



**IN THE MATTER OF
DETERMINATION OF TARIFF FOR GROUND HANDLING SERVICES FOR
M/S GSEC BIRD AIRPORT SERVICES PVT. LTD. AT
SARDAR VALLABHBHAI PATEL INTERNATIONAL AIRPORT, AHMEDABAD FOR
THE THIRD CONTROL PERIOD
(FY 2021-22 TO FY 2025-26)**

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 ISP. Accordingly, the Authority's opinion on the various aspects forming part of the tariff determination process has 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. 24/2021-22 dated 07th December 2021 are invited from the Stakeholders, preferably in electronic form, at the following address:

Director (P&S, Tariff)

Airports Economic Regulatory Authority of India (AERA),

AERA Administrative Complex,

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Last Date for submission of Stakeholders' comments	27/12/2021
Last Date for submission of counter comments	07/01/2022

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
AIAL	Ahmedabad International Airport Limited
AIASL	Air India Airport Services Ltd.
ATM	Air Traffic Movement
BWFS	Bird Worldwide Flight Service
CAPEX	Capital Expenditure
CGF	Cargo, Ground Handling & Fuel Throughput
GBAS	GSEC Bird Airport Services Private Limited
GHA	Ground Handling Agencies
GHS	Ground Handling Service
GPU	Ground Power Unit
GSEC	Gujarat State Export Corporation Ltd.
INR	Indian Rupees
ISP	Independent Service Provider
LDL	Lower Deck Loader
MYTP	Multi-Year Tariff Proposal
MYTO	Multi-Year Tariff Order
NCAP	National Civil Aviation Policy
OPEX	Operating Expenditure
O&M	Operation and Maintenance
PBIDT	Profit Before Interest, Depreciation and Tax
P&L	Profit & Loss
SCP	Second Control Period
SPV	Special Purpose Vehicle
SPRH	Service Provider Right Holder
SVPIA	Sardar Vallabhbhai Patel International Airport
TCP	Third Control Period
USD	United States Dollar
YoY	Year on Year
GSE	Ground Support Equipment

CHAPTER 1: BRIEF BACKGROUND:

- 1.1 M/s Bird Worldwide Flight Services (India) Private Limited has been awarded license by the Airport Operator namely Ahmedabad International Airport Limited (AIAL) for carrying out Ground Handling Service (GHS) at Sardar Vallabhbhai Patel International Airport (SVPIA), Ahmedabad for the period of five years effective from 01.04.2021 to 31.03.2026.
- 1.2 In accordance with agreed terms, a SPV in the name of M/s. GSEC Bird Airport Services Private Limited (M/s. GBAS) has been incorporated on 20.03.2021. The License Agreement between the Airport operator and Service provider (SPV) has been signed on 03.08.2021.
- 1.3 Bureau of Civil Aviation Security has provided security clearance to M/s. GBAS on 12.07.2021.

The shareholding structure of the SPV is given as below:

Table-1: Summary of shareholding structure of M/s. GBAS:

Shareholder	Percentage of Stake (%)
M/s Bird Worldwide Flight Services (India) Pvt. Ltd.	51.00
M/s GSEC Ltd.	26.00
M/s Globe Ground India Pvt. Ltd	23.00
TOTAL	100.00

- 1.4 As per the provisions of the CGF Guidelines 2011, M/s GBAS has submitted the Multi Year Tariff Proposal ('MYTP') seeking approval of tariffs for providing Ground Handling Services at SVPIA, Ahmedabad for the 3rd Control Period (FY 2021-22 to FY 2025-26) on 08.07.2021.
- 1.5 M/s GSEC Bird Airport Services Pvt. Ltd. (GBAS) vide letter dated 08.07.2021 requested the Authority for approval of ad-hoc tariff during the interim period for their Ground Handling Services at SVPIA, Ahmedabad, till the time regular tariff determined by the regulator..
- 1.6 M/s GSEC Bird Airport Services Private Limited, vide Authority's order no. 05/2021-22 dated 29th July 2021, has been allowed to levy and collect, on ad hoc basis, the existing tariff for Ground Handling Services at Sardar Vallabhbhai Patel International Airport, Ahmedabad, as approved for the other Ground Handling Service Provider namely Air India Airport Services Ltd. (erstwhile AIATSL) for the period 01.08.2021 to 31.12.2021, or, determination of regular Ground Handling Tariff for 3rd Control Period, whichever is earlier.
- 1.7 As per clause 11.2 of CGF Guidelines, M/s GBAS has not conducted Stakeholders' Consultation Meet. The Authority, therefore, expects M/s. GBAS to conduct Stakeholders' Consultation Meet in compliance to the AERA Guidelines.

CHAPTER 2: PRINCIPLES FOR DETERMINATION OF AERONAUTICAL TARIFF UNDER “LIGHT TOUCH APPROACH”

- 2.1 The Authority vide its Order No. 12/2010-11 dated 10.01.2011 and Direction No. 04/2010-11 issued on 10.01.2011 finalized its approach in the matter of Regulatory Philosophy and Approach in Economic Regulation of the Services provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft at the major airports and 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 In accordance to above mentioned AERA Guidelines and Directions the following procedure is followed:

Stage I: MATERIALITY:

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

$$\begin{aligned}\text{The materiality index at Ahmedabad Airport} &= 15387/431853 \\ &= 3.56\%\end{aligned}$$

The percentage share of Ground Handling for SVPIA, Ahmedabad for the FY 2019-20 is 3.56% which is less than 5% Materiality Index (MI_G) for the above subject service. Hence the regulated service is deemed as ‘**Not Material**’ for the Third Control Period.

- 2.3 The Authority also observed that M/s Air India Airport Services Ltd. (erstwhile AIATSL) is also providing the Ground Handling Services at SVPIA, Ahmedabad apart from M/s GBAS.
- 2.4 Further, the Authority also sought clarification from M/s. GBAS vide email dated 01.10.2021 on user agreements with airlines. M/s GBAS has submitted the copies of agreements/LOA with Air Asia (India) Limited, Air Charter Services Pvt. Ltd and Saarthi Airways Pvt. Ltd.
- 2.5 As per clause 11.2 of the CGF Guidelines, the ATP is required to be submitted in the manner and form provided AI 8.1. 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 clearly indicating the tariff proposal by the service provider and agreed to be the users.
- 2.6 M/s GBAS submitted all the required documents as stated in Para 2.5 above except minutes of stakeholder consultation meeting.

Authority’s Proposal regarding tariff determination of M/s GBAS:

- 2.7 Based on the material before it and its analysis, the Authority proposes to consider Tariff determination exercise of M/s GBAS for providing Ground Handling Services at SVPIA, Ahmedabad under “**Light Touch Approach**” for the 3rd Control Period, as the regulated service is ‘**Not Material**’.

