



**IN THE MATTER OF
DETERMINATION OF TARIFF FOR GROUND HANDLING SERVICES FOR
M/S GSEC BIRD AIRPORT SERVICES PRIVATE LIMITED AT
MANGALORE INTERNATIONAL AIRPORT 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 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. 28/2021-22 dated 14/01/2022 are invited from the Stakeholders, preferably in electronic form, at the following address:

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Last Date for submission of Stakeholders' comments	04/02/2022
Last Date for submission of counter comments	14/02/2022

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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TABLE OF CONTENTS

CHAPTER 1: BRIEF BACKGROUND:.....	6
CHAPTER 2: PRINCIPLES FOR DETERMINATION OF “AERONAUTICAL TARIFF”	7
CHAPTER 3: AIR TRAFFIC MOVEMENT (ATM).....	8
CHAPTER 4: CAPITAL EXPENDITURE	9
CHAPTER 5: OPERATING EXPENDITURE AND PROFITABILITY	12
CHAPTER 6: ANNUAL TARIFF PROPOSAL	14
CHAPTER 7: SUMMARY OF AUTHORITY’S PROPOSAL	18
CHAPTER 8: STAKEHOLDER CONSULTATION	19
ANNEXURE – I ADDITIONAL SERVICES FOR SCHEDULE FLIGHTS	20
ANNEXURE – II ADDITIONAL SERVICES FOR INTERNATIONAL NON SCHEDULE FLIGHTS.....	23

LIST OF TABLES

S No.	Particulars	Page No.
1	Summary of Shareholding Structure of M/s. GBASPL.	6
2	Projected Traffic (Flights to be handled) submitted by M/s GBASPL for the TCP	8
3	Projected Capital Expenditure submitted by M/s GBASPL for the TCP	9
4	Breakup of Projected Capital Expenditure as submitted by M/s. GBASPL for the TCP	9
5	Projected Revenue and Operating Expenditure submitted by M/s GBASPL for TCP	13
6	Proposed Tariff Rates for Schedule Flights to be handled by M/s GBASPL for the TCP	15
7	Statement of YoY Percentage (%) Change in Different Category of Schedule Flights for the TCP	16
8	Annual Tariff Proposal submitted by M/s. GBASPL for Non-Schedule and General Aviation Operations - Domestic and International Flights	16

List of Abbreviations:

AERA (AUTHORITY)	Airports Economic Regulatory Authority
AISATS	Air India SATS
ATM	Air Traffic Movement
ATP	Annual Tariff Proposal
BIPL	Bhadra International (I) Pvt. Ltd.
CAPEX	Capital Expenditure
COD	Commercial Operation Date
CGF	Cargo, Ground Handling & Fuel Throughput
GBASPL	GSEC Bird Airport Services Private Limited
GHA	Ground Handling Agencies
GHS	Ground Handling Service
GPU	Ground Power Unit
GSEC	Gujarat State Export Corporation
INR	Indian Rupees
ISP	Independent Service Provider
LoI	Letter of Intent
MYTP	Multi-Year Tariff Proposal
NCAP	National Civil Aviation Policy
OPEX	Operating Expenditure
O&M	Operation and Maintenance
PAT	Profit After Tax
PBIDT	Profit Before Interest, Depreciation and Tax
P&L	Profit & Loss
RFP	Request for Proposal
SPV	Special Purpose Vehicle
SPRH	Service Provider Right Holder
TCP	Third Control Period
YoY	Year on Year

CHAPTER 1: BRIEF BACKGROUND:

- 1.1 M/s. Bird Worldwide Flight Services (India) Private Limited was issued a Letter of Intent to Award (LOIA) by Mangalore International Airport Limited for carrying out Ground Handling Service (GHS) at Mangalore International Airport on 08.03.2021 for five (5) years, effective from 01.04.2021.
- 1.2 In accordance with the requirement of RFP, a SPV named M/s GSEC Bird Airport Services Private Limited (GBASPL) was incorporated on 20.03.2021.
- 1.3 Bureau of Civil Aviation Security has granted security clearance to M/s. GBASPL on 09.08.2021.
- 1.4 M/s GBASPL has entered into a concession agreement on 10.08.2021 with Mangalore International Airport Limited for providing of Ground Handling Services at Mangalore International Airport.

The shareholding structure of the SPV is given as below:

Table-1: Summary of Shareholding Structure of M/s GBASPL:

Name of Shareholder	No. of Equity Shares	Equity Holding (%)
M/s Bird Worldwide Flight Services (India) Pvt. Ltd.	5,10,000	51.00
M/s GlobeGround India Pvt. Ltd.	2,30,000	23.00
M/s Gujarat State Export Corporation (GSEC) Ltd.	2,60,000	26.00
TOTAL	10,00,000	100.00

- 1.5 The Authority, vide its Order No. 28/2021-22 dated 18.11.2021 allowed M/s GSEC Bird Airport Services Pvt. Ltd. to levy and collect, on ad hoc basis, the existing tariff for Ground Handling Services at Mangalore International Airport, as approved for the other Ground Handling Service Provider at Mangalore International Airport w.e.f 18.11.2021 to 31.03.2022, or, till the determination of regular Ground Handling Tariff for the 3rd Control Period, whichever is earlier.
- 1.6 As per the provisions of the CGF Guidelines 2011, M/s GBASPL has submitted the Multi Year Tariff Proposal ('MYTP') on 26.10.2021 for determination of Tariff for providing Ground Handling Services at Mangalore International Airport for the Third Control Period (FY 2021-22 to FY 2025-26). M/s GBASPL vide email dated 05.01.2022 has confirmed the Commercial Operations Date (COD) i.e. 15.02.2022.
- 1.7 M/s GBASPL 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 GBASPL to conduct Stakeholders' Consultation Meeting at the earliest in compliance to the AERA Guidelines.

