



**IN THE MATTER OF
DETERMINATION OF TARIFF FOR GROUND HANDLING SERVICES FOR
M/S AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED AT
RAJIV GANDHI INTERNATIONAL AIRPORT, HYDERABAD 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 recovering after undergoing unprecedented turbulence & uncertainty on account of the COVID 19 PANDEMIC around the world. The pandemic had resulted in restrictions on air travel, both domestic and international. Now, with the decline in Covid cases and after easing of restrictions relating to air travel (w.e.f. 28.03.2022), the aircraft traffic has started improving. 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 AISATS. Accordingly, the Authority's proposals on the various aspects of the Tariff determination process have been explained in detail in this Consultation Paper.

As per the provisions of Section 13(4) of the AERA Act, the written comments on Consultation Paper No. 02/2022-23 dated 10/05/2022 are invited from the Stakeholders, preferably in electronic form, at the following address:

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Last Date for submission of Stakeholders' comments	31/05/2022
Last Date for submission of counter comments	07/06/2022

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

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

AERA (AUTHORITY)	Airports Economic Regulatory Authority
AISATS	Air India SATS
ATM	Air Traffic Movement
ATP	Annual Tariff Proposal
CASIPL	Celebi Airport Services India Pvt. Ltd.
CAPEX	Capital Expenditure
CGF	Cargo, Ground Handling & Fuel Throughput
FY	Financial Year
GGIPL	GlobeGround India Private Limited
GHA	Ground Handling Agencies
GHS	Ground Handling Service
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
PAT	Profit After Tax
PBT	Profit Before Tax
EBIDT	Earnings Before Interest, Depreciation and Tax
P&L	Profit & Loss
SPRH	Service Provider Right Holder
SATS	Singapore Airport Terminal Services
YoY	Year on Year

CHAPTER 1: BRIEF BACKGROUND:

- 1.1 M/s Air India SATS Airport Services Private Limited (AISATS) is one of Ground Handling agencies appointed by the Airport Operator, namely Hyderabad International Airport Limited, for carrying out Ground Handling Service (GHS) at Rajiv Gandhi International Airport, Hyderabad for duration of 10 years, effective from 06.05.2019 valid till 05.05.2029.

The shareholding structure of the AISATS is given as below:

Table-1: Summary of Shareholding Structure of AISATS:

Name of Shareholder	Equity Holding (%)
M/s Air India Limited	50.00
M/s Singapore Airport Terminal Services Limited (SATS)	50.00
TOTAL	100.00

- 1.2 Bureau of Civil Aviation Security has granted security clearance to AISATS on 15th January 2021, which is valid for a period of five years from the date of issue of security clearance or the period of validity of contract with the airport operator, whichever is earlier.
- 1.3 The Authority, vide Order No. 18/2021-22 dated 15.09.2021 allowed AISATS to levy and collect, on ad-hoc basis, the existing Tariff applicable as on 30.09.2021 at Rajiv Gandhi International Airport, Hyderabad for a period of six months w.e.f. 01.10.2021 to 31.03.2022 or till the determination of regular Tariff, whichever is earlier.
- 1.4 The Authority, vide Order No. 46/2021-22 dated 17.03.2022 further allowed AISATS to levy and collect, on ad-hoc basis, the existing Tariff applicable as on 31.03.2022 at Rajiv Gandhi International Airport, Hyderabad for a period of six months w.e.f. 01.04.2022 to 30.09.2022 or till the determination of regular Tariff, whichever is earlier.
- 1.5 As per the provisions of the CGF Guidelines 2011, AISATS has submitted the Multi Year Tariff Proposal ('MYTP') vide letter dated 25.11.2021 for determination of Tariff for providing Ground Handling Services at Rajiv Gandhi International Airport, Hyderabad for the Third Control Period (FY 2021-22 to FY 2025-26).
- 1.6 The Authority, after initial scrutiny of the MYTP/ ATP submissions of AISATS, observed various discrepancies/ errors, over which clarifications were sought from AISATS, from time to time. After regular follow-up and several meetings/ discussions, AISATS submitted the revised MYTP/ ATP on 28th April, 2022.

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”).

Stage I: - MATERIALITY ASSESSMENT:

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

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

$$\begin{aligned}\text{The Materiality Index for Hyderabad Airport} &= 25759/431853 \\ &= 5.96\%\end{aligned}$$

- 2.3 The percentage share of Ground Handling for Hyderabad Airport for the FY 2019-20 is 5.96%, which is higher than 5% Materiality Index (MI_G) for the subject service. Hence, the regulated service is deemed to be ‘**Material**’ for the Third Control Period.

Stage II: - COMPETITION ASSESSMENT:

- 2.4 The Authority with regard to the provisions of the National Civil Aviation Policy (NCAP 2016), vide its Order No. 15/2016-17 dated 12th January 2017 decided to consider three (3) Ground Handling Agencies (GHA) including Air India’s subsidiary/JV for competition assessment at all major airports.
- 2.5 As per the information furnished by AISATS on competition Assessment Form F1 (b), M/s GlobeGround India Private Limited (GGIPL) and M/s Celebi Airport Services India Pvt. Ltd. (CASIPL) are the other service provider rendering similar services at Rajiv Gandhi International Airport, Hyderabad. Since, there are three Ground Handling agencies including AISATS, the service is deemed as “**Competitive**”.
- 2.6 AISATS has submitted copies of User Agreement with Sri Lankan Airlines and Thai Airways International Public Company Limited.
- 2.7 As per clause 11.2 of the CGF Guidelines, the Annual Tariff Proposal (ATP) is required to be submitted in the manner and form provided in AI 8.2 of Appendix-I to the guidelines and should be supported by the following:
- a) Form B and Form 14 (b) (Proposed Tariff Card);
 - b) Details of Consultation with Stakeholders;
 - c) Evidence of User Agreement(s), if any, between the Service Provider and the User of Regulated Service(s) clearly indicating the Tariff proposed by the Service Provider.
- 2.8 The Authority notes that AISATS has submitted the documents as stated in para 2.5 above, except the minutes of the Stakeholders’ Consultation Meeting, as the Consultation Meeting is yet to be conducted by AISATS. The Authority, therefore, advises AISATS to conduct Stakeholders’ Consultation meeting at the earliest in compliance with the AERA (CGF) Guidelines, 2011.