CHAPTER 3: AIR TRAFFIC MOVEMENT (ATM)

M/s GBAS, Ahmedabad's submission on Air Traffic Movement for the Third Control Period as part of MYTP

- 3.1 As per MYTP submission made by M/s GBAS, Ahmedabad, the projected Air Traffic Movement for the Third Control Period (FY 2021-22 to FY2025-26) is given as below:

Table 2: Aircraft Traffic Volume (Flights to be Handled) projected for SVPIA, Ahmedabad by M/s GBAS for the Third Control Period:

Year	Domestic (Landing)	International (Landing)	Total	YoY % Change		
				Domestic	International	Total
2021-22	7,710	1,544	9,254	-	-	-
2022-23	8,520	1,488	10,008	10.51%	-3.63%	8.15%
2023-24	8,690	1,518	10,208	2.00%	2.02%	2.00%
2024-25	8,864	1,548	10,412	2.00%	1.98%	2.00%
2025-26	9,041	1,579	10,620	2.00%	2.00%	2.00%
Total	42825	7677	50502			

Authority's Examination and Analysis of Traffic Volume:

- 3.2 The Authority observed that COVID-19 had severely impacted the business in Civil Aviation Sector, including Ground Handling Service Providers. In the current FY 2021-22, Total Aircraft Traffic (Domestic and International) for the period April-October 2021 has almost reached to 60% of corresponding pre-Covid period of FY 2019-20.
- 3.3 The Authority notes that M/s GBAS for Ahmedabad Airport, has projected one time growth of 10.51% in Domestic Aircraft Movement (ATM) for FY 2022-23 over FY 2021-22 and thereafter projected 2% YoY growth for the remaining period of the Control Period.
- 3.4 M/s GBAS has projected decline in growth rate by 3.63% for FY2022-23 in case of International Aircraft Movement (ATM) over FY 2021-22 and thereafter projected YoY growth in the range of 1% to 2% for the remaining period of the Control Period.
- 3.5 The Authority also notes that M/s GBAS has projected overall growth in Aircraft Traffic Movement of 8.15% in FY 2022-23 over FY 2021-22 and thereafter projected nominal growth of 2% for the rest of the period of the Control Period.
- 3.6 The Authority, mindful of the adverse impact of pandemic situation on Civil Aviation Sector, uncertainty in international operations due to emergence of fresh variant of COVID-19 and taking into account other relevant factors, considers the traffic projections proposed by M/s GBAS as per Table 2 above as reasonable under the prevailing pandemic situation.

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

- 3.7 Based on the material before it and its analysis, the Authority proposes to consider the Traffic Volume (Flights to be handled) for the third control period as per Table -2 above.

CHAPTER 4: CAPITAL EXPENDITURE

M/s GBAS, Ahmedabad submission on Capital Expenditure for the Third Control Period as part of MYTP

- 4.1 As per MYTP submission, M/s GBAS has projected total Capital Expenditure (CAPEX) of Rs. 2400.00 Lakhs for the procurement of various assets for the third control period (FY 2021-22 to FY 2025-26). The asset-wise capital expenditure projected by M/s GBAS, Ahmedabad for the third control period is given as below:

Table 3: Projected Capital Expenditure submitted by M/s GBAS for the Third Control Period
(Rs.in Lakhs)

Particulars	2021-22	2022-23	2023-24	2024-25	2025-26	Total
Ground Handling Equipment	1578.39	34.84	36.00	24.50	8.00	1684.73
Furniture & Fixtures	163.69	-	-	-	-	163.69
Vehicles	257.92	60.73	60.73	72.23	89.06	541.17
Office Equipment and Computers	-	4.43	3.27	3.27	2.94	13.91
TOTAL	2000.00	100.00	100.00	100.00	100.00	2400.00

- 4.2 M/s. GBAS has also submitted the breakup of the capital expenditure of Rs. 2400.00 Lakhs proposed for the third control period as given below:

Table 4: Breakup of Projected Capital Expenditure as submitted by M/s. GBAS for the 3rd control period
(Rs. in Lakhs)

YEAR	Item Description	Qty.	Cost (INR)	Total Value
Tariff Year 1	LDL 7 tons Universal	2	246.42	492.84
Tariff Year 1	LDL — (7 tons)	2	228.23	456.46
Tariff Year 1	Pax step motorized — adjustable height. (1200 MM)	2	25.84	51.68
Tariff Year 1	Pax step towable — (B737/ A320 height)	2	4.50	9.00
Tariff Year 1	GPU - 140 KVA	1	61.96	61.96
Tariff Year 1	Pushback wide body	1	337.00	337.00
Tariff Year 1	Pushback narrow body	2	48.00	96.00
Tariff Year 1	Tugs — (Diesel)	4	32.40	129.60
Tariff Year 1	Tugs — (Electric). (with Cabin / battery / Charger)	4	28.33	113.32
Tariff Year 1	Towable Baggage Conveyor Belt — Narrow body	2	4.00	8.00
Tariff Year 1	Pallet dollies with brakes	15	1.60	24.00
Tariff Year 1	Container dollies with brakes	15	1.20	18.00
Tariff Year 1	Baggage carts with brakes	25	0.70	17.50
Tariff Year 1	Toilet Cart Towable 1000 Ltr	1	3.10	3.10
Tariff Year 1	Water Cart 1000 ltr	1	2.85	2.85
Tariff Year 1	Miscellaneous (Chokes and cones, head sets, wheel chairs, ramp vehicles, marshalling equip, fire extinguishers etc.)			15.00
Tariff Year 1	Office, Furniture etc			163.69
Total				2000.00

Tariff Year 2	Pax step motorized — adjustable height. (1200 MM)	1	25.84	25.84
Tariff Year 2	Pax step towable — (B737/ A320 height)	2	4.50	9.00
Tariff Year 2	Tugs — (Diesel)	1	32.40	32.40
Tariff Year 2	Tugs — (Electric) (with Cabin / battery / Charger)	1	28.33	28.33

Tariff Year 2	Miscellaneous	1	4.43	4.43
Total				100.00

Tariff Year 3	Tugs — (Diesel).	1	32.40	32.40
Tariff Year 3	Tugs — (Electric). (with Cabin / battery / Charger)	1	28.33	28.33
Tariff Year 3	Towable Baggage Conveyor Belt — Narrow body	2	4.00	8.00
Tariff Year 3	Pallet dollies with brakes	10	1.60	16.00
Tariff Year 3	Container dollies with brakes	10	1.20	12.00
Tariff Year 3	Miscellaneous	1	3.27	3.27
Total				100.00

Tariff Year 4	Tugs -(Diesel)	1	32.40	32.40
Tariff Year 4	Tugs -(Electric) (with Cabin / battery / Charger)	1	28.00	28.33
Tariff Year 4	Baggage carts with brakes	15	0.70	10.50
Tariff Year 4	Pallet dollies with brakes	5	1.60	8.00
Tariff Year 4	Container dollies with brakes	5	1.20	6.00
Tariff Year 4	Ramp Vehicles	1	11.50	11.50
Tariff Year 4	Miscellaneous	1	3.27	3.27
Total				100.00

Tariff Year 5	Tugs — (Diesel)	1	32.40	32.40
Tariff Year 5	Tugs — (Electric) (with Cabin / battery / Charger)	2	28.33	56.66
Tariff Year 5	Towable BFL — Narrow body	2	4.00	8.00
Tariff Year 5	Miscellaneous	1	2.94	2.94
Total				100.00
GRAND PROJECTED CAPITAL EXPENDITURE FOR THE THIRD CONTROL PERIOD				2400.00

Authority's Examination and Analysis on CAPEX:

- 4.3 The Authority notes that M/s GBAS is a new entity at SVPIA, Ahmedabad for Ground handling Services and has projected total capital expenditure of Rs.2400.00 lakhs for 3rd control period. It is observed that out of total CAPEX, M/s GBAS has proposed Rs.1684.73 lakhs for procurement of ground handling equipment, Rs.163.69 lakhs for furniture and fixtures, Rs.541.17 lakhs for vehicles and Rs. 13.91 lakhs for office equipment and computers. (Refer Table 3 above).
- 4.4 The Authority observes from the above submission that M/s GBAS has proposed to incur significant proportion of capital expenditure in the 1st year of the Control Period to procure new ground handling equipment for its operations. Further, M/s GBAS, being a new entrant at SVPIA, Ahmedabad, proposed CAPEX in first year seems reasonable.
- 4.5 M/s GBAS in its submission also states that the capital expenditure would be required to meet the ongoing and projected growth in business at SVPIA, Ahmedabad.