CHAPTER 2: PRINCIPLES FOR DETERMINATION OF “AERONAUTICAL TARIFF”

2.1 The Authority vide 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:

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

$$\begin{aligned}\text{The Materiality Index for Mangalore Airport} &= 3782/431853 \\ &= 0.88\%\end{aligned}$$

The percentage share of Ground Handling for Mangalore International Airport for the FY 2019-20 is 0.88%, which is less than 5% Materiality Index (MI_G) for the subject service. Hence, the regulated service is deemed to be ‘**Not Material**’ for the third control period.

2.3 The Authority also noted that M/s Air India SATS (AISATS) is also providing Ground Handling Services at Mangalore International Airport apart from M/s GBASPL.

2.4 M/s GBASPL has only provided Letter of Intent (LoI) by M/s SpiceJet Limited.

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

- a) Form B and Form 14 (b) (Proposed Tariff Card);
- b) Details of Consultation with Stakeholders;
- c) Evidence of User Agreement(s) clearly indicating the tariff proposal by the Service Provider and agreed to by the Users.

2.6 M/s GBASPL submitted only the proposed Tariff Card as per Para 2.5(a) above. The Authority also advises M/s GBASPL to provide the copy of User Agreement with M/s SpiceJet Ltd. at the earliest.

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

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

CHAPTER 3: AIR TRAFFIC MOVEMENT (ATM)

M/s GBASPL, Mangalore 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) submitted by M/s GBASPL for the TCP

Year	Domestic (No. of Landings)	International (No. of Landings)	Total	YoY % Change		
				Domestic	International	Total
2021-22 (1.5 months)	290	48	338	-	-	-
2022-23	3,660	730	4,390	1162.07%	1420.83%	1198.82%
2023-24	3,843	767	4,610	5.00%	5.07%	5.01%
2024-25	4,035	805	4,840	5.00%	4.95%	4.99%
2025-26	4,237	845	5,082	5.00%	4.97%	4.99%
TOTAL	16,065	3,195	19,260			

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, the Authority notes that after the second wave of Covid-19, the Aircraft Traffic started improving gradually in the FY 2021-22. But the emergence of new variant of Covid-19 has prolonged the uncertainty in the International Air Traffic. The pandemic situation may impact the Air Traffic Volumes, particularly International Air Traffic, during the first quarter of FY 2022-23 also.
- 3.3 For the Mangalore 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.
- 3.4 The Authority notes that M/s GBASPL, for FY 2021-22, has projected Traffic in respect of Domestic & International Flights for 1.5 months only as per operations commencement date i.e. 15.02.2022.
- 3.5 The steep increase in traffic growth rate for FY 2022-23 as compared to previous year is mainly due to partial operations in FY 2021-22 for 1.5 months only. The ISP has projected a growth rate of 5% approx. for Domestic & International Flights from FY 2023-24 onwards.
- 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 considering other relevant aspects, proposes to adopt traffic projections submitted by M/s GBASPL as per Table 2 above.

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.

CHAPTER 4: CAPITAL EXPENDITURE

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

- 4.1 M/s GBASPL, Mangalore has projected a total Capital Expenditure (CAPEX) of Rs. 879.53 Lakhs for the procurement of various assets for the TCP (FY 2021-22 to FY 2025-26). The asset wise Capital Expenditure projected by ISP for TCP is given as below:

Table 3: Projected Capital Expenditure submitted by M/s GBASPL for the TCP

(Rs. in Lakhs)

Particulars	2021-22	2022-23	2023-24	2024-25	2025-26	TOTAL
Ground Handling Equipment	524.94	187.82	-	151.34	-	864.10
Vehicles	7.55	-	-	-	-	7.55
Furniture & Fixtures	3.30	-	-	0.63	-	3.93
Office Equipment	3.65	-	-	0.30	-	3.95
TOTAL	539.44	187.82	-	152.27	-	879.53

- 4.2 M/s GBASPL also submitted breakup of the capital expenditure of Rs. 879.53 Lakhs proposed for the TCP as given below:

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

(Rs. in Lakhs)

Year	Particulars	Qty.	Rate per Unit	Amount	Asset Class
Tariff Year 1 - FY 2021-22	Passenger Step Ladder Towable	2	10.05	20.10	Ground Handling Equipment's
	BFL Towable	2	8.05	16.10	Ground Handling Equipment's
	Pushback Narrow body Tug craft	1	48.05	48.05	Ground Handling Equipment's
	Tow bar Universal for Q400	1	7.63	7.63	Ground Handling Equipment's
	Tow bar Universal for A320 and B737	1	7.63	7.63	Ground Handling Equipment's
	GPU-60 KVA Single cable	1	48.80	48.80	Ground Handling Equipment's
	JET START UNIT-400 PPM Single hose	1	151.73	151.73	Ground Handling Equipment's
	Air Conditioning Unit-Cooling capacity 60T Air flow 200 ppm	1	108.39	108.39	Ground Handling Equipment's
	Baggage Tugs	2	35.15	70.30	Ground Handling Equipment's
	Toilet Cart towable	1	8.05	8.05	Ground Handling Equipment's
	Water Cart towable	1	8.05	8.05	Ground Handling Equipment's

