

Consultation Paper No. 30/ 2021-22



AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

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

Date of Issue: 03/02/ 2022

AERA Building
Administrative
Complex Safdarjung
Airport
New Delhi – 110003

STAKEHOLDERS' COMMENTS

The Authority is aware of the fact that the Aviation Sector is undergoing unprecedented turbulence and uncertainty on account of the COVID 19 PANDEMIC and the associated lockdown situation in the major cities around the world has resulted in restrictions in air travel, both domestic and international. The Authority has released this Consultation Paper, after examining the impact of COVID 19 PANDEMIC on the various assumptions stipulated in the Multi Year Tariff Proposal ('MYTP') submitted by the ISPs. Accordingly, the Authority's opinions on the various aspects forming part of the tariff determination process have been explained in detail in this Consultation Paper.

Thus, in accordance with the provisions of Section 13(4) of the AERA Act, the written comments on Consultation Paper No. 30/2021-22 dated 03/02/2022 are invited from the Stakeholders, preferably in electronic form, at the following address:

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Last Date for submission of Stakeholders' comments	24/02/2022
Last Date for submission of counter comments	07/03/2022

Comments will be posted on AERA's website: www.aera.gov.in

For any clarification/information, Director (P&S, Tariff) may be contacted at
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List of Abbreviations:

AERA (AUTHORITY)	Airports Economic Regulatory Authority
ATM	Air Traffic Movement
ATP	Annual Tariff Proposal
BASMPL	Bird Airport Services (Mohali) Private Limited
CAPEX	Capital Expenditure
CGF	Cargo, Ground Handling & Fuel Throughput
GHA	Ground Handling Agencies
GHS	Ground Handling Service
GPU	Ground Power Unit
INR	Indian Rupees
ISP	Independent Service Provider
LoI	Letter of Intent
MYTP	Multi-Year Tariff Proposal
NCAP	National Civil Aviation Policy
OPEX	Operating Expenditure
O&M	Operation and Maintenance
PAT	Profit After Tax
PBIDT	Profit Before Interest, Depreciation and Tax
P&L	Profit & Loss
RFP	Request for Proposal
SPV	Special Purpose Vehicle
SPRH	Service Provider Right Holder
YoY	Year on Year

CHAPTER 1: BRIEF BACKGROUND:

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

The shareholding structure of the SPV is given as below:

Table-1: Summary of Shareholding Structure of BASMPL:

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

- 1.5 The Authority, vide Order No. 04/2021-22 dated 19.07.2021 allowed BASMPL to levy and collect, on ad hoc basis, the existing Tariff for Ground Handling Services at Chandigarh International Airport, as approved for the other Ground Handling Service Provider at Chandigarh International Airport, Mohali, namely Air India Airport Services Ltd. (erstwhile AIATSL) w.e.f. 19.07.2021 to 31.12.2021, or, determination of regular Ground Handling Tariff for Second Control Period, whichever is earlier.
- 1.6 BASMPL vide email dated 22.01.2022 informed that it has commenced Commercial Operations effective from 15.07.2021.
- 1.7 The Authority, further, vide Order No. 33/2021-22 dated 31.12.2021 allowed BASMPL to levy and collect the existing ad hoc Tariff applicable as on 31.12.2021 for a period of three (3) months w.e.f. 01.01.2022 to 31.03.2022, or, till determination of regular Tariff for Second Control Period, whichever is earlier.
- 1.8 As per the provisions of the CGF Guidelines 2011, BASMPL has submitted the Multi Year Tariff Proposal ('MYTP') for determination of Tariff for the Second Control Period (FY 2021-22 to FY 2025-26) on 06.01.2022 in respect of Ground Handling Services provided by the BASMPL at Chandigarh International Airport.
- 1.9 BASMPL has not conducted Stakeholders' Consultation Meeting so far.

As per clause 11.2 of CGF Guidelines, ISPs are required to submit documented evidence of Stakeholders meeting conducted along with their MYTP submissions. The Authority, therefore, expects BASMPL to conduct Stakeholders' Consultation Meeting at the earliest in compliance to the AERA Guidelines.

CHAPTER 2: PRINCIPLES FOR DETERMINATION OF “AERONAUTICAL TARIFF”

2.1 The Authority vide Order No. 12/2010-11 dated 10.01.2011 and Direction No. 04/2010-11 issued on 10.01.2011 finalized its approach in the matter of Regulatory Philosophy and Approach in Economic Regulation of the Services provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft at the major airports. Accordingly, the Authority issued the Airports Economic Regulatory Authority of India (Terms and Conditions for Determination of Tariff for Services provided for Cargo Facility, Ground Handling and supply of Fuel to the Aircraft) Guidelines, 2011 (“the Guidelines”).

2.2 **MATERIALITY ASSESSMENT:**

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

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

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

The percentage share of Ground Handling for Chandigarh International Airport for the FY 2019-20 is 0.18%, which is less than 5% Materiality Index (MI_G) for the subject service. Hence, the regulated service is deemed to be ‘**Not Material**’ for the Second Control Period.

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

2.4 BASMPL has provided User Agreement with TATA SIA Airlines Limited and Letter of Intent (LoI) by Go Airlines (India) Limited. The Authority has perused these Service Agreements / LoI, and considers them as reasonable.

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

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

2.6 BASMPL submitted all the documents as stated in Para 2.5 above, except minutes of AUCC meeting, as the Stakeholders’ Consultation meeting is yet to be conducted by the ISP.