Authority's Proposal regarding CAPEX for the third control period:

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

CHAPTER 5: OPERATING EXPENDITURE

M/s GBAS submission on Operating Expenditure for the Third 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 Expenditure incurred by the Service provider(s) include expenditure incurred on security, operating costs, other mandated operating costs and statutory operating costs.
- 5.2 As per the submission of M/s GBAS, the Operation and Maintenance (O&M) expenditure has been segregated into the following categories:
- a) Payroll Costs;
 - b) Administrative and General expenses;
 - c) Utility & Outsourcing Costs;
 - d) Repair and Maintenance Expenditure;
 - e) Concession Fees
- 5.3 As per M/s GBAS submission, projected Revenue and Operating expenditure (OPEX) for the third control period (FY 2021-22 to FY 2025-26), is given below:

Table 5: Projected Revenue and Operating Expenditure as submitted by M/s GBAS

Particulars	Amount (Rs. in Lacs)					CAGR	YoY % Change			
	2021-22	2022-23	2023-24	2024-25	2025-26		2022-23	2023-24	2024-25	2025-26
Revenue (A)	1760.00	1967.00	2144.00	2337.00	2548.00	9.69%	12%	9%	9%	9%
Total Operating Expenditure (B)	1562.59	1736.62	1881.15	2037.65	2207.16	9.02%	11%	8%	8%	8%
Payroll Costs	528.00	590.29	643.41	701.32	764.44	9.69%	12%	9%	9%	9%
Administrative & General expenses	451.59	493.04	528.33	566.01	606.28	7.64%	9%	7%	7%	7%
Utilities & Outsourcing	-	-	-	-	-	-	-	-	-	-
Repair & Maintenance	55.00	63.00	66.00	69.00	72.00	6.97%	15%	5%	5%	4%
Concession fees	528.00	590.29	643.41	701.32	764.44	9.69%	12%	9%	9%	9%
PBIDT (A-B)	197.41	230.38	262.85	299.35	340.84	-	16%	13%	14%	13%

Authority's Examination and Analysis of Operating Expenditure:

The Authority analyzed the Total Operating Expenditure proposed for the Third Control Period by M/s GBAS and notes that ISP has proposed an overall increase of 11% in FY 2022-23 over FY 2021-22 and thereafter proposed an increase of 8% YoY for the remaining period of the Third Control Period.

- 5.4 **Payroll Costs:** The Authority notes that the payroll costs of M/s. GBAS projected to increase by 12% in FY 2022-23 over FY 2021-22 and thereafter increase of 9% YoY for the remaining period of the Control Period with a CAGR of 9.69%. The Authority sought clarification from M/s GBAS regarding overall increase in payroll costs and in response thereto M/s GBAS stated that the increase in payroll cost is due to projected increase in flights to be handled which shall require additional manpower and further there shall be an annual increase on account of annual increments.
- 5.5 **Administrative and General Costs:** The Authority also observes that M/s GBAS proposed an increase of 9% in FY 2022-23 over FY 2021-22 and thereafter, an increase of 7% YoY from FY 2023-24 onwards with a CAGR of 7.64%.
- 5.6 **Repair and Maintenance Costs:** The Authority also notes that the repair and maintenance costs of M/s GBAS increased by 15% in FY 2022-23 as compared to FY 2021-22 and thereafter an increase of 5% for FY 2023-24 and 2024-25 and an increase of 4% in FY 2025-26 with a CAGR of 6.97%. The Authority believes that since M/s GBAS has proposed procurement of new ground handling equipment at SVPIA, Ahmedabad and all such equipment must be under warranty period initially, accordingly there should be lower R&M expense in initial stage of control period. Therefore, the Authority elicits the views/comments of stakeholders on the projected R&M expenditure for the third control period.
- 5.7 **Concession Fees:** The Authority observes that as per M/s GBAS's agreement with the M/s Ahmedabad International Airport Limited, the ISP is required to share 45.5% of its gross revenue with the Airport Operator. However, for MYTP purpose, the ISP has capped the Concession Fee at 30% only.
- 5.8 The Authority further observes from Form F3 (Historical and Projected P&L Statement) that M/s GBAS is projected to incur losses throughout the third control period. The projected loss for FY 2021-22 amounts to Rs. 78.71 lakhs and same is projected to increase to Rs. 121.73 lakhs in FY 2025-26.
- 5.9 The Authority also notes that M/s GBAS, being a new entrant at SVPIA, Ahmedabad, should bring efficiency in its operations and also to optimize the overall O&M expenses, so that M/s GBAS can have a competitive edge to achieve economies of scale in the interest of all the stakeholders.

Authority's Proposal regarding OPEX for the third control period:

- 5.10 Based on the material before it and its analysis, the Authority, proposes to consider the OPEX for the 3rd Control Period as per Table-5.

CHAPTER 6: ANNUAL TARIFF PROPOSAL

M/s GBAS, Ahmedabad submissions on Annual Tariff Proposal for the Third Control Period as part of MYTP

6.1 M/s GBAS submitted the Multi Year Tariff Proposal for Scheduled flights of the third control period (FY 2021-22 to FY 2025-26) as given in Table- 6 below:

Table 6: Annual Tariff Proposal for Scheduled Flights submitted by M/s GBAS for Third Control period.

(Amount in INR)

	FY 2021-22			FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26		
	Tariff Year 1			Tariff Year 2			Tariff Year 3			Tariff Year 4			Tariff Year 5		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flight															
CODE B	6,250	12,750	19,000	5,083	15,248	20,330	5,438	16,315	21,753	5,819	17,457	23,276	6,226	18,679	24,905
CODE C	10,500	19,500	30,000	8,025	24,075	32,100	8,587	25,760	34,347	9,188	27,563	36,751	9,831	29,493	39,324
CODE D	16,538	30,713	47,250	12,639	37,918	50,558	13,524	40,572	54,097	14,471	43,412	57,883	15,484	46,451	61,935
CODE E	37,485	69,615	1,07,100	28,649	85,948	1,14,597	30,655	91,964	1,22,619	32,801	98,402	1,31,202	35,097	1,05,290	1,40,386
International Passenger Flight															
CODE C	27,500	82,500	1,10,000	29,425	88,275	1,17,700	31,485	94,454	1,25,939	33,689	1,01,066	1,34,755	36,047	1,08,141	1,44,188
CODE D	44,250	1,32,750	1,77,000	47,348	1,42,043	1,89,390	50,662	1,51,985	2,02,647	54,208	1,62,624	2,16,833	58,003	1,74,008	2,32,011
CODE E	50,926	1,52,779	2,03,705	54,491	1,63,473	2,17,964	58,305	1,74,916	2,33,222	62,387	1,87,161	2,49,547	66,754	2,00,262	2,67,016
CODE F	77,963	2,33,888	3,11,850	83,420	2,50,260	3,33,680	89,259	2,67,778	3,57,037	95,507	2,86,522	3,82,030	1,02,193	3,06,579	4,08,772
Domestic Cargo Flight															
CODE C	N/A	30,000	N/A	N/A	32,100	N/A	N/A	34,347	N/A	N/A	36,751	N/A	N/A	39,324	N/A
CODE D	N/A	50,000	N/A	N/A	53,500	N/A	N/A	57,245	N/A	N/A	61,252	N/A	N/A	65,540	N/A
CODE E	N/A	85,000	N/A	N/A	90,950	N/A	N/A	97,317	N/A	N/A	1,04,129	N/A	N/A	1,11,418	N/A
International Cargo Flight															
CODE C	N/A	1,08,000	N/A	N/A	1,15,560	N/A	N/A	1,23,649	N/A	N/A	1,32,305	N/A	N/A	1,41,566	N/A
CODE D	N/A	1,45,000	N/A	N/A	1,55,150	N/A	N/A	1,66,011	N/A	N/A	1,77,631	N/A	N/A	1,90,065	N/A
CODE E	N/A	1,90,000	N/A	N/A	2,03,300	N/A	N/A	2,17,531	N/A	N/A	2,32,758	N/A	N/A	2,49,051	N/A
CODE F	N/A	2,80,665	N/A	N/A	3,00,312	N/A	N/A	3,21,333	N/A	N/A	3,43,827	N/A	N/A	3,67,895	N/A

6.2 M/s. GBAS has proposed the following % increase in the tariff for scheduled flights at Ahmedabad airport as stated in the table below:

Table 7: Statement of YoY Percentage (%) Change in Tariff for Different Category of Schedule Flights.