	Baggage trolleys	10	1.80	18.00	Ground Handling Equipment's
	Fuel Bowser 900 L - towable	1	10.05	10.05	Ground Handling Equipment's
	Wheel chairs	10	0.13	1.25	Furniture & Fixtures
	Vehicle ramp	1	7.55	7.55	Vehicles
	Chocks (12), Marshalling torches (10 pairs*5), Head set (2), By Pass pin for A320/B737 (2), Safety cones (12), Vacuum cleaners (3), Firex (2)	1	2.05	2.05	Ground Handling Equipment's
	LaserJet Black & White Printer	1	0.20	0.20	Office Equipment
	Paper Shredder	1	0.15	0.15	Office Equipment
	Laptop	1	0.55	0.55	Office Equipment
	Desktop	5	0.40	2.00	Office Equipment
	Mobile Phone	5	0.15	0.75	Office Equipment
	Office New Cabins Set Up / Modification	1	2.05	2.05	Furniture & Fixtures
			TOTAL	539.44	
Tariff Year 2 - FY 2022-23	Passenger Step Ladder Towable	2	10.05	20.10	Ground Handling Equipment's
	BFL Towable	2	8.05	16.10	Ground Handling Equipment's
	Pushback Narrow body Tug craft	1	48.05	48.05	Ground Handling Equipment's
	tow bar Universal for Q400	1	7.63	7.63	Ground Handling Equipment's
	Tow bar Universal for A320 and B737	1	7.63	7.63	Ground Handling Equipment's
	Baggage Tugs	2	35.15	70.30	Ground Handling Equipment's
	Baggage trolleys	10	1.80	18.00	Ground Handling Equipment's
			TOTAL	187.82	
Tariff Year 3 - FY 2023-24				-	
Tariff Year 4 - FY 2024-25	Passenger Step Ladder Towable	2	10.05	20.10	Ground Handling Equipment's
	BFL Towable	2	8.05	16.10	Ground Handling Equipment's

Tow bar Universal for A320 and B737	1	7.63	7.63	Ground Handling Equipment's
Baggage Tugs	3	35.15	105.46	Ground Handling Equipment's
Wheel chairs	5	0.13	0.63	Furniture & Fixtures
Chocks (12), Marshalling torches (10 pairs*5), Head set (2), By Pass pin for A320/B737 (2), Safety cones (12), Vacuum cleaners (3), Firex (2)	1	2.05	2.05	Ground Handling Equipment's
Mobile Phone	2	0.15	0.30	Office Equipment
		TOTAL	152.27	
	Tariff Year 5 - FY 2025-26		-	
PROJECTED CAPEX FOR THE 3RD CONTROL PERIOD			879.53	

Authority's Examination and Analysis:

- 4.3 The Authority notes that M/s GBASPL is a new entity providing Ground handling Services at Mangalore International Airport and has projected a total CAPEX of Rs. 879.53 lakhs for the TCP. Further, out of total CAPEX of Rs. 879.53 lakhs for 3rd Control Period, M/s GBASPL has proposed to incur Rs 864.10 lakhs for Ground Handling Equipment, Rs. 7.75 lakhs for vehicle, Rs. 3.93 lakhs for furniture and fixtures and Rs. 3.95 lakhs for office equipment.
- 4.4 The Authority notes that M/s GBASPL has proposed to incur approximately 61% of total CAPEX in first Tariff year itself. The Authority further sought clarification regarding the significant CAPEX proposed to be incurred in first Tariff year; M/s GBASPL submitted that they had procured all the necessary Ground Handling Equipment and same has been installed for smooth commencement of operations at Mangalore International Airport.
- 4.5 M/s GBASPL in its submission also stated that the proposed CAPEX would be required to meet current operations and projected growth in business at Mangalore International Airport. The Authority feels that M/s GBASPL being a new entrant at the Mangalore airport, the ISP is required to make provision for necessary equipment / infrastructure in first year itself, therefore, the proposed CAPEX during first year of Control Period is seems reasonable.

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 GBASPL, Mangalore'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 (O&M) Expenditure incurred by the Service provider(s) include expenditure incurred on security, operating costs, other mandated operating costs and statutory operating costs.
- 5.2 Operation and Maintenance Expenditure submitted by M/s GBASPL has been segregated into the following categories:
- a) Payroll Costs;
 - b) Concession Fees;
 - c) Utility and Outsourcing Costs;
 - d) Repair and Maintenance Expenditure;
 - e) Admin and General Expenses
- 5.3 As per the MYTP submitted by M/s. GBASPL, Revenue and Operating Expenditure (OPEX) projected by M/s GBASPL for the 3rd control period (FY 2021-22 to FY 2025-26) is as under:

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

	Rs. in Lakhs					CAGR (%)	YoY% Change			
Particulars	2021-22	2022-23	2023-24	2024-25	2025-26		2022-23	2023-24	2024-25	2025-26
Revenue (A)	101.30	1,359.65	1,414.87	1,472.10	1,531.42	97.18	1242.14%	4.06%	4.05%	4.03%
Operating Expenditure (B)	161.40	1,269.44	1,338.05	1,410.80	1,488.03	55.93	694.41%	6.30%	5.57%	5.55%
Payroll Costs	68.54	410.33	439.05	469.78	502.67	64.57	498.70%	7.00%	7.00%	7.00%
Administrative and General Costs	34.62	182.74	193.55	205.05	217.29	58.28	427.84%	5.92%	5.94%	5.97%
Utilities and Outsourcing costs	4.67	25.86	27.30	28.83	30.45	59.84	454.41%	5.56%	5.59%	5.63%
Repair and Maintenance Costs	5.15	17.09	15.77	17.09	18.68	29.39	231.69%	-7.72%	8.39%	9.31%
Concession Fees	46.09	618.64	643.76	669.81	696.80	97.18	1242.14%	4.06%	4.05%	4.03%
PBIDT (A-B)	-57.76	106.77	115.99	122.61	129.31	-	-284.84%	8.64%	5.71%	5.46%
Interest & Finance Cost	34.66	72.75	67.49	64.16	56.00	10.07	109.91%	-7.23%	-4.93%	-12.72%
Depreciation	8.75	41.35	47.38	52.13	56.05		-	-	-	-
PAT	-101.17	-108.50	-107.37	-101.05	-83.79	-	-7.25%	1.04%	5.89%	17.08%

Authority's Examination and Analysis:

- 5.4 The Authority analyzed the Operating Expenditure provided in Form F3 (P&L) for the 3rd Control Period and noted that there is a significant increase in the projected Operating Expenditures of F.Y. 2022-23. Accordingly, a clarification was sought from M/s GBASPL. In response, ISP vide email dated 05.01.2022 clarified that for FY 2021-22, Revenue have been projected for 1.5 months and all expenses (except Concession Fees which is projected for 1.5 months) have been projected for 2 months only.
- 5.5 The Authority notes that as the projections for FY 2021-22 are only for 1.5 / 2 months only; whereas,