Authority’s Proposal regarding Tariff determination of BASMPL:

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

CHAPTER 3: TRAFFIC VOLUME (FLIGHTS TO BE HANDLED)

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

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

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

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

Authority's Examination and Analysis:

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

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

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

Authority's Proposal regarding Traffic Volume for the Second Control Period:

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

CHAPTER 4: CAPITAL EXPENDITURE

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

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

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

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

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

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

Year	Particulars	Qty.	Rate	Amount (₹ in lakhs)	Asset Class
Tariff Year 1 FY 2021-22	Ground Service Equipment			151.95	Ground Handling Equipment
	TOTAL FOR FY 2021-22			151.95	
Tariff Year 2 FY 2022-23	Diesel Baggage TUG - 25T Tow Capacity	1	35.15	35.15	Ground Handling Equipment
	Diesel Baggage Tractor - 25T Tow Capacity	1	10.05	10.05	Ground Handling Equipment
	Push Back Tractor - Draw Pull Bar of 12000 DaN	1	52.05	52.05	Ground Handling Equipment
	Towbar Universal	2	7.63	15.27	Ground Handling Equipment
	Passenger Step - 2200- 5300mm height	2	10.05	20.10	Ground Handling Equipment
	Baggage Conveyor Belt - 5 M Boom Length	2	8.05	16.10	Ground Handling Equipment
	Toilet servicing Cart - Lift pressure 0.25-0.35 Mpa, Flow rate 120L/min	1	8.05	8.05	Ground Handling Equipment
	Water Servicing Cart - Lift pressure 0.25-0.35 Mpa, Flow rate 120L/min	1	8.05	8.05	Ground Handling Equipment
	Ambulift - Lift 2000-4400 mm	1	35.05	35.05	Ground Handling Equipment
	Air Conditioning Unit-Cooling capacity 60T Air flow 200 ppm	1	108.39	108.39	Ground Handling Equipment
	JET START UNIT-400 PPM	1	151.73	151.73	Ground Handling Equipment

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

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

Authority's Examination and Analysis:

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

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

Authority's Proposal regarding CAPEX for the Second Control Period:

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

CHAPTER 5: OPERATING EXPENDITURE AND PROFITABILITY

BASMPL submission on Operating Expenditure for the Second Control Period as part of MYTP

5.1 As provided in Clause 9.4 of the CGF Guidelines mentioned in Direction No. 04/2010-11, the Operational and Maintenance (O&M) Expenditure incurred by the Service provider(s) include expenditure incurred on security, operating costs, other mandated operating costs and statutory operating costs.

5.2 Operation and Maintenance Expenditure submitted by BASMPL has been segregated into the following categories:

- a) Payroll Costs;
- b) Concession Fees;
- c) Utility and Outsourcing Costs;
- d) Repair and Maintenance Expenditure;
- e) Admin and General Expenses

5.3 As per the MYTP submitted by BASMPL, Revenue and Operating Expenditure (OPEX) projected by BASMPL for the Second Control Period (FY 2021-22 to FY 2025-26) is as under:

Table 5: Projected Revenue and Operating Expenditure submitted by BASMPL for Second Control Period

Particulars	₹ in Lakhs					CAGR (%)	YoY% Change			
	2021-22	2022-23	2023-24	2024-25	2025-26		2022-23	2023-24	2024-25	2025-26
Revenue (A)	377.11	754.26	831.60	899.42	991.60	21.33%	100.01%	10.25%	8.16%	10.25%
Operating Expenditure (B)	489.55	680.69	714.12	755.27	808.72	10.56%	39.04%	4.91%	5.76%	7.08%
Payroll Costs	157.58	227.46	252.21	282.59	318.31	15.10%	44.34%	10.88%	12.05%	12.64%
Administrative and General Costs	172.11	251.90	277.46	299.43	323.59	13.46%	46.36%	10.15%	7.92%	8.07%
Utilities and Outsourcing costs	46.21	71.52	78.61	86.40	94.97	15.49%	54.76%	9.91%	9.91%	9.92%
Repair and Maintenance Costs	4.56	6.62	7.28	7.99	8.78	14.00%	45.13%	10.08%	9.78%	9.76%
Concession Fees	109.08	123.20	98.56	78.85	63.08	12.80%	12.94%	-20.00%	-20.00%	-20.00%
PBIDT (A-B)	-112.44	73.57	117.48	144.15	182.88	-	165.44%	59.67%	22.71%	26.86%
Interest & Finance Cost	19.69	79.68	79.96	75.75	64.34	-	304.73%	0.35%	-5.26%	-15.05%
Depreciation	7.22	46.50	58.09	66.61	74.59	-	544.34%	24.91%	14.66%	11.99%
Profit Before Tax	-139.34	-52.61	-20.57	1.80	43.94	-	-	-	-	-

Authority's Examination and Analysis:

5.4 The Authority examined the Operating Expenditure provided in Form F3 (P&L) for the Second Control Period and noted that there is a significant increase in the projected Operating Expenditures of F.Y. 2022-23 over FY 2021-22. Accordingly, clarification was sought from BASMPL. In response, ISP vide email dated 22.01.2022 clarified that for FY 2021-22, Revenue have been projected for 8.5 months and all expenses (except Concession Fees and Utilities & Outsourcing Costs which are projected for 8.5 months) have been projected for 9 months only.

5.5 The Authority notes that as the Traffic projections for FY 2021-22 are only for 8.5 / 9 months only; whereas, Revenue & Expenses projected in FY 2022-23 is estimated for full year, therefore there is a

steep increase in growth rates in %age terms in FY 22-23 in all the expense heads. However, when the annualized expenses of FY 2021-22 are compared with the projected Expenses for FY 2022-2023, there is an increase ranging from 8.25% to 9.77% in expenses, except for Concession Fee. The Authority's analysis of growth rates considered by the ISP in respect of projected OPEX from FY 2023-24 onwards is given in the following sections:-

- 5.6 **Payroll Costs:** The Authority notes that BASMPL projected increase in Payroll Costs ranging from 10.88% to 12.64% from F.Y. 2023-24 onwards. The Authority sought clarification pertaining to YoY high increase in Payroll Cost. BASMPL in its response stated that the increase is due to annual increment in minimum wages & salary cost and further, increase in number of staff, to handle increased flight volume.
- 5.7 **Administrative and General Costs:** The Authority notes that BASMPL projected increase in Administrative & General Costs ranging from 7.92% to 10.15% from F.Y. 2023-24 onwards. As per the ISP, projected increase in Administrative and General Cost is mainly on account of increase in Lease Rent by 10% on yearly basis, increase in Traffic volume and yearly inflation.
- 5.8 **Utility and Outsourcing Costs:** The Authority notes that Utility and Outsourcing expenses of BASMPL increases by 10.00% (approx.) YoY from F.Y. 2022-23 onwards. The Authority sought clarification pertaining to increase in Utility and Outsourcing cost. The ISP stated that the increase in fuel charges, electricity expenses and water charges have been considered as per the increase in level of operations (Flights to be handled) and annual inflation impact.
- 5.9 **Repair and Maintenance Costs:** The Authority notes that BASMPL projected an increase in Repair and Maintenance Costs varying from 9.76% to 10.08% for F.Y. 2023-24 to FY 2025-26. The Authority believes that since BASMPL has proposed procurement of new ground handling equipment at Chandigarh International Airport and all such equipment must be under warranty period initially, accordingly there should be lower R&M expenses in initial stage of Control Period. Accordingly, the Authority sought clarification pertaining to increase in R&M cost. The ISP stated in its response that increases in R&M cost is basically due to aging and more usage of the equipment to handle higher Traffic volume. Therefore, the Authority elicits the views/comments of Stakeholders on the projected R&M expenditure for the Second Control Period.
- 5.10 **Concession Fees:** The Authority analyses the Concession Fees provided in Form F3 (P&L) for the Second Control Period and noted that there is a decrease in concession fees by 20% YoY and sought clarification from BASMPL. The ISP clarified that as per concession agreement, they have to pay airport operator, a higher of following two amounts:
- Concession Fees (calculated on each flight handled).
 - Minimum Annual Guarantee (MAG) i.e. 80% of last year concession fees paid.
- As per BASMPL, MAG is projected to be higher from concession fee in all the years.
- 5.11 The Authority further observes from the Projected P&L Statement that BASMPL will start earning profit from FY 2024-25 onwards. As per the MYTP submission, ISP is projected to incur a loss of ₹ 139.34 lakhs in FY 2021-22 and BASMPL is expected to earn profit of ₹ 43.94 lakhs in the last year of the Second Control Period.