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 Flight												
CODE B	-19%	20%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE C	-24%	23%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE D	-24%	23%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE E	-24%	23%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
International Passenger Flight												
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%
CODE F	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Domestic Freight Flight												
CODE C	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A
CODE D	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A
CODE E	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A
International Freight Flight												
CODE C	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A
CODE D	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A
CODE E	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A
CODE F	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A	N/A	7%	N/A

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

Table 8 - Annual Tariff Proposal submitted by M/s. GBAS for Non-Scheduled and General Aviation Operations - Domestic and International Flights.

	Year 1		Year 2		Year 3		Year 4		Year 5	
A/C Category	Domestic	Foreign	Domestic	Foreign	Domestic	Foreign	Domestic	Foreign	Domestic	Foreign
Maximum Take Off weight (MTOW)	INR	USD	INR	USD	INR	USD	INR	USD	INR	USD
0-5000	23,500	600	25,145	642	26,905	687	28,789	735	30,804	786
5001-10000	30,000	1,100	32,100	1,177	34,347	1,259	36,751	1,348	39,324	1,442
10001- 20000	36,500	1,750	39,055	1,873	41,789	2,004	44,714	2,144	47,844	2,294
20001- 35000	61,500	2,000	65,805	2,140	70,411	2,290	75,340	2,450	80,614	2,622
35001- 40000	63,000	2,250	67,410	2,408	72,129	2,576	77,178	2,756	82,580	2,949
40001- 50000	63,000	2,500	67,410	2,675	72,129	2,862	77,178	3,063	82,580	3,277
50001- 100000	85,000	3,250	90,950	3,478	97,317	3,721	1,04,129	3,981	1,11,418	4,260
100001 - 200000	2,00,000	4,500	2,14,000	4,815	2,28,980	5,152	2,45,009	5,513	2,62,159	5,899
200001- 300000	2,50,000	5,400	2,67,500	5,778	2,86,225	6,182	3,06,261	6,615	3,27,699	7,078
300001 and above	3,00,000	6,500	3,21,000	6,955	3,43,470	7,442	3,67,513	7,963	3,93,239	8,520

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

Authority's Examination and Analysis of Tariff Proposal:

- 6.5 The Authority notes that in case of Schedule Domestic and International Flights, M/s GBAS has proposed an increase of 7% in FY 2022-23 in Full Services over FY 2021-22 and thereafter maintains the same growth level (YoY) across all the service components i.e. Pax, Ramp and Full for the remaining period of the Control Period. The Authority further observes that M/s GBAS has proposed significant reduction in domestic passenger handling charges in the range of 19% to 24% in FY 2022-23 over FY 2021-22 and increase of 20% to 23% in Ramp handling charges (refer Table 7 above). The Authority elicits specific comments/views of stakeholders on the same.
- 6.6 The Authority further notes that M/s GBAS 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 as per Table 9 given below.
- 6.7 The Authority also notes that M/s. GBAS proposed a separate Tariff for Additional Services over and above the standard pattern of Tariff Rate Card proposed for Pax., Ramp and Full Service. In this regard, the Authority sought clarification from M/s GBAS, whether the equipment / items as stated under Additional Services are part of Comprehensive/Full Services. In response, ISP has clarified that the Additional Services are not included in category of Full Services. The Authority proposes to consider a separate Tariff for Additional Services as proposed by M/s GBAS (Refer Annexure I&II). However, as regard to the Tariff for Additional Services in case of Domestic Non Schedule & General Aviation Flights, the Authority is of the view that the Tariff for such services should not be more than the Tariff for Additional Services of relevant Domestic Schedule Flights for similar class of Aircraft(s).
- 6.8 The Authority also notes that M/s GBAS has not conducted Stakeholder Consultation (AUCC) and expects M/s GBAS to conduct the same in compliance to AERA Guidelines on priority basis.
- 6.9 The Authority further observes that M/s GBAS has submitted Tariff for International Flights in case of Non-Schedule and General Aviation Operations, including Additional Services, in USD. For reference purpose, Authority has converted International Charges in USD to equivalent INR (refer Table 9) by taking conversion rate of Rs. 74.86. However, in order to have standardization in Tariff Rate Card, the Authority is of the view that as far as possible the entire Tariff Rate Card, including Rates for Foreign Airlines & General Aviation Operations should be in INR. The Authority, therefore, 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.
- 6.10 Further, M/s GBAS 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.

Table 9 - Annual Tariff Proposal for Non-Scheduled and General Aviation Operations (s) – International flights (INR)

	Year 1		Year 2		Year 3		Year 4		Year 5	
A/C Category	Foreign	IN INR	Foreign	IN INR	Foreign	IN INR	Foreign	IN INR	Foreign	IN INR
Maximum Take Off weight (MTOW)	USD	INR	USD	INR	USD	INR	USD	INR	USD	INR
0-5000	600	44916	642	48060	687	51429	735	55022	786	58840

5001-10000	1100	82346	1177	88110	1259	94249	1348	100911	1442	107948
10001- 20000	1750	131005	1873	140213	2004	150019	2144	160500	2294	171729
20001- 35000	2000	149720	2140	160200	2290	171429	2450	183407	2622	196283
35001- 40000	2250	168435	2408	180263	2576	192839	2756	206314	2949	220762
40001- 50000	2500	187150	2675	200251	2862	214249	3063	229296	3277	245316
50001- 100000	3250	243295	3478	260363	3721	278554	3981	298018	4260	318904
100001 - 200000	4500	336870	4815	360451	5152	385679	5513	412703	5899	441599
200001- 300000	5400	404244	5778	432541	6182	462785	6615	495199	7078	529859
300001 and above	6500	486590	6955	520651	7442	557108	7963	596110	8520	637807

Note: - USD conversion rate equivalent to INR of Rs. 74.86 has been considered for conversion of USD to INR

Authority's Proposal regarding Tariff Proposal for the third 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 Third Control Period:

- 6.11 The Authority proposes to consider the Tariff rate card for Schedule Flights as per Table 6. However, the Authority elicit specific views of stakeholders on the proposal of GBAS for reduction of 19% to 24% in passenger handling charges and increase of 20% to 23% in Ramp handling charges in FY 2022-23.
- 6.12 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).
- 6.13 The Authority, in case of International Non Schedule and General Aviation Flights, proposes to consider separate Tariff as mentioned in Table 9. 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.
- 6.14 The Authority proposes to consider the Tariff for Additional Services as per Annexure-I & II.
- 6.15 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).
- 6.16 The Authority also proposes that the Tariff Rates proposed as per Table 6, 8 & 9, 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 7: SUMMARY OF AUTHORITY'S PROPOSAL

The below mentioned summary provides the Authority's proposals relating to relevant chapters regarding the tariff determination of M/s GBAS providing Ground Handling Services at SVPIA, Ahmedabad 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 M/s GBAS for providing Ground Handling Services at SVPIA, Ahmedabad under “ Light Touch Approach ” for the 3 rd Control Period as the service is ‘ Not Material ’.	7
Chapter No. 3	3.7	The Authority proposes the traffic volume (Flights to be handled) for the third control period as per Table – 2.	8
Chapter No. 4	4.6	The Authority proposes to consider the CAPEX for the third control period as per Table-3.	10
Chapter No. 5	5.10	The Authority proposes to consider the OPEX for the 3rd Control Period as per Table-5.	12
Chapter No. 6	6.11	The Authority proposes to consider the Tariff rate card for Schedule Flights as per Table 6. However, the Authority elicit specific views of stakeholders on the proposal of GBAS for reduction of 19% to 24% in passenger handling charges and increase of 20% to 23% in Ramp handling charges in FY 2022-23.	16
	6.12	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).	
	6.13	The Authority, in case of International Non Schedule and General Aviation Flights, proposes to consider separate Tariff as mentioned in Table 9. 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.	
	6.14	The Authority proposes to consider the Tariff for Additional Services as per Annexure-I & II.	
	6.15	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).	
	6.16	The Authority also proposes that the Tariff Rates proposed as per Table 6, 8 & 9, 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