Authority's Proposal regarding tariff determination of AISATS:

- 2.9 Based on the material before it and its analysis, the Authority proposes to consider Tariff determination exercise of AISATS for providing Ground Handling Services at Rajiv Gandhi International Airport, Hyderabad under “**Light Touch Approach**” for the Third Control Period, as the regulated service is ‘**Material but Competitive**’.

CHAPTER 3: TRAFFIC VOLUME (FLIGHTS TO BE HANDLED)

AISATS, Hyderabad submission on Traffic (Flights to be Handled) for the Third Control Period as part of MYTP

- 3.1 Actual Air Traffic (nos. of landings) handled by Hyderabad Airport and percentage of flights handled by AISATS (out of total number of landings) during FY 2019-20 (pre-Covid year) and FY 2020-21 are given below:

Table 2: Air Traffic handled by Hyderabad Airport and number of flights handled by AISATS during FY 2019-20 & FY 2020-21

Year	Total number of Landings			Actual number of Landings (Flights) handled by AISATS			Percentage (%) of Flights handled by AISATS		
	Domestic	Inter-national	Total	Domestic	Inter-national	Total	Domestic	Inter-national	Total
2019-20	78,846	12,880	91,725	14,280	7,595	21,875	18%	59%	24%
2020-21	39,174	3,834	43,008	5266	1,675	6,941	13%	44%	16%

- 3.2 Projected Traffic (flights to be handled) for the Third Control Period (FY 2021-22 to FY 2025-26) submitted by AISATS is given below in Table 3.

Table 3: Projected Traffic (Flights to be handled) submitted by AISATS for the Third Control Period

Year	Flights to be handled for the Third Control Period		Total (no. of landings)	As a % of actual Flights handled by AISATS during FY 2019-20		
	Domestic (no. of landings)	International (no. of landings)		Domestic	International	Total
2019-20	14,280	7,595	21,875	-	-	-
2020-21	5,266	1,675	6,941	37%	22%	32%
2021-22	6,290	3,562	9,852	44%	47%	45%
2022-23	6,731	3,811	10,542	47%	50%	48%
2023-24	7,067	4,002	11,069	49%	53%	51%
2024-25	7,420	4,202	11,622	52%	55%	53%
2025-26	7,791	4,412	12,203	55%	58%	56%
TOTAL (FY 2021-22 to FY 2025-26)	35,299	19,989	55,288			

Authority's Examination and Analysis:

- 3.3 The Authority observed that COVID-19 had severely impacted the business in Civil Aviation Sector, including Ground Handling Service Providers during FY 2020-21 & FY 2021-22. However, the Authority notes that after the second wave of Covid-19, the Aircraft Traffic has improved gradually during FY 2021-22 and air-traffic is expected to improve further in coming quarters, unless there is a fresh wave of Covid-19.
- 3.4 For the Hyderabad Airport, the total Aircraft Traffic (Domestic and International) during FY 2021-22 has almost reached to 62% of the pre-Covid level (FY 2019-20).

- 3.5 The Authority notes that as per AISATS projection, during all the Tariff year of Third Control Period, ISP is not expected to handle more than 56% of Traffic volume actually handled in FY 2019-20 (Pre-Covid year).

The Authority sought clarification from AISATS regarding the conservative Traffic Volume considered in MYTP. ISP vide email dated 29.04.2022 informed that after the exit of Menzies (Menzies Aviation Bobba), AISATS was the sole Ground Handling Service Provider at Hyderabad Airport. However, during FY 2019-20, two more Ground Handling Agencies entered at Hyderabad Airport and same has resulted in re-alignment of market share, which is now split between the three players. As per the ISP, the above factors and adverse impact of Covid-19 has resulted in lower Traffic Volume (Flights to be handled) projected for the Third Control Period.

- 3.6 The Authority, mindful of the adverse impact of the pandemic situation on Civil Aviation Sector, taking note of clarifications furnished by AISATS for considering the conservative Traffic, including increased market competition and considering other relevant aspects, proposes to adopt traffic projections submitted by AISATS for the Third Control Period as per Table 3 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 3.

CHAPTER 4: CAPITAL EXPENDITURE

AISATS submission on Capital Expenditure for the Third Control Period as part of MYTP

- 4.1 AISATS, Hyderabad has projected a total Capital Expenditure (CAPEX) of Rs. 1200.00 Lakhs for the procurement of various assets for the Third Control Period (FY 2021-22 to FY 2025-26). The year wise and asset wise Capital Expenditure projected by ISP for Third Control Period is given as below:

Table 4: Projected Capital Expenditure as submitted by AISATS for the Third Control Period

(₹ in Lakhs)

S.N.	Project Type	FY 2021-22	FY 2022-23	FY 2023-24	FY 2024-25	FY 2025-26	TOTAL
1	Ambulift	150.00	-	-	-	-	150.00
2	Computer Peripherals & Software	10.00	10.00	10.00	10.00	10.00	50.00
3	Furniture	40.00	60.00	60.00	80.00	80.00	320.00
4	Air Conditioning Unit (65 Ton)	-	130.00	-	-	-	130.00
5	Push back Small	-	-	130.00	-	-	130.00
6	Air Starter Unit	-	-	-	210.00	-	210.00
7	Air Conditioning Unit (110 Ton)	-	-	-	-	210.00	210.00
	TOTAL	200.00	200.00	200.00	300.00	300.00	1200.00

- 4.2 AISATS vide email dated 05.04.2022 submitted the quantity of Equipment proposed to be acquired as part of CAPEX for the Third Control Period.

Table 5: Quantity (in nos.) of Equipment proposed by AISATS for the Third Control Period

(in nos.)

