



**AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA**

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

**Date of Issue: 07/01/ 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. 27/2021-22 dated 07/01/2022 are invited from the Stakeholders, preferably in electronic form, at the following address:

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<b>Last Date for submission of Stakeholders' comments</b>	<b>28/01/2022</b>
<b>Last Date for submission of counter comments</b>	<b>07/02/2022</b>

Comments will be posted on AERA's website: [www.aera.gov.in](http://www.aera.gov.in)

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**List of Abbreviations:**

AERA (AUTHORITY)	Airports Economic Regulatory Authority of India
AIASL	Air India Airport Services Ltd.
ATM	Air Traffic Movement
ATP	Annual Tariff Proposal
BASKPL	Bird Airport Services (Konkan) Private Limited
CAPEX	Capital Expenditure
COD	Commercial Operation Date
CGF	Cargo, Ground Handling & Fuel Throughput
GHA	Ground Handling Agencies
GHS	Ground Handling Services
GSE	Ground Support Equipment
GIA	Goa International Airport
GPU	Ground Power Unit
INR	Indian Rupees
ISP	Independent Service Provider
MYTP	Multi-Year Tariff Proposal
NCAP	National Civil Aviation Policy
OPEX	Operating Expenditure
O&M	Operation and Maintenance
PBIDT	Profit Before Interest, Depreciation and Tax
P&L	Profit & Loss
RFP	Request for Proposal
SPV	Special Purpose Vehicle
SPRH	Service Provider Right Holder
TCP	Third Control Period
YoY	Year on Year

## CHAPTER 1: BRIEF BACKGROUND

- 1.1 M/s. Globe Ground India Pvt. Ltd. was issued a Letter of Intent to Award (LOIA) by Airports Authority of India on 12.01.2021 for carrying out Ground Handling Service (GHS) at Goa International Airport (GIA) for a period of 10 years from Commercial Operation Date (COD).
- 1.2 In accordance with the requirement of RFP, a SPV named M/s Bird Airport Services (Konkan) Private Limited (BASKPL) was incorporated on 27<sup>th</sup> January, 2021.
- 1.3 Bureau of Civil Aviation Security has granted security clearance to M/s. BASKPL on 20.05.2021.
- 1.4 M/s. BASKPL has entered into a concession agreement on 24<sup>th</sup> June, 2021 with Airports Authority of India(AAI) for providing of Ground Handling Services at Goa International Airport, Goa.
- 1.5 The shareholding structure of the SPV is given as below:

**Table-1: Summary of shareholding structure of M/s BASKPL:**

Shareholder	Percentage of Stake (%)
M/s Globe Ground India Pvt. Ltd	99.999
Radha Bhatia	0.001
<b>TOTAL</b>	<b>100.00</b>

- 1.6 The Authority, vide its Order No. 18/2021-22 dated 15.09.2021 & letter no. AERA/20010/MYTP/BAS-Konkan/GH/Goa/CP-III/2021-26/18568 dated 26<sup>th</sup> November, 2021 allowed M/s BASKPL to levy & collect the existing Tariff applicable as on 30.09.2021, as approved for other Ground Handling Service Provider namely Air India Airport Services Limited (AIASL) formerly known as Air India Air Transport Services Limited (AIATSL) at GIA, Goa for a period from 01.10.2021 to 31.03.2022; or, till the determination of regular Tariff by the Authority for Third Control Period, whichever is earlier.
- 1.7 As per the provisions of the CGF Guidelines 2011, M/s BASKPL has submitted the Multi Year Tariff Proposal ('MYTP') on 01.09.2021 for determination of Tariff for providing Ground Handling Services at GIA, GOA for the Third Control Period (FY 2021-22 to FY 2025-26).
- 1.8 The Tariff determination process was earlier put on hold due to Interim Order of Hon'ble High Court of Delhi in connection with Civil Writ Petition No. 5386 of 2021 filed by M/s LAS Ground Force Pvt. Ltd. The above said Civil Writ Petition has been dismissed vide the Final Order dated 23.11.2021 of the Hon'ble High Court.
- 1.9 M/s. BASKPL has commenced commercial operations at GIA, Goa w.e.f. 10.12.2021.
- 1.10 M/s BASKPL 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 submission. The Authority, therefore, expects M/s BASKPL to conduct Stakeholders' Consultation Meet at the earliest in compliance to the AERA Guidelines.

## CHAPTER 2: PRINCIPLES FOR DETERMINATION OF “AERONAUTICAL TARIFF”

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

### 2.2 MATERIALITY INDEX:

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

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

$$\begin{aligned}\text{The Materiality Index at Goa Airport} &= 4019/431853 \\ &= 0.93\%\end{aligned}$$

The percentage share of Ground Handling for GIA, Goa for the FY 2019-20 is 0.93% which is less than 5% Materiality Index (MI<sub>G</sub>) for the above subject service. Hence the regulated service is deemed to be ‘**Not Material**’ for the third control period.

- 2.3 The Authority also observed that M/s Air India Airport Services Ltd. (AIASL) is also providing Ground Handling Services at Goa Airport, apart from M/s BASKPL.
- 2.4 M/s BASKPL has submitted the copies of the service agreement with M/s Saarthi Airways Pvt. Ltd. and M/s Air Charter Services Pvt. Ltd. Apart from same, M/s. BASKPL has provided Letter of Intent (LoI) by M/s. Spicejet Limited. 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 8.1 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) clearly indicating the tariff proposal by the Service Provider and agreed to by the Users.
- 2.6 M/s BASKPL 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 BASKPL:

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

### CHAPTER 3: AIR TRAFFIC MOVEMENT (ATM)

#### **M/s BASKPL, Goa submission on Traffic (Flights to be Handled) for the Third Control Period as part of MYTP.**

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

**Table 2: Projected Traffic (Flights to be Handled) by M/s BASKPL for the TCP**

Year	Domestic (No. of Landings)	International (No. of Landings)	Total	YoY % Change		
				Domestic	International	Total
2021-22	467	102	569	-	-	-
2022-23	2,391	520	2,911	412.00%	409.80%	411.60%
2023-24	2,511	546	3,057	5.02%	5.00%	5.02%
2024-25	2,637	573	3,210	5.02%	4.95%	5.00%
2025-26	2,769	602	3,371	5.01%	5.06%	5.02%
Total	10,775	2,343	13,118			

#### **Authority's Examination and Analysis:**

- 3.2 The Authority observed that COVID-19 had severely impacted the business in Civil Aviation Sector, including Ground Handling Service Providers. However, aircraft Traffic is gradually picking up in the current FY 2021-22. For the Goa airport, the total Aircraft Traffic (Domestic and International) during April-November 2021 has almost reached to 56% of corresponding pre-Covid period of FY 2019-20.
- 3.3 The Authority notes that M/s BASKPL, for FY 2021-22, has projected Traffic in respect of Domestic & International Flights for 3.5 months only, considering the operations commencement date as 10.12.2021.
- 3.4 For FY 2022-23, M/s BASKPL has projected growth rate of 412% for Domestic and 410% for International Traffic. The steep increase in traffic growth rate for FY 2022-23 as compared to previous year is due to partial operations in FY 2021-22 for 3.5 months only. Further, the ISP has projected a growth rate of 5% approx. for Domestic & International Flights from FY 2023-24 onwards.
- 3.5 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 considering other relevant aspects, proposes to adopt Traffic projections submitted by M/s BASKPL as per Table 2 above.