Authority's Proposal regarding OPEX for the Second Control Period:

- 5.12 Based on the material before it and its analysis, the Authority, proposes to consider the OPEX for the Second Control Period as per Table-5.

CHAPTER 6: ANNUAL TARIFF PROPOSAL

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

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

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

(Rates in ₹)

Particulars	FY 2021-22			FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flights															
CODE B	10,000	19,500	29,500	10,700	20,900	31,600	11,500	22,400	33,900	12,400	24,000	36,300	13,300	25,700	38,900
CODE C	12,000	23,300	35,300	12,900	25,000	37,800	13,900	26,800	40,500	14,900	28,700	43,400	16,000	30,800	46,500
CODE D	17,000	32,500	49,500	18,200	34,800	53,000	19,500	37,300	56,800	20,900	40,000	60,800	22,400	42,800	65,100
CODE E	20,000	39,400	59,400	21,400	42,200	63,600	22,900	45,200	68,100	24,600	48,400	72,900	26,400	51,800	78,100
International Passenger Flights															
CODE C	35,000	1,04,800	1,39,800	37,500	1,12,200	1,49,600	40,200	1,20,100	1,60,100	43,100	1,28,600	1,71,400	46,200	1,37,700	1,83,400
CODE D	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
CODE E	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
CODE F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Domestic Cargo Flights															
CODE C	N/A	95,000	N/A	N/A	1,01,700	N/A	N/A	1,08,900	N/A	N/A	1,16,600	N/A	N/A	1,24,800	N/A
CODE D	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
CODE E	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
International Cargo Flights															
CODE C	N/A	1,35,000	N/A	N/A	1,44,500	N/A	N/A	1,54,700	N/A	N/A	1,65,600	N/A	N/A	1,77,200	N/A
CODE D	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
CODE E	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
CODE F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

Notes:

1. Any flight where either its arrival or departure is International, will also be considered as an International Flight for the purposes of applying above rates.
2. The above rates are for basic Handling Services. As per requirement, airlines/users ask for additional services. The rates for such Additional Services are given in Annexure - I below. Estimated Revenue from such Additional Services are considered while computing the total regulated revenue for each Tariff Year.
3. The above rates are exclusive of GST and any other applicable Government taxes

6.2 BASMPL has proposed the following % increase in the Tariff for Schedule Flights at Chandigarh International Airport as stated in the table below:

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

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

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

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

(Rates in ₹)

Year	2021-22		2022-23		2023-24		2024-25		2025-26	
A/C Category	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.
MTOW										
0-5000	23,500	45,000	25,145	48,150	26,905	51,521	28,789	55,127	30,804	58,986
5001-10000	30,000	82,500	32,100	88,275	34,347	94,454	36,751	1,01,066	39,324	1,08,141
10001- 20000	36,500	1,31,250	39,055	1,40,438	41,789	1,50,268	44,714	1,60,787	47,844	1,72,042
20001- 35000	61,500	1,50,000	65,805	1,60,500	70,411	1,71,735	75,340	1,83,756	80,614	1,96,619
35001- 40000	63,000	1,68,750	67,410	1,80,563	72,129	1,93,202	77,178	2,06,726	82,580	2,21,197
40001- 50000	63,000	1,87,500	67,410	2,00,625	72,129	2,14,669	77,178	2,29,696	82,580	2,45,774
50001- 100000	85,000	2,43,750	90,950	2,60,813	97,317	2,79,069	1,04,129	2,98,604	1,11,418	3,19,507
100001 –200000	2,00,000	3,37,500	2,14,000	3,61,125	2,28,980	3,86,404	2,45,009	4,13,452	2,62,159	4,42,394
200001- 300000	2,50,000	4,05,000	2,67,500	4,33,350	2,86,225	4,63,685	3,06,261	4,96,142	3,27,699	5,30,872
300001 and above	3,00,000	4,87,500	3,21,000	5,21,625	3,43,470	5,58,139	3,67,513	5,97,208	3,93,239	6,39,013

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

- 6.4 BASMPL also submitted a separate Tariff Rate Card for Additional Services as per Annexure-‘I’ and Annexure-‘II’ in addition to Tariff proposed at Table No 6 and 8.