- 2.1 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). 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.
- 2.2 The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in Chapter 7 above, latest by 27th December.2021

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(Chairperson)

Annual Tariff for Additional Service Charges for Domestic* and International Schedule Flights for Third Control Period (FY 2021-22 to FY 2025-26) submitted by M/s GBAS at SVPIA, Ahmedabad and proposed by the Authority for Consultation

Amount in INR

EQUIPMENT		Year 1		Year 2		Year 3		Year 4		Year 5	
		Domestic	International	Domestic	International	Domestic	International	Domestic	International	Domestic	International
Ambulift	Per Usage	10,903	17,218	11,666	18,416	12,250	19,314	12,862	20,287	13,505	21,335
Ground Power Unit 90 KV	Per Hour	8,461	13,325	9,053	14,298	9,506	14,972	9,981	15,721	10,480	16,544
Ground Power Unit 140 KV	Per Hour	10,903	17,218	11,666	18,416	12,250	19,314	12,862	20,287	13,505	21,335
Hook on power	Per flight	872	1,347	933	1,497	980	1,572	1,029	1,647	1,080	1,722
Air Conditioner unit	Per Hour	17,270	27,249	18,479	29,121	19,403	30,618	20,373	32,115	21,392	33,762
Ramp to Flight Deck Communication	Per Turnaround	3,489	5,540	3,733	5,914	3,920	6,213	4,116	6,513	4,322	6,812
Step Ladder (remote bay) Towable	Per Turnaround	3,925	6,213	4,200	6,663	4,410	6,962	4,630	7,336	4,862	7,636
Step Ladder - Narrow Body	Per Hour	5,670	8,908	6,066	9,582	6,370	10,031	6,688	10,555	7,023	11,079
Step Ladder - Wide Body	Per Hour	8,461	13,325	9,053	14,298	9,506	14,972	9,981	15,721	10,480	16,544
Passenger Coach	Per Trip	3,925	6,213	4,200	6,663	4,410	6,962	4,630	7,336	4,862	7,636
Crew Coach	Per Turnaround	3,489	5,540	3,733	5,914	3,920	6,213	4,116	6,513	4,322	6,812
Crew Coach	Per Turnaround	4,361	6,887	4,666	7,336	4,900	7,711	5,145	8,085	5,402	8,534
Conveyor belt loader	Per hour	9,092	14,373	9,729	15,346	10,215	16,095	10,726	16,918	11,262	17,742
Lower Deck Loader	Per Hour	23,987	37,879	25,666	40,499	26,949	42,520	28,296	44,617	29,711	46,862
Main Deck Loader	Per Hour	27,476	43,344	29,399	46,413	30,869	48,734	32,412	51,129	34,033	53,675
Fork Lift 10 Ton	Per Hour	8,897	14,074	9,520	15,047	9,996	15,795	10,495	16,544	11,020	17,368
Fork Lift 5 Tons	Per Hour	6,280	9,882	6,720	10,630	7,056	11,154	7,409	11,678	7,779	12,277
Fork Lift 3 Tons	Per Hour	4,536	7,187	4,853	7,636	5,096	8,010	5,351	8,459	5,618	8,833
Air Start Unit (ASU)	Per start	12,648	19,988	13,533	21,335	14,209	22,383	14,920	23,506	15,666	24,704
Air Start Unit (ASU)	Per start	13,520	21,335	14,466	22,832	15,189	23,955	15,949	25,153	16,746	26,426
Towbar	Per push / tow	3,489	5,540	3,733	5,914	3,920	6,213	4,116	6,513	4,322	6,812
Push Back Narrow Body	per service	10,467	16,544	11,200	17,667	11,760	18,565	12,348	19,464	12,965	20,437
Push Back Wide Body	per service	19,189	30,243	20,533	32,414	21,559	33,986	22,637	35,708	23,769	37,505
Tow Inter Stand - Narrow Body	Per Tow	15,264	24,105	16,333	25,752	17,149	27,024	18,007	28,372	18,907	29,794
Tow Inter Stand - Wide Body	Per Tow	24,423	38,553	26,132	41,248	27,439	43,269	28,811	45,440	30,252	47,761
Wing Walkers	Per Turnaround	1,744	2,770	1,867	2,920	1,960	3,069	2,058	3,219	2,161	3,444
Toilet service	per service	6,542	10,331	7,000	11,079	7,350	11,603	7,717	12,202	8,103	12,801
Water service	per service	5,670	8,908	6,066	9,582	6,370	10,031	6,688	10,555	7,023	11,079
Passenger/Terminal Side and Manpower related.											
Unaccompanied minor handling	per child	2,364	3,743	2,529	3,968	2,656	4,192	2,789	4,417	2,928	4,641
Wheel Chair WCHR OR WCHS	per service	2,355	3,743	2,520	3,968	2,646	4,192	2,778	4,417	2,917	4,566
WCHC	per service	2,617	4,117	2,800	4,417	2,940	4,641	3,087	4,866	3,241	5,090
VIPs	per passenger	3,637	5,764	3,891	6,139	4,086	6,438	4,290	6,737	4,505	7,112
Transit w/o visa pax	per passenger	3,637	5,764	3,891	6,139	4,086	6,438	4,290	6,737	4,505	7,112
Deportees	per passenger	3,637	5,764	3,891	6,139	4,086	6,438	4,290	6,737	4,505	7,112

Floor Walkers/Welcome staff	per personnel/ 8hrs	1,744	2,770	1,867	2,920	1,960	3,069	2,058	3,219	2,161	3,444
Manpower (White collar)	per personnel/8 hr.	2,617	4,117	2,800	4,417	2,940	4,641	3,087	4,866	3,241	5,090
Manpower (Blue collar)	per personnel/8 hr.	1,744	2,770	1,867	2,920	1,960	3,069	2,058	3,219	2,161	3,444
Excess Baggage Fee (% of collection)	per flight	0	7	0	7	0	7	0	7	0	7
Val Handling	per std. sz. container	9,092	14,373	9,729	15,346	10,215	16,095	10,726	16,918	11,262	17,742
Ballast Bags Refill	Per refill - per Bag	1,308	2,096	1,400	2,246	1,470	2,321	1,543	2,470	1,621	2,545
Interior cleaning (Transit)-Narrow Body	per service	12,211	19,239	13,066	20,587	13,720	21,635	14,405	22,757	15,126	23,880
Interior cleaning (Transit)-Wide Body	per service	21,806	34,436	23,332	36,831	24,499	38,628	25,724	40,574	27,010	42,595
Interior cleaning (Transit) - ATR & like	per service	7,065	11,154	7,560	11,903	7,938	12,502	8,335	13,175	8,751	13,774
Deep Cleaning - Narrow Body	per service	17,445	27,548	18,666	29,420	19,599	30,917	20,579	32,489	21,608	34,061
Deep Cleaning - Wide Body	per service	31,139	49,108	33,319	52,552	34,985	55,172	36,734	57,942	38,571	60,861
Deep Cleaning - ATR & like	per service	10,031	15,795	10,733	16,918	11,270	17,817	11,833	18,640	12,425	19,613
Flight Deck cleaning	per service	4,361	6,887	4,666	7,336	4,900	7,711	5,145	8,085	5,402	8,534
Waste Disposal		1,221	1,946	1,307	2,096	1,372	2,171	1,441	2,246	1,513	2,396
Arrange non-scheduled Crew HOTAC	per service	1,308	2,096	1,400	2,246	1,470	2,321	1,543	2,470	1,621	2,545
Arrange non-scheduled Crew Tpt	per service	1,308	2,096	1,400	2,246	1,470	2,321	1,543	2,470	1,621	2,545
C.I.Q. assistance/Direct crew thru airport facilities	per arr or dep clearance	2,617	4,117	2,800	4,417	2,940	4,641	3,087	4,866	3,241	5,090
Cargo Supervision services	per flight	6,530	10,331	6,987	11,004	7,336	11,603	7,703	12,127	8,088	12,726
Cargo Supervision services	Per flight	10,012	15,795	10,713	16,918	11,249	17,742	11,811	18,640	12,402	19,538
Live Animal Handling	per AVI	1,273	2,021	1,362	2,171	1,430	2,246	1,502	2,396	1,577	2,470
LD3,	per day	523	823	560	898	588	898	617	973	648	1,048
LD11	per day	1,221	1,946	1,307	2,096	1,372	2,171	1,441	2,246	1,513	2,396
Stacking of Pallets	per stack/ day	1,744	2,770	1,867	2,920	1,960	3,069	2,058	3,219	2,161	3,444
Miscellaneous services											
Valet Service		1,818	2,845	1,946	3,069	2,043	3,219	2,145	3,369	2,252	3,518
Baggage Trolley	per two hour	523	823	560	898	588	898	617	973	648	1,048
Container Dollies	per two hour	436	674	467	749	490	749	514	823	540	823
Pallet Dollies	per two hour	611	973	653	1,048	686	1,048	720	1,123	756	1,198
Diesel / Battery Tractor	per hour	3,838	6,064	4,107	6,513	4,312	6,812	4,527	7,112	4,754	7,486
Ramp Car	per hour	1,744	2,770	1,867	2,920	1,960	3,069	2,058	3,219	2,161	3,444