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

- 3.6 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.



## CHAPTER 4: CAPITAL EXPENDITURE

### M/s. BASKPL, Goa's submission on Capital Expenditure for the 3rd Control Period as part of MYTP.

- 4.1 M/s BASKPL, Goa has projected a total Capital Expenditure (CAPEX) of Rs. 1516.64 Lakhs for the procurement of various assets for the TCP (FY 2021-22 to FY 2025-26). The asset wise Capital Expenditure projected by M/s BASKPL, Goa for the 3rd control period is given as below:

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

Particulars	2021-22	2022-23	2023-24	2024-25	2025-26	Total
Ground Support Equipment (GSE)	307.00	288.77	58.05	22.03	22.03	<b>697.88</b>
Motor Vehicle	487.73	60.73	60.73	60.73	60.73	<b>730.65</b>
Furniture & Fixtures	88.11	-	-	-	-	<b>88.11</b>
<b>TOTAL</b>	<b>882.84</b>	<b>349.50</b>	<b>118.78</b>	<b>82.76</b>	<b>82.76</b>	<b>1,516.64</b>

- 4.2 M/s BASKPL also submitted breakup of the capital expenditure of Rs. 1516.64 lakhs proposed for the Third Control Period as given below:

**Table 4: Breakup of Projected Capital Expenditure as submitted by M/s BASKPL for the TCP**

Year	Item Description	Qty.	Per Unit (Rs. in Lakhs)	Rs. in Lakhs	Category
Tariff Year 1	LDL 7 tons Universal	1	108.08	108.08	Ground Handling Equipments
	Baggage/Cargo Belt Loader/ Baggage Belt Conveyers	1	83.33	83.33	Ground Handling Equipments
	Pax step motorized – adjustable height. (1200 MM)	1	25.84	25.84	Ground Handling Equipments
	Tail Support Stanchion	1	32.75	32.75	Ground Handling Equipments
	Pushback wide body	1	337.00	337.00	Motor Vehicles
	LSP-900-V Vacuum Aircraft Lavatory Servicing Vehicle	1	45.00	45.00	Motor Vehicles
	TLD WSP-900-E (Water Cart 1000 ltr)	1	45.00	45.00	Motor Vehicles
	Tugs – (Diesel).	1	32.40	32.40	Motor Vehicles
	Tugs – (Electric). ( with Cabin / battery / Charger)	1	28.33	28.33	Motor Vehicles
	Pallet dollies with brakes	15	1.60	24.00	Ground

					Handling Equipments
	Container dollies with brakes	15	1.20	18.00	Ground Handling Equipments
	Miscellaneous (Chokes and cones, head sets, wheel chairs, ramp vehicles, marshalling equip, fire extinguishers etc.)			15.00	Ground Handling Equipments
	IT Equipment/Furniture & Fixtures/ Office set up charges			88.11	Furniture & Fixtures
	<b>Total (2021-22)</b>			<b>882.84</b>	
Tariff Year 2	Baggage/Cargo Belt Loader/ Baggage Belt Conveyers	1	83.33	83.33	Ground Handling Equipments
	Main Deck Loader (MDL)	1	147.38	147.38	Ground Handling Equipments
	Tugs – (Diesel).	1	32.40	32.40	Motor Vehicles
	Tugs – (Electric). ( with Cabin / battery / Charger)	1	28.33	28.33	Motor Vehicles
	Pallet dollies with brakes	5	1.60	8.00	Ground Handling Equipments
	Container dollies with brakes	5	1.20	6.00	Ground Handling Equipments
	Misc. Ground Service Equipment			44.06	Ground Handling Equipments
	<b>Total (2022-23)</b>			<b>349.50</b>	
Tariff Year 3	Tugs – (Diesel).	1	32.40	32.40	Motor Vehicles
	Tugs – (Electric). ( with Cabin / battery / Charger)	1	28.32	28.32	Motor Vehicles
	Pallet dollies with brakes	5	1.60	8.00	Ground Handling Equipments
	Container dollies with brakes	5	1.20	6.00	Ground Handling Equipments
	Misc. Ground Service Equipment			44.06	Ground Handling Equipments
	<b>Total (2023-24)</b>			<b>118.78</b>	
Tariff Year 4	Tugs – (Diesel).	1	32.40	32.40	Motor Vehicles
	Tugs – (Electric). ( with Cabin / battery / Charger)	1	28.33	28.33	Motor Vehicles
	Misc. Ground Service Equipment			22.03	Ground Handling

					Equipments
	<b>Total (2024-25)</b>			<b>82.76</b>	
Tariff Year 5	Tugs – (Diesel)	1	32.40	32.40	Motor Vehicles
	Tugs – (Electric) ( with Cabin / battery / Charger)	1	28.33	28.33	Motor Vehicles
	Misc. Ground Service Equipment			22.03	Ground Handling Equipments
	<b>Total (2025-26)</b>			<b>82.76</b>	
<b>PROJECTED CAPEX FOR THE THIRD CONTROL PERIOD</b>				<b>1,516.64</b>	

**Authority's Examination and Analysis:**

- 4.3 The Authority notes that M/s BASKPL is a new entity providing Ground handling Services at GIA, Goa and ISP has projected a total Capital Expenditure of Rs. 1516.64 Lakhs for the 3rd control period.
- 4.4 The Authority notes that M/s BASKPL has proposed to incur 58.21% of total CAPEX in the first Tariff Year itself. Further, out of total CAPEX of Rs. 1516.64 Lakhs for 3<sup>rd</sup> Control Period, M/s BASKPL proposed to incur Rs 697.88 Lakhs for GSE, Rs. 730.65 Lakhs for motor vehicle and Rs. 88.11 Lakhs for furniture and fixtures.
- 4.5 M/s BASKPL in its submission stated that the proposed Capital Expenditure would be required to meet current operations and projected growth in business at GIA, Goa.