S.N.	Project Type	FY 2021-22	FY 2022-23	FY 2023-24	FY 2024-25	FY 2025-26	Total
1	Ambulift	2	-	-	-	-	2
2	Computer Peripherals & Software	10	10	10	10	10	50
3	Furniture	2	3	3	4	4	16
4	Air Conditioning Unit (65 Ton)	-	1	-	-	-	1
5	Push back Small	-	-	1	-	-	1
6	Air Starter Unit	-	-	-	2	-	2
7	Air Conditioning Unit (110 Ton)	-	-	-	-	1	1

Authority's Examination and Analysis:

- 4.3 The Authority notes that out of total CAPEX planned for the Third Control Period, AISATS has projected CAPEX of ₹ 200 lakhs for the first tariff year of the Control Period. As the FY 2021-22 (first tariff year) is already closed, the Authority sought details of actual CAPEX incurred for FY 2021-22; In response, AISATS vide email dated 05.04.2022 confirmed that they have incurred CAPEX around ₹ 200.00 lakhs during FY 2021-22.
- 4.4 The Authority observes from the Table showing actual Traffic handled at Hyderabad Airport (refer Table 2) that AISATS had a market share of 24% (out of total landings) in respect of Ground Handling Business at Hyderabad Airport in FY 2019-20. Considering the level of Traffic handled by AISATS and taking into account AISATS submission that proposed CAPEX is towards replacement of assets taken on lease, the CAPEX of ₹ 1200 lakhs proposed by AISATS for the Third Control Period seems reasonable.
- 4.5 The Authority further observes that CAPEX proposed is related to equipment & machinery which is essential for the smooth conduct of business operations. The Authority, therefore, proposes to consider the CAPEX for the Third Control Period as per Table-4 above.

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-4.

CHAPTER 5: OPERATING EXPENDITURE AND PROFITABILITY

AISATS, Hyderabad's submission on Operating Expenditure for the Third Control Period as part of MYTP

- 5.1 As provided in Clause 9.4 of the Guidelines mentioned in Direction No. 04/2010-11, the Operation and Maintenance (O&M) Expenditure shall include all expenditure incurred by the Service provider(s), including expenditure incurred on security operating costs, other mandated operating costs and statutory operating costs.
- 5.2 Operation and Maintenance Expenditure submitted by AISATS has been segregated into the following categories:
- Payroll Costs;
 - Admin and General Expenses;
 - Concession Fees and
 - Repair and Maintenance Expenditure.
- 5.3 As per the MYTP submitted by AISATS, Revenue and Operating Expenditure (OPEX) projected for the Third control period (FY 2021-22 to FY 2025-26) is as under:

Table 6: Projected Revenue and Operating Expenditure submitted by AISATS for Third Control Period

Particulars	₹ in Lakhs						CAGR (%)	YoY% Change			
	2021-22	2022-23	2023-24	2024-25	2025-26	Total		2022-23	2023-24	2024-25	2025-26
Revenue (A)	5,715.01	6,415.50	7,069.63	7,790.57	8,585.15	35,575.86	10.71%	12%	10%	10%	10%
Expenditure											
Payroll Costs (a)	2,527.04	2,840.00	3,280.20	3,754.19	4,257.25	16,658.68	13.93%	12%	16%	14%	13%
Admin & General Expenses (b)	645.21	664.56	684.50	710.98	732.31	3,437.56	3.00%	3%	3%	3%	3%
Concession Fees (c)	1,123.13	1,261.83	1,391.17	1,533.77	1,690.98	7,000.88	10.77%	12%	10%	10%	10%
Repairs & Maintenance Expenditure (d)	111.45	114.80	118.24	121.79	125.44	591.72	3.00%	3%	3%	3%	3%
Total Operating Exp. (B) = Sum of (a) to (d)	4,406.83	4,881.20	5,474.11	6,120.72	6,805.98	27,688.84	11.48%	11%	12%	12%	11%
PBIDT (A-B)	1,308.18	1,534.30	1,595.52	1,669.85	1,779.17	7,887.02	7.99%	17%	4%	5%	7%
Depreciation	1,015.19	999.14	998.96	976.53	997.86	4,987.68	-	-2%	0%	-2%	2%
Interest and Finance Cost	522.93	481.09	442.61	407.20	374.62	2,228.45	-8.00%	-8%	-8%	-8%	-8%
PBT	-229.94	54.07	153.95	286.12	406.69	670.89	-	124%	185%	86%	42%
Provision for taxation*	-	-	-	-	-	-	-	-	-	-	-
PAT	-229.94	54.07	153.95	286.12	406.69	670.89	-	124%	185%	86%	42%
Profit Margin (PAT / Revenue)	-4%	1%	2%	4%	5%	2%	-	-	-	-	-

* Nil Tax Liability from FY 2021-22 onwards is due to accumulated loss of FY 2020-21 (₹ 2178.20 lakhs).

Authority's Examination and Analysis:

- 5.4 The Authority's analysis of growth rates considered by the AISATS in respect of projected OPEX from FY 2022-23 onwards is given in the following sections: -
- 5.5 **Payroll Costs:** The Authority notes that payroll cost of AISATS is projected to increase ranging from 12% to 16% from FY 2022-23 onwards. In response to query on the payroll costs, AISATS clarified vide email dated 29.04.2022 that projected increase in Payroll costs is after factoring the impact of annual increments in salary, increase in number of employees and considering the increase in Traffic Volume post Covid pandemic. In view of the above, the YoY increase in payroll costs for the Third Control Period proposed by AISATS seems reasonable.
- 5.6 **Administrative and General Costs:** The Authority notes that AISATS has projected a nominal & reasonable increase of 3% YoY under Administrative & General costs from FY 2022-23 onwards.
- 5.7 **Concession Fees:** AISATS submitted that they have to share a percentage of their Gross Revenue with the Airport Operator in accordance with the Concession Agreement executed between the ISP and the Airport Operator. The YoY increase in concession fees considered by AISATS is commensurate to the projected increase in Revenue on YoY basis.
- 5.8 **Repair and Maintenance Costs:** The Authority notes that AISATS has projected an increase of 3% YoY on Repairs and Maintenance Expenses from FY 2022-23 onwards. Considering that the ISP is required to undertake day-to-day maintenance of the assets and keep the equipment in the operational state so as to provide better services to the Users, the expenditure projected under the Repairs and Maintenance seems reasonable.
- 5.9 The Authority further observes from the Projected P&L Statement that AISATS is likely to incur a loss in the First Tariff year and ISP is expected to generate profits from FY 2022-23 onwards.

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

- 5.10 Based on the material before it and its analysis, the Authority, proposes to consider the OPEX for the Third Control Period as per Table-6.