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

Notes:

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

Annual Tariff for Additional Service Charges for International Non Schedule Flights for Third Control Period (FY 2021-22 to FY 2025-26) submitted by M/s GBAS at SVPIA, Ahmedabad and proposed by the Authority for Consultation

Amount in INR

EQUIPMENT		Year 1	Year 2	Year 3	Year 4	Year 5
Ambulift	Per Usage	17,218	18,416	19,314	20,287	21,335
Ground Power Unit (GPU) 90 KV	Per Hour	13,325	14,298	14,972	15,721	16,544
Ground Power Unit (GPU) 140 KV	Per Hour	17,218	18,416	19,314	20,287	21,335
Hook on power	Per flight	1,347	1,497	1,572	1,647	1,722
Air Conditioner unit (ACU)	Per Hour	27,249	29,121	30,618	32,115	33,762
Ramp to Flight Deck Communication	Per Turnaround	5,540	5,914	6,213	6,513	6,812
Step Ladder (remote bay) Towable	Per Turnaround	6,213	6,663	6,962	7,336	7,636
Step Ladder (remote bay) Motorized - Narrow Body	Per Hour	8,908	9,582	10,031	10,555	11,079
Step Ladder (remote bay) Motorized - Wide Body	Per Hour	13,325	14,298	14,972	15,721	16,544
Passenger Bus	Per Trip	6,213	6,663	6,962	7,336	7,636
Crew Bus	Per Turnaround	5,540	5,914	6,213	6,513	6,812
Crew Bus	Per Turnaround	6,887	7,336	7,711	8,085	8,534
Conveyor belt loader	Per hour	14,373	15,346	16,095	16,918	17,742
Lower Deck Loader (LDL)	Per hour	37,879	40,499	42,520	44,617	46,862
Main Deck Loader (MDL)	Per hour	43,344	46,413	48,734	51,129	53,675
Fork Lift 10 Ton	Per hour	14,074	15,047	15,795	16,544	17,368
Fork Lift 5 Tons	Per hour	9,882	10,630	11,154	11,678	12,277
Fork Lift 3 Tons	Per hour	7,187	7,636	8,010	8,459	8,833
Air Start Unit (ASU)	Per start	19,988	21,335	22,383	23,506	24,704
Air Start Unit (ASU)	Per start	21,335	22,832	23,955	25,153	26,426
Towbar	Per push / tow	5,540	5,914	6,213	6,513	6,812
Push Back (Tow Bar included) Narrow Body	per service	16,544	17,667	18,565	19,464	20,437
Push Back (Tow Bar included) Wide Body	per service	30,243	32,414	33,986	35,708	37,505
Tow Inter Stand - Narrow Body	Per Tow	24,105	25,752	27,024	28,372	29,794
Tow Inter Stand - Wide Body	Per Tow	38,553	41,248	43,269	45,440	47,761
Wing Walkers	Per turnaround	2,770	2,920	3,069	3,219	3,444
Toilet service	per service	10,331	11,079	11,603	12,202	12,801
Water service	per service	8,908	9,582	10,031	10,555	11,079
Unaccompanied minor handling	per child	3,743	3,968	4,192	4,417	4,641
Wheel Chair WCHR OR WCHS	per service	3,743	3,968	4,192	4,417	4,566
WCHC	per service	4,117	4,417	4,641	4,866	5,090
VIPs	per passenger	5,764	6,139	6,438	6,737	7,112
Transit w/o visa pax	per passenger	5,764	6,139	6,438	6,737	7,112
Deportees	per passenger	5,764	6,139	6,438	6,737	7,112
Floor Walkers/Welcomer staff	per personnel/ 8hrs	2,770	2,920	3,069	3,219	3,444
Manpower (White collar)	per personnel/ 8 hr.	4,117	4,417	4,641	4,866	5,090
Manpower (Blue collar)	per personnel/ 8 hr.	2,770	2,920	3,069	3,219	3,444
Excess Baggage_ % of Collection	per flight	10	10	10	10	10
Val Handling	per std. sz. container	14,373	15,346	16,095	16,918	17,742

Ballast Bags Refill	Per refill - per Bag	2,096	2,246	2,321	2,470	2,545
Interior cleaning (Transit) - Narrow Body	per service	19,239	20,587	21,635	22,757	23,880
Interior cleaning (Transit) - Wide Body	per service	34,436	36,831	38,628	40,574	42,595
Interior cleaning (Transit) - ATR & like	per service	11,154	11,903	12,502	13,175	13,774
Deep Cleaning - Narrow Body	per service	27,548	29,420	30,917	32,489	34,061
Deep Cleaning - Wide Body	per service	49,108	52,552	55,172	57,942	60,861
Deep Cleaning - ATR & like	per service	15,795	16,918	17,817	18,640	19,613
Flight Deck cleaning	per service	6,887	7,336	7,711	8,085	8,534
Waste Disposal	per service	1,946	2,096	2,171	2,246	2,396
Arrange non-scheduled Crew Hotel accommodation	per service	2,096	2,246	2,321	2,470	2,545
Arrange for non-scheduled Crew Transportaion	per service	2,096	2,246	2,321	2,470	2,545
C.I.Q. assistance / Direct crew thru airport facilities	per arr or dep clearance	4,117	4,417	4,641	4,866	5,090
Cargo Supervision services	per flight	10,331	11,004	11,603	12,127	12,726
Cargo Supervision services	Per flight	15,795	16,918	17,742	18,640	19,538
Live Animal Handling	per AVI	2,021	2,171	2,246	2,396	2,470
LD3,	per day	823	898	898	973	1,048
LD11	per day	1,946	2,096	2,171	2,246	2,396
Stacking of Pallets	per stack per day	2,770	2,920	3,069	3,219	3,444
Valet Service		2,845	3,069	3,219	3,369	3,518
Baggage Trolly	per two hour	823	898	898	973	1,048
Container Dollies	per two hour	674	749	749	823	823
Pallet Dollies	per two hour	973	1,048	1,048	1,123	1,198
Diesel / Battery Tractor	per hour	6,064	6,513	6,812	7,112	7,486
Ramp Car	per hour	2,770	2,920	3,069	3,219	3,444
Luxury Vehicle		2,62,010	2,80,351	2,94,350	3,09,097	3,24,518
Standard Vehicle for NSOP		82,346	88,110	92,527	97,168	1,02,034
Trip Charges above second vehicle		2,62,010	2,80,351	2,94,350	3,09,097	3,24,518
Drop from Airport (City Side)		2,24,580	2,40,301	2,52,353	2,64,930	2,78,180

Notes:

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

To,

Director (Planning & Strategy)

AERA Building
Administrative Complex
Safdarjung Airport
New Delhi 110 003

Subject: Submission of Form B in connection with submission of MYTP for Third Control Period (FY2021-22 to FY 2025-26) and Annual Tariff Proposal (ATP) for Tariff Two Tariff Years i.e. FY 2021-22 & FY 2022-23 by GSEC Bird Airport Services Private Limited GlobeGround India Private Limited as the Lead Member of the consortium of GSEC Bird Airport Services Private Limited for its operations at Sardar Vallabhbhai Patel International Airport (SVPIA), Ahmedabad.