**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.

## CHAPTER 5: OPERATING EXPENDITURE AND PROFITABILITY

### M/s BASKPL, Goa's 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 Operation and Maintenance (O&M) Expenditure submitted by M/s BASKPL, Goa has been segregated into the following categories:
- Payroll Costs;
  - Concession Fees;
  - Utility and Outsourcing Costs;
  - Repair and Maintenance Expenditure;
  - Admin and General Expenses
- 5.3 As per the MYTP submitted by M/s. BASKPL, Goa, Revenue and Operating Expenditure (OPEX) projected by M/s BASKPL, Goa for the 3<sup>rd</sup> Control Period (FY 2021-22 to FY 2025-26) is as under:

**Table 5: Projected Revenue and Operating Expenditure submitted by M/s BASKPL for TCP**

Particulars	Rs. in Lakhs					CAGR	YoY% Change			
	2021-22	2022-23	2023-24	2024-25	2025-26		2022-23	2023-24	2024-25	2025 -26
<b>Revenue (A)</b>	<b>188.15</b>	<b>1,098.83</b>	<b>1,205.39</b>	<b>1,296.65</b>	<b>1,337.46</b>	<b>63.28%</b>	<b>484.02%</b>	<b>9.70%</b>	<b>7.57%</b>	<b>3.15%</b>
<b>Operating Expenditure (B)</b>	<b>328.43</b>	<b>1,057.82</b>	<b>1,059.71</b>	<b>1,067.40</b>	<b>1,080.66</b>	<b>34.68</b>	<b>222.09%</b>	<b>0.18%</b>	<b>0.73%</b>	<b>1.24%</b>
Payroll Costs	110.88	380.80	403.64	427.86	453.53	42.21	243.44%	6.00%	6.00%	6.00%
Administrative and General Costs	74.28	233.35	245.02	257.27	270.14	38.09	214.14%	5.00%	5.00%	5.00%
Utilities and Outsourcing costs	22.85	71.97	75.57	79.35	83.32	38.19	215.00%	5.00%	5.00%	5.00%
Repair and Maintenance Costs	2.00	6.30	6.62	6.95	7.29	38.19	215.00%	5.00%	5.00%	5.00%
Concession Fees	118.42	365.40	328.86	295.97	266.38	22.47	208.57%	-10.00%	-10.00%	-10.00%
<b>PBIDT (A-B)</b>	<b>-140.28</b>	<b>41.01</b>	<b>145.68</b>	<b>229.25</b>	<b>256.80</b>	<b>-</b>	<b>-70.77%</b>	<b>255.24%</b>	<b>57.36%</b>	<b>12.02%</b>
Interest & Finance Charges	80.43	66.29	51.34	35.5	18.74	-	-	-	-	-
Depreciation	73.07	133.52	146.54	155.95	165.36	-	-	-	-	-
<b>PAT</b>	<b>-293.78</b>	<b>-158.80</b>	<b>-52.20</b>	<b>37.80</b>	<b>72.70</b>	<b>-</b>	<b>-154.06%</b>	<b>-67.13%</b>	<b>-172.41%</b>	<b>92.35%</b>

### Authority's Examination and Analysis:

- 5.4 The Authority analyzed the Operating Expenditure provided in Form F3 (P&L) for the 3<sup>rd</sup> Control Period and notes that there is a significant increase in the projected Operating Expenditures of F.Y. 2022-23. Accordingly, a clarification was sought from M/s BASKPL. In response, ISP vide email dated 14.12.2021 clarified that for FY 2021-22, Revenues have been projected for 3.5 months and all Expenses (except Concession Fees which is projected for 3.5 months) have been projected for 4 months only.
- 5.5 The Authority notes that the ISP has projected expenses for FY 2021-22 for 3.5 / 4 months only;

Whereas, Revenue & Expenses projected in next Tariff Year i.e. FY 2022-23 is for entire year. Therefore, there is a visible steep increase in expenses in %age terms in FY 22-23 under all the expense heads. However, the projected Expenses for FY 2021-22 when compared on annualized basis with Expenses projected for FY 22-23, the increase projected in various expenses ranges between - 10% (concession fees) to 14.48% (Payroll Expenses).

- 5.6 The Authority also notes that for FY 22-23, M/s BASKPL projected an increase of 412% in Traffic (Flights to be handled); when that is taken in to account, the projected increase in expenses for FY 22-23 ranging up to 14.48% seems reasonable, as the ISP is required to augment manpower and other resources to meet increased level of operations.

The Authority's analysis on the growth rates considered by M/s BASKPL for the projected expenses from FY 2023-24 onwards is given in the following sections:

- 5.7 **Payroll Costs:** The Authority noted that payroll cost of M/s. BASKPL is projected to increase by 6% YoY from F.Y. 2023-24 onwards.
- 5.8 **Concession Fees:** The Authority analyzed the Concession Fees provided in Form F3 (P&L) for the 3rd Control Period and noted that there is a decrease in concession fees by 10% YoY and sought clarification from M/s BASKPL, Goa. The ISP clarified that as per concession agreement, they have to pay AAI, a higher of following two amounts:

- Concession Fees (calculated on each flight handled).
- Minimum Annual Guarantee (MAG) i.e. 90% of last year concession fees paid.

As per M/s BASKPL, MAG is projected to be higher from concession fee in all the years.

- 5.9 **Utility and Outsourcing Costs:** The Authority noted that Utility and Outsourcing expenses of M/s. BASKPL increases by 5.00% (approx.) YoY from F.Y. 2022-23 onwards.
- 5.10 **Repair and Maintenance Costs:** The Authority noted that M/s BASKPL projected an increase in Repair and Maintenance Costs by 5.00% YoY from F.Y. 2023-24 onwards.
- 5.11 **Administrative and General Costs:** The Authority noted that M/s. BASKPL Administrative and General Costs are projected to increase by 5.00% YoY from F.Y. 2023-24 onwards.
- 5.12 The Authority further observes from Historical and Projected P&L Statement that M/s BASKPL is projected to incur losses in FY 2021-22 (Rs. 293.78 lakhs), FY 2022-23 (Rs. 158.80 lakhs) & FY 2023-24 (Rs. 52.20). However, as per MYTP submission, ISP is expected to earn profit from FY 2024-25 onwards.
- 5.13 The Authority considering that M/s BASKPL being a new entrant at GIA, Goa should bring in efficiency in its operations and optimize the overall O&M expenses, so that ISP can have a competitive edge to achieve economy of scale in its operations in the interest of all the stakeholders.

