450	1.311	2.622
25	Fuel coordination service		500	1.000	535	1.070	572	1.145	613	1.225	656	1.311
26	Tug	Per Hour	3.500	7.000	3.745	7.490	4.007	8.014	4.288	8.575	4.588	9.175
27	Head Set Service		2.500	5.000	2.675	5.350	2.862	5.725	3.063	6.125	3.277	6.554
28	Baggage Trolley	Per Two Hour	1.150	1.725	1.231	1.846	1.317	1.975	1.409	2.113	1.508	2.261
<b>Passenger/Terminal Side and Manpower related</b>												
29	Assistance in receiving/ departing pax to complete airport formalities	Per Service	1.500	2.500	1.605	2.675	1.717	2.862	1.838	3.063	1.967	3.277
30	Manifest preparation and baggage tags	Per service	3.000	5.000	3.210	5.350	3.435	5.725	3.675	6.125	3.932	6.554
31	Luxury Vehicle for VIP		5.000	10.000	5.350	10.700	5.725	11.449	6.125	12.250	6.554	13.108
32	Unaccompanied minor handling	per child	2.365	3.737	2.531	3.999	2.708	4.279	2.898	4.579	3.101	4.900
33	Wheel Chair WCHR OR WCHS	per service	2.355	3.722	2.520	3.983	2.696	4.262	2.885	4.560	3.087	4.879
34	WCHC	per service	2.620	4.136	2.803	4.426	2.999	4.736	3.209	5.068	3.434	5.423
35	VIPs	per passenger	3.637	5.748	3.892	6.150	4.164	6.581	4.455	7.042	4.767	7.535
36	Transit w/o visa pax	per passenger	3.637	5.748	3.892	6.150	4.164	6.581	4.455	7.042	4.767	7.535
37	Deportees	per passenger	3.637	5.748	3.892	6.150	4.164	6.581	4.455	7.042	4.767	7.535
38	Floor Walkers/Welcme staff	per personnel/ 8hrs	1.745	2.757	1.867	2.950	1.998	3.157	2.138	3.378	2.288	3.614
39	Manpower (White collar)	per personnel/ 8 hr.	2.617	4.136	2.800	4.426	2.996	4.736	3.206	5.068	3.430	5.423





S. No.	SERVICES	UNIT	FY 2023-24		FY 2024-25		FY 2025-26		FY 2026-27		FY 2027-28	
			Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.	Dom.	Intl.
40	Manpower (Blue collar)	per personnel/ 8 hr.	1.745	2.757	1.867	2.950	1.998	3.157	2.138	3.378	2.288	3.614
41	Excess Baggage Collection	per flight	10% of Collection									
42	Val Handling	per std. sz. container	9.092	14.371	9.728	15.377	10.409	16.453	11.138	17.605	11.918	18.837
43	Ballast Bags Refill	Per refill - per Bag	1.308	2.068	1.400	2.213	1.498	2.368	1.603	2.534	1.715	2.711
44	Interior cleaning (Transit) - Narrow Body	per service	12.210	19.301	13.065	20.652	13.980	22.098	14.959	23.645	16.006	25.300
45	Interior cleaning (Transit) - ATR & like	per service	7.065	11.167	7.560	11.949	8.089	12.785	8.655	13.680	9.261	14.638
46	Deep Cleaning - Narrow Body	per service	17.445	27.574	18.666	29.504	19.973	31.569	21.371	33.779	22.867	36.144
47	Deep Cleaning - ATR & like	per service	10.030	15.855	10.732	16.965	11.483	18.153	12.287	19,424	13.147	20.784
48	Flight Deck cleaning	per service	4.360	6.893	4.665	7.376	4.992	7.892	5.341	8.444	5.715	9.035
49	Waste Disposal		1.220	1.930	1.305	2.065	1.396	2.210	1.494	2.365	1.599	2.531
50	Arrange non-scheduled Crew Hotel accommodation	per service	1.308	2.068	1.400	2.213	1.498	2.368	1.603	2.534	1.715	2.711
51	Arrange for non-scheduled Crew Transportation	per service	1.308	2.068	1.400	2.213	1.498	2.368	1.603	2.534	1.715	2.711
52	C.I.Q. assistance / Direct crew thru airport facilities	per arr. or dep. clearance	2,617	4,136	2,800	4,426	2,996	4,736	3,206	5,068	3,430	5,423
53	Cargo Supervision services	per flight	6.530	10.321	6.987	11.043	7.476	11.816	7.999	12.643	8.559	13.528
54	Cargo Supervision services	Per flight	10.012	15.826	10.713	16.934	11.463	18.119	12.265	19,387	13,124	20,744
55	Live Animal Handling	per AVI	1.273	2.012	1.362	2.153	1.457	2.304	1.559	2.465	1.668	2.638

Dom. = Domestic; Intl. = International

\* Tariff for Domestic Flights is also applicable to Domestic "Non-Scheduled Flights and General Aviation Flights".

**Notes:**

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