CHAPTER 6: ANNUAL TARIFF PROPOSAL

AISATS submissions on Annual Tariff Proposal for the Third Control Period as part of MYTP

6.1 AISATS has submitted the Tariff proposals for Ground Handling Services at Hyderabad International Airport for the Third Control Period (FY 2021-22 to FY 2025-26) as given in Table 7 below:

Table 7: Tariff Rates proposed by AISATS for Scheduled Flights for the Third Control Period.

(Rates in ₹)

Aircraft Types	Maximum Rates for Tariff Year FY 2021-22							
	Scheduled Aircraft							
	Passenger						Freighter	
(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive		
CODE B	4,612	8,565	13,177	14,205	26,380	40,585	NA	NA
CODE C	6,180	11,477	17,657	37,034	68,777	105,810	59,297	144,287
CODE D	9,888	18,363	28,251	55,804	103,636	159,440	102,780	159,440
CODE E	20,754	38,543	59,297	71,023	131,901	202,924	123,863	217,419
CODE F	36,895	68,520	105,415	100,448	186,545	286,993	168,532	313,083

Aircraft Types	Maximum Rates for Tariff Year FY 2022-23							
	Scheduled Aircraft							
	Passenger						Freighter	
(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive		
CODE B	4,843	8,993	13,836	14,915	27,699	42,614	NA	NA
CODE C	9,579	17,789	27,368	38,885	72,216	111,101	62,262	151,501
CODE D	11,865	22,036	33,901	58,594	108,818	167,412	107,919	167,412
CODE E	24,905	46,251	71,156	74,575	138,496	213,070	130,056	228,290
CODE F	38,740	71,946	110,686	105,470	195,873	301,343	176,959	328,737

Aircraft Types	Maximum Rates for Tariff Year FY 2023-24							
	Scheduled Aircraft							
	Passenger						Freighter	
(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive		
CODE B	5,085	9,443	14,528	15,661	29,084	44,745	NA	NA
CODE C	10,058	18,679	28,737	40,830	75,826	116,656	65,375	159,076
CODE D	12,459	23,137	35,596	61,524	114,259	175,783	113,315	175,783
CODE E	26,150	48,564	74,714	78,303	145,421	223,724	136,559	239,704
CODE F	40,677	75,543	116,220	110,744	205,667	316,410	185,807	345,174

Aircraft Types	Maximum Rates for Tariff Year FY 2024-25							
	Scheduled Aircraft							
	Passenger						Freighter	
(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive		
CODE B	5,339	9,915	15,254	16,444	30,538	46,982	NA	NA
CODE C	10,561	19,613	30,174	42,871	79,617	122,488	68,644	167,030
CODE D	13,082	24,294	37,376	64,600	119,972	184,572	118,981	184,572
CODE E	27,458	50,993	78,450	82,219	152,692	234,910	143,387	251,690
CODE F	42,711	79,320	122,031	116,281	215,950	332,230	195,097	362,433

Aircraft Types	Maximum Rates for Tariff Year FY 2025-26							
	Scheduled Aircraft							
	Passenger						Freighter	
(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive		
CODE B	5,606	10,411	16,017	17,266	32,065	49,331	NA	NA
CODE C	11,089	20,593	31,682	45,015	83,598	128,613	72,076	175,382
CODE D	13,736	25,509	39,245	67,830	125,970	193,800	124,930	193,800
CODE E	28,830	53,542	82,372	86,329	160,326	246,655	150,556	264,274
CODE F	44,847	83,286	128,133	122,095	226,747	348,842	204,852	380,554

Notes:

- 1) To achieve the projected ARR only maximum ground handling rates have been suggested for Airlines as user agreements will be entered into with each Airline based on the IATA AHM 810 STANDARD GROUND HANDLING AGREEMENT 1998 or 2004 or 2008 or 2013 (SGHA).
- 2) The rates with each Airline will be negotiated based on services required from SGHA service items (usage of equipment and manpower), flight frequency, service level agreement, credit period and liability and indemnity requirement.
- 3) These rates may be revised, where external economic / financial factors warrant a review. However, any change, will be in consultation with the relevant authorities (AERA) and related stakeholders.
- 4) All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 5) Exchange rate used for contracts signed in USD: 1 USD = 75 INR.

6.2 AISATS has proposed the following % increase in the Tariff for Scheduled Flights at Hyderabad Airport as stated in the table below:

Table 8: Percentage (%) increase in Tariff for different categories of Scheduled Flights for the Third Control Period

Particulars	FY 2022-23			FY 2023-24			FY 2024-25			FY 2025-26		
	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full	Pax	Ramp	Full
Domestic Passenger Flights												
CODE B	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE C	50%	50%	50%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE D	20%	20%	20%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE E	20%	20%	20%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE F	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
International Passenger Flights												
CODE B	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE C	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE D	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE E	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE F	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Domestic Cargo Flights												
CODE B	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE C	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE D	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE E	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE F	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
International Cargo Flights												
CODE B	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE C	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE D	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE E	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
CODE F	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%

6.3 AISATS has also submitted separate Tariff Rate Card for Non-Schedule Flights as per Table as given below :-

Table 9: Tariff Rates proposed by AISATS for Non-Scheduled Flights for the Third Control Period

(Rates in ₹)

Aircraft Types	Maximum Rates for Tariff Year FY 2021-22							
	Non-Scheduled Aircraft							
	Passenger						Freighter	
(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive		
CODE B	7,840	14,561	22,401	24,148	44,847	68,995	NA	NA
CODE C	10,506	19,511	30,017	62,957	116,920	179,877	100,805	245,288
CODE D	16,809	31,218	48,027	94,867	176,181	271,048	174,726	271,048
CODE E	35,282	65,523	100,805	120,740	224,231	344,971	210,567	369,612
CODE F	62,722	116,484	179,206	170,761	317,127	487,888	286,504	532,241

Aircraft Types	Maximum Rates for Tariff Year FY 2022-23							
	Non-Scheduled Aircraft							
	Passenger						Freighter	
(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive		
CODE B	8,232	15,289	23,521	25,355	47,089	72,444	NA	NA
CODE C	16,284	30,242	46,526	66,105	122,767	188,872	105,845	257,552
CODE D	20,171	37,461	57,632	99,610	184,990	284,600	183,462	284,600
CODE E	42,338	78,627	120,965	126,777	235,442	362,219	221,095	388,093
CODE F	65,858	122,308	188,166	179,299	332,984	512,283	300,830	558,853