Authority’s Examination and Analysis:

- 6.5 The Authority notes that in case of Schedule Flights, the ISP has proposed 7% YoY increase in Tariff from FY 2022-23 onwards over FY 2021-22 Tariff Rates (Refer Table 7).
- 6.6 The Authority notes that BASMPL has not projected any International Flight to be handled during the Control Period. However, the ISP has proposed Tariff Rate Card in respect of Schedule International Passenger & Cargo Flights for Code C category of Aircraft(s). A clarification thereon was sought from the ISP and in response vide email dated 27.01.2022, the ISP submitted that only two airlines operate International Flights namely Indigo and Air India. BASMPL sought approval of Tariff for International Flights, in case ISP starts ground handling of International Flights in future, then the ISP should have approved Tariff in place to avoid any fresh determination of Tariff in respect to International Flights.
- 6.7 The Authority observes that in case of Non-Schedule Flights and General Aviation Operations, BASMPL has proposed 7% YoY increase in Tariff for the Second Control Period.
- 6.8 The Authority further notes that BASMPL has proposed a separate Tariff for Non-Schedule and General Aviation Flights. The Authority is of the view that the Tariff for Domestic Non Schedule and General Aviation Operations should not be more than the Tariff of relevant Domestic Schedule Flights for similar class of Aircraft(s). However, the Authority proposes to consider the separate Tariff in case of International Non Schedule & General Aviation Operations only, as per Table 8 given above.
- 6.9 The Authority is also of the view that the Tariff for Additional Services pertaining to Domestic Non-Schedule & General Aviation Operation shall not exceed the proposed Tariff for Additional Services in respect of relevant Domestic Schedule Flights for similar class of Aircraft(s).
- 6.10 As regard to separate Rate Card for Additional Services, a clarification was sought from BASMPL and the ISP vide email dated 28.01.2022 has clarified that the Additional Services are not part of the Tariff card for Scheduled & Non Scheduled Flights. Additional Services are required by the airlines only in some of their Flights. The ISP further stated that since, Additional Services may be required for any Flight; they are required to keep Manpower and GSE ready all the time on 24/7 & 365 days basis. As per BASMPL they earn revenue only in few of the flights based on actual usage of these Additional Services.
- 6.11 The Authority also notes that BASMPL has not conducted Stakeholder Consultation meeting (AUCC) and expects BASMPL to conduct the same in compliance to AERA Guidelines on priority basis.
- 6.12 Further, BASMPL should ensure compliance of Standardization of Ground Handling Equipment at Major Airports, in accordance with the directives issued by Ministry of Civil Aviation vide its letter no. AV-24011/10/2021-AAI-MOCA dated 01.11.2021.

Authority’s Proposal regarding Tariff Proposal for the Second Control Period:

Based on the available facts and analysis, the Authority proposes the following with regard to Tariff structure and Annual Tariff Proposal for the Second Control Period:

- 6.13 The Authority proposes to consider the Tariff Rate card submitted by BASMPL for Second Control Period (as per Table 6) for Scheduled Flights and elicits views of the Stakeholders on the proposed Tariff for Second Control Period.
- 6.14 The Authority proposes that the Tariff for Domestic Non Schedule and General Aviation Operations should not be more than the Tariff of relevant Domestic Schedule Flights for similar class of Aircraft(s).
- 6.15 The Authority, in case of International Non Schedule and General Aviation Flights, proposes to consider Tariff as mentioned in Table 8. The Authority, further proposes that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.
- 6.16 The Authority proposes to consider the Tariff for Additional Services as per Annexure-I & II.
- 6.17 The Authority proposes that the Tariff for Additional Services pertaining to Domestic Non-Schedule & General Aviation Operations should not exceed the proposed Tariff for Additional Services in respect of Domestic Schedule Flights for similar class of Aircraft(s).
- 6.18 The Authority also proposes that the Tariff Rates proposed as per Table 6, 8, Annexure – I & II (for Additional Services) should be maximum Tariff to be charged. No other charge is to be levied over and above the proposed Tariff Rates.

CHAPTER 7: SUMMARY OF AUTHORITY'S PROPOSAL

The below mentioned summary provides the Authority's proposals relating to relevant chapters regarding the tariff determination of BASMPL providing Ground Handling Services at Chandigarh International Airport for Stakeholder Consultation purpose:

Chapter	Para	Summary of Authority's Proposal	Page No.
Chapter No.2	2.7	The Authority proposes to consider Tariff determination exercise of BASMPL for providing Ground Handling Services at Chandigarh International Airport, Mohali under "Light Touch Approach" for the Second Control Period, as the regulated service is 'Not Material' .	7
Chapter No. 3	3.8	The Authority proposes to consider the Traffic Volume (Flights to be handled) for the Second Control Period as per Table 2.	9
Chapter No. 4	4.6	The Authority proposes to consider the CAPEX for the Second Control Period as per Table-3.	13
Chapter No. 5	5.12	The Authority, proposes to consider the OPEX for the Second Control Period as per Table-5.	15
Chapter No. 6	6.13	The Authority proposes to consider the Tariff Rate card submitted by BASMPL for Second Control Period (as per Table 6) for Scheduled Flights and elicits views of the Stakeholders on the proposed Tariff for Second Control Period.	19
	6.14	The Authority proposes that the Tariff for Domestic Non Schedule and General Aviation Operations should not be more than the Tariff of relevant Domestic Schedule Flights for similar class of Aircraft(s).	
	6.15	The Authority, in case of International Non Schedule and General Aviation Flights, proposes to consider Tariff as mentioned in Table 8. The Authority, further proposes that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.	
	6.16	The Authority proposes to consider the Tariff for Additional Services as per Annexure-I & II.	
	6.17	The Authority proposes that the Tariff for Additional Services pertaining to Domestic Non-Schedule & General Aviation Operations shall not exceed the proposed Tariff for Additional Services in respect of Domestic Schedule Flights for similar class of Aircraft(s).	
	6.18	The Authority also proposes that the Tariff Rates proposed as per Table 6, 8, Annexure – I & II (for Additional Services) shall be maximum Tariff to be charged. No other charge is to be levied over and above the proposed Tariff Rates.	

CHAPTER 8: STAKEHOLDER CONSULTATION

- 8.1 In accordance with the provisions of Section 13(4) of the AERA Act, the proposal contained in Chapter 7 above is hereby put forth for Stakeholder consultation. To assist the Stakeholders in making their submissions in a meaningful and constructive manner, necessary annexures are enclosed to the consultation paper (Annexures-I & II).
- 8.2 For removal of doubts, it is clarified that the contents of this Consultation Paper may not be construed as any Order or Direction of this Authority. The Authority shall pass an Order, in the matter, only after considering the submissions of the Stakeholders in response here to and by making such decision fully documented and explained in the tariff order in terms of the provisions of the Act.
- 8.3 The Authority welcomes written evidence-based feedback, comments and suggestions from Stakeholders on the proposal made in Chapter 7 above, latest by **24/02/2022**.