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

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

## CHAPTER 6: ANNUAL TARIFF PROPOSAL

### M/s BASKPL, Goa's submissions on Annual Tariff Proposal for the Third Control Period as part of MYTP

6.1 M/s BASKPL, Goa has submitted the Tariff proposal for Ground Handling Services at Goa International Airport, Goa for the Third 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 M/s BASKPL for the TCP**

(Rates in INR)

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
<b>Domestic Passenger Flights</b>															
CODE B	7,780	18,154	25,934	8,325	19,425	27,749	8,908	20,784	29,692	9,531	22,239	31,770	10,198	23,796	33,994
CODE C	26,124	60,956	87,080	27,953	65,223	93,176	29,909	69,789	99,698	32,003	74,674	1,06,677	34,243	79,901	1,14,144
CODE D	52,001	1,21,335	1,73,335	55,641	1,29,828	1,85,468	59,535	1,38,916	1,98,451	63,703	1,48,640	2,12,343	68,162	1,59,045	2,27,207
CODE E	1,18,858	2,77,336	3,96,194	1,27,178	2,96,749	4,23,928	1,36,081	3,17,522	4,53,603	1,45,606	3,39,748	4,85,355	1,55,799	3,63,531	5,19,330
<b>International Passenger Flights</b>															
CODE B	29,715	69,334	99,049	31,795	74,188	1,05,982	34,020	79,381	1,13,401	36,402	84,937	1,21,339	38,950	90,883	1,29,833
CODE C	58,191	1,35,779	1,93,970	62,264	1,45,284	2,07,548	66,623	1,55,453	2,22,076	71,286	1,66,335	2,37,622	76,277	1,77,979	2,54,255
CODE D	1,28,763	3,00,446	4,29,209	1,37,776	3,21,478	4,59,254	1,47,420	3,43,981	4,91,401	1,57,740	3,68,060	5,25,799	1,68,782	3,93,824	5,62,605
CODE E	1,82,744	4,26,403	6,09,147	1,95,536	4,56,251	6,51,787	2,09,224	4,88,189	6,97,412	2,23,869	5,22,362	7,46,231	2,39,540	5,58,927	7,98,467
CODE F	2,10,478	4,91,114	7,01,592	2,25,211	5,25,492	7,50,703	2,40,976	5,62,277	8,03,253	2,57,844	6,01,636	8,59,480	2,75,893	6,43,751	9,19,644
<b>Domestic Cargo Flights</b>															
CODE C	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 D	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 E	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
<b>International Cargo Flights</b>															
CODE C	N/A	4,87,318	N/A	N/A	5,21,430	N/A	N/A	5,57,930	N/A	N/A	5,96,985	N/A	N/A	6,38,774	N/A
CODE D	N/A	6,09,147	N/A	N/A	6,51,787	N/A	N/A	6,97,412	N/A	N/A	7,46,231	N/A	N/A	7,98,467	N/A
CODE E	N/A	7,01,591	N/A	N/A	7,50,702	N/A	N/A	8,03,252	N/A	N/A	8,59,479	N/A	N/A	9,19,643	N/A
CODE F	N/A	8,41,909	N/A	N/A	9,00,843	N/A	N/A	9,63,902	N/A	N/A	10,31,375	N/A	N/A	11,03,571	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. Any foreign registered aircraft, flying either arrival or departure or both arrival and departure as domestic flight, will also be considered as an International Flight for the purposes of applying above rates
3. Above Tariff Rates are excluding of all applicable taxes.

6.2 M/s. BASKPL has proposed the following % increase in the Tariff for Schedule Flights at Goa Airport as stated in the table below:

**Table 7: Statement of YoY Percentage (%) Change in Different Category of Schedule Flights for the TCP**

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
<b>Domestic Passenger Flights</b>												
CODE B	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE C	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE D	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE E	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
<b>International Passenger Flights</b>												
CODE B	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE C	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE D	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
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%
<b>Domestic Cargo Flights</b>												
CODE C	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE D	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE E	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
<b>International Cargo Flights</b>												
CODE C	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE D	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE E	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE F	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%

6.3 M/s BASKPL 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 M/s. BASKPL for Non-Scheduled and General Aviation Operations - Domestic and International Flights**

(Rates in INR)

A/C Category	2021-22		2022-23		2023-24		2024-25		2025-26	
	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.	Domestic	Intl.
<b>MTOW</b>										
0-5000	23,500	45,000	25,145	48,150	26,905	51,521	28,788	55,127	30,803	58,986
5001-10000	30,000	82,500	32,100	88,275	34,347	94,454	36,751	1,01,066	39,324	1,08,141
10001- 20000	36,500	1,31,250	39,055	1,40,438	41,789	1,50,269	44,714	1,60,788	47,844	1,72,043
20001- 35000	61,500	1,50,000	65,805	1,60,500	70,411	1,71,735	75,340	1,83,756	80,614	1,96,619
35001- 40000	63,000	1,68,750	67,410	1,80,563	72,129	1,93,202	77,178	2,06,726	82,580	2,21,197
40001- 50000	63,000	1,87,500	67,410	2,00,625	72,129	2,14,669	77,178	2,29,696	82,580	2,45,775
50001- 100000	85,000	2,43,750	90,950	2,60,813	97,317	2,79,070	1,04,129	2,98,605	1,11,418	3,19,507
100001 - 200000	2,25,335	4,61,250	2,41,108	4,93,538	2,57,986	5,28,086	2,76,045	5,65,052	2,95,368	6,04,606
200001- 300000	5,15,052	5,43,750	5,51,106	5,81,813	5,89,683	6,22,540	6,30,961	6,66,118	6,75,128	7,12,746
300001 and above	6,18,062	6,56,250	6,61,326	7,02,188	7,07,619	7,51,341	7,57,152	8,03,935	8,10,153	8,60,210

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

6.4 M/s. BASKPL 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:**

- 6.5 The Authority notes that the Tariff proposed by M/s BASKPL for FY 2021-22 is the same Tariff as approved for M/s AIASL for F.Y. 2020-21.
- 6.6 The Authority observes that in case of Schedule Flights, the ISP has proposed 7% YoY increase in Tariff from FY 2022-23 onwards (Refer Table 7).
- 6.7 The Authority observes that in case of Non-Schedule Flights and General Aviation Operations, M/s BASKPL has proposed 7% YoY increase in Tariff for the Third Control Period.
- 6.8 The Authority further notes that M/s BASKPL 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 only in case of International Non Schedule & General Aviation Operations as per Table 8 given above.
- 6.9 The Authority also notes that M/s. BASKPL proposed a separate Tariff for Additional Services over and above the standard pattern of Tariff Rate Card proposed for Pax., Ramp and Full Services. The Authority proposes to consider a separate Tariff for Additional Services as proposed by M/s BASKPL (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).
- 6.10 As regard to separate rate card for Additional Services, a clarification was sought from M/s BASKPL and the ISP in its response vide email dated 24.12.2021 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 M/s BASKPL they earn revenue only in few of the flights based on actual usage of these Additional Services.
- 6.11 The Authority also notes that M/s BASKPL has not conducted Stakeholder Consultation meeting (AUCC) and expects M/s BASKPL to conduct the same in compliance to AERA Guidelines on priority basis.
- 6.12 Further, M/s BASKPL 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 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:

- 6.13 The Authority proposes to consider the Tariff Rate card submitted by the M/s BASKPL for TCP (as per Table 6) and elicit views of the Stakeholders on the proposed Tariff for TCP.
- 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 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 BASKPL providing Ground Handling Services at GIA, Goa for Stakeholder Consultation purpose:

Chapter	Para	Summary of Authority's Proposal	Page No.
<b>Chapter No.2</b>	<b>2.7</b>	The Authority proposes to consider Tariff determination exercise of M/s BASKPL for providing Ground Handling Services at GIA, Goa under <b>"Light Touch Approach"</b> for the 3rd Control Period, as the regulated service is <b>'Not Material'</b> .	<b>7</b>
<b>Chapter No. 3</b>	<b>3.6</b>	The Authority proposes to consider the Traffic Volume (Flights to be handled) for the third control period as per Table 2.	<b>8</b>
<b>Chapter No. 4</b>	<b>4.6</b>	The Authority proposes to consider the CAPEX for the Third Control Period as per Table 3.	<b>11</b>
<b>Chapter No. 5</b>	<b>5.14</b>	The Authority, proposes to consider the OPEX for the Third Control Period as per Table 5.	<b>13</b>
<b>Chapter No. 6</b>	<b>6.13</b>	The Authority proposes to consider the Tariff Rate card submitted by the M/s BASKPL for TCP (as per Table 6) and elicits views of the Stakeholders on the proposed Tariff for TCP.	<b>16</b>
	<b>6.14</b>	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).	
	<b>6.15</b>	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.	
	<b>6.16</b>	The Authority proposes to consider the Tariff for Additional Services as per Annexure-I & II.	<b>17</b>
	<b>6.17</b>	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).	
	<b>6.18</b>	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 **28/01/2022** at the following address:

**Secretary,**  
**Airports Economic Regulatory Authority of India**  
**AERA Building, Administrative Complex**  
**Safdarjung Airport, New Delhi -110003**  
**Tel: 011-24695044-47, Fax: 011-24695048**  
**Email:** [satish.kr@aera.gov.in](mailto:satish.kr@aera.gov.in); [prabhjot.marwah@govcontractor.in](mailto:prabhjot.marwah@govcontractor.in)  
[secretary@aera.gov.in](mailto:secretary@aera.gov.in); [director-ps@aera.gov.in](mailto:director-ps@aera.gov.in);

**(Chairperson)**

## Annexure-‘I’

### Annual Tariff for Additional Services in respect of Domestic\* and International Schedule Flights for Third Control Period (FY 2021-22 to FY 2025-26) submitted by M/s Bird Airport Services (Konkan) Private Limited (BASKPL)

(Rates in INR)

EQUIPMENTS		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	17,233	11,666	18,439	12,483	19,730	13,357	21,111	14,292	22,589
Ground Power Unit (GPU) 90 KV	Per Hour	8,461	13,373	9,053	14,309	9,687	15,311	10,365	16,383	11,091	17,530
Ground Power Unit (GPU) 140 KV	Per Hour	10,903	17,233	11,666	18,439	12,483	19,730	13,357	21,111	14,292	22,589
Hook on power	Per flight	872	1,379	933	1,476	998	1,579	1,068	1,690	1,143	1,808
Air Conditioner unit (ACU)	Per Hour	17,270	27,298	18,479	29,209	19,773	31,254	21,157	33,442	22,638	35,783
Ramp to Flight Deck Communication	Per Turnaround	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
Step Ladder (remote bay) - Narrow Body	Per Hour	5,670	8,961	6,067	9,588	6,492	10,259	6,946	10,977	7,432	11,745
Step Ladder (remote bay) - Wide Body	Per Hour	8,460	13,373	9,052	14,309	9,686	15,311	10,364	16,383	11,089	17,530
Passenger Bus	Per Trip	3,925	6,204	4,200	6,638	4,494	7,103	4,809	7,600	5,146	8,132
Crew Bus	Per Turnaround	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
Conveyor belt loader	Per hour	9,090	14,371	9,726	15,377	10,407	16,453	11,135	17,605	11,914	18,837
Lower Deck Loader (LDL)	Per Hour	23,990	37,914	25,669	40,568	27,466	43,408	29,389	46,447	31,446	49,698
Main Deck Loader (MDL)	Per Hour	27,475	43,428	29,398	46,468	31,456	49,721	33,658	53,201	36,014	56,925
Fork Lift 10 Ton	Per Hour	8,900	14,063	9,523	15,047	10,190	16,100	10,903	17,227	11,666	18,433
Fork Lift 5 Tons	Per Hour	6,280	9,926	6,720	10,621	7,190	11,364	7,693	12,159	8,232	13,010
Fork Lift 3 Tons	Per Hour	4,536	7,169	4,854	7,671	5,194	8,208	5,558	8,783	5,947	9,398
Air Start Unit (ASU)	Per start	12,650	19,991	13,536	21,390	14,484	22,887	15,498	24,489	16,583	26,203
Air Start Unit (ASU)	Per start	13,520	21,369	14,466	22,865	15,479	24,466	16,563	26,179	17,722	28,012
Towbar	Per push / tow	3,490	5,515	3,734	5,901	3,995	6,314	4,275	6,756	4,574	7,229
Push Back - Narrow Body	per service	10,470	16,544	11,203	17,702	11,987	18,941	12,826	20,267	13,724	21,686
Push Back - Wide Body	per service	19,190	30,331	20,533	32,454	21,970	34,726	23,508	37,157	25,154	39,758
Tow Inter Stand - Narrow Body	Per Tow	15,265	24,127	16,334	25,816	17,477	27,623	18,700	29,557	20,009	31,626
Tow Inter Stand - Wide Body	Per Tow	24,420	38,603	26,129	41,305	27,958	44,196	29,915	47,290	32,009	50,600
Wing Walkers	Per turnaround	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	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	6,067	9,588	6,492	10,259	6,946	10,977	7,432	11,745
<b>Passenger/Terminal Side and Manpower related.</b>											
Unaccompanied	per child	2,365	3,737	2,531	3,999	2,708	4,279	2,898	4,579	3,101	4,900