Revenue & Expenses projected in FY 2022-23 is for full year, therefore there is a steep increase in growth rates in %age terms in FY 22-23 in all the expense heads. However, when the annualized expenses of FY 2021-22 are compared with the projected Expenses for FY 22-23, there is no increase in expenses, except for Concession Fee. The Authority's analysis of growth rates considered by the ISP in respect of projected OPEX from FY 2023-24 onwards is given in the following sections:-

- 5.6 **Payroll Costs:** The Authority notes that payroll cost of M/s. GBASPL is projected to increase by 7.00% YoY from F.Y. 2023-24 onwards. The Authority sought clarification pertaining to YoY increase in Payroll Cost. The ISP in its response stated that the annual increase is due to increase in minimum wages and other factors like yearly inflation in the staff transportation, insurance cost etc.
- 5.7 **Administrative and General Costs:** The Authority notes that the Administrative and General Costs are projected to increase by 6.00% (approx.) YoY from F.Y. 2023-24 onwards. As per the ISP, projected increase in Administrative and General Cost is mainly on account of yearly inflation.
- 5.8 **Utility and Outsourcing Costs:** The Authority notes that Utility and Outsourcing expenses of M/s. GBASPL increases by 6.00% (approx.) YoY from F.Y. 2022-23 onwards. The Authority sought clarification pertaining to increase in Utility and Outsourcing cost. The ISP stated that the increase in fuel charges, electricity expenses, diesel and water charges have been considered as per the increase in level of operations (Flights to be handled).
- 5.9 **Repair and Maintenance Costs:** The Authority notes that M/s GBASPL projected an increase in Repair and Maintenance Costs varies from -7.72% to 9.31% for F.Y. 2023-24 to FY 2025-26. The Authority believes that since M/s GBASPL has proposed procurement of new ground handling equipment at Mangalore International Airport and all such equipment must be under warranty period initially, accordingly there should be lower R&M expenses in initial stage of Control Period. M/s GBASPL stated that the increase in R&M cost is basically 1.00% to 2.30% of the capital cost of equipment during the Control Period. Therefore, the Authority elicits the views/comments of stakeholders on the projected R&M expenditure for the Third Control Period.
- 5.10 **Concession Fees:** M/s GBASPL submitted that they have to share percentage of their Gross Revenue with Airport Operator as per the Service Provider Right Holder (SPRH) agreement. The Authority notes that the projected increase in Concession Fees is commensurate with the projected increase in Revenue.
- 5.11 The Authority further observes from the Projected P&L Statement that M/s GBASPL is likely to incur losses throughout the Third Control Period. As per the MYTP submission, ISP will incur Rs 101.17 lakhs loss in FY 2021-22 and losses are expected to reduce to Rs. 83.79 lakhs by the last year of the TCP.

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

- 5.12 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 GBASPL submissions on Annual Tariff Proposal for the Third Control Period as part of MYTP

6.1 M/s GBASPL has submitted the Tariff proposal for Ground Handling Services at Mangalore International Airport 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 GBASPL 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
Domestic Passenger Flights															
CODE B	10,000	15,000	25,000	10,700	16,100	26,800	11,500	17,300	28,700	12,400	18,600	30,800	13,300	20,000	33,000
CODE C	12,000	18,000	30,000	12,900	19,300	32,100	13,900	20,700	34,400	14,900	22,200	36,900	16,000	23,800	39,500
CODE D	14,000	28,000	42,000	15,000	30,000	45,000	16,100	32,100	48,200	17,300	34,400	51,600	18,600	36,900	55,300
CODE E	17,000	33,400	50,400	18,200	35,800	54,000	19,500	38,400	57,800	20,900	41,100	61,900	22,400	44,000	66,300
International Passenger Flights															
CODE C	21,300	63,700	85,000	22,800	68,200	91,000	24,400	73,000	97,400	26,200	78,200	1,04,300	28,100	83,700	1,11,700
CODE D	38,300	1,14,700	1,53,000	41,000	1,22,800	1,63,800	43,900	1,31,400	1,75,300	47,000	1,40,600	1,87,600	50,300	1,50,500	2,00,800
CODE E	45,900	1,37,700	1,83,600	49,200	1,47,400	1,96,500	52,700	1,57,800	2,10,300	56,400	1,68,900	2,25,100	60,400	1,80,800	2,40,900
CODE F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Domestic Cargo Flights															
CODE C	N/A	95,000	N/A	N/A	1,01,700	N/A	N/A	1,08,900	N/A	N/A	1,16,600	N/A	N/A	1,24,800	N/A
CODE D	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
CODE E	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
International Cargo Flights															
CODE C	N/A	1,35,000	N/A	N/A	1,44,500	N/A	N/A	1,54,700	N/A	N/A	1,65,600	N/A	N/A	1,77,200	N/A
CODE D	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
CODE E	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
CODE F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

Note:

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

6.2 M/s. GBASPL has proposed the following % increase in the Tariff for Schedule Flights at Mangalore International 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
Domestic Passenger Flights												
CODE B	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE C	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE D	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE E	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
International Passenger Flights												
CODE C	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
CODE D	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	-	-	-	-	-	-	-	-	-	-	-	-
Domestic Cargo Flights												
CODE C	-	7%	-	-	7%	-	-	7%	-	-	7%	-
CODE D	-	-	-	-	-	-	-	-	-	-	-	-
CODE E	-	-	-	-	-	-	-	-	-	-	-	-
International Cargo Flights												
CODE C	-	7%	-	-	7%	-	-	7%	-	-	7%	-
CODE D	-	-	-	-	-	-	-	-	-	-	-	-
CODE E	-	-	-	-	-	-	-	-	-	-	-	-
CODE F	-	-	-	-	-	-	-	-	-	-	-	-

6.3 M/s GBASPL 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. GBASPL for Non-Schedule and General Aviation Operations - Domestic and International Flights

(Rates in INR)

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

Note: Above Tariff Rates are excluding all applicable taxes.