Secretary,
Airports Economic Regulatory Authority of India,
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(Chairperson)

Annexure-‘I’

Proposed Annual Tariff for Additional Services in respect of Domestic* and International Schedule Flights at Chandigarh International Airport, Mohali for the Second Control Period (FY 2021-22 to FY 2025-26) submitted by M/s Bird Airport Services (Mohali) Private Limited

(Rates in ₹)

		Year 1		Year 2		Year 3		Year 4		Year 5	
EQUIPMENT		Domestic	International	Domestic	International	Domestic	International	Domestic	International	Domestic	International
Ambulift	Per Usage	10,903	17,233	11,666	18,440	12,483	19,731	13,357	21,112	14,292	22,590
Ground Power Unit 90 KV	Per Hour	8,461	13,373	9,053	14,309	9,687	15,311	10,365	16,383	11,090	17,529
Ground Power Unit 140 KV	Per Hour	10,903	17,233	11,666	18,440	12,483	19,731	13,357	21,112	14,292	22,590
Hook on power	Per flight	872	1,379	933	1,475	999	1,578	1,069	1,689	1,143	1,807
Air Conditioner unit	Per Hour	17,270	27,298	18,479	29,209	19,773	31,253	21,157	33,441	22,638	35,782
Ramp to Flight Deck Communication	Per Turnaround	3,489	5,515	3,733	5,901	3,995	6,314	4,274	6,756	4,573	7,229
Step Ladder (remote bay) Towable	Per Turnaround	3,925	6,204	4,200	6,638	4,494	7,103	4,808	7,600	5,145	8,132
Step Ladder (remote bay) Motorized - NB	Per Hour	5,670	8,961	6,066	9,589	6,491	10,260	6,945	10,978	7,432	11,747
Step Ladder (remote bay) Motorized - WB	Per Hour	8,461	13,373	9,053	14,309	9,687	15,311	10,365	16,383	11,090	17,529
Passenger Bus	Per Trip	3,925	6,204	4,200	6,638	4,494	7,103	4,808	7,600	5,145	8,132
Crew Bus	Per Turnaround	3,489	5,515	3,733	5,901	3,995	6,314	4,274	6,756	4,573	7,229
Crew Bus	Per Turnaround	4,361	6,893	4,666	7,376	4,993	7,892	5,343	8,445	5,717	9,036
Conveyor belt loader	Per hour	9,092	14,371	9,729	15,377	10,410	16,454	11,138	17,605	11,918	18,838
Lower Deck Loader	Per Hour	23,987	37,914	25,666	40,568	27,462	43,407	29,385	46,446	31,442	49,697
Main Deck Loader	Per Hour	27,476	43,428	29,399	46,468	31,457	49,721	33,659	53,202	36,015	56,926
Fork Lift 10 Ton	Per Hour	8,897	14,063	9,520	15,047	10,186	16,100	10,899	17,227	11,662	18,433
Fork Lift 5 Tons	Per Hour	6,280	9,926	6,720	10,621	7,190	11,365	7,693	12,160	8,232	13,012
Fork Lift 3 Tons	Per Hour	4,536	7,169	4,853	7,671	5,193	8,208	5,556	8,782	5,945	9,397
Air Start Unit (ASU)	Per start	12,648	19,991	13,533	21,390	14,480	22,887	15,494	24,490	16,578	26,204
Air Start Unit (ASU)	Per start	13,520	21,369	14,466	22,865	15,479	24,466	16,562	26,179	17,722	28,011
Towbar	Per push / tow	3,489	5,515	3,733	5,901	3,995	6,314	4,274	6,756	4,573	7,229
Push Back (Tow Bar included) NB	per service	10,467	16,544	11,200	17,702	11,984	18,941	12,822	20,267	13,720	21,686
Push Back (Tow Bar included) WB	per service	19,189	30,331	20,533	32,454	21,970	34,726	23,508	37,157	25,153	39,758
Tow Inter Stand - NB	Per Tow	15,264	24,127	16,333	25,816	17,476	27,623	18,699	29,556	20,008	31,625
Tow Inter Stand - WB	Per Tow	24,423	38,603	26,132	41,305	27,962	44,197	29,919	47,290	32,013	50,601
Wing Walkers	Per Turnaround	1,744	2,757	1,867	2,950	1,997	3,157	2,137	3,378	2,287	3,614
Toilet service	per service	6,542	10,340	7,000	11,064	7,490	11,838	8,014	12,667	8,575	13,554
Water service	per service	5,670	8,961	6,066	9,589	6,491	10,260	6,945	10,978	7,432	11,747
Passenger/Terminal Side and Manpower related.											
Unaccompanied minor handling	per child	2,364	3,737	2,529	3,998	2,707	4,278	2,896	4,577	3,099	4,898
Wheel Chair WCHR OR WCHS	per service	2,355	3,722	2,520	3,983	2,696	4,262	2,885	4,560	3,087	4,879
WCHC	per service	2,617	4,136	2,800	4,426	2,996	4,735	3,206	5,067	3,430	5,421