minor handling											
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	2,620	4,136	2,803	4,426	2,999	4,736	3,209	5,068	3,434	5,423
VIPs	per passenger	3,637	5,748	3,892	6,150	4,164	6,581	4,455	7,042	4,767	7,535
Transit w/o visa pax	per passenger	3,637	5,748	3,892	6,150	4,164	6,581	4,455	7,042	4,767	7,535
Deportees	per passenger	3,637	5,748	3,892	6,150	4,164	6,581	4,455	7,042	4,767	7,535
Floor Walkers/Welcoming staff	per personnel/ 8hrs	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	3,614
Manpower (White collar)	per personnel/ 8 hr.	2,617	4,136	2,800	4,426	2,996	4,736	3,206	5,068	3,430	5,423
Manpower (Blue collar)	per personnel/ 8 hr.	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	3,614
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	9,728	15,377	10,409	16,453	11,138	17,605	11,918	18,837
Ballast Bags Refill	Per refill - per Bag	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,534	1,715	2,711
Interior cleaning (Transit) - Narrow Body	per service	12,210	19,301	13,065	20,652	13,980	22,098	14,959	23,645	16,006	25,300
Interior cleaning (Transit) - Wide Body	per service	21,806	34,467	23,332	36,880	24,965	39,462	26,713	42,224	28,583	45,180
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 - Narrow Body	per service	17,445	27,574	18,666	29,504	19,973	31,569	21,371	33,779	22,867	36,144
Deep Cleaning - Wide Body	per service	31,140	49,219	33,320	52,664	35,652	56,350	38,148	60,295	40,818	64,516
Deep Cleaning - ATR & like	per service	10,030	15,855	10,732	16,965	11,483	18,153	12,287	19,424	13,147	20,784
Flight Deck cleaning	per service	4,360	6,893	4,665	7,376	4,992	7,892	5,341	8,444	5,715	9,035
Waste Disposal		1,220	1,930	1,305	2,065	1,396	2,210	1,494	2,365	1,599	2,531
Arrange non-scheduled Crew Hotel accommodation	per service	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,534	1,715	2,711
Arrange for non-scheduled Crew Transportation	per service	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,534	1,715	2,711
C.I.Q. assistance / Direct crew thru airport facilities	per arr. or dep. clearance	2,617	4,136	2,800	4,426	2,996	4,736	3,206	5,068	3,430	5,423
Cargo Supervision services	per flight	6,530	10,321	6,987	11,043	7,476	11,816	7,999	12,643	8,559	13,528
Cargo Supervision services	Per flight	10,012	15,826	10,713	16,934	11,463	18,119	12,265	19,387	13,124	20,744
Live Animal Handling	per AVI	1,273	2,012	1,362	2,153	1,457	2,304	1,559	2,465	1,668	2,638
LD3,	per day	523	827	560	885	599	947	641	1,013	686	1,084
LD11	per day	1,220	1,930	1,305	2,065	1,396	2,210	1,494	2,365	1,599	2,531
Stacking of Pallets	per stack per day	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	3,614
<b>Miscellaneous services</b>											
Valet Service		1,818	2,874	1,945	3,075	2,081	3,290	2,227	3,520	2,383	3,766
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	737	500	789	535	844	572	903
Pallet Dollies	per two hour	611	965	654	1,033	700	1,105	749	1,182	801	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	7,951
Ramp Car	per hour	1,745	2,757	1,867	2,950	1,998	3,157	2,138	3,378	2,288	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 for Third Control Period (FY 2021-22 to FY 2025-26) submitted by M/s Bird Airport Services (Konkan) Private Limited (BASKPL)

(Rates in INR)

EQUIPMENTS						
Ambulift	Per Usage	17,233	18,439	19,730	21,111	22,589
Ground Power Unit (GPU) 90 KV	Per Hour	13,373	14,309	15,311	16,383	17,530
Ground Power Unit (GPU) 140 KV	Per Hour	17,233	18,439	19,730	21,111	22,589
Hook on power	Per flight	1,379	1,476	1,579	1,690	1,808
Air Conditioner unit (ACU)	Per Hour	27,298	29,209	31,254	33,442	35,783
Ramp to Flight Deck Communication	Per Turnaround	5,515	5,901	6,314	6,756	7,229
Step Ladder (remote bay) - Narrow Body	Per Hour	8,961	9,588	10,259	10,977	11,745
Step Ladder (remote bay) - Wide Body	Per Hour	13,373	14,309	15,311	16,383	17,530
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
Conveyor belt loader	Per hour	14,371	15,377	16,453	17,605	18,837
Lower Deck Loader (LDL)	Per Hour	37,914	40,568	43,408	46,447	49,698
Main Deck Loader (MDL)	Per Hour	43,428	46,468	49,721	53,201	56,925
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	11,364	12,159	13,010
Fork Lift 3 Tons	Per Hour	7,169	7,671	8,208	8,783	9,398
Air Start Unit (ASU)	Per start	19,991	21,390	22,887	24,489	26,203
Air Start Unit (ASU)	Per start	21,369	22,865	24,466	26,179	28,012
Towbar	Per push / tow	5,515	5,901	6,314	6,756	7,229
Push Back -Narrow Body	per service	16,544	17,702	18,941	20,267	21,686
Push Back - 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	29,557	31,626
Tow Inter Stand - Wide Body	Per Tow	38,603	41,305	44,196	47,290	50,600
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	9,588	10,259	10,977	11,745
<b>Passenger/Terminal Side and Manpower related.</b>						
Unaccompanied minor handling	per child	3,737	3,999	4,279	4,579	4,900
Wheel Chair WCHR OR WCHS	per service	3,722	3,983	4,262	4,560	4,879
WCHC	per service	4,136	4,426	4,736	5,068	5,423
VIPs	per passenger	5,748	6,150	6,581	7,042	7,535
Transit w/o visa pax	per passenger	5,748	6,150	6,581	7,042	7,535
Deportees	per passenger	5,748	6,150	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	4,736	5,068	5,423

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	16,453	17,605	18,837
Ballast Bags Refill	Per refill - per Bag	2,068	2,213	2,368	2,534	2,711
Interior cleaning (Transit) - Narrow Body	per service	19,301	20,652	22,098	23,645	25,300
Interior cleaning (Transit) - Wide Body	per service	34,467	36,880	39,462	42,224	45,180
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	36,144
Deep Cleaning - Wide Body	per service	49,219	52,664	56,350	60,295	64,516
Deep Cleaning - ATR & like	per service	15,855	16,965	18,153	19,424	20,784
Flight Deck cleaning	per service	6,893	7,376	7,892	8,444	9,035
Waste Disposal		1,930	2,065	2,210	2,365	2,531
Arrange non-scheduled Crew Hotel accommodation	per service	2,068	2,213	2,368	2,534	2,711
Arrange for non-scheduled Crew Transportation	per service	2,068	2,213	2,368	2,534	2,711
C.I.Q. assistance / Direct crew thru airport facilities	per arr. or dep. clearance	4,136	4,426	4,736	5,068	5,423
Cargo Supervision services	per flight	10,321	11,043	11,816	12,643	13,528
Cargo Supervision services	Per flight	15,826	16,934	18,119	19,387	20,744
Live Animal Handling	per AVI	2,012	2,153	2,304	2,465	2,638
LD3,	per day	827	885	947	1,013	1,084
LD11	per day	1,930	2,065	2,210	2,365	2,531
Stacking of Pallets	per stack per day	2,757	2,950	3,157	3,378	3,614
<b>Miscellaneous services</b>						
Valet Service		2,874	3,075	3,290	3,520	3,766
Baggage Trolley	per two hour	827	885	947	1,013	1,084
Container Dollies	per two hour	689	737	789	844	903
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	7,951
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.