Respected Sir,

Greetings from GSEC Bird Airport Services Private Limited.

We have been awarded the Ground Handling concession at Sardar Vallabhbhai Patel International Airport (SVPIA), Ahmedabad through an RFP selection process by the Airport Operator. In accordance with the requirements of the RFP, we have incorporated a Special Purpose Vehicle/Company (SPV/SPC) named M/s GSEC Bird Airport Services Private Limited. The operations will be carried out by the SPV/SPC once Security Clearance is issued by BCAS. To ensure continuity of operations, being an essential service at the airport, the Lead Member of Consortium i.e. GlobeGround India Private Limited is given a Letter of Award to continue the operations in the interim. Therefore the forms contained in MYTP are prepared in name of GSEC Bird Airport Services Private Limited.

We are submitting the below mentioned documents through email as well as physical submission of printed copies in your good office.

1. Form B
2. Copy of an award letter from Airport operator
3. Copy of concession agreement (the process of signing is in progress)
4. Copies of signed agreements/ arrangements with the users
5. Copy of Office Allotment Letter
6. MYTP documents duly signed and stamped
7. Form 14 b - ATP Form (for each category/type of tariffs)
8. Interim Tariff Proposal of GlobeGround India Private Limited. as per prevailing rates of AIATSL.



Due to prevailing COVID situation, a face-to-face stakeholders' meeting could not be done. However, we are in the process of organizing the stakeholders' meetings and trade bodies through an online platform as per convenience of each individual stakeholder. **The copies of invitations sent to the stakeholders and the minutes of the meeting will be submitted in 1-2 weeks.**

We assure the Authority that in future, such meetings will be held in the manner it is prescribed by AERA guideline since the situation will get normalized by then.

Considering the prevailing unprecedented situation on account of COVID from last one and a half years, the aviation, travel, tourism and hospitality industries have been adversely impacted all across the globe and also severally impacted lives of people during the second wave. We humbly request the Authority to take a considerate/lenient approach while reviewing the submissions for annual tariff proposal as annexed herewith for next five years i.e. FY 2021-22, FY 2022-23, FY 2023-24, FY 2024-25 and FY 2025-26. Since the consultation process for approval of Tariff filed with this application shall take time, so we are also filing interim proposal as per the prevailing tariff of AIATSL at SVPIA, Ahmedabad along with this application.

Please do let us know in case you need any information or clarification in this matter.

Thanking you

Yours sincerely,

For GSEC Bird Airport Services Private Limited

 

Sundeep Kr. Jain

Authorized Signatory

Dated: 8th July 2021

To,

Director (Planning & Strategy)

AERA Building
Administrative Complex
Safdarjung Airport
New Delhi 110 003

Subject: Submission of Form B in connection with submission of MYTP for Third Control Period (FY2021-22 to FY 2025-26) and Annual Interim Tariff Proposal (AITP) for Tariff Year FY 2021-22 by GlobeGround India Private Limited as the Lead Member of the consortium of GSEC Bird Airport Services Private Limited for its operations at Sardar Vallabhbhai Patel International Airport (SVPIA), Ahmedabad.

Respected Sir,

Greetings from GlobeGround India Private Limited.

We are a PAN India security cleared company (Under Approval reference No. CAS/7(23)/2013/DIV/I/GlobeGround India Private Limited (E-97094)- issued on 24/10/2019 is operating at Sardar Vallabhbhai Patel International Airport (SVPIA), Ahmedabad as a member of consortium M/s GSEC Bird Airport Services Private Limited, in interim till M/s GSEC Bird Airport Services Private Limited security clearance is obtained.

We are filing Interim Tariff Proposal as per prevailing rates of AIATSL for the FY 2021-22 for your kind perusal and approval. Table is enclosed for your consideration.

Please do let us know in case you need any information or clarification in this matter.

Thanking you

Yours sincerely,

For GlobeGround India Private Limited



Sundeep Kr. Jain

Authorized Signatory



FORM B**BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA
AT NEW DELHI****SUBMISSION OF MULTI YEAR TARIFF PROPOSAL FOR AND ON BEHALF OF:**

M/S GSEC Bird Airport Services Private Limited
E-9, Connaught House, Connaught Place
New Delhi-110001

I, Sundeep Kr. Jain, aged 53, Resident of Gautam Budh Nagar, Noida acting in my official capacity as **Director** in M/s GSEC Bird Airport Services Private Limited having its registered office at **E-9, Connaught House, Connaught Place, New Delhi-110001**. India do hereby state and affirm as under that:

1. That I am duly authorised to act for and in behalf of M/s GSEC Bird Airport Services Private Limited for Ahmedabad Station, in the matter of making this submission before the Airports Economic Regulatory Authority of India, New Delhi ("Authority");
2. I am competent to make this submission before the Authority;
3. I am making this submission (as applicable) which include (i) Business Plan ; (ii) Information relating to regulatory Building Blocks; (iii) Competition Assessment; (iv) Historical and Forecast Volumes; (v) Historical Revenue , are correct and true to my knowledge and belief and nothing material has been concealed therefrom.

Signature

(Sundeep Kr. Jain)

Place: New Delhi

Date:



GSEC Bird Airport Services Private Limited (GBAS)

Sardar Vallabhbhai Patel International Airport, Ahmedabad

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	17,60,00,825	19,67,63,270	21,44,71,965	23,37,74,441	25,48,14,141
	Revenue from other than Regulated Services	-	-	-	-	-
2	Opening expenditure					
	Payroll Costs	5,28,00,248	5,90,28,981	6,43,41,589	7,01,32,332	7,64,44,242
	Concession Fees	5,28,00,248	5,90,28,981	6,43,41,589	7,01,32,332	7,64,44,242
	Administrative and General Costs	3,72,63,811	4,01,37,512	4,30,54,727	4,61,78,769	4,95,25,363
	Utilities and Outsourcing costs	78,95,626	91,67,010	97,78,739	1,04,22,819	1,11,02,506
	Repair and Maintenance Costs	55,00,000	63,00,000	66,00,000	69,00,000	72,00,000
3	Earnings before depreciation, interest and taxation (EBDIT)	1,97,40,893	2,31,00,786	2,63,55,319	3,00,08,189	3,40,97,787
	Depreciation and Amortisation	1,28,33,333	1,47,00,000	1,54,00,000	1,61,00,000	1,68,00,000
4	Earning before interest and taxation (EBIT)	69,07,560	84,00,786	1,09,55,319	1,39,08,189	1,72,97,787
	Total interest and finance charges	2,02,78,575	2,11,71,214	2,05,96,827	2,01,46,637	1,99,50,403
5	Profit / loss before tax	(1,33,71,015)	(1,27,70,428)	(96,41,507)	(62,38,448)	(26,52,616)
	Provision for taxation	-	-	-	-	-
6	Profit / loss after taxation	(1,33,71,015)	(1,27,70,428)	(96,41,507)	(62,38,448)	(26,52,616)
	Balance brought forward from previous year	-	(1,33,71,015)	(2,61,41,444)	(3,57,82,951)	(4,20,21,399)
	Balance Carried to Balance Sheet	(1,33,71,015)	(2,61,41,444)	(3,57,82,951)	(4,20,21,399)	(4,46,74,015)