VIPs	per passenger	3,637	5,748	3,891	6,151	4,164	6,581	4,455	7,042	4,767	7,535
Transit w/o visa pax	per passenger	3,637	5,748	3,891	6,151	4,164	6,581	4,455	7,042	4,767	7,535
Deportees	per passenger	3,637	5,748	3,891	6,151	4,164	6,581	4,455	7,042	4,767	7,535
Floor Walkers/Welcome staff	per personnel/8hrs	1,744	2,757	1,867	2,950	1,997	3,157	2,137	3,378	2,287	3,614
Manpower (White collar)	per personnel/8 hr.	2,617	4,136	2,800	4,426	2,996	4,735	3,206	5,067	3,430	5,421
Manpower (Blue collar)	per personnel/8 hr.	1,744	2,757	1,867	2,950	1,997	3,157	2,137	3,378	2,287	3,614
Excess Baggage Collection	per flight	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection
Val Handling	per std. sz. container	9,092	14,371	9,729	15,377	10,410	16,454	11,138	17,605	11,918	18,838
Ballast Bags Refill	Per refill - per Bag	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,533	1,715	2,711
Interior cleaning (Transit) - NB	per service	12,211	19,301	13,066	20,653	13,981	22,098	14,959	23,645	16,007	25,300
Interior cleaning (Transit) - WB	per service	21,806	34,467	23,332	36,880	24,966	39,461	26,713	42,223	28,583	45,179
Interior cleaning (Transit) - ATR & like	per service	7,065	11,167	7,560	11,949	8,089	12,785	8,655	13,680	9,261	14,638
Deep Cleaning - NB	per service	17,445	27,574	18,666	29,504	19,973	31,569	21,371	33,779	22,867	36,143
Deep Cleaning - WB	per service	31,139	49,219	33,319	52,664	35,651	56,351	38,147	60,295	40,817	64,516
Deep Cleaning - ATR & like	per service	10,031	15,855	10,733	16,965	11,484	18,152	12,288	19,423	13,148	20,782
Flight Deck cleaning	per service	4,361	6,893	4,666	7,376	4,993	7,892	5,343	8,445	5,717	9,036
Waste Disposal		1,221	1,930	1,307	2,065	1,398	2,210	1,496	2,365	1,601	2,530
Arrange non-scheduled Crew Hotel accommodation	per service	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,533	1,715	2,711
Arrange for non-scheduled Crew Transportation	per service	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,533	1,715	2,711
C.I.Q. assistance / Direct crew thru airport facilities	per arr or dep clearance	2,617	4,136	2,800	4,426	2,996	4,735	3,206	5,067	3,430	5,421
Cargo Supervision services	per flight	6,530	10,321	6,987	11,044	7,476	11,817	7,999	12,644	8,559	13,529
Cargo Supervision services	Per flight	10,012	15,826	10,713	16,933	11,463	18,119	12,266	19,387	13,124	20,744
Live Animal Handling	per AVI	1,273	2,012	1,362	2,153	1,457	2,304	1,559	2,465	1,669	2,637
LD3,	per day	523	827	560	885	599	947	641	1,013	686	1,084
LD11	per day	1,221	1,930	1,307	2,065	1,398	2,210	1,496	2,365	1,601	2,530
Stacking of Pallets	per stack per day	1,744	2,757	1,867	2,950	1,997	3,157	2,137	3,378	2,287	3,614
Miscellaneous services											
Valet Service		1,818	2,874	1,946	3,075	2,082	3,291	2,228	3,521	2,384	3,768
Baggage Trolley	per two hour	523	827	560	885	599	947	641	1,013	686	1,084
Container Dollies	per two hour	436	689	467	738	499	789	534	844	572	904
Pallet Dollies	per two hour	611	965	653	1,033	699	1,105	748	1,182	800	1,265
Diesel / Battery Tractor	per hour	3,838	6,066	4,107	6,491	4,394	6,945	4,702	7,431	5,031	7,952
Ramp Car	per hour	1,744	2,757	1,867	2,950	1,997	3,157	2,137	3,378	2,287	3,614

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

Notes:

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

Annexure-‘II’

Annual Tariff for Additional Services in respect of International Non-Schedule Flights at Chandigarh International Airport, Mohali for the Second Control Period (FY 2021-22 to FY 2025-26) submitted by M/s Bird Airport Services (Mohali) Private Limited

(Rates in ₹)

EQUIPMENT		Year 1	Year 2	Year 3	Year 4	Year 5
Ambulift	Per Usage	17,233	18,440	19,731	21,112	22,590
Ground Power Unit (GPU) 90 KV	Per Hour	13,373	14,309	15,311	16,383	17,529
Ground Power Unit (GPU) 140 KV	Per Hour	17,233	18,440	19,731	21,112	22,590
Hook on power	Per flight	1,379	1,475	1,578	1,689	1,807
Air Conditioner unit (ACU)	Per Hour	27,298	29,209	31,253	33,441	35,782
Ramp to Flight Deck Communication	Per Turnaround	5,515	5,901	6,314	6,756	7,229
Step Ladder (remote bay) Towable	Per Turnaround	6,204	6,638	7,103	7,600	8,132
Step Ladder (remote bay) Motorized - Narrow Body	Per Hour	8,961	9,589	10,260	10,978	11,747
Step Ladder (remote bay) Motorized - Wide Body	Per Hour	13,373	14,309	15,311	16,383	17,529
Passenger Bus	Per Trip	6,204	6,638	7,103	7,600	8,132
Crew Bus	Per Turnaround	5,515	5,901	6,314	6,756	7,229
Crew Bus	Per Turnaround	6,893	7,376	7,892	8,445	9,036
Conveyor belt loader	Per hour	14,371	15,377	16,454	17,605	18,838
Lower Deck Loader (LDL)	Per Hour	37,914	40,568	43,407	46,446	49,697
Main Deck Loader (MDL)	Per Hour	43,428	46,468	49,721	53,202	56,926
Fork Lift 10 Ton	Per Hour	14,063	15,047	16,100	17,227	18,433
Fork Lift 5 Tons	Per Hour	9,926	10,621	11,365	12,160	13,012
Fork Lift 3 Tons	Per Hour	7,169	7,671	8,208	8,782	9,397
Air Start Unit (ASU)	Per start	19,991	21,390	22,887	24,490	26,204
Air Start Unit (ASU)	Per start	21,369	22,865	24,466	26,179	28,011
Towbar	Per push / tow	5,515	5,901	6,314	6,756	7,229
Push Back (Tow Bar included) Narrow Body	per service	16,544	17,702	18,941	20,267	21,686
Push Back (Tow Bar included) Wide Body	per service	30,331	32,454	34,726	37,157	39,758
Tow Inter Stand - Narrow Body	Per Tow	24,127	25,816	27,623	29,556	31,625
Tow Inter Stand - Wide Body	Per Tow	38,603	41,305	44,197	47,290	50,601
Wing Walkers	Per turnaround	2,757	2,950	3,157	3,378	3,614
Toilet service	per service	10,340	11,064	11,838	12,667	13,554
Water service	per service	8,961	9,589	10,260	10,978	11,747
Unaccompanied minor handling	per child	3,737	3,998	4,278	4,577	4,898
Wheel Chair WCHR OR WCHS	per service	3,722	3,983	4,262	4,560	4,879
WCHC	per service	4,136	4,426	4,735	5,067	5,421
VIPs	per passenger	5,748	6,151	6,581	7,042	7,535
Transit w/o visa pax	per passenger	5,748	6,151	6,581	7,042	7,535