Aircraft Types	Maximum Rates for Tariff Year FY 2023-24							
	Non-Scheduled Aircraft							
	Passenger						Freighter	
(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive		
CODE B	8,644	16,053	24,697	26,623	49,443	76,066	0	0
CODE C	17,098	31,754	48,852	69,410	128,905	198,315	111,138	270,429
CODE D	21,180	39,333	60,513	104,591	194,240	298,830	192,635	298,830
CODE E	44,455	82,558	127,013	133,116	247,215	380,330	232,150	407,498
CODE F	69,151	128,424	197,575	188,264	349,633	537,897	315,872	586,796

Aircraft Types	Maximum Rates for Tariff Year FY 2024-25							
	Non-Scheduled Aircraft							
	Passenger						Freighter	
(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive		
CODE B	9,076	16,856	25,932	27,954	51,915	79,869	NA	NA
CODE C	17,953	33,341	51,294	72,881	135,350	208,231	116,695	283,951
CODE D	22,239	41,300	63,539	109,820	203,952	313,772	202,267	313,772
CODE E	46,677	86,687	133,364	139,771	259,575	399,346	243,757	427,873
CODE F	72,609	134,844	207,453	197,677	367,115	564,792	331,665	616,135

Aircraft Types	Maximum Rates for Tariff Year FY 2025-26							
	Non-Scheduled Aircraft							
	Passenger						Freighter	
(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive		
CODE B	9,530	17,699	27,229	29,352	54,511	83,863	NA	NA
CODE C	18,851	35,008	53,859	76,525	142,118	218,643	122,529	298,148
CODE D	23,351	43,365	66,716	115,311	214,150	329,461	212,381	329,461
CODE E	49,011	91,021	140,032	146,760	272,554	419,314	255,945	449,266
CODE F	76,239	141,587	217,826	207,561	385,471	593,032	348,249	646,942

Notes:

- 1) To achieve the projected ARR only maximum ground handling rates have been suggested for Airlines as user agreements will be entered into with each Airline based on the IATA AHM 810 STANDARD GROUND HANDLING AGREEMENT 1998 or 2004 or 2008 or 2013 (SGHA).
- 2) The rates with each Airline will be negotiated based on services required from SGHA service items (usage of equipment and manpower), flight frequency, service level agreement, credit period and liability and indemnity requirement.
- 3) These rates may be revised, where external economic / financial factors warrant a review. However, any change, will be in consultation with the relevant authorities (AERA) and related stakeholders.
- 4) All charges mentioned above exclude taxes which will be charged at the prevailing rates.
- 5) Exchange rate used for contracts signed in USD: 1 USD = 75 INR.

Authority's Examination and Analysis:

- 6.4 The Authority notes that AISATS has proposed no Tariff increase for first Tariff Year (FY 2021-22) of the Third Control Period as compared to prevailing Tariff (as on 31.03.21).
- 6.5 The Authority observes that in case of Domestic (Scheduled & Non-Scheduled) Flights, the ISP, for FY 2022-23 has proposed 50 to 55% increase in rates for Code C type aircrafts and 20% increase in rates for Code D & E types of aircrafts, as compared to prevailing rates (FY 2021-22).

The Authority sought clarification in respect of increase proposed in Tariff rates under aforesaid

categories. AISATS vide email 29.04.2022 informed that majority of the Traffic movement at Hyderabad Airport and major portion of their operating cost is incurred for these categories of aircrafts. The ISP further stated that due to Covid-19, the operations of these categories of aircrafts were impacted the most and in order to cover up for annual inflation, increase in operating costs, a one-time annual increase in rates for these categories are proposed.

- 6.6 The Authority further observes that in case of other categories under Domestic Flights (Scheduled & Non-Scheduled) and International Flights, AISATS has proposed a uniform increase of 5% YoY from FY 2022-23 onwards.
- 6.7 The Authority notes that AISATS has proposed a separate Tariff rate card for Non-Scheduled Flights. The Authority is of the view that the Tariff for Domestic Non-Scheduled Flights 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 rate card in case of International Non-Scheduled Flights (Refer Table 9 given above).
- 6.8 The Authority also notes that AISATS has not conducted Stakeholders Consultation meeting (AUCC) and expects AISATS to conduct the Stakeholders' Consultation Meeting, wherein Annual Tariff Proposal should be discussed with Stakeholders, in compliance to AERA Guidelines at the earliest.
- 6.9 The Authority 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 the rate as on the 15th of the month will be applicable for the second fortnight.
- 6.10 Further, AISATS 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:

- 6.11 The Authority proposes to consider the Tariff Rate card for Scheduled Flights as submitted by AISATS for the Third Control Period (**Annexure I**).
- 6.12 The Authority proposes that the Tariff for Domestic Non-Scheduled and General Aviation Operations should not be more than the Tariff of relevant Domestic Scheduled Flights for similar class of Aircraft(s).
- 6.13 The Authority proposes to consider the separate Tariff for International Non-Scheduled Flights as submitted by AISATS for Third Control Period (**Annexure-II**).
- 6.14 The Authority 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 the rate as on the 15th of the month will be applicable for the second fortnight.
- 6.15 The Authority also proposes that the Tariff Rates proposed as per **Annexure I & II** shall be the 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 PROPOSALS

The below mentioned summary provides the Authority's proposals relating to relevant chapters regarding the tariff determination of AISATS providing Ground Handling Services at Rajiv Gandhi International Airport, Hyderabad for Stakeholders' Consultation purpose:

Chapter	Para	Summary of Authority's Proposals	Page No.
Chapter No.2	2.9	The Authority proposes to consider Tariff determination exercise of AISATS for providing Ground Handling Services at Rajiv Gandhi International Airport, Hyderabad under “ Light Touch Approach ” for the Third Control Period, as the regulated service is ‘ Material but Competitive ’.	8
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 3.	10
Chapter No. 4	4.6	The Authority proposes to consider the CAPEX for the Third Control period as per Table-4.	12
Chapter No. 5	5.10	The Authority proposes to consider the OPEX for the Third Control Period as per Table-6.	14
Chapter No. 6	6.11	The Authority proposes to consider the Tariff Rate card for Scheduled Flights as submitted by AISATS for the Third Control Period (Annexure I).	20
	6.12	The Authority proposes that the Tariff for Domestic Non-Scheduled and General Aviation Operations should not be more than the Tariff of relevant Domestic Scheduled Flights for similar class of Aircraft(s).	
	6.13	The Authority proposes to consider the separate Tariff for International Non-Scheduled Flights as submitted by AISATS for Third Control Period (Annexure-II).	
	6.14	The Authority 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 the rate as on the 15 th of the month will be applicable for the second fortnight.	
	6.15	The Authority also proposes that the Tariff Rates proposed as per Annexure I & II shall be the 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. (Annexure 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 **31/05/2022**.