- 6.4 M/s. GBASPL 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 M/s GBASPL proposed Tariff for International Schedule Passenger Flights in FY 2021-22 is lower than the ad hoc Tariff as approved by the Authority for the ISP for the period up to 31.03.2022, vide its Order No. 28/2021-22 dated 18.11.2021. In case of Domestic Schedule Passenger Flights, proposed Tariff for FY 2021-22 is lower than corresponding ad hoc Tariff, except for few categories of aircraft(s), where proposed rates are higher than the earlier approved ad hoc Tariff. Further, the Authority observes that the Tariff proposed by the ISP in respect of Schedule Freighter and GPU charges are higher than the corresponding ad hoc Tariff for the FY 2021-22.
- 6.6 The Authority observed 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 GBASPL has proposed 7% YoY increase in Tariff for the Third Control Period.
- 6.8 The Authority further notes that M/s GBASPL 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 8 given above.
- 6.9 The Authority is also of the view that the Tariff for Additional Services pertaining to Domestic Non-Schedule & General Aviation Operation shall not exceed the proposed Tariff for Additional Services in respect of 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 GBASPL and the ISP in its response vide email dated 06.01.2022 has clarified that the Additional Services are not part of the Tariff card for Scheduled & Non Scheduled Flights. Additional Services are required by the airlines only in some of their Flights. The ISP further stated that since, Additional Services may be required for any Flight; they are required to keep Manpower and GSE ready all the time on 24/7 & 365 days basis. As per M/s GBASPL 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 GBASPL has not conducted Stakeholder Consultation meeting (AUCC) and expects M/s GBASPL to conduct the same in compliance to AERA Guidelines on priority basis.
- 6.12 Further, M/s GBASPL 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 GBASPL for TCP (as per Table 6) for Scheduled flights and elicits 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 GBASPL providing Ground Handling Services at Mangalore International Airport for Stakeholder Consultation purpose:

Chapter	Para	Summary of Authority's Proposal	Page No.
Chapter No.2	2.7	The Authority proposes to consider Tariff determination exercise of M/s GBASPL for providing Ground Handling Services at Mangalore International Airport under “ Light Touch Approach ” for the 3rd Control Period, as the regulated service is ‘ Not Material ’.	7
Chapter No. 3	3.7	The Authority proposes to consider 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.	11
Chapter No. 5	5.12	The Authority, proposes to consider the OPEX for the Third Control Period as per Table-5.	13
Chapter No. 6	6.13	The Authority proposes to consider the Tariff Rate card submitted by the M/s GBASPL for TCP (as per Table 6) and elicits views of the Stakeholders on the proposed Tariff for TCP.	17
	6.14	The Authority proposes that the Tariff for Domestic Non Schedule and General Aviation Operations should not be more than the Tariff of relevant Domestic Schedule Flights for similar class of Aircraft(s).	
	6.15	The Authority, in case of International Non Schedule and General Aviation Flights, proposes to consider Tariff as mentioned in Table 8. The Authority, further proposes that in case of payment in foreign currency, the RBI conversion rate as on the last day of the previous month will be applicable for the first fortnight and rate as on 15th of the month will be applicable for the second fortnight.	
	6.16	The Authority proposes to consider the Tariff for Additional Services as per Annexure-I & II.	
	6.17	The Authority proposes that the Tariff for Additional Services pertaining to Domestic Non-Schedule & General Aviation Operations shall not exceed the proposed Tariff for Additional Services in respect of Domestic Schedule Flights for similar class of Aircraft(s).	
	6.18	The Authority also proposes that the Tariff Rates proposed as per Table 6, 8, Annexure – I & II (for Additional Services) shall be maximum Tariff to be charged. No other charge is to be levied over and above the proposed Tariff Rates.	

CHAPTER 8: STAKEHOLDER CONSULTATION

- 8.1 In accordance with the provisions of Section 13(4) of the AERA Act, the proposal contained in Chapter 7 above is hereby put forth for stakeholder consultation. To assist the stakeholders in making their submissions in a meaningful and constructive manner, necessary annexures are enclosed to the consultation paper (Annexures-I & II).
- 8.2 For removal of doubts, it is clarified that the contents of this Consultation Paper may not be construed as any Order or Direction of this Authority. The Authority shall pass an Order, in the matter, only after considering the submissions of the stakeholders in response here to and by making such decision fully documented and explained in the tariff order in terms of the provisions of the Act.
- 8.3 The Authority welcomes written evidence-based feedback, comments and suggestions from stakeholders on the proposal made in Chapter 7 above, latest by **04/02/2022**.

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(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 GSEC Bird Airport Services Private Limited (GBASPL)