Deportees	per passenger	5,748	6,151	6,581	7,042	7,535
Floor Walkers/Welcome staff	per personnel/8hrs	2,757	2,950	3,157	3,378	3,614
Manpower (White collar)	per personnel/8 hr.	4,136	4,426	4,735	5,067	5,421
Manpower (Blue collar)	per personnel/8 hr.	2,757	2,950	3,157	3,378	3,614
Excess Baggage Collection	per flight	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection
Val Handling	per std. sz. container	14,371	15,377	16,454	17,605	18,838
Ballast Bags Refill	Per refill - per Bag	2,068	2,213	2,368	2,533	2,711
Interior cleaning (Transit) - Narrow Body	per service	19,301	20,653	22,098	23,645	25,300
Interior cleaning (Transit) - Wide Body	per service	34,467	36,880	39,461	42,223	45,179
Interior cleaning (Transit) - ATR & like	per service	11,167	11,949	12,785	13,680	14,638
Deep Cleaning - Narrow Body	per service	27,574	29,504	31,569	33,779	36,143
Deep Cleaning - Wide Body	per service	49,219	52,664	56,351	60,295	64,516
Deep Cleaning - ATR & like	per service	15,855	16,965	18,152	19,423	20,782
Flight Deck cleaning	per service	6,893	7,376	7,892	8,445	9,036
Waste Disposal		1,930	2,065	2,210	2,365	2,530
Arrange non-scheduled Crew Hotel accommodation	per service	2,068	2,213	2,368	2,533	2,711
Arrange for non-scheduled Crew Transportation	per service	2,068	2,213	2,368	2,533	2,711
C.I.Q. assistance / Direct crew thru airport facilities	per arr or dep clearance	4,136	4,426	4,735	5,067	5,421
Cargo Supervision services	per flight	10,321	11,044	11,817	12,644	13,529
Cargo Supervision services	Per flight	15,826	16,933	18,119	19,387	20,744
Live Animal Handling	per AVI	2,012	2,153	2,304	2,465	2,637
LD3,	per day	827	885	947	1,013	1,084
LD11	per day	1,930	2,065	2,210	2,365	2,530
Stacking of Pallets	per stack per day	2,757	2,950	3,157	3,378	3,614
Valet Service		2,874	3,075	3,291	3,521	3,768
Baggage Trolley	per two hour	827	885	947	1,013	1,084
Container Dollies	per two hour	689	738	789	844	904
Pallet Dollies	per two hour	965	1,033	1,105	1,182	1,265
Diesel / Battery Tractor	per hour	6,066	6,491	6,945	7,431	7,952
Ramp Car	per hour	2,757	2,950	3,157	3,378	3,614
Luxury Vehicle		3,500	3,745	4,007	4,288	4,588
Standard Vehicle for NSOP		1,100	1,177	1,259	1,348	1,442
Trip Charges above second vehicle		3,500	3,745	4,007	4,288	4,588
Drop from Airport (City Side)		3,000	3,210	3,435	3,675	3,932

Notes:

- Above Tariff Rates are excluding of all applicable taxes.

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

Bird Airport Services (Mohali) Pvt. Ltd.**Chandigarh International Airport, Mohali****Form F3 Historical and Projected Profit and loss accounts (ref: Section AI 4 Appendix I)**

S No.	Particulars	2021-22	2022-23	2023-24	2024-25	2025-26
1	Revenue					
	Revenue from Regulated services	3,77,11,350	7,54,26,203	8,31,59,653	8,99,41,992	9,91,59,942
	Revenue from other than Regulated Services	-	-	-	-	-
2	Opening expenditure					
	Payroll Costs	1,57,58,354	2,27,45,518	2,52,21,162	2,82,59,289	3,18,31,353
	Concession Fees	1,09,08,333	1,23,20,000	98,56,000	78,84,800	63,07,840
	Administrative and General Costs	1,72,11,062	2,51,89,757	2,77,45,824	2,99,43,376	3,23,58,802
	Utilities and Outsourcing costs	46,21,400	71,51,923	78,60,738	86,39,827	94,96,723
	Repair and Maintenance Costs	4,55,839	6,61,550	7,28,219	7,99,474	8,77,505
3	Earnings before depreciation, interest and taxation (EBDIT)	(1,12,43,639)	73,57,455	1,17,47,710	1,44,15,227	1,82,87,718
	Depreciation and Amortisation	7,21,741	46,50,491	58,08,960	66,60,523	74,59,123
4	Earning before interest and taxation (EBIT)	(1,19,65,379)	27,06,964	59,38,751	77,54,704	1,08,28,595
	Total interest and finance charges	19,68,667	79,67,750	79,95,526	75,74,686	64,34,335
5	Profit / loss before tax	(1,39,34,046)	(52,60,786)	(20,56,775)	1,80,019	43,94,260
	Provision for taxation	-	-	-	45,311	11,06,035
6	Profit / loss after taxation	(1,39,34,046)	(52,60,786)	(20,56,775)	1,34,708	32,88,225
	Balance brought forward from previous year	-	(1,39,34,046)	(1,91,94,832)	(2,12,51,607)	(2,11,16,900)
	Balance Carried to Balance Sheet	(1,39,34,046)	(1,91,94,832)	(2,12,51,607)	(2,11,16,900)	(1,78,28,675)

Note:

- * Projected values are provided for each of the Tariff Years
- # # BASMPL, the Company, is a new company and hence, previous year(s) data doesn't exist.

Bird Airport Services (Mohali) Pvt. Ltd.

Chandigarh International Airport, Mohali

Form F11(b): Payroll Related Expenditure and Provisions (ref; Section AI.5 of Appendix I)

S. N.	Particulars - with detailed breakup	2021-22	2022-23	2023-24	2024-25	2025-26
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Payroll Cost/MW	1,09,83,672	1,58,52,315	1,76,48,917	1,97,87,130	2,23,14,006
B	PF Employer's Cont	10,83,141	15,67,154	17,18,071	19,46,671	21,91,638
C	PF & EDLI Admn Charges	90,262	1,30,596	1,43,173	1,62,223	1,82,636
D	ESI Employer's Cont	2,29,732	3,33,675	3,57,032	4,11,365	4,61,932
E	Gratuity	5,28,061	7,62,131	8,48,506	9,51,304	10,72,789
F	LE	4,57,653	6,60,513	7,35,372	8,24,464	9,29,750
G	Staff Insurance	7,20,000	10,27,200	11,67,798	12,49,544	14,15,660
H	Overtime Cost	7,52,466	10,91,044	11,67,418	13,09,335	14,43,931
I	Recruitment Cost	15,975	23,112	25,073	28,298	31,852
J	AEP Cost	26,625	38,520	41,789	47,164	53,087
K	Staff Transportation Cost	13,500	19,260	20,608	22,051	23,594
L	Uniform (incl winter uniform)	4,79,250	6,93,360	7,52,199	8,48,955	9,55,570
M	Staff Parking	3,600	5,136	5,496	5,880	6,292
N	Staff Welfare	3,19,500	4,62,240	5,01,466	5,65,970	6,37,047
O	Training Cost	54,918	79,262	88,245	98,936	1,11,570
1	Grand Total	1,57,58,354	2,27,45,518	2,52,21,162	2,82,59,289	3,18,31,353
2	Employee expenses capitalised	-	-	-	-	-
3	Net Employees expenses (1)- (2)	1,57,58,354	2,27,45,518	2,52,21,162	2,82,59,289	3,18,31,353