**Secretary,
Airports Economic Regulatory Authority of India
AERA Building, Administrative Complex
Safdarjung Airport, New Delhi -110003
Tel: 011-24695044-47, Fax: 011-24695048**

(Chairperson)

**PROPOSED TARIFF RATE CARD FOR AISATS, HYDERABAD IN RESPECT OF DOMESTIC*
& INTERNATIONAL SCHEDULED FLIGHTS FOR THE THIRD CONTROL PERIOD
(FY 2022-23 to FY 2025-26) FOR STAKEHOLDERS' CONSULTATION**

(Rates in ₹)

Aircraft Types	Maximum Rates for Tariff Year FY 2022-23							
	Scheduled Aircraft							
	Passenger						Freighter	
(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Compre- hensive	Passenger	Ramp	Compre- hensive		
CODE B	4,843	8,993	13,836	14,915	27,699	42,614	NA	NA
CODE C	9,579	17,789	27,368	38,885	72,216	111,101	62,262	151,501
CODE D	11,865	22,036	33,901	58,594	108,818	167,412	107,919	167,412
CODE E	24,905	46,251	71,156	74,575	138,496	213,070	130,056	228,290
CODE F	38,740	71,946	110,686	105,470	195,873	301,343	176,959	328,737

Aircraft Types	Maximum Rates for Tariff Year FY 2023-24							
	Scheduled Aircraft							
	Passenger						Freighter	
(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Compre- hensive	Passenger	Ramp	Compre- hensive		
CODE B	5,085	9,443	14,528	15,661	29,084	44,745	NA	NA
CODE C	10,058	18,679	28,737	40,830	75,826	116,656	65,375	159,076
CODE D	12,459	23,137	35,596	61,524	114,259	175,783	113,315	175,783
CODE E	26,150	48,564	74,714	78,303	145,421	223,724	136,559	239,704
CODE F	40,677	75,543	116,220	110,744	205,667	316,410	185,807	345,174

Aircraft Types	Maximum Rates for Tariff Year FY 2024-25							
	Scheduled Aircraft							
	Passenger						Freighter	
(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive		
CODE B	5,339	9,915	15,254	16,444	30,538	46,982	NA	NA
CODE C	10,561	19,613	30,174	42,871	79,617	122,488	68,644	167,030
CODE D	13,082	24,294	37,376	64,600	119,972	184,572	118,981	184,572
CODE E	27,458	50,993	78,450	82,219	152,692	234,910	143,387	251,690
CODE F	42,711	79,320	122,031	116,281	215,950	332,230	195,097	362,433

Aircraft Types	Maximum Rates for Tariff Year FY 2025-26							
	Scheduled Aircraft							
	Passenger						Freighter	
(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive		
CODE B	5,606	10,411	16,017	17,266	32,065	49,331	NA	NA
CODE C	11,089	20,593	31,682	45,015	83,598	128,613	72,076	175,382
CODE D	13,736	25,509	39,245	67,830	125,970	193,800	124,930	193,800
CODE E	28,830	53,542	82,372	86,329	160,326	246,655	150,556	264,274
CODE F	44,847	83,286	128,133	122,095	226,747	348,842	204,852	380,554

* Tariff for Domestic Scheduled Flights is also applicable to Domestic Non-Scheduled Flights

Notes:

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

**PROPOSED TARIFF RATE CARD FOR AISATS, HYDERABAD IN RESPECT OF INTERNATIONAL
NON-SCHEDULED & GENERAL AVIATION FLIGHTS FOR THE THIRD CONTROL PERIOD
(FY 2022-23 to FY 2025-26) FOR STAKEHOLDERS' CONSULTATION**

(Rates in ₹)

Aircraft Types	Maximum Rates for Tariff Year FY 2022-23							
	Non- Scheduled Aircraft							
	Passenger						Freighter	
(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Compre- hensive	Passenger	Ramp	Compre- hensive		
CODE B	8,232	15,289	23,521	25,355	47,089	72,444	NA	NA
CODE C	16,284	30,242	46,526	66,105	122,767	188,872	105,845	257,552
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CODE F	65,858	122,308	188,166	179,299	332,984	512,283	300,830	558,853

Aircraft Types	Maximum Rates for Tariff Year FY 2023-24							
	Non-Scheduled Aircraft							
	Passenger						Freighter	
(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Compre- hensive	Passenger	Ramp	Compre- hensive		
CODE B	8,644	16,053	24,697	26,623	49,443	76,066	NA	NA
CODE C	17,098	31,754	48,852	69,410	128,905	198,315	111,138	270,429
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CODE F	69,151	128,424	197,575	188,264	349,633	537,897	315,872	586,796

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(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive		
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CODE C	17,953	33,341	51,294	72,881	135,350	208,231	116,695	283,951
CODE D	22,239	41,300	63,539	109,820	203,952	313,772	202,267	313,772
CODE E	46,677	86,687	133,364	139,771	259,575	399,346	243,757	427,873
CODE F	72,609	134,844	207,453	197,677	367,115	564,792	331,665	616,135