Note:

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

GSEC Bird Airport Services Private Limited (GBAS)

Sardar Vallabhbhai Patel International Airport, Ahmedabad

Form F9: Format for Forecast and Actual Roll-Forward Regulatory Asset Base (RAB) (ref: Section A15 OF Appendix I)

S. No.	Particular	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	Opening RAB					
	RSD	-	10,83,00,000	10,83,00,000	10,83,00,000	10,83,00,000
	Building (Leasehold Improvements)	-	-	-	-	-
	Plant & Machinery	-	14,88,02,628	14,34,44,129	13,78,36,921	13,09,91,774
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	-	1,51,39,216	1,39,09,848	1,26,80,479	1,14,51,111
	Office Equipment	-	-	-	-	-
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	-	-	-	-	-
	Motor Vehicles	-	2,32,24,823	2,51,12,689	2,65,49,266	2,85,23,780
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
	....	-	29,54,66,666	29,07,66,666	28,53,66,666	27,92,66,665
B	Additions - WIP Capitalisation					
	RSD	10,83,00,000	-	-	-	-
	Building	-	-	-	-	-
	Plant & Machinery	15,78,39,416	39,27,000	39,27,000	27,77,000	10,94,000
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	1,63,68,584	-	-	-	-
	Office Equipment	-	-	-	-	-
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	-	-	-	-	-
	Motor Vehicles	2,57,92,000	60,73,000	60,73,000	72,23,000	89,06,000
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
		30,83,00,000	1,00,00,000	1,00,00,000	1,00,00,000	1,00,00,000
C	Disposal/ Transfers					
	RSD	-	-	-	-	-
	Building	-	-	-	-	-
	Plant & Machinery	-	-	-	-	-
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	-	-	-	-	-
	Office Equipment	-	-	-	-	-
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	-	-	-	-	-
	Motor Vehicles	-	-	-	-	-
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
		-	-	-	-	-
D	Depreciation Charges					
	RSD	-	-	-	-	-
	Building	-	-	-	-	-
	Plant & Machinery	90,36,788	92,85,498	95,34,208	96,22,147	96,91,433
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	12,29,368	12,29,368	12,29,368	12,29,368	12,29,368
	Office Equipment	-	-	-	-	-
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	-	-	-	-	-
	Motor Vehicles	25,67,177	41,85,133	46,36,424	52,48,486	58,79,199
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
		1,28,33,334	1,47,00,000	1,54,00,000	1,61,00,001	1,68,00,001
E	Closing RAB (A+B-C-D)					
	RSD	10,83,00,000	10,83,00,000	10,83,00,000	10,83,00,000	10,83,00,000
	Building	-	-	-	-	-
	Plant & Machinery	14,88,02,628	14,34,44,129	13,78,36,921	13,09,91,774	12,23,94,341
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	1,51,39,216	1,39,09,848	1,26,80,479	1,14,51,111	1,02,21,743
	Office Equipment	-	-	-	-	-
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	-	-	-	-	-
	Motor Vehicles	2,32,24,823	2,51,12,689	2,65,49,266	2,85,23,780	3,15,50,581
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
		29,54,66,666	29,07,66,666	28,53,66,666	27,92,66,665	27,24,66,665
F	Average RAB	14,77,33,333	29,31,16,666	28,80,66,666	28,23,16,666	27,58,66,665

- 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

GSEC Bird Airport Services Private Limited (GBAS)**Sardar Vallabhbhai Patel International Airport, Ahmedabad****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	Salaries and Wages	4,70,14,160	5,25,60,321	5,72,90,749	6,24,46,917	6,80,67,139
B	PF Contribution	24,59,688	27,49,852	29,97,339	32,67,099	35,61,138
C	Medical Expenses	-	-	-	-	-
D	Overtime	18,48,000	20,66,005	22,51,945	24,54,620	26,75,536
E	Staff Welfare Fund	-	-	-	-	-
F	Training and recruitment	14,78,400	16,52,804	18,01,556	19,63,696	21,40,429
G	Other personnel related exp.	-	-	-	-	-
1	Grand Total	5,28,00,248	5,90,28,981	6,43,41,589	7,01,32,332	7,64,44,242
2	Employee expenses capitalised	-	-	-	-	-
3	Net Employees expenses (1)- (2)	5,28,00,248	5,90,28,981	6,43,41,589	7,01,32,332	7,64,44,242

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

GSEC Bird Airport Services Private Limited (GBAS)
Sardar Vallabhbhai Patel International Airport, Ahmedabad
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	1,92,98,880	2,03,20,596	2,18,44,641	2,34,82,989	2,52,44,213
	Communication expenses	2,96,001	3,30,919	3,60,702	3,93,165	4,28,550
	Travelling and Conveyance	38,88,015	42,26,393	45,72,554	49,47,132	53,52,466
	Marketing & Publicity	6,00,000	6,48,000	6,99,840	7,55,827	8,16,293
	Printing and Stationery	5,04,000	5,44,320	5,87,866	6,34,895	6,85,686
	Others Admin & General Expenses	7,00,000	7,56,000	8,16,480	8,81,798	9,52,342
	Alloted Overhead Expenses (Provide details)	2,52,86,896	2,68,26,228	2,88,82,082	3,10,95,806	3,34,79,551
B	Legal Charges					
	Audit Fees, Tax Audit Fees & Legal & Professional Fees	6,10,000	6,81,960	7,43,337	8,10,237	8,83,159
	....	6,10,000	6,81,960	7,43,337	8,10,237	8,83,159
C	Other Charges					
	Insurance Costs	11,00,000	11,55,000	12,10,000	12,65,000	13,20,000
	Fuel Charges	50,89,700	56,28,990	58,69,160	61,16,686	63,71,764
	Electricity Expenses	23,43,226	29,59,605	30,12,668	30,47,801	30,63,737
	Potable Water	55,52,400	62,07,405	67,66,071	73,75,018	80,38,769
	In Flight Cleaning Consumables	18,50,800	21,26,507	22,96,628	24,72,703	26,54,902
	Uniform, Staff Insurance & Welfare	33,26,416	37,18,826	40,53,520	44,18,337	48,15,987
	Miscellaneous Expenses					
	....	1,92,62,542	2,17,96,333	2,32,08,047	2,46,95,544	2,62,65,160
D	Grand Total	4,51,59,437	4,93,04,522	5,28,33,467	5,66,01,588	6,06,27,870
E	Administration & General Expenses capitalised	-	-	-	-	-
F	Net A&G expenses (D-E)	4,51,59,437	4,93,04,522	5,28,33,467	5,66,01,588	6,06,27,870

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

GSEC Bird Airport Services Private Limited (GBAS)

Sardar Vallabhbhai Patel International Airport, Ahmedabad

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	42,35,182	48,52,992	49,70,802	50,54,112	50,86,932
C	Electrical Installation					
D	Furniture and Fittings	4,91,058	4,91,058	4,91,058	4,91,058	4,91,058
E	Vehicle	7,73,760	9,55,950	11,38,140	13,54,830	16,22,010
		55,00,000	63,00,000	66,00,000	69,00,000	72,00,000

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

GSEC Bird Airport Services Private Limited (GBAS)

Sardar Vallabhbhai Patel International Airport, Ahmedabad

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	45,000	40,824	38,041	7,000	6,000	4,500
2022-23	67,000	59,195	53,257	12,000	8,700	6,000
2023-24	80,000	71,034	61,246	13,800	9,570	7,000
2024-25	92,000	85,241	73,495	16,500	10,527	8,000
2025-26	1,09,000	1,02,289	88,194	20,000	11,580	10,000

Note:

- 1 The above volumes for AMD are projected basis, our best estimates / thoughts since the environment is not clear due to Covid-19.