Bird Airport Services (Mohali) Pvt. Ltd.
Chandigarh International Airport, Mohali
Form F11(c) Administration and General Expenditure (ref; Section AI.5 of Appendix I)

S. N.	Particulars - with detailed breakup	2021-22	2022-23	2023-24	2024-25	2025-26
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Administration Charges					
	Lease/Rent	92,95,112	1,36,32,831	1,49,96,114	1,64,95,725	1,81,45,298
	Communication expenses	1,21,631	1,69,344	1,78,903	1,92,432	2,06,867
	Travelling and Conveyance	3,60,000	5,04,000	5,29,200	5,55,660	5,83,443
	Marketing & Publicity	90,000	1,26,000	1,32,300	1,38,915	1,45,861
	Printing and Stationery	2,59,400	4,16,378	4,52,466	4,91,875	5,34,944
	Others Admin & General Expenses	18,85,670	29,26,893	31,32,670	33,28,669	35,65,915
	....	1,20,11,813	1,77,75,445	1,94,21,652	2,12,03,276	2,31,82,327
B	Other Charges					
	Audit Fees, Tax Audit Fees & Legal charges	1,45,000	1,68,000	1,76,400	1,85,220	1,94,481
	Insurance Costs	11,02,650	11,57,782	12,15,671	12,76,455	13,40,278
	In Flight Cleaning Consumables	19,51,600	34,84,530	40,65,600	42,68,600	44,81,400
	Certification Expenses	2,00,000	2,10,000	2,20,500	2,31,525	2,43,101
	Equipment Hire Charges	18,00,000	23,94,000	26,46,000	27,78,300	29,17,215
	....	51,99,250	74,14,312	83,24,171	87,40,100	91,76,475
C	Utilities and Outsourcing costs					
	Fuel Charges	27,88,000	43,55,663	48,02,490	52,94,398	58,36,253
	Electricity Expenses	4,39,400	4,73,240	4,96,920	5,21,750	5,47,802
	Potable Water	13,94,000	23,23,020	25,61,328	28,23,679	31,12,668
	....	46,21,400	71,51,923	78,60,738	86,39,827	94,96,723
D	Grand Total	2,18,32,462	3,23,41,680	3,56,06,562	3,85,83,202	4,18,55,526
E	Administration & General Expenses charged to passengers	-	-	-	-	-
F	Net A&G expenses (D-E)	2,18,32,462	3,23,41,680	3,56,06,562	3,85,83,202	4,18,55,526

Bird Airport Services (Mohali) Pvt. Ltd.
Chandigarh International Airport, Mohali
Form F11(d): Repair and maintenance Expenditure (ref; Section AI.5 of Appendix I)

S. No.	Particulars - with detailed breakup	2021-22	2022-23	2023-24	2024-25	2025-26
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Building	-	-	-	-	-
B	Plant & Machinery	4,55,839	6,50,300	6,26,494	6,14,799	6,85,380
C	Office Equipment	-	-	75,500	1,51,000	1,51,000
D	Computer, Printer	-	1,000	2,600	3,800	5,000
E	Furniture and Fittings	-	4,000	8,000	8,000	8,000
F	Vehicle	-	6,250	15,625	21,875	28,125
		4,55,839	6,61,550	7,28,219	7,99,474	8,77,505

Note:

- 1 Projected value are provided for Tariff Years
- 2 Information for last financial year / last audited financial year are not available since 2021-22 is the first operational year of the Company

Bird Airport Services (Mohali) Pvt. Ltd.
Chandigarh International Airport, Mohali
Form F11(e): Utilities and Outsourcing Expenditure (ref; Section AI.5 of Appendix I)

S. N.	Particulars - with detailed breakup	2021-22	2022-23	2023-24	2024-25	2025-26
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Utilities Costs					
	Power Charges					
	Unit Consumed	3,22,740	4,59,895	4,57,783	4,34,010	3,91,926
	Effective Unit Rate	10	10.50	11.58	13.40	16.29
	Power costs	32,27,400	48,28,903	52,99,410	58,16,148	63,84,055
	Water Charges					
	Unit Consumed	5,57,600	8,84,960	8,85,029	8,42,829	7,64,363
	Effective Unit Rate	3	2.63	2.89	3.35	4.07
	Water Cost	13,94,000	23,23,020	25,61,328	28,23,679	31,12,668
	Other - Mention all the applicable heads					
	...					
B	Department - wise Outsourcing	-	-	-	-	-
	Airfield Services & Facilities	-	-	-	-	-
	Terminals	-	-	-	-	-
	Maintenance	-	-	-	-	-
	Cleaning	-	-	-	-	-
	...					
1	Grand Total	46,21,400	71,51,923	78,60,738	86,39,827	94,96,723
2	Utilities and Outsourcing expenditure	-	-	-	-	-
3	Net Utilities and Outsourcing expenditure	46,21,400	71,51,923	78,60,738	86,39,827	94,96,723

Bird Airport Services (Mohali) Pvt. Ltd.

Chandigarh International Airport, Mohali

Form F12 (c): Projected Aircraft Movements (ref: Section A I.6 of Appendix i)

Year	Domestic (Landing)			International (Landing)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2021-22	2927	2788	2649	0	0	0
2022-23	5808	5531	5254	0	0	0
2023-24	6098	5808	5518	0	0	0
2024-25	6403	6098	5793	0	0	0
2025-26	6722	6402	6082	0	0	0

Note:

- 1 The above volumes represents number of aircraft landing for IXC. These numbres are projected by us to be handled by us basis, our best estimates / thoughts **since the environment is not clear due to Covid-19.**