Aircraft Types	Maximum Rates for Tariff Year FY 2025-26							
	Non-Scheduled Aircraft							
	Passenger						Freighter	
(ICAO Code)	Domestic Flight			International Flight			Domestic Flight	International Flight
	Passenger	Ramp	Comprehensive	Passenger	Ramp	Comprehensive		
CODE B	9,530	17,699	27,229	29,352	54,511	83,863	NA	NA
CODE C	18,851	35,008	53,859	76,525	142,118	218,643	122,529	298,148
CODE D	23,351	43,365	66,716	115,311	214,150	329,461	212,381	329,461
CODE E	49,011	91,021	140,032	146,760	272,554	419,314	255,945	449,266
CODE F	76,239	141,587	217,826	207,561	385,471	593,032	348,249	646,942

Notes:

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

Dated: 25th November, 2021

To,
Director (Planning & Strategy)
AERA Building
Administrative Complex
Safdarjung Airport,
New Delhi – 110 003

31/2
AGM (SR)

Mr. (fin) - VG.
24/1/22

Subject: Submission of Form A & Form B in connection with submission of MYTP & ATP for the Third Control Period (FY 2021-22 to FY 2025-26) on behalf of M/s Air India SATS Airport Services Private Limited for its Ground handling operations at Rajiv Gandhi International Airport, Hyderabad.

Dear Sir/Madam,

Greetings.

In reference to caption subject matter, we are submitting the below mentioned documents for tariff approval process for third control period FY 2021-22 to FY 2025-26. The following documents are submitted for your perusal:

1. Form A – Along with Multi-year Tariff Proposal (MYTP) duly signed & stamped
2. Form B – Along with Form 14(b) Annual Tariff Proposals
3. Copies of the User Agreements
4. Copy of Concession Agreement with the Airport Operator
5. Annual Compliance Statement for FY 2020-21

We humbly request the Authority to maintain complete confidentiality of the contents of the MYTP. Please do let us know in case you need any information or clarification in this matter. We request the Authority to review our submissions under light touch approach and approve our ATP for the third control period.

Thanking You.

Yours Sincerely,
For Air India SATS Airport Services Private Limited

Sanjay Gupta,
Chief Financial Officer

Place: Mumbai
Date: 25 November, 2021

Air India SATS Airport Services Private Limited

16th Floor, Commerz II, International Business Park, Oberoi Garden City, Off Western Express Highway, Goregaon (East), Mumbai - 400063 | Tel: +91-22-4203 7000 | www.aisats.in

Registered Office: Airlines House, 113, Gurudwara Rakabganj Road, New Delhi - 110001
(CIN): U74900DL2010PTC201763

Form A**BEFORE THE AIRPORT ECONOMIC REGULATORY AUTHORITY OF INDIA****AT NEW DELHI****SUBMISSION OF MULTI YEAR TARIFF PROPOSAL FOR THIRD CONTROL PERIOD
(2021-22 TO 2025-26) FOR AND BEHALF OF:**

M/s AIR INDIA SATS AIRPORT SERVICES PRIVATE LIMITED
Rajiv Gandhi International Airport,
Hyderabad.

I, Sanjay Gupta, aged 49 years resident of Republic of India acting in my official capacity as Chief Financial Officer in M/S Air India SATS Airport Services Private Limited having its registered office at Airlines House, 113 Guru Rakabganj Road, New Delhi 110001 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/S Air India SATS Airport Services Private Limited in the matter of making this submission before the Airports Economic Regulatory Authority of India, New Delhi ('the Authority')
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of this submission which include (i) Business Plan; (ii) Information pertaining to physical assets; (iii) Information relating to the Regulatory Building Blocks; (iv) Historical and Forecasted volumes; and (v) Historical revenues, are correct and true to my knowledge and belief and nothing material has been concealed therefrom.


Sanjay Gupta**Chief Financial Officer****Place: Mumbai****Date: 25 November 2021****Air India SATS Airport Services Private Limited**

16th Floor, Commerz II, International Business Park, Oberoi Garden City, Off Western Express Highway,
Goregaon (East), Mumbai - 400063 | Tel: +91-22-4203 7000 | www.aisats.in

Registered Office: Airlines House, 113, Gurudwara Rakabganj Road, New Delhi - 110001
(CIN): U74900DL2010PTC201763

Form F3: Historical and Projected Profit and Loss Account

S.N.	Particulars	FY 2019-20 Actuals	FY 2020-21 Actuals	FY 2021-22 Tariff Year 1	FY 2022-23 Tariff Year 2	FY 2023-24 Tariff Year 3	FY 2024-25 Tariff Year 4	FY 2025-26 Tariff Year 5
1	Revenue							
	Revenues from regulated services	1,10,19,89,838	40,87,88,027	56,15,64,000	63,09,17,154	69,55,86,162	76,68,83,744	84,54,89,328
	Revenues from other than regulated services	68,32,608	92,86,923	99,37,008	1,06,32,598	1,13,76,880	1,21,73,262	1,30,25,390
		1,10,88,22,446	41,80,74,950	57,15,01,008	64,15,49,752	70,69,63,042	77,90,57,006	85,85,14,718
2	Operating expenditure							
	Payroll cost	48,10,00,783	35,23,70,551	25,27,03,800	28,40,00,000	32,80,20,000	37,54,18,890	42,57,25,021
	Administrative and General	7,63,97,499	7,40,90,654	6,45,20,787	6,64,56,411	6,84,50,103	7,10,97,887	7,32,30,823
	Concession fees	22,52,35,124	3,81,73,356	11,23,12,800	12,61,83,431	13,91,17,232	15,33,76,749	16,90,97,866
	Repair and Maintenance cost	3,00,18,898	1,08,20,691	1,11,45,311	1,14,79,671	1,18,24,061	1,21,78,783	1,25,44,146
3	Earnings before depreciation , interest and taxation (EBITD)	29,61,70,142	(5,73,80,302)	13,08,18,309	15,34,30,240	15,95,51,646	16,69,84,697	17,79,16,861
	Depreciation and amortization	10,17,39,232	10,36,00,108	10,15,18,962	9,99,14,278	9,98,96,285	9,76,53,325	9,97,85,892
4	Earnings before interest and taxation (EBIT)	19,44,30,910	(16,09,80,410)	2,92,99,347	5,35,15,962	5,96,55,361	6,93,31,372	7,81,30,970
	Total interest and finance charges	6,04,41,972	5,68,40,051	5,22,92,847	4,81,09,419	4,42,60,666	4,07,19,813	3,74,62,228
5	Profit / loss before tax	13,39,88,938	(21,78,20,462)	(2,29,93,501)	54,06,542	1,53,94,695	2,86,11,559	4,06,68,742
	Provision for taxation	4,68,21,094	-	-	-	-	-	-
6	Profit / loss after taxation	8,71,67,843	(14,17,05,280)	(1,49,58,652)	35,17,280	1,00,15,173	1,86,13,536	2,64,57,457
7	Balance carried to balance sheet	8,71,67,843	(14,17,05,280)	(1,49,58,652)	35,17,280	1,00,15,173	1,86,13,536	2,64,57,457