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

Passenger/Terminal Side and Manpower related.												
Unaccompanied minor handling	per child	2,364	3,737	2,529	3,998	2,707	4,278	2,896	4,577	3,099	4,898	
Wheel Chair WCHR OR WCHS	per service	2,355	3,722	2,520	3,983	2,696	4,262	2,885	4,560	3,087	4,879	
WCHC	per service	2,617	4,136	2,800	4,426	2,996	4,735	3,206	5,067	3,430	5,421	
VIPs	per passenger	3,637	5,748	3,891	6,151	4,164	6,581	4,455	7,042	4,767	7,535	
Transit w/o visa pax	per passenger	3,637	5,748	3,891	6,151	4,164	6,581	4,455	7,042	4,767	7,535	
Deportees	per passenger	3,637	5,748	3,891	6,151	4,164	6,581	4,455	7,042	4,767	7,535	
Floor Walkers/Welcome staff	per personnel/8 hrs	1,744	2,757	1,867	2,950	1,997	3,157	2,137	3,378	2,287	3,614	
Manpower (White collar)	per personnel/8 hr.	2,617	4,136	2,800	4,426	2,996	4,735	3,206	5,067	3,430	5,421	
Manpower (Blue collar)	per personnel/8 hr.	1,744	2,757	1,867	2,950	1,997	3,157	2,137	3,378	2,287	3,614	
Excess Baggage Collection	per flight	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection	10% of collection
Val Handling	per std. sz. container	9,092	14,371	9,729	15,377	10,410	16,454	11,138	17,605	11,918	18,838	
Ballast Bags Refill	Per refill - per Bag	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,533	1,715	2,711	
Interior cleaning (Transit) - NB	per service	12,211	19,301	13,066	20,653	13,981	22,098	14,959	23,645	16,007	25,300	
Interior cleaning (Transit) - WB	per service	21,806	34,467	23,332	36,880	24,966	39,461	26,713	42,223	28,583	45,179	
Interior cleaning (Transit) - ATR & like	per service	7,065	11,167	7,560	11,949	8,089	12,785	8,655	13,680	9,261	14,638	
Deep Cleaning - NB	per service	17,445	27,574	18,666	29,504	19,973	31,569	21,371	33,779	22,867	36,143	
Deep Cleaning - WB	per service	31,139	49,219	33,319	52,664	35,651	56,351	38,147	60,295	40,817	64,516	
Deep Cleaning - ATR & like	per service	10,031	15,855	10,733	16,965	11,484	18,152	12,288	19,423	13,148	20,782	
Flight Deck cleaning	per service	4,361	6,893	4,666	7,376	4,993	7,892	5,343	8,445	5,717	9,036	
Waste Disposal		1,221	1,930	1,307	2,065	1,398	2,210	1,496	2,365	1,601	2,530	
Arrange non-scheduled Crew Hotel accommodation	per service	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,533	1,715	2,711	
Arrange for non-scheduled Crew Transportaion	per service	1,308	2,068	1,400	2,213	1,498	2,368	1,603	2,533	1,715	2,711	
C.I.Q. assistance / Direct crew thru airport facilities	per arr or dep clearance	2,617	4,136	2,800	4,426	2,996	4,735	3,206	5,067	3,430	5,421	
Cargo Supervision services	per flight	6,530	10,321	6,987	11,044	7,476	11,817	7,999	12,644	8,559	13,529	
Cargo Supervision services	Per flight	10,012	15,826	10,713	16,933	11,463	18,119	12,266	19,387	13,124	20,744	
Live Animal Handling	per AVI	1,273	2,012	1,362	2,153	1,457	2,304	1,559	2,465	1,669	2,637	
LD3,	per day	523	827	560	885	599	947	641	1,013	686	1,084	
LD11	per day	1,221	1,930	1,307	2,065	1,398	2,210	1,496	2,365	1,601	2,530	
Stacking of Pallets	per stack per day	1,744	2,757	1,867	2,950	1,997	3,157	2,137	3,378	2,287	3,614	

Miscellaneous services											
Valet Service		1,818	2,874	1,946	3,075	2,082	3,291	2,228	3,521	2,384	3,768
Baggage Trolley	per two hour	523	827	560	885	599	947	641	1,013	686	1,084
Container Dollies	per two hour	436	689	467	738	499	789	534	844	572	904
Pallet Dollies	per two hour	611	965	653	1,033	699	1,105	748	1,182	800	1,265
Diesel / Battery Tractor	per hour	3,838	6,066	4,107	6,491	4,394	6,945	4,702	7,431	5,031	7,952
Ramp Car	per hour	1,744	2,757	1,867	2,950	1,997	3,157	2,137	3,378	2,287	3,614

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

Notes:

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

Annexure-‘II’

Annual Tariff for Additional Services in respect of International Non-Schedule Flights for Third Control Period (FY 2021-22 to FY 2025-26) submitted by M/s GSEC Bird Airport Services Private Limited (GBASPL)

(Rates in INR)

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

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

भारतीय विमानपत्तन आर्थिक विनियामक प्राधिकरण
सफदरजंग एयरपोर्ट, नई दिल्ली-110003



प्राप्त
डायरी नं० 1632/
तारीख 20/10/2021

To,

Director (Planning & Strategy)

Airports Economic Regulatory Authority of India
AERA Building, Administrative Complex
Safdarjung Airport, New Delhi-110003

28/10

PNA

AGM (GS)

Sub: Submission of Form B in connection with submission of Multi-Year Tariff Proposal (MYTP) for Third Control (FY 2021-22 to FY 2025- 2026) and Annual Tariff Proposal (ATP) for Tariff years i.e. FY 2021-22 to FY 2025- 2026 M/s GSEC Bird Airport Services Private Limited for its operations at Mangalore International Airport, Mangalore.

Respected Sir,

Greetings from GSEC Bird Airport Services Private Limited.

We have been awarded the Ground Handling concession at Mangalore International Airport, Mangalore through an RFP selection process by the airport operator. 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 Concession Agreement
3. Copy of signed agreement/ arrangement with the users
4. MYTP document duly signed and stamped
5. Form 14 b – ATP Form (for each category / type of tariffs)

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' meeting 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.



GSEC Bird Airport Services Pvt. Ltd.
E-9, Connaught House, Connaught Place
New Delhi - 110001 India
Tel: + 91 11 23418199
Fax: + 91 11 23415679
CIN: U74999DL2021PTC378947

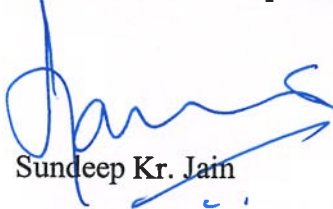
Considering the prevailing unprecedented situation on account of COVID from last one and a half years, the aviation, travel, tourism and hospitality industries have been adversely impacted all across the globe and also severally impacted lives of people during the second wave. We humbly request the Authority 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.