Dated: 27<sup>th</sup> August 2021

प्राप्त  
डायरी नं० 16213  
तारीख 01/09/2021

To,

Director (Planning & Strategy)

AERA Building  
Administrative Complex  
Safdarjung Airport  
New Delhi 110 003

26/29

Agm (45)

**Subject: Submission of Form A & Form B in connection with submission of MYTP & ATP for Third Control Period (FY2021-22 to FY 2025-26) on behalf of M/s Bird Airport Services (Konkan) Private Limited (BASKPL) for its ground handling operations at Goa International Airport, Goa.**

Dear Sir,

Greeting from M/s Bird Airport Services (Konkan) Private Limited

Our holding company named M/s GlobeGround India Pvt. Ltd (GGIPL) a PAN India security cleared company (Under Approval Reference No. CAS/7(23)/2013/DIV/II/GlobeGround India Pvt. Ltd ( E-97094 – Issued on 24/10/2019) has been awarded a Ground Handling Concession at Goa International Airport (GIA), Goa through a RFP selection process by Airport Authority of India.

In accordance with the requirements of the RFP, a Special Purpose Vehicle/Company (SPV/SPC) named M/s Bird Airport Services (Konkan) Private Limited (BASKPL) has been incorporated (Certificate of Incorporation attached). The security clearance of M/s Bird Airport Services (Konkan) Private Limited has already received from Bureau of Civil Aviation Security (BACS) on 20<sup>th</sup> May 2021 (copy is attached herewith.)

BASKPL is looking to commence commercial operations at Goa International from 15<sup>th</sup> September 2021.

In reference to caption subject matter, we are submitting the below mentioned documents through email and also submit a set of hard copies in your good office today for tariff approval process.

1. Copy of an award letter from Goa International Airport
2. Security Clearance document of GlobeGround India Pvt. Ltd. ( Holding Company)
3. Security Clearance document of Bird Airport Services (Konkan) Private Limited.
4. Certificate of Incorporation of Bird Airport Services (Konkan) Pvt. Ltd.
5. Memorandum & Article of Association of Bird Airport Services (Konkan) Pvt. Ltd.
6. Copy of Office Allotment Letter at Goa International Airport
7. Interim tariff proposal as per prevailing rates of AIATSL.
8. Form A \_ Submission of Multi-year Tariff Proposal ( MYTP) duly signed & stamped



Sangram

9. Form B\_ Submission of ATP along with Form 14 (b) \_ Annual Tariff Proposal (ATP) form ( for each category/type of tariff)
10. Copies of user agreements
11. Copy of concession agreement

Due to prevailing COVID situation, a face to face stakeholder's meeting could not be done. However, we are in the process of organising the stakeholders meeting through online platform as per convenience of each individual stakeholder and shall submit related documents in due course of time for the consideration of authority.

We humbly request your good office to issue an Interim approval (since final tariff approval may take some time) based existing tariff of AIATSL to **M/s Bird Airport Services (Konkan) Private Limited** prior to commencement of ground handling operations at Goa International Airport.

We hope that the authority shall find our enclosed submission as per AERA guidelines.

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

Thanking you

Yours sincerely,

**For Bird Airport Services (Konkan) Private Limited**

  
Sanjay Savant



Authorized Signatory

**Bird Airport Services (konkan) Private Limited****Goa Station****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
<b>1</b>	<b>Revenue</b>					
	Revenue from Regulated services	1,88,15,462	10,98,82,538	12,05,39,215	12,96,64,689	13,37,45,612
	Revenue from other than Regulated Services	-	-	-	-	-
<b>2</b>	<b>Opening expenditure</b>					
	Payroll Costs	1,10,87,683	3,80,79,540	4,03,64,312	4,27,86,171	4,53,53,341
	Concession Fees	1,18,41,667	3,65,40,000	3,28,86,000	2,95,97,400	2,66,37,660
	Administrative and General Costs	74,28,356	2,33,35,368	2,45,02,136	2,57,27,243	2,70,13,605
	Utilities and Outsourcing costs	22,84,821	71,97,186	75,57,045	79,34,898	83,31,643
	Repair and Maintenance Costs	2,00,000	6,30,000	6,61,500	6,94,575	7,29,304
<b>3</b>	<b>Earnings before depreciation,interest and taxation (EBDIT)</b>	<b>(1,40,27,065)</b>	<b>41,00,445</b>	<b>1,45,68,221</b>	<b>2,29,24,403</b>	<b>2,56,80,060</b>
	Depreciation and Amortisation	73,07,203	1,33,51,760	1,46,53,498	1,55,94,952	1,65,36,406
<b>4</b>	<b>Earning before interest and taxation (EBIT)</b>	<b>(2,13,34,268)</b>	<b>(92,51,315)</b>	<b>(85,277)</b>	<b>73,29,451</b>	<b>91,43,654</b>
	Total interest and finance charges	80,43,310	66,29,496	51,33,550	35,50,272	18,74,182
<b>5</b>	<b>Profit / loss before tax</b>	<b>(2,93,77,578)</b>	<b>(1,58,80,811)</b>	<b>(52,18,826)</b>	<b>37,79,178</b>	<b>72,69,472</b>
	Provision for taxation	-	-	-	(1,17,53,896)	(69,65,714)
<b>6</b>	<b>Profit / loss after taxation</b>	<b>(2,93,77,578)</b>	<b>(1,58,80,811)</b>	<b>(52,18,826)</b>	<b>1,55,33,074</b>	<b>1,42,35,186</b>
	Balance brought forward from previous year	-	(2,93,77,578)	(4,52,58,389)	(5,04,77,216)	(3,49,44,142)
	<b>Balance Carried to Balance Sheet</b>	<b>(2,93,77,578)</b>	<b>(4,52,58,389)</b>	<b>(5,04,77,216)</b>	<b>(3,49,44,142)</b>	<b>(2,07,08,955)</b>

Note:

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

## Bird Airport Services (konkan) Private Limited

Goa Station

Form F9: Format for Forecast and Actual Roll-Forward Regulatory Asset Base (RAB) (ref: Section AI 5 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
<b>A</b>	<b>Opening RAB</b>					
	Building (Leasehold Improvements)		-	-	-	-
	Plant & Machinery		2,83,97,538	5,13,16,413	5,05,83,885	4,60,28,222
	Electrical Installation		-	-	-	-
	Furniture and Fittings		81,50,543	72,69,403	63,88,264	55,07,124
	Office Equipment		-	-	-	-
	Safety Equipment		-	-	-	-
	Air Conditioners		-	-	-	-
	Data Processing Equipment		-	-	-	-
	Motor Vehicles		4,44,29,155	4,39,89,192	4,28,28,061	4,09,45,761
	Knowhow Fees/Royalty (Refer Note No. 2 below)		-	-	-	-
	Software Licences		-	-	-	-
	Trademark		-	-	-	-
	....	-	8,09,77,236	10,25,75,009	9,98,00,209	9,24,81,107
<b>B</b>	<b>Additions - WIP Capitalisation</b>					
	Building	-	-	-	-	-
	Plant & Machinery	3,07,00,041	2,88,76,532	58,05,699	22,02,850	22,02,850
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	88,11,398	-	-	-	-
	Office Equipment	-	-	-	-	-
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	-	-	-	-	-
	Motor Vehicles	4,87,73,000	60,73,000	60,73,000	60,73,000	60,73,000
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
		8,82,84,439	3,49,49,532	1,18,78,699	82,75,850	82,75,850
<b>C</b>	<b>Disposal/ Transfers</b>					
	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					
<b>D</b>	<b>Depreciation Charges</b>					
	Building	-	-	-	-	-
	Plant & Machinery	23,02,503	59,57,657	65,38,227	67,58,512	69,78,797
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	6,60,855	8,81,140	8,81,140	8,81,140	8,81,140
	Office Equipment	-	-	-	-	-
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	-	-	-	-	-
	Motor Vehicles	43,43,845	65,12,963	72,34,131	79,55,300	86,76,469
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
		73,07,203	1,33,51,760	1,46,53,498	1,55,94,952	1,65,36,406
<b>E</b>	<b>Closing RAB (A+B-C-D)</b>					
	Building	-	-	-	-	-
	Plant & Machinery	2,83,97,538	5,13,16,413	5,05,83,885	4,60,28,222	4,12,52,275
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	81,50,543	72,69,403	63,88,264	55,07,124	46,25,984
	Office Equipment	-	-	-	-	-
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	-	-	-	-	-
	Motor Vehicles	4,44,29,155	4,39,89,192	4,28,28,061	4,09,45,761	3,83,42,292
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
		8,09,77,236	10,25,75,009	9,98,00,209	9,24,81,107	8,42,20,551
<b>F</b>	<b>Average RAB</b>	4,04,88,618	9,17,76,122	10,11,87,609	9,61,40,658	8,83,50,829

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 shall be the first operational year of the Company

**Bird Airport Services (konkan) Private Limited****Goa Station****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	<b>Utilities Costs</b>					
	Power Charges					
	Unit Consumed	1,68,482	6,25,446	6,25,446	6,25,446	6,25,446
	Effective Unit Rate	10	11	11	12	12
	Power costs	16,84,821	65,67,186	68,95,545	72,40,323	76,02,339
	Water Charges					
	Unit Consumed	1,50,000	1,50,000	1,50,000	1,50,000	1,50,000
	Effective Unit Rate	4	4	4	5	5
	Water Cost	6,00,000	6,30,000	6,61,500	6,94,575	7,29,304
	Other - Mention all the applicable heads					
	...					
B	<b>Department - wise Outsourcing Costs</b>					
	Airfield Services & Facilities					
	Terminals					
	Maintenance					
	Cleaning					
	...					
1	<b>Grand Total</b>	<b>22,84,821</b>	<b>71,97,186</b>	<b>75,57,045</b>	<b>79,34,898</b>	<b>83,31,643</b>
2	Utilities and Outsourcing expenses capitalised					
3	Net Utilies and Outsourcing expenses (1)-(2)					

Note:

- 1 At present, the estimated expenses are part of the estimated amount of overall Administrative and General expenses. Therefore, no separate disclosure is made.
- 2 Information for last financial year / last audited financial year are not available since 2021-22 shall be the first operational year of the Company

**Bird Airport Services (konkan) Private Limited**

**Goa Station**

**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	90,000	5,20,528	3,23,307	1,84,881	1,94,125
C	Motor Vehicles	1,10,000	1,09,472	3,38,193	5,09,694	5,35,179
D	Furniture and Fittings					
E	....	<b>2,00,000</b>	<b>6,30,000</b>	<b>6,61,500</b>	<b>6,94,575</b>	<b>7,29,304</b>

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 shall be the first operational year of the Company

**Bird Airport Services (konkan) Private Limited****Goa Station****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	1,01,28,044	3,47,83,755	3,68,70,781	3,90,83,028	4,14,28,009
B	PF Contribution	7,37,885	25,34,193	26,86,245	28,47,420	30,18,265
C	Medical Expenses					
D	Overtime					
E	Staff Welfare Fund	2,21,754	7,61,591	8,07,286	8,55,723	9,07,067
F	Training and recruitment					
1	Grand Total	<b>1,10,87,683</b>	<b>3,80,79,540</b>	<b>4,03,64,312</b>	<b>4,27,86,171</b>	<b>4,53,53,341</b>
2	Employee expenses capitalised	-	-	-	-	-
3	<b>Net Employees expenses (1)- (2)</b>	<b>1,10,87,683</b>	<b>3,80,79,540</b>	<b>4,03,64,312</b>	<b>4,27,86,171</b>	<b>4,53,53,341</b>

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 shall be the first operational year of the Company

**Bird Airport Services (konkan) Private Limited**

**Goa Station**

**Form F11(f) Other Outflow (ref; Section AI.5 of Appendix I)**

<b>S. N.</b>	<b>Particulars</b>	<b>2021-22</b>	<b>2022-23</b>	<b>2023-24</b>	<b>2024-25</b>	<b>2025-26</b>
		<b>Tariff Year 1</b>	<b>Tariff Year 2</b>	<b>Tariff Year 3</b>	<b>Tariff Year 4</b>	<b>Tariff Year 5</b>
A	Bank Gauratantee	3,36,98,000	-	-	-	-
B	Security Deposit	17,33,999				
C	...					
	<b>Grand Total</b>	<b>3,54,31,999</b>	-	-	-	-

\* Projected values to be provided

^ Information for last financial year for which audited accounts are available



**Bird Airport Services (konkan) Private Limited**

**Goa Station**

**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 (3.5 months)	490	467	444	107	102	97
2022-23	2,511	2,391	2,271	546	520	494
2023-24	2,637	2,511	2,385	573	546	519
2024-25	2,769	2,637	2,505	602	573	544
2025-26	2,907	2,769	2,631	632	602	572

Note:

- 1      Projections are made with an increasing trend using a fixed trend because of uncertain situation due to Covid-19.