Form F10 (a) - Capital Projects

S.N.	Project Type	FY 2021-22 Tariff Year 1	FY 2022-23 Tariff Year 2	FY 2023-24 Tariff Year 3	FY 2024-25 Tariff Year 4	FY 2025-26 Tariff Year 5
1	Ambulift	1,50,00,000				
2	Computer Peripherals & Software	10,00,000	10,00,000	10,00,000	10,00,000	10,00,000
3	Furniture	40,00,000	60,00,000	60,00,000	80,00,000	80,00,000
4	Air Conditioning Unit (65 Tonne)		1,30,00,000			
5	Push back Small			1,30,00,000		
6	Air Starter Unit				2,10,00,000	
7	Air Conditioning Unit (110 Tonne)					2,10,00,000
	Total	2,00,00,000	2,00,00,000	2,00,00,000	3,00,00,000	3,00,00,000

Form F9 - Formats for Forecast and Actual Roll-Forward RAB

S.N.	Asset Name	FY 2020-21 Actuals	FY 2021-22 Tariff Year 1	FY 2022-23 Tariff Year 2	FY 2023-24 Tariff Year 3	FY 2024-25 Tariff Year 4	FY 2025-26 Tariff Year 5
A	Opening RAB						
1	Computers	4,04,976	83,890	4,29,470	4,41,717	1,20,631	-
2	Furniture and fitting	6,06,719	3,62,900	37,19,082	84,75,263	1,26,31,444	1,79,87,626
3	Building	90,076	71,757	53,439	35,121	16,802	-
4	Vehicle	62,69,804	1,24,49,948	1,00,72,905	76,95,861	53,18,817	29,41,773
5	Plant and machinery	18,22,77,626	16,20,09,423	15,24,10,653	13,99,01,884	12,64,83,114	11,95,94,345
B	Additions						
1	Computers		10,00,000	10,00,000	10,00,000	10,00,000	10,00,000
2	Furniture and fitting		40,00,000	60,00,000	60,00,000	80,00,000	80,00,000
3	Building		-	-	-	-	-
4	Vehicle		-	-	-	-	-
5	Plant and machinery	32,86,147	1,50,00,000	1,30,00,000	1,30,00,000	2,10,00,000	2,10,00,000
C	Disposals						
1	Computers	-	-	-	-	-	-
2	Furniture and fitting	-	-	-	-	-	-
3	Building	-	-	-	-	-	-
4	Vehicle	(85,57,188)	-	-	-	-	-
5	Plant and machinery	5,580	-	-	-	-	-
D	Depreciation						
1	Computers	3,21,086	6,54,420	9,87,753	13,21,086	11,20,631	10,00,000
2	Furniture and fitting	2,43,819	6,43,819	12,43,819	18,43,819	26,43,819	34,43,819
3	Building	18,318	18,318	18,318	18,318	16,802	-
4	Vehicle	23,77,044	23,77,044	23,77,044	23,77,044	23,77,044	23,77,044
5	Plant and machinery	2,35,48,769	2,45,98,769	2,55,08,769	2,64,18,769	2,78,88,769	2,93,58,769
E	Closing RAB						
1	Computers	83,890	4,29,470	4,41,717	1,20,631	-	-
2	Furniture and fitting	3,62,900	37,19,082	84,75,263	1,26,31,444	1,79,87,626	2,25,43,807
3	Building	71,757	53,439	35,121	16,802	-	-
4	Vehicle	1,24,49,948	1,00,72,905	76,95,861	53,18,817	29,41,773	5,64,730
5	Plant and machinery	16,20,09,423	15,24,10,653	13,99,01,884	12,64,83,114	11,95,94,345	11,12,35,575

Right of Use Asset

S.N.	Asset Name	FY 2020-21 Actuals	FY 2021-22 Tariff Year 1	FY 2022-23 Tariff Year 2	FY 2023-24 Tariff Year 3	FY 2024-25 Tariff Year 4	FY 2025-26 Tariff Year 5
A	Opening RAB						
1	Plant and machinery	3,55,09,828	1,99,29,372	1,03,09,039	41,36,724	(0)	(0)
2	Building	57,28,04,867	50,91,98,607	44,55,92,347	38,19,86,087	31,82,05,563	25,45,99,304
B	Additions						
1	Plant and machinery		-	-	-	-	-
2	Building		-	-	-	-	-
C	Disposals						
1	Plant and machinery	20,95,644	-	-	-	-	-
2	Building		-	-	-	-	-
D	Depreciation						
1	Plant and machinery	1,34,84,812	96,20,332	61,72,315	41,36,725	-	-
2	Building	6,36,06,260	6,36,06,260	6,36,06,260	6,37,80,524	6,36,06,260	6,36,06,260
E	Closing RAB						
1	Plant and machinery	1,99,29,372	1,03,09,039	41,36,724	(0)	(0)	(0)
2	Building	50,91,98,607	44,55,92,347	38,19,86,087	31,82,05,563	25,45,99,304	19,09,93,044

Form F12(b & c)-Projected Aircraft Movements

Year	Domestic (Landing)			International (Landing)		
	Optimistic	Most Likely	Conservative	Optimistic	Most Likely	Conservative
2019-2020		14,280			7,595	
2020-2021		5,266			1,675	
2021-2022	6,919	6,290	5,661	3,918	3,562	3,206
2022-2023	7,403	6,730	6,057	4,192	3,811	3,430
2023-2024	7,773	7,067	6,360	4,402	4,002	3,602
2024-2025	8,162	7,420	6,678	4,622	4,202	3,782
2025-2026	8,570	7,791	7,012	4,853	4,412	3,971