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

Authorised Signatory



FORM B

**BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA AT
NEW DELHI**

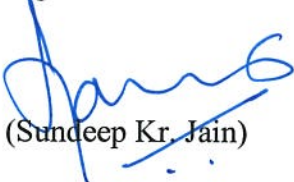
SUBMISSION OF MULTI YEAR TARIFF PROPOSAL FOR AND ON BEHALF OF:

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 Mangalore 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)**Mangalore International Airport****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	1,01,30,400	13,59,64,500	14,56,54,394	15,59,69,856	16,70,24,773
	Revenue from other than Regulated Services	-	-	-	-	-
2	Opening expenditure					
	Payroll Costs	68,53,564	4,10,32,533	4,39,04,810	4,69,78,147	5,02,66,617
	Concession Fees - 45.5%	46,09,332	6,18,63,848	6,62,72,749	7,09,66,285	7,59,96,272
	Administrative and General Costs	34,61,947	1,80,96,268	1,95,00,092	2,10,20,989	2,26,74,323
	Utilities and Outsourcing costs	4,66,500	25,86,300	28,00,693	30,33,800	32,88,196
	Repair and Maintenance Costs	5,15,196	17,08,859	15,76,857	17,09,210	18,68,258
3	Earnings before depreciation,interest and taxation (EBDIT)	(57,76,140)	1,06,76,692	1,15,99,192	1,22,61,425	1,29,31,106
	Depreciation and Amortisation	8,74,939	41,34,981	47,37,895	52,13,510	56,05,272
4	Earning before interest and taxation (EBIT)	(66,51,079)	65,41,711	68,61,297	70,47,915	73,25,834
	Total interest and finance charges	34,65,584	72,74,707	67,48,898	64,15,860	56,00,081
5	Profit / loss before tax	(1,01,16,663)	(7,32,996)	1,12,399	6,32,055	17,25,753
	Provision for taxation	-	-	-	-	-
6	Profit / loss after taxation	(1,01,16,663)	(7,32,996)	1,12,399	6,32,055	17,25,753
	Balance brought forward from previous year	-	(1,01,16,663)	(1,08,49,659)	(1,07,37,260)	(1,01,05,205)
	Balance Carried to Balance Sheet	(1,01,16,663)	(1,08,49,659)	(1,07,37,260)	(1,01,05,205)	(83,79,451)

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)

Mangalore International Airport

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
A	Opening RAB					
	RSD	-	2,75,00,000	2,75,00,000	2,75,00,000	2,75,00,000
	Building (Leasehold Improvements)	-	-	-	-	-
	Plant & Machinery	-	5,16,74,326	6,65,45,293	6,20,31,154	7,21,78,366
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	-	3,22,270	2,90,920	2,59,570	2,87,792
	Office Equipment	-	1,04,575	82,575	60,575	65,616
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	-	2,35,089	1,54,339	73,589	(4,212)
	Motor Vehicles	-	7,32,893	6,43,237	5,53,581	4,63,925
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
	....	-	8,05,69,153	9,52,16,364	9,04,78,469	10,04,91,487
B	Additions - WIP Capitalisation					
	RSD	2,75,00,000	-	-	-	-
	Building	-	-	-	-	-
	Plant & Machinery	5,24,94,092	1,87,82,192	-	1,51,34,028	-
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	3,30,000	-	-	62,500	-
	Office Equipment	1,10,000	-	-	30,000	-
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	2,55,000	-	-	-	-
	Motor Vehicles	7,55,000	-	-	-	-
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
		8,14,44,092	1,87,82,192	-	1,52,26,528	-
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	8,19,766	39,11,225	45,14,139	49,86,816	54,72,622
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	7,730	31,350	31,350	34,278	37,288
	Office Equipment	5,425	22,000	22,000	24,959	28,000
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	19,911	80,750	80,750	77,801	(22,294)
	Motor Vehicles	22,107	89,656	89,656	89,656	89,656
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
		8,74,939	41,34,981	47,37,895	52,13,510	56,05,272
E	Closing RAB (A+B-C-D)					
	RSD	2,75,00,000	2,75,00,000	2,75,00,000	2,75,00,000	2,75,00,000
	Building	-	-	-	-	-
	Plant & Machinery	5,16,74,326	6,65,45,293	6,20,31,154	7,21,78,366	6,67,05,744
	Electrical Installation	-	-	-	-	-
	Furniture and Fittings	3,22,270	2,90,920	2,59,570	2,87,792	2,50,504
	Office Equipment	1,04,575	82,575	60,575	65,616	37,616
	Safety Equipment	-	-	-	-	-
	Air Conditioners	-	-	-	-	-
	Data Processing Equipment	2,35,089	1,54,339	73,589	(4,212)	18,082
	Motor Vehicles	7,32,893	6,43,237	5,53,581	4,63,925	3,74,269
	Knowhow Fees/Royalty (Refer Note No. 2 below)	-	-	-	-	-
	Software Licences	-	-	-	-	-
	Trademark	-	-	-	-	-
		8,05,69,153	9,52,16,364	9,04,78,469	10,04,91,487	9,48,86,215
F	Average RAB	4,02,84,576	8,78,92,758	9,28,47,416	9,54,84,978	9,76,88,851

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)

Mangalore International Airport

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	305	290	276	50	48	46
2022-23	3,843	3,660	3,477	767	730	694
2023-24	4,035	3,843	3,651	805	767	729
2024-25	4,237	4,035	3,833	845	805	765
2025-26	4,449	4,237	4,025	887	845	803

Note:

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

GSEC Bird Airport Services Private Limited (GBAS)

Mangalore International Airport

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
		Last available audited year ^	Financial Year before Tariff Year 1*	Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Payroll Cost/MW		-	41,86,364	2,50,16,300	2,67,67,441	2,86,41,162	3,06,46,044
B	PF Employer's Cont			5,02,364	30,01,956	32,12,093	34,36,939	36,77,525
C	PF & EDLI Admn Charges			41,864	2,50,163	2,67,674	2,86,412	3,06,460
D	ESI Employer's Cont			1,36,057	8,13,030	8,69,942	9,30,838	9,95,996
E	Gratuity			2,01,268	12,02,707	12,86,896	13,76,979	14,73,367
F	LE			1,74,432	10,42,346	11,15,310	11,93,382	12,76,918
G	Staff Insurance			-	-	-	-	-
H	Overtime Cost			7,13,720	42,93,118	45,93,636	49,15,191	52,59,254
I	Recruitment Cost			6,650	40,125	42,934	45,939	49,155
J	AEP Cost			11,083	66,875	71,556	76,565	81,925
K	Staff Transportation Cost			3,99,000	24,07,500	25,76,025	27,56,347	29,49,291
L	Uniform (incl winter uniform)			1,99,500	12,03,750	12,88,013	13,78,173	14,74,646
M	Staff Parking			1,06,400	6,42,000	6,86,940	7,35,026	7,86,478
N	Staff Welfare			1,33,000	8,02,500	8,58,675	9,18,782	9,83,097
O	Training Cost			41,864	2,50,163	2,67,674	2,86,412	3,06,460
1	Grand Total		-	68,53,564	4,10,32,533	4,39,04,810	4,69,78,147	5,02,66,617
2	Employee expenses capitalised		-	-	-	-	-	-
3	Net Employees expenses (1)- (2)		-	68,53,564	4,10,32,533	4,39,04,810	4,69,78,147	5,02,66,617
						7.00%	7.00%	7.00%

Note:

1 Projected value are provided for Tariff Years

2 Information for last financial year / last audited financial year are not available s
2021-22 is the first operational year of the Company

- - - - -

GSEC Bird Airport Services Private Limited (GBAS)

Mangalore International Airport

Form F11(d): Repair and maintenance Expenditure (ref; Section AI.5 of Appendix I)

S. No.	Particulars - with detailed breakup	2021-22	2022-23	2023-24	2024-25	2025-26
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Building	-	-	-	-	-
B	Plant & Machinery	4,94,708	16,26,904	14,94,902	16,25,020	17,81,833
C	Office Equipment	926	3,705	3,705	4,209	4,713
D	Computer, Printer	3,694	14,775	14,775	14,775	14,775
E	Furniture and Fittings	4,744	18,975	18,975	20,706	22,438
F	Vehicle	11,125	44,500	44,500	44,500	44,500
		5,15,196	17,08,859	15,76,857	17,09,210	18,68,258

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)
Mangalore International Airport
Form F11(e): Utilities and Outsourcing Expenditure (ref: Section AI.5 of Appendix I)

S. N.	Particulars - with detailed breakup	2021-22	2022-23	2023-24	2024-25	2025-26
		Tariff Year 1	Tariff Year 2	Tariff Year 3	Tariff Year 4	Tariff Year 5
A	Utilities Costs					
	Power Charges					
	Unit Consumed	95,370	8,97,214	8,92,972	8,46,335	7,64,124
	Effective Unit Rate	10	10.50	11.58	13.40	16.29
	Power costs	9,53,700	94,20,750	1,03,37,273	1,13,41,704	1,24,46,779
	Water Charges					
	Unit Consumed	38,600	5,12,000	5,12,095	4,87,649	4,42,275
	Effective Unit Rate	3	3.15	3.47	4.02	4.89
	Water Cost	1,15,800	16,12,800	17,78,443	19,60,490	21,61,258
	Other - Mention all the applicable heads					
	...					
B	Department - wise Outsourcing Costs	-	-	-	-	-
	Airfield Services & Facilities	-	-	-	-	-
	Terminals	-	-	-	-	-
	Maintenance	-	-	-	-	-
	Cleaning	-	-	-	-	-
	...					
	1 Grand Total	10,69,500	1,10,33,550	1,21,15,715	1,33,02,194	1,46,08,037
	2 Utilities and Outsourcing expenses capitalised	-	-	-	-	-
	3 Net Utilities and Outsourcing expenses (1)-(2)	10,69,500	1,10,33,550	1,21,15,715	1,33,02,194	1,46,08,037

Note:

1 these expenses are part of the estimated amount of overall Administrative and General Expenses.

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)
Mangalore International Airport
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	4,57,380	6,60,805	7,26,886	7,99,574	8,79,532
	Communication expenses	43,167	1,61,438	1,69,509	1,77,985	1,86,884
	Travelling and Conveyance	1,80,000	7,56,000	7,93,800	8,33,490	8,75,165
	Marketing & Publicity	60,000	2,52,000	2,64,600	2,77,830	2,91,722
	Printing and Stationery	1,46,500	5,09,775	5,55,550	6,05,447	6,60,136
	Others Admin & General Expenses	4,00,000	13,65,000	14,33,250	15,04,913	15,80,158
	....	12,87,047	37,05,018	39,43,595	41,99,238	44,73,596
B	Other Charges					
	Audit Fees, Tax Audit Fees & Legal & Professional	3,40,000	6,40,500	6,72,525	7,06,151	7,41,459
	Insurance Costs	1,00,000	1,05,000	1,10,250	1,15,763	1,21,551
	In Flight Cleaning Consumables	1,56,900	20,48,500	21,51,200	22,58,568	23,71,358
	Certification Expenses	2,00,000	2,10,000	2,20,500	2,31,525	2,43,101
	Equipment Hire Charges	7,75,000	29,40,000	30,87,000	32,41,350	34,03,418
	....	15,71,900	59,44,000	62,41,475	65,53,356	68,80,887
C	Utilities and Outsourcing costs					
	Fuel Charges	6,03,000	84,47,250	93,15,023	1,02,68,394	1,13,19,841
	Electricity Expenses	3,50,700	9,73,500	10,22,250	10,73,310	11,26,938
	Potable Water	1,15,800	16,12,800	17,78,443	19,60,490	21,61,258
	....	10,69,500	1,10,33,550	1,21,15,715	1,33,02,194	1,46,08,037
D	Grand Total	39,28,447	2,06,82,568	2,23,00,785	2,40,54,789	2,59,62,519
E	Administration & General Expenses capitalised	-	-	-	-	-
F	Net A&G expenses (D-E)	39,28,447	2,06,82,568	2,23,00,785	2,40,54,789	2,59,62,519

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